



Name : Tamiliniyan Nallan Subramaniyan.
Date of Birth : 9th October, 1992.
Nationality : Indian.
Marital Status : Married.
Mail ID : tamiliniyan910@gmail.com
Mobile Number : +91-9994943149
Address : 25 J, Renga Nagar, Subramaniyapuram,
Trichy – 620020.

PERSONAL SUMMARY

Confident and results-driven professional with 8 years of marketing experience and a strong background in business operations. Skilled in team coordination, process management, and building lasting relationships. Now seeking to apply my expertise in an administrative or operations role to support organizational efficiency and growth.

PROFESSIONAL EXPERIENCE

Competencies:

- Comprehensive knowledge in Microsoft applications.
- Experience in the following sectors: Health care, Proprietorship, Project Works.
- Developing a strategy for Regional Business Development, Administration, Personal Relation Activity, Sales and Events.
- Excellent oral and written communication skills.
- Able to multitask and work on a variety of projects simultaneously.
- Can produce demand-generation content.
- Employing creative approaches to engaging with new and existing clients.

ACADEMIC QUALIFICATIONS

- Master of Commerce (M.Com.) – Bishop Heber College (Trichy) – 2015.
- Bachelor of Commerce (B.Com.) – Jamal Mohamed College (Trichy) – 2013.

CERTIFICATION

- Diploma in Computer Application (Microsoft office) with 'A' Grade
- Certificate in Desktop Publishing with First Class
- Certificate in Tally – 9 with First Class
- Typewriting Junior & Senior Grade (English) with First Class

CAREER HISTORY

Company Name: SRINIVASAN MEDICAL COLLEGE AND HOSPITAL – TRICHY – TAMILNADU – INDIA.

Title: Marketing Executive.

From: August 2025 – Present.

Working in a Hospital Industry, as part of marketing team to identify the key referral doctors, develop active prospects and together with the specialist, deliver the Health care solution products like Health check-ups, IP and OP Facilities. Providing the excellent services in Medical care Services and Health care Services.

Job Responsibilities:

- Visit referral doctors, medical officers, PHC staff, pharmacists and other healthcare partners regularly.
- Promote hospital services and encourage referrals to increase patient footfall.
- Identify new areas, clinics and opportunities to bring more patients.
- Coordinate with internal teams like Admin, Camp Team and Branding Team.
- Support in organizing medical camps, awareness programs and outreach activities.
- Distribute brochures, marketing materials, and maintain brand visibility in the field.
- Share field feedback and market updates with the management team.
- Keep track of referral visits, leads and conversions.
- Maintain daily and weekly visit reports.

Company Name: SUNDARAM HOSPITALS PRIVATE LIMITED – TRICHY – TAMILNADU – INDIA.

Title: Relationship Manager.

From: May 2023 – May 2025.

Working in a Hospital Industry, as part of relationship development to identify the key Corporate Client, develop active prospects and together with the specialist, deliver the Health care solution products like Health check-ups, IP and OP Facilities. Providing the excellent services in Medical care Services and Health care Services.

Job Responsibilities:

- Developing strategic partnerships with local clinics and other healthcare organizations.
- Should maintain relations with community organizations, clinics, referral hospitals and other referral sources in order to generate admissions.
- To identify clinics with considerable demand and execute partnership discussions.
- Manage relationship with consultants, hospitals, clinics and healthcare support staff with an assigned territory.
- Should demonstrate the capabilities of the hospital in genuine advertise method, so well that the respective sick persons come by in volumes.
- Should coordinate In-house and outstation activities, doctor talks, awareness programs and health checkup camps along with respective teams.
- Ensure the projects/camps/programs are met and adhering to approved budgets.
- Maintaining the hospitals website and social media platforms by coordinating with appropriate outsourced partners.

Company Name: KANCHI TRADERS – PUDUKOTTAI – TAMILNADU – INDIA.

Title: Store Manager.

From: January 2022 – May 2023.

Working in a Distributionship, as part of Store Keeping and Sales Backend Work to identify the key customers and potential Channel Partners. With the support of the Sales Team, deliver the FMCG products like Parle Agro, Nestle, Flubbers Confectioneries, Iyra Life Water, Mugi Soap and VIP Hair Dye to the retailers in and around Pudukottai Region.

