

Dr. SONAL AGARWAL**PGDHHM, BDS**

27yrs, Female, Indian

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OBJECTIVE

To serve in a progressive and innovative organization that gives scope to apply my knowledge and skills and to be a part of team that works dynamically towards the qualitative growth of an organization, provide a safe and therapeutic environment for all patients, staff and visitors, as well as increase overall satisfaction by analyzing gaps through audits, conduct trainings, strategic planning and discussions.

EDUCATION:

Duration	Institute	Degree/Certificate	Percentage
2012 - 2014	International Institute of Health Management Research, New Delhi	Post Graduate Diploma in Health and Hospital Management (PGDHHM)	76%
2006 - 2010	Seema Dental College and Hospital, Rishikesh	Bachelor of Dental Surgery (BDS)	60%
2005	St. Joseph's Academy, Dehradun	ISC (12 th)	85.6%
2003	St. Joseph's Academy, Dehradun	ICSE (10 th)	88.8%

WORK EXPERIENCE:

- **Asst. Cataract Product Manager at Eye-Q Vision Pvt. Ltd.**, Corporate office, Gurgaon from May 2014 till date.
- 7 months as a dental surgeon, in Agarwal Dental Clinic, in Dehradun from December 2011 till June 2012
- 1yr rotatory internship in 9 departments , in Seema Dental College and Hospital, Rishikesh from 10th December 2010 till 9th November, 2011

KEY JOB RESPONSIBILITIES:

- Managing the entire product life cycle from strategic planning to tactical activities.
- Specifying center requirements for current and future needs by conducting random audits supported by on-going visits across all 28 centers of Eye-Q.
- Developing and implementing a company- wide market plan, working with all centers to execute.
- Manage and communicate effectively with cross-functional teams.
- Keep update of the regular advances taking place in the field of cataract
- Ensure adherence to cataract protocols.
- Perform business analysis of the scientific data, analysis of gaps going to the root cause, create action plans and get them implemented and functional at various centers.
- Identify new opportunities, new ideas, gather insights and enhance the cataract business.
- Conduct trainings and CMEs led by doctors, wherever required, to enhance and update the knowledge through continuous learning and sharing insights.
- Monitor and evaluate each centers performance against the set targets.

KEY SKILLS

- A self motivated team player with excellent communication
- Good analytical skills
- Good relationship management
- Good knowledge of the medical industry and its organizational systems
- Apt at multitasking
- Comprehensive problem solving ability
- Easily adaptation to the team environment
- Comprehensive knowledge of computer skill in integrated environment.

SUMMER TRAINING DURING PGDHHM

Dharamshila Hospital and Research Centre, New Delhi; 8th April, 2013 to 7th June, 2013

Projects and Case Studies undertaken:

- Preparation For Internal Assessment in line with NABH 3rd Edition, November 2011 (Documentation, Monitoring And Implementation- in maintenance and nursing departments)
- Trend Analysis of Patient Fall occurred In Dharamshila Hospital And Research Centre
- Observations of Discharge summaries with reference to the controlled format
- Discharge tracking

DISSERTATION DURING PGDHHM

Synergy Institute of Medical Sciences, Dehradun: 1st Feb, 2014 to 30th April, 2014

Project undertaken: Real Time Study on Admission and Discharge Process in the Hospital.

SEMINARS/ WORKSHOPS ATTENDED

- Cancer Mobile Application Training for ANMs in Punjab, HISP India.
- Presented the poster on "Health Technology Assessment" in PRADANYA, an international conference held in IHMR, Jaipur in Oct 2013.
- Attended National Conference on "Safe and Sustainable Hospital", at PHD Chambers of Commerce and Industry, New Delhi in Feb 2013.
- Participated in Continuing Dental Education Program on "Dental Ceramics- A pathway to aesthetics", SDCH, Rishikesh in Aug 2011.
- Participated in lecture and hands-on in "Mastering Anterior & Posterior Composites", IDA Dehradun branch, in Dec 2010.
- Attended North Indian Dental Student Conference, Ludhiana, Punjab, in Jan 2009.

COMMUNITY WORK DURING BDS

Participated in Various Dental Check up and Treatment Camps Organized by Seema Dental College and Hospital, Rishikesh, in nearby areas.

CO-CURRICULAR ACTIVITIES

- A team member of SYNAPSE e-newsletter team of IIHMR, New Delhi.
- Sports Captain at IIHMR, New Delhi.
- Participated in cultural programme, "Aadhar" at IIHMR, New Delhi.
- Participated in sport activities in IIHMR, New Delhi.
- Participated in Blood donation camp organized in IIHMR.

DECLARATION

I hereby certify that all the above stated facts made by me are true, complete and correct to the best of knowledge and belief.

Sonal Agarwal