

Dr. Nabajyoti Nath

Consultant | Author | Clinical Hypnotherapist |
Personal Transformation Coach | Business Leader



Contact Details :

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Professional Summary

Seasoned business leader with 17+ years of experience in corporate roles spanning IT, healthcare, and business development. A dynamic strategist skilled in driving operational excellence, leading transformative initiatives, and fostering innovation in IT, healthcare and diagnostics services. Parallely, a personal transformation coach and dedicated holistic healer empowering individuals through clinical and spiritual hypnotherapy and allied healing modalities. Adept at blending business acumen with human-centric wellness, delivering impactful results in both industries.

Total Experience: 17 Years 06 Months.

Clinical Hypnotherapy and allied Healing Modalities:	: 9+ Years.
Project management, Account management, Business Development	: 17+ Years.

Publications & Thought Leadership

- Author of **The Thousand Versions of You**, Exploring A journey through self-discovery, transformation, and the versions of yourself that have shaped your past, present, and future. This book explores the evolution of identity, embracing change, and the lessons learned along the way.
- Speaker & Workshop Facilitator – Leading sessions on healing, mindfulness, and leadership transformation.

Professional Assignments Handled

The Healing Hub - 2016 – Present

Clinical & Spiritual Hypnotherapist (Part-time)

- Providing holistic healing services, addressing emotional and physical wellness through hypnotherapy and allied healing modalities.
- Conducting workshops and personalized healing sessions for stress management, sleep therapy, and spiritual growth.
- Successfully guided over 6,000 clients toward emotional and spiritual transformation.

Arcane Intelligent Process Services Pvt. Ltd - 2021 – Present.

Director of Operations & Business Development.

- Lead business development and operational strategy for healthcare diagnostics and services, ensuring efficiency and sustainable growth.
- Establish strategic partnerships, optimize service delivery, and drive innovation in patient care solutions.
- Oversee high-performance teams, fostering a culture of excellence and continuous improvement.

Uneecops Technologies Ltd - 2020 – 2021.

Senior Manager.

- Spearheaded business growth initiatives and market expansion strategies, identifying new prospects and optimizing sales performance.
- Managed high-value client relationships, driving retention and forging strategic partnerships.
- Directed full-cycle sales processes, from lead generation to deal closure, ensuring alignment with corporate objectives.

Microsoft India (GoBig) - 2015 – 2020.

Program Manager.

- Led the adoption and integration of Microsoft platforms within the education sector, working closely with decision-makers to overcome regulatory and technical barriers.
- Developed and executed strategies to position Microsoft technologies as the preferred choice over alternative platforms.
- Built strong relationships with stakeholders to drive successful technology implementation across key accounts.

Ricoh India Ltd - 2013 – 2015.

Senior Territory Manager.

- Managed government and enterprise accounts, driving business development and revenue growth through strategic sales planning.
- Developed competitive market positioning strategies, ensuring superior performance against industry competitors.
- Executed pre-tender activities, liaising with government departments and key clients to ensure optimal qualification criteria.

Intel Corporation - 2011 – 2013.

Business Development Manager.

- Oversaw IT-related business development initiatives for government and enterprise clients in Northeast India.
- Conducted extensive market research to identify new opportunities and tailor solutions to client needs.
- Managed influential sales and strategic partnerships across sectors such as education, energy, defense, and state departments.

Wipro Infotech 2007 – 2011.

Engineer - System Integration.

- Led client relationships, project management, and pre-sales technical consultations for IT infrastructure solutions.
- Directed network system integration and technical implementations, ensuring seamless service delivery.
- Managed vendor negotiations, overseeing teams of technical professionals for deployment and operational excellence.

Personal Details:

Date of Birth	: 24/11/1984.
Father's Name	: Late Hara Kanta Nath.
Permanent Address	: Moriburagaon, P.O+Dist: Morigaon-782105, Assam.