

Ajay Shankar Pillai

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CAREER SUMMARY

A seasoned Professional with 11+ years of healthcare industry experience Healthcare Digital Transformation Solutioning and Pre-sales Consultant with 11+ years of cross functional experience in solutioning, pre-sales & sales for Global Healthcare businesses. Proficient in consultative sales, marketing, clinical research and adept at leveraging Cloud, Data, AI/ML, Gen AI, Cognitive Automation to enhance patient outcomes, cut operational cost across the value chain, foster innovation and mitigate risks for large enterprises through data-driven transformations.

KEY COMPETENCIES

- AI Strategy & CX Transformation
- GCP Healthcare AI, CCAI, GenAI
- RFP, RFI, RFQ, SOW, POV, POC
- Healthcare Industry Expertise
- Go-To-Market Strategy
- Solutioning & Pre-Sales
- Client Demos, Presentations
- Market Research
- Channel Partnerships & Alliances
- Account Growth Strategy
- Technology / Business Consulting
- Cost/Benefit, ROI Modeling

PROFESSIONAL EXPERIENCE

Quantiphi Analytics / M&M	Client solutions Partner / Region Lead	May 2023 - Present
<ul style="list-style-type: none">Advised German Pharma on AI adoption aligned with business goals, slashing new drugs time-to-market by 20%Consulted E.U. Healthcare clients on aligning Google Healthcare Data Engine & AI strategies with business goalsAccelerated deals closure through on-time GTM and Sales collaterals delivery with 100% complianceSpearheaded partner eco-system engagement for solutioning GenAI leads, converting 2 multi-million \$ accountsChampioned the closure up-selling/cross-selling opportunities, generating \$1M from brownfield accountsMarketed AI/ML and GenAI solutions to US based Medical device major, attaining projects worth \$1M in revenueContributed in ABM campaigns, workshops, webinars, whitepapers leading to a 20% increase in new leads		
Edence Life Sciences	Brand Manager	April 2021 - Nov 2021
Panacea Biotech	Brand Manager	Oct 2019 - April 2021
Fullife Healthcare	Product Executive	Aug 2017 - Sep 2019
<ul style="list-style-type: none">Led brand planning and tactical strategies for all India Gastro portfolio at Panacea, achieving 25% YoY growthEmployed ATL / BTL activities for Fullife's sports brand 'Fast&Up', yielding a substantial 20% QoQ expansionChampioned B2B partnerships and markets penetration in 7 nations (LATAM, CIS, SEA), growing revenue 45% YoYResearched markets and built medical rationale for 5 concept-selling products within International nutrition markets		
Boston Scientific Corporation	Territory Sales Manager	May 2016 - Aug 2017
Abbott Cardiovascular	Territory Sales Manager	Dec 2014 - May 2016
<ul style="list-style-type: none">Advised cardiologists at Breach Candy Hospital on imaging technologies, boosting diagnosis accuracy by 20%Drove OCT and FFR technologies adoption, achieving cardiovascular OBV yearly target of \$1M across Gujarat StatePropelled market penetration of 50+ hospitals in West India, by leveraging OCT imaging technologiesConducted rigorous market analysis to generate actionable leads in cardiovascular imaging, securing \$1M revenue		
Sanofi India	Clinical Research & Scientific Executive	Jan 2012 - Dec 2014
<ul style="list-style-type: none">Managed clinical research and protocol presentations, ensuring 100% regulatory compliance in pharmacovigilanceLed sales strategies for oral diabetic medications in South Mumbai, achieving 15% YOY growth		

EDUCATION

Masters of Business Administration

Indian Institute of Management (IIM) Lucknow, Co'23
IES Management & Research Centre, Mumbai, Co'19

Masters of Science Biochemistry

Dayananda Sagar College, Bangalore, Co'09

Professional Certificate

AI Strategy and Innovation, IESEG (Paris)

AWARDS AND RECOGNITIONS

- Gold Medalist MBA at IESMCRC, Mumbai
- Emerging Leader Award at Panacea Biotech, Mumbai
- Published Paper on Diabetes Diagnosis at IISc

TECHNICAL TRAINING & CERTIFICATIONS

- GCP Cloud, Data, and AI/ML Foundations
- Google Healthcare AI and Generative AI
- Design Thinking
- Lean Six Sigma Green Belt Certified (KPMG)

EXTRACURRICULAR ACTIVITIES

IIM Lucknow

President Marketing Club, Dance Club

Rural Education

Teacher for Underprivileged Children on Weekends

Cricket Coach

Coach for Corporate Women's Cricket Team