



Goa Institute of
Management



Healthcare
Management
2022-2023

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Prof. Ajit Parulekar
Director, Goa Institute of Management

Message from the Director

GIM began a journey, about a decade back, of setting up cutting-edge verticals in MBA level education. This started with a Health Care Management program in 2013, followed by a Big Data Analytics program in 2018 and a new-age Banking, Insurance & Financial Services (BIFS) program in 2020. The HCM program is now the country's top ranked Health Care Management program and has proven to be a most timely & needed program in the progress of the nation.

The COVID-19 pandemic has wreaked havoc on economies across the world and has tested the resilience of economies and institutions, especially the robustness & dynamism of their Health Systems. The pandemic has brought much needed attention to the Health Care sector in India and has highlighted the need for larger budgetary allocation to health care, to fortify the strength of the Indian Pharmaceutical (and vaccines) Industry, the need to bolster the Ayushman Bharat & PMJAY schemes towards achievement of Universal Health Access, and the importance of new age technologies such as AI, IoT & Data Analytics in solving problems ranging from health care delivery to economic revival.

We at the Goa Institute of Management were able to closely study and monitor the Health Care System as part of the ongoing work our Health Care Management faculty is doing with the WHO and several International agencies in appraising the performance of PMJAY in various states of the country. The GIM HealthCare Management (HCM) program is the country's top Health Care Management program and alumni from this program work with leading Medical Device companies, Hospitals, Pharmaceutical firms, Consultancy & IT firms in their Health Care & Lifesciences verticals and with Governmental & Non-Governmental agencies in the Health Care.

I welcome you to participate in the 2021-22 PGDM-HCM placements process and work with the students from this unique program.



Shawnn Coutinho
Placement Chair

Message from the Placement Chair

Goa Institute of Management has emerged as a leading B-School in India providing best in class management education, delivered using effective B-School pedagogy. At GIM, we believe in nurturing future leaders by providing them operative, practical and theoretical exposure about the industry.

GIM has established its strong brand name in industry, as our students stood strong facing all challenges and proved themselves as the best fit for the organizations. The Healthcare Management Program (PGDM-HCM) is a premier and unique domain specific course and prepares the students with the overall understanding of the healthcare industry. The course exposes the students to public-private healthcare systems, medical device, pharma sectors and the functional knowledge of business, marketing, sales and distribution, consulting among others.

Healthcare is a highly dynamic industry driven by innovation and the course is so designed to prepare the students for the future challenges in technical as well as managerial aspects of the Healthcare Industry. Graduating from healthcare program ensures that the students hit the ground running after being exposed to the nuances of healthcare.

The current batch is enthusiastic, sincere, showing a high-octane willingness to learn and always up for difficult life assignments.

We are enthusiastic about the Industry Connect initiative. We are looking forward to have a mutually beneficial collaboration with organizations such as yours, through multilateral ties such as placements, summer internships, guest lectures (Masterclass-HCM), industry seminars and other initiatives that facilitate student learning and education. Goa Institute of Management will be pleased to associate with your organization and we look forward to building a strong relationship.



Ajay Vamadevan
Healthcare Management Programme Chair

Message from the Programme Chair

The PGDM-Healthcare Management, offered by GIM, is a carefully crafted program for aspirants aiming for managerial positions in the healthcare business. Our healthcare management program was launched in 2013 and is AICTE-approved and NBA accredited. In addition, GIM holds global accreditation from SAQs and is a member of the AACSB.

In the program's first year, a set of mandatory courses create a solid foundation across all functional areas of healthcare management. In the second year, students can opt for their specializations by choosing courses from various electives.

Every course is designed after extensive consultation with industry experts. The students get taught by the best of the faculty, including senior professionals from the industry. The course work extensively uses case teaching to build quality managers with practical orientation. In addition, the students undergo internships at leading business entities in the healthcare business and will be industry-ready by the time they finish the coursework.

Our student exchange program offers excellent opportunities for diverse academic, social, and cultural experiences for students going abroad and those staying on campus through interaction with international students. Apart from the formal coursework, the program creates space for pursuing personal interests, including community service, sports, enhancing individual talents, and building new competencies through student clubs and activities. Thus, our students undoubtedly become the finest budding healthcare managers by the time they finish the course.

Our alumni are placed in all healthcare businesses, governments, not-for-profits, policy think tanks, and research and consulting firms. I wish the 2021-2023 batch all the very best and am confident that they will excel in their career and uphold the pride of their alma mater.

ABOUT GIM

“
*A place where learning
never stops....*”

GIM is among the top business management schools in the country with a strong legacy to be proud of. It was founded in 1993 by Fr. Romuald D'Souza after he had set up XIM Bhubaneswar. He was also the former director of XLRI Jamshedpur. It is a gratifying accomplishment that GIM has been positioned as **one of the Top 4 B-Schools: 'Best for the World' in the Positive Impact Ratings, 2021 for Business Schools, achieving a Level 5 position of Pioneering Business Schools. This achievement recognizes positive social impact and responsible management education.** Our core course offerings are varied and range from Sales & Marketing, Finance, OB & HR, Operations & Supply Chain Management, General Management & Economics. The mission of Goa Institute of Management is to create knowledge & nurture leaders for sustainable business and an inclusive society for India and the world, while also maintaining strong & ongoing commitment to Goa. The faculty at GIM enables a learning environment that ignites the passion to learn and foster a symbiotic relationship with our students. They not just share with the students their experiences and ideas but also imbibe from students the trends of the current generation. Indeed, the faculty at GIM nurtures the upcoming leaders with their knowledge and motivation. In our two year- full time, residential, PGDM program, we direct our energy to focus on quality and excellence to form responsive and responsible leaders. Come, see and experience.



Mission and Vision



MISSION

The Mission of Goa Institute of Management is to develop responsible and agile leaders at the forefront of cutting-edge business practices.



VISION

Our vision is to be a preeminent business school at the forefront of management education and research. We will create transformative leaders focussed on responsible, ethical and sustainable business practices.

Atal Innovation Mission

Atal Incubation Centre— Goa Institute of Management (AIC-GIM) has been set up as a joint venture under the Atal Innovation Mission (AIM) by NITI Aayog and Goa Institute of Management. AIC-GIM is a sector and stage agnostic start-up incubation centre and is open for start-ups across the country. Our Vision is to develop a holistic support system for entrepreneurs either looking to expand or set up their venture in the state of Goa.

AIC-GIM offers:



A state-of-the-art co-working space



Access to startup events across the country through our partner network



Access to industry Investment support



Access to mentoring by subject matter experts



A platform for networking with the growing start-up ecosystem.

ABOUT HCM

(PGDM in Healthcare Management)

The HCM programme has been carefully structured after considering industry needs, existing gaps, and future requirements of the Health sector in India. The courses under the programme are a blend of management and healthcare functions, which makes it an application-based management programme, a concept which is widely prevalent in developed countries. The entire programme is divided into 6 terms (3 in the first term and 3 in the second year). These courses are divided into core courses and elective courses.



GIM Healthcare Management Programme offers courses which cover all domains of healthcare such as



Hospitals



Pharmaceuticals



Medical Devices



Healthcare Financing



Consulting



Public Health



Healthcare IT

Know Your Healthcare Provider

Going beyond classrooms to watch, observe and learn

The Healthcare Management Programme in Goa Institute of Management is not only about teaching the industry domains within the classroom, but it also focuses on developing a practical learning amongst the students. “Know Your Healthcare Provider” is a conceptualized multi-disciplinary approach to understand different domains of healthcare including hospitals, diagnostic centres, pharmaceuticals, medical device industry and public health. Every Thursday the students go for field visits to understand various facets of healthcare delivery. It ensures an extensive exposure where students interact with the various stakeholders to learn about the dynamics of the industry and their unique set of real-life challenges. The industry visits provide an effective learning where students work closely with the organisations in well-structured and analytical projects, applying the learnings of academia.



Give Goa Health

Giving back to society

The Give Goa initiative came into existence in 2011 at GIM. It is an amalgamation of rich learning experience and sensitive outlook. Based on the philosophy of giving back to society through service to the less privileged communities, it helps create knowledge and nurture leaders for sustainable business and an inclusive society for India and the World. In 2013, the initiative was extended to the healthcare management program, the focus being to serve the people of Goa through the healthcare-based initiatives carried out by NGOs and other organizations. Students work in collaborations with these partners through the year in the areas of health awareness, education and promotion thus making a small but significant difference to the society.

Some of the organisations where the students worked to achieve the social outcome are

- Voluntary Health Association of Goa (VHAG)
- Helpage Indiaa
- Human Touch
- Konkan Development Society
- Sangath
- El-Shaddai, Goa
- Sneha Mandir, Goa
- COOJ Mental Health Foundation, Goa



Industry and Corporate Interactions

30th May 2021

Mr. Nirala Kumar

Grant Thornton Bharat LLP
Manager -Public sector
Career in Healthcare Consulting

18th Jun 2021

Mr Navin Hans

B.Braun Group
Vice President
India Pharma and Med-Tech: Why
Should it excite you?

3rd Jul 2021

Mr.Koustav Chatterjee

Frost and Sullivan
Principal Consultant
How to prepare for Consulting Roles
in Healthcare?

3rd Jul 2021

Kunal Ajmera

Tata Consultancy Services
Management Consultant Recording
the Life Sciences Value Chain with
Digital DNA

9th Jul 2021

Surjeet Thakur

Trio-tree Technologies
CEO and Co-founder
Healthcare IT - New Innovation and
Trends

16th Jul 2021

Vineet Shukla

Emcure Pharmaceuticals Ltd
TA Lead India Business
Practices that bring effective
Leadership in the organization

17th Jul 2021

Dr.Garima Malik

PwC India
Principal Consultant
Healthcare consulting: Career ||
Technology || Innovation

18th Jul 2021

Riyaz Desai

Innvant Healthcare Solutions LLP
Founder Director
AI and Digital transformation in
Healthcare

24th Jul 2021

Dr. Purav Gandhi

Healthark Insights
CEO
AI in Healthcare

24th Jul 2021

Mr. Prasant Mohanty

Viveo Health
Director and CEO
Role of Technology in Improving
Healthcare Access

25th Jul 2021

Mr. Govindkantak

Siemens Healthineers
Senior Product Manager
Go to Market Strategy for Diagnostic
Medical Devices

2nd Aug 2021

Dr Promod Kumar

Cadila Pharmaceuticals
Senior Vice president
Sales and Marketing Strategies for
Prescription Drugs

3rd Aug 2021

Mr Gopal Agarwal

Takeda
Head- Market Access, Public Affairs
and Patient Services
Innovative Market Access Strategies
- Steps Ahead to Strengthen Future
Healthcare in India

7th Aug 2021

Harish Rijhwani

Citius
Senior Delivery Manager
Work flow and Operations in a
Hospital

8th Aug 2021

Mukul Bagga

Medicom Health
Managing Director
Commercialization of innovation is
the means to meet unmet needs

14th Aug 2021

Mr Gaurav Mundra

314e-Corp
Vice president- Products and
Marketing
Product Management as a Career
Option for MBA Students

10th Aug 2021

Manoj Kumar

Intas
Cluster Head(Senior Vice President)

25th Aug 2021

Tom Mathews

NTT
Director
Digital Transformation in Healthcare

26th Aug 2021

Ritu Garg

Fortis Healthcare
Vice President
Operational challenges faced by the
hospital sector during covid-19 and
strategies to overcome it

28th Aug 2021

Arun Raj

Shalina Healthcare
Vice President- West Africa
Nuances of Indian and African
Pharmaceutical Industry

