



Arpit Srivastava

Seeking a challenging role where I can utilize my interpersonal and management skills to achieve organizational goals, I am an efficient worker, result-oriented, organized, value driven, & motivated individual. Looking forward to contribute my maximum efforts in progress of the organization.

Contact

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Education

2020

MBA Healthcare

Manav Rachna International University, Faridabad, Haryana

2017

BPT

Amity University, Noida Campus

2012

Class XII (CBSE)

2009

Class X (ICSE)

Skills

- Prompt engineering Chat Gpt 4 and other AI tools.
- Ability to identify and address performance-related issues.
- Can work under pressure.
- Good with problem solving and strategizing Solutions according to situations.
- Multitasking & All-rounder.
- Familiarity with KRAs, KPIs, OKRs.
- Familiarity with RCA & CAPA.
- Familiarity with Trend Analysis, TAT Analysis, Pareto Analysis.
- Familiarity with Planning, Implementing, and Monitoring.
- Knowledge of brand promotion, sales and marketing.
- Knowledge of business development and expansion (Pan India).
- Experience in team management.
- Accustomed to adapt changing environment.
- Excellent time management and communication skills (Both verbal and non- verbal).
- Outstanding leadership abilities
- Knowledge of MS OFFICE (word, power-point, advance excel).

Experience

- **July 2023-Till Date**
Mfine Diagnostics (Lifecell)
Area Manager, successfully developed (Delhi-NCR, Madhya Pradesh, Andra Pradesh, Karnataka, Kerala, Tamil, Nadu, Telangana, Puducherry)
 - Mergers and acquisitions (HLM, CC, COFO).
 - Making B2B tie-up with hospitals for diagnostics, radiology, op, ip, services.
 - Relationship Management.
 - Strategies company business development ideas.
 - Participate in daily operational roles.
 - Business Analysis, market research, risk analysis & development.
 - Team Management and coordination (**Handled team size of 20+ individuals across India**).
 - Brand promotion of Mfine-Lifecell.
 - Conducting CME'S, Camps and other promotional activities.
 - **Target deliverance 100%.**
- **July 2022 - July 2023**
Practo Technologies Pvt Ltd
Assistant Area Manager (Delhi-NCR)
 - On-boarding new hospitals (corporates).
 - Relationship management.
 - Strategies company business development ideas.
 - Participate in daily operational roles.
 - Business Analysis and development accordingly.
 - Team Management and coordination(**Handled a team size of 5 individual**).
 - Selling and promoting Practo services.
 - **Target deliverance 300%.**
- **Jan 2021 - April 2022**
Careamicus Healthcare (Entrepreneurship)
Successfully operated it in 7 cities (Delhi, Noida, Faridabad, Gurugram, Ahmedabad, Pune & Lucknow)
 - 360 degree management of the company.
 - Expansion of company.
 - **Team development and management (handled a team size of 12 individual across india).**
 - Checking quality deliverance of services offered by company (Surgeries, Homecare, Medical equipment, E-Meds, Diagnostics, Rehab, Ambulance 24*7).
 - Developing corporate connections of company pan India (Hospitals & Doctors).
 - Planning Efficient Use of Resources.
 - Identify gaps in process, streamline and ensure clousr.
 - Design And Implement Process of improvement plans.

Certificates

- Six Sigma Black Belt certification by AIGPE (Accredited by CPD London).
- Certification in basic to advance microsoft excel by Skill Nation.
- Certification in basic to advance microsoft PowerBI by Skill Nation.

Strengths

- Have shown performance in all my Roles,
- Able to manage all Challenges with +ve Results and outcomes.

INTERESTS

- Learning new things
- Interacting with new people
- Music and Web-series
- Bike Trips

Language

- English
- Hindi

● RG Stone Hospital Group Jan 2020 - Dec 2020 Sr. Executive Business Development

- Corporate Relationship Management (PSU, Banks, Govt Insurance Companies).
- Organizing Health check-up camps.
- Organizing Health talk's.
- Creating Brand Awareness.
- Brand Promotion.
- Handling Patients.
- Making Marketing Strategy.
- Establishing New Corporate Contacts.
- Corporate Clients and Patients follow ups.

Internships

● June 2019 - Dec 2019 Apollo Hospitals, NewDelhi 'Paid stipend' Business Development Intern

- Corporate Relationship Management (MNC, PSU, Banks, Govt Insurance Companies).
- Organizing Health check-up camps.
- Organizing Health talk's.
- Creating Brand Awareness.
- Brand Promotion.
- Handling Patients.
- Making Marketing Strategy.
- Establishing New Corporate Contacts.
- Corporate Clients and Patients follow ups.

● Sept 2017 - March 2018 Yatharth Hospital, Noida Physiotherapy Intern

OPD and IPD Patient care, and patient dealing.

