**Deepika Rani**

**+447491918802 | deepikarani12@hotmail.com | L: www.linkedin.com/in/deepika-rani-b414b7330**

# WORK EXPERIENCE

**Thornbury and Nutrix Agency, UK Agency Nurse, October 2023 – Present**

* Worked across 10+ hospitals and 20+ wards, adapting to dynamic environments and teams, demonstrating flexibility and problem-solving.
* Conducted patient assessments and interventions, improving treatment outcomes by 20%.
* Tailored care plans to meet diverse patient needs, resulting in a 95% satisfaction rate from families and caregivers.
* Facilitated cross-team collaboration, improving workflow efficiency by 15% while maintaining high patient care standards.

**SWBH NHS Trust, Birmingham, UK** **Paediatric Nurse***,* **November 2021 – October 2023**

* Achieved 90% compliance with quality standards and protocols by delivering high-quality patient care, recognized as a top-performing nurse.
* Collaborated with multidisciplinary teams, reducing patient discharge times by 15%, optimizing processes for efficiency.
* Supervised and mentored 10+ nursing students, improving clinical performance and knowledge by 25%.
* Delivered patient and family education programs, increasing adherence to treatment regimens by 30%.

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# EDUCATION

* Master of Public Health (MPH), Birmingham City University, UK, September 2021 – September 2022
* BNurs (Hons) Children’s Nursing, University of Wolverhampton, UK, September 2018 – September 2021

# LEADERSHIP / EXTRACURRICULAR

* Charity Initiative: Raised £1,080 for children in temporary accommodation and women's aid for Christmas 2024. Organised the collection of toys, self-love hampers, and essential products.
* Spelling Bee Champion: Awarded first place, demonstrating attention to detail and intellectual ability.
* Entrepreneurial Initiative: Successfully worked as an agency nurse. Managed multiple assignments while adapting quickly to new environments and delivering exceptional results.

# SKILLS and ACHIEVEMENTS / INTERESTS

* **Sales & CRM Tools**: Proficient in Salesforce CRM, LinkedIn Sales Navigator, HubSpot, Apollo, ZoomInfo, and Outreach. Skilled in B2B lead generation, prospecting, cold calling, and email outreach.
* **Sales Methodology**: Familiar with MEDDIC, a framework for qualification and solution selling.
* **Client Relationship Management**: Proven ability to build, manage, and maintain client relationships through effective communication.
* **Technical Skills**: Proficient in Microsoft Office Suite, electronic health records systems, and data analysis tools.
* **Communication**: Confident communicator with strong phone and email skills. Capable of presenting complex ideas clearly to internal teams and external stakeholders.
* **Languages**: Fluent in English, Punjabi, and Hindi, enabling communication with international clients.