29th Aug 2021

Mahendra Rai, Richa Rai

Eversana/IQVIA
senior Director / Pricipal - HEOR
Concepts of Health Economics and
outcomes Research

8th Oct 2021

Ms Preeti Sirohi

Ansell India
Head human resource
Campus to Corporate

11th Oct 2021

Mr Rakesh Chanana

Evolent Health
Managing Director
Payer- Provider Mechanisms - US
Helathcare System

29th Oct 2021

Mr Prakash Maheshwari

Glenmark Pharmaceuticals
Vice- President
Emerging Trends in Healthcare
Industry

14th Nov 2021

Mr Rajarajan S

MGM Healthcare
Chief Operating Officer
Healthcare, Design Thinking & You

18th Nov 2021

Dr Prashant Kumar Singh Chauhan,

Centre for Sight
Director-Operations
Leadership Principles in Healthcare

20th Nov 2021

Dr Biren Chauhan

Sunshine Global Hospital
COO-Operations
Managing P&L (Profit & Loss) in
Hospitals and Role of Healthcare
Leaders

04th Dec 2021

Arjun Dasoondi

Amway
Associate Vice President
Healthcare Leadership -Curative Vs
Preventive

20th Dec 2021

Krishna Gopal

Tech Mahindra
Global Head- Sales Enablement
Being the best version of yourself

21st Dec 2021

Lavneet Kaur Lamba

Alembic Pharmaceuticals
HR-Manager
Trends, Learning & Development post
pandemic in Pharma Industry

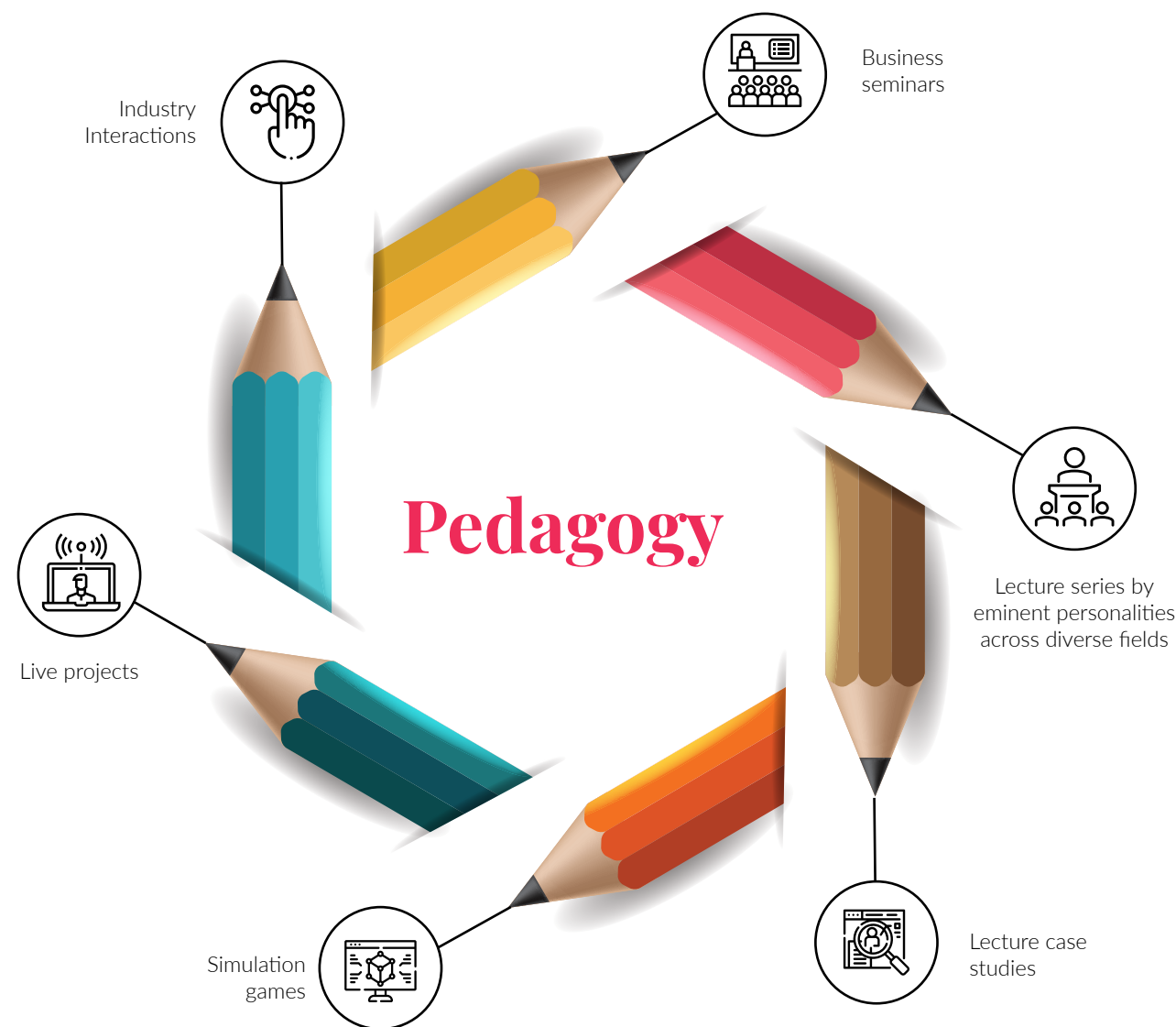
16th Jan 2022

Gajendra Pandit

Bactiguard AB
National Sales Manager
Medical Device Sales and Marketing-
Pre Covid vs Covid Era

Course Curriculum

(New HFI in 3 term, US Healthcare and Public Health Advisory)

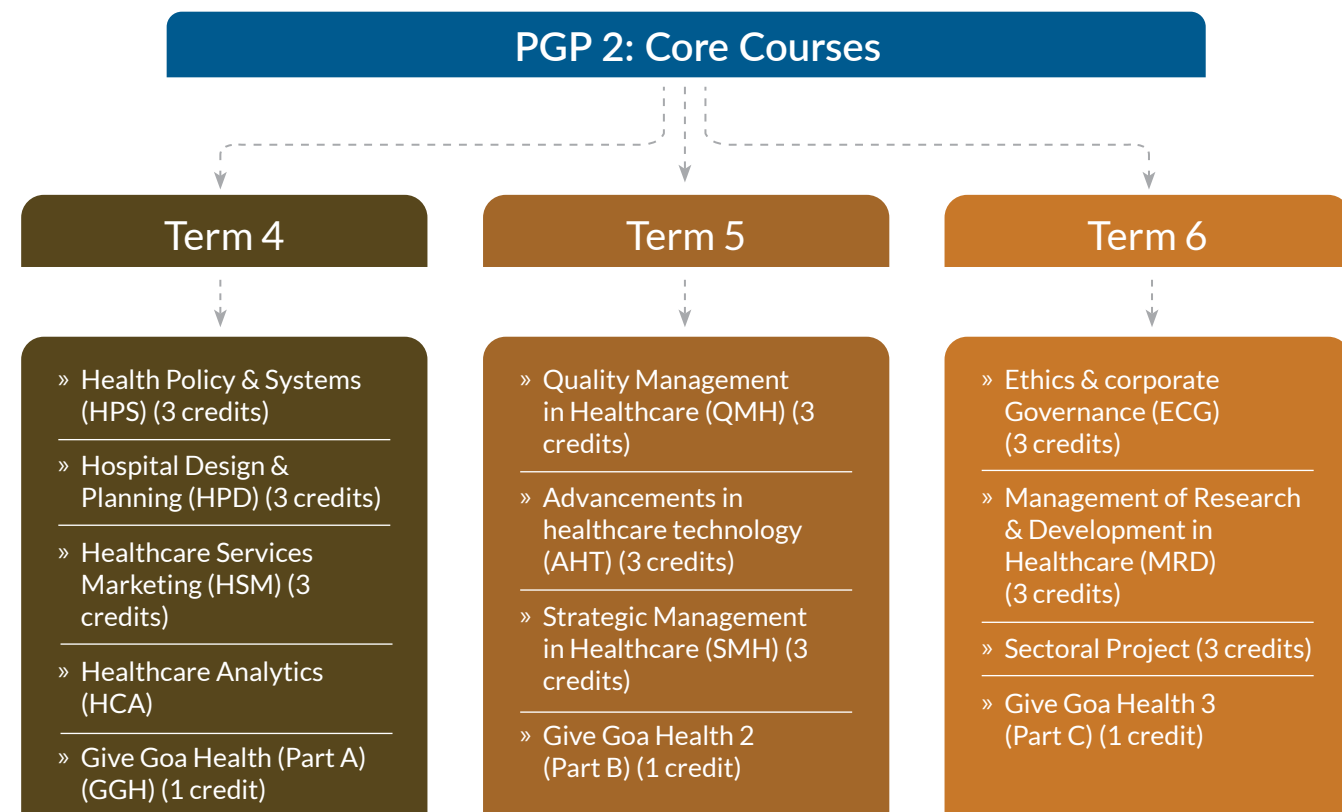
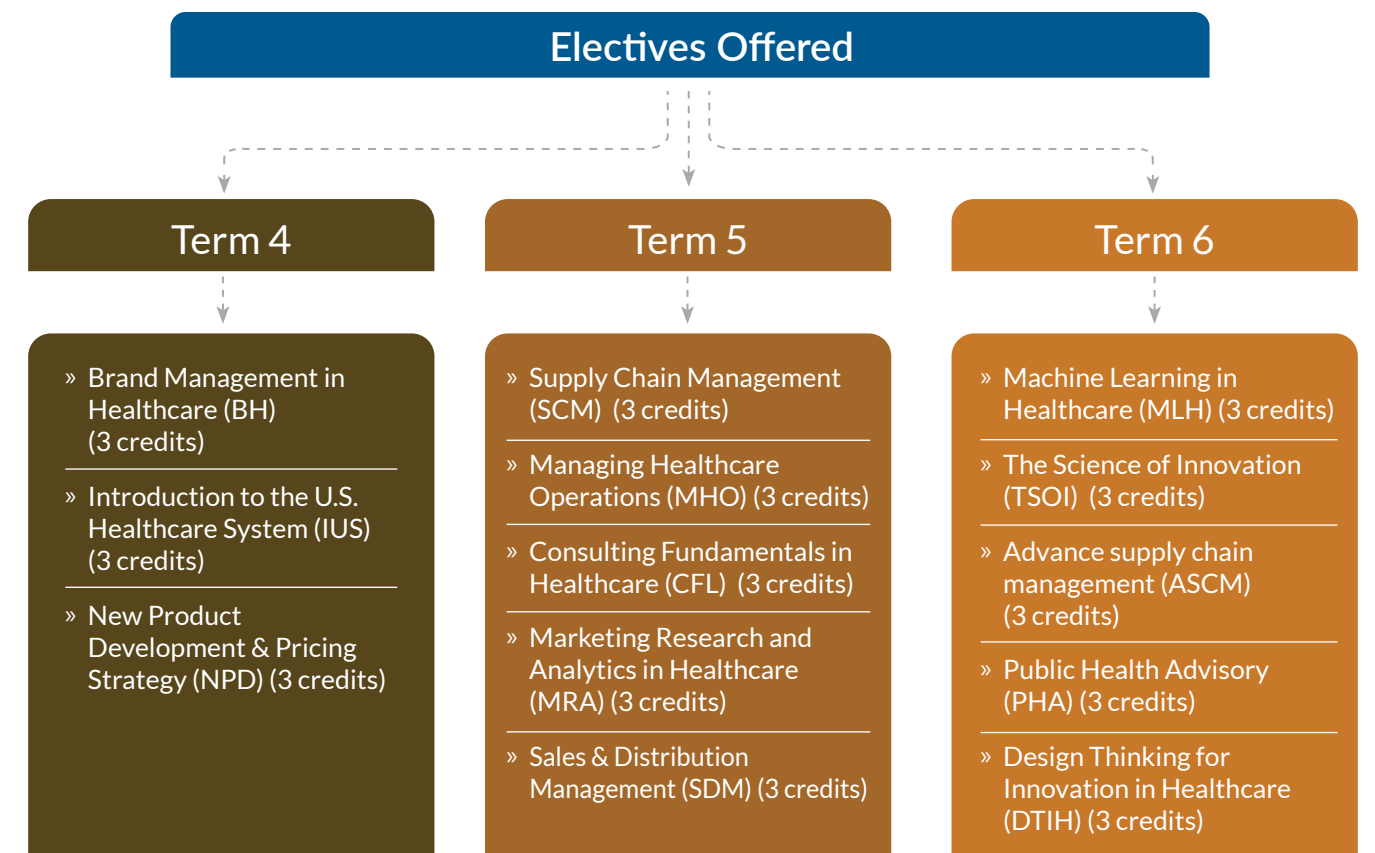
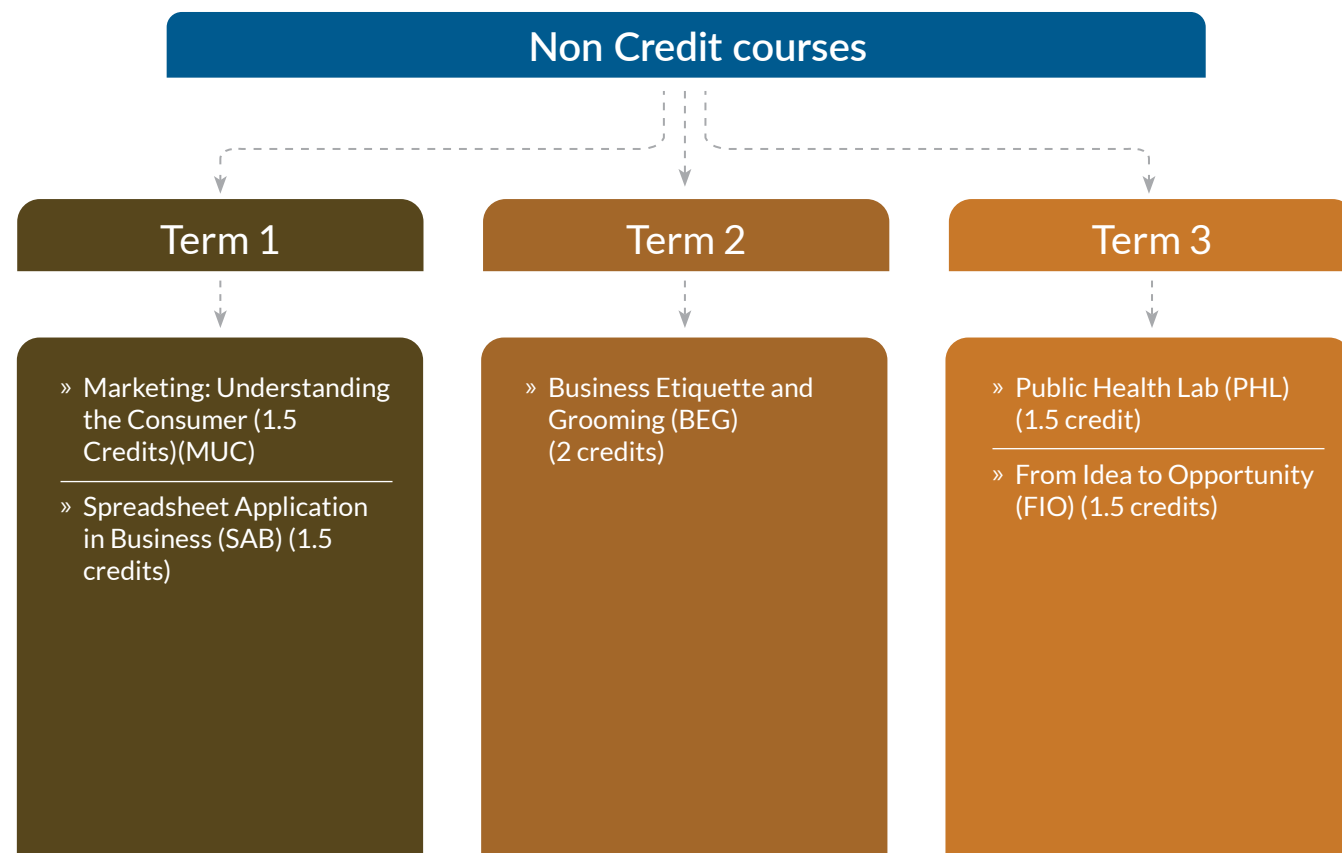


