



|| Know Your Alumni 81 || "From Campus to Corporate: My Journey from IIHMR to Stryker"|| 9th September 2026 – 03:00 PM- 04:00 PM || Online

From IIHMRU President Office <presidentoffice@iihmr.edu.in>

Date Tue 08-09-2026 11:43

To Aditya Vyas <adityavyas.pm17@iihmr.in>

 1 attachment (668 KB)

SM KNOW YOUR ALUMNI_EP_81.png;

Dear Aditya Vyas,

Greetings for the day!!!

Hope this email finds you in great health.

IIHMR University takes the lead to organize a series of **Know Your Alumni Series** specially curated for the students to orient them with the current developments going in the industry and to enhance their skills for comprehending the challenges in the professional arena, as well as to build a strong connection between current and former students. The University is conducting a session on 9th September 2026 – 03:00 PM to 04:00 PM IST.

The session will help students to understand “From Campus to Corporate: My Journey from IIHMR to Stryker”.

Guest Speaker 1: Ms. Jayashree Hira, Associate ICM Operations, Stryker India Pvt. Ltd., Gurugram, MBA HM, Batch 25 (2020-22)

Title: “From Campus to Corporate: My Journey from IIHMR to Stryker”.

Welcome: Mr. N Satheeshkanna, Senior Manager - Placements, IIHMR University, Jaipur

Student Co- Ordinators: 1.Mr. Aditya Vyas, MBA PM 17

2.Ms. Khushi Srivastava, MBA PM 17

Date: 9th September. 2026

Time: 03:00 PM to 04:00 PM IST

Venue: IIHMR University, Audi Part - A

With best wishes,

Dr. P.R. Sodani

President, IIHMR University, Jaipur

Co-Founder, IIHMR Foundation

IIHMR UNIVERSITY, JAIPUR
EVENT OUTCOME REPORT
“Know Your Alumni Episode 81”

EVENT: “Know Your Alumni Episode 81”
TOPIC: “From Campus to Corporate: My Journey from IIHMR to Stryker”.
DATE: 09 th Sembepter,2026 from 03:00 PM to 04:00 PM
VENUE: IIHMR University, Jaipur, India
SPEAKER: Ms. Jayashree Hira, Associate ICM Operations, Stryker India Pvt. Ltd., Gurugram, MBA HM, Batch 25 (2020-22)
NUMBER OF PARTICIPANTS: 155
INTRODUCTION: IIHMR University, Jaipur, hosted a "Know Your Alumni" session as part of its alumni engagement initiative. The session featured their professional experience, career journey, and industry insights with the students. The discussion focused on emerging career opportunities, placement preparation, resume building, and the evolving Medtech landscape. Students actively participated in the interactive session by seeking guidance on career planning, interview preparation, and professional development.
OBJECTIVE: The primary objectives of the session were: • To provide students with an understanding of career opportunities in Medtech Industry. • To familiarize students with various sectors in Medtech Industry. • To guide students in preparing effectively for campus placements. • To offer practical advice on resume building and interview preparation. • To encourage students to take ownership of their career planning and professional growth. • To bridge the gap between academic learning and industry expectations through alumni interaction.

Salient Novel Points Covered:

- The MedTech industry is built on **trust, clinical credibility, product performance, and long-term relationships** with doctors and healthcare institutions.
- Product switching in MedTech is driven not only by price but also by **clinical outcomes, product reliability, ease of use, service support, and technological advantages**.
- Global MedTech companies need to adapt products to the Indian market by considering **cost sensitivity, healthcare infrastructure, regulatory requirements, accessibility, and diverse customer needs**.
- A strong level of clinical knowledge is important in MedTech, but professionals in business and management roles also need **commercial understanding, communication skills, and the ability to understand customer and clinical requirements**.
- Students from pharmacy backgrounds have highly transferable skills, including **knowledge of healthcare, medicines, clinical terminology, patient needs, and interactions with healthcare professionals**.
- Selling a medical device is different from selling a conventional product because it involves **clinical decision-making, technical product knowledge, demonstrations, training, and multiple stakeholders**.
- The MedTech industry is witnessing significant growth through **AI, robotics, digital health, data analytics, connected devices, and technology-enabled healthcare solutions**.
- Distributors and channel partners play an important role in MedTech by supporting **market reach, product availability, logistics, customer relationships, and after-sales service**.
- Success in MedTech sales requires **resilience, relationship-building, adaptability, communication, product knowledge, and the ability to handle rejection and pressure**.
- Students were encouraged to focus on **practical and relevant skills** rather than collecting certifications only for adding them to their CVs.

