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| SharvariSharvari.342366@2freemail.com *Management Trainee* |  |



*Profile*

* Highly organized and resourceful with working experience in pharmaceutical fields, assuming various roles from sales of pharmaceuticals to client relationship management
* Progressive and committed specialist with an uncommon ability to make difficult decisions and solve problems and highly effective and innovative strategies for meeting expectation of the clients
* Excellent verbal and written communication skills combined with an ability to cultivate valuable business relations as well as efficiently coordinate cross-functional teams

*Core Skills &* *Competences*

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| Sales | Client Relationship | Planning and Organization  |
| Pharmaceuticals | Brand Management | Analytical Skills |
| Business Communication | Decision Making | Working Under Pressure |
| Commercial Analysis | Strategic Thinking | Improvement Orientation |

*Experience*

**Publicis Healthcare Communications (March 2016 – August 2016)**

**Management Trainee (Client Servicing)**

* Understanding client’s brands and needs
* Evaluating these needs and communicating internally with design team
* Value addition towards client requirements thereby delivering out of the box ideas to enhance the brand image
* Understanding & delivering daily requirement of the communication inputs
* Coordinate with enabling functions like strategy, creative , content & studio for the effective delivery of the inputs
* Generating insights for the communication of set of brands to enhance overall reach of the product
* Liaise proactively with clients on daily basis
* In-charge for all data creation and administration for Minutes of meetings, weekly and monthly reports to clients

**Nutri Synapzz Therapeutix Pvt Ltd** **(May 2015-Sept 2015)**

**Management Executive**

* In-charge of establishing and maintaining Client Relationship at regional level
* Identifying potential customers (Doctors) through extensive field research.
* Promoting right products to potential customers through Retail Chemist Prescription Analysis
* Scientifically detailing customers about novel products by understanding market needs
* Thorough Demand Analysis thereby establishing availability of products in retail
* Successfully launched product portfolio for start-up organization and established business in Mumbai territory.
* Successful Launching of two products in device division and nine products in pharmaceutical division
* Initiated product trials by customers and built customer relationship
* Generated doctor prescriptions
* Orchestrated and conducted special campaigns for patients through need analysis thereby building customer equity
* Conducted product induction programme for sales team of distributors to create product awareness

**Apollo Pharmacy (Dec 2014- Mar 2015)**

**Pharmacist**

* Performing daily management of pharmacy shop
* Supervising all operations in pharmacy in absence of the In-charge person
* Creation and updating of the Stock availability of the medicines
* Carrying out inventory management and replenishing the near expiry items
* Providing customers with information about prescriptions
* Maintaining daily accounts and records of sales and purchases

*Education*

**SIES College of Management Studies**

PGDM (Biotechnology Management)

Mumbai University, Mumbai, India ***• 2015***

**Bhanuben Nanavati College of Pharmacy**

Bachelor of Pharmacy

Mumbai University, Mumbai, India ***• 2013***

**Nagindas Khandwala College**

Maharashtra State Board of Secondary and Higher Secondary Education

Mumbai, India ***• 2009***

**Mary Immaculate Girls’ High School**

Maharashtra State Board of Secondary and Higher Secondary Education

Mumbai, India ***• 2007***

*Projects*

 **Summer Internship with RPG Life Sciences Limited (April 2014- June 2014)**

* Promotional Plan for kidney transplant portfolio-Imunotac / Mofetyl
* To develop ideas for promoting the combination duo

**Market based project in SIESCOMS for Topical creams (December 2013)**

* To find the top three prescribed topical creams in the region given
* To check the symptoms and diseases associated with the same

*Training at graduation level*

**June 2011**

Completedone monthinternship at **IPCA Laboratories Ltd**., as part of academic curriculum during graduation with

* Analytic procedures and instruments (HPLC, Dissolution Test Apparatus) in the analysis department
* Training in R&D (Formulations) Department

**May 2011**

Underwent training at Advinus Therapeutics Ltd with:

* Chromatograpy techniques and chemical experiments in Drug Discovery Department.

*Software skills*

* Microsoft® software e.g. Excel, Word, PowerPoint, Word, Outlook

*Extra Curricular*

* Member of the PR Committee in SIES College of Management Studies.
* Participated in Manshodhan-Poster Presentation Competition.
* Participated in Indian Pharmaceutical Association Programme.
* Participated in case study and quiz competition events organized at SIESCOMS.
* Contributed to organization of an interactive workshop “Putting Patients first” at SIES College of Management Studies.

*Personal Details*

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| **Marital Status** | **:** | Married |
| **Nationality** | **:** | Indian |
| **Date of Birth** | **:** | 18-Mar-91 |
| **Residence** | **:** | Abu Dhabi |
| **Languages** | **:** | English, Hindi, Marathi |

*References: Available upon request*

