



SNEHAL MHAPANKAR

Multidisciplinary Expert in Agribusiness, Fisheries, Warehousing, Port management, Logistics, Education, Academic Strategist, Industry–Academia Bridge Expert

CONTACT INFORMATION:

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PROFESSIONAL SUMMARY:

Gold Medalist and award-winning professional with 30+ years of leadership experience spanning Agribusiness Management, Agricultural Warehousing, Collateral management, Commodity Management, Fisheries, Supply Chain, Logistics, Port operations and Higher Education.

Currently serving as Senior Academic Consultant at Yashwantrao Chavan Maharashtra Open University (YCMOU), School of Commerce & Management, contributing to curriculum innovation, industry-integrated academic frameworks, and skill-based higher education transformation.

Recognized for building strong Industry-Academia bridges, designing outcome-based curriculum, facilitating government linkages (NABARD, SFAC, NFDB, NAARM, WDRA), leading multi-state agribusiness operations, and mentoring professionals and institutions.

Author of the Amazon Kindle eBooks:

1. “**Warehouse to Wealth** - Unlocking Opportunities in Agri-Storage & Collateral Financing.”
2. “**Warehouse Receipts Made Simple** - A Simple Guide to Agricultural Warehouse Receipts Financing

CORE COMPETENCIES

Academic Leadership & Curriculum Strategy

- Curriculum Design & Outcome-Based Education (OBE)
- Self-Learning Material (SLM) Development
- Industry-Aligned Course Architecture
- Question Paper Setting & Assessment Design
- Skill-Based Certification Frameworks
- Educational Counselling & Mentorship
- Research & Institutional Academic Development

Agribusiness & Commodity Management

- Agricultural Warehousing & WHR Finance
- Collateral Management & Risk Mitigation
- FPO & FFPO Formation and Business Planning
- Post-Harvest Management
- Agri-Commodity Trading & Quality Assurance
- Audit & Compliance Systems

Industry–Academia Integration

- Government Scheme Linkages (PMMSY, CSS, NABARD, SFAC)
- Institutional Collaboration Models
- Capacity Building for FPOs & Coastal Communities

- Training Module Development
- Stakeholder Engagement (Govt., NGOs, Industry Bodies)
- Linkage with NIMA for Industry-Academia collaboration

Operations & Strategic Management

- Multi-State Operations Leadership
- Supply Chain & Logistics Management
- Business Development & Market Linkage
- Process Optimization & MIS Systems
- Inventory & Asset Management (₹1200+ Cr AUM)
- Lean Six Sigma Black Belt

Business Management

- Business Development, Marketing strategy making & execution,
 - Market Linkage, Negotiations, Procurement, Trade Facilitation,
 - Vendor Management, Trading, Liaising,
- in the field of Agribusiness Management, Agri Warehousing, Collateral Management, Fisheries, Logistics, Transport, Materials and Agri Extension

EDUCATIONAL QUALIFICATIONS:

- **MBA (Operations Management)** – National Institute of Business Management, Chennai
- **Master of Science (M.Sc.) (Fisheries Management)** – Central Institute of Fisheries Education (CIFE), ICAR, Mumbai University
- **Post Graduate Diploma in Agricultural Extension Management (PGDAEM)** – MANAGE, Hyderabad
- **Post Graduate Diploma in Agricultural Warehouse Management (PGDAWM)** – MANAGE, Hyderabad
- **Bachelor of Science (B.Sc.)** –Mumbai University (Zoology & Marine Science)

PROFESSIONAL EXPERIENCE:

Senior Academic Consultant

Yashwantrao Chavan Maharashtra Open University (YCMOU), Nashik

School of Commerce & Management | Dec 2025 – Present

Government State Open University | NAAC Accredited ‘A’ Grade

- Leading curriculum development and industry-aligned Programme design in the fields of Port Operations & Management, Agribusiness Management, Agricultural Warehousing, Supply Chain Management, Fisheries, Prison inmates, Hospital Management, Collateral Management, Customs and Management disciplines.
- Bridging industry and academia by integrating real-world agribusiness models, commodity markets, FPO frameworks, and warehousing finance systems into academic programs.
- Designing and reviewing academic content, self-learning material (SLM), and structured modules aligned with NEP, AEDP and outcome-based education frameworks.
- Setting question papers, developing assessment frameworks, and contributing to evaluation methodologies.
- Advising on skill-based certification programs and employability-focused curriculum transformation.
- Supporting academic planning, program structuring, and strategic development initiatives within the School of Commerce & Management.
- Contributing to institutional academic strengthening through structured knowledge frameworks and industry collaboration models.

