



Mandar Prakash Kulkarni

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An Exceptionally Professional and proactive Manager and accredited Fumigator, offering over 22 years of experience in the field of professional Pest Management-Pest Control services & products along with 1 year in Facility Management. Adept at handling a gamut of Pest Control Sales, Operations, Training & Technical, Facility and Warehouse Management, AgriBusiness, Fumigation, HR, Administration and Accounts functions. Goal oriented; skilled at capitalizing on opportunities and working around obstacles with the aim to accomplish required objectives. Competency in handling entire Pest Control Division independently and have handled team size of 500+ employees with 8 reporting branches and 25 base offices. Possess innate abilities in business planning, imparting technical guidance & training to junior employees and quality improvement processes.

Key Skills in Pest Control:

Sales. Operations Management. Team Building. Team Handling. Customer Relationship Management .Strategic Planning. Training & Technical. Warehouse Management. Auditing as per HACCP. AIB, USFDA, ISO, BRC etc. Agri Commodity & Fumigation. Business Retention & Promotions .Business Development & Analysis & Reporting .Business Compliance. Budget Planning .MIS. Profit & Loss .Import & Exports Regulations .Team Lead .Recruitment. HR & Administrative Skills. Performance Appraisals .Inter branch Coordination .Labour Contract System. Grievance Handling. Customer Retention. Quality control processes. Chemical Data Collation. CIP.

Special Achievements:

- Attended-an International Conference on Pest management- Pest Summit 2008, Bangkok, Aug 2008

- Participated in the 23rd FAOPMA annual convention & exhibition, Sep 2011
- Successfully achieved a 15 % growth in sales & profits, 2010-2011
- Proactively acquired a 10 & 15 % surplus respectively against proposed annual sales & profit targets in 2011- 12 & 2012-13.
- 15 % Growth in 2013-14 with regards to sales & profit over 12-13.
- Strategically introduced various promotional activities that subsequently increased the company's brand image and market share by 15 %
- Secured the 1st prize –in the All India Collection campaign, Gujarat Division, Nov 2011
- Responsible for increasing the New Customer Acquisition by 40% and securing 90% customer retention/renewal.
- Converted non -profit making branches into profit centers in 1 year's time.
- All the reporting branches received meritorious awards.
- Award for Outstanding Branch of the year - 4 consecutive Financial years as a BM.
- As a Branch Manager & Divisional Manager sales & profit margins-doubled in span of 2 years.
- Sales promotion Award 2011-12 for maximum value of sales in BirdPro Pest Bird Management etc.
- 20 % Sales growth achieved in FY 13-14, 14-15 and 25% in FY 15-16 & 16-17 with drastic increase in profits with 95% retention of manpower, existing customers with sizable addition of new with retention of all major accounts.

Career Progression:

1st Feb 2017 till date :

Organization : Go Green Pest Management Solutions

Position Held :

Freelance Consultant – Guiding Company in all aspects of Business ,such as Generations of Sales, Operations, Team Management, Technical & Training, HR ,Administration and much more.

4th Dec 2015 to 31st Jan 2017

Organization: National Bulk Handling Corporation

Position Held : Asst.Vice President

Overall responsible for business, operations, Profit & Loss, Customer retention, Training & Technical support and assistance to HR activities in Western and Southern India for Commodity care and pest management division.

2nd Nov 1998 to 30st Sept.2015

Organization : Pest Control (India) Private Limited – PCI

Position Held : Asst General Manager

Started career from grass root level i.e Technical officer raising to the levels of Branch Manager, Divisional Manager and then Asst.General Manager hence well versatile with all business areas.

Key Deliverable s; Across Career Span

Sales & Customer Relationship Management

- Responsible for strategic planning and achieving segment-wise sales as per annual regional business plans
- Accountable for business retention & promotions
- Strategizing long term goals to significantly increase regional market share
- Guiding and mentoring subordinates across all branches on techniques to ensure enhanced business profits and regional business expansion
- Periodically reviewing the performance of various branches; ensuring adherence to all set goals
- Analyzing and reviewing the business performance and preparing detailed reports for submission
- Exploring and identifying new markets for strategic business expansion
- Monitoring Customer Care Center activities and report to Superiors.
- Monitoring promotional activities and ensuring compliance to all corporate policies
- Identifying key customers and ensuring absolute customer satisfaction
- Tracking competitor activities in the region and strategizing business growth
- Approving write off's and ensuring appropriate justifications
- Conducting monthly Branch Performance Review (BPR) meetings
- Converting leads into new business; strategizing the expansion and development of new territories
- Liaising with customers to acquire feedbacks and ensure absolute customer satisfaction
- Planning and organizing various sales promotions and BTL activities at branch level

