



Udaybhansinhji Regional Institute of Cooperative Management, Gandhinagar, Gujarat

(Accredited by C-PEC Lucknow,
PGDM-ABM Approved by AICTE, New Delhi)

Report on VAHAK-2K25

Guest Speaker:

Mr. Kummari Saibaba
(Product Manager-Asia)

TOPIC OF DISCUSSION:
(An Overview of Vegetables Seed
Industry, Opportunities And Requirement)

HM • CLAUSE



**HARRIS
MORAN**
SEED COMPANY



CLAUSE
VEGETABLE SEEDS

Date: 31/07/2025 || **Venue:-**URICM

Company: HM CLAUSE || 



Guest Speaker: Mr. Kummari Saibaba (Product Manager-Asia)

Topic: “An Overview of Vegetables Seed Industry, Opportunities and Requirements”

Highlights: -

The session highlights that HM-CLAUSE is a globally recognized leader in the vegetable seed industry, with a strong focus on quality. The company primarily works with key vegetable crops such as tomato, cauliflower, carrot, pumpkin, sweet pepper, melon, and gourd. With over 6,000 varieties in its portfolio and 257 new varieties launched in 2022–2023 alone, HM-CLAUSE demonstrates a strong commitment to agricultural advancement. Operating in more than 100 countries, the company maintains an extensive network of research centers and breeding stations worldwide. A significant investment is dedicated to research and development, aiming to improve disease resistance, yield, taste, and shelf life. As a Territory Manager, it is essential to have deep knowledge of the company’s product portfolio, understand which products are currently performing well in the assigned area, and be familiar with the crop-wise distribution network. Success in this role depends on understanding market dynamics, building relationships with distributors, and executing a strategy-driven approach to grow the business. Positioning oneself effectively in the market by combining technical expertise with practical field experience is key to building a successful career with HM-CLAUSE.



THANK YOU