KEY TAKEAWAY POINTS FROM THE SESSION:

- **Relationship-building and trust remain critical** in MedTech, even as healthcare becomes increasingly technology- and data-driven.
- Students from pharmacy and healthcare backgrounds can successfully transition into MedTech by combining their **domain knowledge with business and commercial skills**.
- Students should develop **curiosity, adaptability, analytical thinking, communication, and problem-solving skills** to succeed in the industry.
- Understanding the **clinical, technical, and commercial aspects** of a medical device gives professionals a stronger understanding of the MedTech business.
- Students should be prepared to handle **rejection, targets, pressure, and setbacks** as part of a sales-driven corporate environment.
- Technology will increasingly support MedTech sales professionals, but **human interaction, clinical understanding, and consultative selling will continue to remain valuable**.

- Students interested in MedTech should start building their understanding of **AI, digital health, data analytics, medical devices, and healthcare technologies** while in college.
- Career growth in MedTech depends not only on technical knowledge but also on **continuous learning, confidence, resilience, and the ability to understand customer needs**.

Q&A and Interactive Session:

The session concluded with an engaging question-and-answer session where students interacted directly with the alumni.

Students sought guidance on:

- Building a career in the **MedTech industry**.
- Transitioning from **pharma to MedTech**.
- Understanding the importance of **clinical knowledge in management roles**.
- Differences between **MedTech sales and conventional product sales**.
- Developing the right **skills and certifications** for MedTech careers.
- Understanding **AI, robotics, digital health, and data analytics** in MedTech.
- Managing **rejection, pressure, targets, and setbacks** in sales.
- Understanding the role of **distributors and channel partners**.

Preparing for **MedTech sales and channel management roles**.The alumni emphasized that recruiters primarily assess candidates based on their ability to confidently explain their projects, skills, and experiences rather than the quantity of information presented on the resume. Students were also encouraged to customize their resumes using relevant keywords and AI tools while maintaining authenticity.

Appropriate caption for the webinar: From Campus to Corporate: My Journey from IIHMR to Stryker

KNOW YOUR ALUMNI SERIES

*To build strong connections
between current and former
students*

A Discussion on:

From Campus to Corporate:

My Journey from IIHMR to Stryker



Wednesday 09th September 2026



03:00 PM - 04:00 PM (IST)



Online



WELCOME

Mr. N Satheeshkanna

Senior Manager-Placements
IIHMR University, Jaipur

OUR ALUMNUS

Ms. Jayashree Hira

MBA HM, Batch 25 (2020-22)

Associate ICM Operations

Stryker India Pvt Ltd., Gurugram

MBA HM, Batch 25 (2020-22)



Student Coordinator
Mr. Aditya Vyas

MBA PM - 17
IIHMR University, Jaipur

Student Coordinator
Ms. Khushi Srivastava

MBA PM 17
IIHMR University, Jaipur



81
EPISODE

82
EPISODE

83
EPISODE

84
EPISODE



Know Your Alumni: Ep. 81 "From Campus to Corporate: My Journey from IITM to Stryker"

13:34

114 People Raise React View More Camera Mic Share Leave

Participants

Type a name

Share invite

In this meeting (114) Mute all

Aditya Vyas

Aditya kumar

Aishwarya P Nair

Akshat Arora

Aman Saurav (Guest)
Meeting guest

Amisha Sharma

Anjali (Guest)
Meeting guest

Anjali Lakhera (Guest)
Meeting guest

Ankit Verma

Anuj Pralhad

Anuradha Banerjee

Show desktop

AS On hold

DM

YV

VJ

SC

SC

Yogesh Dutt Tiwari

Vedanshi Joshi

Khushi Srivastava

Jayashree Hira (Guest)

Sanju Choudhary

Suryavanshi Madhavi Chandrakant

1/11

Know Your Alumni: Ep. 81 "From Campus to Corporate: My Journey from IITM to Stryker"

11:55

107 People Raise React View More Camera Mic Share Leave

Participants

Type a name

Share invite

In this meeting (107) Mute all

Aditya Vyas

Aditya kumar

Aishwarya P Nair

Akshat Arora

Aman Saurav (Guest)
Meeting guest

Amisha Sharma

Anjali (Guest)
Meeting guest

Anjali Lakhera (Guest)
Meeting guest

Ankit Verma

Anuj Pralhad

Anuradha Banerjee

AS On hold

DM

YV

VJ

SC

SC

Yogesh Dutt Tiwari

Vedanshi Joshi

Khushi Srivastava

Jayashree Hira (Guest)

