

SNEHA RATHOD



PERSONAL DETAILS

Cosmo Chs, F-126, Flat No-08, Sector-07 , New Panvel, 410206 Navi Mumbai
sneharathod1437@gmail.com` , 8369467802

Date of birth: January 19,

1999 Gender: Female

Nationality: Indian

EDUCATION

St Joseph High School, Navi Mumbai

Junior College

Jul 2014 - Apr 2016

Changu Kana Thakur Junior College, Navi Mumbai

Under Graduation

Jul 2016 - Apr 2019

Changu Kana Thakur Senior College Of Arts, Commerce And Science, Navi Mumbai I Completed My graduation in Bsc Biotechnology .

PostGraduation

Jul 2021 - Dec 2022

Maharashtra State Board Of technical education, Mumbai

I did my Post Graduation in Advance Diploma in medical laboratory Technique .

EMPLOYMENT

- Tele Sales Officer:- Jun 2019 - Nov 2019
ICICI Lombard, NaviMumbai

I was in the position of TeleSales officer in ICICI Lombard . My Job was to call customers and sell them motor insurance or Help customers with the insurance renewal as well .

- Business Development Executive:- Nov2020 - Dec2022
Remedo Clinitech Pvt Ltd, Noida

I was working as a Business Development Executive for Telemedicine. I worked in Operations/ On-boarding/Sales . It's a Digital Marketing company which helps doctors in managing their Google Business Profile (Healthcare Domain) . I have worked in various Teams until now such as Back-end, CS , App testing , On-boarding, Sales , and Managing Data .

- CS and Operations (Inside Sales Executive)
Tender Health Tech:- March 2023-Sep 2023

I was working in TenderHealth tech as Customer support and Operations executive as well as in On-boarding team and Inside Sales Executive . My work is to guide new doctors and on board them on the application and to handle their queries (Email, Chat, Calls) and do testing of the application as well . I also help the sales team from Back-end

PROJECTS

ICICI Lombard:-

- While working in ICICI Lombard General Insurance Company I was in a motor insurance project where I was supposed to work with renewal and getting new sales to the company.

Remedo Clinitech Pvt Ltd :-

1. DRONA:-

- My First project that was assigned to me was DRONA . It is a TeleConsultation platform made by Remedo For the company called Mankind . My role was to call doctor and asked them to increase the usage of the application and to help doctors if they have any queries related to application

2. GRIP (GROW YOUR REACH INCREASE YOUR PRACTICE) :-

- After Drona I was assigned a project called GRIP. It was a product made by Remedo to increase the doctor's Online presence by maintaining their Google Business Profile (GMB) and also help them to manage their Social Media pages. My role exactly was to manage back-end/Operations and to manage data and help the sales team with the issues (if they are facing any issues with the app) to create tickets for them to track the ticket status and to be the bridge between the sales and the rest of the teams . I was also asked to call doctors and ask them for their GMB access . I was also asked to call doctors to increase the sale of the product .

TenderHealth Tech :-

Dear-Doc

- DearDoc is an application made by Remedo for Tender HealthTech . I am working in the Customer support and Operations team and I am also part of Inside Sales .I am also on the on- boarding team of the application . I was supposed to meet(virtually) with the doctors and help them in on-boarding . I used to manage data and also do the approvals of the doctors so that they can do further use of the application. I used to verify doctors from the MCI portal and crosscheck it with their documents given.
- I also did the manual testing of the application in which I was supposed to find bugs and report them to the technical team . I worked on User acceptance testing and Test case writing validation in the manual testing mode for the Android and iOS application .

SKILLS

Team Leader Adaptability Decision
making skills

Highly motivated to work
as a team. Good Listener