

SHREYA MUKERJEE

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Consulting professional with experience in healthcare industry looking to apply skillset in healthcare, marketing and finance functions. Proven creator of analytic workflows in Product development. Able to synthesize ambiguous information. Provider of analytic support to sales teams to develop RFPs and ongoing sales pitches. Interested in conceptualizing, designing and delivering high-quality solutions and insights.

Core competencies include:

- ♦ Business Development ♦ Digital Marketing ♦ Sales Conversions ♦ Product Development
- ♦ Client Relationship Management ♦ Analyze ambiguous data ♦ Problem Solving ♦ Team Leadership ♦ Good Google Search skills

CAREER HISTORY

HEALTH CONVERGE ADVISORY PVT. LTD., MUMBAI, INDIA

February 2015 - Present

Health Converge is an advisory firm that is into Healthcare IT and recruitment of physicians (& super specialist) for Hospitals and Pharmaceutical industries.

Technical Advisor

Team Lead – Software Sales & Development (B2B)

- Lead Generation – Can generate relevant leads through networking, meetings and exhibitions (can generate upto 100 leads with a team of 2).
- Drove sales to INR 300000 with my director.
- Responsible for solving client issues.
- Also responsible for software testing
- Analyzed data in an iterative continuous improvement manner to improve sales after daily engagement with senior leadership.
- Developed Technical documentation (created workflows for Operation Theatre (OT), Asset management & Tracker, etc.)
- Strong BD skills with experience of reaching out to the decision maker within the first meeting and drive conversion.
- Responsible to do first level meetings with MD/Chairman of (100+) hospitals for our Hiring.
- Can generate leads through Digital marketing(Facebook) at relatively lower rates.
- Responsible to gain entry into superspecialist domain(like neurosurgeons, oncosurgeons) for sales.

Other Skills:

- Leading team of hiring of physicians for Pharmaceutical industry (B2B).
- Also part of team that hires super specialists for hospitals (B2B).
- Developing a platform that focuses on medical assistance which deals with teleconsultation and medical tourism (B2C).
- Pivot analysis using MS Excel.
- Learning Python language for data analysis and visualization.

QUANTUM DESIGNS, MUMBAI, INDIA

October, 2014 – November, 2014

Quantum Designs is an MNC that designs Telecommunication equipment and GPS.

- Worked as a Trainee Programmer for a month. Was assigned a task to develop a Temperature controller. Language used - Java.

Other Activities:

- Interned with Kokilaben Dhirubhai Ambani Hospital as a Biomedical Engineer from July, 2014 – Sept., 2014.
- Had won at the “Institution of Engineers, Haji Ali, Mumbai” for our project on “Digital Audiometer” which was selected among top 11 projects.
- Volunteer with “National Service Scheme” from 2011-2013.

EDUCATION & TRAINING

Bachelor of Engineering, Biomedical (with First class): University of Bombay, Dwarkadas J. Sanghvi College of Engineering