Resources

- CMIE's research and compilations on Mergers and Acquisitions, Business Beacon, Industry Analysis Service, Economic Intelligence Service, Prowess, CapEx, India Trades, Indian Harvest, Alpha, International Economic
- PROQUEST, EBSCO, India Business Insight database (IBID)
- VANS, CAPITALINE PLUS Corporate Database, CRISIL
- Database Tools like SPSS, SA & R
- Simulation worked on: Markstrat

PGP 1: Core Courses

Term 1	Term 2	Term 3
<ul style="list-style-type: none"> » Managing Hospital Services (MHS) (3 credits) » Bio-Statistics (BIOSTAT) (3 credits) » Operations Management and Operations Research (OMOR) (3 credits) » Management Communication (MC) (3 credits) » Organizational Behavior (OB) (2 credits) » Financial Accounting (FA) (2 credits) » Know Your Healthcare Provider – Hospitals (KYHP 1) (2 credits) 	<ul style="list-style-type: none"> » Public Health (PH) (3 credits) » Marketing Management (MM) (3 credits) » Laws and regulations in healthcare (LRH) (3 credits) » Health Economics (HE) (2 credits) » Cost & Management Accounting (COMA) (2 credits) » Human Resource Management (HRM) (2 credits) » Know Your Healthcare Provider – Pharmaceuticals (KYHP 2) (2 credits) 	<ul style="list-style-type: none"> » Research Methods in Healthcare (RMH) (3 credits) » Financial Management (FM) (3 credits) » Pharmaceutical and Medical Device Business (PMDDB) (3 credits) » Healthcare Information Systems (HIS) (3 credits) » Healthcare Financing and Insurance (HFI) (3 credits) » Health Economics (HE) (2 credits) » Know Your Healthcare Provider – Public Health (KYHP 3) (2 credits)



Faculty Profile

Ajit Parulekar

- » **Qualification:**
B. Pharm, M. Pharm (Pharmacology), MBA (Marketing), Ph.D.
- » **Industry Experience:**
5 Years
- » **Academic Experience:**
20 Years
- » **Area of Expertise:**
Branding, Healthcare Financing, Pharmaceuticals
- » **Designation:**
Director
- » **Courses offered:**
Brand Management, Consumer Behaviour, Financing.

Ajay Vamadevan

- » **Qualification:**
MPH, PhD
- » **Industry Experience:**
4 Years
- » **Academic & Research Experience:**
20 Years
- » **Area of Expertise:**
Digital Health, Clinical Decision Support, Non-communicable diseases
- » **Designation:**
Professor & Program Chair
- » **Courses offered:**
Healthcare Information Systems, Advancements in Healthcare Technologies, Data-Driven Healthcare

Arif Raza

- » **Qualification:**
PGDHM, M.Phil., Ph.D
- » **Industry Experience:**
11 Years
- » **Academic Experience:**
6 Years
- » **Area of Expertise:**
Hospital Industry, Healthcare Quality and Accreditation, Hospital Planning
- » **Designation:**
Associate Professor
- » **Courses offered:**
Hospital Planning and Design, Research Methods in Healthcare

Shawnn Coutinho

- » **Qualification:**
Ph.D (pursuing at BITS Pilani), MBA (Marketing), BE (Mechanical)
- » **Industry Experience:**
14 Years
- » **Academic Experience:**
3 Years
- » **Area of Expertise:**
Brand Management, Sales & Distribution Management, Business Consulting
- » **Designation:**
Assistant Professor
- » **Courses offered:**
Healthcare Marketing, Sales & Distribution, New Product Development

Vilasini Devi Nair

- » **Qualification:**
MHA, PGDHPF (Health Economics Policy and Financing, PhD (Health Economics), Fellowship (Health Care Financing).
- » **Industry Experience:**
5 Years
- » **Academic Experience:**
19 Years
- » **Area of Expertise:**
Health Economics, Hospital Administration, Health care financing
- » **Designation:**
Assistant Professor
- » **Courses offered:**
Health economics, Health care financing, Hospital management

Sreerupa Sengupta

- » **Qualification:**
M.A.(Sociology); MPhil & PhD (Women's Studies, Focus Area: Gender, Health and Human Rights)
- » **Industry Experience:**
3 Years
- » **Academic Experience:**
10 Years
- » **Area of Expertise:**
Health Communication; Health and Human Rights; Gender and Development, Monitoring and Evaluation
- » **Designation:**
Assistant Professor
- » **Courses offered:**
Ethics and Corporate Governance

Alekh Gour

- » **Qualification:**
B.E (CSE), M.Tech, Ph.D. (Bioinformatics, NIT Bhopal)
- » **Academic Experience:**
7.5 Years
- » **Area of Expertise:**
Healthcare Analytics
- » **Designation:**
Associate Professor
- » **Courses offered:**
Machine Learning, Healthcare Analytics

Kheya Melo Furtado

- » **Qualification:**
Master of Public Health, Ph.D. Health Sciences
- » **Industry Experience:**
3 Years
- » **Academic Experience:**
7 Years
- » **Area of Expertise:**
Public Health, Healthcare Financing
- » **Designation:**
Associate Professor
- » **Courses offered:**
Health financing, Public Health advisory and lab

Rohit Mutkekar

- » **Qualification:**
Ph.D. (Statistics)
- » **Academic Experience:**
14 Years
- » **Area of Expertise:**
Statistical Inference, Reliability Modelling, Operations Research
- » **Designation:**
Associate Professor
- » **Courses offered:**
Biostatistics, Operation Research

