



### COMMENTS ABOUT ISB

*"IT IS UNLIKELY THAT WE WILL SEE MORE THAN ONE OTHER NEW INTERNATIONAL BUSINESS SCHOOL OF THE STATURE OF THE ISB LAUNCHED IN OUR LIFETIME"* – DONALD P. JACOBS, DEAN EMERITUS, KELLOGG SCHOOL OF MANAGEMENT

*"A WORLD CLASS FACILITY AND FACILITY, WESTERN INFRASTRUCTURE, AN INDIAN HEART AND A GLOBAL SOUL. AS THE WORLD INCREASES ITS DEMAND FOR INDIAN TALENT, IT WILL TURN TO ISB FOR COMPETENT BUSINESS LEADERS"* – DIPAK JAIN, FORMER DEAN, KELLOGG SCHOOL OF MANAGEMENT

# Healthcare at Indian School of Business

## DEVELOPING HEALTHCARE LEADERS FOR TOMORROW

The Indian School of Business (ISB) evolved from the need for a world class business school in Asia. Our founders- some of the best minds from the corporate and academic worlds- visualised the leadership needs of emerging Asian economies, but they also preserved a global perspective. The ISB is committed to its role in creating such leaders through its innovative programmes, outstanding faculty and thought leadership.

Since its inception in 1998, ISB has utilised its knowledge and expertise to engage with business, government and society, and contributed to the welfare and development of the community. Health care management has evolved into a dynamic and complex field with an ability to churn various employment opportunities as the industry continues to grow. ISB has rigorously promoted education, research and development of healthcare management.

**"Be the change You wish to see in the world"**

— MAHATAMA GANDHI

### OUR MISSION

To promote inclusiveness and spread knowledge on healthcare industry, business practices and processes within ISB community.

To establish, foster and encourage relationships among ISB students, alumni and industry professionals.

### OUR INITIATIVES

The Healthcare Club at ISB organizes several initiatives to promote the clubs mission:

- Educating ISB students & alumni about career development & advancement opportunities in the Healthcare, Pharma and Biotech Industry. Promoting:
  - Speaker Sessions by Industry Leaders
  - Internal Speaker Series
  - Healthcare Electives jointly Wharton Business School
- Supporting ISB students and alumni in their efforts in finding Healthcare, Pharma and Biotech industry positions including networking opportunities among students with entrepreneurial or VC-related interests.
- Increasing awareness of ISB as a premium institution



for healthcare sector for nurturing talent in new venture formation, marketing, consulting and banking.

- Building a repository of up-to-date Knowledge in Healthcare, Pharma and Biotech for use by students and alumni

- Organizing activities and workshops for providing students and alumni hands-on-experience and knowledge of the industry. More specifically:
  - Case Sessions
  - Panel Discussions
  - B-School Competitions

- Site-Visits to Leading Companies
- Shadow-a-CEO Sessions

### Key Focus Areas:

Healthcare Delivery (Hospitals, Clinics etc.)  
 Biotechnology, Pharmaceuticals, Medical Device ,  
 Healthcare IT, Venture Capital in Healthcare,  
 Consulting in Healthcare, Investment Banking in Healthcare

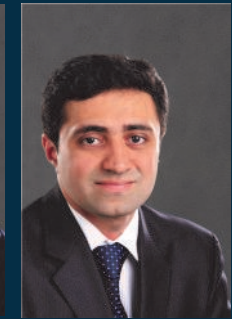


**Dr. Sundeep Reddivari**  
President

## CORE TEAM



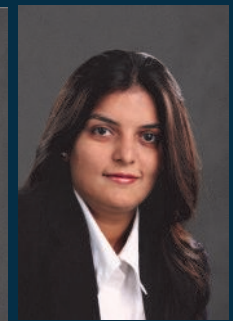
**Mohit Soni**



**Dr. Maulek Desai**



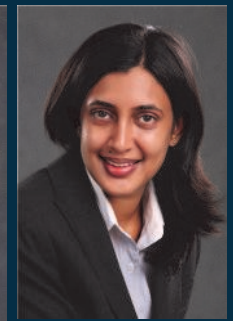
**Dr. Manjot Kaur**



**Komal Gurnani**



**Navneet Sharma**



**Dr. Aarthi Rao**



**Priyanko Basu**



**Abhinav Jain**





# About Healthcare Club Members

## THE CORE TEAM

### Dr. Sundeep Reddivari, President

Sundeep is a Dental Surgeon from M.S Ramaiah and has a MHA from IIMB. He has worked in the operations domain at Columbia Asia Hospital.

