

# MIMA TIMES

Monthly Newsletter for knowing happenings @ MIMA

# 75

Students placed so far this season with unwavering assistance of our placement team.

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on getting placed in



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PGDM Business Administration  
Batch 2024-26

from



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**Mr. Henry Jeram**  
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## **CAREERS AFTER PG DIPLOMA IN AGRIBUSINESS: BUILDING LONG-TERM SUCCESS ACROSS THE AGRICULTURE VALUE CHAIN**



Mr. Parag Pawar

India's agri-business sector is undergoing rapid transformation, driven by technology, supply chain integration, financial inclusion, and the rise of agri startups. For students pursuing a PG Diploma in Agri-Business, this creates wide-ranging career opportunities across the agri value chain, provided they are prepared for the realities of the current job market.

### Career Opportunities Across the Agri Ecosystem

Agri-business graduates today can build careers across multiple segments:

#### **1. Input Sector**

This includes seeds, fertilizers, agrochemicals, bio-inputs, and agri-tech solutions.

Typical roles:

- Territory / Sales Officer
- Product Executive / Crop Specialist
- Market Development Officer

These roles require strong farmer connect, field presence, and technical understanding.

#### **2. Output, Procurement & Agri Marketing**

The output side focuses on aggregation, procurement, processing, and marketing of agricultural produce.

Roles include:

- Procurement Executive
- Field Buyer / Aggregator
- Operations Executive – Food Processing & Exports

#### **3. Supply Chain Management (SCM)**

Supply chain efficiency is critical in agriculture due to perishability and seasonality.

Roles include:

- Supply Chain Coordinator
- Warehouse & Inventory Executive
- Cold Chain & Logistics Operations

This domain offers long-term growth for candidates willing to work on-ground.

#### **4. Farm Machinery & Agri Equipment**

Agricultural mechanization is opening opportunities in:

- Sales & Marketing of Farm Machinery
- Dealer Development
- Service & Operations

These roles combine technical exposure with commercial responsibility.

#### **5. Banking, Finance & Rural Credit**

Banks, NBFCs, and MFIs actively hire agri-trained professionals for:

- Agri Credit Officer
- Relationship Manager – Rural / MSME
- Loan Appraisal & Field Operations

Agri knowledge provides a strong advantage in these roles.

#### **6. Agri Startups – A Growing Career Avenue**

In addition to large corporates, agri startups are emerging as strong recruiters. These companies work in:

- Digital marketplaces
- Farm advisory platforms
- Supply chain aggregation
- Input distribution and traceability

Startups offer faster learning, wider responsibility, and exposure across functions, making them excellent learning grounds for young professionals.

#### **Salary Expectations & Career Growth**

At the entry level, salary packages typically range between ₹3 lakh to ₹6 lakh per annum, depending on the role, location, and organization.

In the current volatile job market, students are advised to:

- Prioritize learning and exposure over initial salary
- Accept entry-level roles even at modest compensation
- Focus on gaining field experience, industry understanding, and performance track record

**After 1–3 years of hands-on experience, candidates are in a much stronger position to:**

- Demand salary hikes
- Move into better roles
- Negotiate growth-linked compensation

It is important to note that the initial years require hard work, field travel, and perseverance. This phase lays the foundation for reaching commanding positions with higher responsibility and compensation in later years.

## **Incentives & Additional Earnings**

Most sales and field-based roles in agri-business also offer performance-based incentives, which can significantly enhance overall earnings beyond fixed salary.

## **PAN India Mobility**

Students should be open to working anywhere across PAN India, as agri-business opportunities are geographically dispersed and field-oriented by nature. Flexibility in location often accelerates career growth.

## **Placement Highlights**

So far, 15 students from the program have been successfully placed with reputed organizations such as:

- Fasal
- Bayer
- and other agri and allied sector companies

Several companies are currently in the placement pipeline, and students are encouraged to stay prepared, industry-ready, and proactive as more opportunities unfold.

## **Conclusion**

A career in agri-business is not a short sprint but a long-term professional journey. With the right attitude, willingness to work hard, and openness to learning, PG Diploma Agri-Business students can build stable, rewarding, and impactful careers across corporates, startups, finance institutions, and the wider agri ecosystem.