

Amit Meena

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Career Objective

To secure a Challenging Position In a Reputable Organization To Expand My Learnings, Knowledge, And Skills. Secure a Responsible Career Opportunity To Better, Utilised My Experiences And Skills, While Make a Significant Contribution To The Success Of The Company.

Professional Experience

Relationship Manager, GMONEY

Aug 2023 – Nov 2024

Spearheading tie-ups and alliances with hospitals and healthcare centers in their respective regions. Onboarding and activating hospitals on the Gmoney platform. Undertake product ideation and define service delivery models for the hospital product suite. Execute target market outreach strategy by scanning hospitals in your area.

- Effectively communicate product features and benefits to the prospective ecosystem partner.
- Plan and execute initiatives to reach the hospitals through appropriate channels.
- maintaining relationship with hospital management.
- Responsible for onboard hospitals.

Business Development, CLAIMTHERAPIST

Oct 2022 – Aug 2023

Manage Health Insurance and Own Reimbursement End to End Process in Business Development, Core Responsibility to counsel the customers and convince them, handle customers queries, Upload relevant documents on HQ with complete details of the customers, Inform Customers about the policies benefits & limitations, Ensure to give a complete information about the health insurance.

- Coordinate with stakeholder to get an update of insurance.
- Connect with relevant team to verify the insurers.
- Process all the documents post verification.
- Follow the complete reimbursement process.

Business Development, BYJU'S

Dec 2021 – Oct 2022

Responsible for Online Sales, Handled New & Existing Customers calls, Counselling New Students & brief about our various products, Identify customer for cross/up sell the products, Ensure High Customer Satisfaction through Pre Sales & Post Sales activity. Create NPS Dashboard & used to connect with low NPS customer for their satisfactions, Was responsible for online webinar of 30/40 students & their counselling.

- Interacted with 200+ students and explained them the features and benefits of various products.
- Core responsibility was calling students and parents for better counselling.
- Do follow up sessions.
- Responsible for webinar virtually.
- Take existing students feedback for better customer experience.
- Hold ownership for end to end process of onboarding new students.

Education

Masters Of Business Administration (Marketing), <i>Shri Khushal Das University</i>	Jun 2019 – Nov 2021 Hanumangarh
Bachelor of Arts, <i>Kalinga University</i>	Jun 2016 – Jun 2019 Raipur
Intermediate, <i>Kendriya Vidyalaya</i>	2015 – 2016 Jaipur

Certificates

Rajasthan State Certificate In Information Technology <i>Rajasthan Knowledge Corporation Limited</i>	Business Development <i>Byjus</i>	Basic Knowledge <i>MS WORD, EXCEL, MS OFFICE</i>
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Projects

Advertisement effects on Food Habits of Children

Advertisement Strategy, Health deterioration, Data Analysis and findings, psychosocial development and influence of media.

Marketing of Different Products of various Pharmaceutical Companies

Analysis and Interpretation of current Pharma Industries, Research Methodology of various brands, Industry structure and SWOT Analysis.

Major Electives

Marketing Research, Consumer Behavior, Business Marketing, Advertising and Sales Promotion, Operations, Digital Marketing, Branding, Product Strategy.

Academic and Co-curricular Achievements

- Played As Team Captain At National Level Competition
- Participated In Taekwondo At National And Regional Level
- Secured 2nd Position At National Level Cricket Competition
- Organized 4 Tournaments With a Team Of 14 Members As a Sports Captain