**RICHA NAGAR**

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Professional Summary

* **New Business Development:** Dynamic and results-driven Business Development professional with over 18 years of experience in identifying new business opportunities, developing relationships with potential clients and expanding the company’s customer/supplier base for the agrochemical and pharmaceutical industry.
* **Support to Group Companies (overseas and domestic):** Supporting group companies (Mitsubishi Joint Venture Companies) to enhance their value through introducing new chemistries, new products and new business expansion ideas.
* **Market Intelligence:** Gathering, analyzing, and interpreting market data, industry insights. Preparing newsletters on latest updates/news on agrochemical and pharmaceutical industry to support department and Tokyo head office for strategic business decisions.
* **Supply Chain Management:** Building relationship with Supplier and Customers and ensuring demand planning based on orders to arrange timely shipments to overseas (majorly Japan market) and Proper handling of documentation (High Seas Sale and Exports) to ensure timely clearance at customs and ensuring timely delivery of goods to customers. Ensuring payment realization based on terms and remittances outside.
* **Reporting to Management:** Preparing And Compiling Monthly Business Report for the Department, Annual budget forecasting for agrochemical and pharmaceutical and compiling for the department for reporting to management. Translating Monthly Reports from Mitsubishi Indonesia and Mitsubishi Thailand, digesting the content and sharing with analysis with the department.
* **SAP (SD/MM/FI Modules):** Hands on experience of 18 years in handling SAP **SD Module** (Sales Orders / Pricing / Picking / Packing / Shipping), **MM Module** ( Purchase orders / Goods Receipts / Accts Payable / Inventory Management (GR) and **FI Module** (Accounts Receivable / Payable).
* **Supervising Subordinate:** Training and supervising subordinate and routine signing authority in management hierarchy for issuance of important business documents such as Contracts of Purchase, Sales, Invoices, Vouchers and payment requests for the department.
* **Administrative Work:** Supervising subordinate in administrative work like Domestic/International Travel, Hotel arrangements and logistics for foreign delegates and internal department. Ensuring timely reporting on upcoming visitors schedule to management through Zoho system.
* **Documentation and Compliance:** Supervising subordinate for preparing Business Applications (in Digi Flow system), Credit Line Applications (in GENDO system), Non Credit Violation Forms, Docusign for agreements and all documentations for high seas sale and commission business in SAP and physical for signature.

**Achievements:**

* Achieved INR65 million gross profit from trading (Pharmaceuticals and Agrochemicals) for the department in FY 2024.
* Gateway Seminar attended in Mitsubishi HO, Tokyo (Japan) in the year 2015
* Staff Management Seminar attended in Manila (Philippines) in the year 2018
* Trade Finance Training by Dun & Bradstreet, Letter of Credit Training by Societies General Bank.
* Internal Trainings - Company Laws, SAP or GBS, Security Trade, MS-Excel Training.

**Skills** - **SAP (ERP)** – Sales and Distribution module, Purchasing, Material Mgmt. and Accounting Module, Microsoft Office suite (Excel, Word, Power Point), Microsoft Windows (OS).

**Current Job Profile:**

**Project / Market Intelligence Based-**

**IFFCO-MC Crop Science Private Limited**

IFFCO-MC Crop Science Pvt. Ltd. (IFFCO-MC) incorporated in the year 2015 as a joint venture between Indian Farmers Fertiliser Cooperative Limited (IFFCO) and Mitsubishi Corporation, Japan with MC equity holding as 49% in the company.

**Job responsibility:**

Agri Input – Working with MC Head Office (Agri science team in Tokyo) on agri input distribution expansion model to expand sales to PAN india basis.

* Prepared and analysed current revenue generation state wise for FY24 to understand strong and weak performing states.
* Analysed basis issues the company is facing in sales expansion and explored possible private channel collaboration to support the company.
* Prepared comparative study for available private platforms.
* Working on framing business model and in discussion with companies for possible operational efficiencies both companies and bring and can support each other to grow together.

