



MD EHSANUL ALAM

HEALTHCARE MANAGEMENT PROFESSIONAL

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SUMMARY

Results-driven healthcare professional & registered pharmacist from pharmacy council of India with practical experience in pharmacy operations and a Postgraduate Diploma in Healthcare Management from Goa Institute of Management, A top Rated Business school in India. Demonstrates a strong track record in streamlining existing processes to improve efficiency, cost control, and patient care. Recognized for key achievements including achieving 100% safety compliance in pharmacy operations, improving operational efficiency by 30% through digital inventory systems, and managing R&D initiatives under NSTEDB-DST funding. Adept at data-driven decision making, cross-functional collaboration, and strategic planning. Eager to leverage expertise to integrate clinical capabilities with administrative strategies to enhance healthcare delivery quality and efficiency.

CORE COMPETENCIES

Regulatory Compliance (NABH Standards) | Pharmacy Supply Chain Management | Healthcare Analytics & MIS | Process Standardization | Cross-functional Team Leadership | Strategic Healthcare Planning | ICH GCP Guidelines | Clinical Research | Evidence-Based Communication | Investigator-initiated studies | Scientific projects | Marketing Teams | Medical Educational Programs | Medical Educational Programs | Clinical trial | Psychosocial Support | Terminal Illnesses | Medical Services Patient Relations Healthcare | Management Healthcare | Pharmacist. | patient coordinator

PROFESSIONAL EXPERIENCE

Medical device sales Executive

Medikabazaar- Boston IVY Healthcare solutions pvt ltd. BC [Jan '25 - Nov '25]

Hyderabad

- Engaged with doctors to drive sales of multiple medical Equipments and master the anatomy relevant to medical specialities Dental, ophthalmology , critical care.

Pharmacy Manager

Noor Medishop [Mar '24 - Dec '24]

Assam, IN

- Orchestrated inventory, procurement, & compliance processes for a high-volume retail Pharmacy leveraging my hospital software, analytical skills, & **meticulous attention to detail**
- Achieved 100% adherence to safety & storage protocols resulting in **zero incidents & the elimination of safety violations**, utilizing safety monitoring software & inventory management systems
- Enhanced operational visibility & curbed stockouts by 50% with the implementation of **Inventory Management Software** for digital inventory tracking

Hospital Pharmacist

Wellshore Medicity & Hospital [Sep '23 - Feb '24]

Bengaluru,IN

- Monitored medication accuracy & safety for hospital patients by meticulously overseeing, double-checking doses, & conducting routine safety audits using **MY HOSPITAL SOFTWARE**, leading to a 30% reduction in errors, & performing completed drug interaction checks & dosage verification audits

EDUCATION

Executive PG Diploma in Healthcare Management

Goa Institute of Management [Mar '24 - Apr '25]

B.Pharm

School Of Pharmaceutical Sciences, USTM [Jun '19 - Aug '23]

Diploma In Computer Application

Language

English, Hindi, Assamese

TECHNICAL SKILLS

Healthcare MIS & Pharmacy Software | MS Office Suite (Advanced Excel, Word, PowerPoint) | Basic Data Analysis | Inventory and Procurement Tools

PROJECTS & RESEARCH EXPERIENCE

NSTEDB-DST Funded Projects | University of Science and Technology, Meghalaya

- Developed and standardized plant-based hair serum and bamboo-derived immuno-stimulant.
- Development of partnerships with investigators, Key Opinion Leaders and healthcare professionals.
- Managed end-to-end operations including market research and stakeholder coordination.

Healthcare Facility Planning & Operations | Goa Institute Of Management

- Planned and designed a layout for a 100-bed Level 1A hospital with optimized resource allocation and budgeting.

ICAR-PADI PACIS 2022 (ICAR-CABI-FAO) AGRI-PACTS 2022 (ICARCABI-FAO) | ICAR Research Complex for NEH

- Contributed to a winning startup pitch in agri-health innovation, applying strong business modeling skills.

Review Study: Analytical Methods for H, Receptor Blockers | University of Science and Technology, Meghalaya

- Conducted an in-depth literature review and comparative study of analytical testing methods.