

|| Know Your Alumni 78 || "Careers in Healthcare Consulting: Roles, Firms & Growth Paths"|| 28th Jan. 2026 – 02:00 PM to 05:00 PM IST || Offline

IIHMRU President Office
To- Dear Harshal Samadhan
Bari, bari.pm16@iihmr.in

Dear Harshal Samadhan Bari,

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 28th Jan. 2026 – 02:00 PM to 05:00 PM IST.

The session will help students to understand “Careers in Healthcare Consulting: Roles, Firms & Growth Paths.”

Guest Speaker: Mr Archit Karnik, Assistant Manager, Strategy & Operations, KPMG, Gurugram, MBA HM, Batch 20 (2015-17)

Title: “Careers in Healthcare Consulting: Roles, Firms & Growth Paths”.

Welcome: Dr Saurabh Kumar, Dean - SPM, IIHMR University, Jaipur, Rajasthan, India

Student Coordinator: Ms Sakshi Saini, Student, Second year, MBA PM 16

Date: 28th Jan. 2026

Time: 02:00 PM to 05:00 PM IST

Mode: Offline

The Session will be of Approx 165 minutes followed by 15-minute question-answer session (3 Hours duration). The target audience will be the 1st Year & 2nd Year students of MBA PM.
Please reserve your seat 15 minutes before the last minute hassle.

KNOW YOUR ALUMNI SERIES
To build strong connections between current and former students

A Discussion on:
Careers in Healthcare Consulting:
Roles, Firms & Growth Paths


 Wednesday, 28th January 2026

 02:00 PM - 05:00 PM (IST) 

 IIHMR University, Jaipur

 **WELCOME**
Dr Saurabh Kumar
Dean SPM
IIHMR University, Jaipur

 **OUR ALUMNUS**
Mr Archit Karnik
MBA HM, Batch 20 (2015-17)
Assistant Manager, Strategy & Operations
KPMG, Gurugram.

 **Student Coordinator**
Ms Sakshi Salni
MBA, PM - 16
IIHMR University, Jaipur

77 EPISODE
78 EPISODE
79 EPISODE
80 EPISODE

Thanks and Regards



President Office

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IIHMR UNIVERSITY, JAIPUR

EVENT OUTCOME REPORT

“Know Your Alumni Episode 78”

EVENT: “Know Your Alumni Episode 78”
TOPIC: “Careers in Healthcare Consulting: Roles, Firms & Growth Paths”
DATE: 28 January 2026 from 2:00 pm to 5:00 pm.
VENUE: IIHMR University, Jaipur, India
SPEAKER: Mr Archit Karnik, Assistant Manager, KPMG India (Alumnus, MBA Hospital & Health Management Batch 2015-17)
NUMBER OF PARTICIPANTS: 101
INTRODUCTION: IIHMR University, Jaipur, hosted an insightful "Know Your Alumni" session featuring a distinguished alumnus working with KPMG India, Mr Archit Karnik Sir and Ms Vrinda Mathur Ma'am with Trinity Lifesciences. The session focused on the critical topic of "Pricing Methodologies, including a deep dive on International Reference Pricing, Innovative contracting strategies/value-based agreements.
OBJECTIVE: The primary objectives of the session were: <ul style="list-style-type: none">• To understand various pricing methodologies in the pharmaceutical market access, with a focused application of international pricing (IRP) through real-world case studies.• To analyse the strategic importance of pricing decisions and their global impact on market access, reimbursement and product launch sequencing.• To gain insight into innovative contracting strategies and value-based agreements, and how they are used to align payer expectations with clinical and economic outcomes.• To develop a consulting-oriented mindset by learning how strategy consultants structure problems, apply analytical thinking and recommend data-driven solutions in market access.• To understand the skill requirements, challenges and career transition pathways into consulting roles, particularly in strategy consulting in Big 4 Firms.

Salient Novel Points Covered:

ROLE

- Mr Archit Karnik, Assistant Manager at KPMG India

KEY TAKEAWAY POINTS FROM THE SESSION:

- The session highlighted that pricing in the pharmaceutical market access is a strategic decision, not merely a financial exercise, with International Reference Pricing (IRP) playing a critical role in global launch and access outcomes.
- The speakers wanted to convey that real-world consulting requires a strong understanding of both theory and application, which was demonstrated through case-based discussions on pricing and innovative contracting models.
- Students were advised to develop strong analytical and problem-structuring skills, as these form the foundation of strategy formulation and client recommendations in consulting roles.
- The session emphasised that value-based agreements and innovative contracting strategies are increasingly important tools for balancing payer expectations, patient outcomes, and commercial sustainability.
- Students were reminded that transitioning into consulting demands continuous learning, adaptability, and effective communication, especially in fast-paced environments like Big 4 and strategy consulting firms.
- **Q&A and Interactive Session:**

Students asked about the importance of analytical skills in consulting roles.

→ The speakers explained how data-driven thinking and structured problem-solving are essential in consulting.

→ Students were advised to strengthen analytical capabilities through case studies, tools, and real-world applications.

Students asked about the challenges of transitioning into consulting, particularly for freshers.

→ The discussion highlighted the steep learning curve and fast-paced environment of consulting firms.


→ Students were encouraged to prepare early by building core skills, improving communication, and gaining relevant exposure.



Appropriate caption for the webinar: "Alumni Insights: Turning market access knowledge into consulting-ready insights."

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 IIHMR University, Jaipur



WELCOME
Dr Saurabh Kumar
Dean SPM
IIHMR University, Jaipur



OUR ALUMNUS
Mr Archit Karnik
MBA HM, Batch 20 (2015-17)
Assistant Manager, Strategy & Operations
KPMG, Gurugram,



Student Coordinator
Ms Sakshi Saini
MBA PM-16
IIHMR University, Jaipur

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Know Your Alumni 78

Date: 28/01/2026 (02:00 AM to 05:00PM)

Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
1	Ayush Chaturvedi	Pharm. Management - 16	<u>Ayush</u>
2	Deepanshu Parewa	"	<u>Deepanshu</u>
3	Deeksha Gupta	"	<u>Deeksha</u>
4	Priyanshi Mandloi	"	<u>Priyanshi</u>
5	Divyanshu Das	"	<u>Divyanshu</u>
6	Arpan Gosh	"	<u>Arpan</u>
7	Tanoy Maji	"	<u>Tanoy</u>
8	Aishwarya Agansal	"	<u>Aishu</u>
9	Anshula Chayce	"	<u>Anshula</u>
10	TWISHA BHATT	"	<u>Twisha</u>
11	Anshu Bhalara	"	<u>Anshu</u>
12	Aastha Misra	"	<u>Aastha</u>
13	Divesh Baviskar	"	<u>D.B</u>
14	Adheekshaja	"	<u>Adheekshaja</u>
15	NILESH SINGH	"	<u>Nilesh</u>
16	Shashikant Mahajan	"	<u>Shashikant</u>
17	Santosh Saunjadoshi Dosh	"	<u>Santosh</u>
18	Rahul	"	<u>Rahul</u>
19	Sachin Verma	"	<u>Sachin</u>
20	Gautam Chitkara	"	<u>Gautam</u>
21	Pankaj Yon	"	<u>Pankaj</u>
22	Dishant Mahanya	"	<u>Dishant</u>
23	Sueta Singh	"	<u>Sueta</u>
24	Talleen Dighe	"	<u>Talleen</u>
25	Yash Daga	"	<u>YD</u>

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Date: 28/01/2026 (02:00 AM to 05:00PM)

Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
26	Utkarsh K. Singh	Pharmacy Manag. - 16	<u>Singh</u>
27	Neeraj. S	"	<u>Neeraj</u>
28	Reetika Raj	"	<u>Reetika</u>
29	Nandini Baswa	"	<u>Nandini</u>
30	Devendra sing Chauhan	"	<u>Devendra</u>
31	Bhanat Devangan	"	<u>Bhanat</u>
32	Bhaneet Singh	"	<u>Bhaneet</u>
33	Pooja Kishi	"	<u>Pooja</u>
34	Avinash Gupta	"	<u>Avinash</u>
35	Shresham Sharma.	"	<u>Shresham</u>
36	Avinash Pandey	"	<u>Avinash</u>
37	Aanad Raj	"	<u>Aanad</u>
38	Kaushal S.	"	<u>Kaushal</u>
39	Sakshi Salvi	"	<u>Sakshi</u>
40	Archi Shukla	MBA PM 16	<u>Archi</u>
41	Saanshal kumari Karni	MBA PM 16	<u>Saanshal</u>
42	Pooja Gupta	MBA PM.	<u>Pooja</u>
43	Vansh Bhatti	MBA PM	<u>Vansh</u>
44	Kasturi Sawarkh	MBA PM	<u>Kasturi</u>
45	Aditi Mishra	"	<u>Aditi</u>
46	Priyanka Singh	"	<u>Priyanka</u>
47	Sonal Singh Tomar	"	<u>Sonal</u>
48	Sudhanshu Selanki	"	<u>Sudhanshu</u>
49	Vijaykumar Khare	"	<u>Vijaykumar</u>
50	Shreeta Kumari	"	<u>Shreeta</u>

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Sr. No.	Students Name	Stream with Batch	Sign
51	Ankita Vyas	11	Ankita
52	Nikita Panhore	11	Nikita
53	Anuja Yerkuntwar	PM-16	Anuja
54	Kunal Sapkal	PM-16	Kunal
55	Rishikesh Timkar ^{Patil} 1	PM-16	Rishikesh
56	Bhavesh Parihare	PM-16	Bhavesh
57	Aniket Indrani	PM-16	Aniket
58	Tyot Icaraniya	PM-16	Tyot
59	Devam Rawal	PM-16	Devam
60	Mansi Gupta	PM-16	Mansi
61	Mansi Gokhale	PM-16	Mansi
62	Mansi Gokhale	PM-16	Mansi
63	Shrutika Badweik	PM-16	Shrutika
64	Jagruati Goyal	PM-16	Jagruati
65	Arshita Jaiswal	PM-16	Arshita
66	Jahnavi Patidar	PM-16	Jahnavi
67	Sandeep Patel	PM-16	Sandeep
68	Janak Padole	PM-16	Janak
69	Shubham Sharma	PM-16	Shubham
70	Ishank Yadav	PM-16	Ishank
71	Pankaj Yogi	PM-16	Pankaj
72	Shruti R.K	PM-16	Shruti
73	Madhusudan S.D.	PM-16	Madhusudan
74	Naman	PM-16	Naman
75	Ankush Kumar	PM-16	Ankush

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Sr. No.	Students Name	Stream with Batch	Sign
76	Maneshu' ganyode	PM-11	
77	Shiranth mehra	pm-11	
78	Abhinav Patidar	PM-16	
79	Abhinav Chaudhary	- - -	
80	Deepanjali Kumar	PM-16	Deepanjali
81	Shweta Kumar	PM-16	Shweta
82	Ishini shegaran	- - -	
83	Nanyan Nanyak	- - -	
84	Paras Gupta	- - -	
85	Sachin Kumar	- - -	
86	Pooja Sini	- - -	
87	Bhaleerat Singh	- - -	
88	Juhi Jain	PM-16	Juhi
89	Akshat Shrivastava	PM-16	Akshat
90	AKASH ASHRAFI	PM-16	Akash
91	Mansi Mahakulkarni	PM-16	
92	Karmi Punse	- - -	
93	Anweadha Dangi	PM-16	Anweadha
94	Anid Kumar	PM-16	Anid
95	Roshan Lathi	- - -	Roshan
96	Manish Gupta	- - -	
97	Umesh Patil	- - -	UMS
98	Jashodeep deore	- - -	Jashodeep
99	Ayankhan kulastoni	- - -	
100	Hemangam	PM-16	
101	Mohit Bhadorda	0628	M
102	Devam Raval	0688	D
103			
104			
105			

Total - 101