**CURRICULUM – VITAE**

# MD. HASMUDDIN

# RZ-28 (889)Lane No. -5, Main Sagarpur

New Delhi – 110046.

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**CAREER OBJECTIVE:-**

Worked with **PRIMUS SUPER SPECIALITY HOSPITAL** motivated, creative and versatile candidate with **Nine years** of experience in Hospital & Health Care Industries with special focus satisfaction and quality of service. To pursue a career with a company having a global vision that encourages creativity and offers an opportunity to learn and develop both in professional and personal life, wish to use and enhance my experience, knowledge and ability to work in-group.

**WORK EXPERIENCE:-**

1. Presently working as **Manager** sales & marketing **at Park Super**

 **Speciality Hospital From 01/05/2015 To Till Date.**

**Key Result Areas:**

* **Team Management**: Scheduling and monitoring training
* **Marketing Health Care**: Corporate/Trade Marketing /General Awareness programs.
* Referral Business: Maintaining relations and generating regular business.
* Develop business relations with Doctors / Medical Institutions / Medical Tourism drivers.
* Building relationship with key persons or influential persons.
* Visit major corporate and try to empanel with Hospital.
* Increase brand value of Hospital.
* Corporate wellness screening & Occupational Health services
* Organizing Camps and Talks.
* **Media Activities**: Conducting Media campaigns for promoting the brand.
* CME programs, workshops, seminars & lectures for awareness amongst doctors, corporate employees and resident welfare associations for both prescriber support and customer knowledge development..
* Guiding and referring patient to the relevant Doctors for their illness.
1. worked as **Business Development Manager & Regional Head Of Delhi at**

 **Anand Hearing Care Pvt. Ltd**. From 10/02/2014 To 30/04/2015.

* **Team Management**: Scheduling and monitoring training sessions and exercises.
* Referral Business: Maintaining relations and generating regular business.
* Organising Promotional campaigns for promoting super speciality programs. Executing promotions, events and direct contact programs and building the prospect base.
* **Media Activities**: Conducting Media campaigns for promoting the brand.
* Develop business relations with Doctors / Medical Institutions / Medical Tourism drivers.
* Developed and maintained relationships with corporate’s contacts to foster a positive image.
* CME programs, workshops, seminars & lectures for awareness amongst doctors, corporate employees and resident welfare associations for both prescriber support and customer knowledge development..
1. worked as **Business Development & Corporate Affairs Manager at**

 **Kukreja Hospital & Heart Centre Pvt. Ltd**.

 From 15/05/2013 To 08/02/2014.

**Key Result Areas:**

1. **Team Management**: Scheduling and monitoring training sessions and exercises
2. Revenue generation.
3. Building relationship with key persons or influential persons.
4. Visit major corporate and try to empanel with Hospital.
5. Increase brand value of Hospital.
6. Organizing Camps and Talks.
7. Organizing CME.
8. Guiding and referring patient to the relevant Doctors for their illness

**Achievement in Medical Health Checkup Camp:**

1. **Done Medical Health checkup Camp in Ministry of Consumer affairs, Food & Public Distribution Department at KRISHI BHAVAN NEW DELHI.**
2. **Food Corporation of India District office Mayapuri (Naraina) New Delhi.**
3. **Directorate General of Home Guards Nishkam Sewa Bhawan Raja Garden New Delhi.**
4. **Icar Pusa institute New Delhi.**
5. **Csir Pusa institute New Delhi.**
6. **Ircon International New Delhi.**
7. worked as **Medical Assistant & Coordinator ( operation ) to Spine**

 **Team** at **PRIMUS SUPER SPECIALITY HOSPITAL CHANAKYAPURI**.

 From 27/07/2009 To 10/04/2013.

**JOB RESPONSIBILITIES INCLUDE**

* To manage the “Total Customer Experience Questionnaire” process & follow through customer requests.
* **OPD,IPD** registration and **OPD,IPD** billing and admission.
* Arrange internal shifting of patient
* To manage Dr. schedule, appointment with patients and admission process.
* Managing International Customers and VIPS.
* Interacting with customers on daily basis.
* Co-ordinating with Employees of Primus Super Speciality Hospital for smooth functioning.
1. Worked at **Ganesh Diagnostic & Imaging Centre Private Ltd** as

 **Marketing executive** & **Public Relation Officer** (P.R.O) from November 2008

 to June 2009.

1. Worked at **Dr: Batra’s health Care Centre Private Ltd** as **Customer Care**

 **Executive** (C.C.E.) & **Front Desk Officer** (F.D.O.) from Aug 2007 to Oct 2008.

**ACADEMIC QUALIFICATION:**

1. 10th passed from B.S.E.B. Board.
2. 12th passed from C.B.S.E. Board.
3. Graduation B.A (from Delhi University).
4. Pursuing M.B.A From SMU ( SIKKIM MANIPAL UNIVERSITY ).

**STRENGTHS:-**

1. Ability dedicated to work.
2. Good communication skills.
3. Believe in hard, smart work and team interaction.
4. Learning new things very quickly.

**PROFESSIONAL QUALIFICATION AND COMPUTER KNOWLEDGE:-**

1. Completed Microsoft Office Management from Oceanic.Net Computer Education New Delhi.
2. Microsoft Excel
3. Microsoft Word
4. Power Point .
5. Able To Access Internet
6. HMS Software
7. HIS Software

**PERSONAL DETAILS:-**

 Father’s Name : Sh. Md: Israil

 Date of Birth : 15th May 1986

 Gender : Male

 Marital Status : Married

 Languages Known : Hindi & English

 Nationality : Indian

 Religion : Muslim

  **Passport No : N6775413**

 Hobbies : Listening Music, Watching Movies & Playing a

 Snooker.

**Date---------------**

**Place-New Delhi ( Hasmuddin )**