V. Padmanabhan

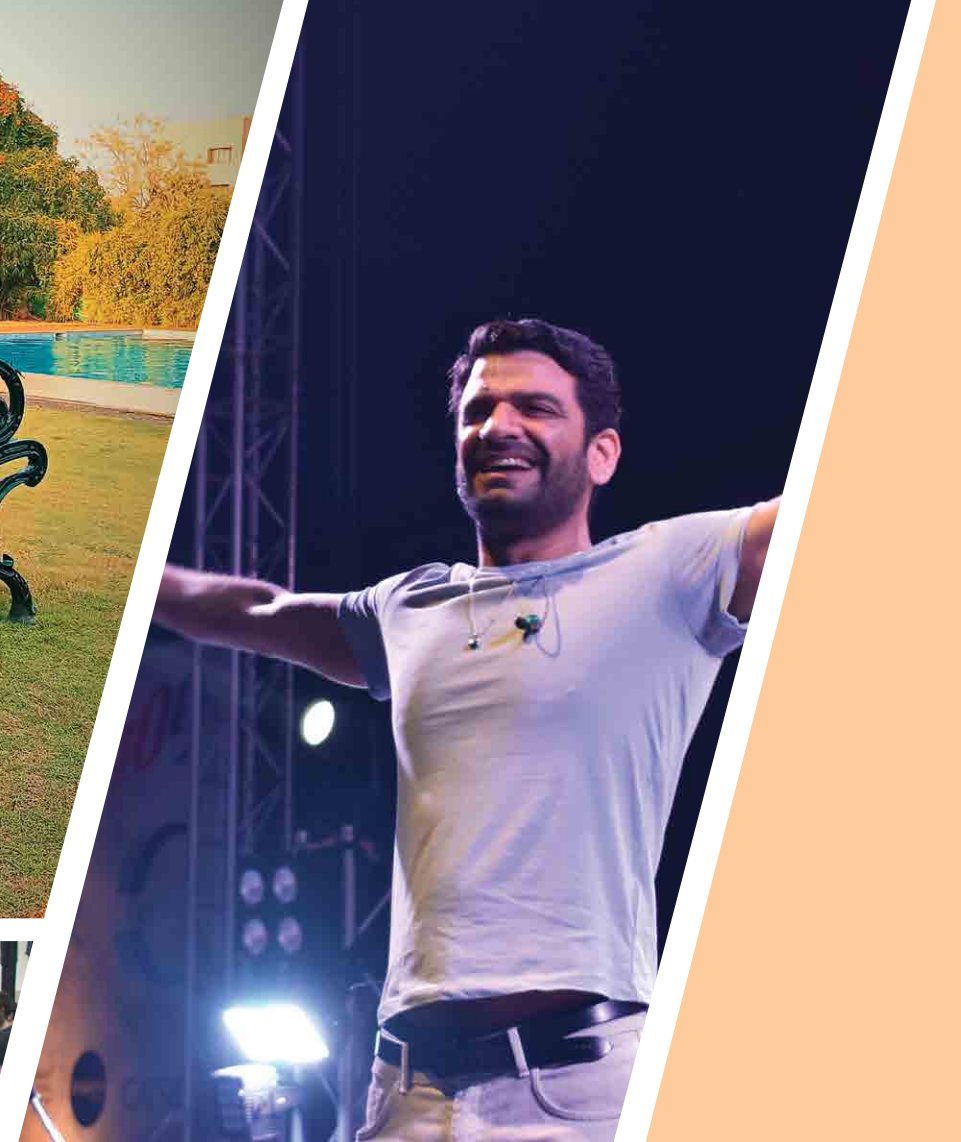
- » **Qualification:**
Ph.D., M.B.A, M.Phil, FDPM (IIM-A)
- » **Industry Experience:**
5 Years
- » **Academic Experience:**
15 Years
- » **Area of Expertise:**
Human Resources Management
- » **Designation:**
Associate Professor
- » **Courses offered:**
Individual behavior, Power and influence in Organization, Conflict Management

Nafisa Vaz

- » **Qualification:**
PGDHCM, PGDCRM, Pursuing PhD
- » **Industry Experience:**
7 Years
- » **Academic Experience:**
5 Years
- » **Area of Expertise:**
Healthcare Marketing, Operations and Branding
- » **Designation:**
Research Associate
- » **Courses offered:**
Know Your Healthcare Provider, Introduction to Hospitals, Service Marketing

Devasheesh Mathur

- » **Qualification:**
B.Tech, M.Tech (IIT Bombay); FPM (Public Policy), MDI Gurgaon
- » **Industry Experience:**
3 Years
- » **Academic Experience:**
3 Years
- » **Area of Expertise:**
Healthcare Innovations, Health Policy, Public Health
- » **Designation:**
Assistant Professor
- » **Courses offered:**
Innovation Strategy, Public Health, Healthcare Delivery and Distribution



Year Highlights



GOA INSTITUTE OF
MANAGEMENT
Presents



**3RD ANNUAL HEALTHCARE
MANAGEMENT CONFERENCE**
 Futures Thinking in Indian Healthcare
 MODE: VIRTUAL | DATE: 22ND JANUARY 2022

SPEAKERS AND GUESTS

Dr. Sohail Inayatullah
 UNESCO Chair in Future Studies at the Sejahtera
 Centre for Sustainability and Humanity,
 International Islamic University, Malaysia

Dr. Ashutosh Raghuvanshi
 Managing Director and Chief Executive Officer,
 Fortis Healthcare

Dr. Anupam Sibal
 Group Medical Director, Apollo Hospitals Group

Dr. Om Manchanda
 Managing Director, Dr. LalPathlabs

Mr. Sanjiv Navangul
 Managing Director and Chief Executive Officer,
 Bharat Serums and Vaccines Limited

Sandeep Makkar
 Managing Director, Johnson and Johnson
 Medical India

Mr. Milind Thatte
 Managing Director, Procter & Gamble Health
 Limited

Mr. Anjan Bose
 Founding Secretary General, NATHALTH
 Former President, Philips Healthcare &
 Consumer Lifestyle

Dr. Krishna Reddy
 Country Director - Access Health International

Ms. Sharanya Chandran
 Associate Director, Policy J-Pal, South Asia

Mr. Amit Mookim
 Managing Director, IQVIA South Asia

Mr. Vivek Srivastava
 Chief Executive Officer, Healthcare at
 Home

Dr. Ramjee Pallela
 Chief Operating Officer, AIC-CCMB

Mr. Rahul Patil
 Founder, Martech Solutions

Dr. Prabal Vikram Singh
 Country Director (India and
 Bangladesh), Oxford Policy Management

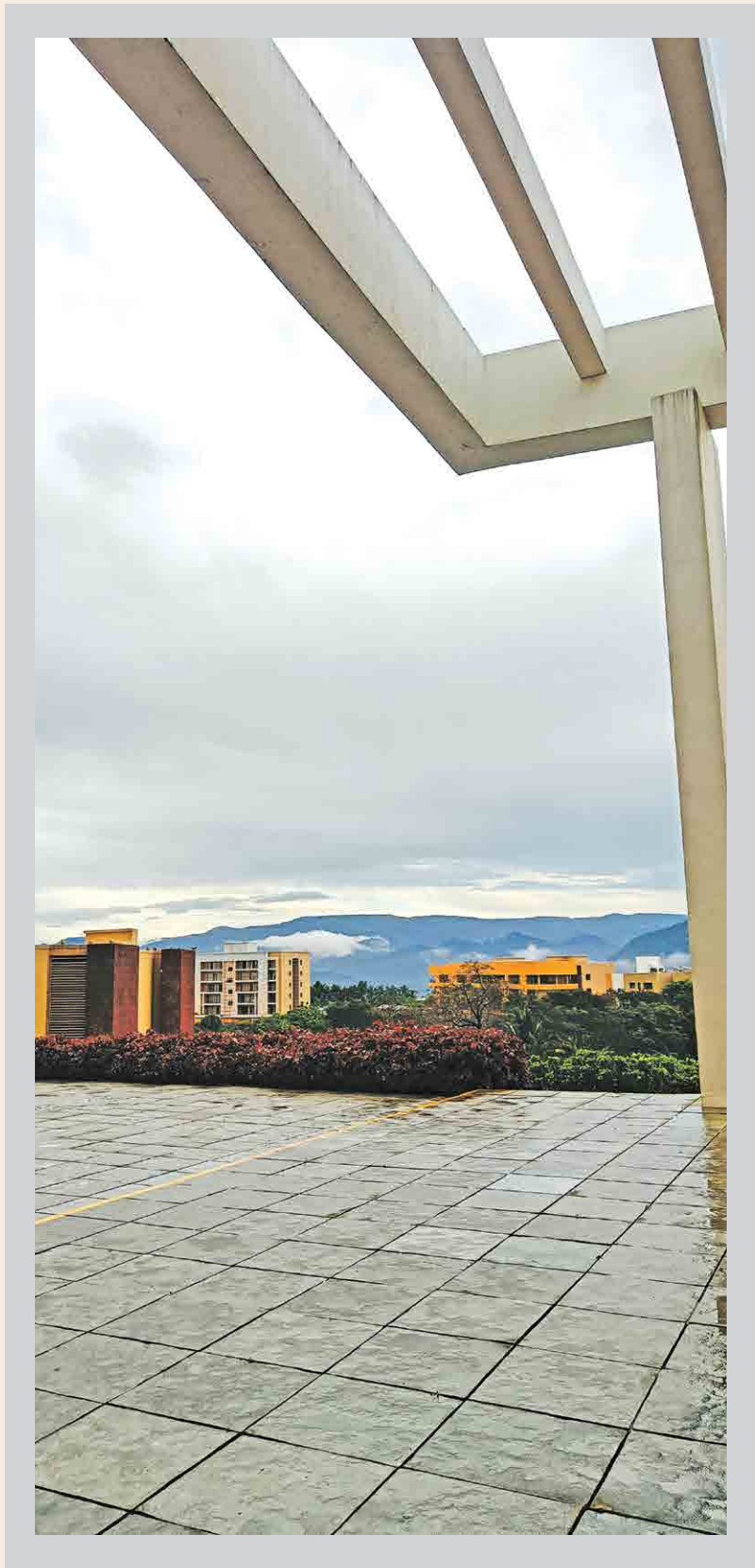
Dr. Rana Mehta
 Healthcare Industry Leader Partner, PwC,
 India




REGISTER NOW: bit.ly/GIMConference

3rd Annual Healthcare Management Conference


The 3rd Annual Healthcare Management Conference provided opportunities for deliberations, reflections, and ideations on the topic, 'Futures Thinking in Indian Healthcare'. The conference witnessed a confluence of the brightest and most experienced minds in polity and industry who engaged in critical discussions on health policy, governance, finance, technology, and various other major verticals of the healthcare system.


The keynote address and the three-panel discussions that were held provided a platform to the delegates and audience to discuss and strategize on how to make the healthcare system resilient along with re-visioning the model of healthcare in the industry.








in honoured collaboration with
 The Pascoal and Maria Menezes Panel Discussion Series
 presents to you the 25th series on
 "Rethinking Diabetes with MedTech"
 as part of the
 Diabetes Awareness Month
 by Goa Institute of Management


 DR. KISHNA NATARAJ
 VP - MARKETING &
 COMMUNICATIONS, FITTERBIT


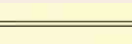


 DR. R.A. MALIK MOHAMED
 CO-FOUNDER & GLOBAL VP,
 TWIN HEALTH


 DR. AYUSH CHANDRA
 DIABETOLOGIST
 FOUNDER, MYCEAN HEALTH



 DR. ARUN RAZA
 MODERATOR
 PROGRAM CHAIR,
 HEALTHCARE MANAGEMENT - GIM

**DIABETES
AWARENESS
MONTH**

30TH NOVEMBER
 11:00 A.M - 12:30 P.M
 MS TEAMS

IN COLLABORATION WITH
**27th Pascoal and Maria Menezes
Panel Discussion Series**
 ORGANISED A WEBINAR



TOPIC: ORGANISATIONAL RESPONSIBILITY AND
 MENTAL WELLBEING OF EMPLOYEES

Pascoal & Maria Menezes Panel Discussion Series

Prabhaav in collaboration with the Pascoal & Maria Menezes Panel Discussion Series organized webinars on relevant topics such as "Rethinking Diabetes with MedTech", "Fighting Covid 19- Omicron and Appropriate Behavior" & "Organizational responsibility and Mental Wellbeing of employees". The student community has also been active in driving the conversation around the technology revolution in healthcare by inviting panel discussions on Remote Patient Monitoring and Care for Diabetes.





Healthcare Management, GIM in collaboration with
 AIC-GIM Foundation invites you to

HEALTHCARE HACKATHON
 13 - 15 JANUARY 2022

-Inviting **Healthcare Startups** with solutions to
 enhance **Universal Health Coverage**.

-Top 3 Startups will get Access to Market,
 Access to Finance, and Access to Talent from
 AIC-GIM Foundation.