Sanju Choudhary

Suryavanshi Madhavi Chandrakant

1/12

Know Your Alumni: Ep. 81 "From Campus to Corporate: My Journey from IITM to Stryker"

11:34

106

People

Raise

React

View

More

Camera

Mic

Share

Leave



Aditya Vyas

AS

On hold

Araditya Singh Solanki

DM

Dhruven Mori (Guest)

YT

Yogesh Dutt Tiwari

VJ

Vedanshi Joshi



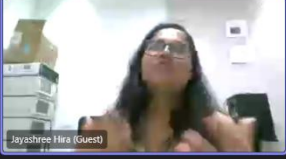
Khushi Srivastava

SC

Sanju Choudhary

SC

Suryavanshi Madhavi Chandrakant



Jayashree Hira (Guest)

Participants

Turn camera on (Ctrl+Shift+O)

Type a name

Share invite

In this meeting (106)

Mute all

Aditya Vyas

AK

Aditya kumar

AN

Aishwarya P Nair

AA

Akshat Arora

AS

Aman Saurav (Guest)

Meeting guest

AS

Amisha Sharma

A

Anjali (Guest)

Meeting guest

AL

Anjali Lakhera (Guest)

Meeting guest

AV

Ankit Verma

AP

Anuj Pralhad

AB

Anuradha Banerjee

1/12

1. Summary		
Meeting title	Know Your Alumni: Ep. 81 “From Campus to Corporate: My Journey from IIHMR to Stryker”	
Attended participants	155	
Start time	9/09/26, 03:00 PM	
End time	9/09/26, 04:15 PM	
Meeting duration	1h 15m	
2. Participants		
Name	First Join	Role
Hitendra Singh Rathore	9/09/26, 03:00 PM	Organizer
Shraddha Arora	9/09/26, 03:00 PM	Presenter
IIHMRU-NOREPLY-DIGI	9/09/26, 03:00 PM	Presenter
Vansh Dawar	9/09/26, 03:00 PM	Presenter
Yogesh Dutt Tiwari	9/09/26, 03:00 PM	Presenter
Patel Setukumar Vijay B	9/09/26, 03:00 PM	Presenter
Krishna Bhatia	9/09/26, 03:00 PM	Presenter
Dibyam Kumar (Unverifi	9/09/26, 03:00 PM	Presenter
Bansode Aditya Ashok	9/09/26, 03:00 PM	Presenter
Pranay Gahlawat	9/09/26, 03:00 PM	Presenter
Sanju Choudhary	9/09/26, 03:00 PM	Presenter
Ritwam Mukhopadhyay	9/09/26, 03:00 PM	Presenter
Aditya Vyas	9/09/26, 03:00 PM	Presenter
Suryavanshi Madhavi C	9/09/26, 03:00 PM	Presenter
Bhoj Vaishnavi Rajesh	9/09/26, 03:00 PM	Presenter
Shruti Tomar	9/09/26, 03:00 PM	Presenter
Tamanna (Unverified)	9/09/26, 03:00 PM	Presenter
Khushi Srivastava	9/09/26, 03:00 PM	Presenter
Mayank Gupta	9/09/26, 03:00 PM	Presenter
Ishita Dubey	9/09/26, 03:00 PM	Presenter
Tanisha Sharma (Unver	9/09/26, 03:00 PM	Presenter
Akshat Arora	9/09/26, 03:00 PM	Presenter
Ujjwal Muldiyar (Unver	9/09/26, 03:00 PM	Presenter
Aradhya Singh Solanki	9/09/26, 03:00 PM	Presenter
deepak choudhary	9/09/26, 03:00 PM	Presenter
Omm Jagdish Mishra	9/09/26, 03:00 PM	Presenter
Manisha Singh (Unverifi	9/09/26, 03:00 PM	Presenter
Mrugank Mrugesh Walin	9/09/26, 03:00 PM	Presenter
PIYUSH KABRA	9/09/26, 03:00 PM	Presenter
Aishwarya P Nair	9/09/26, 03:00 PM	Presenter
Patil Siddhesh Subhash	9/09/26, 03:00 PM	Presenter
Aditya kumar	9/09/26, 03:00 PM	Presenter
Shweta Shaw	9/09/26, 03:00 PM	Presenter
Amisha Sharma	9/09/26, 03:00 PM	Presenter
Shreyansh Kulshreshtha	9/09/26, 03:00 PM	Presenter
Nilashm Fale	9/09/26, 03:00 PM	Presenter
Riddhi Save	9/09/26, 03:00 PM	Presenter
Dhruven Mori (Unverifie	9/09/26, 03:00 PM	Presenter
Ojas Patidar (Unverified	9/09/26, 03:00 PM	Presenter

