**Mr.AJILAL T. C.**

Thannimalayil

Sulthan Bathery

Wayanad- Dist

Kerala-673592

e-mail : ajilaltc@gmail.com

Mob-091 **9847762080**



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| **Summary** | Myself Ajilal, Completed **Master in Hospital Administration** from Padmashree College of Hospital Administration under RGUHS, Nov 2014,  Worked as **Centre executive in Operations dept** in **Diabetacare,** Bengaluru, from July 2014 to Jan 2015 (7 Months)  And I am basically a Bachelor degree holder in **Nursing** under RGUHS, Bengaluru, graduated in the year 2009.  Worked also as **Staff Nurse** in Poona Hospital And Research Centre, Pune, for **2 year 8 months** in medical surgical ward. |
| **Hospital Projects done** | **1.**Project on **Patient satisfaction in housekeeping at MES Mission Hospital,** SulthanBathery, Kerala,  **2.NIMHANS,** Bengaluru**,** Postings to **OPD, MRD, CSSD, Stores, Emergency &Dietary Departments** for overall study of the departments.  3. A study on **Value Added Services Provided to Staff** in a hospital, its benefits to hospital and to staff. |
| **Professional Qualification** | |  |  |  |  | | --- | --- | --- | --- | | **SL No** | **Course** | **Institution** | **Year of Completion** | | 1 | Internal Assessor | NABH | 2014 | | 2 | MHA | RGUHS, Bengaluru | 2014 | | 3 | Bsc Nursing | RGUHS, Bengaluru | 2009 | |
| **Professional Experience** | |  |  |  |  | | --- | --- | --- | --- | | **SL No** | **Designation** | **Organization** | **Duration** | | 1 | Centre Executive | Diabetacare, Bangalore | 7 Months | | 2 | Staff Nurse | Poona hospital, Pune | 2.8 yrs | |
| **Current Job Profile** | **Wellness Diabetacare Pvt Ltd** is a UK based healthcare firm which specializes in clinical diabetes having centers in Karnataka, Delhi & Kerala.  CTC - 2L / annum  Designation - Centre executive  Dept. - Operations  Roles& Responsibilities :  1. Drive the attainment of company sales goals and profitability in the given center/site.  2. Plans and executes post - sales activities, including development of key account strategies, their implementation, and the required coordination of resources & development  3. Responds to the needs of the patients by ensuring immediate action.  4. Supports employee involvement in **decision making and problem solving** and facilitates dialogue between patients, physicians, nurses and partner site key stakeholders to resolve patient complaints and problems.  5. Develop and maintain consultative sales relationships with all customer buying influences within the site/hospital providing value-added solutions.  6. Develop and maintain a high level of **product knowledge** and competitive concept & services.  7. Responsible for timely collection of **appraisal** data and clear career growth plan for **employees**  8. Responsible for inventory management (clinical & non clinical consumables ) 9. In charge of **base staffs, their duty allocation, Functional training, Target** **setting, appraisal, Grooming** etc.  10. Establish effective relationships and collaborations with other departments (Marketing, Finance, Customer Service, etc.) to address key business issues and opportunities.  11. **Attend clinical meetings, seminars, and tradeshows as appropriate. Work closely with B2C & B2B for events, CMEs MDC, POC etc**., |

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| **Hobbies** | Reading, Listening to music, watching movies, sport, social networking, Travelling, Playing cricket, |
| **Languages Known** | Malayalam ,English, Hindi, Marathi, Kannada & Tamil |
| **Personal Details** | Date of Birth : 1st Jan 1987  Gender : Male  Nationality : Indian  Marital Status : Single |
| **Declaration** | I Hereby declare that all the information given above is true to the best my knowledge and belief.  C:\Users\ajilaltc\AppData\Local\Microsoft\Windows\INetCache\Content.Word\IMG_20131223_0006.jpg  Mr.Ajilal.T.C. |