|  |  |
| --- | --- |
| **09958290616**  **thakurajaykumar123@rediffmail.com** | **SF-4, 2A/25,**  **Vaishali, Ghaziabad,**  **Uttar Pradesh- 201010** |

Ajay Kumar Thakur

|  |  |
| --- | --- |
| Objective | Intend to build a career with leading corporate with a friendly environment with committed and dedicated people, which will help me to explore myself fully and realize my potential. Just earning for the bread and butter frustrates me and I want to directly or indirectly get into the cause for a better and a cleaner environment as life only could be sustained with a greener earth. |
| Experience | 2010 till date Max Healthcare Institute Ltd  **Team Leader (Institutional Sales)**  Presently putting my contribution with Max Healthcare Institute Ltd in a role of Team Leader –  Institutional Sales-Central Team handling all sales related jobs for all 11 locations of Max Healthcare  across Delhi, NCR, Punjab and Uttrakhand.   * Responsible for circulation of Inter office Memorandum and for incorporation of same in HIS with alignment of IT team. * Revenue report MIS. * Filing, submission and end to end responsibility of ECHS and CGHS tender periodically with the help of multiple departments across all Hospitals in Delhi, NCR, Punjab & Uttrakhand. * Periodical visit to Punjab & Uttrakhand Max Hospitals to accelerate the functioning and problem resolution. * Visiting Doctors and HR frequently to maintain the public relation and to foster the sale. * Conducted Camps, Health Talks, OPDs and CME’s at the starting before promoting to Head Office. * Induction for new employees at Unit Hospitals. * Guiding the new team members across pan max for training purpose.   2010 Medanta-The Medicity  **Assistant Manager (Marketing)**  At that time Medanta was just started. So, it was great experience working in that environment with lot of pressure to fill the Hospital by getting patients and new empanelment. That was just two major targets for  us. After expediting the local PSU account I was transferred to Bihar & Jharkhand for exploring new  potential. |
|  | 2009–2010 Paras Hospitals  Executive-Marketing  At Paras Hospitals I was alone responsible for all PSU as well as Govt. Organization across Delhi, NCR.  My main job is to frequently visit doctors of these areas to increase the patient referral. |
|  | 2007–2009 Indraprastha Apollo Hospital  Guest Relation Officer-Marketing  My tenure at Indraprastha Apollo was divided into two different segments under marketing department:-   1. Platinum Lounge  * Handling FRRO related formalities for patient coming from abroad * Maintaining relations with FRRO inspectors by entertaining them * Visiting MHA for some crucial case such as patient coming for prolongue stay but doesn’t   have medical visa requires visa extension.   * Airport pickup for VIP delegates * Handling their OPD consultation and admissions and discharge procedures. * Visiting each admitted international patients to take their feedback.  1. Corporate Help Desk  * Verifying the patient’s company tie-up with the help of IOM provided or by calling the concern marketing executive dealing with that company. * Expediting the process for VIP’s. * Keeping contacts with signing authorities of all PSU as well as corporate for accelerating   the treatment procedure of their employees.   * Making daily occupancy report. |
|  |  |
| Education | **1999** Kendriya Vidyalaya NTPC Rihand Nagar   * **10th** With English, Hindi, Mathematics, Science and Social Science.   **2002** Kendriya Vidyalaya NTPC Rihand Nagar   * **10+2** with English, Hindi, Physics, Chemistry and Mathematics.   **2007** **Institute of Hotel Management**  (Affiliated from NCHMCT Pusa New Delhi) Patna-Hajipur |
| Interests | * Traveling new places and discovering the beauty of the nature. * School National Level TT Player. * Good all-rounder sports person. |
| Traits | Empathy, Faith in own ability, aesthetic sense and good organizing skills |

|  |  |
| --- | --- |
| Key Strengths | * Dedication * Ability to work under Pressure * Adapts to situations easily * Enjoys working in a group * Self Confidence |
| Personal Details | Marital Status -Married  **Father’s Name** -Lt. Sri. Ram Krishna Thakur  **Date of Birth** -25th November, 1983  **Linguistic Proficiency** -Can read and converse fluently  In English & Hindi  aafffffr |

I declare that all the information furnished by me is true to the best of my knowledge.

Date: Ajay Kumar Thakur

Place