



# **NIPER-Hyderabad**

## **Placement Brochure**

### **Pharmaceutical Management**

# **2013 - 2015**

**M.B.A.(Pharm.)**



**राष्ट्रीय औषधीय शिक्षा एवं अनुसंधान संस्थान**

**NATIONAL INSTITUTE OF PHARMACEUTICAL EDUCATION AND RESEARCH**

**(Dept. of Pharmaceuticals, Ministry of Chemicals and Fertilizers, Govt. of India)**

A blue-tinted photograph showing the silhouettes of several people in a meeting or office setting, engaged in discussion and looking at documents. The scene is reflected on a glossy surface below.

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## VISION

- To serve as a leading global institution in the field of Higher Education and Research in Pharmaceutical Sciences & Management.

## MISSION

- To strive towards excellence in the field of Higher Education and Research in Pharmaceutical Sciences & Management.
- To be one of the principal sources of professional manpower in the field, for strengthening the Indian & Global Pharma industry.

## OBJECTIVES

- ☞ Enhancement of creativity and motivation that drives the students towards inculcating professionalism.
- ☞ To set up an environment congenial for synergizing Academia, R & D and Industry, through training and exposure.
- ☞ To set up collaboration between Pharmacy, Biotechnology and Information Technology which can help in meeting global challenges.
- ☞ Create a world class institute of teaching and research in the field of Pharmaceutical Sciences & Management.
- ☞ Develop and practice e-learning for professionals and training for teachers, researchers and regulators in the respective fields.
- ☞ Expand research activities in new avenues and emerging segments.
- ☞ Explore national and international collaboration in Pharmaceutical Sciences & Management.

HYDERABAD







## About the Institute

National Institute of Pharmaceutical Education and Research (NIPER), Hyderabad is an "Institute of National Importance" with the proclaimed objective of becoming Centre of Excellence for advanced Learning & Research in Pharmaceutical Sciences. NIPER-Mohali was the first institute established in the year 1998 under the aegis of Department of Pharmaceuticals, Ministry of Chemicals and Fertilizers, the Govt. of India. Later, the DOP established 6 new NIPERs across the country including NIPER-Hyderabad which started functioning from 19th October 2007, from the premises of erstwhile R&D Centre of IDPL, Balanagar, Hyderabad. Indian Institute of Chemical Technology (IICT), Hyderabad, a premier CSIR Research Laboratory, is the Mentor Institute for NIPER, Hyderabad. The main objective of the institute is to offer 2 year post graduate courses in seven disciplines Viz., M.S. (Pharm.), M.Tech. (Pharm.) and M.B.A (Pharm.), courses along with PhD programmes.





## About the Institute (Contd.,)

The institute started with 3 disciplines viz., Medicinal Chemistry, Pharmacology & Toxicology and Pharmaceutical Analysis in the year 2007. Subsequently 4 new courses were added - Pharmaceutics (2009), M.B.A (Pharm.) (2011) and Regulatory Toxicology and M.Tech. - Process Chemistry (2013). PhD programme in this institute commenced from academic year 2011-12 in 4 disciplines (Medicinal Chemistry, Pharmacology & Toxicology, Pharmaceutical Analysis and Pharmaceutics).

NIPER-Hyderabad has excellent Lab facilities and the facilities extended by IICT (Mentor Institute) are useful to update the knowledge and exposure of the students to various advanced techniques essential for Drug Discovery & Development Research. Many of the NIPER students carry out dissertation work in National research institutes and reputed Pharma Companies. NIPER-Hyderabad regularly conducts several National / International Seminars / Workshops. This enables the NIPER students to get an exposure to the advanced research in Pharmaceutical Sciences. NIPER also invites experts from various industries and academia to deliver talks on several topics of importance. NIPER takes special care to develop the student's communication, personality and aptitude skills by organising special lectures by experts.

One of the objectives of NIPER-Hyderabad is the development of Human Resources for the ever growing Indian Pharmaceutical Industry. NIPER-Hyderabad is on the forefront in placement activities with almost 80% students getting placed in various pharma companies every year. It maintains about 1:8 faculty student ratio. Some of the faculty members have received prestigious awards like OPPI Young Scientist Award from Organization of Pharmaceutical Procedures of India for 2010, 2011, 2012 and IDMA Young Pharma Analyst Award from Indian Drugs & Manufacturers Association (IDMA) for the year 2011 & 2014. NIPER-Hyderabad is being developed as a National Centre to cater to the needs of pharmaceutical industry and academia.



## Project Director's Message



**Dr. Ahmed Kamal**

NIPER Hyderabad started in October 2007 with the intention to provide high quality education & research in Pharmaceutical Sciences. Taking NIPER Mohali as a role model, it is involved in creating future pharmaceutical professionals and considered to be the Institute of National Importance. Indian Institute of Chemical Technology (IICT) Hyderabad being a mentor institute has accepted the task to develop NIPER Hyderabad into a model institute, which meets the needs of the present pharmaceutical industries by providing the necessary talent pool. Every year students get admitted to this institute through a nation-wide open entrance examination (NIPER-JEE) conducted by NIPER Mohali. NIPER Hyderabad is investing all efforts to implement the 'International Standards' and to create this institute with the

global standards. NIPER Hyderabad is in the process of establishing modern laboratories with sophisticated instruments and library. NIPER Hyderabad has taken all care to train the students under the guidance of renowned Professors/ Scientists from Industries/Universities, Central Research labs for doing their dissertation work in addition to the highly qualified NIPER faculty. Highly qualified faculty and staff have been inducted to guide the students to meet their academic excellence. The results of earlier batches of NIPER Hyderabad (2007-12) and their placement in reputed pharmaceutical organizations reflects the sincere efforts of NIPER Hyderabad faculty and indispensable support of mentor institute, IICT Hyderabad.

I am confident that the current batch (2013-15) students are well groomed in academics and professional etiquette to become a cardinal component of pharmaceutical industries. I sincerely convey my best wishes to the students for their future success.

## From the Registrar's desk



**Prof. N. Satyanarayana**

NIPER Hyderabad has been located strategically in the midst of Pharmaceutical hub, that can facilitate it to be a global center of learning for M.B.A. (Pharm.) and other Pharmaceutical courses. Hence, the vision of NIPER Hyderabad is to be a global leader in Pharmaceutical Management Education along with the key Pharmaceutical courses offered here. NIPER Hyderabad provides ideal and conducive environment for learning and the leadership skills are honed by imparting a well balanced mix of concepts and practicalities of the pharmaceutical business world. The institution incorporates the best features of management education to equip the students to face the challenges of the radically changing and unpredictable pharmaceutical business environment. Therefore, it is NIPER Hyderabad's resolve to do everything possible to achieve its vision that is commensurate with India's aspirations to be a

global economic and intellectual leader. Renowned pharmaceutical organizations and the rest of India alike have been great patrons of NIPER Hyderabad. Therefore, it is natural for NIPER Hyderabad to look forward to your limitless support and patronage. It is appealed to all organizations and companies to make use of the opportunity to add our students as assets in strengthening your organization.

I am happy that the students of NIPER Hyderabad have brought out the Information Brochure of 2013-2015 batch students of M.B.A. (Pharm.)

