



Shri Sant Gajanan Maharaj College of Engineering, Shegaon
Department of Business Administration and Research

A REPORT ON STUDY VISIT AT KALASH SEEDS PVT. LTD., JALNA

Date: 7-12 January, 2025

No. of students: 10

Faculty Coordinator: Dr. Mayur A. Dande

Kalash Seeds, Jalna is a leader in the best quality seeds, operating mainly in the vegetables sector, in India. They have a talented team of scientists, breeders, and researchers working hard to bring seed innovation to farmers. They have been catering to the needs of thousands of Indian and international professional growers and farmers with an experience of over 50 years.

This year, “**Open Days**” was organized during **7- 12 January 2025. 10 MBA students and one faculty member** participated and volunteered during this international gathering wherein they got exposure and opportunity to interact with farmers, agricultural researchers, authorized franchise, Government officials. Entire expenditure (tea, breakfast, lunch, dinner, accommodation, travel) was borne by Kalash Seeds. **An MOU** was also signed with them.

Interactions and Question- Answer Session with-

- 1- Mr. Sameer Agrawal, Director, Kalash Seeds, Jalna
- 2- Mr. Mohnish ShankarPELLI, HR Manager
- 3- Mr. Rahul Gurjar, Production Manager
- 4- Mr. Ram Solanke, Marketing Manager

Mapping-

- 1- Organizational Behavior
- 2- Production Management
- 3- Marketing Management
- 4- International Business Strategy



Shri Sant Gajanan Maharaj College of Engineering, Shegaon

Department of Business Administration and Research

Date: 04/01/2025

To
The Principal
SSGMCE, SHEGAON.

Subject: Study Tour cum Industrial Visit Acceptance of terms and undertaking.

Respected Sir,

We are accepting the following terms & conditions for attending Study Tour cum Industrial Visit during 7th January- 10th January 2025 to Kalash Seeds Pvt. Ltd., Jalna (Open Days- A National Level Program)

Terms and Conditions:

1. The Industrial Visit is at our own risk (of life and property) and the college Management is not liable for any such risks as may be caused by our acts during such visits.
2. The college management reserves the right to initiate any disciplinary action against student, if during the course of the visit he/she is found as individuals or groups knowingly or unknowingly to disobey or indulge in any activities that will/may bring disrepute to the Institution.

I as an Individual and we as a group Accept above Terms and Conditions

Sr.No	Name of Student	Signature
1	Sudanshan D. Mehetre	
2	vaibhav. B. Dhotre	
3	Aditya K. unhole	
4	Yash D. Adhe.	
5	Aniket W. Bondre	
6	Akhil Chakravarthy	
7	Dipak Khond	
8	Kaishik Pawar Pavi Ingle.	
9	Sakshi Ashok Chavhan	
10	Utkarsha Harish Patil	

Dr. Mayur Dande

Coordinator

Dr. Pavan Kuchar

Head

Objectives:

- 1- To provide an exposure of national and international business environment.
- 2- To understand seeds business.
- 3- To comprehend channel management.
- 4- To grasp event planning and organization.
- 5- To enhance analytical capability.

Some glimpses of the study visit:



Various activities during the study visit



Students and faculty member with Director, Shri Sameer Agrawal



Students surveying dealers/ distributors



Students doing data analysis



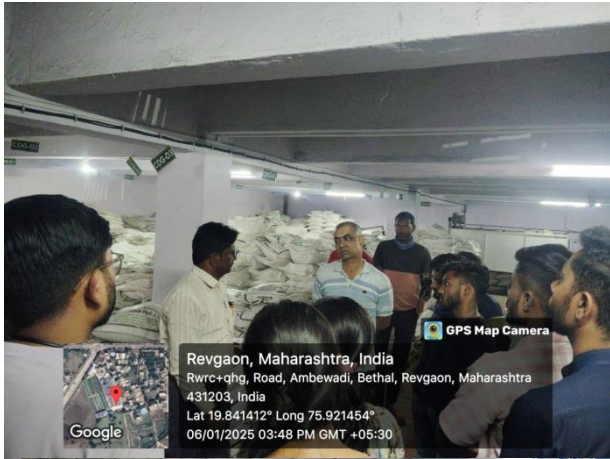
A student with Kalash employees and a foreign delegate



Visit to R & D Department



A snap with HR Manager, Production Manager and Marketing Manager



Various activities during 6 days of the study visit

Outcomes:

- 1- Participants were exposed to national and international business environment.
- 2- Ins and outs of seeds business were understood in detail.
- 3- Channel management/ role of intermediaries were comprehended.
- 4- Event panning and organization were grasped in depth.
- 5- Analytical capability of the aspirants got enhanced.
- 6- Utkarsha Patil, a second year student got placement. Other students are in pipeline.

Dr. Mayur Dande

Coordinator

Dr. Pavan Kuchar

Head