**DR. SAKSHI SHARMA**

**Tel no**: +91 – 9717377742 (mobile) **E-mail**: sharma19sakshi@gmail.com

**PROFESSIONAL SUMMARY**

Versatile, energetic management consultant involved in service development and project delivery. Areas of Interest includes: Hospital Operations, Brand Management, Consumer and Market Research, Business Planning and Strategy Development.

**WORK EXPERIENCE**

**Technopak Advisors,** Gurgaon (NCR), India February 2012 –2013

**Associate Consultant**

Technopak Advisors is one of the leading management consulting firms in India. Its practice areas include: Healthcare, Retail, Food & Agriculture, Education and Textile & Apparel.

**Projects/ Tasks Undertaken:**

* Collaboratively engaged with the team to conduct feasibility analysis and business planning for post-acute care centers in India for an Italian healthcare group ($350 Million enterprise); project is being implemented in Hyderabad.
* Engaged with internal and external stakeholders in market research, strategy development & business planning for setting up a mother & child hospital in Gurgaon; project is in architectural design stage.
* Conducted Market Research and participated in developing the business model as part of business plan for 200 bed tertiary care hospital in Amritsar; project is in architectural design stage.
* Worked on consulting assignment for HP state government (National Rural Health Mission) involving calculation of Mortality Indicators through research, analysis and report preparation.
* Participated actively in preparing market reports and quarterly reports with circulation to over 1,000 diverse business groups.

**SUMMER TRAINING/ INTERNSHIP**

**Narayana Hrudayalaya Health City,** Bangalore April 2011-June2011

* Undertook a Study on Department-wise cost and revenue analysisto find the top line and bottom-line contribution of each clinical department to the hospital and also provided constructive recommendations based on the study.

**ACADEMIC QUALIFICATIONS**

**Master of Business Administration – Hospital Management**

Indian Institute of Health Management and Research, Jaipur 2010-2012

**Bachelors of Physiotherapy**

Kurukshetra University, Kurukshetra 2005-2010

**COMPUTER SKILLS**

Proficient in Windows 98/ XP, Microsoft Office, SPSS, Tally 9.0

**EXTRA-CURRICULAR ACTIVITIES/ ACHIEVEMENTS**

* Presented poster on Governance in Health Insurance -An Effective Innovation at FICCI Heal-2011 conference in New Delhi
* Prepared IEC material on occupational hazards for the project of “Health Helpline and Health Resource Centre” for Rajasthan Police Academy, Jaipur.
* First position in Business Quiz Competition in AAROHAN organized by IIHMR, Jaipur.
* Participated in 37th Haryana State Level Badminton Tournament at Panchkula.
* Won the Inter-School Badminton Champions Rotating trophy at Panipat.
* Participated in 8 km-DREAM RUN in Jaipur Marathon.
* Trained classical dancer (Bharatnatyam)
* Organized blood donation camps at college level

**LANGUAGES KNOWN**

English, Hindi, Gujarati, Punjabi, Marathi and Urdu

**PERSONNEL DETAILS**

* Date of Birth 1September1987
* Gender Female
* Nationality Indian
* Marital Status Single
* Hobbies Playing sports and sketching
* Mother’s name Mrs.Rekha Sharma (Homemaker)
* Father’s Name Mr.Suresh Kr. Sharma ( CM, Quality Assurance (TPM) in IOCL)