

# Resume/CV

**Dr. Vrushali Khedkar**

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## **TECHNICALSKILLS**

- A phenomenally competent and skilled healthcare expert with broad experience in Healthcare & Education Business in several departments such as Operations, Business Growth, Expansion, Policy Decisions, Strategic Partnerships, Acquisitions Customer Service, Administration, Marketing, and Human Resources.
- Competent Gynecological Surgeon extensively trained and experienced in performing Obstetric & Gynecological procedures, Laparoscopic surgeries & Treating Infertility patients.
- Recognized Teaching Faculty in Surgery by MUHS University

## **PROFESSIONALEXPERIENCE**

### ➤ **CEO (Chief Executive Officer)**

BSPM TRUST' S Health care & Education Division–Hospitals, Clinics, Schools, Medical College.

*March 2016 – Present*

## **ROLES & RESPONSIBILITIES –**

- **Leadership :** Provide visionary leadership that inspires the highest levels of performance in the delivery of health care and business and operational administration at all levels.
- **Medical Staff Relations:** To maintain effective and collaborative relationships with the medical staff and other employees that inspires loyalty, ensures the ability to meet the health and academic needs of the community and advances quality, patient / student safety and patient satisfaction.
- **Operational Management:** Maintain an organized system of management and controls that ensure smooth function of hospital/health/education system operations, timely accomplishment of goals, and physical, financial and human resource viability and success.
- **Quality of Care Services:** Ensure best practice, evidence-based approaches to consistently deliver exceptional, well-coordinated and integrated care that delivers high level outcomes and patient satisfaction.
- **Strategic Planning:** Develops, implement and execute operational plans that ensure timely strategic goal achievement.
- **Partnerships and Negotiations:** Develop strategic partnerships and ensure skillful negotiations that help to position the Trust for success.
- **Financial performance.** Utilizes financial and analytical skills to lead, monitor and take actions that ensure the hospital/health/education system's financial stability and long term success.

- Community Relations: Foster strong community relations and develop collaborative partnerships that advance the interests of the Trust and contribute to the health and well-being of the community/communities served.
- Board Relations: Manage the functions of the hospital/health system in accordance with the direction set by the board of directors/trustees. Inform and advise the Secretary /Trustees on the matters that influence and impact hospital/health/educational activities and their performance.
- Human Resources: Provide leadership that aligns and challenges the workforce, inspires loyalty and promotes fulfillment of the hospital/health system's mission, vision and values.
- Regulatory Compliance: Ensure legal, regulatory and accrediting compliance and represent the hospital/health/educational wings of the Trust in building a strong the cordial relationships with local, state and federal governing agencies

#### *Achievements–*

1. Shown exemplary efficiencies in transforming the Hospital Project from its 9 beds capacity then to the present 400 beds operational status by playing a leadership role in planning designing, equipment planning, staff recruitments , business growth etc
  - Outreach advertising and strategic tie-ups enhanced the number of high-profit treatments by 11%.
  - Collaboration with doctors to accomplish revenue financial goals for all commercial and walk-in pathways.
  - Increased average ticket size by 9% year on year by using optimal conduit and surgical combination.
  - Accountable for the opening of new healthcare facilities, including a new daycare facility, new medical centers, and extended OPDs.
  - Increased hospital EBIDTA by 14% year on year. Lowered the hospital's aggregate consumption of resources by 25% year on year by rethinking the whole consumption process, as well as the asset delivery window of critical assets - beds and OTs - by 20%.
2. Have demonstrated and effectively shown negotiation skills in the procurement of all the necessary permissions from the state, Local Governments authorities for running this hospital project.
3. Have demonstrated financial literacy and knowledge in securing financials from Banks and other financial Institutions at a reduced rate of interest and on beneficial terms for the Trust.
4. The joint-ventures with Medcover Hospitals (Swedish Health Care Group) for tertiary care Hospital of the trust
5. On the Social work front the services rendered as an Obstetrician and Gynecologist in rendering medical and professional skills in performing free surgeries for the needy, downtrodden, poor and underprivileged.
6. Actively participated in conducting free medical checkup and surgical camps for the hospital.
7. Shown strong commitment and firm determination in spearheading against the COVID pandemic which was at its peak in 2020. The Trust acknowledges your team's effort in achieving a good recovery rate of patients up to 98.50% and for running the largest COVID hospital in the region with 300 beds operational.

