

Swapna Gangadhar Yeligeti

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Objective:

- ☐ To associate myself by in the Field which I am in support for the company with oversight responsibility.

Professional Summary:

- ☐ Expert business strategist with a sound understanding of organizational development and sales. Skilled communicator with over 7 years of experience providing companies with successful solutions to building organizational success. Persuasive negotiator who uses integrity and professionalism in presenting joint ventures, assessing acquisition opportunities, and identifying new markets. Innovative thinker who detects more efficient ways of growing company assets by recommending new products, revolutionizing current product offerings, and testing new market approaches.

Skills:

- ☐ Preparing online post's, slides And Video's for promoting our brand and the product online and achieve the success ratio to 99% thoroughly following up the clients and making them for satisfaction of the product.
- ☐ Accomplished understanding of financing activities, including budgeting, investing, and cost-cutting through careful analysis.
- ☐ Preparing PPT presentation for the international and national level conferences.
- ☐ Personally, responsible for an average growth in business.
- ☐ Ability to work effectively as an independent player and achieve the target.
- ☐ Dedicated to meeting all company production goals and deadlines.
- ☐ Excellent computer and mobile technology skills

Professional Experience:

- ☐ Worked at Venkateshwara Spices, Karimnagar (6 months).
- ☐ Worked at Dr. Rajeshwari's clinic, Hyderabad. (1 year)
- ☐ Worked with Dash Laxmi Finance Services, Mumbai. (8 months)
- ☐ Worked as Software Programmer, Episkope InfoTech, Mumbai. (2 years 10 months)
- ☐ Worked as Junior Programmer, Intellysyst, Mumbai. (6 months internship and 6 months as trainee)

Work Experience:

Stock Supervisor / Manager

May 2023 – Oct 2023

- ☐ Stock Counting and handling / presentation

- ☐ Order Management /Arrangements
- ☐ Stock Management
- ☐ Stock packaging and handling
- ☐ Raw Material handling and Management

Hospital Administration Executive
2019 – 2020

- ☐ Independently performed highly responsible administrative duties in hospital departmental and service management areas.
- ☐ In the absence of the Hospital Administrator, performed duties for the entire operation of the hospital.
- ☐ Handled Accounts receivable and Payable.
- ☐ Successfully established Client and Vendor relationships.
- ☐ HiContact for all pharmaceutical manufacturer and distribution company representatives, initiating and maintaining ongoing mutually beneficial relationships.
- ☐ Research, order and maintain proper inventory levels of medications, controlled substances, hospital supplies, equipment and pet foods for 2 full service veterinary hospitals.
- ☐ Provide analysis and various business and inventory reports for owner.
- ☐ Assisted in all areas when necessary due to employee absence.

Business Development Executive
2018 – 2020

- ☐ Strategize ways to build market share, increase revenue, and acquire success through innovative developments in organizational structure.
- ☐ Maintained a strong network of business contacts that grew significantly with each trade show.
- ☐ Establish product loyalty through continual efforts to build, re-brand, modify, and increase product offerings in a way that is honest, competitive, and true to the company mission.
- ☐ Analyzed and Managed Android Based Mobile App for the Collage students.

Customer Care Executive
March 2018 – November 2018

- ☐ Cold Domestic Calling
- ☐ Third Party Loan agent having tied up with multiple banks
- ☐ Personal Loan Department, Home Loan Department
- ☐ Understanding the client requirement for their loan
- ☐ Collecting there required documents
- ☐ Processing for their loan process with the bank

Software Programmer:
2013 – 2017

- ☐ Evaluated competitors in terms of market share, product offering, recognizable strategies, and advertising efforts to determine strategies that would strengthen our company's presence in those areas.
- ☐ Planning, design and implementation of complete web sites.

- ☐ Identify development environments & manage them.
- ☐ Work with team to improve product quality from requirement stage.
- ☐ Sometimes handling products independently.
- ☐ Evaluate requirements for potential quality issues.
- ☐ Creating Test cases for each and every module which we have implemented in our product.
- ☐ Writing reports for test cases which we have tested manually.
- ☐ Re-testing in case any bug found and updating the report.

Academic Credentials:

- ☐ Bachelor of Engineering in COMPUTER from S. Shivaji Rao Jondhle College of Engineering and Technology, Mumbai University with 63.26 % in 2012.
- ☐ Completed .NET version 3.5 from SEED INFOTECH, Mumbai.
- ☐ HSC from Maharashtra Board with 68.86% in 2008.
- ☐ SSC from Maharashtra Board with 63.73% in 2006.

Key Strengths:

- ☐ Hardworking, Flexible, Good in Teamwork.

Other Interest:

- ☐ Traveling, Surfing on Internet, Listening to music.

Extra-Curricular Activities:

- ☐ Completed MS Office course in 2006.
- ☐ Attended Workshop on cloud computing in 2011.
- ☐ Attended 8th National Aptitude Test in 2012.

Personal Profile:

- ☐ **Date of Birth** : 19-01-1989.
- ☐ **Languages Known** : English, Hindi, Marathi and Telugu.

Declaration:

I hereby declare that the above information mentioned by me is true & accurate and I bear the responsibility for the correctness of the above-mentioned particulars.

Place: Hyderabad