

SAUMYA SINGH

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Objective:

To be associated with a progressive organization which can provide me with a dynamic work sphere to extract my inherent skills as a Professional, use and develop my aptitude to further the organization's objectives and also attain my career targets in the progress.

Professional Experience:

International Business Development Executive: ABARIS HEALTHCARE PVT LTD.
(13/03/2023- Present)

- Identification of countries to enter for Pharmaceutical products as per company credentials.
- To search and develop potential buyers / Distributors in different countries.
- To understand the product registration process as well as requirements of different countries and co-ordinate with regulatory team for products registration.
- To collect and maintain database of imports/exports and distributors of different countries and contact to distributors who are doing business in same line of products.
- To generate new customers via cold calling and emails and converted leads to clients.
- To co-ordinate with distributors and search for government tenders in different countries and participate in tenders.
- Coordinate with intra departmental and inter departmental (Regulatory, Finance, Purchase, Logistics) within our organization and client's organization.
- To participate in Conference/ Exhibitions for International Business Development.

Professional Achievements:

- Opened some new markets for the company as per company credentials like South Africa, Botswana, Ghana, Zambia, Iraq.

Medical Scribe Trainee: AQUITY SOLUTIONS INDIA LTD (22.09.2022 to 31.01.2023)

- Worked as Medical Scribe Trainee at Aquity Solutions India Private Limited. Mohali, Punjab to meet the exacting requirements of a service like Medical Scribing that is a support service to the healthcare industry of foreign countries.
- Responsibilities include collaborating with physicians and performing tasks like charting doctor's appointments, operating electronic health records, and anticipating the needs of the physician to ensure efficiency in a clinical setting.

Participation in Conference / Exhibitions:

- Participated in IPHEX Hyderabad (5th -7th July'2023).
- Participated in CPHI, Greater Noida (28th – 30th November'2023).

Education:

- **Bachelor of Pharmacy:** Ashoka Institute of Technology And Management (2018-2022)
CGPA: 7.9
- **Intermediate(12th):** R.M. Kumari B Inter College (2015-2017)

Internship:

Trainee Pharmacist: S.S.P.G. District Divisional Hospital (Aug'21-Oct'21)

- Interacted with healthcare professionals to support timely and proper processing of prescriptions.
- Educated patients on possible drug interactions, potential side effects and optimal methods of administration.
- Compared prescription details against safety standards and insurance requirements to support patients.
- Compounded and prepared intravenous products.
- Performed blood pressure and blood glucose tests on patients.
- Monitored inventory levels and notified pharmacist of items requiring reorder.
- Followed department policies, procedures and best practices for pharmacy operations.

Skills:

- Good communication skills
- Computer Skills: MS Office- MS Excel, MS Word, Power Point Presentation.
- Team player
- Decision making
- Self-motivation

Academic Project Details:

- Article on "Alternative Medicine" in B. Pharma in 3rd Semester.
- Report on Skin and Hair Cosmetic products in B. Pharma in 8th Semester.
- Chromatography: Gel Filtration Chromatography, Thin Layer & Paper Chromatography and Column Chromatography.

Achievements and Awards:

- Project work on ANEMIA, at National Science Congress (2018-19).
- Secured rank at IIT-BHU quiz competition 2018-19.

Interests:

- Fitness
- Music
- Dance
- Nutrition and Dietetics

Languages: English, Hindi