

DHARA ANIL PARMAR

BUSINESS DEVELOPMENT PROFESSIONAL | AI & GENERATIVE AI SOLUTIONS | MBA (HR)

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[linkedin.com/in/dharaparmar33](https://www.linkedin.com/in/dharaparmar33) | [credly.com/users/dharaa33](https://www.credly.com/users/dharaa33) | github.com/dharaparmar33 | huggingface.co/dharaamehta33 | dharaassetsuites.vercel.app

PROFESSIONAL SUMMARY

Business Development professional with 7+ years across pharmaceutical sales, NGO programme monitoring, and NBFC client acquisition, now building applied hands-on expertise in Generative AI and Agentic AI systems. Combines an MBA (HR) and M.Sc (ICT) foundation with a self-built portfolio of six deployed AI projects — LLM fine-tuning, RAG chatbots, multi-agent systems, and workflow automation — to bridge business requirements and AI-driven execution. Track record of using AI tools to cut manual MIS and lead-qualification effort by 30-40% in a live pharma BD role, and of independently designing, fine-tuning, and deploying language models to Hugging Face Spaces. Seeking Business Development / Sales roles with an AI or GenAI mandate, or hybrid BD-AI positions in pharma, IT, or MNC organisations.

CORE SKILLS

- Business Development & Lead Generation
- CRM Management & Pipeline Ownership
- MIS Reporting & Sales Dashboards
- Negotiation & Client Relationship Mgmt.
- Stakeholder & Cross-functional Communication
- HR Management & Process Documentation
- Sales Analytics & Forecasting
- Generative AI & Agentic AI Workflows
- Prompt Engineering (Zero/Few-Shot, Chain-of-Thought)
- LLM Fine-Tuning (Unsloth, LoRA/QLoRA, PEFT)
- RAG Systems (ChromaDB, FAISS)
- Multi-Agent Systems (LangGraph)
- LLM Evaluation, Guardrails & Deployment (HF Spaces, Docker)
- Workflow Automation (n8n, API Integrations)

AI PROJECT PORTFOLIO (SELF-INITIATED)

ValBot — Pharma FAQ Chatbot — *Unsloth fine-tuning, FAISS RAG, Hugging Face Spaces*

- Fine-tuned an LLM on pharmaceutical FAQ data and grounded responses with FAISS-based retrieval-augmented generation to reduce hallucination.
- Completed a full code audit and remediation cycle covering security, deployment, and inference-mode correctness before release.

MediConsult AI — Medical Assistant — *FastAPI, PyTorch, LLaMA 3.2 1B (LoRA/PEFT), Docker*

- Built a FastAPI backend around a fine-tuned LLaMA 3.2 model with a 5-stage safety guardrail pipeline: emergency red-flag detection, scope filtering, system prompting, output filtering, and disclaimer injection.
- Passed a 39/39 pre-deployment audit across guardrails, security, error handling, and observability; deployed via Docker with CI, rate limiting, and PII/PHI log redaction.

ShopAssist AI — Multi-Agent Shopping Assistant — *LangGraph, ChromaDB, Claude API / local Llama 3.1, Gradio*

- Designed a six-module multi-agent architecture (mock DB, RAG knowledge base, tools, agents, orchestration graph, UI) supporting both a paid Claude API path and a free local Ollama path.
- Integrated PromptLayer for prompt logging, versioning, A/B testing, and cost/latency analytics.

Gujarati-English Bilingual Support Assistant — *Unsloth, LLaMA 3.2-3B, Google Colab, Hugging Face Spaces*

- Fine-tuned a 3B-parameter model to handle Gujarati, English, Hinglish, and mid-sentence code-switching for customer support use cases.
- Deployed the model publicly on Hugging Face Spaces for live demonstration.

Valancia BD Assistant — Deployed Business Tool — *Prompt engineering, Gemini API, Render + GitHub*

- Built and deployed a live Business Development assistant web application for Valancia Life Sciences, migrated to a free-tier LLM backend for cost efficiency.
- Applied directly in a production pharma BD context alongside day-to-day sales responsibilities.

AI-Powered Lead Automation Pipeline — *n8n, RAG-based outreach, API enrichment*

- Extending an existing RFQ-to-Quote pipeline into a phased AI lead-automation system: enrichment, AI-based lead scoring, personalized RAG outreach, and multi-touch sequencing.
- Full code, demos, and technical write-ups: github.com/dharaparmar33 | huggingface.co/dharaamehta33

PROFESSIONAL EXPERIENCE

Business Development Assistant
Valancia Life Sciences, Bharuch, Gujarat

Feb 2024 – Present

- **AI-driven efficiency:** Applied Generative AI and Agentic AI tools to automate client communication drafts and MIS report generation, reducing manual processing time by ~30%.
- **AI-assisted lead qualification:** Engineered structured prompt workflows to qualify pharmaceutical leads and generate personalized outreach, accelerating pipeline conversion by 20%+ and cutting per-lead qualification time by ~40%.
- **Pipeline & negotiation:** Generated and qualified leads across the pharmaceutical client base, negotiating terms and converting prospects into long-term accounts.
- **CRM ownership:** Owned end-to-end client relationship management, maintaining 100% data accuracy across the CRM database covering full client engagement history.
- **Reporting:** Compiled weekly/monthly MIS dashboards and sales analytics reports consumed by senior leadership for strategic decisions across a multi-crore portfolio.
- **Cross-functional coordination:** Partnered with sales, marketing, operations, and logistics teams, coordinating 10+ stakeholder touchpoints per client cycle.

Monitoring & Evaluation Officer
Shree Ramkrishna Charitable Trust, Surat

Jun 2011 – Mar 2012

- Led monitoring for the NACP-III HIV/AIDS programme, tracking 15+ KPIs against SAPCU and GSACS guidelines with zero compliance gaps.
- Managed end-to-end CMIS & TI monthly data pipelines, submitting government reporting with 100% on-time accuracy.
- Represented the project at SAPCU/GSACS meetings and STRC trainings; implemented NACO scale-up plans across 3 districts.

Monitoring & Evaluation Officer
Lokdrashti Charitable Trust, Surat

Mar 2011 – May 2011

- Designed M&E frameworks tracking social impact metrics for HIV/AIDS awareness initiatives for donor reporting.
- Collected and analysed field data from 50+ beneficiary interviews, maintaining zero reporting delays.

Sales / Junior Assistant
Manappuram General Finance & Leasing Ltd., Surat

Dec 2010 – Mar 2011

- Acquired new gold loan customers through field outreach and campaigns, consistently achieving 100%+ of monthly acquisition targets.
- Processed end-to-end gold loan applications with full compliance adherence and zero rework.

EDUCATION

MBA – Human Resource Management | Sikkim Manipal University | 2013
M.Sc – Information & Communication Technology (ICT) | Veer Narmad South Gujarat University | 2010
BCA – Bachelor of Computer Applications | Veer Narmad South Gujarat University | 2008

AI, GENAI & DIGITAL CERTIFICATIONS

- YUVA – AI For All — TCS iON / IndiaAI (2026)
 - AI Fundamentals Glossary — IBM SkillsBuild (2026)
 - Data Science & Analytics — HP LIFE (2026)
 - Management Consulting Simulation — PwC via Forage (2026)
- AI for Business Professionals — HP LIFE (2026)
 - Critical Thinking in the AI Era — HP LIFE (2026)
 - Introduction to Data Science — Cisco NetAcad (2026)
 - Presentation Skills — TCS iON / TATA (2026)

Full list of 14+ badges: credly.com/users/dharaa33

LANGUAGES

English — Professional | Hindi — Fluent | Gujarati — Native