

## SHEETAL AVINASH GURAV

FLAT NO 53, 5 TH FLOOR,  
KONARK HERRITAGE, NEAR K MALL,  
OLD PANVEL, PINCODE: 410206  
MOBILE NO. 9920018610

### WORK EXPERIENCE

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#### HEALTHCARE MANAGER

16/10/2020 - PRESENT

*Metropolis health care ltd,*

- Credibly represent phlebotomy strategy, offerings, and understanding of the industry in a variety of settings and audiences to include internal and external audiences
- Works in conjunction with other business services support groups, including sales support and marketing personnel Attends all sales meetings and training sessions as required by management
- 19 years working experience in Metropolis Health Care LTD company
- Responsible for developing a clear vision to drive the strategy and go-to-market approach for promotion and RX clients to drive revenue and product adoption
- Operations, Measurement/Metrics, and Product Marketing teams to optimize our vertical efforts
- Identify best practices in other verticals or teams and translate them to their own business, and ability to scale learning's and successes to other verticals or market
- Strong management experience and coaching skills, with the ability to build teams and develop managers, as well as to build and maintain a positive team culture
- Track record of strategic thinking leading to actionable plans that drove business results
- Experience partnering with c-level employees at clients and agencies Adheres to the Case Managers' ethical principles and standards as described in the NABL Standards of Practice
- Experience driving revenue growth with emerging opportunities and established partnerships
- Strong understanding of technology and trends that are changing the advertising business
- Implements and monitors operational/office policy and procedures
- Ensures office processes are efficient, supports the care centre, and enhances patient satisfaction and retention
- Analyses daily office operations and utilization of resources
- Maintains appropriate staffing levels and morale
- Manages the department's overall performance and for motivating team to exceed department goals and objectives
- Prior team-based project leadership experience in a consulting firm

## HEALTHCARE SECTION HEAD

16/3/2017 to 2019

- I used handled 2 deputy's , 50 centres with 175 staff for all related issues like Deputy query, Admin , IT & Cash.  
Getting 100% success in NABL Audit with Auditor Jan /2019

## HEALTHCARE DEPUTY HEAD

16/3/2015 to 2017

- I used handled 12 centres with 30 staff for all related issues like phlebotomy query, Admin , IT & Cash.  
Getting 100% success in NABL Audit with Auditor Jan/2017

## HEALTHCARE PHLEBOTOMIST

21/3/2001 to 2015

- Phlebotomist work

## EDUCATION

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SIKKIM MANIPAL UNIVERSITY -

2009- 20012

*BSC DMLT*

## PROFESSIONAL SKILLS

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- Strong project management skills with experience in organizing planning and executing large-scale projects from vision through implementation
- Excellent client-facing skills and history of significant client exposure (internal within your organisation or external)Prior consulting project leadership experience
- Experience managing the quality of a team's work product and producing "client ready" deliverables
- Phlebotomy ( Blood Collection)