Job Responsibilities:

- Identify the Potential Retailers to increase the Sales Volume.
- Maintaining Day to Day Sales Orders and Preparing Sales Invoices against it.
- Maintaining Godown Stocks and ensuring the FIFO.
- Checking the Shelf Life of a product in Godown periodically.
- Recording and make a book keeping for Sales and Credit Bills of the customers.
- Ensuring the weekly credit collections from the collection team.
- Generating Sales Reports periodically and enhance the volume in potential areas.
- Deal with all issues that arise from staff or customers.
- Monitoring inventory levels and ordering new stocks.

Company Name: KAUVERY HOSPITAL PUBLIC LIMITED – TRICHY – TAMILNADU – INDIA.

Title: Business Development Consultant.

From: October 2019 – October 2021.

Working in a Hospital Industry, as part of business development to identify the key Corporate Client, develop active prospects and together with the specialist, deliver the Health care solution products like Health check-ups, IP and OP Facilities. Providing the excellent services in Medical care Services and Health care Services.

Job Responsibilities:

- Identify the Corporate Clients to increase the Business Development.
- To meet the clients and know their needs.
- Act as a helping hand for the branding promotion of the organization
- Giving the Healthcare based solutions to corporates.
- Making (MoU) Agreement with the corporates.
- Identify an innovative way to build a rapport in corporate sector by conducting Awareness programmes and Camps.
- Helping Corporates to achieve their annual CSR activity
- Maintaining the Aging Reports of Corporate Clients
- Following and Collecting the Outstanding within specific time period.

Accomplishments:

- Signed up MoU Contract for Dalmia Cements, Tamil Nadu National Law University and National Research Centre for Banana.
- Signed up a contract for BHEL, Trichy for Diagnostic facility and Covid Treatment Empanelment.
- Specially promoted as Relationship Executive for “School Health Programme”, in order to identify the educational institutions in and around Trichy and make MoU with them.
- Collected a long lasted outstanding (2017 – Aging) through a regular follow up.

Company Name: VAANI TRADERS – TRICHY – TAMILNADU – INDIA.

Title: Proprietor.

From: January 2017 – August 2019.

Running a SME, in a construction field where to identify the Engineers, Masons, and Customers and develop active prospects in the Construction production. Deliver the products according to the Client's needs. We dealt with construction products such as Cement, Bricks, Blue Metals and Sand etc.

Job Responsibilities:

- Identify the Engineers, Masons and Customers for the enhanced Business Development.
- Maintain good relationship with the Suppliers.
- Maintain the skilful manpower on everyday needs according to the customer orders.
- Review Quotations on daily basis, and timely intimation to the customer when product prices changes.
- Organize the manpower to deliver the products on or before the delivery date.
- Dispatch the products to Engineers and the customer place.
- Maintaining records over the Invoices.
- Organizing the cash for daily miscellaneous expenses.
- Maintaining the Aging Reports of customers.
- Following and Collecting the Outstanding within specific time period.

Company Name: RINGIN SERVICES – TRICHY – TAMILNADU – INDIA.

Title: Partner.

From: January 2016 – December 2016.

Running a Partnership firm where to work with a MNC in order to engage manpower for their project works. Conducted two simultaneous Research Studies along with Catalyst Management Services (Bangalore) in Trichy, Coimbatore and Ooty location.

Job Responsibilities:

- Manpower engagement for a specific project
- Data collection and final report submission as per the requirement of the client.
- Mapping and identifying the location of data collection samples.
- Identifying the existing samples of base line study.
- Lead a group of manpower in order to work on specified data.
- Maintain Payslips of manpower and miscellaneous expenses of the project.

Accomplishments:

- Project 01:
Title: Tamil Nadu Urban Sanitation Support Programme
Clients: Indian Institute for Human Settlements (IIHS) and Gramalaya (Trichy).
Location: Tiruchirappalli and Coimbatore.
- Project 02:
Title: Nutrition Evaluation Study
Client: Unilever Global Company.
Location: Ooty.

INTERNSHIP

Company: Orion Broking Services India Private Limited, Coimbatore.

Title: Financial Service

Period: May 2014 to June 2014 (1 Month)

Description: Executive

Responsibilities: Visiting Client Place and Tele calling

EXTRA MURALS ACTIVITIES

- Elementary skiing course in Atal Bihari Vajpayee institute of mountaineering and allied sports, Manali, Himachal Pradesh
- Organized many rally and programs as NSS project leader in Jamal Mohammed College
- Organized many programs as Vice-President of M.Com Association in Bishop Heber College

PERSONAL DOSSIER

Passport Number : W8623407

Languages known : English, Tamil

DECLARATION

I, TAMILINIYAN N S, declare that the above information is true and correct to the best of my knowledge and nothing has been concealed or distorted.

Tamiliniyan Nallan Subramaniyan