

## **PROFESSIONAL SUMMARY**

To be a successful leader in operations management where I can utilize my potential and capabilities to achieve the organizational objective and seize the opportunities for professional development. Accomplished and collaborating effectively with stakeholders, vendors and clients.

- Marketing and sales
- Coordinating with HOSPITAL Management and doctors
- Client's Handling.
- Customer support
- Customer relationship
- COORDINATING WITH VENDORS AND RECURTING THE STAFF AND NURSES

## **PROFESSIONAL EXPERIENCE**

### **CALL HEALTH -CARE AT HOME SERVICES**

**AT PRESENT WORKING AS BUSINESS DEVELOPMENT MANAGER IN CALL HEALTH FROM 2025 JANUARY TO STILL NOW.**

**Coordinating with hospital management and doctors to make tie-up with organization for continuous business.**

**Generating the leads from hospitals through marketing.**

**Handling Accounts.**

**Handling vendors for recruiting the staff.**

**Handling with clients.**

**Problem solving.**

### **Uchavas Rehabilitation:**

**Worked as a “Business Development Manager” in Uchavas Rehabilitation Center from June 2024 to January 2025.**

### **Lk Shana health and home care services pvt.ltd**

**Worked as a “Business Development Officer” in Lk Shana health and home care services from 2022 October to 2024 May**

## Sunshine home care services

**Worked as a” Business development executive” in Sunshine home care services from 2021 February to 2022 August.**

1. It's totally B2B & B2C, explaining about our company services and benefits to the client.
2. Generating the leads by visiting Hospitals, Clinics, and gated communities.
3. Generating leads through social media by using Facebook, Instagram etc.
4. Meeting the clients, doctors and explain about our services and benefits to consumer.
5. Tie- uping the hospitals and clinics to the company to generate the leads.
6. Conducting meetings with hospital CEOs and operations teams and clients

## EDUCATION

- 2016-2020 **Graduation B. Tech (EEE)** in ARJUN Institute of Technology & Science, Hyderabad
- 2013-2016 **Diploma** in EEE in Vivekananda group of institutions, Hyderabad.
- 2013-2013 **SSC** in Krishnaveni talent High School, Wanaparthy.

## Skills

- System knowledge MS OFFICE, HANDLING MAILS.
- Editing and digital marketing
- Outstanding communication and negotiation skill
- Excellent organizational and leadership ability.
- Handling clients
- Good Talking power
- Good problem solving and decision-making skills.

## CORE COMPETENCES

- Strategic Analysis / Planning
- Business developing
- Records Management
- Performance management
- Customer relationship
- Customer service
- Client/Business Relations

## PERSONALDETAILS

**Date of Birth** : 14 April 1998  
**Father Name** : Late M Balaswamy  
**Mother Name** : Krishnaveni  
**Languages known** : English,Teluguand Hindi  
**Address** : #2-30, Dodaguntapalli (Vill),  
Peddamandadi (Mdl),  
Wanaparthi (Dist),

## DECLARATION:

I hereby declare that the above-mentioned information is true and correct to the best of my knowledge and belief.

Date:

