

CURRICULUM VITAE

HARIPRASAD.N



PERSONAL DETAILS:

Email id:

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Contact No:

+971 581386092

Date of Birth: 02/11/1990

Age: 33

Sex: Male

Marital Status: Married

Nationality: Indian

Languages Known:

English, Malayalam,
Kannada, Tulu, Tamil,
Hindi.

CAREER OBJECTIVE

To be a self – motivated next generation leader with the ability to adapt rapidly changing technologies with a strong desire to understand challenging job and to work with team to achieve the goals of the organization.

SUMMARY

I am a self-driven, ardent team player with good communication skills and positive outlook, specialized in Sales and Marketing aiming at achieving a successful track record.

CORE SKILLS

- People oriented, flexible and adaptable with positive work attitude.
- Proven ability to effectively handle multi-task levels of management responsibility with minimal direction from superiors.
- Solid communication, interpersonal time management, analytical and leadership skills.
- Good attitude with new ideas, concepts, methods and sales techniques.
- Sound track record of achieving given sales target.
- Proven ability to be a team leader and a team player.
- Team oriented, hard worker, quick learner.
- Skilled in handling MSOffice and all other social media activities.
- Good market analyzer about the opportunity and treat from day to day business.
- Experienced to present market figures to the management through PPT presentation.

PROFESSIONAL EXPERIENCE

Organization: MEDIHEALTH RECRUITMENT, PVT. LTD

Duration : Jan 2024 - PRESENT

Designation : HEAD OF MARKETING

Job Profile :

- Recruiting Doctors.
- Recruiting Nursing Staffs.
- Recruiting Laboratory Staffs.
- Recruiting Cath lab, ECO – TMT Technicians.

Organization : SREECHAND HOSPITAL

Duration : NOV 2022- DEC 2023

Designation : ASSISTANT MANAGER REFERRAL MARKETING

Job Profile

- 360° Referral marketing
- Establish and maintain relationship with identified referral doctors
- Responsible for day to day functions, administration and co-ordination with clinical and non-clinical department.
- Responsible to drive camps (In house & Outside).
- Responsible to work with marketing team to develop their marketing plan.
- Provides leadership, staff development and control and monitoring and resources management in the daily operations.
- Conducting CME (Continuous Medical Education) Program for the doctors.
- Responsible to participate in continuous quality improvement.
- Responsible strategize on promotion of hospital through different kinds of advertisement, like print media, electronic media advertisement.
- Monthly sales review meeting.
- Any other duties assigned by the management from time to time.
- Make monthly road map.
- Analyze marketing potential

Organization: MEITRA HOSPITAL CALICUT

Duration : MAY 2021 – JUNE 2022

Designation : MARKETING MANAGER REFERRAL MARKETING

Job Profile :

Worked as an Marketing manager in Growth and development department for Kasaragod district. My responsibilities include managing marketing staffs, doctors, influencers and ambulances in Kasaragod and parts of Kannur districts, as well as all types of marketing activities to promote Meitra hospital group departments and services, and implementing new ideas to expand the market for meitra.

Organization : MEDICITY HEALTHCARE, KUMBLA

Duration : FEB 2016 – MAR 2021

Designation : BUSINESS DEVELOPMENT MANAGER

Job Profile:

Responsible for Hospital development project, license and document handling, market research and customer profiling, branding and advertising, magazine hording, newspaper press conference, social media and social media influencers, insurance empanelment, medical camp, follow up with referral doctors, meeting with key decision maker, handling patients and bystander, responsible for determining pricing structure for service offered.

Organization: ORTHO ONE HOSPITAL

Duration: FEB 2014 - JAN 2016

Designation: MARKETING MANAGER

Job Profile:

- Responsible to manage International Patient Relations Department.
- Responsible to work with marketing team to develop their marketing plan.
- Provides leadership, staff development and control and monitoring and resources management in the daily operations.
- Responsible strategize on promotion of hospital through different kinds of advertisement, like print media, electronic media advertisement.
- Quarterly sales review meeting.
- Any other duties assigned by the management from time to time.
- Conducting meeting in IMA (Indian Medical Association).
- Planning new strategies and wisely implementing.
- Conducting awareness programs in societies.
- Conducting media meetings.
- Presentation of marketing activities to the management.

Organization: HIGHLAND HOSPITAL MANGALORE

Duration: MAR 2012 - JAN 2014

Designation: MARKETING MANAGER

Job Profile:

- Responsible to drive camps (In house and outside).
- Maintain relationship with ABC category referral doctors to improve B to C referrals.
- Responsible to work with marketing team to develop their marketing plan.
- Responsible to achieve monthly targets.

- Conducting CME for doctors.

EDUCATIONAL BACKGROUND

Bachelor of Business Management from Mangalore University

Class 12 from GHSS Kumbla

Class 10 from GHSS Kumbla

PERSONAL SKILLS

- Positive Attitude
- Time management skills
- Dedication towards work
- Team player and adaptable to the learning environment
- Good Computer Skills
- A complete people person
- Ability to build rapport with multicultural and multiethnic workforce

TECHNICAL SKILLS

- OS – Windows Version till 10
- MS Office 2013
- MS Outlook

ACHIEVEMENTS

- Captain of area Cricket team.
- Participated in NSS Program in school level.

INTERESTS

- Travelling
- Swimming
- Football

DECLARATION

I hereby declare that the above-mentioned information is correct up to my knowledge and I bear the responsibility for the correctness of the above-mentioned particulars.

Place: Kasaragod

Date: 10/07/2024

Hariprasad N