I wish them success in all of their future endeavors.

## Infrastructure

NIPER-Hyderabad is situated in the heart of populated industrial area of Hyderabad city. The campus of NIPER-Hyderabad is spread across a vast area, possessing beautiful landscape garden, which is highly conducive for teaching and research.

The Teaching-Learning pedagogy used in the classrooms is IT enabled and classrooms are fitted with LCD projectors, OHPs, and sound systems. The lecture halls can accommodate 200 students in one class and tutorial classes are designed for strength of 30-40 students. We have a LAN - enabled campus, which can facilitate students to discuss academic topics and also refer to reference. The campus is equipped with Wi-Fi facility. NIPER Hyderabad has an excellent Library and Information Center, one of the central support services of the institution, which acts as a primary source for information seekers, be it students, faculty or researchers.

The NIPER Hyderabad has well equipped 20 laboratories to cater to the needs of M.S (Pharm) and Ph.D research course students. In addition, NIPER-Hyderabad, has established state-of-the art Central Animal House facility for housing and breeding of experimental animals (rats, mice, guinea pigs etc), approved by Committee for the Purpose of Control and Supervision of Experiments on Animals (CPCSEA), Govt. of India, New Delhi.







**Classroom :** Keeping in view the requirements of management education, the classroom is well-equipped with LCD, OHP, and microphones to facilitate teaching.



**Conference hall and auditorium :** The campus has two state-of-the-art conference halls and auditorium. Both are well-equipped with audio-visual equipments needed for conducting seminars, workshops, etc..



**Student's Activity Centre :** A wide range of facilities are available to the students to engage themselves in recreational as well as extra-curricular activities through the SAC. It has sports facilities for indoor games like badminton, table tennis and also houses a multi-purpose gymnasium with the latest equipments. The outdoor sports facilities include football, cricket, volley ball, table tennis, tennikoit, throwball, etc.



**MBA (Pharm) Computer Lab :** Besides the main computer lab, the Institute has a Computer Centre as a central computing facility specially for the M.B.A.(Pharm.) students. The centre has softwares such as stat soft.





**Library & Information Centre :**

The institute has a well-established Central Library which caters to the need of the post-graduate students, research scholars and faculty alike. It is housed in a separate area having two floors on a plinth area of 1000sq.mtrs.The library has a collection of many volumes which includes text books, reference books & bound volumes of Journals, etc.,





## Programmes Offering

### **M.B.A (Pharm.)**

Pharmaceutical Management

### **M.S (Pharm.)**

Medicinal Chemistry

Pharmaceutical Analysis

Pharmaceutics

Pharmacology & Toxicology

Regulatory Toxicology

### **M. Tech (Pharm.)**

Pharmaceutical Technology (Process Chemistry)

**Ph. D. offered in** Medicinal Chemistry, Pharmaceutical Analysis, Pharmaceutics, Pharmacology & Toxicology

### **What is Pharmaceutical Management?**

Pharmaceutical Management is the study of managing business and financial aspects of pharmaceutical sector which include research & development, manufacturing, regulatory environment, marketing and sales etc.,

### **Why M.B.A. (Pharm.) over M.B.A.?**

- 1) The M.B.A. (Pharm.) programme has been crafted to the needs of the pharmaceutical companies not only of India , but with a holistic consideration.
- 2) The entire course of four semesters has been customized as per the current pharma scenario.
- 3) For pursuing this course only B. Pharm graduates have been selected from the best colleges through a very rigorous selection process.
- 4) Inclusion of subjects such as Pharmaceutical Marketing, Pharmaceutical Business Environment, Supply Chain Management in pharmaceutical sector, Topics relevant to Drugs & Pharmaceutical Industry, Sales & Sales Promotion, Contemporary issues in Pharmaceutical Marketing, Fundamentals of R & D Management- (1 & 2), Pharmaceutical Product Management, Pharmaceutical Brand Management, Advertising in Pharma Sector, IPR in Pharmaceutical Management ,etc.
- 5) These jewels (having the background of B. Pharm and M.B.A.(Pharm.) of NIPER –Hyderabad can very easily fit into the work environment of any pharmaceutical organization, and can turn out to be very handy in multi-tasking.
- 6) Students with both pharmaceutical and management knowledge can also help in improving the co-ordination between various technical and non-technical departments of the organization.





## Unique Features of M.B.A (Pharm) Programme

The programme is developed after extensive research and interaction with the various experts and institutes all over India. It provides the students different routes to the industry, matching their requirements with his/her skills and predisposition. The programme places heavy emphasis on practical experience for which extensive interaction with the industry is built into the curriculum. Besides the summer internship and major final semester project, students are expected to engage in industry oriented projects as a part of their regular course work.

**Selection procedure** for the program involves screening the candidates having the managerial skills and also technical knowledge. Selection process includes two National Level Exams- Graduate Pharmacy Aptitude Test (GPAT) followed by NIPER Joint Entrance Exam (NIPER-JEE). For the GPAT & NIPER JEE qualified students, group discussion and personal interviews are conducted to shortlist the eligible candidates for M.B.A.(Pharm.) programme.

The objective of the programme is to impart management education in pharmaceutical environment so as to enable the student to be optimally equipped to respond to the changing requirements of the industry in the Indian ethos. The wide international exposure, linkages with the industry, experience and diversity of their background create a rich faculty resource. The full-time M.B.A.(Pharm.) programme focuses on overall management knack and is designed to be completed in two years. The programme provides a wide range of electives to the students. It equips them with a combination of various technical skills and value focused decision making ability. All this is imparted in the course work offered in a flexible mode.

- Students are customized to suit the present needs of Pharmaceutical Industries.
- Guest/Invited Expert Lectures are arranged by Academia/Industry experts from India and Abroad in specialized areas.
- Several National/International Seminar/Workshops are conducted at regular intervals to benefit the students of NIPER as well as outsiders in the field. This helps them to develop their interpersonal and presentation skills and thus helps the students in understanding the holistic pharma scenarios.
- Students and faculty are encouraged to attend Conferences/Symposia held all over India.
- Special courses are conducted for students to develop their Communication /Personality/Aptitude Skills.

## Pedagogical Features

Academic excellence is fostered through innovations in teaching methods. The gamut of teaching methods at NIPER-HYDERABAD includes optimization of diagnostic testing, problem solving, and decision making techniques. Extensive use of audio-visual aids and computer based learning methods promote creativity, curiosity and inter-personal development.

Every student begins his managerial education at NIPER- HYDERABAD with a two-week foundation course, which is an orientation to the realities and challenges in the world of pharmaceutical business. What follows is a plunge into the concepts drawn from priceless experience in an interactive classroom setting. It is rounded off by participant driven case analysis.

Apart from the classroom, learning happens at NIPER- HYDERABAD by panel discussions, forums, week-end projects, guest lectures and continuous interactions with the other NIPER Alumni so that the students are well-prepared to take on the challenges that the dynamic global business environment.