Last Date to Apply-
10th January 2022

This Hackathon is being organized as part of the
 3rd Annual Healthcare Management Conference
 Theme -Futures Thinking in Indian Healthcare
 (21-22 January 2022)

Healthcare Hackathon

Healthcare Hackathon organized by Healthcare Management, Goa Institute of Management (GIM) in collaboration with AIC-GIM Foundation as a part of the 3rd Annual Healthcare Management Conference-Futures Thinking in Indian Healthcare (21-22 January 2022) Invited Healthcare Startups with Solutions to enhance Universal Health Coverage to showcase and pitch their Solutions to prominent corporates, investors, and jury members.

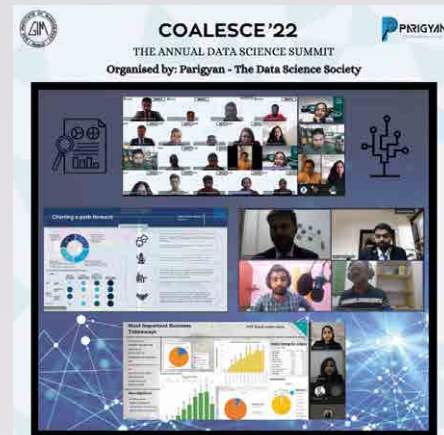


TEDxGIM

TEDxGIM is an independently organized TED event by Goa Institute of Management.

'Who CreaTED Thought?' was the theme of the event. The speakers enlightened the audience with their expertise and experience from various fields.

Ms Trupti Karjinni, Founder and CEO of Blue Pine Arts spoke about her entrepreneurial journey and how sometimes not focusing on perfectionism is the key to succeeding. Dr Rita Jairath, bodybuilder and fitness expert educated the audience about body positivity and confidence. Mr Rahul Nainwal, Social Entrepreneur, Design Thinker, and the Co-Founder of iVolunteer, elucidated on the importance of upliftment of the underprivileged. The event also witnessed mesmerising performances from Ms Mrinalini Nair, a Dance Movement Therapist and Mr Sadakat Aman Khan, a Hindustani Classical and Fusion Musician.



COALESCE '22

The Data Science Society of GIM hosted 'Coalesce 2022', the Annual Data Science Summit. The three-day educational expedition was filled with interactions, events, and competitions. It featured interactive talk sessions and panel discussions with industry experts who shared their perspectives on artificial intelligence and data science.

Coalesce 2022 also conducted Pratyaksh - The Data Visualisation competition, a national-level event in which teams attempted to simplify, present, and interpret the data sets.



Samriddhi Business Symposium

Samriddhi - The International Annual Business Symposium was an event that invigorated the ideas of business in the students of GIM.

It tested the business acumen of participants from different parts of the world. The event hosted distinguished speakers from across the board to educate the students about the business world and life in its entirety.

It also involved interacting with students from different colleges, a plethora of interactive speaker sessions and case study competitions.



Bootcamp

Mecca - The Marketing Club of GIM organised the 8th edition of Bootcamp this year. Eight teams were provided with a platform to battle for the most coveted throne of 'The Best Marketeer of GIM'. The teams buckled up and went the extra mile to showcase their innovative ideas in front of the august jury members to showcase their case-study and problem-solving skills.

Summer Solstice

The 'Summer Solstice 2021-22' organized by the Student Alumni Relations Cell is one of the most anticipated competitions amongst the students of PGP-2. The competition recognizes the best internship project and awards the students with the prestigious Gold Medal. The event, held in a hybrid mode, was not only fruitful for PGP-2 but also for PGP-1. While the participants presented their work to the distinguished alumni panelists, it provided substantial knowledge and insights to the junior batch who were about to begin their internship journey.

Centres for Excellence



Centre for Excellence in Research (CER)

CER is a faculty-initiated activity to promote and foster a culture of research with clear objectives to build a culture of research, facilitate an environment that fosters research, encourage faculty members to engage in high-quality research, imbibe research-driven pedagogy that nurtures critical thinking among students and be known among the management community as a thought leader. ●●



Centre for Social Sensitivity and Action (CSSA)

CSSA has been created to promote social responsibility among organizations, promote social responsibility among students of GIM through service to less privileged communities and contribute to the local and national community. ●●



Centre for Excellence in Sustainable Development (CESD)

CESD is an initiative to create and collate knowledge about environmental sustainability through articles, opinions as well as commentary from experts in the area. With its quarterly newsletter "Sustainability Horizon", it brings forth a few challenges that we are facing and at the same time attempts to look at possible environmentally sustainable solutions for the same. ●●



Atal Incubation Centre (AIC)

The Atal Incubation Centre at Goa Institute of Management was inaugurated by the honorable Chief Minister Dr. Pramod Sawant, on 26th February 2021. This was followed by the unveiling of four programs; We-nurture, River, (S4S)3, and iMAGIC. These programs are targeted at improving investment strategy and sustainable practices in start-ups, along with supporting women entrepreneurs. ●●



Centre for Creativity, Innovation and Design Thinking (CCIDT)

CCIDT has been established with the objectives to shift attitudes leading to innovative thinking thereby making students see solutions when none seem to exist while developing students' multiple intelligence using the arts. ●●



Centre for Entrepreneurship Development (EDC)

EDC has been established with the aim to foster the spirit of entrepreneurship among students and also providing students with the opportunity to learn about entrepreneurship and the entrepreneurial process while developing entrepreneurial attitudes and capabilities. ●●



Centre for Public Policy

Centre for Public Policy aims to sensitize the GIM student community towards the current problems that India faces in the area of public policy and endeavors to make a small improvement in the state of affairs along with the government. The Centre offers a platform in learning from veterans of the domain and thus facilitates interactions between the GIM community & veterans through interactive sessions with government officials and bodies, government projects and internship opportunities in the public policy domain and publications. ●●

Clubs in GIM

MECCA

Making all marketing dreams come true, MECCA - The Marketing Club of GIM is one of the oldest clubs associated with the institute. Mecca imparts concepts of marketing and creates passion for the sector through various events and interactions throughout the year. GIM WIZBIZ, the club's most significant endeavor, is India's largest student organized corporate quiz. It attracts participation from renowned quizzers from all over the country.



THE STUDENT PUBLIC RELATIONS CELL

The Student PR Cell represents Brand GIM to the world "as it is" without any hyperbole. It is responsible for connecting GIM with other b-schools and colleges across the country with regards to events and competitions, managing GIM's presence on social media and handling the official GIM merchandise. Also serving as the Admissions Committee, it is the first point-of-contact for outside students in search of Quality Management Education

SARC

Student Alumni Relations Cell acts as a bridge between the alumni and students and faculty of GIM. They work round the year to acknowledge the achievements of alumni,, host them on campus for experience sharing sessions, have GIM summer meets and finally assist them in all other alumni endeavours. They also conduct the Grand Alumni Meet every year to reminisce the time spent by our beloved alumni on the campus.



RIBANDAR TALKS

Initiated at the beloved old (Ribandar) campus of GIM; Ribandar Talks is the club that hosts industry leaders and business professionals to conduct talks at the campus. Resolute about carving out a fully rounded personality in every GIMite, Ribandar Talks invites various international ambassadors, CXO corporates, and motivational speakers from top tier companies to deliver inspiring and enthralling talks covering various domains and topics. This in turn gives students the much-needed exposure in helping them put their best foot forward.



I3

The Industry- Institute- Interaction club is dedicated to providing students the platform to engage in various live projects with leading organizations and helping them give quality solutions to the industry. The fields range from marketing and branding to data analysis and risk strategies.



HRiday

HRiday - The HR club of GIM is primarily known for the extensive involvement it has with the student and faculty community of GIM. Right from their flagship event 'Anveshan', the HR business symposium of GIM to various case study competitions, they organize a plethora of events like knowledge sharing sessions, industry mentorship programmes, workshops and blood donation camps throughout the year.

E-CELL

The Entrepreneurship Cell of GIM jolts the entrepreneur in every student. They have tied up with Atal Incubation Centre to boost start-ups in and outside GIM. Organising various competitions and events that propel the business outlook of students, E-cell keeps the entrepreneurial spirit alive on campus.

Testimonial



Reema Barretto
2018-2020
Area Sales Manager
Johnson & Johnson

Having completed my Bachelor's degree in Life Science & Biochemistry and worked in Sales and Marketing with a giant pharmaceutical organization, I was certain about pursuing a career within the Healthcare Industry. In order to learn the intricacies of the Healthcare Ecosystem, build relevant skills and competencies to advance my career, I decided to pursue my Master's in Healthcare Management. That's where the HCM course at Goa Institute of Management came into the picture. Given that the structure of the program is an amalgamation of Management and Healthcare courses, it was a perfect fit for me! The program has an interesting and engaging pedagogy inclusive of lecture series, case studies tailored to understand the domain of healthcare, project work, on field experience with KYHP, interactions with industry leaders, etc. Also, the diversity of the batch fostered peer learning.

To be specific, the Medical Device course sparked my interest in how advanced Medical Technologies are changing the trajectory of healthcare consumption and production. Further, it helped me to have a smooth transition into the MedTech Industry. Apart from building technical knowledge and competencies, I would urge the incoming batch to leverage the opportunities provided by student bodies in order to nurture soft skills, such as communication, effective team work, decision making, people management, etc. which largely helps one to maneuver through leadership roles. Best wishes to the incoming batch.



Ashutosh K Mishra
2017-2019
Channel Strategy
Zimmer Biomet

GIM was a very formative period in my life. It taught me that my values and essence may be steadfast, but my purpose and branding may need to flex as I advance in life. The diverse teachings and interactions with my Professors at GIM set the foundation for the real-time problem solving I'm doing now. Each student at GIM has a different area of expertise or experience, and we're leveraging those backgrounds to make the group function together better than anyone of us could on our own and GIM did a great job of teaching me how to do that. It gave me the ability to see what people are capable of if you give them the chance.

Through my volunteer experiences at GIM, KYHP & Give Goa, I recognized that people are always a priority, whether it's family, friends, or a complete stranger.

GIM has been the opportunity of a lifetime, and even that is an understatement. A big shout out to all my Professors, Friends and ALL Non-Teaching staff for their support throughout.

One never knows where life may lead us, but I do know that GIM takes it to great places.



Arpit Ahuja
(2015-2017)
Manager-Business Solutions
Straive

GIM has helped me a great lot with its PGDM-HCM course. By the end of my Bachelors in Dental Surgery, I realised I do not want to get into clinical practice but it being a one way path gave me no other options. When I learnt about the healthcare management program at GIM I was intrigued and entering it turned out to be a great decision for me. This course presented myriad of career options and today I work in the business development stream of the corporate IT sector.

There's so much to learn in the course, not just the functional knowledge but the soft skills as well which help a great deal in the corporate world. With its unique courses it helps you learn how the things work in the healthcare sector and what challenges they face, and also provides with an opportunity to give back to the society, which also helps in the volunteering spirits at the corporate CSRs.

With so many insights, learnings from industry experts, various extracurricular activities and extreme dedication from the faculty, the experience at healthcare management course was amazing.



Akshay Ashtikar
(Batch of 2013-15, PGDM-HCM)
Group Product Manager
Abbott India Limited

GIM- HCM (the Healthcare Management Programme) has been truly instrumental in providing me a platform and being my launching pad in the business world. The two year journey was a turning point in my life. We were encouraged to question, to think out of the box, challenge ourselves and come up with simple though extremely effective solutions. I learnt life lessons of perseverance, passion, and hard work from the faculty members.

The campus life was an enriching experience of trust-based relationships and path breaking management lessons. I am indebted to GIM for the positive learning experience, the nurturing of the belief that we could bring about constructive and productive changes in the world outside. This helped to mould me into a better human being and enabled me to play a leading role in my career today.

