

## SHOBHA PATHAK

Gaur Siddhartham, Flat-1017, Tower B, 10th Floor, BS-01, Sector-8, Siddharth Vihar, Near Delhi Public School, Ghaziabad, Uttar Pradesh, Pin-201009

Phone: 8979387898

Email: [shobhapathak005@gmail.com](mailto:shobhapathak005@gmail.com)

LinkedIn: <https://www.linkedin.com/in/shobha-pathak-461b76124/>

### Summary:

Results-driven professional with **5.6 + years** of experience in business development, patient care management, and clinical research. Proficient in stem cells banking, umbilical cord blood transplantation, and stem cell sales. Highly motivated and purpose-driven leader with a vision to positively impact customers and the marketplace, creating transformative opportunities and fostering a culture of excellence.

### Educational Qualifications:

- M.Sc. in Biotechnology from Sgrrits Deemed University - **2014-2016**
- B.Sc. in Biotechnology from Sgrrits University **2011- 2014**
- 12<sup>th</sup> from RPS School, Bhabua, Bihar **2009**
- 10<sup>th</sup> from RPS School, Bhabua, Bihar **2007**

### Work Experience:

#### Business Development Manager Practo Care Surgery

**May 2021 - May 2023**

- Implemented the Practice Way of Care Coordinator (PWOC) to ensure professional handling of patient queries.
- Presented the benefits of our solution, generated leads through cold calling, and developed opportunities in the target market with marketing support.
- Clinical data management on recent advance biotechnology.

#### Project Details:

##### Recent Advancement in Biotechnology

- Conducted DNA fraction genomic tests on somatic-based life science achievements, focusing on stem cell sales in oncology.

#### Senior Patient Care Counselor

##### Medybiz Pharmaceutical Private Limited (Payroll of Stemcyte)

**Dec 2020 - May 2021**

- Specialized in assisting patients recovering from diseases, with a focus on diabetic patients.
- Worked on MSD product medicine, researched diet plans, and engaged in tele sales conversations and business development.

**Patient Care Manager & Clinical Research Associate**  
**Stemcyte India Private Limited (Working in Apollo Cradle Hospital)     Jan 2017 - Dec 2019**

- Managed stem cells banking, umbilical cord blood transplantation, pregnancy, and cord blood stem cell storage.
- Conducted clinical trial-based presentations, preserved stem cells, and converted them for sales.

**Skills:**

- Organization skills
- Communication skills
- Technical skills
- Interpersonal skills
- Negotiating skills
- Problem-solving skills
- Analytical skills
- Industrial Exposure

**Declaration:**

I hereby declare that the above-mentioned information is correct up to my knowledge, and I bear the responsibility for the correctness of the above-mentioned particulars.

Date: 29/07/2023

Place: Ghaziabad

(SHOBHA PATHAK)