



DR AHMED ELSAFI

MD, Specialist Ob-Gyn

Healthcare & RCM Management
Professional

SUMMARY

Healthcare management professional with 16 years of experience in facility oversight, health insurance, RCM and training looking to take next step in career progression. Past roles have helped build experience in healthcare regulatory compliance, clinical processes, business relations and insurance management. Have excelled in every prior position, producing results and growth that have exceeded expectations. Understand the role of a healthcare facility in a community, and have experience working with civic leaders in public wellness initiatives.

EXPERTISE

- ✓ Organizational Leadership
- ✓ Revenue Cycle Management
- ✓ Hospital systems trainings
- ✓ JCI and Quality Assurance
- ✓ Team Management
- ✓ Medical & Scientific affairs
- ✓ Hospitals/Clinics Management
- ✓ Practice Management
- ✓ Medical Audit
- ✓ Business Development & Regulations
- ✓ Price negotiations
- ✓ Strategic planning
- ✓ Healthcare campaigns and related conferences and events

PERSONAL DETAILS

Sudanese | Born: 1972 | Married
050-800-2680

ahmed.elsafi@outlook.com

EXPERIENCE

EMIRATES HOSPITAL – JUMEIRAH, DUBAI UAE

FEBRUARY 2018 - PRESENT

Manager- Clinical Documentation & Training (RCM & Electronic Health Records- TrakCare)

Emirates Hospital- Jumeirah. Reporting to Hospital Director

- Responsible for the day to day management of the clinical documentation improvement program and JCI accreditation standards;
- RCM screening and observing insurance rejections to provide lacking training sessions for each doctor based on the clinical activities;
- Utilizing coding and clinical expertise to identify opportunities to capture complications and co-morbidities;
- Organizing training sessions for the new and existing medical staff on the HIS program (TrakCare) and as well on RCM concepts and accurate workflows;
- Improve the overall quality and completeness of clinical documentation in medical records in accordance with all regulatory requirements.

Achievements:

- Educated and aided 77 doctors and other professionals in understanding of documentation needs;
- Generated positive financial impact on RCM;

EMIRATES HOSPITALS GROUP – NORTHERN EMIRATES UAE

MARCH 2016 - FEBRUARY 2018

Manager - Business Development & Insurance

Reporting to Director of Clinics and CEO

- Responsible to identify and develop business opportunities for the Emirates Hospitals Group for Northern Emirates, existing clinics and new to open clinics;
- Building market position by locating, developing, defining, negotiating, and closing business relationships;
- Working with group Head of Insurance to implement policies, regulate and manage insurance teams in northern Emirates branches;
- Working with external stakeholders to enhance brand and communication strategies;
- Conduct various healthcare related events or campaigns such as community camps, medical camps, CSR activities and continuing medical educations, as well as representing the Emirates Hospitals-Clinics in the Northern Emirates for various healthcare exhibitions and medical tourism Conferences.
- Plan and coordinate services in branches, overseeing performances of specific departments or entire facilities.

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**HEALTHCARE & RCM MANAGEMENT
PROFESSIONAL**

QUALIFICATION

1999 - 2002

MD, Post Graduate Specialization in
Obstetrics and Gynecology
Crimea Medical University, Russia

1993 - 1999

General Medicine
Crimea Medical University, Russia

MEMBERSHIP

Sudan Medical Council
Member of Ukrainian Medical Council

IT SKILLS

- ✓ Microsoft Office
- ✓ MEDNEXT
- ✓ Documentum
- ✓ JIRA system
- ✓ 3M, NormRisk & PBM
- ✓ Trakcare
- ✓ FWA Dashboard: Fraud, Waste and Abuse- (my design)

LANGUAGES

- ✓ Arabic: Fluent
- ✓ English: Fluent
- ✓ Russian: Fluent
- ✓ Ukrainian: Fluent

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- Human resources tasks include determining needs, select the best candidates, taking interviews and hiring recommendations.