I entered the campus as an eager, incredulous student, dreaming about making a life for myself. I left the campus as a confident, enthusiastic young man completely believing in myself and my potential.

Thank you GIM and the dedicated, stellar faculty members for motivating countless students like me to aim for the stars!



Akshita Rout
2019-2021
Associate Consultant
Infosys

Having completed Economics Honors, I preferred to choose a more holistic route to fulfil my passion for the field of healthcare. The PGDM- Healthcare Management course at GIM has provided me with a comprehensive understanding of the healthcare industry and a platform to prove myself at every step throughout the 2 years. Little did I know that the healthcare sector has so many different streams to work with.

Apart from the course curriculum, the interaction with industry leaders and healthcare professionals, guest lectures, peer-to-peer learning as well as a hands-on experience in handling complex healthcare projects as part of KYHP, have taught me the essentials of the healthcare industry even at the grassroot level. As part of my summer internship, I got an opportunity to work as a Patient Value Intern at one of my dream companies. It was a beautiful experience filled with immense learning and networking. As an avid researcher, I also got a chance to polish my research skills and execute the same. The domain knowledge and industry insights I possess today help me stand out from the rest of the crowd. I am extremely grateful to my mentors and peers at GIM who supported and helped me to nurture into the individual that I am. As a GIMite, I truly believe in the motto- "Learning never stops", and wish to implement the same for the rest of my life and keep growing with every passing day.

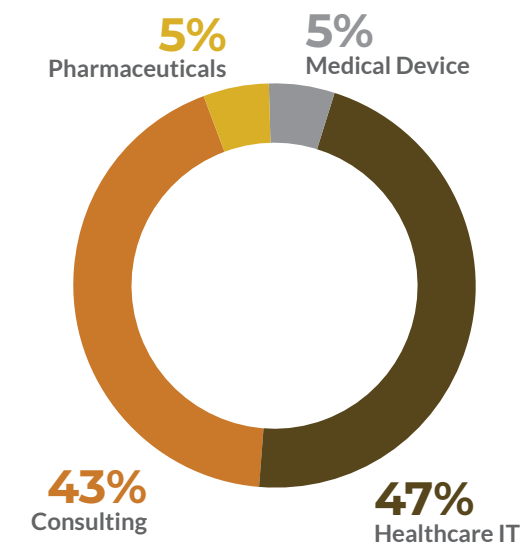
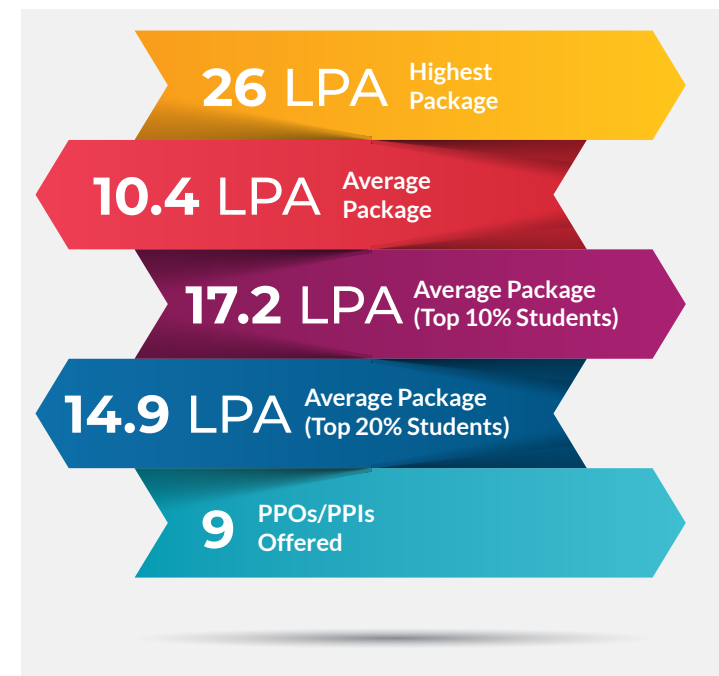


Harshit Arora
2017-2019
Project Leader
Bain & Company

I remember when I decided to pursue MBA, I had multiple options to choose from and narrowing down to GIM was not a tough choice at all. GIM undoubtedly provides "best-in-class" healthcare management program, which exposes you to multiple sectors of the healthcare industry, expert network and great job opportunities. But that's not where it ends, GIM completely transform you as an individual for your own good. A perfect mix of students from various academic backgrounds, geographies and cultures makes you a part of a bigger diverse group, which I feel is very important to excel in this era of globalization. I will always be grateful to everyone who has been a part of my journey at GIM and influenced me to be a better human being, both on professional and personal fronts.

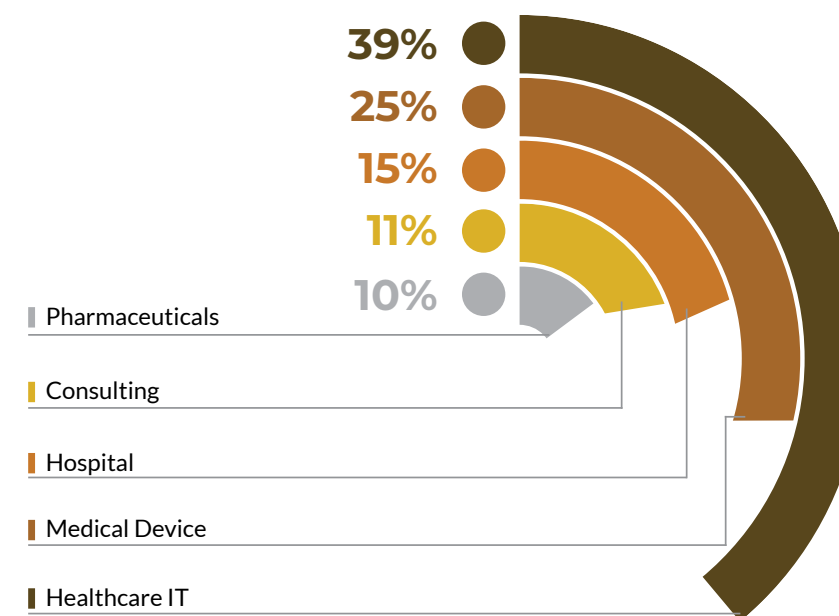


Placement Report 2021-22



Summer Internship

Batch 2021-23



INR 3,00,000
Highest Stipend

INR 63,305
Average Stipend

Our Recruiters

Prominent First Time Recruiters



Strengthened Recruiters



Student Profile



Aastha Gaur

26 years

- ◆ **Background:** B.H.M.S.
- ◆ **Work Experience:** 6 months
- ◆ **Summer Internship:** Teleradiology Solutions
- ◆ **Project Title:** Brand Management and Market Research

[linkedin.com/in/draasthagaur](https://www.linkedin.com/in/draasthagaur)



Aayushi Kasodariya

23 years

- ◆ **Background:** B.Sc in Cardiovascular Perfusion Technology
- ◆ **Work Experience:** (3 months, Lilavati Hospital and Research Centre)
- ◆ **Summer Internship:** Terumo India Private Limited
- ◆ **Project Title:** Opportunity Assessment in Thoracic and Abdomen custom device market

[linkedin.com/in/aayushikasodariya](https://www.linkedin.com/in/aayushikasodariya)



Abhishek Gumber

23 years

- ◆ **Background:** B.Pharm
- ◆ **Work Experience:** 12 months, Kumar Bros.
- ◆ **Summer Internship:** Blue Berry Pharma Advisory
- ◆ **Project Title:** To study Probiotics (INTEBACT), Omega-3 (KRIMEGA) and carry out a competitive landscape and prepare strategy to launch by conducting surveys from Physicians and Pharmacies.

[linkedin.com/in/Abhishek-Gumber12](https://www.linkedin.com/in/Abhishek-Gumber12)



Agniv Basu

24 years

- ◆ **Background:** M.Sc. in Biotechnology
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Johnson & Johnson Surgical Vision
- ◆ **Project Title:** Omnichannel Market Research for Intraocular Lens in NCR Delhi

[linkedin.com/in/agniv-basu-](https://www.linkedin.com/in/agniv-basu-)



Akshat Sharma

22 years

- ◆ **Background:** Bachelors in Commerce (B.Com.)
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Teleradiology Solutions
- ◆ **Project Title:** Market Research for expansion in African and APEC countries

[linkedin.com/in/akshat-sharma22](https://www.linkedin.com/in/akshat-sharma22)



Aman Gandhi

25 years

- ◆ **Background:** B.D.S
- ◆ **Work Experience:** 9months, Vasta Bioinformatics Pvt. Ltd.
- ◆ **Summer Internship:** Johnson & Johnson
- ◆ **Project Title:** Innovative Go To Market Model: Pilot Testing and Analysis for CARTO 3

[linkedin.com/in/dramangandhi](https://www.linkedin.com/in/dramangandhi)



Aman Tayal

27 years

- ◆ **Background:** MBBS
- ◆ **Work Experience:** 11 months, Maharaja Agrasen Medical College, Agroha
- ◆ **Summer Internship:** Prescient Healthcare Group
- ◆ **Project Title:** To support research on ongoing projects in the I&I Team

[linkedin.com/in/dramantayal](https://www.linkedin.com/in/dramantayal)



Apurv Mehta

22 years

- ◆ **Background:** B.Sc in Biochemistry and Biotechnology
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Johnson and Johnson Vision
- ◆ **Project Title:** Omnichannel Market Research for Intraocular Lens in Delhi

[linkedin.com/in/apurv-mehta](https://www.linkedin.com/in/apurv-mehta)

Student Profile



Archana Sharma

27 years

- ◆ **Background:** Bachelor of Dental Surgery(B.D.S)
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** KareXpert Technologies Pvt. Ltd.
- ◆ **Project Title:** Implementation of Advanced Hospital Information Management System(HIMS) at Gulf Specialized Hospital.

 [linkedin.com/in/dr-archana-sharma](https://www.linkedin.com/in/dr-archana-sharma)



Archi Jain

22 years

- ◆ **Background:** Bachelors in Hospital Administration
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Artemis Hospitals
- ◆ **Project Title:** Factors affecting Purchase intentions of consumables, implants and medical equipment's in hospital

 [linkedin.com/in/archi-jain03](https://www.linkedin.com/in/archi-jain03)



Ashwin Shivakumar Menon

25 years

- ◆ **Background:** B.Tech in Food Technology & Management
- ◆ **Work Experience:** 23 months, Tasty Bite Eatables Ltd.
- ◆ **Summer Internship:** Terumo India Private Limited
- ◆ **Project Title:** Assessment of Indian injectable aesthetic market for Terumo

 [linkedin.com/in/ashwin-s-menon](https://www.linkedin.com/in/ashwin-s-menon)



Bhanupriya

24 years

- ◆ **Background:** B.Sc in Biotechnology
- ◆ **Work Experience:** 7 months, Aerobridge Immigration and Educational Services
- ◆ **Summer Internship:** Johnson & Johnson
- ◆ **Project Title:** Market Assessment and Launch Strategy

 [linkedin.com/in/bhanupriyagupta/](https://www.linkedin.com/in/bhanupriyagupta/)



Carina Cedric Castello

28 years

- ◆ **Background:** Masters in Prosthetics and Orthotics
- ◆ **Work Experience:** 22 months, Endolite India Limited
- ◆ **Summer Internship:** Teleradiology Solutions
- ◆ **Project Title:** Talent Acquisition (Managing the candidates employment cycle)

 [linkedin.com/in/carinacastello](https://www.linkedin.com/in/carinacastello)



Chhavi Rai

26 years

- ◆ **Background:** B.D.S
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** KareXpert Technologies Pvt. Ltd.
- ◆ **Project Title:** Implementation of hospital information management system at HCL Hospital

 [linkedin.com/in/chhavirai](https://www.linkedin.com/in/chhavirai)



Dayashankar Rout

24 years

- ◆ **Background:** BTech. in Computer science
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** GCS Medical College, Hospital & Research Centre
- ◆ **Project Title:** Operational issues in the implementation of PMJAY: An examination of the current situation in GCS Medical College, Hospital & Research Centre

 [linkedin.com/in/dayashankarrou](https://www.linkedin.com/in/dayashankarrou)



Mrinalini

24 years

- ◆ **Background:** Bachelors in Homoeopathic Medicine & Surgery
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Blueberry Pharma Advisory
- ◆ **Project Title:** Market Research

 [linkedin.com/in/mrinaliniparashar](https://www.linkedin.com/in/mrinaliniparashar)

Student Profile




Satnam Singh Vadval

27 years

- ◆ **Background:** B.A.M.S (Bachelor of Ayurvedic Medicine and Surgery)
- ◆ **Work Experience:** 21 months, Healing Hands Clinic
- ◆ **Summer Internship:** Morepen Laboratories Ltd
- ◆ **Project Title:** To identify new business opportunities and generate leads based on desk study for Morepen's range of APIs for Bangladesh, Jordan, Pakistan, Saudi Arabia markets.

