

VIKAS BANGAR

Correspondence Address

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CAREER OBJECTIVE

To utilize my skills, diligence and sense of responsibility for becoming a respectable identity while meeting the goals of the organization and to secure a position where I can work to improve managerial skills.

AREA OF INTEREST

- Product Management

PROFESSIONAL EXPOSURE

- **Working Experience:**

1) Eris Lifesciences at Ahmedabad since October 2015

Currently working in ERIS2 division(Orthopedics & Rheumatology) as a Product Executive, looking after brands like ORTHOSENZ, ZENERV M & MACPANTA.

❖ **Key Responsibilities:**

- ✓ Brand strategy planning for ORTHOSENZ, ZENERV M & MACPANTA.
- ✓ Developing brand strategy, promotional material & technical literatures in alignment with strategy for the brands.
- ✓ Preparing product launch plan.
- ✓ Ensuring implementation of strategy through field work and interaction with field force.
- ✓ Analyzing data, trends, studies.
- ✓ Achieving financial goal for brand.
- ✓ Continuous brand and territory wise tracking of the sales.
- ✓ Training of new team members to familiarize them with the product portfolio.
- ✓ Conducting secondary research utilizing several databases.
- ✓ Handling the Product Promotion and managing conferences.

2) Boehringer Ingelheim at Mumbai from March 2015 to September 2015

Previously as a Business Development Manager in ThromBI division & was part of Actilyse Stroke Action Team specially focusing on Actilyse.

❖ **Key Responsibilities:**

- ✓ Product promotion and sales achievement.
- ✓ Effectively implement sales strategy and tactics, plan of action in accordance with company policies.
- ✓ Regular monitoring of territory's sales performance to initiate appropriate actions.
- ✓ Engage key stakeholders of hospital to streamline the process of stroke patient management.
- ✓ Conduct analysis of competitors to identify territory business opportunities.

- **Workshops & Conferences:**

- 1) Attended four days workshop on Microsoft Excel, Eris Lifesciences, Ahmedabad, 2017.
- 2) Attended seven days workshop on Building Big Brands, Eris Lifesciences, Ahmedabad, 2017.
- 3) Attended seminar on CSR by Dr.Vijaya Subramanyam,Hyderabad 2014.
- 4) Participated in UGC Sponsored National Seminar on Applied Microbiology for Globe Protection, Satara, MH 2013.

ACADEMIC CREDENTIALS

S.NO	DESCRIPTION	BOARD/UNIVERSITY	YEAR	PERCENTAGE/C.G.P.A.
1.	M.B.A.(Pharm.)	National Institute of Pharmaceutical Education and Research (NIPER), Hyderabad.	2013-15	6.96 C.G.P.A.
2.	B-PHARMACY	Tatyasaheb Kore Collage of Pharmacy, Warananagar. (Shivaji University, Kolhapur)	2009-13	61.80 %
3.	Class XII	KBP Krishi Vidyalaya & Junior College Of Science, Devapur, Man. (Kolhapur Divisional Board)	2007-09	73.33%
4.	Class X	Ganesh Vidyalaya, Kalwa, Thane. (Mumbai Divisional Board)	2006-07	70.46%

DISTINCTIVE HIGHLIGHTS

- Qualified **GPAT 2013** with **AIR-119**.
- Qualified **NIPER-JEE 2013** with **AIR- 214**.
- Applauded by Sales, Marketing, Medical and Training & Development team of Boehringer Ingelheim India on the successful breakthrough stroke protocol meeting at Holyspirit Hospital, Andheri.

PROJECTS ACCOMPLISHED

- **Major Research Project:** A study of consumer behavior towards self-medication in the treatment of cough & cold, skin infections and pain.
- **Summer Training Project: Aptar Pharma Ltd at Hyderabad from June 2014 to August 2015.**
“Market research on usage of nasal sprays and nasal drops among pediatricians, ENT specialists, pharmacists and patients for nasal congestion & sinusitis in Hyderabad”

INDUSTRIAL TRAINING

- Industrial visit to NATCO Pharma, Hyderabad 2014.
- Received Industrial Training at Elder Pharmaceuticals, Navi Mumbai 2011.

EXTRA CURRICULAR ACTIVITIES

- Active member of educational group NIPER NEURONITES.
- Completed Two years of N.S.S Activities during academic years, Jakhale, Kolhapur, MH. 2011-13.
- Participated in GYAN-10 University Level Technical Quiz Contest, Warananagar, MH. 2010.
- Participated in Inter college Cricket match, Warananagar, MH.2013.
- Won Runner up Prize in Annual Social Gathering, Warananagar, MH.2011.

PERSONAL DETAILS

- Date of Birth : June 1st, 1991.
- Father's Name : Mr.Baban Shankar Bangar.
- Languages Known : English, Hindi, Marathi, Spanish(Basic).
- Computer Skills : MS Excel, MS PowerPoint, MS Word.
- Hobbies : Reading, Exploring new things, Swimming.