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# PORTOFOLIO

HASAN SOHAIL



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**LOCATION:** LONDON



# ABOUT ME

I'm Hasan Sohail, an entrepreneurial consultant with a passion for strategy and transforming ideas into successful ventures. With experience across business development strategies for the healthcare and public sectors, I combine my creative thinking with data analysis to deliver outcomes.





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# WORK EXPERIENCE

## **Alchemy Consulting**

Management Consultant (2023 - 2024)

## **LibPubMedia Ltd.**

Business Strategy Assistant (2022 - 2023)





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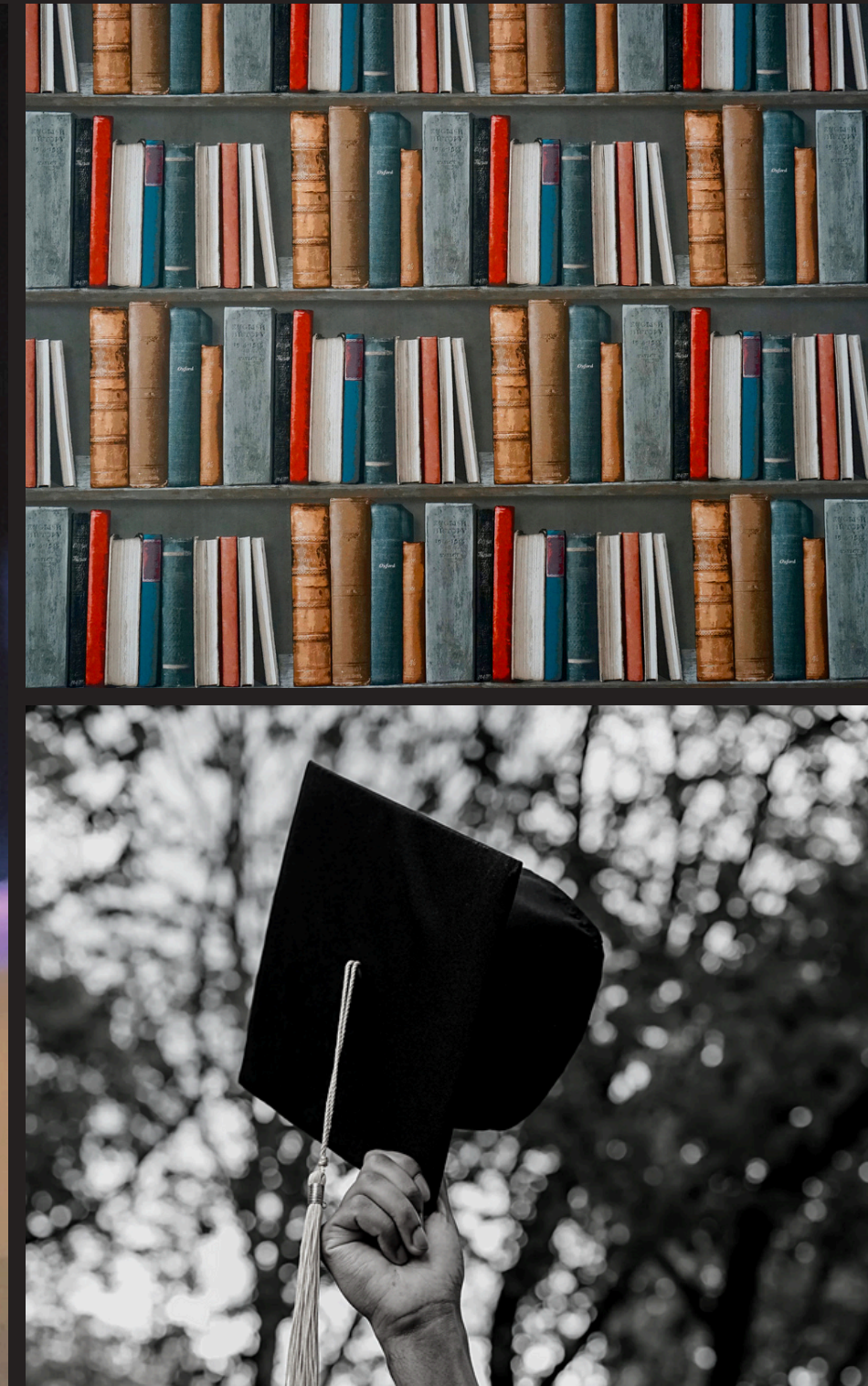
# EDUCATION

## University of Warwick

MSc Biotechnology & Business Management

## University of Warwick

BSc Biomedical Science



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# MY WORK

These are the main prjoect I have worked on during my career





## Healthcare Go-to-Market Strategy

My company wanted to expand into the healthcare sector but had no existing presence.

Identified viable market opportunities in the public sector healthcare and government sectors and developed compelling service offering around digital transformation.

Conducted PESTLE and SOAR analyses to map market landscape, engaged stakeholders to validate needs, and developed a comprehensive go-to-market strategy.

Successfully secured 2 new healthcare client projects worth over £75k, establishing a foothold in the sector

## Digital Transformation Strategy

A public sector organisation had a fragmented reporting and data storage process across 6 teams.

Lead digital transformation initiative to standardise operations, bringing all documentation and reporting to one hub.

Implemented Agile methodology, conducted requirements gathering sessions via workshops, created user journey maps to develop SharePoint, and managed UAT processes.

Delivered comprehensive team-wide reporting standardisation that improved cross-functional collaboration and operational efficiency.

## Public Sector Reporting Management

A £21.5m public sector client portfolio facing budget overruns, project delays, and a manual reporting system.

Goal was to improve project completion rates while maintaining budget constraints and automating reporting.

Designed and automated Excel modelling system and contingency simulation to track project performance and forecast issues and contingency allocation.

Increased project completion within budget by 35% and provided senior leadership with insights for contingency budget decision-making.



## Bidding Transformation

My company had no official bidding process, resulting in missed opportunities and wasted resources.

Diagnose issues and develop a comprehensive bidding operational improvement strategy.

Led stakeholder workshops to identify pain points, conducted market research on available solutions, and implemented Stotles intelligence software to use in developing a qualification matrix.

Transformed bidding efficiency by 80% and reduced bidding time by 50%, allowing the team to pursue strategic opportunities that we had the best chance of winning.