 [linkedin.com/in/drsatnamsingh333](https://www.linkedin.com/in/drsatnamsingh333)



G Pooja Chowdhary

25 years

- ◆ **Background:** B.D.S
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Johnson & Johnson
- ◆ **Project Title:** Launch of Stelara


 [linkedin.com/in/Dr-G-Pooja-Chowdhary/](https://www.linkedin.com/in/Dr-G-Pooja-Chowdhary/)




Gunjan Singh Verma

26 years

- ◆ **Background:** B.Tech (Civil engineering)
- ◆ **Work Experience:** 36 months, Amazon India Pvt. Ltd.
- ◆ **Summer Internship:** Phoenix Compliance
- ◆ **Project Title:** Design UI/UX for Doctor Alliance Backoffice Website for Desktop and Mobile


 [linkedin.com/in/gunjansverma](https://www.linkedin.com/in/gunjansverma)




Jishnu Basu

27 years

- ◆ **Background:** B.Com Hons. in Accounting & Finance
- ◆ **Work Experience:** 36 months, BMC Electroplast Pvt. Ltd.
- ◆ **Summer Internship:** Phoenix Compliance
- ◆ **Project Title:** Design UI/UX for Doctor Alliance backoffice website for desktop and mobile

 [linkedin.com/in/jishnu-basu](https://www.linkedin.com/in/jishnu-basu)




Kajal Ubaid

23 years

- ◆ **Background:** Bsc. Tech Medical laboratory technology
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Artemis hospitals
- ◆ **Project Title:** Comparative studies on the level of customer satisfaction depending on the mode of payment (TPA, government schemes, OOP) and Impact of social media on branding and business developm


 [linkedin.com/in/Kajalubaid](https://www.linkedin.com/in/Kajalubaid)



Kajol Mittal

24 years

- ◆ **Background:** B.D.S.
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** KareXpert
- ◆ **Project Title:** To determine and understand how the implementation of EMR/EHR module in TTD hospital has helped streamline their process and make data management efficient.

 [linkedin.com/in/dr-kajol-mittal](https://www.linkedin.com/in/dr-kajol-mittal)




Kanika Choudhary

27 years

- ◆ **Background:** B.Sc. Life Science
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Artemis Hospitals, Gurgaon
- ◆ **Project Title:** Formulation of Marketing Strategies


 [linkedin.com/in/KanikaChoudhary2802](https://www.linkedin.com/in/KanikaChoudhary2802)



Keerti Reddi

25 years

- ◆ **Background:** B.Tech in biotechnology
- ◆ **Work Experience:** 7 months , Amazon development centre India Pvt.Ltd
- ◆ **Summer Internship:** Phoenix Compliance
- ◆ **Project Title:** designing UI/UX for doctor alliance backoffice website for desktop and mobile

 [linkedin.com/in/keerti-reddi](https://www.linkedin.com/in/keerti-reddi)

Student Profile



Komal Singh

24 years

- ◆ **Background:** B.Sc. in Zoology
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** KareXpert
- ◆ **Project Title:** Digitalization of complete operational flow of Vamsi and Lenin hospital

[linkedin.com/in/komal-singh1596](https://www.linkedin.com/in/komal-singh1596)



Maitri Aswal

24 years

- ◆ **Background:** B.A. in Political Science, Public Administration, English Literature
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Syllis Technologies
- ◆ **Project Title:** Develop an Appropriate Sourcing for Hospital Furniture in B2G Business

[linkedin.com/in/maitriaswal](https://www.linkedin.com/in/maitriaswal)



Moksha Boricha

26 years

- ◆ **Background:** Bachelor of Dental Surgery
- ◆ **Work Experience:** 21months, Dr Salunkhe's Dental Care
- ◆ **Summer Internship:** Karexpert
- ◆ **Project Title:** Implementation of (HIMS) Hospital Information Management System for Sir H. N. Reliance Foundation Hospital and Research Centre.

[linkedin.com/in/mokshaboricha](https://www.linkedin.com/in/mokshaboricha)



Needa Rafique

25 years

- ◆ **Background:** B.SC in Biology
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** GCS Medical College, Hospital and Research Centre
- ◆ **Project Title:** To analyze the bottlenecks at the in-house pharmacies of GSC hospital and development of a structured implementation plan for leveraging their operational efficiencies

[linkedin.com/in/needa-rafique](https://www.linkedin.com/in/needa-rafique)



Neha Mishra

25 years

- ◆ **Background:** B.Pharm
- ◆ **Work Experience:** 24 months, IDS Infotech
- ◆ **Summer Internship:** Medtronic
- ◆ **Project Title:** Channels to promote products directly to the end customers

[linkedin.com/in/nehmish29](https://www.linkedin.com/in/nehmish29)



Neha Toshniwal

24 years

- ◆ **Background:** BDS (Bachelors of Dental Surgery)
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Syllis Technologies
- ◆ **Project Title:** Develop roadmap to build NSDC Partnership for Phlebotomist Training

[linkedin.com/in/dr-neha-toshniwal-](https://www.linkedin.com/in/dr-neha-toshniwal-)



Ojas Singh

26 years

- ◆ **Background:** B.Sc. Hospitality and Hotel Administration
- ◆ **Work Experience:** 10months, Oberoi Group of Hotels
- ◆ **Summer Internship:** Johnson & Johnson Vision
- ◆ **Project Title:** Market research for potential business of IOL segment in ophthalmic market

[linkedin.com/in/ojassingh/](https://www.linkedin.com/in/ojassingh/)



Prachiti Narendra Shetye

25 years

- ◆ **Background:** B.PTh (Bachelor in Physiotherapy)
- ◆ **Work Experience:** 27 months, Padalkar Hospital & SICU
- ◆ **Summer Internship:** Stryker India Pvt. Ltd
- ◆ **Project Title:** Winning in Gyne Segment

[linkedin.com/in/prachitishetye](https://www.linkedin.com/in/prachitishetye)

Student Profile



Prajakta Gaurishankar Jirage

22 years

- ◆ **Background:** B. Pharm
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** MGM HEALTHCARE
- ◆ **Project Title:** APPLYING AN EQQ MODEL & ASSESSING ROQ OF LINE A, B, C ITEMS AT MGM HEALTHCARE.

[linkedin.com/in/prajaktajirage](https://www.linkedin.com/in/prajaktajirage)



Prateek Mishra

25 years

- ◆ **Background:** B. Tech in Information Technology
- ◆ **Work Experience:** 14 months, Pandey cement agency
- ◆ **Summer Internship:** Artemis Hospital
- ◆ **Project Title:** MAR AND OT Module implementation

[linkedin.com/in/prateek18](https://www.linkedin.com/in/prateek18)



Priyasha Dasgupta

23 years

- ◆ **Background:** B.Sc in Chemistry
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** KareXpert Technologies Pvt. Ltd
- ◆ **Project Title:** Bridging the existing gaps by the implementation of an advanced HIMS for Sir H. N. Reliance Foundation Hospital and Research Centre

[linkedin.com/in/priyashadasgupta](https://www.linkedin.com/in/priyashadasgupta)



Rahul Roshan Gour

28 years

- ◆ **Background:** B.Tech in Production Engineering
- ◆ **Work Experience:** 23 months , Integrated Natural Farms Pvt Ltd
- ◆ **Summer Internship:** Zeon Lifesciences Ltd
- ◆ **Project Title:** Research, Analysis and streamline the manpower for the growth of Zeon Lifesciences Ltd

[linkedin.com/in/rahul-gour94](https://www.linkedin.com/in/rahul-gour94)



Rakshanda Roy

25 years

- ◆ **Background:** B.com Honors in Finance
- ◆ **Work Experience:** 15 months, Honeywell
- ◆ **Summer Internship:** Healthark Insights
- ◆ **Project Title:** Abdul Lateef Jameel Health - Evaluating the growth opportunities.

[linkedin.com/in/rakshanda-roy](https://www.linkedin.com/in/rakshanda-roy)



Rohini Morey

34 years

- ◆ **Background:** B.D.S
- ◆ **Work Experience:** 58 months, Private Dental Practice
- ◆ **Summer Internship:** Karexpert
- ◆ **Project Title:** Performance Measurement for the rollout of the Doctor Payout Modules in HMIS system and Identifying scope for improvement and effective solutions for the same.

[linkedin.com/in/rohiniorey/](https://www.linkedin.com/in/rohiniorey/)



Rohini GS

22 years

- ◆ **Background:** B.Sc in Biotechnology
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Karexpert
- ◆ **Project Title:** Determine the gaps in data management and analyse the challenges in implementing OP Billing module in TTD hospital

[linkedin.com/in/rohini-gs](https://www.linkedin.com/in/rohini-gs)




Roshan Verma

27 years

- ◆ **Background:** B.D.S
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Camomile Healthcare
- ◆ **Project Title:** Product development

[linkedin.com/in/dr-roshan-verma](https://www.linkedin.com/in/dr-roshan-verma)

Student Profile



Rubanti Sengupta

26 years

- ◆ **Background:** B.D.S
- ◆ **Work Experience:** 5 months, Smile Care Dental Clinic
- ◆ **Summer Internship:** KareXpert
- ◆ **Project Title:** Healthcare Implementation

[in | linkedin.com/in/dr-rubanti-sengupta](https://www.linkedin.com/in/dr-rubanti-sengupta)



Sameer Jagtap

27 years

- ◆ **Background:** B. Pharm
- ◆ **Work Experience:** 34 Months, Cognizant
- ◆ **Summer Internship:** Johnson & Johnson Vision
- ◆ **Project Title:** Market research on potential accounts (ophthalmologists) dealing with premium/imported IOLs in the market, as well as profiling of those Ophthalmologists in the Delhi NCR region.

[in | linkedin.com/in/sameer-jagtap-420](https://www.linkedin.com/in/sameer-jagtap-420)




Sameer Pattnaik

27 years

- ◆ **Background:** Integrated M.Sc in Physics
- ◆ **Work Experience:** 20 months, Infosys
- ◆ **Summer Internship:** Teleradiology Solutions
- ◆ **Project Title:** Operation Work Flow Management

[in | linkedin.com/in/sameerpattnaik/](https://www.linkedin.com/in/sameerpattnaik/)




Saptarshi Mandal

27 years

- ◆ **Background:** M.Sc in Biotechnology
- ◆ **Work Experience:** 31months, Thermo Fisher Scientific
- ◆ **Summer Internship:** Morepen Laboratories Ltd
- ◆ **Project Title:** To identify new business opportunities and generate leads based on desk study for Morepen's range of API's for Japan, Korea, Russia, Turkey.

