
Divyansh Tripathi

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OBJECTIVE

I seek challenging opportunities where I can fully use my skills for the success of the organization.

WORKING EXPERIENCE

Since 02/09/2024 -

- **Business Development Executive**
Haitech Medical Solutions

Roles and Responsibilities

1. Client Acquisition and Retention:
 - Identified and engaged potential clients, including hospitals, clinics, and healthcare providers, to offer dental products.
2. Market Research and Strategy Development:
 - Conducted market analysis to identify trends, competitor activities, and potential areas for growth.
 - Developed and executed strategic business plans to achieve revenue targets and expand market share.
3. Product Promotion and Training:
 - Delivered presentations to healthcare professionals to showcase the benefits of dental equipments and importance of it.
 - Provided training and support to clients to ensure proper use of products and services.
4. Collaboration and Team Leadership:
 - Worked closely with cross-functional teams, including sales, marketing, and R&D, to develop tailored solutions for client needs.
5. Compliance and Reporting:
 - Ensured adherence to industry regulations and ethical standards while executing business strategies.
 - Prepared detailed reports on sales performance, client feedback, and market dynamics for senior management.

ACHIEVEMENTS

- - Successfully generated a 15% increase in sales revenue by identifying and acquiring high-value clients in the dental field.
- - Expanded the client base by 5% through targeted outreach and relationship-building with key stakeholders, including hospitals, clinics and work shops.
- - Developed and executed strategic marketing campaigns that increased product awareness among dental and surgeon professionals, resulting in a 15% rise in product adoption rates.
- - Represented the company at major industry conferences and trade shows, strengthening brand presence and fostering key business connections.

EDUCATION

- | | |
|------|--|
| 2016 | • Bharat Mata Convent Sr. Sec. School
10 th
72% Percentage |
| 2020 | • International Public School
12 th
72.8% Percentage |
| 2024 | • Tecnorcates Institute of Technology
Bachelor of Pharmacy
81% Percentage |

SKILLS

1. Strong negotiation and communication skills tailored to the healthcare industry.
2. In-depth understanding of dental products, industry regulations, and market trends.
3. Ability to adapt quickly to new technologies and evolving client requirements.

- This experience has honed my ability to drive business growth while maintaining a client-focused approach in a highly regulated and competitive medical environment

PROJECTS AND INTERSHIPS

- - **Successfully completed 1 month internship at Lupin India . (Mandideep)**
- **Team lead in Anti microbial properties of Nycanthus Arbor - trists.**

I was team lead in a collage major project. We evaluated microbial properties of night flowering jashmine by conforming the presence of phenol in it. My project was presented in collage expo.

- **Prepared a model on Life cycle of malaria parasite.**
- **Prepared the chewable tablet of Albendazole 50 mg .**