

REVA
UNIVERSITY

Bengaluru, India

Alumni Talk

on

**“From Student to Strategist: My Journey in
Business Development and Healthcare
Growth”**

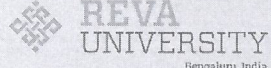

Conducted on 16th April 2025

REVA Business School

Contents

1. School	REVA Business School
2. Program	MBA
3. Type of Program	Alumni Talk – April 2025
4. Brochure and Circular	<input type="checkbox"/> Done ✓ <input type="checkbox"/> Not Done
5. Activity report a. (Include resource person profile)	<input type="checkbox"/> Done ✓ <input type="checkbox"/> Not Done
6. Attendance list	<input type="checkbox"/> Done ✓ <input type="checkbox"/> Not Done
7. Feedback, Analysis and ATR	<input type="checkbox"/> Done ✓ <input type="checkbox"/> Not Done
8. Photos	<input type="checkbox"/> Done ✓ <input type="checkbox"/> Not Done
Program Outcomes	
PO 4 - Business Environment: Ability to understand, analyze and communicate global, economic, legal, and ethical aspects of business.	

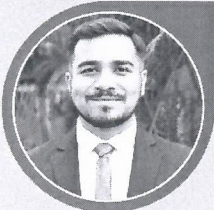
Brochure/Circular



REVA Business School


in association with REVA University Alumni Association
Organises a Alumni Talk on

From Student to Strategist: My Journey in Business Development & Healthcare Growth



Mr. S. Kiran
(Alumnus - REVA Business School)
Business Development Leader
at NM Medical, Bengaluru

Date: April 16, 2025 | Time: 11:00 AM to 12:00 Noon
Venue: Chanakya Auditorium



Resource person details

Mr. S Kiran (Alumnus - REVA Business School)

Designation: Business Development Leader at NM Medical, Bengaluru.

Masters of Business Administration

REVA Business School

2020-22

Mr S Kiran is a passionate learner, drawing insights from both his professional experiences and academic journey. His career began in 2018 as an Inbound Executive at Blue Dart while pursuing his Bachelor of Commerce, balancing work with responsibilities. In 2022, he had the privilege of joining REVA University as an MBA student, specializing in Marketing and Finance. Upon successfully completing his MBA, he re-entered the professional world as a Marketing Executive at Motherhood in 2022. Currently serving as a Business Development Leader at NM Medical, Mr Kiran plays a pivotal role in driving GROWTH. Unlike many business leaders who focus solely on profitability, he has carved a unique path by fostering long-term relationships with clients, vendors, and stakeholders, ensuring sustainable success. His impact extends beyond business development—he has built strong connections with over 100 apartment societies, personally addressing their medical concerns as a trusted healthcare advisor.

Additionally, he has established Network with more than 500 corporate companies, Collaborating with HR teams to enhance employee well-being. A strong believer in PREPARATION over mere PLANNING, Mr Kiran follows the principle of being prepared for the worst rather than just expecting the best. This mindset has honed his skills as an analyst and strategist. Beyond his professional life, while he may not be a poet, he is a dedicated runner by choice, traveller by inspiration and a lifelong learner by passion.

Report

Welcome Address:

A brief welcome address and Profile reading was done by Ms. Lakshmi Priya from 3rd semester MBA at 11.00 am.

Introduction and Acknowledgments:

At 11.00 am, Mr. S Kiran initiated the session by introducing himself to the students and gave a brief introduction about the session.

Session commenced from 11.05 am:

Mr. Kiran began by expressing his gratitude to his alma mater and emphasized the role REVA Business School played in shaping his professional journey. He contextualized his talk within the broader framework of professional growth, drawing connections between academic foundation, industry readiness, and personal development.

The talk was structured around the following thematic areas:

1. Challenges in the Early Career Phase

Mr. Kiran elaborated on the typical hurdles encountered by fresh graduates, including limited industry exposure, skill gaps, and initial rejections. He underscored the importance of resilience, adaptability, and strategic self-improvement during this transitional phase.

2. Progress through Incremental Learning

Using personal narratives, he illustrated how consistent efforts, upskilling, and experiential learning facilitated his gradual rise in the corporate hierarchy. He emphasized that career advancement is often nonlinear and requires persistence and a willingness to evolve.

3. Attitude, Learning, and Relationships

A significant portion of the session focused on attitudinal competencies. Mr. Kiran highlighted three core attributes:

- A positive and proactive mindset
- An openness to continuous learning
- The ability to build and sustain meaningful professional relationships

These, he noted, were instrumental not just in securing opportunities, but also in fostering long-term success.

4. Trends and Opportunities in the Healthcare Sector

Mr. Kiran provided a concise yet insightful overview of the healthcare industry, particularly post-pandemic developments. He touched upon emerging technologies, digital healthcare innovations, and the growing demand for strategic business development roles within the sector.