[in | linkedin.com/in/saptoman](https://www.linkedin.com/in/saptoman)



Sarakshi Sankhla

26 years

- ◆ **Background:** B.D.S
- ◆ **Work Experience:** 3months, Jaipur Dental College
- ◆ **Summer Internship:** Syllis Technologies
- ◆ **Project Title:** Clinical Marketing

[in | linkedin.com/in/dr-sarakshi-sankhla](https://www.linkedin.com/in/dr-sarakshi-sankhla)



Sejal Nikam

24 years

- ◆ **Background:** B. Pharm
- ◆ **Work Experience:** 24 months, Sanofi
- ◆ **Summer Internship:** Johnson & Johnson
- ◆ **Project Title:** Continuum of Care in Patient Journey of Multiple Myeloma.

[in | linkedin.com/in/sejalnikam](https://www.linkedin.com/in/sejalnikam)



Shouvik Ghosh

28 years

- ◆ **Background:** B.Tech in Electrical Engineering
- ◆ **Work Experience:** 65 months, Allscripts India LLP
- ◆ **Summer Internship:** Optum, Inc.
- ◆ **Project Title:** Product Development

[in | linkedin.com/in/shvkgghsh](https://www.linkedin.com/in/shvkgghsh)



Shruti Singh

28 years

- ◆ **Background:** B.D.S.
- ◆ **Work Experience:** 6 months, Dr Hari Mohan Memorial Dental Clinic
- ◆ **Summer Internship:** Phoenix Compliance
- ◆ **Project Title:** To Design the UI/UX of the Doctor Alliance backoffice website for desktop and mobile

[in | linkedin.com/in/dr-shruti-singh](https://www.linkedin.com/in/dr-shruti-singh)

Student Profile



Shubhangi Mandloi

23 years

- ◆ **Background:** Bachelor's in Hospital Administration
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Artemis Hospitals
- ◆ **Project Title:** Implementation of Kaizen on Procurement of materials.

[in | linkedin.com/in/shubhangimandloi](https://www.linkedin.com/in/shubhangimandloi)



Shubhangi Singh

24 years

- ◆ **Background:** B.Com(Hons.) in Marketing
- ◆ **Work Experience:** 3 months, Xciteducation software solutions pvt.ltd.
- ◆ **Summer Internship:** VeePhoenix Compliance Pvt. Ltd.
- ◆ **Project Title:** To design UI/UX for Doctor Alliance backoffice website for desktop and mobile application

[in | linkedin.com/in/shubhangisingh17/](https://www.linkedin.com/in/shubhangisingh17/)




Sonali Vidhate

24 years

- ◆ **Background:** BE Biomedical
- ◆ **Work Experience:** 16months, Intra Medical Systems pvt. Ltd.
- ◆ **Summer Internship:** Phoenix Compliance
- ◆ **Project Title:** To design UI/UX for doctor alliance backoffice website for desktop and mobile

[in | linkedin.com/in/sonali-vidhate](https://www.linkedin.com/in/sonali-vidhate)




Srikanth A

24 years

- ◆ **Background:** B.Tech- Biomedical Engineering
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** KareXpert Technologies Pvt. Ltd.
- ◆ **Project Title:** EMR Implementation in Sanjeevan Hospital

[in | linkedin.com/in/a-srikanth/](https://www.linkedin.com/in/a-srikanth/)



Sumita Maity

25 years

- ◆ **Background:** B.Tech in Computer Science
- ◆ **Work Experience:** 45 months, TCS
- ◆ **Summer Internship:** Teleradiology Solutions
- ◆ **Project Title:** Selecting the most suitable AI based platform for Oncology Clinical Trial Image Analysis using Decision matrix, Assessing its scope and creating a business strategy plan for US Market

[in | linkedin.com/in/sumitamaity/](https://www.linkedin.com/in/sumitamaity/)



Swarnim

27 years

- ◆ **Background:** B.Sc in Cardiac Technology
- ◆ **Work Experience:** 24 months, Christian Medical College and Hospital, Vellore
- ◆ **Summer Internship:** Stryker India Pvt. Ltd
- ◆ **Project Title:** GTM for Premium Trauma Market Assessment

[in | linkedin.com/in/swarnimsmhs/](https://www.linkedin.com/in/swarnimsmhs/)



Taanish Kumaar

25 years

- ◆ **Background:** B.H.M.S (Bachelor of Homeopathic Medicine and Surgery)
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** MGM Healthcare
- ◆ **Project Title:** Determination of reorder quantity and reorder level of line A, B & C items at MGM Healthcare

[in | linkedin.com/in/taanishkumaar](https://www.linkedin.com/in/taanishkumaar)



Trina Das

23 years

- ◆ **Background:** B.Sc in Biotechnology
- ◆ **Work Experience:** NA
- ◆ **Summer Internship:** Healthark Insights
- ◆ **Project Title:** Enterprise Information Management products and services

[in | linkedin.com/in/trina-das/](https://www.linkedin.com/in/trina-das/)

Student Profile



Vagisha Anand

24 years

[linkedin.com/in/vagisha-anand-gim](https://www.linkedin.com/in/vagisha-anand-gim)

- Background: B.A triple major (Political science, Economics, Sociology)
- Work Experience: NA
- Summer Internship: Phoenix Compliance
- Project Title: To deto design the UI of Doctor alliance and the work flow




Vanshika Mahajan

22 years

[linkedin.com/in/MahajanVanshika](https://www.linkedin.com/in/MahajanVanshika)

- Background: B.B.A in Marketing
- Work Experience: NA
- Summer Internship: Camomile Healthcare Ventures
- Project Title: Implementing scalable and sustainable NCD solutions in AP & Telangana.



Vidushi Agrahari

21 years

[linkedin.com/in/vidushiagrahari/](https://www.linkedin.com/in/vidushiagrahari/)

- Background: B. Voc Healthcare Management
- Work Experience: NA
- Summer Internship: Medtronic
- Project Title: Advancing growth and strategizing of an internal program and Capital equipment bundling of new hospitals projects.



Vishwajeet Lal

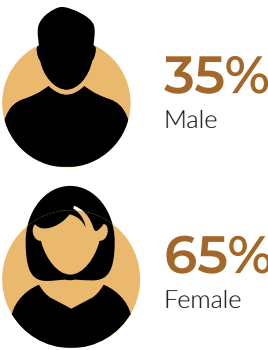
26 years

[linkedin.com/in/vishwajeetlal/](https://www.linkedin.com/in/vishwajeetlal/)

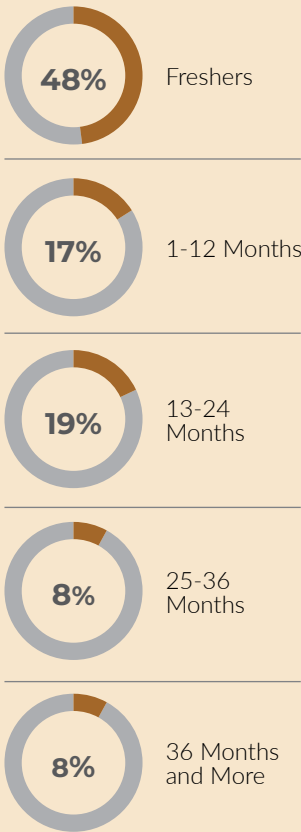
- Background: B.Com. Honours in Marketing
- Work Experience: 47 Months, Sun Pharma Laboratories Limited
- Summer Internship: KareXpert
- Project Title: Challenges faced by the team of KareXpert in implementation of HIMS in IP Billing

Batch Demographics (Batch of 2021-23)

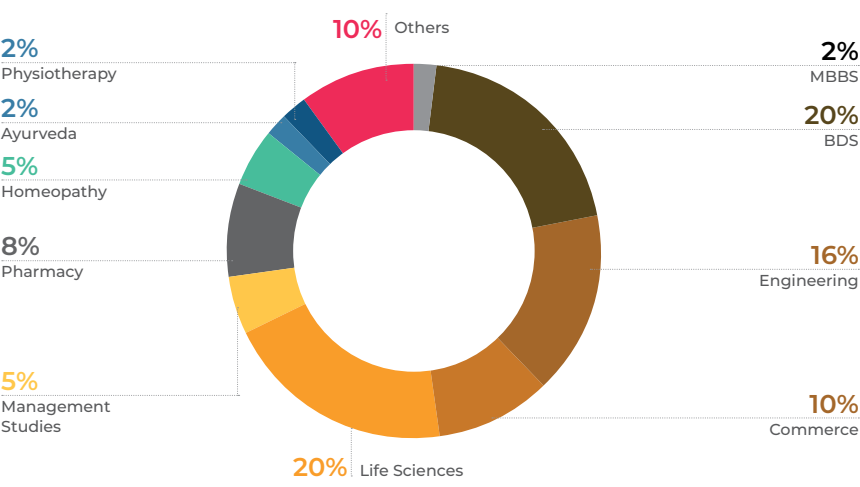
Gender Diversity




Work Experience



Academic Background 2021-23



Corporate Competitions




Quest 10

DISRUPTING THE FUTURE

Meet The Semi-Finalists


Janssen



Team The Interns

GIM Goa

Pooja Chowdhary | Aman Gandhi
Sejal Nikam



Team Optimus Prime

IIM Kozhikode

Joe Daniel J | Shubhiksha Thamodharan
Kriba Sankar

PLACEMENT TIMELINE

01

Placement Policy:
A student can apply to any number of companies, until an offer is made. Once an offer has been made, the student has to accept the first offer. The recruiting organization is required to indicate the preferred dates for pre- placement talks as well as the tentative dates for conducting their final placement process, prior to commencement of the placement season.

02

Pre- placement offer:
Pre- placement offers are made by the organizations after the summer internships based on the student's performance. Pre- placement offers made by the company are to be routed through the placement team only. Any company keen on making a pre- placement offer may get in touch with the placement team.

03

Summer Internships:
As a part of our curriculum, each student takes up a full-time internship with a company for a period of 8-10 weeks, after the completion of the first year of the programme.

Timeline

Activities	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
Pre- Placement Talks			✓	✓	✓	✓	✓	✓	✓			
Summer Internship Process				✓	✓	✓	✓	✓	✓			
Final PlacementProcess				✓	✓	✓	✓	✓	✓			
Industry Campus Connect	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓		

How to reach GIM

The nearest major airport is at Dabolim. Our Sanquelim campus can be reached by taxi/ car. Dabolim airport is well connected to many major cities in India including Bangalore, Chennai, Delhi, Mumbai, Kolkata, Hyderabad, Pune, Ahmedabad. Mumbai and Bangalore are the international airports close to Dabolim; International travellers can connect to Dabolim through Mumbai or Bangalore.



Placement Committee

Placement Chair



Shawnn Coutinho
✉ shawnn.coutinho@gim.ac.in
✉ placement.hcm@gim.ac.in
☎ +91- 98197 89207

Placement Coordinators 2022-23



Ashwin Menon
☎ +91- 9567547822



Apurv Mehta
☎ +91- 8120109486



Shouvik Ghosh
☎ +91- 9748991713



Sejal Nikam
☎ +91- 9082775960



Rakshanda Roy
☎ +91- 8280320935



Vishwajeet Lal
☎ +91- 8871219578





Goa Institute of Management

Poriem, Sattari, Sanquelim, Goa-403505

Tel: 0832-2366705 | Website: www.gim.ac.in