

**SUMA
VEZHAPARAMBIL
MANOHARAN**

**MANAGER
OPERATION**

SUMA VEZHAPARAMBIL MANOHARAN

(00971)544653524

sumavmanohar4@gmail.com



Skills

Skilled Operations Manager in the pharmaceutical industry with expertise in regulatory compliance, process optimization, team leadership, and quality management. Proven track record of strategic planning, effective written and verbal communication, analytical and problem-solving, and financial acumen and mathematical analysis, dedicated to continuous learning and professional development. Detail oriented; documentation, attention to details work style. IT skills include MS WORD, MS EXCEL, MS POWERPOINT. Project management and strategic planning. Ability to work in a fast paced environment.

Experience

Life Healthcare group / store manager operations

MAY 2023 to present

Spearhead operational strategies to optimize efficiency and enhance patient care standards.

Coordinate with department heads to ensure seamless workflow and resolve operational issues.

Oversee staff training programs to maintain compliance with industry regulations and company standards.

Implement quality assurance measures to uphold the highest standards of healthcare delivery.

Foster a collaborative environment to promote teamwork and improve overall organizational performance.

Engaged in facilitating business agreements with prominent medical insurance providers, contributing to strategic partnerships and financial sustainability of the Pharmacy.

Involved in establishing B2B partnerships with diverse organizations, clinics, and medical professionals.

Efficient Management of Clients and Vendors to ensure cost effective and negotiated procurement processes.

Presenting Monthly Business Reports to Senior Management following thorough analysis of data and pertinent information.

Aster DM Healthcare / store manager operations

2016 AUGUST to 2023 APRIL

Developed and implemented operational policies and procedures to enhance productivity and streamline processes.

Conducted regular audits to evaluate performance metrics and identify areas for improvement of the Pharmacy.

Led a team of professionals, providing guidance and support to achieve organizational objectives.

Collaborated with cross-functional teams to drive strategic initiatives and achieve business goals.

NOVO NORDISK / Medical Representative

MAR 2015- JULY 2016

Promoted pharmaceutical products to healthcare professionals, effectively communicating their benefits and features.

Built and maintained relationships with key opinion leaders and healthcare providers.

Conducted product presentations and educational seminars for medical professionals.

Monitored market trends and competitor activities to identify opportunities for business growth.

Achieved sales targets and objectives within assigned territory through strategic planning and execution.

Part of the double blind study of VICTOZA (TRIVANDRUM MEDICAL COLLEGE - Kerala - India)

Patients safety report and drug - drug and patient- drug interactions study report

Phase 4 post marketing study analysis

Education

PHARMACOVIGILANCE/ DUBAI PHARMACY COLLEGE

On going

QUALITY PHARMACOVIGILANCE AUDIT TRAINING

- **Quality pharmacovigilance requirements**
- QPV Audit aspects
- QPV audit concern
- QPV reports and findings

JNU / MBA

AUG 2019- 2022

Operation management

KERALA UNIVERSITY / B.PHARM

SEP 2018- MAR 2013

Awards

International trip winner for the internal sales campaign (USA) fully paid trip from ASTER DM healthcare

