HEMRAJ PANCHAL
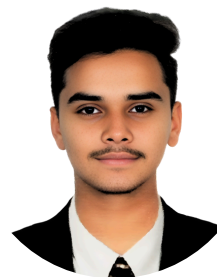
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🔗 LINKEDIN 🗀 BDE PORTFOLIO 🗀 DATA ANALYSIS ⊙ GITHUB

Business Development Manager

Motivated Python Backend Developer with hands-on experience in building **REST APIs, JWT authentication systems, and SQL-based applications**. Strong understanding of **FastAPI, database management, Git/GitHub, and deployment** workflows. Previously worked as a Business Development Consultant , developing skills in communication, client handling, requirement gathering, and project coordination. Combines technical knowledge with strong analytical and communication skills to deliver high-quality backend solutions.

TECHNICAL SKILLS

Languages: Python • SQL • Basic DSA

Backend: FastAPI • CRUD APIs • JWT Auth • API Integration

Database: PostgreSQL • MySQL • SQL Joins • Index Basics

Tools: Git • GitHub • Postman • Docker (Basic)

Deployment: Render • Railway

Concepts: OOP • Error Handling • REST Architecture

PROFESSIONAL EXPERIENCE

Business Development Consultant | Remote | 2020 – Present

Closed **₹22+Lakhs** in high-value purchases across laptops, smartphones & vehicles.

- Performed product, pricing & competition analysis to define best-fit selection.
- Delivered **5–12% cost savings** through vendor/dealer negotiation.
- Built **comparison frameworks (TCO, ROI, feature matrix)** to influence decisions.
- Drove full sales cycle: requirement → selection → negotiation → fulfilment.
- Built a **referral-based funnel**, increasing repeat customers.

PROJECTS (Live Links)

Authentication API (FastAPI + PostgreSQL + JWT)

- Built secure signup/login with hashed passwords, JWT auth, and user CRUD; deployed with SQLAlchemy ORM on Render. **Tech**: FastAPI, PostgreSQL, JWT, SQLAlchemy, Docker

Real-Time Data API (FastAPI + External APIs)

- Developed async API for live crypto/weather/stocks with caching and API consumption. **Tech**: FastAPI, Python, External APIs, Git

Ask-Me.ai (Chatbot like ChatGPT & Gemini)

- Built a smart AI assistant with chat-style responses, summaries, and Q&A using FastAPI + OpenAI API, with error handling, rate limits, and structured JSON output.

Tech: Python, FastAPI, OpenAI API

EDUCATION

B.Tech — Computer Engineering (2025)

Swarrnim Startup & Innovation University | CGPA: 8.20

Additional Skills

Problem Solving • Time Management • Team Collaboration • Documentation • API Testing