

**BRIEF PROFILE : Mr Nalin Rawal**

**Mr Nalin Rawal** is an agribusiness professional having 21+ years of experience in agri inputs marketing, exports and imports of agro commodities and agriculture risk management. He is a graduate in Agriculture & Animal Husbandry from G.B. Pant University of Agriculture & Technology, Pantnagar and has done his Business management from IMT Ghaziabad.



He has worked at various strategic positions in reputed Indian and multinational companies such as Rallis (Tata), Chambal Fertilizers (K.K. Birla), Reliance Retail, British Petroleum (UK), Aztec (New Zealand). Currently he is working in the capacity of Chief Business Head with Skymet Weather Services Company engaged in weather forecasting and agri risk solutions.

His core competencies includes Agriculture & Weather risk management, New Business development, establishing marketing network , brand management , market linkages, strategic tie ups , exports and imports of agro products.

He has worked extensively in Indian rural markets and established innovative sales model through CRM. He has successfully demonstrated profitable sales model of Fruits &Vegetables in Mandi's by corporate. He was instrumental in initiating innovative business models in retail cold chain and distributed energy through biomass in India. He is actively associated with various agribusiness forums and colleges where he is a regular, visiting / guest faculty.

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