**RESUME**

SANDEEP KUMAR LENKA

Career objective:

To work in an organization, which provides me continuous challenges and excellent growth, prospects, where I can contribute significantly using my interpersonal skills and leadership qualities.

Work Experience:

1. Mar 2019- Till date: Business Head in Meditour India, **a medical tourism company dealing with International and Domestic patients.**

Job Description:

* **Responsible for the overall business and revenue generation of the company.**
* **Managing a offsite and onsite offices with around 40 HCFs across the globe.**
* **Facilitating and Managing OPDs, both domestic and internationally.**
* **Govt. and Corporate tie ups.**
* **Coordinating with our network hospitals.**
* **Ensure hassle free and delightful patients experience.**

1. Jan 2015- Feb 2019: Head- Marketing in Network Healthcare Global , **a company with specialization in Healthcare and allied services.**

Job Description:

* **Responsible for the overall business and revenue generation of the company.**
* **Managing a team of 11-15 business development officers.**
* **Enrolling more local physicians, specialist doctors, hospitals, diagnostic centers in our network.**
* **Expanding our base to more cities of India.**
* **Setting up of telemedicine centers in remote locations.**
* **Govt. and Corporate tie ups.**
* **Coordinating with our network hospitals.**
* **Ensuring TAT is maintained for patient’s queries.**
* **Quality check and training for our in-house home care staff.**
* **Increasing the customer base of our end to end solutions for hospital data management.**

2 . May 2008- Dec 2014 worked as Associate Vice President, Retail Branch Banking at Indusind

Bank Ltd.

Job Description:

* **Handling six branches.**
* **Looking after the business and revenue of the branches.**
* **Pushing for increase in cross selling of the bank products and other third party products tied**

**up with our bank.**

* **Ensuring that all bank process and audit related checks are in place.**
* **Regular team meetings to review the performances and guide to overcome difficulties.**
* **Govt. and Corporate tie ups to increase the business of the branches.**
* **Periodic training for the branch staff.**

3. Sept 2002 to Apr 2008 “Area Sales Manager” in MMC Health Care, Bangalore.

Job Description:

* **Responsible for Bangalore and Mysore Market.**
* **Handling a team of eight Medical Service Representatives.**
* **Managing a network of dealers and distributors.**
* **Responsible for top line and secondary revenue generation.**
* **Increasing the number of doctors in our network.**
* **Govt. and Corporate tie ups to increase the sales.**

Personal Information:

Education:

1. Done two-year full time professional course PGDITM with marketing specialization (POST GRADUATE DIPLOMA IN INFORMATION TECNOLOGY & MANAGEMENT) from Alliance Business Academy, Bangalore. (Degree awarded by AIMA, New Delhi) from 2000-02
2. Bachelor of Science (Botany Hons) from Utkal University, Bhubaneswar (Orissa) from 1996-99.

**Additional Details:**

* Date of Birth : 24 Jan 1978
* Language Proficiency : English, Hindi, Oriya, Bengali, Kannada
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