



## **SUMMARY**

- ❖ Cumulative professional experience of 15 years in Legal, Start Up, Corporate and SME set ups
- ❖ Multi-faceted domain experience in Legal , Financial Planning & Analysis, Supply Chain Management, Business Development, Project Management, New Product Development and Hospital Administration

## **PROFESSIONAL/ EMPLOYMENT PROFILE**

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**Junior Advocate- Das Sinha & Co.**

**July' 24 Onwards**

**Junior Advocate- A& Z Legal**

**Apr'24- Jun' 24**

### **Roles & Responsibilities**

- Legal Drafting pertaining to Trial Courts and Hon'ble Calcutta High Court
- Attending Court Proceedings and Trials
- Preparing reference material for ongoing legal cases including intellectual property rights matters

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**Junior Advocate- Law Chamber of Adv. Anirban Saha**

**Aug'23- Mar' 24**

### **Roles & Responsibilities**

- Handling legal issues, preparing legal documents and communicating with clients and stakeholders on a daily basis
- Attending Court Proceedings and Trials

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**Manager- Sales & Network**

**VB Health Solutions, Bangalore**

**Dec'18- Aug'19**

VB Health Solutions :One of India's leading international medical tourism companies.

### **Roles & Responsibilities:**

- International Business Development in existing and nascent International Markets
- Analyze market performance, identify the gaps and roll out long and short term plans

### **Key Contributions:**

- Achieved good revenue growth on quarterly basis in assigned key markets

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**Manager-Operations & Finance**

**H.J.D.G. Hindu Sabha Hospital, Mumbai**

**May'17- Nov'18**

H.J.Doshi Ghatkopar Hindu Sabha Hospital : A super speciality Hospital, providing affordable clinical services for 50 years.

### **Roles and Responsibilities:**

- Upgrade and implement appropriate system of policies, internal controls and procedures that promotes continuous improvement and quality services
- Oversee the work of the finance, operations and facility management teams
- Lead high value procurement and dealings, including negotiation process
- Formulation, amendment, implementation and monitoring of internal management reporting system, including Management Information System

### **Key Contributions:**

- Streamlining the Procurement, Vendor Management, Financial Management & Patient Management Systems by implementing Standard Operating Procedures and process guidelines
- Substantial savings in high value procurement ranging from 5% to 25% that included medical equipment
- Activity based Costing of Dialysis, Radiology and other departments thereby resulting in measures undertaken to plug revenue losses

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**Dy. Manager –Vice Chairman Office      Asian Heart Institute, Mumbai      Sept'16 - Apr'17**

Asian Heart Institute & Research Centre (AHIRC) is one of India's premier Cardiac Hospitals.

**Roles and Responsibilities:**

- Oversee Inpatient management and Outpatient management
- Implementation of steps and processes leading to agile supply chain management
- Up gradation and implementation of institutional policies, internal controls, procedures and financial aspects
- Participation in financial planning, budgeting and policy matters that include planning, coordinating, and executing the annual budget process

**Key Contribution:**

- Devising and implementing policy guidelines to plug revenue leakage gaps in services and consumables data entry across the Hospital, which amounted to 5-10 % of total service entries prior to the intervention, thereby causing cumulative positive effect on top-line and bottom-line.

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**Assistant Mgr.: Office of Head- Healthcare Services: Adani Group, Ahmedabad      Sept'13 - Sept'16**

Adani Healthcare Services, the Healthcare vertical of Adani Group, is engaged in providing healthcare services and medical education. The ventures of Adani Healthcare Services include Gujarat Adani Institute of Medical Sciences, Bhuj, (GAIMS) and Adani Hospitals Mundra.

**Roles and Responsibilities:**

- Participation in ongoing Legal Case matters related to Healthcare Services of Adani Group
- Monitoring procurement process of consumables and goods, including Annual Rate Contracts (ARC)
- Monitoring of Operational Performance and Financial Metrics of Adani Healthcare entities
- Overseeing internal and external audit process of the Healthcare vertical and recommendation implementation
- Preparation and analysis of Management Information System, Monthly and Quarterly review reports and presentations
- Formulation and review of Standard Operating Procedures ,Manuals, Policies , Forms and Formats

**Key Contributions:**

- Instrumental in procurement cost savings of up to 15% based on analysis of current procurement (includes medicines, other consumables and service contracts)
- Instrumental in turnaround initiative of Adani Hospitals Mundra, thereby leading to financial breakeven
- Analysis of revenue leakages and initiating steps to reduce the same, thereby leading to improved operational efficiency

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**Manager- Commercial      Raj Engineering Works, Howrah      Aug'06 - Jul'12**

Raj Engineering Works: Manufacturer of Industrial Fasteners

**Roles and Responsibilities:**

- Managing supplier performance and handling issues such as escalation, contract variations, change orders, and payments
- Develop and implement procurement process to provide a lean and agile Supply Chain, thereby optimizing inventory and stock turns

**Key Contributions:**

- Streamlining of procurement systems and processes to reduce the procurement timeframe
- Achieved 4-5% reduction in procurement cost of raw materials
- Reduced inventory by 10% through proactive management and persuasive follow-up

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**Engineer- R&D Centre      Titan Company Limited, Bangalore      Jun'05 - Jul'06**

Titan Company produces India's largest and best-known range of personal accessories — watches, jewellery, sunglasses and prescription eyewear. With India's two most recognized and loved brands Titan and Tanishq to its credit, Titan Company is among the largest integrated own brand watch manufacturers in the world.

**Project Team Lead**

**Roles and Responsibilities:**

- Project Management and New Product Development- Project Team Lead at Innovedge Department (Dept. focused on developing new technological platforms and products), Titan Watches Division.
- Spearheaded project management of multiple projects for developing new technological watch platforms

**Key Contribution:**

- Business plan for a new technological platform which encompassed innovative business models, financial viability and market research

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**EDUCATIONAL QUALIFICATIONS**

- ❖ 2020-2023:- Legum Baccalaureus / Bachelor in Law: L.L.B. (Honours), Law College Durgapur (Under Kazi Nazrul University)
- ❖ 2016-2017:- Exec. P.G. Diploma in Hospital Administration, Tata Institute of Social Sciences, Mumbai
- ❖ 2012-2013:- P.G.D.M. (Infrastructure Sector specialisation), Adani Institute of Infrastructure Management, Ahmedabad
- ❖ 2001-2005:- B.Tech (Electronics and Communication Engineering), VIT University, Vellore
- ❖ 2001 ISC (Class XII):- Don Bosco School Liluah
- ❖ 1999 ICSE (Class X):- Don Bosco School Liluah

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**AFFILIATIONS/ CERTIFICATIONS**

- ❖ Advocate Enrolment: Bar Council of West Bengal
- ❖ Bar Membership: Bar Association, High Court Calcutta
- ❖ Registered Patent Agent
- ❖ Certificate in Project Management from IPMC, India Chapter -2013

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**ADDITIONAL INFORMATION**

Date of Birth: December 16, 1982

Gender: Male

Languages: English, Hindi, Bengali

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