

Shreyas Aradhya S

#227, Opposite to R.M.P Colony, Adichunchanagiri Road, Kuvempunagar, Mysore –570023

Email: shreyas.aradhya@gmail.com / Phone: +91 9611380001

Summary:

Driven and motivated Business Development Manager with 3 years of experience collaborating with sales leaders and account executives in the healthcare industry. Seeking new role where Hard work is converted into Smart work to be fruitful, so that we both can have elevation in our career.

Highlights:

<ul style="list-style-type: none">• Client Service• Professional Development• Strong Client Relationship• Exceptional Time Management Skills• Project Management• Organized• Proficient in RCM	<ul style="list-style-type: none">• Communication and Interpersonal Skills• Collaboration Skills• Negotiation & Persuasion Skills• Project Management Skills• Research & Strategy• Computer Skills• Business Intelligence
--	---

Experience:

Vezita Healthcare

February 2021 – Present

Business Development Manager & Operations Manager

Bangalore

- On going interactions with the existing clients.
- Client retention by providing the detailed transcribed data from the existing specialties.
- Team Handling – Lead Generation, Cold Calling, Social Marketing
- Contract Negotiation, Pricing, Billing
- Lead Planning, Strategy, Proposal Process and Bid Preparation
- Train and mentor new Business Development Executives
- Be a part of on boarded clients in Operations.

3D Solutions LLC (I3 Synergist)

November 2020 – February 2021

Business Development Manager

Remote

- Lead Generation – Identifying the potential clients for RCM Solutions
- Cold Calling, assessing client needs, Identifying solutions
- Contract Negotiation, Pricing, Billing
- Lead Planning, Strategy, Proposal Process and Bid Preparation
- Train and mentor new Business Development Executives

- Managed and Maintained a structured analysis of target markets, Clients, and documentations in the CRM System
- Built and Maintained relationships with key contracts at Potential clients, consulting companies and partners to get access to new opportunities.

EIO Healthcare LLP

November 2018 – October 2020

Business Development Specialist

Mysore - 570024

- Identifying the new business leads for Healthcare RCM
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets.
- Researching the needs of the Healthcare industry and learning who makes decisions about purchasing.
- Contacting potential clients via email or phone to establish rapport and setup meetings with our operations team.
- Planning and overseeing new marketing initiatives.
- Attending Webinars, meetings and events.
- Preparing PowerPoint presentations and statistical display.
- Contacting clients to inform them about new developments in the Organization's for the performance improvement.
- Developing quotes and proposals.
- Negotiating and renegotiating by phone, email or in person.
- Developing acquisition goals for the team and ensuring they met.
- Training personnel and helping team members to enhance their skills.

EIO Healthcare LLP

February 2019 – October 2020

Operations Manager

Mysore – 570024

- Provide inspired leadership for the organization
- Develop, implement and review operational policies and procedures
- Make important policy, planning, and strategy decisions
- Assist HR with recruiting when necessary
- Help promote a company culture that encourages top performance and high moral
- Oversee budgeting, reporting, planning, and auditing
- Work with the board of directors to determine values and mission, and plan for short and long-term goals
- Support worker communication with the management team

Decipher Health Records LLP

July 2016 – August 2018

Team Lead Operations

Mysore – 570011

- Established open and professional relationships with team members which helped to resolve issues and conflict quickly.
- Trained team members providing feedback and encouraging them to reach their highest productivity.
- Implemented new working processes that delivered continued improvements.
- Responded to all customer's enquiries thoroughly and professionally.
- Helped the team to achieve 100% quality for 8 consecutive months.
- Which in turn helped to increase the team size up-to 800% in span of 12 months.
- Pitched into productions to help the team members to resolve the complexities.
- Achieved 'MEDICAID SPECIALIST' title for Tallying all the Medicaid Deposits.
- Achieved DME/HME Specialist for maintaining TAT.
- Effective Service Level Management (SLM) Process through Service Level Agreement (SLA) and Operational Level Agreement (OLA).
- Making sure Health & Safety rules are strictly followed by all team members.

Sysinformation Healthcare Pvt Ltd

May 2014 – June 2016

RCM Executive

Mysore – 570005

- Account Receivables and AR Analysis
- Insurance Verification – Prior to the services, verifying the patient eligibility of the patients when the appointments are scheduled with the provider.
- Follow up the pending claims with the insurance & checking the status of the claim.
- Denial Management
- Worked on DME – End to End process
- Worked on RCM
- Demographics
- Charge Entry & Validation
- Downloading the batches from the client server & even distribution of the work among Teammates.
- Internal Audit – Just to make sure we deliver 100% quality in terms of the work.
- Direct interaction with end clients whenever needed.
- Training the team members according to the need of the project.