Independent Consultant & Advisor | Apr 2022 – Nov2024

- Designing and developing “customized course content” for training programs in Fisheries, Agribusiness, Agri Warehousing, and Market Linkages.
- Mentoring students and professionals in “career development & educational counselling”.
- Collaborating with “Government Bodies & Institutions” to develop sustainable training models.
- Providing consultancy & Advisory services in the areas of fisheries and livelihood of coastal communities.
- Planning and implementation of marine fisheries and coastal aquaculture projects like fish feed, and value-added fish products.
- Designing proposals, marketing strategy, technical facilitation, stakeholder networking, grants, budget, and supply chain management, Training and capacity building for coastal community.
- Liaising with central and state Govt. Fisheries departments, National Fisheries Development Board (NFDB), National Academy of Agricultural Research Management (NAARM) for the fund raising under various schemes like PMMSY and CSS of Prime Minister of India for Farmer’s Producer Organisation (FPO) and Fish Farmer’s Producer Organisation (FFPO) formation.
- Helping fisherwomen to use their skills of preparation of seafood delicacies to form fish- based cloud kitchen in association with Central Institute of Fisheries Education (CIFE), ICAR.
- Liaising with **PricewaterhouseCoopers (PwC)** for formation FFPOs in Maharashtra, India.

Chief Officer Agribusiness & FPO Linkage | SwitchON Foundation | Dec 2021 – Apr 2022

Type of business:

SwitchON Foundation: NGO, Cluster based business organisation (CBBO) under CSS of formation of 10000 Farmer Producer Organisation (FPOs) pan India. Formation and Development of business plan for FPOs. Giving handholding support for FPOs. Scheme linkage & Market Linkage for FPOs., Training and skill development in the field of agriculture and solar energy.

ONganic Foods P. Ltd.: Trading and export of Agri-produce (Organic & Normal).

Key activities and achievements:

- Stakeholder management, Donor management and Liaising.
- Monitoring of operations related to Farmer mobilization.
- Institutional Development, Training and Capacity Building of Farmers, BODs, CEOs to operate FPCs/FPOs.
- Supporting FPOs for scheme linkage, Credit linkage, Value addition, Forward & Backward market linkage and to increase per shareholder income.
- Planning & implementation of new projects like ONagro under ONganic Foods Pvt. Ltd for the purpose of sustainable growth.
- Developing business & marketing policies for FPOs and for ONganic, thereby creating new marketing model
- Plan and execute Sourcing, Procurement, Trading & Marketing to achieve the planned turnover for FPOs and for ONganic on conventional and digital platforms.
- Devised process to streamline receivables, debtor's follow-up
- Plan and Monitor Research for Market linkage & FPO support.
- Established tie-ups between Government Marketing agencies, NABARD, SFAC, NCDC, SOFDA, SIMFED, Farmers, FPOs for commodity sourcing, Procurement and Marketing.
- Coordination amongst Research, Operations, Finance and Marketing teams

Vice President | Indian Commodities | Apr 2013 – Jun 2019

Type of business: An agribusiness company engaged in Collateral Management, Agri-warehousing, Professional warehousing, Agri-Commodity management, third party audit of warehouses and quality audit of Agri-commodities, WHR based finance, and Quality checking & control.

Key activities and achievements: Leading and supervisory role of managing operations, business development, and marketing.

- Achieved Business development in 14 states leading to a 650% increase business growth.
- Trade facilitation, procurement facilitation and risk mitigation auctions for international and domestic clients.
- Used fine Market linkage techniques to penetrate agriculture market to grow business from farmers, traders, importers, Joint liability groups (JLGs) and Farmer Producer Companies (FPOs).
- Conducted thorough market research. After analysis of different reports, started new projects like Third Party Audit, Quality assaying, Stock Insurance, Professional Warehousing.
- Manpower development through organizing Employment fairs, University Seminars, Ex. Navy Employee Seminars, and digital training modules.
- Participated in Govt., Semi-Govt., and NGO programs like Confederation of Indian Industry (CII) for discussion for upliftment of the industry.
- Long-term association with Government Bodies like APMC, CWC, WDRA and SWC.
- Managed over 200 warehouses pan India with an asset under management Rs. 1200 Crores.
- Deployed Stringent Risk Management policies to achieve zero liability and 100% recoveries.
- Agri-commodities managed - Pulses, cereals, oil seeds, spices, cashew nuts, raisins, coffee beans etc.
- Developed mobile testing laboratories for quick and accurate quality control to minimize TAT.
- Client base developed includes, Private and Public sector Banks, Financial institutes, International Companies, Farmers, Traders, Importers, Commodity exchanges.
- Arrangement of Finance to Clients through different Financial Institutes and Banks by pledging their Agri-commodities.
- Negotiations with clients and Government bodies.
- Generation of robust reporting system, physical and software based.
- Creating market linkages amongst farmers, traders, banks, and financial institutes.
- Managed and controlled day to day Operations, Business Development, Inventory control, Audit, Quality assurance, Safety & security, and Manpower Management activities efficiently and effectively with the Best possible results to create Client's goodwill and New Business.
- Developed ****industry-driven course modules**** for Agricultural Warehousing & Commodity Management.
- Conducted guest lectures & capacity-building workshops at various warehouses.
- Managed over 1000 warehouses pan-India, overseeing average assets worth ₹1200 Crores.