## Companies with NIPER-Hyderabad

S.No	Name of the Company
1	Aizant
2	Allergan India Pvt Ltd.,
3	Aptar Pharma
4	Astra Zeneca
5	Aurigene Discovery Technologies Ltd.,
6	Aurobindo Pharma
7	Biocon
8	Boehringer Ingelheim India Pvt Ltd.,
9	Biological E Limited
10	DMV
11	Dr Reddy's Laboratories Ltd.,
12	Eisai Pharmaceuticals India Private Limited
13	GSK India
14	GVK Bio
15	Hetero Drugs
16	Hospira
17	Indegene
18	Kinapse
19	Lundbeck
20	Lupin Pharma
21	Mankind pharma
22	Mylan
23	Macleods Pharma
24	Natco Pharma
25	Neuland Laboratories
26	Novartis
27	Panacea Biotec
28	Pfizer
29	Ranbaxy
30	Serdia Pharmaceuticals (India) Ltd.,
31	Shasun Research Centre
32	Sun Pharma
33	TCS
34	UCB India
35	WNS India



## Programme Architecture M.B.A. (Pharm.)

Course Code	Course Name	Credits
<b>I Semester</b>		
PM-501	Fundamentals of Management	3
PM-502	Accounting for Management	3
PM-503	Managerial Economics	3
PM-504	Pharmaceutical Marketing	3
PM-505	Quantitative Techniques and Management Techniques	3
PM-506	Information Technology and MIS	3
PM-507	Human Behaviour in Organization	2
PM-508	IPRs in Pharmaceutical Management	1
PM-511	Seminar	1
<b>Total Credits</b>		<b>22</b>
<b>II Semester</b>		
PM-601	Pharmaceutical Business Environment	3
PM-602	Financial Management	3
PM-603	Marketing Research	3
PM-604	Materials and Operations Management	3
PM-605	Business Communication	3
PM-606	Human Resource Management	2
PM-607	Supply Chain Management in Pharmaceutical Sector	3
PT-610	Topics Relevant to Drugs and Pharmaceutical Industry	1
PM-611	Seminar	1
<b>Total Credits</b>		<b>22</b>
<b>III Semester</b>		
PM-551	Project Management	3
PM-552	Entrepreneurial Development	3
PM-553	National Regulatory Environment	2
PM-554	International Marketing	3
PM-555	Sales Management and Sales Promotion	3
PM-556	Industrial and Service Marketing	3
PM-557	Contemporary Issues in Pharmaceutical Marketing	2
PM-558	Fundamentals of R & D Management - I	2
PM-581	Project Summer Training	2
<b>Total Credits</b>		<b>23</b>
<b>IV Semester</b>		
PM-651	Management Control System	3
PM-652	Strategic Management	3
PM-653	International Regulatory Environment	2
PM-654	Pharmaceutical Product Management	3
PM-655	Pharmaceutical Brand Management	3
PM-656	Consumer Behaviour	2
PM-657	Advertising in Pharmaceutical Sector	3
PM-658	Fundamentals of R&D Management-II	2
PM-680(a)	Major Research Project (Thesis)	9
PM-680(b)	Defence of Thesis	3
<b>Total Credits</b>		<b>33</b>
<b>Grand Total (I-IV Semesters)</b>		<b>100</b>

### **Case Study Approach**

The practice of putting students in the shoes of managers and applying theoretical skills to real-life unstructured problems has proved to be a successful approach to learning over the years. Adopting this strategy, NIPER – HYD exposes its students to case studies, covering an array of subjects, which are discussed in the class by the faculty and also among the student fraternity to enhance learning.

### **Video Play Approach.**

#### **Industry Aligned Approach**

In furtherance of the principle of industry aligned growth, NIPER- HYD also includes guest lecturers from industry experts as well as live projects as part of the course curriculum. This ensures a continuous industry interaction process that aims to provide students with an insight into current global trends and future business opportunities.

### **Interactive Approach**

- 1) Group Discussions
- 2) Interview
- 3) Ad skits
- 4) Extempore
- 5) Just A Minute(JAM)
- 6) Seminars





## Faculty for M.B.A. (Pharm.)



**Prof. P.K. Dubey**  
Course Co-ordinator  
(Pharmaceutical Management)



**Dr. Shraddha Chowdhary**  
Associate Professor, Incharge  
(Pharmaceutical Management)

Dr. Shraddha Chowdhary. A Gold Medalist in MBA and a distinction holder all through her academic career, she has an experience of 15 years in teaching and 2 years in the Industry to her credit. A Science graduate with a Post Graduation in Management, she did her Ph.D in Knowledge Management from Osmania University. She is an expert in areas of Operations Research, HRM and Entrepreneurship She was a Professor for MBA in a private college before joining NIPER, Hyderabad. She is the Editorial Board member of various International & National Management Journals. Her articles are published in several International and National journals of repute and has been invited to present papers at various conferences abroad. She was the reviewer for Academy of Management Journal (AOM), USA Annual Meeting 2014 and also the recipient of the Best Paper Award for her paper in the International Conference on Management & Tourism IC-GBMTI. She has traveled widely to USA, France, Germany, Italy, Austria, Singapore, China, New Zealand, etc. She is an expert in all areas of HRM & her knack of teaching quantitative subjects has made her one of the most sought after faculty for Operations Research.



**Mrs. B. Lakshmi**  
Lecturer

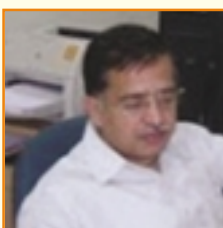
A Commerce graduate with an MBA (Finance). Pursuing her PhD in Finance from Department of Business Management, Osmania University, Hyderabad. She is National Stock Exchange Certified (NCFM) in Derivatives (Dealers), Capital Markets (Dealers), Depositories, Financial Markets modules. She has around 12 years working experience in industry, research and academics. During her tenure at Centre for Urban Governance, Administrative Staff College of India (ASCI) she had coordinated with UNICEF - India, Ministry of Drinking Water & Sanitation, Government of India (Gol) for the launch of 'WinS Leadership Course' for government officials responsible for School Sanitation. While working with Centre for Gender Studies, ASCI, she was associated with evaluation of two schemes – 'SABLA' and 'Indira Gandhi Matritva Sahyog Yojana(IGMSY)' of the Ministry of Women and Child Development, Gol. She had worked as a Business Analyst/Subject Matter Expert for Structured Products Module while at Polaris Software Labs Limited, a Banking, Financial Services and Insurance (BFSI) sector firm. Her areas of research interest include corporate finance, financial decision making, social cost benefit analysis and corporate social responsibility.



### **Mr. Rajesh Kumar**

#### **Lecturer**

A Pharmacy graduate from Osmania University, MBA (Pharm.) management from MGM institute of Health Sciences – Navi Mumbai. He is an experienced management graduate with expertise in major sectors of Pharmaceuticals, Publishing, Healthcare & E-Commerce. He has published 2 International/National publications and presented papers in more than 5 conferences in all over India and abroad. Before entering into NIPER, he has taught in premier institutes like JNTU and active member in designing and conducting seminars /conferences. Expert in Pharmaceutical Marketing management and Product & Brand related papers and also good at using statistical software's like SPSS and Stat soft. He is a life member in Pharmacy Council of India-Hyderabad chapter. He has an astute and good managerial knack.



