TUSHAR KUWAR

SUMMARY

Expert in Sales and Implementation role bringing 8 years of expertise in Healthcare Industry. Effectively manages assignments and team members. Dedicated to self-development to provide expectation-exceeding service.

EXPERIENCE

Regional Sales Manager, 05/2023 – Present
SSD IT Solutions - Nashik, India

- Product Sales and Marketing in India.
- Contact new and existing customers to discuss their needs and to explain how needs could be met by specific product and service.
- Maintained strong relationships with clients and provided training sessions for users.
- Worked on Out Patient, In Patient, Laboratory, Radiology, Pharmacy, Billing, Operation Theater, Procurement, EHR Modules.
- Worked on Customized Software sales.
- Act as primary customer contact person for inquiry and issues.
- Ideation of new functionalities and modules with reference to the Product, according to the domain and business needs.
- Working with Different cross functional teams.
- Interacting with the Management, providing weekly status as per Project Plan.
- Attended client meetings, which involved proposing solutions, training solutions and status updates with regard to the project.
- Conducted thorough analysis into current applications to identify improvements required, making proposals for upgrades where needed.
- Examined user requirements and verified program functionality and performance against targets.
- Conducted Gap Analysis for a potential improvement.
- Attend trainings related to company's deployment procedures and standards.

Application Specialist, 05/2022 – 04/2023
AssureCare Health LLP - Ahmedabad, India

- Product Marketing in Maharashtra region.
- Contact new and existing customers to discuss their needs and to explain how needs could be met by specific product and service.
- Worked on 200 bed multispecialty hospital and successfully deployed RADT module.

CONTACT

Address: Nashik,India,422012
Phone: +91-7768960777
Email: tusharkuwarnsk@gmail.com

SKILLS

- Sales and Marketing strategy.
- User Acceptance Testing
- User Story Management
- HIS Knowledge in Registration, Admission, Discharge, Transfer, EHR, Billing, LIS, RIS, PIS, OTIMS, Procurement modules.
- Time management
- Customer relationship building
- Process implementation
- Project Management.

ACHIEVEMENTS

- Successfully closed deal worth rupees 3.6CR of Gov. of Maharashtra.
- Employee of the year 2019 in Clinivantage Healthcare technologies pvt. ltd.
- Successfully deployed HIS in 500 beded Hospital in India.
- Worked on Maharashtra Government Digi Village project for Telemedicine and covered 100+ villages and delivered Telemedicine solution successfully.

- Worked on Out Patient, In Patient, Laboratory, Radiology, Pharmacy, Billing, Operation Theater, Procurement, EHR Modules.
- Act as primary customer contact person for inquiry and issues.
- Tested functionality, performance and compliance of products against design specifications to maintain strong development standards and high customer satisfaction.
- Ideation of new functionalities and modules with reference to the Product, according to the domain and business needs.
- Working with Different cross functional teams.
- Documenting the requirements, processes, specifications and get it signed off from the stakeholders for approval.
- Interacting with the Management, providing weekly status as per Project Plan.
- Attended client meetings, which involved proposing solutions, training solutions and status updates with regard to the project.
- Conducted thorough analysis into current applications to identify improvements required, making proposals for upgrades where needed.
- Examined user requirements and verified program functionality and performance against targets.
- Conducted Gap Analysis for a potential improvement.
- Worked with Agile and Scrum methodologies to accomplish project milestones and meet demanding timelines.
- Configuration of Standard and User Master data of Hospital.
- Software training to the Hospital Staff and Doctors.
- Attend trainings related to company's deployment procedures and standards.

Pre-Sales & Implementation Manager, 04/2021 - 05/2022
NextTech Vision Pvt Ltd - Pune, India

- Product Demonstration and Marketing in North Maharashtra region.
- Coordinate with project manager in planning the phases of the whole project with accordance to agile environment.
- Successfully closed deals of 20+ Clinic software and 5+ HIS solutions in India territory.
- Communicated with clients gathering business requirements, time frames and technical needs.
- Functional support provided to the development team for processes and flows.
- Attended trainings related to company's deployment procedures and standards.
- Contact new and existing customers to discuss their needs and to explain how needs could be met by specific product and service.
- Interacted with the customer to understand system and write down the requirements.
- Worked on Out Patient, In Patient, Laboratory, Radiology, Pharmacy, Billing, Operation Theater, Procurement, EHR Modules.
- Conducted Gap Analysis for a potential improvement.
- Analyze and troubleshoot deployment issues in a timely manner.

EDUCATION

Master of Business Administration, Marketing, 2022
Sandip University - Nashik, MH

Bachelor of Science, Information Technology, 2014
Gondwana University - Gadchiroli, MH

HSC, Science, 2011
Maharashtra State Board - Nashik, MH

SSC, 2008
Maharashtra State Board - Nashik, MH

- Consult with customers about software system design, maintenance and requirements.
- Configuration of Standard and User Master data of Hospital.
- Overall responsibility for project delivery.
- Act as primary customer contact person for inquiry and issues.

Pre-Sales & Implementation Executive, 07/2018 - 03/2021
CliniVantage Healthcare Technologies Pvt Ltd - Pune, India
- Successful Demonstration and sales of HIS in India territory
- Successfully sales of 100+ Clinic solutions and deployed.
- Successfully sales of 35+ HIS Solution in to reputed Hospitals and deployed successfully.
- Prepared User Requirements Document (URD), Business Requirements Document (BRD) and Functional Requirements Document (FRD).
- Emphasize product features based on analyses of customers' needs and on technical knowledge of product capabilities and limitations.
- Attended client meetings, which involved proposing solutions, training solutions and status updates with regard to the project development.
- Worked on Out Patient, In Patient, Laboratory, Radiology, Pharmacy, Billing, Operation Theater, Procurement, EHR Modules.
- Conducted Gap Analysis for a potential improvement.
- Analyze and troubleshoot deployment issues in a timely manner.
- Consult with customers about software system design, maintenance and requirements.
- Conducted Software training to the Hospital Staff and Doctors.
- Configuration of Standard and User Master data of Hospital.
- Act as primary customer contact inquiries and issues
- Overall responsibility for project delivery.

Sales & Implementation Executive, 02/2016 - 06/2018
Versatile IT Solutions - Pune, India
- Sales, Implementation and Application Support
- Product Sales and Marketing in Maharashtra region.
- Install and implement Application on Windows workstations.
- Deploying Application on IIS and configuring it with database web configuration.
- Communicated with clients gathering business requirements, time frames and technical needs.
- Maintained strong relationships with clients and provided training sessions for users.
- Deployed software upgrades to preexisting client software solutions seamlessly.
- Documented department processes used to train new employees.
- Creating/Modifying Basic Reports.
- Application training to users after deployment.
  Provide telephone support related to networking or connectivity issues.