



NILIMA PRIYADARSHINI

PROFILE

A passionate sales and marketing professional with 3.2 years of experience in direct sales. Proven track record of achieving targets through deep cooperation with clients. Proven expertise in finding, developing and maintaining client relationship.

CONTACT

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LinkedIn

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EDUCATION

- ✦ **B.Tech & M.Tech(Dual Degree)**
Biotechnology || KIIT University || 8.81 CGPA
- ✦ **ISC**
Stewart School, Odisha || 76%
- ✦ **ICSE**
Bethany Convent School, Odisha || 85%

INTERPERSONAL SKILLS

- Fluent and strong Communication and Presentation skills
- Ability to handle complex situations
- Anticipate change, adaptable to new work culture
- Ability to work individually and in teams
- Ability to overcome challenges and fulfill objectives
- Friendly and free flowing personality
- Strategic planning abilities
- Good Public relations skills

WORK EXPERIENCE & INTERNSHIPS

- **Business Executive || April 2020- Present || Glaxosmithkline Pharmaceuticals Ltd., Vaccine Division**
- ❖ Responsible for handling Vaccine portfolio by evaluating territory and market analysis.
- ❖ Implementing new strategies to achieve sales targets. Evaluating Channel Partner's performance, and generating analysis reports with sales data for a better understanding of the market.
- ❖ Responsible for pre sales, sales, post sales activities which include physical visits, mail follow ups, technical presentations, distributor co-ordination, competitor quotation collection and customer management.
- ❖ Strong product knowledge and confident interaction with client.
- ❖ Coordinate with manager and sales team to utilize promotional opportunities to generate business.
- ❖ Strong Customer management by organizing SPMs.
- **Summer Intern || AUROBINDO PHARMA Ltd., Unit-XV, Parwada, Visakhapatnam, A.P.**
- ❖ Covered Quality Control departments like Raw materials, Stability, IPFP, PV & AMT, Microbiology.
- ❖ Monitored test analysis in drugs (Tablets, Capsules and Blends) like Content uniformity, Assay, Related substances, Dissolution, Disintegration, LOD, Water content, Hardness, Friability and Identification.
- ❖ And instruments like HPLC, GC, UV Spectroscopy, Particle size analyzer, FTIR, Dissolution apparatus, Disintegration tester, Hardness tester and Friabilator.
- **Research intern || 2017-12 to 2019-12 || Disease Biology Lab, KIIT ERRA project -**
- ❖ Determination of the Transcription factors binding to the promoter region of ERRA gene.
- ❖ Alpha-Lipoic acid prevents the ionizing radiation-induced epithelial mesenchymal transition and invasion in breast cancer cells.
Cell culture techniques and Western Blot and instrument handling like UV-Visible Spectrophotometer, RT PCR, PCR, Fluorescence Microscope, Cold-Centrifuge, Chemidoc, Concentrator, PH meter) also **Mice handling** (BALB/c) during the project.
* Mentored by Dr. Selvakumar Elangovan, Assistant Professor
- **Research intern || 2016-12 to 2017-07 || Environment Biology Lab, KIIT**
- ❖ To check the antimicrobial activity of the byproduct of biodiesel and using it at different concentrated dilutions as a disinfectant.

PUBLICATION

1: Tripathy J, Chowdhury AR, Prusty M, Muduli K, Priyadarshini N, Reddy KS, Banerjee B, Elangovan S. α -Lipoic acid prevents the ionizing radiation-induced epithelial-mesenchymal transition and enhances the radiosensitivity in breast cancer cells. *Eur J Pharmacol.* 2020 Mar 15;871:172938. doi:10.1016/j.ejphar.2020.172938. Epub 2020 Jan 17.

CONFERENCES & CERTIFICATES

- ❖ Participated in Pre-Conference Workshop on “**Environmental Analytics on HPLC, GC-MS and ICP-OES**” in **INSCR International Conference 2018** by **Agilent Technologies**.
- ❖ Presented Poster on “The molecular mechanism of ADDICTION” in INSCR International Conference 2018.
- ❖ Participated in Workshop on “**PCR Technologies**” & “**ELISA single molecule counting(SMC)**” by **Merck** at KIIT TBI.

EXTRACURRICULAR ACTIVITIES

- ❖ Elected as Class representative in College and Head girl in School.
- ❖ Active participant and member in the college Drama group named Rangmanch.
- ❖ Active participant in hosting and anchoring events in college fests and festivals.
- ❖ Commander and coordinator in the parade in College and school and NCC commander in school during Republic Day and Independence day.

DECLARATION

I, NILIMA PRIYADARSHINI, declare that all the details and information provided in this CV are true, as per my knowledge and belief.