



## Peddinti Phaniram Prithvi

### PROJECT SPECIALIST - Orchestrating Success across Projects & Partnerships

Versatile Project Lead skilled in delivering tailored solutions across industries, leveraging latest technology (AI) and automation to streamline workflows, enhance efficiency, and drive innovative results.

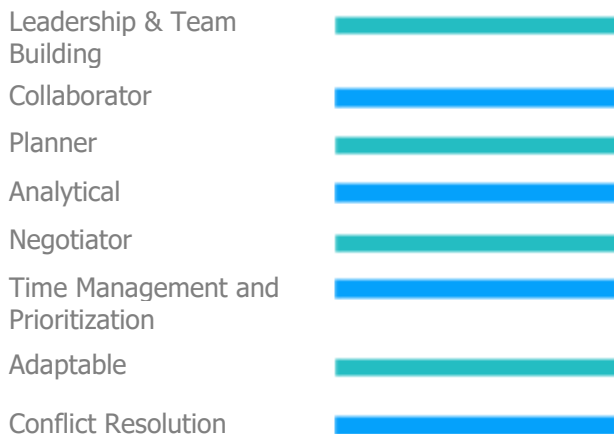
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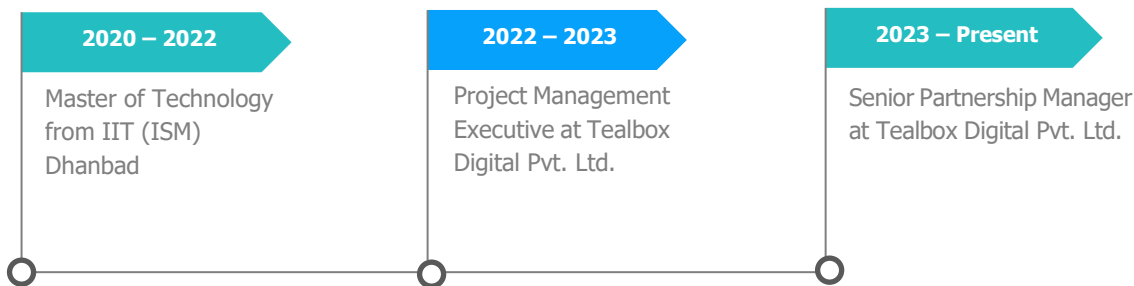
## Core Competencies



## Soft Skills



## Career Timeline



## Profile Summary

- **Dynamic project management professional** with 3+ years of experience leading cross-functional teams across digital marketing, client coordination, and operations.
- Proven expertise in **driving end-to-end project lifecycles**, from planning and execution to delivery and post-implementation analysis.
- Skilled at **managing high-profile clients** across industries including e-commerce, healthcare, education, and hospitality, ensuring top-notch service delivery and satisfaction.
- Accomplished in implementing automation tools, optimizing workflows, and **streamlining processes** for enhanced efficiency and cost savings.
- **Demonstrated ability to handle high-pressure** environments, balancing multiple priorities while maintaining quality and timeliness.
- Recognized for strategic problem-solving, stakeholder management, and a client-first approach, achieving **consistent results and exceeding targets**.

## Technical Skills

- **Programming Languages:** C, C++, Java, Python, & MySQL
- **Simulation Tools:** VMD, NAMD, AMBER, & TRAVIS
- **Project Management Software:** ClickUp, Asana, Trello, & Google Sheets
- **Data Visualization Tools:** Matplotlib & Looker Studio

## Education & Credentials

- **Master of Technology (Pharmaceutical Science & Engineering)** from IIT (ISM) Dhanbad in 2022 with 8.34 CGPA
- **Bachelor of Technology (Biotechnology)** from Amity Institute of Biotechnology, Amity University, Noida in 2020 with 7.72 CGPA
- **Data Science Certification** from Internshala
- **Google Project Management series** from Coursera (Google Certification)

## Professional Experience

### Senior Partnership Manager Tealbox Digital Pvt. Ltd.

Mar' 2023 – Till Date

#### Roles:

- Front leading strategic outreach campaign projects for diverse clients while nurturing partnerships with digital marketing & content agencies.
- Spearheading outreach programs for SaaS products like Storyteller and Keyword Insight Pro, boosting user acquisition and retention metrics.
- Driving multi-channel content marketing strategies for Analytics Safe, enhancing brand visibility and client engagement across target markets.
- Developing tailored partnership frameworks, enabling seamless integration of services with external agencies and expanding the company's market footprint.
- Monitoring performance metrics for outreach and marketing efforts, providing actionable insights to optimize strategies and exceed partnership KPIs.

