

ABHIPSA SWAIN

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Offering 4+ years of corporate experience in R &D, Marketing, Data Analysis, Stakeholder Management, Financial Budgeting and Forecasting, Team Management, Market Research, Supply Chain Management, Strategy, and Project Management.

PROFESSIONAL EXPERIENCE

TRIVITRON HEALTHCARE & NEUBERG DIAGNOSTICS

Chennai, Tamil Nadu

Business Manager & Executive Assistant to Founder and Managing Director

OCT,2024-Present

Contributing to Neuberg Diagnostics, R&D & New Initiatives, Government & Corporate Affairs, Marketing

Responsible for leading strategic partnerships and collaboration discussions.

- **Executive Assistance:** Managing the founder's calendar, coordinating meetings, and handling administrative tasks as an executive assistant (20% EA, 80% Business Manager).
- **Business Growth:** Spearheading expansion efforts to increase market share across diagnostics, eyecare, and healthcare services.
- **R&D Upgrowth:** Cross-functional Collaboration, Leading innovation and product development initiatives for Neuberg Diagnostics and Trivitron.
- **Supply Chain Management:** Overseeing procurement, inventory, and distribution of healthcare products and equipment.
- **Industry Engagement:** Actively participating in FICCI and government meetings to influence healthcare policy and stay ahead of industry trends.
- **Product Registration & Compliance:** Managing product registration, documentation, licensing, and ensuring timely approvals for regulatory compliance.
- **Joint Venture Coordination:** Responsible for the coordination and execution of joint ventures and partnerships.
- **Digital Revenue & PR Coordination:** Overseeing digital revenue committee activities, PR coordination, branding, and driving social media growth and positioning for the companies.
- **Corporate Oversight:** Managing coordination and follow-up for Dr. Velu's (Founder & MD) multiple companies, including **Trivitron HealthCare , Neuberg Diagnostics , Maxivision Eye Hospital, Kauvery Hospitals, Apollo Dental, and Apollo Dialysis, Stakeboat Capital and Private equity ventures**, ensuring smooth meeting schedules and active participation in all key meetings.

NEPHROPLUS

Hyderabad, Telangana

Program Manager-Strategy & Operations

AUG, 2022-Oct, 2024

BUSINESS ANALYST

Responsible for leading strategic partnerships and collaboration discussions.

- Proficient in Agile methodology, User Acceptance Testing, and User-generated design, with a focus on client solutions and data analysis.
- Stakeholder Management
- Finance & Vendor Governance: Manage Labor Budgets, Estimation, Financial Reporting & Forecasting
- Project Management & Operations: Analyze P&L, cost-benefit analysis conduct capital budgeting, and perform ROI calculations.
- Worked on expanding the portfolio value to ₹130 crores, with significant contributions to various projects, government and private entities.
- Achieved 4.8x revenue target from 12 Greenfield projects within 8 months.
- Attained 28% month-on-month revenue growth from 12 Greenfield projects.
- Experience in Incident management and Change management.
- Supply Chain Management: Procurement of medical supplies, Logistics and quality assurance
- Expertise in Asset Management, Inventory, Cash and Bank Management and Work Order Pool Management.

GUPTA POWER INFRASTRUCTURE LTD
Consultant- Product Division

Bhubaneswar, Odisha
Nov, 2021-Aug, 2022

- Executed strategic plans, market research for product development, aligning with overall business objectives.
- Led cross-functional teams throughout product development lifecycle for timely delivery.
- Collaborated with engineering, design, and marketing teams to innovate product features.
- Costing and managed P&L effectively within project parameters.
- Explored new territories, fostering substantial business growth through strategic visits.
- Secured tenders exceeding 189 crores with Govt and Private entities.

ADDSOFT TECHNOLOGIES PVT. LTD.

Design Engineer

Cuttack, Odisha
Jul, 2020-Nov, 2021

- Streamlined Go/No-Go evaluations - E-Bidding, E-Auctions, and Reverse Auction.
- Conducted thorough industry and market trend analysis.
- Developed Financial Models to support finance team.
- Streamlined vendor registration and approval processes.
- Presented detailed industry outlook and cash management suggestions to senior management.

EDUCATION

INDIRA GANDHI INSTITUTE OF TECHNOLOGY
Master of Technology in Power System Engineering

Sarang, Odisha
2018-2020

SILICON INSTITUTE OF TECHNOLOGY
Bachelor of Technology in Electrical Engineering

Sambalpur, Odisha
2010-2014

ADDITIONAL INFORMATION

- **Technical Skills:** Microsoft Excel, Microsoft D365, Matlab, Tableau, Power BI, Trello, Jira, ZOHO CRM, Servicenow
- **Languages:** Fluent in English, Hindi and Odia

