

Yannam Indira

Female, 27 years

PGPM | Batch of 2021 - 23



SUMMER INTERNSHIP			
Bain & Company		Associate Consultant	Apr '22 – Jun '22
<ul style="list-style-type: none">▪ Due diligence: Strategized on commercial due diligence cases of two large healthcare groups' operating in Asia-Pacific region▪ LinkedIn Analysis: Delivered insights on employees' stickiness in client's operating sector by analysing ~741 LinkedIn profiles▪ Financial Mapping: Carried out financial benchmarking of 4+ global healthcare players operating in the client's industry▪ Survey Analysis: Delivered insights on customer stickiness & coverage trends among important areas in that particular industry by analysing 2 survey modules containing 90+ questions for ~1200 respondents▪ Sentiment Analysis: Interpreted end customers' perspectives of 15+ digital healthcare apps by analysing the web scraped data from google play store reviews using tools like python, R programming & Google web scraper▪ Intellectual property decks: Guided team on making IP deck on topics like value - based care, MedTech, Medical tourism in APAC			
PROFESSIONAL EXPERIENCE			18 months
Shafi Hospitals, Vinjamur		Dental Surgeon	Jul '19 – Jul '20
Advised cost effective solution, treated outpatients	<ul style="list-style-type: none">▪ Assisted senior doctor in treating outpatients & aided in emergency cases with facial fractures▪ Conducted oral hygiene awareness sessions with patients on topics like significance of oral hygiene maintenance in regulating systemic diseases, & essential medications to be kept in hand for emergencies▪ Managed hospital staff, pharmacists, radiology team in handling regular hospital activities effectively▪ Reduced cost of consumables like tablets, surgical by negotiating with medical representatives		
KIMS Hospitals, Hyderabad		Dental Surgeon	Dec '18 – Jun '19
Managed day-to-day activities of dental department	<ul style="list-style-type: none">▪ Handled daily financial transactions related to outpatient, treatment & x-ray billings▪ Lessened time consumption by proper prioritization & planning, reduced paper-based operations▪ Examined outpatients & performed complex treatment procedures like extractions & restorations▪ Organized counselling sessions to create awareness about multiple treatment plans available▪ Performed effectively as a team leader by delivering services using technologically advanced equipment		
EDUCATIONAL QUALIFICATIONS			
Degree	Institute	%/CGPA	Year
MBA	Indian Institute of Management Tiruchirappalli	Pursuing	2023
BDS	Narayana Dental College, Nellore	68.14%	2018
Class XII	Sree Vikas Junior College, Vinjamur	97.70%	2012
Class X	Vikas Vidya Vihar, Vinjamur	90.00%	2010
ACADEMIC ACHIEVEMENTS			
▪ 2 gold medals by Narayana Dental College for achieving distinctions in two of academic subjects in graduation			2018
▪ Secured state-level 13th rank in the intermediate second year (2010-2012) by scoring 977 out of 1000			2012
▪ Achieved state-level 6th rank in the intermediate first year (2010-2011) by scoring 431 out of 440			2011
ACADEMIC PROJECTS & OTHER INTERNSHIPS			
Equity Research	▪ Valuated Apollo Hospitals & Marico Ltd. by using financial modelling with qualitative data		2022
Business Forecasting	▪ Forecasted number of expected shares on an article for Mashable, a digital media platform, by analysing its data of 39644 articles with 60 parameters using R, & achieved RMSE score of 0.88		2022
COMPETITIONS & CERTIFICATIONS			
MAC- N- Case	▪ Emerged as national finalist among 423 participants, case competition organised by IIM Trichy		2022
Mi Summit 3.0	▪ Organised by Xiaomi India & was one of the 5 finalists among 250+ participants at campus level		2021
Python	▪ Certified Python business analytics by Henry Harvin, 2021		2021
Tableau	▪ Certification by Udemy on data visualization tool Tableau		2022
POSITIONS OF RESPONSIBILITY			
Treasurer, Agni club- IIM Trichy	<ul style="list-style-type: none">▪ Collaborated & coordinated with various key stakeholders to formulate debut budget for club▪ Designed and handled the 9 days long induction activities planned for junior batch		2022
CR - Sree Vikas Junior College	<ul style="list-style-type: none">▪ Served as Class Representative for 2 years representing 70+ students,2010-2012▪ Communicated, Discussed & Supported students for effective use of academics		2012
SPL - Vikas Vidya Vihar	<ul style="list-style-type: none">▪ Served as School Pupil Leader representing 400+ students for 2 years, 2008-2010▪ Worked with administration in creating hospitable climate for academics & extracurriculars		2010
EXTRA-CURRICULAR ACTIVITIES & OTHERS			
Interests	▪ Playing Badminton, Reading Business Articles		