|  |  |
| --- | --- |
| **SUBASH.G.NAIR**C:\Users\SAMSUNG\Desktop\SGN.photo.jpg  **Sgnair49@gmail.com** | **SREENEILAYAM, VENMANOOR, ANNAKOTTOR (PO), NEDUVATHUR PANCHAYAT, KOTTARAKARA TALUK, KOLLAM DISTRICT, KERALA STATE.**  **Cell;-7095866699** |



Application for the post of Operation Manager in your esteemed organization..

**PROFESSIONAL PROFILE**



|  |  |
| --- | --- |
|  | **A dynamic professional with over 28 years’ experience in Marketing, having exposure Pharma marketing ( 15 years ) and Corporate Hospitals Marketing & Operations. (13 years).** |
|  | *Presently working as Operation Manager KIMS SUNRISE HOSPITAL Kasargode..* |
|  | Demonstrated abilities in Launching new company, Proficiency in Managing Distributors, Chemists, Generation of referrals, conducting CME’s, Camps, Doctors meet, Generation of business from Corporate organizations like Railways, Private and Public organization and Team Management. |
|  | Hands on experience in exploring and developing new markets, accelerating growth & achieving desired sales goals. |
|  | An innate flair for accepting challenges with entrepreneurship abilities in managing & leading sales / collection functions and achieving desired targets. |
|  | Skilled in managing teams to work in sync with the corporate set parameters & motivating them for achieving business and individual goals. |
|  | An effective communicator with good presentation skills and abilities in forging business partnerships with channel partners. |

1. **May 19, 1989 TILL 01.01.2002. CITADEL PHARM AS MEDICAL REPRESENTATIVE, H.Q PARBHANI ( MARATHWADA)**
2. **01 Jan 2002 As Regional Manager MMC Health care, till 31st May 2005, covering AP and Maharashtra.**
3. **01.June 2005 as Asst Manager Marketing in Rainbow Hospital Vijayawada, till 1st Jan 2012.**
4. **01st Jan 2012 as Manager Marketing in AIIMS Hospital at Vijayawada till 05th October 2016.**
5. **7.10.2016 TILL 15.10.2017 Dy Manager Admin & Marketing MNR MEDICAL COLLEGE & HOSPITAL, SANGAREDDY, MEDAK DISTRICT till date.**
6. **19.10.2017 to 11.03.2018, as CENTRE HEAD SREENETHRA PRECISE SPECIALITY EYE CARE HOSPITAL Pvt Ltd, KOTTARAKARA, KOLLAM DISTRICT KERALA.**
7. **12.03.2018 till 20.07.2018, as Regional Manager in Sukino health care solutionas at Kochi.**
8. **23.07.2018 to till date as OPERATION MANAGER KIMS SUNRISE HOSPITAL,**

**Kasargode,**

**COMPETENCE**

1. Looking after entire Administration of Hospital, Supervision, Planning & Management of Various Departments i.e. Bio-Medical Waste Management, CSSD Department, Diagnostic & Therapeutic Medical & Patient Health Care Services, Casualty & Triage Management.
2. To facilitate NABH related quality compliance in the organization. NABH Accreditation & Quality Control Management.
3. Medical Equipment’s and Instruments Inventory management for optimal utilization.
4. Health Camps and Doctors CME’s Planning, Arrangement & Management and utilization of ASHA workers.
5. Monthly Financial Working for Consulting Visiting Doctors according their Financial Terms and Conditions and MOUs.
6. Monitor and ensure smooth functioning of Bio-Medical Waste Management Department.
7. Tie-up with Various Corporate Health Check-ups and Corporate Medi claims for IPD & OPD Patients.
8. Monthly Staff Review Meeting.
9. In charge of Department of Billing & TPA, Revenue. To ensure that Revenue timely release from TPA/ Insurance companies.
10. Overseeing the documentation by Doctors while patient care in ER as well as indoor.
11. Supervision of MRD. (Medical Record Department)
12. Overseeing Infection Control Practices in the Hospital like timely fumigation process of ICUs, OTs, CSSD, Dis-infection & Autoclave Policies as per NABH Criteria.
13. Looking after Revenue & Billing Department, For Deciding Packages for Surgical Patients.

**EDUCATION**



|  |  |
| --- | --- |
|  | B.COM - Marathwada University |
|  | P.G. Diploma in Marketing (Pune Vocational Board). |

**IT SKILLS**: Well versed with Ms Office & Internet Applications.

**PERSONAL DETAILS**



|  |  |  |
| --- | --- | --- |
| Contact Address | : | SREE NILAYAM, VENMANOOR, ANNAKOTTOR, NEDUVATHUR KOTTARAKARA, KOLLAM KERALA.  CELL:- 7095866699.  **Email** ;- [sgnair49@gmail.com](mailto:sgnair49@gmail.com) |
| Father’s Name | : | P.S.GOPINATHAN NAIR |
| Date of Birth | : | 22.04.1965 |
| Marital Status | : | Married |
| Nationality | : | Indian |
| Educational Qualification | : | B.Com , |
| Languages known Mother Tongue | : | **ENGLISH, HINDI, MARTHI, TELUGU, TAMIL.**  **MALAYALAM.** |
| Sex | : | Male |

Present salary : Rs 360000

Expected salary : Negotiable

**Declaration:** I do here by declare that the information provided above is true, complete and correct to the best of my knowledge and belief, if given a chance I will prove to best of my abilities, and prove to be an asset to the company.

|  |  |
| --- | --- |
| Place: NEDUVATOOR, KOTTARAKARA  Date:- 10..06..2018 | Yours faithfully,  Sd/-  **(**SUBASH.G.NAIR**)** |