5. Advice for Aspiring Professionals

The talk concluded with actionable recommendations for students preparing to enter the workforce:

- Stay informed about industry trends and evolving skill demands
- Cultivate soft skills along with domain knowledge
- Embrace failures as learning experiences
- Leverage internships and networking to build early exposure

Q&A session:

- ✓ How to develop job skills?
- ✓ Insights on Career planning.
- ✓ Details about internship opportunities.

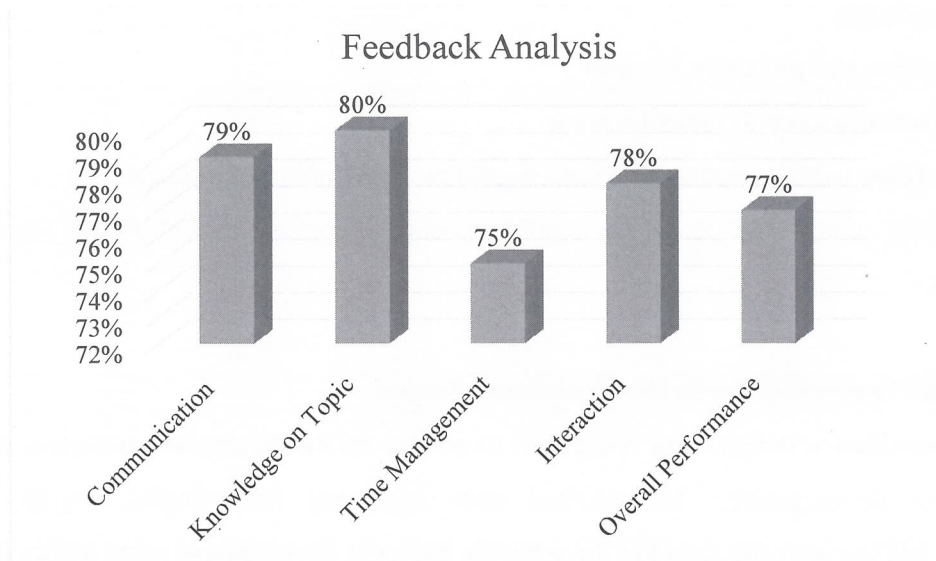
Vote of Thanks:

A vote of thanks was extended, marking the conclusion of the session at 12.10 pm.

Attendance

Collected as Hardcopy. 207 students and 6 faculty members have attended the program.

Feedback



Comments

Great session
All good
Good
Good session
Overall was decent
Overall Good
Overall good
Nothing
Might be improved
It was a very interactive session.
No comments
Good experience
It was good talk
It was session
It was informative. I hope more sessions will be conducted
Excellent
Good
Nothing
Good
Good

Actions Taken Report

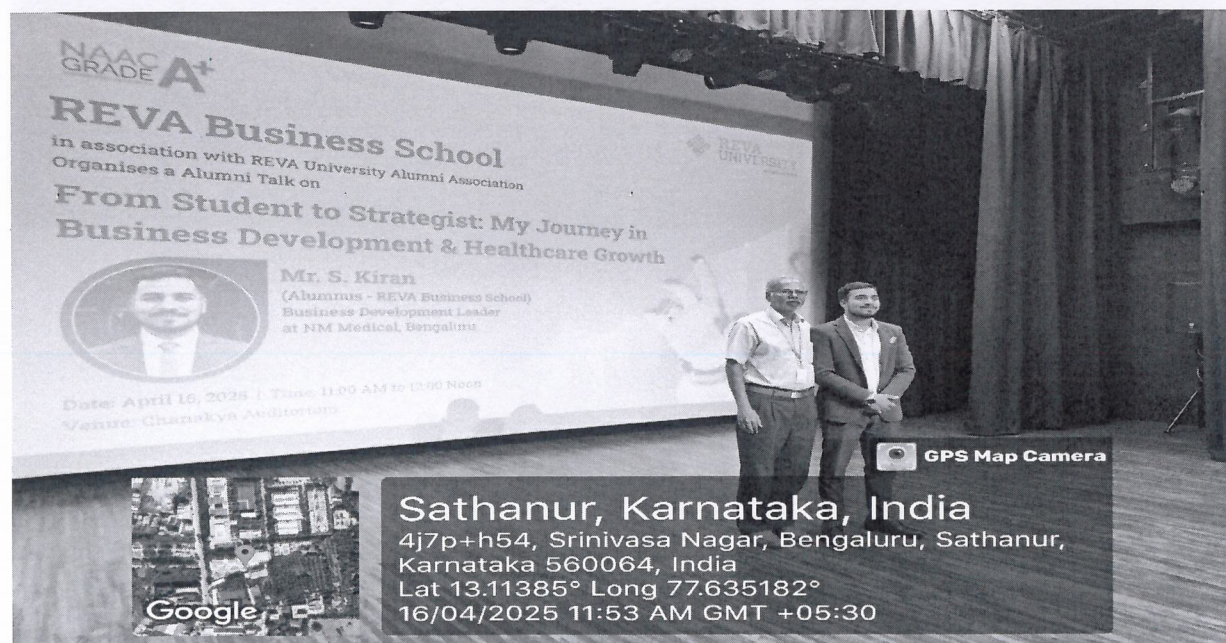
Since overall feedback was good, no action is required for improvement.

