

Meera Pillai

Engagement Manager, Healthcare Consulting

Mumbai, Maharashtra · [Phone] · [Email] · [Website or LinkedIn]

PROFESSIONAL SUMMARY

Consultant with nine years of experience advising hospital chains, diagnostics companies and pharma firms on growth strategy and operations. Leads cross-functional teams from diagnostic phase to implementation, with a record of measurable margin gains. Combines a clinical-sector understanding with financial modelling and strong executive communication.

SKILLS

Healthcare strategy · Operations improvement · Financial modelling · Due diligence · Team leadership · Executive presentations · Change management · Tableau

EXPERIENCE

Engagement Manager — global strategy consulting firm, healthcare practice, Mumbai

3 years · current

- Led a six-member team to redesign bed management for a 12-hospital chain, raising occupancy by nine percentage points.
- Ran commercial due diligence on three diagnostics targets for a private equity client, supporting one completed acquisition.
- Built a pricing model for a pharma distributor that lifted gross margin by 2.5 percentage points within a year.
- Coaches associates on problem structuring and client communication, with two team members promoted during her tenure.

Senior Consultant — Big Four advisory practice, Mumbai

4 years

- Delivered procurement cost reduction for a hospital group, saving roughly ₹18 crore across consumables and implants.
- Designed a patient journey dashboard in Tableau that clinical heads used in weekly performance reviews.
- Wrote proposals and scoping documents that helped win four new healthcare engagements.

Business Analyst — healthcare market research company, Bengaluru

2 years

- Conducted over 60 interviews with doctors and hospital administrators for medical device market studies.
- Built market sizing models used by multinational clients for India launch planning.
- Summarised field research into concise client reports, each reviewed by a practice lead before delivery.

EDUCATION

MBA (Healthcare Management) — tier-1 business school, Ahmedabad

B.Pharm — government pharmacy college, Thiruvananthapuram

Registered pharmacist, Kerala State Pharmacy Council

CERTIFICATIONS AND REGISTRATIONS

- Project Management Professional (PMP), PMI
- Tableau Desktop Specialist

LANGUAGES

English · Hindi · Malayalam · Marathi