General Manager | Arya Collateral Warehousing Services | May 2007 – Mar 2013

Type of business: An agribusiness company engaged in Collateral Management, Agri-warehousing, Professional warehousing, Agri-Commodity management, third party audit of warehouses and quality audit of Agri-commodities, WHR based finance.

Key activities and achievements: Leading and supervisory role of managing operations, business, and marketing.

- Led the Organization to increase: Client-wise business growth by 1000% & Revenue-wise growth by 700%.
- Client base developed includes, Private and Public sector Banks, Financial institutes, International

Companies, Farmers, Traders, importers, Commodity exchanges, State and Central Warehousing corporations.

- Procurement facilitation for International Companies, Arrangement of Finance to Clients through different Financial Institutes and Banks by pledging their Agri-commodities.
- Facilitation professional warehousing
- Negotiations with clients and Government bodies.
- Participated in different business workshops like 'Agri Business Promotion Facility (ABPF), 'Maharashtra Agricultural Competitiveness Project (MACP) for Importance of Market Intelligence in Agri and Allied Sectors. Through this platform, started dialogue with different FPOs formed at the grassroot level.
- Generation of robust reporting system, physical and software based.
- Creating market linkages amongst farmers, traders, Importers, banks, and financial institutes.
- Helping banks for auction procedures for defaulters' recovery.
- Planning & implementation of new projects like audits, quality checking and quality control of Agri-commodities.
- Managed day to day Operations, Business Development, Inventory control, Audit, Quality assurance, Safety & security, and Manpower Management activities efficiently and effectively with the Best possible results to create Client's goodwill and New Business.
- Developed business in 11 states of India.
- Some of the major overseas client include **Louis Dreyfus, Cargill, Glencore** etc.
- Agri-commodities managed - Pulses, cereals, oil seeds, spices, cashew nuts, raisins, coffee beans etc.
- Developed training programs and market intelligence strategies for agricultural stakeholders.

Operations Supervisor | Kuwait & Gulf Link Transport Co. | May 2005 - Oct 2006

Type of business: Transport, container movement, project cargo, heavy lift etc.

Key activities and achievements:

- Strategic operational management of transport activity. Control of fuel consumption by 10% by accurate system-based control of fuel refilling and online tracking of vehicles for unwanted usage.
- Optimum utilisation of vehicle fleet to achieve 15% of extra productivity.
- Development of strong MIS reports about Inventory, Utilisation, Billing & Collection and HR & Payroll.
- Developed an inventory control system, achieving 2% added profits
- Instrumental role in Development of software to control documentation, vehicles, and manpower movements.
- Handled transport operations involving Container loading & shuttling, Bulk transportation, Cargo loading & deliveries, Project cargo.
- Coordination amongst different departments.

Manager - Logistics & Administration | TVC Networks Ltd. | Apr 2004 - Apr 2005

Type of business: Trading & Marketing

Key activities and achievements:

- Achieved 15% additional revenue and goodwill of the clients, which ultimately helped business development.
- B2C Operations planning and control to insure smooth supply of material to internal and external Customers.

- Achieved accuracy of 99.9% in material dispatches.
- Spearheaded logistics functions along with Third Party Operators, Couriers, Cargo Movers, Transporters and Postal Parcel Deliveries.
- Inventory management, material audits
- MIS and inventory report generation.

Materials Officer | Godrej GE Appliances | Jan 1993 – Jul 2001

Type of business: Manufacturing

Key activities and achievements:

- Implementation of material planning system.
- Strict adherence to Just in Time (JIT) and First In First Out methods (FIFO), thereby achieved 20% lower inventory.
- Optimized storage space utilization by 30%.
- Effective vendor management. Control and disposal of obsolete items to generate additional revenue.
- Played Key role in Achieving ISO 9001 certification and its implementation.
- Daily upkeeping of Raw material inventory.
- Periodical Material audits
- Preparation of reports and MIS.

AWARDS & CERTIFICATES

- ✓ Merit **Gold Medal** from MANAGE (National Institute for Agricultural Extension Management)
- ✓ Suman Suresh Kumar **Gold Medal** from MANAGE (National Institute for Agricultural Extension Management)
- ✓ Lean Six Sigma Black Belt Certified from AIGPE

TECHNICAL SKILLS

- ✓ **Data & Research Tools:** Excellent knowledge of MS Word, MS Excel Advanced, MS Outlook
- ✓ **Content Creation & Design:** MS PowerPoint, Canva, Photoshop
- ✓ **Inventory Management Tools:** Various Data Management & ERP systems and other computer applications
- ✓ **Languages:** English, Hindi, Marathi, Gujarati

WHY CHOOSE ME?

- ✓ Proven ability to bridge the gap between industry & academia through hands-on training and real-world applications.
- ✓ Extensive multidisciplinary knowledge in Agribusiness, Fisheries, Logistics, Port Operations, Warehousing & Extension Services.
- ✓ Experienced in course design, educational consultancy, content creation, and employee mentorship.
- ✓ Strong network with Government Bodies, Research Institutions, NGOs, and Industry Leaders.