



Summit Bhatia

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Experience

DIGITALDAWAI — Mumbai, India

Jan. 2020 - Present

DIGITALDAWAI is an ecommerce platform that has been building digital eco-system for independent pharmacies.

Head of Operations. Bringing innovation in technology with the help of AI (Artificial Intelligence) to improve patients health outcomes. Planning and executing companies' business model and go to market strategy with the support of companies CEO & COO. Maintaining good relationship with pharmaceutical distributors, pharmacy owners and doctors.

- Raised funds of **USD 1 Million** through foreign investors during MVP (Minimum Viable Product) stage of product.
- Grew company from scratch, right from evaluating business ideas to assembling team of **25 team members** within a year.
- Launched DigitalDawai application in tier 1 and tier 2 cities (**Mumbai, Pune, Ahmedabad & Chandigarh**) within 6 months.
- **Onboarded 200 independent pharmacies within 6 months and brought revenue of Rs 1 Cr. over the platform.**
- Launched first fully automated tele-consultation platform by connecting Pharmacies, Doctors & Patients.

Internship

STEVE MADDEN — Mumbai, India

Founded in 1990, Steve Madden is one of the most iconic brands in footwear from New York City, USA.

Mar. 2016 - Jun. 2016

Head Fashion Consultant. Facilitated day-to-day sales activities at the second largest store in town and submitted to Assistant Store Manager both sales and visual merchandising reports on a weekly basis.

- Implemented visual merchandising strategies every 2 weeks, to maintain an optimum inventory level on product availability by applying the 25-50% discount to off-season goods (e.g., men's fringe shoes).

Coursework

Hult Business Challenge: Entrepreneurship Track as Team Handlers

Apr. 2019

Hult International Business School | Dubai, United Arab Emirates

- Developed a software concept for mid-range hotels (1-3 stars) across the UAE not only to track the overall day-to-day hotel inventory, but also to improve customer satisfaction by minimizing the check-in/-out time from 20+ to 5+ minutes.

Future Mindset: HTC Vive Challenge

Feb. 2019

Hult International Business School | Dubai, United Arab Emirates

- Conceptualized a learning platform that enables disabled people from the world to participate in educational opportunities at the post-graduate level, to provide a unique solution for the emergence of augmented reality (AR) and virtual reality (VR) to Head of Product and Viveport at HTC Middle East and Africa.

Education

Master of Science in International Business (MIB)

Aug. 2019

Hult International Business School | Dubai, United Arab Emirates

- Specialization: Marketing
- Outstanding Contribution to Student Life Award

May 2019

Bachelor of Vocation (B.Voc.)

Apr. 2017

H.R. College of Commerce & Economics | Mumbai, India

- Specialization: Retail Management
- Best Organizer & Outstanding Contribution Award

Feb. 2015 & Dec. 2015

Additional Information

Languages: Hindi (Fluent), English (Proficient), Sindhi (Intermediate), Marathi (Intermediate)

Technologies: Microsoft Office (Excel, PowerPoint, Word); Smartsheet