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# PARTHY TRIVEDI

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## Professional Summary

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Self-Driven and motivated Business Development Professional with more than 3 years of experience in Pharmaceutical industry. Committed to identifying business development strategies and implementing it to create new market channels and to generate revenue.

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## Work Experience

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❖ **Senior Executive (Business Development), Pharmazone - Ahmedabad** (Aug 2021 - till date)

- Developed and implemented value-added strategies for our portfolio services to increase profitability.
- Negotiated and closed long-term agreements with new clients in assigned territory.
- Managed the highest volume account in assigned territory.
- Exceeded quarterly goals by 125%.
- Developed new business opportunities by effectively communicating our service portfolio to leading international corporations.
- Distilled large amounts of information and produced reports, spreadsheets and documents outlining key details.
- Ensured that each project was prioritized after discussions with the team.
- Simultaneously managed several complex projects, meeting all pertinent milestones.

❖ **Senior Research Associate (Analytical Development), Piramal Pharma Solution - Ahmedabad** (May 2019 - Aug 2021)

- Routine analysis of In-process samples, Finished product samples, clinical stability samples and RM, PM.
- Handling of equipment like HPLC, UV, IR, Karl Fischer.
- Knowledge of software like Empower 3, LabSolutions, Tiamo 3.
- Calibration of Equipment like UV, Dissolution, Analytical balances, pH meter, conductometer.
- Preparation of technical documents like specifications, STP's and COA.

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## Academic & Extracurricular activities

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- Project on oil refinery at intercollegiate science project/quiz Kaushalya.
- Attended a state level workshop on sophisticated instrumental methods of analysis in chemical sciences.
- Attended national level conference NCSTE-2019, organized by Department of Chemistry, Sardar Patel University.
- Attended Waters Software training seminar.

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## Education

**M.Sc (Analytical Chemistry):** 70%

Sardar Patel University | 2019

**B.Sc (Chemistry):** 75%

Sardar Patel University | 2017

**HSC (Science):** 72%

Gujarat Higher Secondary Education Board | 2014

**SSC:** 91%

Gujarat Secondary Education Board | 2012

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## Personal Information

Fathers Name : Mr. Bharatkumar Trivedi

Date of Birth : 18<sup>th</sup> May, 1997

Nationality : Indian

Languages known : English, Hindi, Gujarati

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## Declaration

I consider myself familiar with the above aspects. I am also confident of my ability to work in a team and also to take up responsibilities. I hereby declare that the information furnished above is true to the best of my knowledge.

**PLACE:** Ahmedabad

**DATE:**

**(PARTHY TRIVEDI)**