

Dr. Vinay Yadav

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M.D. PATHOLOGY

M.B.B.S.

15+ YRS

National diagnostics leader for lab networks — accountable for **pathology quality**, **accreditation** and **operating performance at scale**, with a working command of healthcare IT and applied AI.

~50

LABS ACROSS INDIA

700+

COLLECTION CENTRES

500+

STAFF NATIONWIDE

01 PROFILE

M.D. Pathologist and healthcare operations leader with **15+ years in healthcare**, including **8+ years leading diagnostic labs**. Combines pathology reporting authority with operator discipline: **multi-site turnarounds**, **cloud LIMS architecture**, **NABL/ISO 15189 accreditation** and **AI-assisted diagnostics**. Focused on building patient-centric, technology-driven laboratories and advancing telepathology, digital diagnostics and genetic testing at national scale.

02 LEADERSHIP HIGHLIGHTS

Executive Leadership & Growth

- Directed **operational and financial turnarounds** across a multi-location laboratory network, driving year-over-year **revenue growth and EBITDA expansion**.
- Restructured the **retail model for collection centres**, lifting patient footfall and revenue per centre.
- Led **integration of newly acquired** diagnostic centres and hospital lab networks — standardizing operating systems, clinical workflows and brand identity on tight timelines.
- Negotiated **corporate healthcare partnerships**, institutional contracts and insurance tie-ups, diversifying non-walk-in revenue.
- Set up and licensed new **regional hub laboratories** and satellite centres across tier-2 and tier-3 corridors.

Digital Health, Data & Applied AI

- Architected an **enterprise-wide cloud LIMS** unifying patient records across multiple states for secure, instant access.
- Directed **digital transformation of the patient lifecycle** — home-collection booking, digital wallets, automated WhatsApp reporting and AI-driven post-test engagement.
- Built **single-pane dashboards** for TAT, repeat rate, error rate and revenue per test, with leadership drill-downs.
- Developed **image-based automated detection** for forward and reverse blood grouping via gel cards, and an image-based screening protocol flagging variants in **HbA1c chromatography** — removing reading subjectivity.
- Engineered **bidirectional instrument interfaces**, eliminating manual transcription across the analyzer fleet.

Operations, Workforce & Supply Chain

- Engineered **data-driven scheduling and routing** to optimize collections per phlebotomist, **reducing collection-to-lab turnaround time**.
- Designed an **automated incentive structure** and metrics-collection system aligned to organizational KPIs, with face-detection biometric attendance, dynamic rosters and automated incentive/fine calculators.
- Negotiated **master-service and reagent-rental agreements** with global vendors, **reducing cost-per-test** and lowering capex.
- Implemented **multi-location inventory and consumption tracking** with audit protocols, minimizing stock wastage.
- Built a real-time, **temperature-monitored cold-chain network** for biological specimens, reducing pre-analytical error rates.
- Authored **KRAs**, daily responsibility charts and multi-site adherence protocols for every employee tier, and streamlined hiring to cut time-to-hire.

Quality, Compliance & Accreditation

- Led preparation and execution of major quality audits (**ISO 15189:2022, NABL, NABH**), embedding continuous improvement across technical tiers.
- Introduced mandatory **dual-confirmation verification** for manual TRFs and test entries — two independent technicians per record — eliminating transcription and data-entry error.
- Established **evidence-based reporting protocols** across the full test menu, elevating diagnostic accuracy and clinical reliability.
- Built a framework converting **patient escalations into brand advocacy**, lifting retention and reputation.

AUG 2026
– PRESENT

Medical Head CURRENT

Max Lab — ~50 labs, 700+ collection centres, 500+ staff across India

- Provide **medical and diagnostic leadership** across the national network of ~50 laboratories and 700+ collection centres.
- Own **pathology reporting standards**, quality systems and clinical governance chain-wide.
- Standardize protocols, accreditation and continuous-improvement practice across all labs.

JAN 2025
– AUG 2026

Laboratory Director

Orange Health Labs, Gurugram

- Led pathology reporting, **QC review** and digital integration for a leading online diagnostics platform.
- Ran daily quality-protocol and **Six Sigma** monitoring across all laboratories; improved TAT via **Lean 5S** practice.
- Delivered accreditation documentation and **NABL 2022** compliance audits.

JUL 2021
– DEC 2024

Founder & CEO

Dr. Vinay's Lab, Alwar

- Founded and scaled a diagnostics centre from local to regional reach.
- Managed **end-to-end operations**, from equipment procurement to report automation.
- Designed SOPs and implemented a NABL 2022-aligned quality system; raised throughput using **5S and Kaizen**.

FEB 2019
– JUL 2021

Lab Head

SRL Diagnostics, Alwar

- Led pathology reporting and lab administration at a **nationally accredited lab**; owned compliance, staff training and internal audits.

JUL 2018
– JAN 2019

Pathologist

Velmed Hospitals, Dehradun

- Delivered diagnostic pathology across **hematology, histopathology and cytopathology**.

JUN 2015
– JUN 2018

Junior Resident — Pathology

SRMS IMS, Bareilly

- Completed academic and clinical training with a focus on diagnostic accuracy and research.

2013
– 2015

General Physician & CMO

Various clinics & hospitals, Delhi NCR

- Delivered primary clinical care and served in **chief medical officer** roles across multiple facilities.

DEC 2009
– JUN 2015

Founder & Admin — Medical EdTech CONCURRENT VENTURE

MBBSdost.com

- Built India's leading educational portal for medical students, growing to **145,000+ registered users**.
- Managed content, platform development and social outreach to a national student and doctor community.

04 CAPABILITY STACK

CLINICAL & DIAGNOSTIC

- Clinical pathology, haematology, biochemistry, histopathology and cytology.
- **Westgard rules**, performance specifications, QA and diagnostic automation.
- New lab-test formats that strengthen clinician reliance on lab reporting.

OPERATIONAL & ADMINISTRATIVE

- **Lab setup**: planning, procurement and vendor management.
- **NABL 2022** documentation, internal audits and root-cause analysis.
- **Lean 5S** workflow design; B2B/B2C strategy and corporate tie-ups.
- Recruitment, training and performance oversight; LIS, barcoding, interfacing.

DIGITAL, IT & AI

- **LIS/LIMS** development and integration, middleware, analyzer interfacing, barcode tracking.
- **HTML, CSS, JavaScript, PHP, MySQL**; server management (Linux, cPanel, cloud) — builds custom lab tools from scratch.
- Applied **AI/ML** for image analysis, anomaly flagging and reporting; analytics and KPI dashboards.

STRATEGY, FINANCE & ADVISORY

- **P&L** thinking, cost-per-test discipline and EBITDA improvement by lab section.
- Revenue and pricing optimization, procurement savings, expansion advisory.
- Compliance and risk management, medico-legal protection, audit readiness.

05 EDUCATION & CREDENTIALS

- **M.D. (Pathology)** — SRMS Institute of Medical Sciences, Bareilly, 2018.
- **M.B.B.S.** — Santosh Medical College, Ghaziabad, 2012 (internship 2013).
- **Delhi Medical Council** registration — DMRC/R/09529.
- **NABL 2022** standards training — quality system implementation and internal audit readiness.

06 WRITING & RESEARCH

- **M.D. thesis** — study of p53 expression in cervical lesions.
- **IJMSPH (2018)** — comparative study of p53 expression in cervical cancer.
- **IJPRP (2017)** — analysis of phyllodes tumor over four years.
- Content developer for blogs, educational platforms, clinical presentations and video/audio learning modules for MBBS and PG students.