

SUNEET KUMAR, MD, MBA

Offering 08 years of experience

TARGETING ASSIGNMENTS AS TOP MANAGERIAL ROLE PREFERABLY IN HEALTHCARE/ EDUCATION INDUSTRY

Expertise in global business development with hands-on experience in healthcare and economic affairs in cross-cultural environment; expertise in managing Indian & Western Setup

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Profile Summary

Proficient in creating & sustaining a dynamic environment that fosters development opportunities & motivates high performance amongst team members. An enterprising leader with proven skills in leading and directing personnel towards accomplishment of a common goal. Demonstrated excellence in breaking new avenues & driving revenue growth and providing value added customer service by resolving customer issues & offering customized solutions within product & service norms. Expertise in planning, formulating and implementing marketing strategies and promotions to increase market penetration and to drive revenue and profitability by maximizing sales. A strategist cum implementer with recognized proficiency in spearheading business to accomplish corporate plans & goals. A delicate balance of knowledge in healthcare, education and management forming an important part of overall business & growth of the organization.

Education

- ▶ MBA (Exec.) HCA from Faculty of Management Studies, Delhi University, India in 2016

Highlight: Recognized as Gold Medalist, First Year

- ▶ MD (Pathology) from Kasturba Medical College, Mangalore (Manipal University), India in 2007
- ▶ MBBS from Kasturba Medical College, Mangalore (Manipal University), India in 2003



Dissertation/ Certification

- ▶ Post Graduate Dissertation on "Morphological Analysis of Bone Marrow Biopsy in Neoplastic Conditions"
- ▶ ECFMG Certified, United States of America in 2011

Area of Excellence

Operations Management

Market & Competitive Analysis

Sales & Marketing

Stakeholder Management

Customer Relationship Management

Business Development

Requirement Gathering

Strategic Alliances

Team Building & Leadership

Soft Skills



Team Player



Problem Solver



Analytical



Collaborator



Communicator



Innovator

Notable Accomplishments

- ▶ Bagged:
 - Distinguished Services Award by Delhi Medical Association working as (Honorary) Joint Secretary IMA- Delhi North Zone in 2015
 - Dean's Award of Excellent work, Kasturba Medical College Mangalore, India for 2007-08
 - Academic Scholarship, Kasturba Medical College Mangalore, India for the FY 2005-06
- ▶ Served as President- Post graduate Students' Association, Kasturba Medical College Mangalore, India for the FY 2005-06

Personal Details

Date of Birth: January 1, 1980

Languages Known: Hindi, English, Punjabi, Kanadda

Address: Pocket B, Flat 47- B, Shivam Apartments, Ashok Vihar, Phase II, Delhi-110052. India

Location Preference: Delhi-NCR/ UAE

Career Timeline



Work Experience

Since Dec'14: Manipal Education Americas- American University of Antigua, College of Medicine, a part of Manipal Global as Director of Admissions (India)

Key Result Areas:

- Managing Operations, Strategy, Sales & Marketing
- Organizing & conducting workshops, seminars and promotional events
- Working on CRM software
- Gathering and analyzing the data
- Collaborating with internal and external stakeholders to acquire technical and customer information to enable effective pitching for new business accounts
- Conceptualizing & implementing competitive strategies for generating sales, developing and expanding market share towards the achievement of revenue & profitability targets
- Reviewing and interpreting the competition and market information to fine-tune the marketing strategies
- Planning and managing different operations to ensure that revenue and market share objectives are met
- Developing product presentations & cataloguing, undertaking negotiations/ techno-commercial negotiations and handling pre-tendering activity



Previous Experience

Apr'13 to Nov'14: National Reference Lab, Dr. Lal Pathlabs Pvt. Ltd., New Delhi, India as Consultant Pathologist, Hematology & Immunology



May'09 to Feb'13: American University of Antigua, College of Medicine, Antigua as Visiting Faculty



May'07 to Apr'13: Kasturba Medical College, Mangalore, Manipal University, India



Growth Path:

- May'07 to May'12: Assistant Professor, Pathology
- May'12 to Apr'Y13: Associate Professor, Pathology
- May'07 to Apr'13: Consultant Pathologist & Blood Bank Officer

Publications

- Pai RR, Singh K, Kumar S, Kini H, Sahu K, Upadhyay K. Myxoid liposarcoma of breast- report of a rare case. Indian J pathol Microbiol 2006; 49 (3): 387-89
- Khadilkar U, Kumar S, Prabhu PP, Kamath M. Mucoepidermoid carcinoma of lung: A case report. Indian J pathol Microbiol 2007; 50 (3): 560-2
- Khadilkar U, Harish R, Tantry G, Kumar S, Tiwari A. primary cardiac sarcoma. Indian J pathol Microbiol 2007; 51 (1): 30-1
- Mathai AM, Naik R, Kumar S, Upadhyay K. Pancreatic mucinous cystadenoma. Tropical gastroenterology 2007; 28:

- ▶ Pai RR, Kini H, Kamath SG, Kumar S. Giant Hanging Melanoma of Eyelid Skin 2008; 56 (3): 239-40
- ▶ Mathai AM, Naik R, Pai MR, Kini J, Kumar S. Orbital melanocytoma. Orbit 2008; 27: 383-84
- ▶ Mehra A, Kumar S. Periodontal Manifestations in Systemic Sclerosis: A review. Dentistry Today 2008; 27 (6): 50-2
- ▶ Makhija D, Mathai AM, Naik R, Kumar S, Rai S, Pai MR, Baliga P. Morphometric evaluation of endometrial blood vessels. Indian J pathol Microbiol 2008; 51 (3): 346-50
- ▶ Goel G, Khadilkar UN, Kumar S. Chondrolipoma of tongue. Kathmandu University Medical Journal 2008; Vol. 6 no. 4 issue 24: 1-5
- ▶ Kumar S, Rau AR, Naik R, Kini H, Mathai AM, Pai MR, Khadilkar UN. Bone marrow Biopsy in Non-Hodgkin Lymphoma: A morphological study. Indian J Pathol Microbiol 2009; 52 (3): 332-38
- ▶ Mathai AM, Menezes RG, Naik R, Kanchan T, Kumar S, Bhat GK, Chauhan A, Rai M. An autopsy case of renal candidiasis. Journal of Forensic and Legal Medicine 16 (2009) 31–34
- ▶ Amber S, Mathai A, Naik R, Pai MR, Kumar S, Prasad S. Neuronal Hypertrophy and Mast Cells in Histologically negative, Clinically Diagnosed Acute Appendicitis: a Quantitative Immunophenotypical Analysis Indian J Gastroenterol 2010(March–April):29 (2): 69–73
- ▶ Pai MR, Mathai AM, Kumar S, Prabhu S. Coexistent Gastric primary choriocarcinoma and adenocarcinoma. Indian J pathol Microbiol 2009; 52 (4): 537-39
- ▶ Mathai AM, Menezes RG, Kumar S, Pai MR, Bhandary A, Fitzhugh VA. A fetal autopsy case of body stalk anomaly. Legal Medicine 11 (2009): 241-44
- ▶ Kini JR, Suresh PK, Sinha R, Sahu KK, Kumar S, Prasad K. Value of bone marrow examination in Hodgkin lymphoma: report of three cases with review of literature. J Cancer Res Ther. 2012 Jul-Sep; 8 (3):457-9