### **Prof. Garimella Suresh**

#### **Adjunct Professor**

Suresh Garimella is a person with profound interest in the field of education with a focus in Management and Marketing. Suresh is a Post Graduate in Management and a PhD in Marketing, both from the Osmania University, Hyderabad. He has a Bachelors degree in Zoology.

He has been a Sales & Marketing teacher for over twenty years and has held both Academic and Administrative positions in Business Schools of National Repute in India. IBS Hyderabad, Badruka College Hyderabad, Vignana Jyothi Institute of Management Hyderabad, IMT Hyderabad, SP Jain Mumbai are some of the B Schools with which he was associated since 1989. In addition to being a teacher, he held senior level positions as Academic Head, MDP head and Program Chair during this period.

Dr Suresh is a visiting Faculty member at the IIM (Indore), NMIMS (Hyderabad). He has taught both Post Graduate and Executive audiences at institutes including, MANAGE, NATFM, IDBI, ASCI amongst others. He has published over 15 cases and articles in both National and International Academic publications.







## Guest Faculty

## Designation

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**Mr. Lanka Srinivas**

Senior Advisor, Pharmexcil, Hyderabad

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**Mr. Vivek Padgoankar**

Director, OPPI, Mumbai

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**Mr. Pola Nagaraju**

Registrar, PCI, Hyderabad  
(Pharmacy Council of India)

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**Dr. P.N Rao**

Strategy, Consulting Head, Hetero Pharmaceuticals,  
Hyderabad

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**Dr. A.K.S. Bhujanga Rao**

President, Natco Research Centre, Hyderabad

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**Prof. V. Sita**

Dean & Professor, School of Management Studies,  
Hyderabad Central University, Hyderabad

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**Prof. Suryanarayana**

Professor, Department of Business Management,  
Osmania University, Hyderabad

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**Dr. S. Padmaja**

MD - Ipropat Solutions, Hyderabad

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**Mr. I. Nagendran**

Regulatory Affairs Head - Aurobindo, Hyderabad

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**Mr. Srinivasan**


Head HR Hetero Pharmaceuticals, Hyderabad

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**Mr. A. Jagannath Reddy**

VP (Supply Chain) - Mylan, Hyderabad

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## Panel List of Guest / Invited Faculty for M.B.A.(Pharm.) for the Academic Year

S.No.	Name of the Guest Faculty	Affiliation
01.	Prof. Anand Sharma	Professor, NIPER – Mohali
02.	Prof. Linga Murthy	Former Vice Chancellor, Kakatiya University
03.	Mr. G. Anil	IIM-Ahmadabad, IIT-Madras, City Group-Advisor Bank
04.	Dr. Prasad	HR, Tata Chemicals, Mumbai
05.	Dr. Pradip K Bhatnagar	Head, Daiichi – Sankyo, Gurgaon, Haryana
06.	Dr. P.V. Appaji	Director, PHARMEXCIL, Hyderabad
07.	Shri. Karna	Managing Director, Indian Institute of Packaging, Hyderabad
08.	Dr. Amit Khanna	Group Head, Novartis, Hyderabad
09.	Dr. Ashok Dang	Director, USP, Hyderabad
10.	Prof. V.C. Vivekanandan	NALSAR University, Hyderabad
11.	Dr. Rahul Rathod	Assessor, National accreditation and assessment council, Bangalore
12.	Dr. Sudhakar	Dean, Ambedkar University, Hyderabad
13.	Mr. Sharpanji	General Manager, IDPL, Hyderabad
14.	Dr. Venu Manohar	GM, Export Promotion Corporation, Hyderabad
15.	Mr. A. Venkata Ramana	Wipro Information Technologies, Hyderabad
16.	Dr. Sharath	M.D, Cornelius Pharmaceuticals, Hyderabad



## About the Students

The rigorous admission procedure for NIPER-Hyderabad reinforces the NIPER hallmarks of setting high standards and encompassing the very best. NIPER Mohali actively supports and guides the selection of candidates based on group discussion and personal interviews. The strict criterion associated with need for diverse background has resulted in the selection of intellectually capable and motivated students for all the batches.

The diversity and excellence is demonstrated through different academic backgrounds, industry exposure and other interests.

**NIPER-HYDERABAD** has students from some of the most prestigious undergraduate colleges in India, to name a few, Maharaja Sayaji Rao University (Baroda), LM College of Pharmacy (Ahmedabad), BHU (Varanasi), Barkatullah University (Bhopal), Manipal college of Pharmaceutical Sciences (Karnataka).



## VIKAS BANGAR

### Permanent Address

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Post-Varkute-Mhaswad,  
Tal-Man,  
Dist-Satara - 415509(M.H.).  
**Mobile No.:** 09885841052

### Correspondence Address

F-13, NIPER BOYS HOSTEL,  
IDPL Colony, Balanagar,  
Hyderabad-500037, Telangana.

**E-Mail ID :** vikasbangar91@gmail.com



## 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.

## 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.	2013-2015	6.55 (Up to 2nd Semester)
2.	B. Pharm.	Tatyasaheb Kore Collage of Pharmacy ,Warananagar, Kolhapur. (Shivaji University, Kolhapur)	2009-2013	61.80 %
3.	Class XII	KBP Krishi Vidyalaya & Jr.College of Science, Devapur, (Kolhapur Divisional Board)	2007-2009	73.33%
4.	Class X	Ganesh Vidyalaya, Kalwa, Thane. (Mumbai Divisional Board)	2006-2007	70.46%

## SKILLS & ABILITIES

- Proficiency in handling MS-Word, PowerPoint, Excel. Consistency and Honesty.
- Communication skills, Coordination Skills.
- Ability of Hard Work with Commitment, Determination.
- Ability to manage myself according to the situation.
- Ability to work in team.

## DISTINCTIVE HIGHLIGHTS

- Qualified GPAT 2013 with AIR-119.
- Qualified NIPER-JEE 2013 with AIR- 214.

## PROFESSIONAL EXPOSURE

- Summer Internship Project on "MARKET RESEARCH ON USAGE OF NASAL SPRAYS AND NASAL DROPS AMONG PEDIATRICIANS, ENT SPECIALISTS, PHARMACISTS AND PATIENTS IN HYDERABAD" from Aptar Pharma Ltd (Mumbai), for a period of 2 months at Hyderabad.
- Received Industrial Training at Elder Pharmaceuticals for 11 days Mumbai 2011.

## WORKSHOPS AND CONFERENCES

- Participated in UGC Sponsored National Seminar on Applied Microbiology for Globe Protection, Satara, M.H 2013.
- Attended one day workshop on Personality Development, Kolhapur, M.H 2010.

## EXTRA CURRICULAR ACTIVITIES

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

## AREAS OF INTEREST

- Product Management.
- Marketing Research.
- Data Management and Data Integration.

## PERSONAL DETAILS

- Date of Birth : June 1, 1991.
- Father's name : Baban Shankar Bangar.
- Languages known : English, Marathi, Hindi, Spanish (basic)
- Hobbies : Reading, Swimming, Exploring new places, Playing Cricket, Badminton and Carrom.

## CHANDAN TIWARI

### Permanent Address

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State: Haryana  
Pin Code-121004

**Mobile No.:** 09703859396

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## CAREER OBJECTIVE

Seeking a career to utilize my knowledge, personal skills to gain comprehensive understanding at a reputed organization so as to take responsibility and contribute significantly.