AVDHOOT GADEKAR	9/09/26, 03:00 PM	Presenter
Shreyash Rajendra Mah	9/09/26, 03:00 PM	Presenter
Tanaya (Unverified)	9/09/26, 03:00 PM	Presenter
Ritika (Unverified)	9/09/26, 03:00 PM	Presenter
Shivam Sanjay Gajjalwa	9/09/26, 03:00 PM	Presenter
Sayan Sengupta	9/09/26, 03:00 PM	Presenter
Sathi Chowdhury	9/09/26, 03:00 PM	Presenter
Jayashree Hira (Unverifi	9/09/26, 03:00 PM	Presenter
shivankit singh chauhan	9/09/26, 03:00 PM	Presenter
vivek sharma (Unverifie	9/09/26, 03:00 PM	Presenter
PUNITH (Unverified)	9/09/26, 03:00 PM	Presenter
Praveen	9/09/26, 03:00 PM	Presenter
R Ragini	9/09/26, 03:00 PM	Presenter
Anjali Lakhera (Unverifi	9/09/26, 03:00 PM	Presenter
shruti solanke	9/09/26, 03:00 PM	Presenter
Siddhesh Patil (Unverifi	9/09/26, 03:00 PM	Presenter
Anuj Pralhad	9/09/26, 03:00 PM	Presenter
Gharat Sumedh Jagdish	9/09/26, 03:00 PM	Presenter
PRANSHI MISHRA	9/09/26, 03:00 PM	Presenter
Sindhura Kompella	9/09/26, 03:00 PM	Presenter
Raja Biswas (Unverified	9/09/26, 03:00 PM	Presenter
Vedanshi Joshi	9/09/26, 03:00 PM	Presenter
Deepak yadav (Unverifi	9/09/26, 03:00 PM	Presenter
Patel Rucha Shaileshku	9/09/26, 03:00 PM	Presenter
Riddhi Umathe (Unverif	9/09/26, 03:00 PM	Presenter
Lokesh Dadhore	9/09/26, 03:00 PM	Presenter
Anuradha Banerjee	9/09/26, 03:00 PM	Presenter
Vivek Gour	9/09/26, 03:00 PM	Presenter
Shravya Sai Kripa (Unve	9/09/26, 03:00 PM	Presenter
Harsh Kumar Sharma	9/09/26, 03:00 PM	Presenter
Kotha V R K S Varshith	9/09/26, 03:00 PM	Presenter
Shibayan Nandi	9/09/26, 03:00 PM	Presenter
De Riya Jontu (Unverifi	9/09/26, 03:00 PM	Presenter
Krishna Sarangi (Unver	9/09/26, 03:00 PM	Presenter
Vigneshwar J	9/09/26, 03:00 PM	Presenter
Subhangi (Unverified)	9/09/26, 03:00 PM	Presenter
Shreya Khare	9/09/26, 03:00 PM	Presenter
arya (Unverified)	9/09/26, 03:00 PM	Presenter
Sejal Yadav	9/09/26, 03:00 PM	Presenter
Yash	9/09/26, 03:00 PM	Presenter
kavita Vaishnav (Unver	9/09/26, 03:00 PM	Presenter
Aman Saurav (Unverifie	9/09/26, 03:00 PM	Presenter
Shreya (Unverified)	9/09/26, 03:00 PM	Presenter
Deepanshu Sharma	9/09/26, 03:00 PM	Presenter
Sengar Anjana Rajvinds	9/09/26, 03:00 PM	Presenter
Shraddha Dasgupta (U	9/09/26, 03:00 PM	Presenter
Eshaan (Unverified)	9/09/26, 03:00 PM	Presenter
SOUVIK KHUTIA	9/09/26, 03:00 PM	Presenter

