Rajesh Sriuttam Panigrahi | FABMC202600305 | Male | 23

KPMG Six Sigma	Olympiad Winner	McKinsey Forward

EDUCATIONAL BACKGROUND

B.Sc. (Hons.) Agri	College of Agriculture, OUAT, Bhubaneswar	**8.36/10**	≥ 8.0 GPA in 46/65 subjects	2026
Class XII	Jawahar Navodaya Vidyalaya, Dhenkanal (CBSE)	**96.2%**	Rank 3 | ≥ 95% in all subjects	2021
Class X	Jawahar Navodaya Vidyalaya, Dhenkanal (CBSE)	**96.2%**	Rank 4 | ≥ 95% in all subjects	2019

INTERNSHIP

Sales Management Intern – Kalinga Jute Pvt Ltd., Dhenkanal **(Jan'26-Jun'26)**

Sales & Revenue Growth	• Generated **₹32L+ B2B sales** through **320+ orders** across **35+ dealers** and institutional buyers successfully • Expanded sales across **5 districts through** onboarding **28 dealers**, consistently increasing active channel reach by **22%** • Negotiated with **40+ distributors**, expanding product placement across **60+ retail outlets** and key markets
Process Optimization	• Managed **260+ dispatches**, ensuring **97% on-time deliveries** across 5 districts via cross-functional coordination • Reduced **sales processing time by 26%**, efficiently managing 320+ orders through standardized workflows • Prepared **40+ MIS** reports tracking **12 KPIs**, improving forecast **accuracy by 18%** for management
Demand & Market Analysis	• Conducted **110+ customer meetings** with **25+ channel partners** by field visit, generating **240+ qualified leads** • Analysed **8500+ market data points** across 5 districts, identifying **18 high-potential** demand clusters for expansion
Inventory Management	• Optimized inventory for **1.6 lakh+ jute bags** and **22 tonnes of jute twine** during peak demand season • Monitored **14 product SKUs** across **3 warehouses**, reducing inventory discrepancies by **21%** through audits

Agriculture Development Associate – Dept. of Agriculture, Govt. of Odisha **(Sept'25-Dec'25)**

Community Outreach	• Generated **₹3L+ farmer revenue** by introducing strawberry cultivation across **1 acre** in Agalpur Block • Enabled **₹40K+ additional farmer income** by implementing (Narendra Shivani) bottle gourd seed production • Reduced **80% pesticide use** and **40% crop protection** costs by devising integrated pest management model
Field Ops & Data Collection	• Facilitated **5000+ farmers** access to PM-KISAN, PMKSY, CM-KISAN and **8+** government welfare schemes • Surveyed **540+ farmers** across **25 villages** and enabled GIS-based Digital Crop Survey for policy implementation • Assessed **20+ SHGs**, **35+ FPOs** and **60+ input dealers**, identifying operational gaps and growth opportunities
Digitalization & Training	• Instructed **50+ on-ground workers** across 25 villages on NPSS, increasing digital advisory **outreach by 78%** • Trained **250+ farmers** and **6 SHGs** on sustainable farming, biocontrol agents and nutrient management

ACADEMIC PROJECTS

ELP	**Revenue Optimization**	• Achieved **18.6% annual income** growth by developing a **1-acre** summer vegetable cultivation model • Projected **₹72,300 returns** against **₹24,000 investment** through comprehensive financial feasibility analysis	2026
RAWE	**Policy Implementation**	• Facilitated **85+ beneficiary** applications across Agalpur Block under Odisha's **50% subsidy** scheme • Monitored **₹12L+ vermicompost tank proposals**, streamlining documentation and implementation • Coordinated **60+ site inspections** with **12 officials**, ensuring compliance with subsidy guidelines	2025
	Field Assessment	• Surveyed **120+ tomato farms** across **8 villages**, assessing *Meloidogyne incognita* infestation through soil sampling • Analysed **450+ field observations** and **25+ farmer interviews**, identifying infestation hotspots and risk factors • Designed **6 management** recommendations, presenting findings to **40+ farmers** and Panchayat officials	

POSITIONS OF RESPONSIBILITY

IIMA	**Dorm Representative**	• Secured **77% preferential votes**, defeating **2 candidates** to become elected Dorm Representative of Dorm 30 • Organized dorm-bonding event for **40+ residents**, achieving **80% participation** and strengthening collaboration	2026
	Pawsible	• **1/22 selected** out of **49 applicants** as a member to Pawsible, Animal Welfare Club | **1/4** in the Fundraising Cell	
	Prayaas	• **1/31 selected** out of **170+ applicants** as a member of Prayaas, Social Initiative Club | **1/9** in the (RTERC) Cell	
UG	**Literary Rep.**	• Represented a batch of **226 students,** coordinated registrations and communication for **13 events**	2025
	Class Rep.	• Advocated for **82 students** with **12 faculty**, driving engagement in events and resolving academic concerns	2024
	Event Manager	• Managed **18 volunteers** in a **3-day** dramatics event, ensuring seamless end-to-end event execution • Led **11-member technical team** across 45**+ performances**, streamlining operations and event execution	

ACADEMIC AND EXTRA CURRICULAR ACHIEVEMENTS

UG	**Placements**	• Secured campus placements at **PRADAAN (1/52)** and **Mitti Labs (1/33)** through competitive recruitment	2026
	Debate	• Secured **2nd** position among **38 participants** in the inter-college Odia Debate Competition	2023
JNV	**Olympiad**	• Achieved **1st position** with 50.295 marks, earning **36th State Rank** in International Informatics Olympiad	2017
	NCSC	• Collaborated with a **5-member research team**, earning Grade A at National Children's Science Congress	2015
	NCC	• Completed **10days** Annual Training Camp (IGC TSC) under **12 Odisha BN** National Cadet Corps	2018

TRAINING & CERTIFICATIONS

KPMG	• Certified in KPMG **Lean Six Sigma Green Belt** Program | Certified in **DMAIC** Methodology	2026
McKinsey & Co.	• Selected for & completed **McKinsey Forward**, a global network of **73K+ graduates across 124 countries**	
Data Analytics	• Acquired **Big Data Analysis** skills through **10-day** IDP-NAHEP training in agricultural statistics	2023
Entrepreneurship	• Completed **12 days** Agro-Based **Entrepreneurship development programme** by NI-MSME, Hyderabad	

HOBBIES	Cooking	Acting	Cubing

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