

MUSIR ALAM KHAN

Present Address

**Plot No-414/2475,
Bajrang Vihar, Sishu Vihar,
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Odisha- 751024**

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HEALTH CARE DOMAIN PROFESSIONAL

A highly motivated and results-oriented professional with extensive experience in the healthcare domain. Seeking an opportunity to leverage my skills and experience to contribute to a company's success and profitability while pursuing new challenges and professional growth.

PROFESSIONAL SYNOPSIS

- A highly competent, diligent, and results-oriented professional with over **18+ years of experience** in healthcare management. I have a comprehensive background in overseeing the entire spectrum of healthcare management, with a focus on **Corporate and digital marketing**, I am currently serving as the **AGM, Growth & Development**, I possess a proven acumen in.

SKILLS AND EXPERTISE

- **Adaptability & Leadership:** Possess a strong positive attitude and quickly adapt to new work environments. I am a self-starter who actively seeks new challenges and responsibilities, with proven leadership qualities.
- **Teamwork:** Strong will to foster a spirit of teamwork and the ability to work both independently and collaboratively with professionals at all levels.
- **Problem-Solving:** A connoisseur in solving practical problems and implementing administration policies.
- **Time Management & Integrity:** Expertise in time management with a proven ability to prioritize tasks and work meticulously with accurate data consolidation. I am resilient with a high level of personal integrity and vibrancy.

PROFESSIONAL EXPERIENCES -:

1. Krishna Institute of Medical Sciences, (KIMS Group of Hospitals) Head Quarter Bhubaneswar, Reporting Unit (Visakhapatnam KIMS-ICON): (Nov 2021 to Feb 2025)

Company Profile-: Provides Super speciality care services to General public, Insurance holders and corporate employees, it's a group of Hospitals having more than 5k beds, Total 17 units across the nation.

Position-: Working as **AGM Business Development.**

Job Profile-: Based at Bhubaneswar Headquarter, Responsible for three states **Odisha, CG & Jharkhand**, A team of six peoples are reporting me on daily basis for Liver, Heart & Lung Transplants. As we are shifting our Liver Transplant patients to Vizag unit as we have a dedicated Gastroenterology unit so we are responsible for high-end Gastro Procedures like PEOM, EUS, Biliary Drainage and Stomach related Cancer to the same Unit.

Lung & Heart Transplants and Thoracic Procedures we are shifting to our Secunderabad unit which is our corporate office as well.

My team covers both (Trade & Corporate) for business growth, we are responsible for conducting several scientific sessions and updates, we are covering around 500 doctors per month to generate referrals, few of our achievement are as follows-:

On my early days of joining alone I have air lifted one **ECMO** patient to our Secunderabad unit, from AMRI hospital Bhubaneswar who had undergone her Lung transplanted successfully stayed around six months at our hospital **worth (5.2 Cr)**.

2. AMRI Hospitals Limited, Bhubaneswar: (Dec 2018 to Oct 2021)

Company Profile-: Provides Tertiary care services to General public, insurance holders and corporate employees, a 350 bedded hospital.

Position-: Working as **Sr. Manager Growth & Development.**

Job Profile-: I am responsible for new corporate empanelment's and business growth, some of my corporate that I am looking after which is as follows-:

Nalco Bhubaneswar, Angul, Damanjodi, Sail RSP & Bolani, Iffco, PPL, IOCL, Heavy water Plant, NTPC, TPA Corporate & TPA's etc, was conducting mega health camps, CME's health talk in different corporate, digital marketing, & branding & Communication of the hospital ETC.

3. Raigarh Metro CARE Hospitals, Raigarh (CARE GROUP): (March 2015 to March 2018)

Company Profile-: Provides Tertiary care services to general public, insurance holders and corporate employees, a 150 bedded hospital.

Position-: Working as **Manager Business Development (Dept-: Business Development).**

Job Profile-: I am heading marketing team of the hospital the group of 4 people. I am looking after all the corporate which is as follows-:

NTPC LARA, Korba West LTD, DB. Power, Jindal Power Jindal steel, Monnet Power Ltd, SKS Power, Athena power, Aditya Birla Group (SECL, MCL Subsidy of Coal India Limited) Jharsuguda, Vedanta Aluminium, Bhusan Steel & Power & TRL Limited etc, conducting mega health camps, CME's health talk in different corporate, digital marketing, & branding & Communication of the hospital ETC.

4. Apollo Hospitals Enterprises Ltd Bhubaneswar: (March 2012 To March 2015)

Company Profile-: Provides Tertiary and corporate care services to general public, insurance holders and corporate employees in Health care field.

Position-: Working as **Sr. Executive Marketing. (Dept- Business development & Apollo Doctors Society)**

Job Profile-: Apollo hospitals Enterprises' ltd has introduce a new concept for their in-house Doctors which reduce the stress of the doctor. As i am taking care of their Utilities, Travelling, Passport, Visa, Events, Banking, State Medical Council, Govt Works, & Hospitality CME's Health Camps & Corporate Visit ETC.

5. Sun Apollo Hospital Pvt Ltd. Paradeep: (April 2007 to March 2012)

Company Profile-: A 50 bedded secondary care hospital providing health services to employees of Paradeep Phosphate limited, general public, insurance holders and other corporate employees of Paradeep.

Position-: Worked as **Manager Marketing (Centre Head).**

Job Profile-: Managing the hospital at Paradeep, basically my job is to co-ordinate the entire in-house day to day work of all departments. I was the reporting authority of all staffs. I had to look into their HR activities. The total PR and business development was my responsibility including all Corporate, Government and TPA business. I had the authority to disburse a sum of two lakh per month. I was Reporting to CEO.

Additional charges:

I was in-charge of hospital under TATA STEEL LTD at Kalinga Nagar, Jajpur, managed by Sun Hospital.

A Primary Health care centre of IOCL, Paradeep.

I had developed Ambulance service at Paradeep, which is a new concept for the area and it was successful.

Achievements:

I had tied up the following companies at Kalinganagar like Jindal Stainless steel ltd, Tata Steel Ltd, and Visa steel Ltd, Neelachal Ispat Nigam Ltd, Mithan Ispat ltd and L&T kalinganagar.

I had organised a mega health check-up for 2000 number of employees of Visa steel Ltd.

6. Sun Apollo Hospital Pvt Ltd Cuttack: (April 2005 to March 2007)

Company Profile-: Provides Tertiary care services to general public, insurance holders and corporate employees.

Position-: Worked as **Executive Marketing. (Dept- Business Development)**

Job Profile-: To meet with the doctors for the promotion of the hospital & diagnostic facility for growth and business development of the organization.

Simultaneous some part of operation which allotted to me like as to look after the duty shifts of various departments, and their day-to-day activities, Coordination with Corporate, Govt offices, and TPA and insurances offices for the official purpose.

ACADEMIC QUALIFICATIONS

Masters in (Marketing) 2016-17

Degree in Commerce form Utkal University.

References:

Dr. Prakash Mishra
Managing Director
Raigarh Metro Care Hospital
Raigarh
Mobile: 9424183105

Dr. Anuj Tiwari
Unit Head
AMRI Hospital,
Mobile-9920070211

PERSONAL DOSSIER

Nationality: Indian

Languages: English, Hindi, Oriya, Telegu

Expected CTC: Negotiable

Declaration

I do hereby declare that all statement made in the application are true complete and correct to the best of my knowledge and belief.

Date-:

Place -: Musir Alam Khan