Utkrist Sharma	9/09/26, 03:00 PM	Presenter
Lopamudra Lenka	9/09/26, 03:00 PM	Presenter
ujjwal (Unverified)	9/09/26, 03:00 PM	Presenter
Harshit yadav (Unverified)	9/09/26, 03:00 PM	Presenter
SUJAL gupta (Unverified)	9/09/26, 03:00 PM	Presenter
MONIKA Kumari (Unverified)	9/09/26, 03:00 PM	Presenter
Vishva Patel (Unverified)	9/09/26, 03:00 PM	Presenter
Ankit Verma	9/09/26, 03:00 PM	Presenter
Pawan negi (Unverified)	9/09/26, 03:00 PM	Presenter
Pratik Nandanwar	9/09/26, 03:00 PM	Presenter
Shipra Tripathi	9/09/26, 03:00 PM	Presenter
Jaideep Singh (Unverified)	9/09/26, 03:00 PM	Presenter
Keshav Agrawal	9/09/26, 03:00 PM	Presenter
SANYA MALHOTRA	9/09/26, 03:00 PM	Presenter
Laxmipriya Dhongde (Unverified)	9/09/26, 03:00 PM	Presenter
Prashansa	9/09/26, 03:00 PM	Presenter
Anjali (Unverified)	9/09/26, 03:00 PM	Presenter
ishika patidar (Unverified)	9/09/26, 03:00 PM	Presenter
geetika potnuru	9/09/26, 03:00 PM	Presenter
KHUSHI SONI	9/09/26, 03:00 PM	Presenter
Tamanna Mishra	9/09/26, 03:00 PM	Presenter
Rohit Tomar (Unverified)	9/09/26, 03:00 PM	Presenter
Patel Jayanam Jagdishbhai	9/09/26, 03:00 PM	Presenter
Bhavya Shah (Unverified)	9/09/26, 03:00 PM	Presenter
Sai Sulagna Das	9/09/26, 03:00 PM	Presenter
Hrishikesh (Unverified)	9/09/26, 03:00 PM	Presenter
Parth Timbadiya	9/09/26, 03:00 PM	Presenter
Chalapathi Siva Krishna	9/09/26, 03:00 PM	Presenter
Harwande Aniket Chandra	9/09/26, 03:00 PM	Presenter
Patel Neelkumar Rajesh	9/09/26, 03:00 PM	Presenter
Harshavardhan Padole	9/09/26, 03:00 PM	Presenter
Aditi	9/09/26, 03:00 PM	Presenter
Deepak zaware (Unverified)	9/09/26, 03:00 PM	Presenter
Ashrifi Singh	9/09/26, 03:00 PM	Presenter
Akruti Singh (Unverified)	9/09/26, 03:00 PM	Presenter
Karan singh pm-18 (Unverified)	9/09/26, 03:00 PM	Presenter
Tamoghna Prakash Mukherjee	9/09/26, 03:00 PM	Presenter
Shaik Waseem	9/09/26, 03:00 PM	Presenter
shivraj (Unverified)	9/09/26, 03:00 PM	Presenter
samridhimaheshwari12	9/09/26, 03:00 PM	Presenter
Satish Kumar Sharma	9/09/26, 03:00 PM	Presenter
Shrawani Tilekar	9/09/26, 03:00 PM	Presenter
Mohamad Danish Rafi Khan	9/09/26, 03:00 PM	Presenter
Payal Yaduvanshi.	9/09/26, 03:00 PM	Presenter
Shweta Wankhade	9/09/26, 03:00 PM	Presenter
Vaibhav Mahalle	9/09/26, 03:00 PM	Presenter
Bhavya Shah (Unverified)	9/09/26, 03:00 PM	Presenter
Ujjwal Shimpi (Unverified)	9/09/26, 03:00 PM	Presenter

Geetika Sankhla	9/09/26, 03:00 PM	Presenter
Yashika (Unverified)	9/09/26, 03:00 PM	Presenter
virat (Unverified)	9/09/26, 03:00 PM	Presenter
Akhlesh Yadav (Unverified)	9/09/26, 03:00 PM	Presenter
Aditi Sharma	9/09/26, 03:00 PM	Presenter
Awanish Singh	9/09/26, 03:00 PM	Presenter
Pankaj Prajapati	9/09/26, 03:00 PM	Presenter
sumit sharma (Unverified)	9/09/26, 03:00 PM	Presenter
Yashika (Unverified)	9/09/26, 03:00 PM	Presenter
Anjali (Unverified)	9/09/26, 03:00 PM	Presenter
Prachi Varshney	9/09/26, 03:00 PM	Presenter
Kshitiz Shukla	9/09/26, 03:00 PM	Presenter
sathish Reddy (Unverified)	9/09/26, 03:00 PM	Presenter
Krishna Sarangi (Unverified)	9/09/26, 03:00 PM	Presenter
Dhiraj (Unverified)	9/09/26, 03:00 PM	Presenter
Prashima Priyadarshni	9/09/26, 03:00 PM	Presenter
Varsha Jain (Unverified)	9/09/26, 03:00 PM	Presenter
Mudit Singh Pateria	9/09/26, 03:00 PM	Presenter
Harshit Yadav (Unverified)	9/09/26, 03:00 PM	Presenter
Deepanshu Gupta (Unverified)	9/09/26, 03:00 PM	Presenter