## 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.	2013-2015	9.77 (Up to 2nd Semester)
2.	B. Pharm.	College Of Pharmacy, Pt. Bhagwat Dayal Sharma, U.H.S. - Rohtak	2009-2013	68.72%
3.	Class XII	Divine Public School - Faridabad, (CBSE Board)	2007-2009	80.6%
4.	Class X	Divine Public School - Faridabad (CBSE Board)	2006-2007	76.16%

## SKILLS & ABILITIES

- Strong leadership and motivational skills
- Excellent Communication Skill
- Computer Knowledge-Proficiency in MS Office and Internet savvy

## DISTINCTIVE HIGHLIGHTS

- Qualified GPAT 2013 with AIR- 186
- Qualified NIPER-JEE 2013 with AIR- 194
- Registered Pharmacist at Haryana State Pharmacy Council.

## PROFESSIONAL EXPOSURE

- Summer internship at SUN PHARMA LABORATORIES LTD. for a period of 2 months on "MAPPING THE USAGE OF BETAHISTINE AND ITS OD FORMULATION".
- Industrial visit to NATCO PHARMA, Hyderabad.

## WORKSHOPS AND CONFERENCES

- Attended Indian Pharmacy Graduate's Association- KURUKSHETRA CHAPTER.
- Attended Bio Asia 2013 "The Global Bio Buisness Forum" held at Novatel, Hyderabad.

## EXTRA CURRICULAR ACTIVITIES

- Run My Own Educational Group NIPER NEURONITES
- An active member of charity group HELPING HEART
- Won first prize in intra-college cricket tournament
- Won intra college Quiz competition

## AREAS OF INTEREST

- Product Management
- Data Integration and Management
- Buisness Development

## PERSONAL DETAILS

- Date of Birth : November 11 , 1991
- Father 's name : Paramhansh Tiwari
- Languages known : English, Hindi, Punjabi, Spanish (basic)
- Hobbies : Watching Infotainment channels and Playing Cricket



## DURGAM KIRAN KUMAR

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### Correspondence Address

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## CAREER OBJECTIVE

To make a strong position in corporate world and work enthusiastically in team to achieve personal goals and organizational goals with devotion and hardwork.

## 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.	2013-2015	8.8 ( up to 2nd semester)
2.	B. Pharm.	Vaagdevi Institute of Pharmaceutical Sciences Bollikunta - Warangal	2008-2012	70.16%
3.	Class XII	APSWR School and Junior College, Ghanpur (station) Warangal	2006-2008	87.6%
4.	Class X	APSWR School and Junior College, Ghanpur (station) Warangal	2005-2006	86.3%

## SKILLS & ABILITIES

- Leadership and Communication skills
- Event management Skills
- Hard Work, Patience, Discipline and Consistency, situation based Behaviour
- Computer Knowledge-Proficiency in MS Word and Power point

## DISTINCTIVE HIGHLIGHTS

- Qualified GPAT 2013 with AIR- 5104
- Qualified NIPER-JEE 2013 with AIR- 363
- Topper of the batch in Tenth (2006) at A.P.S.W.R.SCHOOL Ghanpur (station)

## PROFESSIONAL EXPOSURE

- Completed Summer Internship project at Dr.Reddy's laboratories titled "understanding treatment pattern of dentists (for braces treatment)".
- Did Marketing research on HERBAL BANDAGE by IIBT.
- Did marketing research on mobile Pizza and Burgers by prashanth sir.
- Industrial visit to Natco pharma.

## WORKSHOPS AND CONFERENCES

- Participated in INDIAN PHARMACEUTICAL ASSOCIATION (IPA) 2012- 4th Student Congress conducted by St.Peters Institute of Pharmaceutical sciences, Warangal.
- Participated in the seminar titled "Career opportunities and choices for pharmacy graduates" conducted by VIPS and VPC in Warangal.

## EXTRA CURRICULAR ACTIVITIES

- An active member of charity group Helping Hearts.
- Worked as marketing coordinator in Kaveri Maize Bags distribution center (3 months).
- Founder of Youth Voice Organization in my village to switch illiterates to literates.

## AREAS OF INTEREST

- Product Management
- Marketing Research and Analysis
- Business Development
- Data integration and management

## PERSONAL DETAILS

- Date of Birth : July 20 , 1989
- Languages known : English,Telugu, Hindi, Spanish (basic)
- Hobbies : Listening Music
- Father 's Name : Durgam Ramulu

## E. NARESH REDDY

### Permanent Address

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## CAREER OBJECTIVE

'To strive hard and yield better'. To obtain a position that will enable me to use my strong organization skills, educational background & ability to work well with people and maximize my management skills and training experience.

## 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.	2013-2015	8.7 ( up to 2nd semester)
2.	B. Pharm.	K.V.K COLLEGE OF PHARMACY, HYDERABAD.	2008-2012	77.07%
3.	Class XII	SRI AUROBINDO JUNIOR COLLEGE, NALGONDA.	2005-2007	80.8%
4.	Class X	VIDYA BHARATHI HIGH SCHOOL, NALGONDA.	2004-2005	78.3%

## SKILLS & ABILITIES

- Strong leadership and motivational skills
- Excellent Communication Skill
- Computer Knowledge-Proficiency in MS Office, MS Excel and Internet savvy

## DISTINCTIVE HIGHLIGHTS

- Qualified GPAT 2013 with AIR- 247
- Qualified NIPER-JEE 2013 with AIR- 71

## PROFESSIONAL EXPOSURE

- MBA (Pharm.) summer internship project from Sun Pharmaceutical Industries Ltd. (SPIL) mumbai for a period of 2 months on a study to determine factors affecting the acceptance of LEVIPIL XR (Levetiracetam tabletsER)

## EXTRA CURRICULAR ACTIVITIES

- An active member of charity group HELPING HEART
- Won first prize in intra-college cricket tournament
- Won intra college Quiz competition

## AREAS OF INTEREST

- Product Management
- Data Integration and Management
- Marketing research and analysis

## PERSONAL DETAILS

- Date of Birth : April 5 , 1990
- Father 's name : E.Venkat Reddy
- Languages known : English, Hindi, Telugu, Spanish (basic)
- Hobbies : Watching Infotainment channels and Playing Cricket



## NILOFER HOSSAIN

### Permanent Address

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Nashik-422011 (Maharashtra).

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## CAREER OBJECTIVE

Aspiring for a position where I can use my Pharmaceutical knowledge and Management skills to the best and contribute in a positive way to achieve vision and objectives of my organization.

## 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.	2013-2015	9.60 ( up to 2nd semester)
2.	B. Pharm.	M.G.V'S College of Pharmacy (Pune University, Maharashtra)	2009-2013	62.18 %
3.	Class XII	R.Y.K College of Science, Nashik	2008-2009	68.67%
4.	Class X	Silver-Oak School, Nashik	2006-2007	81.38%

## SKILLS & ABILITIES

- High E.Q and I.Q level, Leadership Skill, Effective Communication Skill and Event Management Skills.
- Ability to discern facts from fiction, finely honed soft skills, capability to make people comprehend easily.
- Convincing potential.
- MS Office Proficiency in handling MS Word and PowerPoint

## DISTINCTIVE HIGHLIGHTS

- Qualified NIPER-JEE 2013 with AIR-235
- Was appointed as the placement in-charge in NIPER Hyderabad.