Human Resources

- Mentoring and developing an efficient and well qualified team of professionals
- Responsible for fulfilling manpower requirements; conducting exist interviews and ensure minimum attrition.
- Conducting half yearly performance appraisals of branch managers
- Initiating regular training and employee evaluations
- Mentoring and training Branch Managers to shoulder greater responsibilities and work challenges
- Reviewing labor contract system and related records
- Ensuring strict compliance to all health and safety measures

Administration

- Ensuring strict compliance to statutory requirements and company's policies
- Responsible for acquiring all financial & other sanctions on behalf of various branch and regional offices

- Conveying company policies and other relevant matters to all branch offices in concise and timely manner
- Promptly addressing branch issues and keeping all Branch Manager's updated on the same
- Analyzing new chemicals and collating data of all trials performed
- Ensuring that all branches submit MIS reports within stipulated time frames

Accounts, Credit control & Budgeting

- Monitoring requirement of branch accounts / CO , be fulfilled by branches as per stipulated schedules
- Strategizing effective methods to enhance the scores of internal accounts audits of various branches
- Tracking branch out standing's and initiating necessary corrective actions for timely recovery of payments.
- Assessing budgets margins and ensuring strict adherence to all budget guidelines.
- Ensuring that branches meets Set Sales & profit targets.

Training, Technical and Operations

- . Regular training & Monitoring both on and off site to all staff members at various Levels and intervals (Both Technical and Non -Technical staff)
- . Technical guidance to branches in resolution of compliant s & providing solutions.
- . Provide support to branches to improve customer efficacy and reduce complaints.
- . Conducting Field trails of various new products and techniques with updation to CO with feedback and suggestions and ensure its ground implementation in branches.
- . Research.
- . Ensuring adherence to Company's Standard's for carrying out Pest Management Operations by entire team at all levels.
- . Drive continuous improvement of service protocol's.
- . Maintain High Quality service delivery to the customers and involved in continuous quality improvement processes.
- . Drive operational excellence in service Delivery by re-defining standard service protocol's for pest management from time to time.
- . To ensure that large commercial accounts are continuously delivered with high quality service & profitability is maintained.
- . Planning of Resources & timely recruitment as per Sales target and ensure min. attrition as per set goals.
- . Introduction of latest products and developments for Company in pest management with Regular Interaction with Industry experts across the globe.
- . Assisting Customers in sailing through their internal ISO, HACCP,AIB,USFDA,FDA,BRC Audits.
- . Conducting Audits & Pest Management Awareness programs for major customers.
- . Assist CO team in development of new Products and Services.
- . Design Customized Pest Management Solutions to clients.
- . Ensuring judicious usage of Right chemicals as per recommended dosages on Targeted pests as per set goals and standards.

Professional Qualifications & Certifications:

AFAS (in accordance to the Australian Quarantine & Inspection Services-Fumigation) ~ Jan 2005

AIB Food Safety & Hygiene ~ July 2002

Fumigation Workshop ~ Aug 2001

International Summit on Food, Dairy and Agri-Business - 2015

Workshops conducted by Indian Pest Control Association (IPCA) & National Institute of Pest Management & Research.(NIPMR)

Fumigation updates by Directorate of Plant Protection Quarantine and Storage,(Ministry of Agriculture) India – 2015

International Summit –Pest World East –India, August 2016 by NPMA & IPCA

Attended various in house training courses in BirdPro Solutions, Integrated Pest Management & updates, and has updates on certifications such as ISO,HACCP, BRC,USFDA,FDA ,AIB.

Educational Qualifications:

Bachelor of Science pursuing

July 2016– Pursuing
Indira Gandhi National Open University, Ahmedabad.

Business Management

5th Sept 2003
All India Institute of Management Studies, Chennai

Civil Engineering

23rd – January 1998
Board of Technical Education, Mumbai

Personal Details:

Date of Birth : 6th September, 1975
Gender : Male
Marital Status : Married
Languages : English, Hindi, Marathi, Gujarati and Sindhi

Interest : Sports, Cricket, Badminton, Movies, Reading, Music, Dance, Travel
and watching News

References Can Be Provided On Request