

TRISHNA MATAI
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Career Objective

To obtain a position in an organization where my energy and skills could be used to promote growth and increase profitability

Professional Experience (23 months)

Current Employment Details -

Name of organization : Medulla Communications Pvt. Ltd
Designation : Client Servicing – Consumer Healthcare
Reporting Authority : Director – Consumer Healthcare
Duration : 1st February 2016 to present

Job description:

- Catering to new clients and serving existing clientele to the peak of their satisfaction by providing them inputs/deliverables as per their requirements
- Pitching, creating proposals and negotiating with clients for new projects and smooth functioning of existing projects
- Coordinating with vendors and stakeholders to ensure timely delivery of projects
- Brainstorming with the client and internal teams for recommending marketing solutions
- Timely project monitoring and recommendation generations to ensure up to date branding solutions

Key Learning's

- Effective handling of customers in the competitive market
- Learnt about brand building strategies to sustain competition
- Conflict handling
- Team work to deliver successful up to the mark solutions

Previous Employment Details –

Name of organization : Regenerative Medical Services Pvt. Ltd
Designation : Client Relationship Executive
Reporting Authority : Area Sales Manager
Duration : 1st June 2013- 31st May 2014

Job description:

- Meeting doctors (gynecologists) to increase the awareness about stem cell banking
- Lead generation and counseling potential customers about the concept
- Explaining the importance of stem cell banking via presentations and society marketing activities
- Handling customer queries and effectively converting them into clients for the company.

Education

Year	Examination	Institution	Percentage Obtained
2016	PGDM Pharma	SIES College of Management, Nerul	72%
2013	B.Pharmacy	Prin. K.M.Kundnani College of Pharmacy, Colaba, Mumbai	60.40
2009	HSC	Bhavans College, Andheri , Mumbai	70.83
2007	SSC	Canossa Convent High School,Andheri , Mumbai	86.92

Projects Undertaken

Summer Internship Project Duration (May'15 to June'15)

Organization: Glowderma Labs Pvt. Ltd, Mumbai

Project Details:

Title: Role of Facewash Products in Dermatology

Project Description:

- The Market Research project was to study the Role of Facewash products in Dermatology.
- It involved understanding the Perception and Prescribing behaviour of Dermatologists for various Facewash brands
- It also involved the study of positive and negative aspects of current brands in the market, scope of improvements and finding newer indications for which a Facewash could be prescribed

Social Project Duration (26/12/14 – 02/01/15)

Organization: Union Park Residents Association (NGO)

Project Description:

- Spread awareness about the Eco Garden adopted by them and raising funds for the maintenance of the same.
- Conducting fund raising activities by interaction with the existing donors of the Standard Chartered Mumbai Marathon
- Increase awareness about their BETI initiative to educate girl child.

Graduation Projects

Project 1 Duration (1stJune'12 to 30th June '12)

Company: Scientific Pharmaceuticals, Andheri , Mumbai

Title: Industrial Training on manufacture and QC of liquid orals.

Project Description: Production of a batch of cough syrup (1000 ml batch) and conducting QC studies for the same.

Project 2 Duration (1st June – 15th June 2011)

Company : Kokilaben Dhirubhai Ambani Hospital, Mumbai

Title : Work areas of a Hospital Pharmacist

Project Description : Working in Inpatient , Outpatient and Central Pharmacy to understand the work patterns and challenges in various departments within a hospital

Competencies

- Ability to work individually as well as in a team
- Creative thinking
- Good negotiation and communication skills
- Ability to produce best results even under stress

Special Achievements

- Secured 3rd place in Table tennis at Rx intercollege pharmacy fest in the year 2012-13
- Secured A grade at the Intermediate and Elementary Drawing Examinations
- Successfully completed 7 years of Bharat Natyam with Distinction from Nalanda Dance University

Extra-Curricular Activities

- Member of organizing team for various events at Virtualities 2015
- Compered at various healthcare conferences held at post-graduation level
- Participated in the Anti – AIDS and Anti-TB campaign organized by Rotaract Club of KMKCP
- Represented the college at Rx intercollege pharmacy fest throughout the course for Table tennis
- Active Member of the Blood donation camp organized by the Rotaract club and KEM hospital in the year 2012-13
- Delegated at various Intercollege pharmacy conferences in throughout the academic phase
- Active participation in elocutions, arts and indoor sports at school and college level

Hobbies and Interests

- Drawing and creative work like Candle making, needle painting, etc.
- Socializing with people
- Playing table tennis
- Travelling to remote locations

Personal Details

- Date of Birth : 14-09-1991
- Gender : Female
- Languages Known : English, Hindi, Marathi, Sindhi
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