

# CURRICULUM VITAE

## SAURABH PARIHAR

Address: B-11, Paota 'C' Road, Karan Singh ji ka Hatha, Jodhpur (RAJ)

Mobile: 7742474998, 6375148012

Email ID: sandeepshailesh95@gmail.com



### ACADEMIC DOSSIER

STREAM	INSTITUTION/SCHOOL	YEAR
MBA (PHARMACEUTICAL MANAGEMENT)	THE IIHMR UNIVERSITY	2018
Bachelor of Pharmacy	Lachoo Memorial College of Sci. and Tech. (Jai Narayan Vyas University)	2016
Class 12 <sup>th</sup>	R.B.S.E, Geetanjali Sr. Sec. School	2012
Class 10 <sup>th</sup>	R.B.S.E, Geetanjali Sr. Sec. School	2010



### WORK EXPERIENCE: (Started Working from August' 2018 – Till Present)

- ▶ Working as Product Manager at Renown Pharmaceuticals in division including Nutraceuticals, Dietary Supplements, Analgesics and Critical Care.  
  
Presently exploring Nutraceuticals, Phytopharmaceuticals & Acute therapy.
  - Joined Renown Pharmaceuticals as Product Executive in Aug' 20202
  - Therapy includes focus on customers like: Gynaecologist, Orthopaedic, Physician, Consultants etc.
  - Conduct division PMT (Nutraceuticals, Acute therapy) & managers meetings, along with field work.
- ▶ Worked as Product Executive at BioKindle Lifesciences & Looked after a chronic therapy which includes Renal therapy, Transplantation, Cardiac and Critical Care therapy (Aug' 2019 till July' 2020).
  - Portfolio includes major focus on renal medicines & transplant preparations
  - Therapy includes focus on customer like: Nephrologist, Consultant etc
  - Conduct division PMT (Cardiac, Renal, Transplant and Critical Care) & manager's meeting, along with field work

- ▶ Worked as Management Trainee with INTAS Biopharmaceuticals & looked after chronic therapy – Monoclonal Antibodies (MAB) (Aug' 2018 till Aug' 2019)
  - Therapy includes portfolio, majorly focused on customers like Rheumatologist, Physician etc.
  - Product was mainly focused for treating Osteoporosis, Rheumatoid Arthritis, Systemic Lupus Erythromatous (SLE) etc.

### **JOB RESPONSIBILITIES:**

- Facilitating the sales team in conducting successful educational programs (CME' s) and awareness activities.
- Working on the disease segment and its development by creating awareness and keeping the leading potential doctor in loop.
- To be present at the regional conference and ensure footfall with engagement activities and fruitful discussions with KOL' s.
- Interacting with the sales team on regular basis to drive and execute the strategic initiatives taken up for various brands in the allotted region/s.
- To come up with innovative ideas for the promotional inputs and literatures.
- Explore and carryout social media marketing initiatives.
- Drive and ensure the execution of the adopted strategies.
- Conceptual and scientific inputs, literatures designing.
- Customer relationship management activities and campaigns
- Field force training
- Planning and conducting sales review meetings
- External vendor management
- Field work



### **SUMMER TRAINING & PROJECT UNDERTAKEN:**

- ▶ Worked as Territory Business Manager from 10<sup>th</sup> Mar'2018 to 31<sup>st</sup> May'2018 for my dissertation at Abbott Healthcare.
- ▶ Done summer internship at Zydus Cadila from April'2017 – June'2017 (My training consisted of working as a Market Research in field for 2 months on entitled project which were done during the internship).
- ▶ Submitted capstone project on perception and awareness of generic drugs in Jaipur which included a survey and data was recorded.
- ▶ Done 2 months training at MMG Healthcare, Sirmour (HP) in production & manufacturing department.

## TECHNICAL PROFICIENCY:

- ▶ Hands on IMS, AIOCD, Windows Operating System
- ▶ Working efficiency of MS Word, MS Excel, MS Power Point

## SEMINARS/CONFERENCES/WORKSHOPS:

- ▶ Participated in ISNCON 2019, Annual conference of Nephrology.
- ▶ Participated in ISNCON 2019 (West Zone), Annual conference of Nephrology.
- ▶ Participated in PRADANYA 2016, 21<sup>st</sup> Annual conference on “Smart Healthcare of India”.
- ▶ Volunteered in “Pharma Summit” 2017.

## SKILLS & COMPETENCIES:

- ▶ Self Attributes: Team Ambient and target driven with commitment to excel
- ▶ Linguistic: English, Hindi
- ▶ Excellent Presentation Skills and Analytical Ability
- ▶ Good Human Interface Ability

## MEMBERSHIP:

- ▶ Registered Pharmacist at Rajasthan Pharmacy Council of India.

## EXTRA-CURRICULAR ACTIVITIES:

- ▶ Became the member of “Sports Committee” at IIHMR University (2016 – 2018).
- ▶ Volunteer in blood donation camp conducted by red cross society.
- ▶ Participated in VOLLEY BALL and secured 1<sup>st</sup> position which was held in university and have been awarded a certificate by IIHMR University.

## PERSONAL DETAILS:

- ▶ Father’s Name: Sh. Shailesh Parihar
- ▶ Mother’s Name: Smt. Sunita Parihar
- ▶ Nationality: Indian
- ▶ Marital Status: Unmarried
- ▶ Date of Birth: 13/12/1995