



DR. VIJAY KUMAR

STARTUP GROWTH HACKER | GTM | OUTBOUND LEAD EXPERT
HEALTHCARE AI EXPERT | EX-CORE TEAM MEMBER AT YC STARTUP | DENTAL SURGEON

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SUMMARY


- Dynamic Business Development Manager with expertise in outbound operations.
- Proven track record in identifying new business opportunities, driving KPI-focused growth, and optimizing campaign outcomes.
- Skilled in market research, strategic planning, and utilizing AI technology to enhance business performance.

TECHNICAL SKILLS

CRM Management (HubSpot, Airtable)	Outbound Sales Tools (Apollo)	Email Marketing Automation
Data Analytics	Database Management (MongoDB)	Web Design (HTML, CSS, JavaScript)
Graphic Designing	Python Automations	Excel Automation

WORK EXPERIENCE

Founder, Dental Clinician Mar 2024 - Present

- Founded Dental Clinician, providing high-quality dental care and innovative treatments to patients in Delhi-NCR, expanding the practice by attracting 25% more patients within the first 6 months.
- Led the development and implementation of AI tech, **Molar AI** , a dental self-diagnosis tool, improving patient engagement and enhancing diagnostic accuracy.

Business Development Manager, TrillionSale Jan 2024 - Present

- Single-handedly owned the outbound email campaigns aligned with GTM strategies, improving lead conversion rates by 25%, increasing email open rates by 60%, and boosting response rates by 30%, resulting in a 30% growth in the client base within a year.
- Collaborated closely with product development and market research teams to align offerings with market demand, ensuring TrillionSale's solutions met evolving customer needs.
- Created and presented client-facing materials, including presentation decks and marketing collateral, to effectively communicate value propositions, driving a 15% increase in annual revenue and establishing strong relationships with 25+ key clients.

Business Development Associate, CareShare AI (YC backed Zealth AI) Dec 2022 - Dec 2023

- Identified new business opportunities, reaching out to 50+ potential clients in the cancer care and hospital sectors (Medanta, PGIMS, AIIMS), leading to the development of CareShare AI.
- Developed and implemented sales and marketing strategies that boosted product awareness by 40%, effectively promoting digital health solutions to healthcare providers and patients.
- Managed projects from concept to implementation, resulting in increased product adoption by healthcare institutions.
- Analyzed clinical and business data, driving strategic decisions based on patient behavior and growth metrics, which enhanced product features and improved the patient experience leading to 40% increase in user engagement.


EDUCATION

Bachelor of Dental Surgery Sept 2017 - Nov 2022

PT BD Sharma University of Health Sciences, Rohtak

- Overall Percentage: 72%

ADDITIONAL INFORMATION

- **YouTube Content Creator:** Dr. Vijay Kumar, Dental Clinician 
- **Languages:** English, Hindi.