**CURRICULUM-VITAE**

**DR. DHARA SAMANI**

B 502, Shilp Solace, Near Sneh plaza, Chandkheda, Ahemdabad Phone No: +91 9662944613

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**Academic Qualifications**

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Bachelor in Homoeopathic Medicine & Surgery from J.R.N Vidhyapeeth University,

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|  | Udaipur (Rajasthan).-2008 |  | **Result: ….. First Class** |
| Bachelor of Science from Rajasthan University. |  | **Result: ….. Class** |
|  | **(1st)** |  |  |
|  | NDDY (Diploma in Naturopathy & Diploma in Yoga) | | **Result: ….. Passed** |
|  | **Senior sec. (XIIth)**, from KV, Affiliated to CBSE | **Result: ….. Class (1st)** | |
|  | **Secondary (Xth)**, from KV, Affiliated to CBSE |  | **Result: ……. Class (1st)** |

**Work Experience:**

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Total experience of 10 years 6 months

Presently working as CENTRE HEAD and CONSULTANT in Dr. Batras Homoeopathy Clinic Chain since 5 years 1month.

Looking after -

\*Training the staff in all 5 branches of Dr Batras ,to do cold callings, to generate leads , create opportunities of new customers as well as existing customers .

\* Develop package plans for therapy and treatment ,negotiate the amounts for the plans.

\* To achieve monthly, quarterly and yearly targets for the assigned regions and generate revenues .

And Last but not the least Healing my patients and curing them.

Worked in E-Meditek TPA at Jaipur & Ahmedabad for 5 years.

* + Responsible for looking after Business Development for key accounts of MNIT, Binani Cement, SARAS Dairy, P I Industries, Ericsson, SCIPA, Sigwerk etc.
  + Policy presentations at Client locations, for better understanding & clarity.
  + Renewal of policies in consultation with Insurance Cos.
  + Responsible for turnaround time as per SLA
  + Handling queries, Grievance and settlements
  + MIS reports to Clients and Insurance cos. for reconciliation
  + Responsible as Medical officer for mediclaims (Cashless & Reimbursements) of United India Insurance, Oriental Insurance, LIC, National Insurance and other corporate
  + Also process cashless claims through various hospitals of Rajasthan and Gujrat and looking into Audits aswell.

Worked as a consultant doctor homoeopathy in SANTOKBHA DURLABJI HOSPITAL. ,JAIPUR in 2011.

Worked as a MEDICAL OFFICER & LECTURER at YPSM Homoeopathic Medical College for 1.5 years.

Worked as guest lecturer in swasthya kalyan group of colleges for subject of pathology, microbiology, genetics.

**Achievements:**

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**Academic**

Used to be toppers in class

In Dr Batras

Achieved double the target given in just the very first year and further henceforth.

Joined as a consultant and then was given responsibility to train the staff and doctors for the same .

**IT Skills**

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Functional knowledge of MS office. (Word, Excel, Pivot table, Power Point)



**Hobbies**

**COOKING, READING BOOKS,WATCHING MOVIES**

**Personal Details**

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| **Name** | **:** | Dr. Dhara |
| **Date of Birth** | **:** | 6 July, 1982. |
| **Sex** | **:** | Female**.** |
| **Nationality** | **:** | Indian. |
| **Language Known** | **:** | English, Hindi & Gujarati. |
| **Strength** | **:** | Confident, Punctual, Hard Working and |
|  |  | Eager to learn new things. |
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| **Declaration** |  |  |

I hereby declare that all the information given above is true to the best of my knowledge and belief.

Date :

Place :

(DR. DHARA)