Achievements:

- Found the best 20 doctors for each clinic in RAK/FUJ
- Increased RCM and successful relationship with insurance companies

NEURON LLC - DUBAI UAE

JUNE 2015 - FEBRUARY 2016

Lead Medical Auditor

(Insurance Fraud, Waste & Abuse – in charge)

- Responsible to audit all private providers (clinics and pharmaceutical facilities) to insure that best performance and accurate billing standards are followed by the healthcare provider;
- Check integrity of outside medical payments for the organization through verification of the accuracy of data-entered information and by auditing service related information and invoice adjudication/payment for compliance with contract terms and Department/Regional policy and procedures;
- Investigate outside medical systems and claims processing/adjudication processes finding out suspected claims which can be cases of fraud or waste or abuse;
- Perform comprehensive audit of claims to source documents and identify inaccuracies;
- Conduct quality audits of claims, pre and post payments, and utilizing appropriate sources of information, including eligibility, enrollment, provider contracts, policy and procedures;

Achievements:

- Refund of payments after finding claims with duplicates (paid in 2014-2015) for 11 pharmacies. (Duplicate Claims in 163 Pharmacies- Project Dec. 2015).
- Designed dashboard for Fraud, Waste and Abuse activity

ACCUMED PRACTICE MANAGEMENT – DUBAI UAE

NOVEMBER 2013 – APRIL 2015

Specialist - Training & Reconciliations

Reporting to the Managing Director

- Provide presentations and needful training for new/existing clients and account processors on ABCs of health insurance;
 - Present differentiations concerning policies and networks for various insurance companies, reports and balancing procedures;
 - Respond to queries related to medical insurance, revenue cycle.
- Acquired the needful analysis from medical billing system, remittance reports and provide strategic plans;
- Develop and maintain professional relationships with clients;

Achievements:

- Effectively profit growth by 75% with decrease of rejection rates for all health care providers.

HEALTHCARE & RCM MANAGEMENT
PROFESSIONAL

PREVIOUS EXPERIENCE

The National Health Insurance Company Daman – Abu Dhabi UAE
March 2011 – August 2013: Medical Underwriter

The National Health Insurance Company Daman - Abu Dhabi UAE
November 2008 – March 2011: Medical Review Officer- Team leader (Claims Submission, Resubmission & Reconciliation)

The Military Hospital – Republic of Sudan
January 2005 – August 2008: MD Doctor Specialist- (Obstetrics & Gynecologist)

Central Medical Commission of the National Services, Ministry of Defense - Republic of Sudan
March 2005 – August 2008: Head Medical Officer

Arab Gulf Health Services LLC- Next Care – Dubai UAE
March 2004 – December 2004: Medical Claims Officer (Authorization and Claims Submission) reporting to Claims supervisor

TRAINING AND COURSES

- Coding for Outpatient/office Visit. Clinical Coding Steering Committee 2010 Health Authority-Abu Dhabi, UAE.
- Principles of Insurance (supported by Emirates Institute for Banking & Financial Studies) organized, sponsored and applied by JWZ Solutions- Kingdom of Bahrain. 2010. Abu Dhabi –UAE
- DRG training course: conducted by AOK Consultants team/MSD. 2011. Abu Dhabi –UAE.
- Interpersonal and communication skills.2009. Abu Dhabi, UAE.
- Powerful Presentation Skills: by PROTRAINING, April 2012.Abu Dhabi, UAE.
- HIS and TrakCare system. JCI Accreditation program
- Studying LOMA certificate (LOMA: Life Office Management Association).
- The Intro Regional Center of Family Planning& Human Reproduction: Scientific training course of Prevention & Treatment of Infertility (from April to Jun 2002).
- Scientific training course of the Reproductive Health& Family Planning. (March to Jun 2002)
- Preparative course in Infertility for sub-specialty at Medical Immunology Center, (January to December 2003)