#### Highlights:

- Designed and implemented advanced automation tools to streamline lead scraping processes across multiple platforms, increasing efficiency and lead generation rates.
- Facilitated the sales team in **closing 14 high-value deals** in 2024-2025 by providing strategic insights and automation support to enhance their outreach effectiveness.
- Played a pivotal role in helping the sales team achieve 31 successful closures in 2023-2024 through targeted process optimization and cross-functional collaboration.

### Project Management Executive Tealbox Digital Pvt. Ltd.

May' 2022 – Mar' 2023

#### Roles:

- Designed project frameworks utilizing agile methodologies to ensure timely delivery of high-quality deliverables, meeting client specifications and platform compliance standards.
- Streamlined project workflows by introducing basic automation tools, improving task delegation and overall efficiency.
- Collaborated with internal teams and external vendors to align project activities with client goals and timelines.
- Collaborated with clients globally across industries such as e-commerce, healthcare, and hospitality, ensuring project deliverables met their expectations and platform compliance standards.
- Prepared and presented weekly and monthly reports to clients, providing actionable insights and aligning project outcomes with business objectives.

#### Highlights:

- **Enhanced Upwork outreach by 85% through automation** and process optimization, achieving a 10% increase in qualified leads and aligning with client acquisition targets.
- Streamlined Twitter content workflows by designing scalable processes and automations, enabling single-person management and reducing task execution time by 50%.
- Designed and implemented LinkedIn and email marketing strategies from scratch, increasing client engagement and product visibility, meeting cross-platform outreach KPIs.

## Internships

**Company:** National Institute of Pathology, New Delhi

**Period:** February 2020 (1 Month)

**Description:** Completed project on "Improvisation of the quality of the DNA isolated (along with the RNA and Protein) by Trizol based method" under Dr. S. A. Raju Bagadi.

#### Highlights:

- Improved DNA isolation processes by optimizing laboratory protocols and ensuring precise data documentation.
- Collaborated with teams to meet project timelines and research objectives.

**Company:** Biotech Park, Lucknow, UP

**Period:** June 2019 (1 Month)

**Description:** Completed project on "Isolation and culturing of biofertilizers and biopesticides"

#### Highlights:

- Managed workflows for biofertilizer culturing, ensuring timely task execution.
- Worked in cross-functional teams to achieve project goals efficiently.

**Company:** Hetero Drugs Ltd., Jadcherla, Telangana

**Period:** June 2017 (1 Month)

**Highlights:**

- Conducted quality control tasks in microbiology, maintaining compliance with standards.
- Coordinated lab operations and ensured adherence to procedural timelines.

## Research, Publications & Workshops

- Research project at IIT Dhanbad, "Mechanism of TPC2-inhibitor interactions" in collaboration with Dr. Raman Parkesh of CSIR-IMTech, Chandigarh, Punjab.
- Research project at IIT Dhanbad, "Determination of mutations in atpE gene for drug resistance in Mycobacterium tuberculosis against bedaquiline" in collaboration with Aarogya.AI.
- 3 days' workshop on "Biological Control of Pathogens" held by IIT Hyderabad.
- "Genetic distance analysis of three genes from six species of Ralstonia genus", published under conference proceedings of 13th INDIACom- 2019.
- "Genetic Algorithm for Whole Genome Sequence Percentage Similarity", published under conference proceedings of Elsevier SSRN series of the 3rd ICICC conference.
- "Antimicrobial resistance: Call for rational antibiotics practice in India", published in the May 2020 issue of Journal of Family Medicine and Primary Care.
- "Analysis and visualization of the pandemics using Artificial Intelligence", published in volume 1022 of IOP Conference Series: Materials Science and Engineering.
- Chapter entitled "Artificial Intelligence of Personalized Medicine" of the book "Artificial Intelligence and Machine Learning in Healthcare" published by Springer Singapore.
- Presented a research paper entitled "Genetic Algorithm for Whole Genome Sequence Percentage Similarity" at the 3<sup>rd</sup> ICICC conference.

## Extra-curricular Activities

- Showcased strong organizational skills, commitment to sustainability, adaptability, and perseverance through diverse activities:
  - Volunteered with the World Wildlife Fund and Bombay Natural History Society in Delhi, contributing to environmental conservation initiatives.
  - Engaged in the United Nations' Green Revolution' campaign, promoting sustainable practices and ecological awareness.
  - Dedicated reader with a passion for continuous learning and an aspiring ultra-marathon runner committed to resilience and discipline.

## Professional Details

**Date of Birth:** 02/02/1999

**Languages Known:** English, Hindi, & Telugu

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