## PROFESSIONAL EXPOSURE

- MBA (Pharm.) summer internship project from Sun Pharm Laboratories Ltd. for a period of 2 months on "To study the market dynamics of clinical nutrition products" at Kolkata.

## B. PHARMACY PROJECTS

- Received Industrial Training at BLUE CROSS Laboratories, Nasik for a period of 3 weeks.
- Completed a project "THE CHARACTERISTICS OF SURFACTANTS ON O/W EMULSIONS" in 3rd year of B. pharmacy, under the guidance of Prof. in pharmaceutics dept.

### CREDIT SEMINAR:

- "Branded Vs Generics" in MBA (Pharma), 1st semester.
- "Celebrity Endorsement in Pharmaceutical sector" in M.B.A (Pharma), 2nd semester.

## WORKSHOPS AND CONFERENCES

- Attended a Seminar on "Thalassemia" Nasik, Maharashtra.
- Industrial visit at GlaxoSmithKline, Nasik
- Industrial visit at Matrix, Nasik.
- Seminar on "corporate governance" in NIPER Hyderabad.
- Seminar on "Cooperation: The key to the evolution of human intelligence" by Prof Carel P. van Schaik (Anthropologist and museum university of Zurich, Switzerland.)

## EXTRA CURRICULAR ACTIVITIES

- Won medals and certificates in Intra College swimming (free-style), relays (100and 200 meters), long jump.
- Also participated in various other sports such as short put, javelin throw, and Soccer etcetera.
- Won prizes in Debates, Elocutions, Quizzes, Just a minutes.
- Trained in Martial Arts under the guidance of a professional trainer.
- Also trained in Gymnastics from a renowned academy in Nasik.
- Member of the school group choir.
- Active participation in plays, skits, demonstrations on various social issues creating public awareness.

## AREAS OF INTEREST

- Product Management
- Marketing Research
- Data Integration and Management
- Business analytics
- Competitive intelligence

## PERSONAL DETAILS

- Date of Birth : 03 March, 1992
- Father's Name : Mukhter Hossain
- Languages known : English, Hindi, Marathi, Bengali, Arabic, French, Spanish (basic)
- Hobbies : Reading novels, Cycling, Trekking.

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**CAREER OBJECTIVE**

To succeed in an environment of growth and excellence by joining a company that provides me job satisfaction, self development and help me to achieve personal as well as organizational goals.

**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.	2013-2015	9.51 ( up to 2nd semester)
2.	B. Pharm.	University College of Pharmaceutical sciences Kakatiya University, Warangal	2009-2013	78.28%
3.	Class XII	Vikas Junior College, Mahabubnagar (State Board)	2006-2008	94.8%
4.	Class X	Bodhini School, Mahabubnagar (State Board)	2005-2006	88.83%

**SKILLS & ABILITIES**

- Organizational skills, Communication skills and Event management skills.
- MS Excel, MS powerpoint, Tally.

**DISTINCTIVE HIGHLIGHTS**

- Qualified GPAT 2013 with AIR-309
- Qualified NIPER 2013 with AIR-250

**PROFESSIONAL EXPOSURE**

- MBA (Pharm.) summer internship project from Sun Pharm Laboratories Ltd. for a period of 2 months on "To study the market dynamics of clinical nutrition products" at Chennai.
- Industrial visit to NATCO PHARMA

**WORKSHOPS AND CONFERENCES**

- Attended International Conference on "Recent advances in pharmaceutical sciences" at University College of pharmaceutical sciences, Warangal.
- Attended International Conference on 'communicable diseases' at NIPER HYDERABAD

**EXTRA CURRICULAR ACTIVITIES**

- Organized blood donation camp in college during pharmacy week.
- An active member of charity group HELPING HEART.
- Won first prize in Quiz Competition at high school.
- Organized Debate at RECIPE-2012 of University College of pharmaceutical sciences, Warangal.
- Participated in cultural activities.

**AREAS OF INTEREST**

- Product management
- Business development
- Data integration and management
- Marketing research and Analysis

**PERSONAL DETAILS**

- Date of Birth : July 2 , 1989
- Father 's name : Kaki Krishnaiah
- Languages known : English, Hindi, Telugu, Tamil, Spanish (basic)
- Hobbies : Listening to music, Dancing, Gardening and Playing caroms.

**DEEPAK MISHRA****Permanent 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.

**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.	2013-2015	9.34 ( up to 2nd semester)
2.	B. Pharm.	St. John Institute of Pharmacy and Reserach (MUMBAI UNIVERSITY), Mumbai	2009-2013	70%
3.	Class XII	Jawahar Navodaya Vidyalaya, Thane (CBSE Board)	2007-2008	75.20%
4.	Class X	Kenam English High School, Palghar	2005-2006	70.53%

**SKILLS & ABILITIES**

- Leadership Skills, Good Communication Skills, Sports and Event Management Skills.
- Proficiency in handling MS Excel and PowerPoint.

**DISTINCTIVE HIGHLIGHTS**

- Qualified NIPER 2013 with AIR-144
- Qualified GPAT 2013 with AIR-873

**PROFESSIONAL EXPOSURE**

- " Summer Internship at Stemade Biotech Pvt. Ltd.,Mumbai for a period of 2 months with project title "Advantages of Dental Pulp Stem Cell over other sources and marketing strategies to create awareness."
- Received one month industrial training at Bliss Gvs Pharma Ltd., PALGHAR (2012).
- Industrial visit to NATCO Pharma,Hyderabad.

**WORKSHOPS AND CONFERENCES**

- Attended a seminar conducted by the IPA-SF-MSB on Nutraceuticals and Pharma Advertising 2012 held at Chembur.
- Industrial visit at Associated Capsule, Dahanu (Maharashtra)
- Attended Bio Asia 2013 "The Global Bio Business Forum" held at Novatel, Hyderabad.

**EXTRA CURRICULAR ACTIVITIES**

- Guide B.pharm students for various entrance exams. • Involving in event management of the college.
- Active member of charity, Helping Hearts.

**AREAS OF INTEREST**

- Data Integration and Analysis • Product Management • Business Development

**PERSONAL DETAILS**

- Date of Birth : February 23, 1991.
- Languages known : Hindi, English, Marathi, Spanish (basic)
- Father 's name : Harishchandra Mishra.
- Hobbies : Playing TT, Chess, listening Music.



## MOHIT RAJ SRIVASTVA

### Permanent Address

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### CAREER OBJECTIVE

Seeking a challenging environment to utilize my skills and develop them while achieving the goals of the organization. To utilize my skills, diligence and sense of responsibility to become a respectable identity and to improve my managerial skills.

