

SABINE KAPASI, 31 years
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WORK EXPERIENCE

EODB Projects, Delhi | Project Director Nov 2021 - present

- Haemocue - Mass scale serum Hb testing for planning and prevention of anemia. It's a 9 state - wide project spanning several districts.
- MK Labs - Mass level administration of nano - tech based, sub-dermal fortified oil for treatment and elimination of Anemia
- Elsevier - Digitalization of 2.5 lakh FLWs
- Roche - Population scale blood sugar screening for preemptive screening and prevention of Diabetes.

Enira Consulting Private Ltd, Delhi | Founder and MD Dec 18 – present

- Consulted on projects worth > Rs. 300 cr. in sectors like Infrastructure, Healthcare, Pharmaceuticals, and Insurance.
- Am a part of the consultation team for several multi - national corporates, for projects in partnership with state and district level government agencies
 - ARTIST – Digital upskilling and training of FLWs in 22 states
 - 3 Analytics - Analysis of existing primary health data and planning on - ground restructuring of data for Ministry of Health, Saudi Arabia
 - Eris Pharma - Cinta Matic- Helped in developing wellness and care application
 - Easy Gov – Designing innovative AI algorithms to determine and increase success and outreach of existing wellness programs in 4 states in healthcare
 - Bayer pharmaceuticals – Wide scale Cardiac risk assessment and on – ground planning of testing procedure in Egypt
 - IPE Global - Financial structuring of hybrid financing of micro health startups under Indian Health Fund
 - Gocheck- Helped in business development for AI based vision screening for Cataract using smartphone pictures along with remote testing for children
 - DocFliq - AI based stimulatory training and assessment of medical students for TAKEDA Pharmaceuticals for medical colleges in Japan
 - HeapsAI - AI based digital platform which will completely restructure public health insurance

United Nations Disaster Assessment and Coordination | Global Strategy Lead Feb 20 – present

- Worked on Government Advisory on Management of the ongoing Public health pandemic of 37 countries as part of a special envoy during COVID 19 crisis
- Worked on on-ground active resource and strategy planning of health, human resource and security supply chains

K Arogia, Delhi | Business Development and Government Relations consultant Jun 19 – Feb 20

- Helped in establishing projects with the ministry of health and the government of Chhattisgarh Rajasthan and Maharashtra
- Helped in Product Design and establishing post discharge patient management systems with several hospital groups like Fortis, Medanta, etc
- Helped several hospital groups in restructuring their TPA processes and decreasing disallowance by 7%

Navjeevan Hospital Group, Mumbai | Chief Executive Officer May 2017 – Jun 18

- Established the group by re-establishing different specialties in exiting setup
- EBITDA increased by 100% by establishing tertiary care services like dialysis, weight loss therapy, dermatological procedures for image enhancement, Orthopedics, Plastics, NICU, Labor Units, etc

DY Patil Group, Mumbai | Business Development and Higher Education Training Jun 17 – Jun 18

- Was involved in the planning and setting up of health tech incubation
- Set up of higher training programmes for health care executives in technical skill update and leadership

Bloom IVF, Lilavati Hospital, Mumbai | Business Development Manager Jun 17 – Jun 18

- Headed Business Development, Marketing and PR for the Bloom IVF group globally using market analysis and competition study.
- Conceptualized and started Bloom Training Academy and in a year, grew it to 312 students for the 6-month course and 110 students for the one-year fellowship program.
- Negotiated a merger between 2 hospital groups - Siddhivinayak Group and Fortis Bloom Group, resulting in 200% increase in the revenue of Fortis Bloom.

- Established associations with 8 nursing homes as well as several marketing and advertising agencies, increasing patient footfall by 37%.
- Started the Medical Tourism cell through medical camps in several countries and partnerships with agencies increasing direct revenue by 16%.

Navjeevan Elite IVF Center, Mumbai | Center Head

Sep 16 – May 17

- Provided ART counselling which led to patient recruitment and retention.
- Performed procedures like IVF, ICSI, IMSI, Ovum Pick-ups, Embryo Biopsy and PGD-PGS.
- Designed the Standard Operating Protocols for OPD, Lab and OT procedures. Increased business by empanelment with large corporates and other marketing strategies resulting in 110% increase in revenue.

