



BARSA RANI PATI

BUSINESS DEVELOPMENT EXECUTIVE

CONTACT

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📍 E-90, Rosewood City, Sector-50,
Gurugram, Haryana

EDUCATION

2023 - 2024

INSTITUTE OF COMPANY SECRETARY

- CSEET Cleared

2023 - 2025

DELHI UNIVERSITY

- Bachelor of Commerce
- Currently Pursuing

SKILLS

- Basic of MS - Office
- Canva , AI Tools
- Google Sheet & Document
- Outlook
- Leadership
- Effective Communication
- Time Management

LANGUAGES

- English
- Hindi

PROFILE

A young and motivated professional with more than 1 year of experience as a Business Development Executive in the pharmaceutical industry. While continuing my studies, I've developed strong skills in client communication, lead generation, and market research. I'm passionate about learning, open to new challenges, and focused on growing in the corporate world with dedication and consistency. My goal is to grow professionally while making a positive impact in my next role.

WORK EXPERIENCE

SCG Healthcare Private Limited

2023 - PRESENT

Business Development Executive

- Identify and pursue new business opportunities through market research, lead generation, and client outreach.
- Build and maintain strong relationships with doctors, clients, and key decision-makers to ensure long-term business growth.
- Collaborate with internal teams (marketing, sales, operations) to align business development efforts with company objectives.
- Conduct follow-ups effectively to convert leads into clients.
- Maintain detailed records of client interactions, leads, and follow-ups to support data-driven decision-making.
- Proficient in MS OFFICE & GOOGLE SHEET for documentation and report generation
- Prepared detailed reports on lead segregation and analysis for decision making purpose
- Managed company documentation ensuring accurate records and proper filing of important documents

Course

- Currently Pursuing Business Analyst course from DUCAT