



**Visa Status: Visit Visa**

Seeking challenging assignments in **Pharmaceutical Sales and Marketing in UAE**, where I can utilize my broad skills and expertise for organizational and professional career growth

* Organized professional with around 1 year of experience in **Pharmaceutical Sales** with expertise in **promoting Pharmaceutical products.**
* Excellence in promoting Pharmaceutical products in **Gastroenterology, Orthopedics, Gynecology and Dentistry segments**
* Organized professional with 3 years of experience in Pharmaceutical Industry with expertise in **developing and validating Bio analytical methods**
* Knowledge of **regulatory affairs**
* Good at MS Office (Word, Excel, Power Point, Access) and Windows based environment
* Conversant with **English, German, Hindi, and Marathi**

**Areas Of Exposure**

* Market Research and Market analysis
* Product promotion and sales strategy planning
* New product launching
* Analytical / Bio analytical Research
* Data Analysis, Quality Assurance & Quality Control
* Inventory Management
* GLP Compliance
* Coordination

**Education**

|  |  |
| --- | --- |
| **Master of Pharmacy (Pharmaceutical Chemistry)** from NMIMS University with 3.23/4.00 (CGPA) | 2011 |
| **Bachelor of Pharmacy** from Dr. Babasaheb Ambedkar Marathwada University with 62.74% | 2008 |
| **Diploma in Pharmacy** from Maharashtra State Board of Technical Education with 74.66% | 2005 |
| **H.S.C.** from Maharashtra State Board with 63.17% | 2002 |
| **S.S.C.** from Maharashtra State Board with 72.80% | 2000 |

**Professional Experience**

**Oct’ 2008 – Jul’ 2009**

**Trainee Professional Sales Representative -** Aurangabad Division

**Key Deliverables:**

* Handled the promotional activities of the product and met the Doctors in the field of Gastroenterology, Orthopedics, Gynecologists, Dentists, and Physicians
* Visited the Chemists and Stockiest to ensure product availability
* Developed strong communication network with subject leaders such as – physicians, staff members, hospital managers and pharmacists.
* Researched market regularly in order to keep up with competitors and their products to generate greater sales.
* Worked in coordination with managers in preparing strategies to promote products on the market.
* Maintained accurate records including date and contact information of doctors contacted for maintaining future sales.

**Oct’ 2011 - Present**

**Senior Research Associate** - Bioanalytical Section, Clinical Pharmacokinetics & Biopharmaceutics Department

**Key Deliverables:**

* Performing research on literature
* Involved in processing and analyzing biological samples for drug / metabolite concentration
* Ensuring all activities are performed as per in house SOPs and GLP
* Facilitating the Senior Analyst and Group Leader in data analysis and compliance of reports
* Responsible for developing and validating Bioanalytical methods
* Handling, receipt, transfer, storage and disposal of biological matrix
* Raising indent for purchase and oversee storage for Bio analytical lab inventory

**Instruments Handled:**

* LC-MS/MS: Thermo Finnigan TSQ Quantum, TSQ Quantum Ultra, TSQ Quantum Discovery MAX

[System Software: LC Quan 2.5.6, LC Quan 2.8]

* LC-MS/MS:AB Sciex Triple Quadrapole API-3000, API-4000, API-5500 [System Software: Analyst 1.4.1, 1.4.2and 1.6.2]

**Projects Handled during M. Pharmacy**

**Major Project:**

**Title:** Method Development and Validation of Related Substances of Compound-A

by HPLC

**Organization**: Wockhardt Research Centre, Aurangabad

**Functional Area**: Analytical Research & Development

**Duration:** June 2010 – Jan’ 2011

**Role**: Project Trainee

**Instruments Handled:**

* HPLC Waters 2695 Separation module with 2996 PDA detector(Software: Empower-2)
* UV Spectrophotometer (Perkin Elmer)
* FTIR (Perkin Elmer)
* Polarimeter (Jasco)
* Chemical analysis (LOD, ROI, Heavy metals testing)
* Moisture Content (Mettler Toledo)

**Minor Project:**

**Title:** Effect of Various Starches on Tablet Properties

**Functional Area**: Quality Assurance

**Duration:** Feb’ 2011 - May 2011

**Instruments Handled:**

* Weighing Balance(Mettler Toledo)
* Compression Machine(Karnavati)
* Hardness Tester(Monsanto)
* Friability Tester(Roche)
* Vernier Caliper Scale(Mitutoyo)
* Dissolution Test Apparatus(Electrolab (USP-Ι, II))
* UV Spectrophotometer (Perkin Elmer)

**Publications**

* Poster presented on **Rapid Cleaning Validation Method for Colored Formulation Ingredients by Visible Residue Method in Academic Laboratory** at 58th IPC, Dec.2006, Mumbai
* Poster presented on **Utility of HPTLC in Analysis of Herbal Oils** at National Conference on Polyherbal Formulations : Perspectives and Challenges, Nov.2009, Loni (Dist. Ahmednagar)

**PERSONAL DETAILS**

**Date of Birth:** 18th October 1984

**Marital Status:** Married

**Nationality:** Indian