Pratham & Gynotech IVF Centers, Ahmedabad | Senior Embryologist, Business Development

Sep 15 – Aug 16

- Introduced PGD-PGS and trained staff of 60+ healthcare workers in it.
- Designed the course structure of short-term fellowships at Gynotech IVF Center.
- Spearheaded the setting up of the franchises of Pratham IVF Center at 11 different locations.
- Over 500 cases of ICSI with a success rate of 43% with both RI and Narishige manipulators.

World Health Organization | Program Officer

Mar 13 – Mar 14

- Designed healthcare data gathering programs in several states of the country.
- Co-ordinating with the Government of India in implementing state level primary health programs to improve obstetric and mental health.

MSF | Supply Chain Procurement Lead

Mar 13 – Present

- Worked in around 27 conflict regions across the globe to establish base support for incoming team of first responders.
- Organized supply chains and government support in conflict regions of active combatants in short 7-10-day deputations.
- Acted as short-term intelligence liaison in politically unstable government.

EDUCATION

PG Diploma in Public Policy	Ashoka University	2019	3.24 / 4.00
Masters in Business Administration	Wharton School, UPenn	2015	3.11 / 4.00
Fellowship in Clinical Infertility	Cleveland Clinic, Ohio	2012	-
MBBS	Manipal University	2019	65.5% (top 10%)
Fellowship of Business	Harvard Business School		-

INTERNSHIPS AND PROJECTS

US Department of State Fellowship | Global Fellow

Jan 13 – Present

- Became a part of the life - long fellowship for all future education
- Worked with several federal government agencies in the US to develop versatile solution for public service

CM Fellowship | Fellow

Jan 19 – Jun 19

- Extensive review on Mohalla clinics
- Review and analysis of rehabilitation of household servant working for public servants.
- Election study pertinent to key demographics and analysis on election trends.

World Governance Expedition Russia | Delegate

- Foreign Policy delegate with Vision India Foundation working on soft policy initiatives in HealthCare
- Worked on soft policy initiatives in health care with Minister of Health and Higher Education, Russia

Indian Ocean Conference Maldives | Delegate

- Foreign Policy delegate with India Foundation working on soft policy initiatives in HealthCare Aug 19 – Sep 19
- Worked on soft policy initiatives in south east Asian countries

RGMVP | *Research Associate*

Jul 18 – Jun 19

- Study on Economic solutions for sustainable SHGs.
- Working on development of up skilling centres for 1.3 lakh women farmers to induce low cost sustainable farming practices

OFFICE OF THE DISTRICT MAGISTRATE | *Implementation of XaXa committee Report*

Mar 15 – Jun 18

- Assisted the RMNCH+A to design health care solutions utilizing data provided by intelligence firms.
- Used feedback to improve existing tribal health programs in Aurangabad and Nagpur by making policy changes.

CITIZENS FOR ACCOUNTABLE GOVERNANCE | *Political associations for Gujarat elections*

Mar 12 – Dec 12

- Gathered financial data on MPs and MLAs from party offices, journalists and other sources.
- Used the data to map the different allegiances and was in the team designing election roadmaps.

POSITIONS OF RESPONSIBILITY

- Founder, **Phoenix** – a non-profit organization to help organizations achieve self-sustainability, 2011
- Founder, **Medcare India** – Distributes drugs to people below poverty line for free, 2010
- Editor in Chief – Editorial Board, KMC Manipal Student Union, 2009
- President, Student Body, KMC Manipal, 2010
- Head of organizing committee, Summit Manipal, Model UN, Leaders of Tomorrow MMXI

VOLUNTEER WORK

- Prajwala, Screening and Treatment of Sexually Transmitted Diseases, 2008-2013
- VSO, Organized several events and fundraiser, 2012
- SMILE, Sikkim, Surgeon's Assistant, 2011

AWARDS AND ACCOMPLISHMENTS

- Awarded KVPY, 2003 and NTSE, 2005 Scholarships.
- Full Fee Merit scholarship during 4.5 years of MBBS education.