8. Received token of appreciation from management trustees for working at the hospital for more than 18 hours a day besides acquiring 15 ventilators as a government grant to the Trust's hospital during COVID pandemic.

9. Shown diplomatic and strategic partnership skills in upgrading the Trust School infrastructure and bringing in collaboration of a National brand of Shri Chaitanya competitive examination coaching partner with the Trust's School.

10. Addition of new verticals in Education for the Trust- Like Fashion Designing Institute for Women, Administrative services, medical entrance exam, engineering entrance exam training and Masters of Hospital administration.

11. Teaching under graduate students in Medical College of the Trust and promoting students to participate in various clinical activities outreach clinics and Charitable, Social health care projects in rural areas.

➤ **REGISTRAR IN OBSTETRIC GYNECOLOGY -**

NHS TRUST SEASTLANCASHIRE'S WOMEN AND NEWBORN HOSPITAL

*August 2015 - February 2016*

- Manage outpatients and inpatients under the supervision of specialists and manage surgical patients from admission to discharge.
- Teaching residents, nursing/midwifery staff and medical students
- Attend and actively participate in as many educational activities as possible.
- Comply with, and participate in safety and quality activities within the hospital.
- Promote awareness of and ensure compliance with: clinical and/or corporate governance requirements; and
- Legislative and other regulatory requirements relating to equity and diversity, disability services and occupational safety and health.
- Participate in the maintenance of a safe work environment.
- Participate in an annual performance development review.
- Support the delivery of safe patient care and the consumers' experience including participation in continuous quality improvement activities in accordance with the requirements of the National Safety and Quality Health Service Standards and other recognized health standards.
- Complete mandatory training (including safety and quality training) as relevant to role.

➤ **CONSULTANT GYNECOLOGIST -**

KARAD MULTISPECIALTY HOSPITAL

*August 2014 - June 2015*

***Roles and Responsibilities***

**Clinician**-Experienced, safe & technically adaptable team member in performing Complex advanced Gynecological surgeries.

**Trainer and supervisor**-Supports, trains & mentors junior colleagues.

**Risk manager**- Anticipates risk, recognizes and responds to changes in human factors & information flows.

**Patient advocate-** Promote good practice, learning, transparency & trust, assists investigations.

**Innovator-** Develop and improve services, team and patient experience.

**Team leader and role model-** Establishes cultural norms, and a collegiate approach to care. Adapts leadership style to optimize team performance and create psychological safety.

- Developing statistical reports on births, deaths, and illnesses, as well as vocational assessments of women's medical problems.
- Inform patients on good food, cleanliness, and prevention and treatment; gather and translate vital data; record and test findings; and perform a health check to diagnose a patient's condition.
- Played a critical role in the establishment of the operational and administrative divisions.

➤ **MEDICAL OFFICER AT SUBDISTRICT HOSPITAL, VAIJAPUR.**

*August 2013-July 2014*

***Roles and Responsibilities***

**Contributing clinical expertise to patient care and providing guidance to junior physicians.** Performing administrative duties and risk management. Ensuring the highest standards in patient care are maintained. Verifying complex diagnoses and facilitating treatment plans.

➤ **EDUCATION**

**M.S. (Obstetrics & Gynecology)**

Government Medical College (MUHS Nasik); LATUR, MAHARASHTRA

*September 2010-December 2013*

**M.B.B.S**

Nasik Government Medical College & Hospital (MUHS Nasik); AURANGABAD  
MAHARASHTRA.

*August 2004-February 2010*

**PART 1- MRCOG & MICOGIMA**

*March 2014*

**LANGUAGES KNOWN**

- English
- Hindi
- Marathi