



MOHAMMED FAZIL J

MBA - HEALTHCARE AND HOSPITAL MANAGEMENT

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Professional Summary

Dedicated Healthcare Management Professional with 3+ years of experience in hospital operations, human resources, and business development. Proven track record of achieving 4× revenue growth by driving strategic initiatives, optimizing workflows, and leading high-performing teams.

Education

SRM UNIVERSITY (2023 - 2025)

MBA - HEALTHCARE AND
HOSPITAL MANAGEMENT
CGPA : 8.0

Karpaga Vinayaga College Of
Nursing (2019 - 2022)

B.Sc Nursing
Percentage: 70 %

Soft Skills

- Operational Excellence
- Leadership & Team Management
- Strategic Planning
- Problem Solving & Decision Making
- Operational Excellence
- Cross - Functional collaboration
- Stakeholder Relationship Management

Technical Skills

- MIS Reporting & Data Analysis
- Hospital Information System & EHR
- Healthcare Compliance & Documentation
- HR Administration & Recruitment
- MS Excel, MS Word & MS PowerPoint
- Business Development & Process Improvement

Certifications

- Human Resource Management – Tariqa Academy (2023)
- ChatGPT for Healthcare Professionals – IIHMR Bangalore (2024)
- Communication Skills Development – MindLuster (2024)
- Placement Preparation Program – IIT Mumbai (2024)

Projects

- Hospital Startup & Operations Setup
- Business Development & Revenue Growth
- HR Process Optimization
- Operational Excellence & Quality Improvement

Languages

- Tamil (Native Proficiency)
- Urdu (Native Proficiency)
- English (Professional Working Proficiency)
- Hindi (Conversational Proficiency)

Awards

- Winner - Intercollegiate Speech Competition, KVCN (2021)
- Active Contributor - NAAC Accreditation Activities, KVCN

Achievements

- Achieved 4× Revenue Growth through strategic business development.
- Established SOPs and operational workflows for a startup hospital.
- Streamlined recruitment, onboarding, and HR operations.
- Led healthcare camps and community outreach initiatives.
- Improved operational efficiency through process optimization.



Work Experience

- Operations Manager - True Care Multi-Speciality Hospital, Kolar - Karnataka** (Dec 2025 - Jun 2026)
 - Spearheaded end-to-end hospital operations, ensuring operational excellence and seamless departmental coordination.
 - Established SOPs, operational workflows, and administrative systems for a startup multi-specialty hospital.
 - Achieved 4× monthly revenue growth through strategic business development, 15+ healthcare camps, and 25+ referral partnerships.
 - Led recruitment, onboarding, workforce planning, and employee engagement to build a high-performing team.
 - Implemented process improvement initiatives that enhanced operational efficiency, compliance, and patient satisfaction.
 - Monitored KPIs, MIS reports, budgeting, and resource utilization to support informed business decisions.
- Centre Head - Dr.Aravind's IVF Fertility Centre, Vellore - Tamil Nadu** (Dec 2024 - Dec 2025)
 - Led end-to-end centre operations, managing 50+ clinical and non-clinical employees across HR, operations, and administration.
 - Achieved 100% onboarding and compliance while improving staff retention through performance management and employee engagement.
 - Organized 25+ training programs to enhance workforce productivity and service excellence.
 - Developed 55+ referral partnerships and executed strategic outreach initiatives, increasing patient volume by 15%.
 - Strengthened brand visibility through awareness campaigns, improving patient inquiries, referrals, and overall centre performance.
 - Monitored KPIs, operational workflows, and Cross - Functional coordination to achieve 98% operational efficiency.
- Business Development Manager - Life Care Clinic, Chennai - Tamil Nadu** (Aug 2024 - Nov 2024)
 - Increased OPD footfall by 25% through strategic marketing and patient engagement.
 - Established 20+ referral partnerships with physicians, clinics, and corporate organizations.
 - Conducted 30+ health camps and community outreach programs to expand patient reach.
 - Achieved 15% growth in patient acquisition through business development initiatives.
 - Strengthened corporate tie-ups and referral networks, contributing to sustained revenue growth.
 - Analyzed market trends and implemented strategies to improve brand visibility and business performance.
- Clinical Manager - Sai Clinic, Chennai - Tamil Nadu** (Jun 2023 - May 2024)
 - Managed operations for a 5-bed specialty clinic serving 40–60 outpatients daily.
 - Led a team of 10+ healthcare professionals to deliver high-quality patient care.
 - Improved patient flow and appointment management, enhancing operational efficiency.
 - Maintained 95%+ patient satisfaction through service excellence and effective coordination.
 - Ensured 100% compliance with clinical, administrative, and quality protocols.
 - Supported business growth through referral partnerships and community outreach.
- Male Nurse - KIMS Chennai - Tamil Nadu** (Sep 2022 - Mar 2023)
 - Delivered comprehensive nursing care to 25+ patients per shift, ensuring patient safety and quality outcomes.
 - Administered medications, treatments, and clinical procedures in compliance with hospital protocols.
 - Coordinated with multidisciplinary teams to optimize patient care and discharge planning.
 - Educated 60+ patients and caregivers on treatment plans, medication adherence, and post-discharge care.
 - Maintained 100% accuracy in clinical documentation, medication administration, and infection control practices.
 - Responded effectively to emergency situations while ensuring high standards of patient-centered care.



Internship

Operations Management Intern - SNHRC, Vellore - Tamil Nadu (June 2024 - July 2024)

- Reduced patient waiting time by 25% through workflow optimization.
- Assisted in EHR implementation and process improvement initiatives.
- Increased patient satisfaction by 25% through enhanced patient flow.
- Improved operational efficiency using data-driven resource planning.