



Ankur Goel

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PROFILE SUMMARY

A Healthcare professional with 8 years of experience in overall capacity of Audit & Accounting, Banking & Finance, Taxation & also with overall competency in business development from scratch & scaling it, working with people at grass root level in order to understand the business environment & ergonomics

PROFESSIONAL EXPERIENCE

General Manager (Consultant, Strategy & Business Development) Glocal Healthcare System (P) Ltd 15th Feb,16 till date

Key Responsibilities

- Identifying the gaps in the system of Glocal Healthcare system, suggesting & implementing the corrective measures towards result oriented output.
- A comprehensive consultancy for expansion of hospital network in Madhya Pradesh & Rajasthan based on relevant parameters.
- Conducting primary & secondary research in order to expertise on the viability of the project.
- A comprehensive consultancy on the G1(Jeevan) – A web based teledoctor app for diagnosis & consultation.

Major Achievements

- Created efficient supply chain process in pharmacy thus reducing inventory cost by 30%.
- Strategic data driven decision in order to set the cost of healthcare services in Glocal healthcare, Uttar Pradesh & Bihar cluster, thus making the project profitable in the stipulated time frame.
- Added a new facility of dialysis & blood bank in Amroha (U.P.), Begusarai & Bhagalpur(Bihar) hospital unit.
- Created a detailed plan of brand communication & visibility thus, leading to the major jump in the top line business revenue.
- Finalized, expansion project in 5 cities in the Madhya Pradesh & 2 cities in Rajasthan.

General Manager(Product, Services & Accounting), SKSK Ltd, 2011 to 2015

- Restructured and revamped the company after taking charge during the period of financial crisis.
- Increased turnover 6 folds from 2008 to 2014
- Developed the strategies for B2C & B2B verticals
- Identified and generated business opportunities
- Successfully launched and developed products under the brand name "Yaari-Dosti" "Chulbul Pandey" & "Very Good", now household names in packed food grains.
- Successfully obtained credit line facilities for the firm and other MSME firms.
- Optimized the debt to equity ratio from 5.25 (2007) to 3.90(2013)

Manager(Finance & Banking), SKSK Ltd,2008 to 2010

- Building detailed financial models and updating them on a regular basis
- Conducting financial analysis i.e. forecasting Balance Sheet, Cash Flow Statement, Shareholder's Equity & Debt analysis
- Making graphical presentations (charts) of complex data in Excel
- Rationalized the imports & exports along with other trade facilities(LOC, BG, Buyers Credit & Other EXIM facilities)
- Managed statutory audit in compliance with various Govt. norms
- Managed day to day operations & vendor negotiation

INTERNSHIP

Glocal Healthcare (P) Ltd April, 2015 to Sep, 2015

- Business development for Glocal Hospital, Amroha
- Strategies & Operations for new customer acquisition
- Empanelment of Doctors
- Launched Eye Mitra (a new Initiative to vision) in collaboration with Essilor

Sing Health, Singapore

October, 2015

Project

Indian Institute Of Management, Calcutta

- Geriatric Care- **The Present & Future Of Geriatric Health Care Management**
A Medico, Socio, Financial & Legal scope aspect under the guidance of Prof. Devi Vijay.
- Innovations in Healthcare-**The Market needs & future innovations**
A study towards disruptive technology driven accessible & affordable healthcare.
- Ophthalmology- **The Challenges, Strategy & Business Development**
In the state of Amroha,(Uttar Pradesh) & Krishna Nagar (West Bengal)

Glocal Healthcare System

- A comprehensive study of Jabalpur, Sagar, Bhopal, Chinnwara & Satna, Madhya Pradesh & Barmer, Rajasthan for setting up of Glocal's healthcare hospitals after evaluating on various relevant parameters.

EDUCATION

Healthcare Executive Management Program from Indian Institute of Management, Calcutta, 2015-2016

TRPS Certification, CBDT, 2007

Chartered Financial Analyst, ICFAI, Hyderabad 2005-2008

Bachelor of Business Administration, Guru Gobind Singh University, Delhi 2001-2004

AWARDS AND EXTRACURRICULAR ACHIEVEMENTS

- Won third prize (out of 48 Teams) in the startup event organized by IIMCAL, Incubation cell
- Green Belt, Six Sigma certification (nominated as Campus Ambassador by KPMG in IIMC.)
- Achieved A+ in TRPS Exam conducted by CBDT and was awarded a certificate by Mr. Chidambaram (Finance Minister, India).
- Awarded President Scout, on completion of all the "SOPANS" of Boy Scouts, a badge and certificate signed by the Honorable President of India
- Secured 3rd rank in college (BBA, GGSIPU, Delhi)