

# Sonia Milind

## Senior Clinical Dietitian

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### SUMMARY

Results-driven Senior Clinical Dietitian with 6+ years of expertise in evidence-based nutrition therapy for chronic and lifestyle conditions. Proven leader who enhanced metabolic health outcomes for 1,500+ clients while achieving 45% improvement in clinical results and 40% increase in patient retention. Specialized in personalized nutrition plans utilizing genetics, microbiome analysis, and advanced diagnostics.

### TECHNICAL SKILLS

- Medical Nutrition Therapy
- Therapeutic Diet Design
- Microbiome & Genomics Analysis
- Patient Counseling
- Chronic Disease Management
- Team Training & Development
- Revenue Generation
- Target-Driven Sales
- Market Research
- Lead Generation & Conversion
- SOP Formulation
- Nutraceutical Product Development
- Regulatory Compliance
- New Program Launches
- CRM Management
- ATS Systems

### PROFESSIONAL EXPERIENCE

- Senior Clinical Nutritionist, BIONE VENTURES PVT LTD

Sep 2023 - Present

  - **Revolutionized** personalized nutrition therapy by designing 350+ therapeutic diet plans using advanced diagnostics (genetics, microbiome, clinical data)
  - **Increased** patient adherence by 30% through comprehensive pre-test counseling and structured follow-up protocols
  - **Scaled** service lines for oncology, renal, and critical care, driving 20% growth in client acquisition
  - **Led** cross-functional team of 10+ sales and clinical professionals, achieving 90% target completion rate
  - **Enhanced** dietary compliance by 40% through behavioral coaching and SMART goal implementation
  - **Trained** 20+ B2B clients and nutritionists on clinical workflows and digital platform integration
- Slimming Head (Nutrition), VLCC HEALTHCARE PVT LTD

Jun 2022 – Sep 2023

  - **Expanded** client base by 30% through strategic referral programs and targeted marketing campaigns
  - **Generated** 400+ therapeutic diet plans with 45% client repurchase rate and 95% retention
  - **Boosted** monthly revenue by 20-25% through strategic upselling and cross-selling initiatives
  - **Coordinated** integrated care delivery with physiotherapists, dietitians, and dermatologists
  - **Streamlined** operations through CRM optimization and weekly MIS reporting systems
  - **Mentored** team members to consistently exceed monthly sales and service targets
- Subject Matter Expert , WELLNESS FOREVER PVT LTD

Mar 2021 – June 2022

  - **Developed** comprehensive nutrition protocols for diabetes, PCOS, CVD, hypertension, thyroid disorders, and infertility
  - **Launched** 3+ nutraceutical products from concept to market, managing complete product lifecycle
  - **Increased** brand awareness by 27% through health webinars and community outreach programs
  - **Created** training modules and outcome-tracking databases for nutritional interventions
  - **Delivered** expert product guidance and consultation to optimize client health outcomes

## Junior Clinical Nutritionist, FORTIS HEALTHCARE PVT LTD

Apr 2020 – Mar 2021

- **Provided** comprehensive inpatient/outpatient diet counseling and conducted daily hospital rounds.
- **Designed** disease-specific diets and menu cycles for 500+ patients and hospital staff nutrition.
- **Supervised** quality control and operational standards for hospital kitchen and canteen services.
- **Conducted** patient counseling at admission and discharge to ensure care continuity.
- **Delivered** home-based dietary guidance and structured meal plans for sustained health management.

## Dietitian, VLCC HEALTHCARE PVT LTD

Mar 2019 – Apr 2020

- **Customized** diet plans for weight management and metabolic condition optimization
- **Analyzed** clinical data to develop personalized dietary interventions for diverse patient populations
- **Analyzed** BCA reports to deliver targeted dietary and program recommendations
- **Generated** additional revenue through strategic upselling of diet packages and fitness programs

## PROFESSIONAL TRAINING

### Trainee Clinical Nutritionist, POONA HOSPITAL AND RESEARCH CENTER

Sep 2018 – Mar 2019

- **Completed** comprehensive clinical nutrition training and submitted 10 case studies under the guidance of senior nutritionist.
- **Gained** hands-on experience in therapeutic diet planning and patient counseling protocols
- **Observed** and assisted in specialized nutrition protocols for ICU, oncology, and pediatric patients
- **Maintained** detailed patient nutrition records and progress documentation for clinical review

## EDUCATION

**Master of Business Administration (MBA)** - Business Analytics

Lovely Professional University

**Master of Science (M.Sc)** - Clinical Nutrition and Dietetics

S.N.D.T Women's University

**Bachelor of Science (B.Sc)** - Food Science and Nutrition, Dietetics

S.N.D.T Women's University

**MH-SET Qualified** - Maharashtra State Eligibility Test

Savitribai Phule Pune University

## KEY ACHIEVEMENTS

**Enhanced** metabolic health outcomes for 1,500+ clients with 45% improvement in clinical markers

**Achieved** 40% increase in patient retention and treatment adherence rates

**Generated** 20-25% monthly revenue growth through strategic business development

**Maintained** 95% client satisfaction rate across all clinical programs

**Trained** 20+ healthcare professionals in advanced nutrition protocols

## ADDITIONAL INFORMATION

- **Languages:** English, Hindi, Marathi