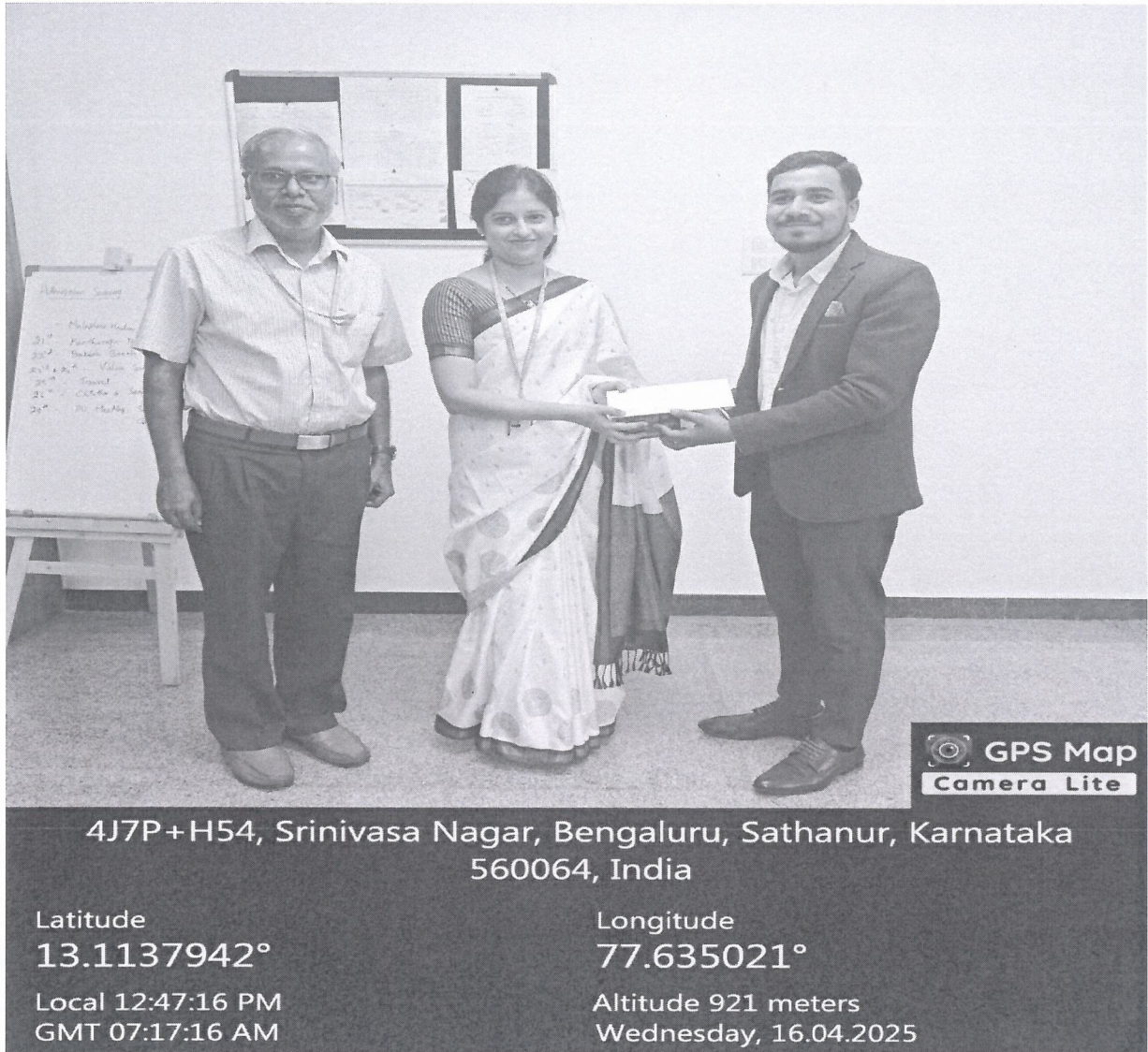
Finance Report (Budget and expenditures incurred)

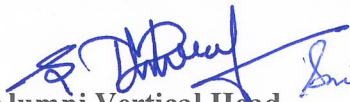
Nil

Photos:








Alumni Vertical Head
REVA Business School


Dean
REVA Business School
REVA University
Rukmini Knowledge Park, Kattigenahalli
Yelahanka, Bengaluru-560 064