### Mohit Soni, Club Secretary & Events Manager

Mohit, from IIT Bombay, manages his 350 bed super specialty corporate hospitals as part of his family business in Rajasthan.

### Maulek Desai, PlaCom Representative

Dr. Maulek has worked across the industry, he has developed Public Private Partnership models in HIV care programme in Mumbai, started a social entrepreneur venture to form self help groups of the PLHAs by providing vocational training and microfinance.

### Aarathi Rao, Coordinator- Healthcare Delivery

A doctor from Bangalore Medical College, Aarathi has worked across the spectrum of healthcare delivery public & private. organizations - such as Columbia Asia Hospitals.

### Navneet Sharma, Coordinator- Pharma & Med. Dev

Navneet has over three years of experience as a research associate with Genentech Inc. She has worked closely with the US FDA and as a team member in strategic business development.

### Manjot Kaur, Knowledge Initiatives Coordinator

A former naval medical officer, Manjot managed multiple Healthcare Centres in the navy. She was awarded 'Woman of the Year 2008' by the Nirmittree, an NGO.

### Komal Gurnani, Coordinator- Ancillary Medical Industry

A senior applications engineer with 4.5 years of experience in IT product and Application maintenance specifically for Healthcare ERPs

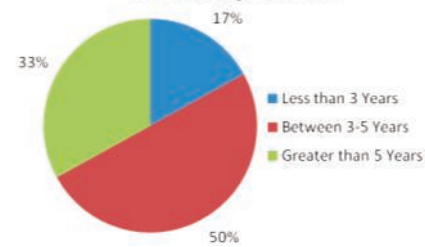
### Priyanko Basu, Coordinator-Current Events

Priyanko is a post graduate pharmacist with 4 yrs experience in market research (IMS Health) and consulting (McKinsey) in Sales & Marketing

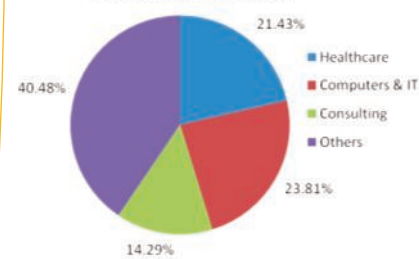
### Abhinav Jain, Coordinator-Healthcare Events

Abhinav has around four years of experience in Business Development & Corporate strategy in Technip. He was the Accounts Manager for providing solutions to Pharma Cos.

## Work Experience



## Previous Industry



## HEALTHCARE - SNAPSHOT CLASS OF 2011

No. of members : 44

Average Work Experience: 4.9 years

Less than 3 years = 17%, Between 3-5 years = 50%

## PROFILES OF SOME OF OUR MEMBERS

- Post graduate pharmacist with 4 years market research and consulting experience in sales and marketing domain for top Indian and MNC pharmaceutical and medical device companies in India.
- A UNICEF doctor who was in charge of implementing the HIV care Programme for Government of India in the city of Mumbai.
- IT Projects Leader with just under 6 years of experience in consulting for several major US Healthcare Insurance Companies.
- Management Consultant with 5 years of experience; advised US healthcare provider and insurance companies on strategy and large scale program execution
- A computer Engineer from Delhi College of Engineering, ex-analyst with a leading market research firm, and Director of a pharmaceutical company who was elemental in setting up two pharmaceutical manufacturing plants for his company.
- IT Professional with overall 7.5 years of experience out of which 3 years of significant experience in handling Pre-Sales/Product Development teams in a global medical devices company
- A clinician researcher & epidemiologist with 2.5 years of leading Indian pharmaceutical company

who has developed and conducted clinical trials across different nations

## PREVIOUS CLUB ALUMNI IN THE INDUSTRY

- Global Associate Brand Director, Novartis
- Chief Operating Officer, Apollo Hospitals
- Group Product Manager, Johnson & Johnson
- Senior manager, Specialty Business, Dr. Reddys
- Financial Controller, Group Business Planning & Analysis, Novartis
- Strategy and Operations Consultant, Deloitte Consulting
- General Manager, Corporate Relations, Apollo Gleneagles
- Strategy Planning Manager, AstraZeneca Pharmaceuticals
- Senior Consultant, Ernst & Young
- Senior Consultant, International Finance Corporation

