**Appraisal form April 2nd 2016 to September 30th 2016**

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| **Name** | VIJAY BHAN SINGH | **Emp. Code** | 0591 |
| **Designation** | TERRITORY BUSINESS MANAGER | **Department** | SALES |
| **Grade** | J4 | **Head Quarter** | GORAKHPUR |
| **Assessment Year** | 2016 | **DOJ** | 02-04-2016 |
| **Total VNR-Exp.** | 0.6 year | **Appraiser** | Mr. AKHILESH KUMAR SINGH |
| **Reviewer** | Mr. HITENDRA SINGH | **HOD** | Mr. ATUL SAH |

1. I have collected over due amount Rs 22.5 Lakh at the time of joining.
2. I have achieved hybrid paddy business 14.6 MT when last year sale was 10.4 MT.
3. I have achieved hybrid Maize business 6.9 MT when last year sale was 2.1 MT.
4. My collection was approx. Rs 77.4 lakh.
5. I have completed the whole business like field crops & vegetables Rs 83.9 lakh.
6. I have completed all the targeted pre-sale meeting and post-sale meeting in proper system and timely, also updated it timely in Effort plus tool.
7. Developed good relationship with Reporting manager, team members, distributors, retailers and key farmers, make a strong network under the territory for ensuring good business. Worked on root level and connected with all the trade partners.