### 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.	2013-2015	9.86 ( up to 2nd semester)
2.	B. Pharm.	Priyadarshini college of Pharmaceutical sciences (Osmania University, Hyderabad)	2008-2012	74.9 %
3.	Class XII	Sri Chaitanya Junior Kalasala, Hyderabad	2006-2008	91.4%
4.	Class X	St. George's Grammar (Boys) School, Hyderabad (ICSE)	2005-2006	76%

### SKILLS & ABILITIES

- Leadership, Good Communication, Event Management Skills
- Quick learner and good grasping capacity
- PowerPoint
- Team player
- MS Office, Proficiency in handling MS Word and
- Basics of Java and C language

### DISTINCTIVE HIGHLIGHTS

- Qualified GPAT 2013 with AIR-1425
- Qualified NIPER 2012 with AIR- 109
- Received first class with distinction on completion of B. Pharmacy
- Selected as the placement-in charge at NIPER-Hyderabad
- Received the best cadet in N.C.C. at school.

### PROFESSIONAL EXPOSURE

- MBA (Pharm.) summer internship project from Sun Pharm Laboratories Ltd. for a period of 2 months on “To study the market dynamics of clinical nutrition products” at Delhi.

### WORKSHOPS AND CONFERENCES

- Won first prize in Intra College Badminton competition.
- Conducted the Inter College conference. the college.
- Won the first prize in Intra College Caroms competition.
- Participated in the blood donation camp conducted in
- Attended camps conducted by N.C.C. at the School level.

### EXTRA CURRICULAR ACTIVITIES

- Product Management
- Marketing Research
- Data Integration and Management

### PERSONAL DETAILS

- Date of Birth : May 14, 1990
- Father 's name : Ghanshyam Srivastva
- Languages known : Hindi, English, Telugu, Spanish (basic)
- Hobbies : Playing football, badminton, caroms and chess, write comprehensions and stories, listening to music, solving Su-Do-Ku puzzles.

**MS. PATLOLLA TEJASRI****Permanent Address**

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**CAREER OBJECTIVE**

Seeking a career to utilize my knowledge, personal skills to gain comprehensive understanding at a reputed organization so as to take responsibility and contribute significantly.

**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.	2013-2015	9.66 ( up to 2nd semester)
2.	B. Pharm.	Sarojini Naidu Vanitha Pharmacy Maha Vidyalaya, Nampally, Hyderabad	2009-2013	74.5 %
3.	Class XII	Goutami Junior College Vikarabad.	2007-2009	95 %
4.	Class X	Sangam Laxmi Bai Andhra Pradesh Residential School, Vikarabad.	2006-2007	87.1 %

**SKILLS & ABILITIES**

- Event management skills
- Good communication skills
- Computer Knowledge-Proficiency in MS Office and Internet savvy

**DISTINCTIVE HIGHLIGHTS**

- AP PGE-CET State 1st Rank
- Qualified GPAT 2013 with AIR- 297
- Qualified NIPER-JEE 2013 with AIR- 82
- Got Mybo'sSouthIndia GPAT 2013- 6th rank

**PROFESSIONAL EXPOSURE**

- Did survey on medicated herbal bandages from IIBT
- Summer internship on market research on usage of sprays and aerosols for management of break through pain in cancer patients from Aptar Pharmaceuticals
- Industrial visit to Natco pharma.

**WORKSHOPS AND CONFERENCES**

- International conference on communicable diseases in Niper Hyderabad.
- Attended 11 days workshop on Financial Management.

**EXTRA CURRICULAR ACTIVITIES**

- Participated twice in ALL INDIA ARCHERY UNIVERSITY TOURNAMENTS Held at Punjab University and Kurukshetra University
- Participated in State Level ATHLETICS and KHO-KHO
- Won Gold Medal and TWO Silver Medals with District level athletics Championship.
- Won 2nd prize in Jana Vignana Vedhika Quiz competition.
- An active member of NGO's group YOUTH FOR SEVA and HELPING HEART, Akshara Pathashala.
- Won Championship in inter college sports meet conducted by All India Exhibition society.
- Worked as a trainer for Govt. School students for NMMS TEST.

**AREAS OF INTEREST**

- Product Management
- Data Integration and Management
- Marketing research and analysis

**PERSONAL DETAILS**

- Date of Birth : March 9 , 1992
- Father's name : Shri PatlollaVenkat Reddy.
- Languages known : English,Hindi,Telugu, Spanish (basic)
- Hobbies : Watching Infotainment channels, Playing badminton, Yoga and Reading Books, gardening, data mining, social activities.

**PRAMEELA RANI V****Permanent Address**

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**CAREER OBJECTIVE**

To pursue a successful, challenging & exciting career while dispensing my maximum potential to the benefit of the organization and, at the same time complimenting my passion for learning.

**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.	2013-2015	9.36 ( up to 2nd semester)
2.	B. Pharm.	Koringa College of Pharmacy (Andhra University, Visakhapatnam)	2007-2011	8.28 %
3.	Class XII	Jawahar Navodaya Vidhyalaya, Peddapuram, East Godawari.	2003-2005	64 %
4.	Class X	Jawahar Navodaya Vidhyalaya, Peddapuram, East Godawari.	2002-2003	73.4 %

**SKILLS & ABILITIES**

- Leadership Skills, Good Communication Skills, Sports and Event Management Skills
- MS Office, Proficiency in handling MS Word and PowerPoint

**DISTINCTIVE HIGHLIGHTS**

- Qualified NIPER 2013 with AIR- 465
- Qualified GPAT 2013 with AIR- 1257
- Secured college topper in Final Semester of B.Pharmacy with 9.45/10 CGPA.
- Selected for scholarship for professional course under UGC for SC & ST.

**PROFESSIONAL EXPOSURE**

- Summer internship project on "Understanding treatment options of vitiligo" at DR.REDDY'S Laboratories in strategic marketing department for 2 months.
- Completed Industrial Training at Cornileus Pharmaceuticals Pvt.Ltd as part of Academics in B.PHARM.

**WORKSHOPS AND CONFERENCES**

- Undergone One session Training in FIRE & SAFETY Conducted by the Kings Institute of Fire & Safety Engineers.
- Participated in seminar on "CORPORATE GOVERNANCE" by Prof. Vijaya Subramanyam, Professor of Finance, Atlanta Campus, Steven School of Business and Economy, Mercer University, at NIPER campus held on 23 October 2013.
- Industrial visit at NATCO Research and Development, Hyderabad.

**EXTRA CURRICULAR ACTIVITIES**

- Completed NCC (National Cadet Corps) Certificate for "A" Level in the Year 2004.
- Secured second place in Combined Tournaments held in the year 2000 held in Peddapuram.
- Participated in Cluster Level Basketball held in Srikakulam in the year 2003.
- Secured state level & district level prizes in Painting Competitions. • L\CPL Rank in NCC.

**AREAS OF INTEREST**

- Product Management • Business development • Marketing Research • Data Integration and Management

**PERSONAL DETAILS**

- Date of Birth : June 10, 1988
- Languages known : Hindi, English, Telugu, Spanish (basic)
- Gardening.
- Father 's name : Surya Rao Vemagiri
- Hobbies : Painting, Reading books,



## PRANJAL GUPTA

### Permanent Address

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## CAREER OBJECTIVE

To work in your reputed organization and contribute my knowledge, skills and abilities for the advancement of the organization while making myself grow along with the organization.