Agri Output – Working with MC Head Office (Agri science team in Tokyo) on strengthening IFFCO ecosystem in agri output. Introduced few startups and private platforms to MC/TOK to study and for strategy formation. MC/TOK showed interest in 2 companies and signed NDA for further detailed study.

**Deccan Fine Chemicals India Private Limited**

Deccan Fine Chemicals incorporated in the year 2008. Mitsubishi Corporation collaborated with Deccan Fine Chemicals in the 2016 with 20% stake in the company.

**Job responsibility:**

At present company has capabilities in custom manufacturing of agri ingredients and advanced intermediates for agrochemicals but has now diversified and expanded portfolio to pharmaceuticals.

Pharma being a new domain for Deccan, Working with MC (Pharma team in Tokyo) to find potential CDMO companies in INDIA which can be of interest to Deccan Fine Chemicals.

**SCL Lifesciences Limited**

SCL Lifesciences Limited incorporated in the year 1993. Mitsubishi Corporation collaborated with SCL Lifesciences Limited in the 2013 with 20% stake in the company.

SCL is planning to diversify to Biologics as they sense good future in Biologics. Working with MC (Pharma team in Tokyo) to find potential partner for them.

**Indo Nissin Food Limited, Agrex Asia Singapore and MC Agro Alliance Japan**

Joint Venture and Subsidiary companies of Mitsubishi Corporation. Sharing market intelligence on Wheat demand/supply situation and FMCG market trend. Market intelligence on Kharif and Rabi sowing/harvesting situation.

**Trade Based –**

**Cohance Life Sciences**

Launched by Advent International, The company is in API and CDMO Platform.

Exporting an important high value pharma intermediate for cancer treatment drug manufactured by a big company in Japan. Coordinating with Supplier and Customer for demand forecasting, timely shipment arrangements until delivery and payment.

In discussion for new plant process validation and long term agreement between parties.

**PI Industries Limited**

PI Industries Limited is an agri-sciences company founded in 1946. It operates across the entire agricultural chemical value chain, from research and development to distribution.

Exporting an agrochemical intermediate and an AI to a big company in Japan. Have build good relationship with supplier and taking care of activities such as demand forecasting, timely shipment arrangements until delivery and payment settlement.

Help settling a big quality claim this year through coordination between the parties.

**Suven Pharmaceuticals Limited**

Suven Pharmaceuticals limited incorporated in 2018, specializing in contract research and manufacturing services. The company’s 56% stake has been taken over by Cohance Lifesciences.

Importing an pharma API from China used in treatment of Parkinson disease and supplying to Suven pharma for their drug formulation. This is an High Seas Sale business involving price negotiations, shipment arrangements, documentation and timely submission of all documents to customer for custom clearance.

**Potential Partners**

1. Hi media – In discussion with company for sourcing Japanese growth factors for their culture media preparation. Samples has been initiated for evaluation.
2. Shilpa Medicare- In discussion for an API for cancer treatment for supplying to Japan market. Samples under evaluation at Japan counterpart.

EMPLOYMENT HISTORY:

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| --- | --- | --- |
| **Company** | **Designation** | **Period** |
| Mitsubishi Corp. India Pvt. Ltd | Deputy Manager | Feb-2007 – Till Date |
| TEAM Computers Pvt. Ltd | Project Coordinator/Finance Executive | Jul-2005 – Feb 2007 |
| Citibank Shelters | Telemarketing Executive | 2004- 2005 |

EDUCATIONAL QUALIFICATION

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| --- | --- | --- |
| **Education** | **College / University** | **Year Passed** |
| MBA Finance | Kurukshetra University | 2005 Batch |
| B.COM (Hons) | PGDAV College, Delhi University | 2002 Batch |
| 12th Standard | K.V. Andrews Ganj, New Delhi | 1999 Batch |
| 10th Standard | K.V. Andrews Ganj, New Delhi | 1997 Batch |