

NEERAJ KUMAR (He/His/Him)

Curriculum Vitae

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Academics

- 2023: **UGC JRF** December 2023
- 2023: **Combined NTA Exam-** Sociology Marks 296/400= 74%.
- 2022: **UGC NET** December 2021 and June 2022 (merged cycle)
- 2022: **MA Sociology** (67.4%), IGNOU.
- 2022: **PG Diploma in Social Work**, Research Foundation, International in Collaboration with Capital University.
- 2021: **GATE (Sociology)** with **AIR 39**.
- 2010: **MBA/PGDM** (AICTE, MoHRD, & GoI) (72.23%), Institute of Marketing & Management. New Delhi.
- 2008: **BSc. Zoology & Botany** (55.48%), **University of Allahabad**.
- 2005: 12th (CBSE) (67.2%), DAV Public School Sec-IV B S City Bokaro, Jharkhand.
- 2003: 10th (CBSE) (77.8%), Tata D A V School, Jamadoba, Dhanbad, Jharkhand.

Area of Research Interest

- Sociology of Health and Medicine.
- Health inequalities and Inequities.
- Medicalization.
- Pharmaceuticalisation.
- Social determinant of Health.

Professional Details

- **Teaching as an IGNOU Academic Counselor of Sociology.**
- **13+ years (2010-2023) of Marketing, Sales, and Research experience in the world's 4th biggest Research-based French Health Care company, Sanofi India Ltd. as a Territory Manager.**
- Having topographical experience in North India like **Delhi and UP from micro interiors, Tier-3 cities to Metro cities.**

- Handled Brand Like **Allegra, Combiflam , Valparin, Frisium, Enterogermina,& Depura,**
- Understand and explore basic health facilities of **Primary Health centers (PHCs), Secondary Health Centers (CHCs) , Tertiary Centers, and Super Specialty Hospitals** Like **AIIMS** and **Big Corporate Hospitals** like **Max Hospitals, Fortis,** and others.
- Learned **Physical and mental health** aspects in different segments like **Allergy, Diarrhea, Pain, Neurological and Mental disorders, Nutrition, Child and Adult Health Wellness,**
- Learned the basic **nuances of the health industry from doctors** like **General Physicians** to various specialties and super specialties like **Pediatrics, Gynecologists, Pulmonologist, Dermatologist, ENT Surgeons, Gastro-physicians, Orthopedicians, Neurologists, and Psychiatrists.**
- Planned and successfully conducted **various scientific symposiums, Conferences, and panel meetings** with various specialist doctors across the state of **UP and Delhi NCR.**
- Regularly conducted various share of voice programs at various Media platforms like **Print Media, Electronic Media, and even social media.**
- Conducted various **Patient welfare programs** by partnering with major doctor association bodies like **IAP, IMA, API, IADVL, AICON, NAPCON,** and others.

Internships

- Title- **“Market Research on Ranbaxy’s Volini Gel and suggest ways to Improve Sales.**
- **2 months of rigorous market research on Ranbaxy Volini gel cream across different parts of Delhi.**
- **Random Samples collected daily from 10 chemist shops and 5 Individuals regarding Volini gel Efficacy and Safety.**
- **Reports analyzed and suggested ways to improve sales through different promotional initiatives as well as advertisements in Print and Electronic Media.**
- **July-August (2021): 2 weeks (16 Days) exposure training program on Tribal Affairs at Bhartiya Aadim Jati Sevak Sangh, New Delhi.**
- Interviewed/ Interacted with children from marginalized sections of society regarding their socioeconomic profile and routine life.

Technical Skills

- Software/ Tools: MS-OFFICE (Word, Excel, & PowerPoint)
- OS: WINDOWS 7,8,10, & 11
- DBMS: MS-SQL, SPSS

Research Skills

- Learner, Maximizer, Strategic, Connectedness, and Self Assurance.
- Languages- Hindi, English, Sanskrit, Bengali (Spoken), French (Elementary level)

Extra-Curricular Activities

- National Service Scheme (worked for 240 hours and 10 days of Voluntary service in Kumbh Mela, Prayag Raj, UP.
- Active placement committee member during college.
- Class Representative throughout academic career.
- Captain of my House during school days.

Personal Detail

Permanent Address: S/O Ramadhar Thakur,
Vill-Post- Deokuli, Dist.- Buxar,
Bihar-802101

Declaration

I hereby declare that the details furnished above are true to the best of my knowledge.

(Neeraj Kumar)

Date: