

# SAYYED MAGADUM

## Corporate Relationship Manager

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## Summary

Strategic Corporate Leader | Healthcare & Hospitality Sales Expert | MBA [Marketing]

Proven professional with a track record in robust healthcare networking, revenue growth, and market enhancement. A dynamic leader skilled in team management, business development, and corporate relations, contributing to startup transformations. Specialized in healthcare operations, corporate marketing, and successful B2B partnerships. Accomplished sales strategist with nationwide success for renowned brands. Recognized for leadership and entrepreneurial skills, eager to apply multifaceted expertise for strategic growth and innovation

## AREA OF EXPERTISE

Risk Assessment · Customer Retention · Claims Processing · Policy Implementation · Insurance Industry Knowledge · Relationship Building · Strategic Planning · Business Development · B2B Partnerships · Team Leadership · Sales Initiatives · Operational Efficiency · Market Expansion · Revenue Growth · Healthcare Collaboration · Customer Relationship · Marketing Strategies · Market Analysis · Excel · Power Point

## Experience

### Cloudnine Hospital

Pune

#### Corporate Relationship Manager

06/2023 - Present

#### Gynecology Hospital

- Nurtured strong ties with 30+ local physicians and specialists, fostering a collaborative healthcare network for patient care and referrals.
- Collaborated closely with insurance entities, optimizing claims processing efficiency by 30% and enhancing overall customer satisfaction. Leveraged in-depth knowledge for streamlined operations and strengthened ties with key industry players.
- Led a dynamic team of 11 professionals, optimizing the patient referral process, achieving a 30% efficiency boost, ensuring optimal care for 300+ expecting mothers.
- Strategically seized 10+ business opportunities, securing a 25% increase in patient referrals for deliveries, significantly contributing to a 20% growth in the hospital's patient base and revenue.
- Acted as a liaison between the hospital and 20+ healthcare providers, ensuring seamless communication, leading to a 15% enhancement in patient satisfaction and retention.

### Advanced Hair Studio

Pune

#### Senior Consultant

02/2022 - 06/2023

#### Elite Cosmetic Surgery Organization

- Conducted 200+ cosmetic consultations, maintaining precise client records and ensuring timely follow-ups, achieving a stellar 68% satisfaction rate.
- Guided a dynamic sales team of 07 professionals, implementing strategies for a remarkable 35% revenue surge and substantial expansion.
- Forged exclusive B2B partnerships with 17 prestigious luxury establishments, enhancing market presence and expanding the client base by 35%.
- Pioneered impactful lead generation, securing 30+ opportunities and a remarkable 35% boost in brand visibility.
- Directed comprehensive sales initiatives, utilizing customized strategies for a commendable 30% overall growth.

### Pristyn Care

Pune

#### Corporate Relationship Manager

10/2019 - 01/2022

#### Health Care Start-Up

- As Corporate Relations Manager at Pristyn Care, successfully onboarded 55+ hospitals, fostering sustainable collaborations and driving a remarkable 35% business growth.
- Established impactful B2B collaborations with 06 prominent insurance companies, optimizing operations and elevating operational efficiency by 17%.
- Managed a team of 25 professionals, providing astute leadership and achieving an impressive 25% increase in operational efficiency.
- Coordinated with insurance entities, ensuring seamless service integration and optimizing partnerships for a significant 30% improvement in streamlined operations.
- Contributed significantly to Pristyn Care's growth from a startup to a unicorn, achieving a 50% market dominance. Managed Pune's operations, executing strategies for a 40% regional expansion and increased market share.

## Experience

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Club Mahindra

Navi Mumbai

Sales Manager

01/2019 - 10/2019

Hospitality

- Spearheaded nationwide sales efforts for Club Mahindra memberships, engaging in core sales activities and achieving sales targets consistently.
- Travelled extensively across India, demonstrating expertise in promoting and selling memberships to diverse clientele.
- Directed strategic sales initiatives, consistently meeting and surpassing sales goals, contributing significantly to the company's revenue growth.
- Showcased a deep understanding of core sales principles, leveraging these skills to effectively communicate the value of Club Mahindra memberships to potential customers.
- Played a pivotal role in fostering a strong customer base and brand loyalty through exceptional sales strategies and client relationship management.

V-Create Technology

Nagpur

Business Manager

12/2015 - 02/2018

Information technology

- Orchestrated B2B sales strategies and spearheaded business development initiatives, driving notable revenue growth and market expansion within the IT industry.
- Specialized in cultivating and nurturing B2B client relationships, skillfully negotiating contracts, and identifying new business opportunities, resulting in the establishment of 15 successful partnerships and a 25% increase in sales figures.
- Directed strategic sales initiatives, consistently meeting and exceeding sales goals, contributing significantly to the company's annual revenue growth by 25%.
- Provided leadership to a dynamic sales team, guiding them to surpass sales targets while maintaining a customer-centric approach in the B2B landscape.

## Education

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Cardiff Metropolitan University

Master of Business Administration - Marketing

02/2018 - 07/2019

Universal Business School

PGDM- Marketing

02/2018 - 07/2019

K.D.K. College of Engineering

BE - Electronic Engineering Apr 2011 - Feb 2015

03/2011 - 02/2015

## Interests & Hobbies

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Abstract Expression

Riding Bike

Career Interest / Passion