

# SALMAN KHAN

✉ salmankhan8058400@gmail.com

☎ 8058400395



📅 05/04/1993

## Objective

Seek to work in an environment that will challenge me further; while allowing me to contribute to the continued growth and success of the organisation. Obtain a position that will provide me the ability to apply my sales and work experience to a growing industry. Look forward to working with a company that promotes quality products and services; and provides me with the opportunity to meet and exceed assigned sales goals. Consultative selling approach coupled with the energy and drive as an individual contributor with minimal supervision or team selling environment. Experience with quotas ranging from 15k per month to 800k per year with excellent attainment.

## Work Experience

### Elite Offshore Pvt.Ltd

01/09/2017 - 04/19/2022

Sr. Account Receivable (Practice Lead)

1. Financial Stability of the Hospital:

The financial stability of any healthcare service provider is highly dependent on maintaining a positive cash flow. The hospital has to maintain a steady flow of revenue to cover expenses so as to provide patient care services, and the A/R department ensures this is taken care of.

2. Helps in Recovering Overdue Payments:

A/R follow-up helps all hospitals, physicians, nursing homes, etc. to recover the over-due payments without any hassle. When there is a team which is constantly involved in the claims follow-up procedure, it becomes easier for the healthcare providers to receive payments on time.

3. Minimize Time for Outstanding Accounts:

The primary objective of A/R management is to minimize the amount of time that accounts are allowed to remain outstanding. The team tracks accounts that have not been paid, assesses a suitable action required to secure payment, and implements procedures for secure payment.

### Omega Healthcare Pvt.Ltd

05/01/2021 - 07/31/2022

Sr. Account Receivable

1. Claims Never Go Missing:

The biggest reason for delay in payments is due to the claim not being received. This usually happens when paper claims are lost. To avoid this, it is wise to send the claims in the electronic form. If the claim has been followed-up and you are aware that the claim hasn't been received, then it becomes easier to send another request for the claim soon.

2. Claims Denied can be Followed Up:

Depending on the denial reason, you can actually send a new claim request with the required corrections made. By calling the insurance companies and finding out the denial reason instead of waiting for the denial reason on mail, the A/R department can ensure that all claims are followed through till the end.

### 3. Recover Claims Kept Pending for Information:

Sometimes claims are kept pending for a certain amount of time due to additional information needed for the member. By following-up properly the A/R team can inform the member about the situation and then a suitable action is taken so that the process can be sped up.

---

#### ***Education***

##### ***Sent Sonam Public School***

10th  
2014 — 47.44%

---

##### ***Sent Sonam Public School***

12th  
2016 — 58.99

---

##### ***Rajasthan University of Jaipur***

Bachelor of Computer science  
2019 — 55.44

---

##### ***Jaipur National University of Jaipur***

Master of Computer science  
2021 — 54.33

---

#### ***Skills***

- Hardworking-----Level: Expert
- Communication-----Level: Skillfull
- Decision making and Resolving issues-----Level: Expert

---

#### ***Reference***

##### **Your Reference name - Your Job title**

Your Comapny name  
Your Email  
Your Phone

---