## 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.	2013-2015	9.75 ( up to 2nd semester)
2.	B. Pharm.	Manipal College of Pharmaceutical Sciences, Manipal (MANIPAL UNIVERSITY)	2009-2013	9.07 C.G.P.A.
3.	Class XII	Shri Agrasen Vidyalaya, Indore	2006-2007	78.6%
4.	Class X	Deepti Convent School, Shujalapur, MP.	2004-2005	87.4%

## SKILLS & ABILITIES

- Good Communication, Listening, analytical & Leadership Skills and have good technical knowledge.
- Proficiency in handling MS Excel, IBM-SPSS, MS Word and PowerPoint.

## DISTINCTIVE HIGHLIGHTS

- Qualified GPAT 2013 with AIR-250.
- Qualified NIPER 2013 with AIR- 137.
- Have Received M.L.Schroff Medal at the 65th Indian Pharmaceutical Congress 2013 held at Amity University, Noida for securing highest marks in the Final year B. Pharm. examinations amongst all the Universities and colleges in India.
- Have volunteered for the 62nd Indian Pharmaceutical Congress 2010 held at Manipal University as a part of Registration and Scientific committee.

## PROFESSIONAL EXPOSURE

- MBA (Pharm.) summer internship project from Sun Pharmaceutical Industries Ltd (SPIL), Mumbai for a period of 2 months on "A Study to Determine Market Potential and also Perception of Oncologists about the Most Preferred Attributes of PICN (Paclitaxel Injection Concentrate for Nanodispersion)".
- Received Industrial Training at Rini Life Sciences, Indore (Bulk Drug Manufacturing unit) for 155 hrs.
- Got Multicultural exposure as I have lived in different parts of India and studied from Manipal University.

## WORKSHOPS AND CONFERENCES

- Industrial visit at Lupin Pharmaceuticals Inc. at Goa (USFDA approved unit).
- Industrial visit at Unichem Laboratories Ltd. at Goa (USFDA approved unit)
- Industrial visit at Colorcon at Goa (R&D focused unit)
- Industrial visit at Natco Pharma at Hyderabad (R&D centre, both Bulk drug and formulation plant, USFDA approved)
- International Conference on Communicable diseases held at NIPER, Hyderabad.

## EXTRA CURRICULAR ACTIVITIES

- Won first prize in Intra College cricket.
- Participated in many cultural events held in the college.

## AREAS OF INTEREST

- Product Management
- Business Development
- Marketing Research

## PERSONAL DETAILS

- Date of Birth : December 27, 1990
- Father's name : Mr. Santosh Gupta
- Languages known : Hindi, English, French (basic), Spanish (basic)
- Hobbies : Watching Football, Playing cricket, Reading Novels.

## PULLURI SWARUPA

### Permanent Address

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### Correspondence Address

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## CAREER OBJECTIVE

To secure a good position which would help me to gain experience, employs my management skills & enables me to make positive contribution to the organization.

## ACADEMIC CREDENTIALS

S.No	DESCRIPTION	BOARD/UNIVERSITY	YEAR	PERCENTAGE/C.G.P.A.
1.	M.B.A.(Pharm.) Pursuing	National Institute of Pharmaceutical Education and Research (NIPER), Hyderabad.	2013-2015	8.72 ( up to 2nd semester)
2.	B. Pharm.	Bojjam Narsimhulu Pharmacy College for Women, Hyd.	2009-2013	74.6%
3.	Class XII	Narayana Junior College, Hyd.	2007-2009	80.1%
4.	Class X	Kakatiya High School, Jammikunta, A.P.	2006-2007	81.4%

## SKILLS & ABILITIES

- Good Communication Skills, Hard Working , adaptability, punctual.
- Proficiency in handling MS-Office and MS-word& power point.

## DISTINCTIVE HIGHLIGHTS

- Qualified GPAT 2013 with AIR-3015
- Qualified NIPER-JEE 2013 with AIR- 264

## PROFESSIONAL EXPOSURE

- Two months of professional exposure in form of Summer Internship Project, titled 'Market research study for dermatological indications and therapies and dosage forms in Hyderabad'.
- Received industrial training at Parvi pharma industry ,cherlapalli, Hyderabad.
- Industrial visit to NATCO PHARMA.

## WORKSHOPS AND CONFERENCES

- Attended international conference on 'communicable disease' at NIPER HYDERABAD.
- Attended the seminar given by professor vijaya subramanyam on 'Corporate governance' at NIPER HYDERABAD.

## EXTRA CURRICULAR ACTIVITIES

- I won first prize in intra college kho - kho match and in tennicoit
- Actively participated in blood donating camp ,held during pharmacy week in NIPER HYDERABAD
- An active member of charity group 'HELPING HEARTS'

## AREAS OF INTEREST

- Product Management
- Business development
- Data Integration and Management
- Marketing research

## PERSONAL DETAILS

- Date of Birth : June 14, 1990
- Languages known : English,Hindi, Telugu, Spanish (basic)
- Father 's name : Pulluri mallaiah
- Hobbies : Reading Newspaper, Watching TV, Aerobics

**RAMAVATH NARESH****Permanent Address**

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**CAREER OBJECTIVE**

To be part of reputed organization which provides a steady career growth along with job satisfaction, challenges and add valuable contribution in the success of organization.

**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.	2013-2015	9.48 ( up to 2nd semester)
2.	B. Pharm.	University College of Pharmaceutical Sciences, Kakatiya University-Warangal.	2009-2013	67.56 %
3.	Class XII	APTWR College of Excellence Warangal	2006-2008	90.8 %
4.	Class X	RBVRR High School Nizamabad	2005-2006	85.8 %

**SKILLS & ABILITIES**

- Good Communication Skill
- Sports and Event management skills and motivation ability
- Hard working and behaving according to situation
- Computer Knowledge-Proficiency in MS Word and Power point

**DISTINCTIVE HIGHLIGHTS**

- Qualified GPAT 2013 with AIR- 2751
- Qualified NIPER-JEE 2013 with AIR- 1270

**PROFESSIONAL EXPOSURE**

- Completed Summer Internship project for Aptar Pharma India Pvt Ltd, titled "Market research study for CNS indications, dosage forms and evaluation of Nasal spray form of medication in CNS Disorders"
- Industrial visit to NATCO Pharma

**WORKSHOPS AND CONFERENCES**

- Attended international seminar on Recent Advances in Pharmaceutical Sciences (RAPS) held at Kakatiya University.
- Participated in the 4th IPASF held at St.Peters institute of pharmaceutical sciences, Warangal.
- Attended Bio Asia 2013 "The Global Bio Business Forum" held at Novatel, Hyderabad.

**EXTRA CURRICULAR ACTIVITIES**

- An Active member of organizing an event "RECIPE" the pharma festival of Kakatiya University.
- Winner of Intra College cricket tournament.

**AREAS OF INTEREST**

- Product Management
- Business Development
- Marketing research and analysis
- Data Integration and Management

**PERSONAL DETAILS**

- Date of Birth : August 5 , 1990
- Languages known : English,Telugu,Hindi, Spanish (basic)
- Father 's name : Ramavath Limba Naik
- Hobbies : Listening to music, Playing Shuttle, and Playing cricket.



**SUMIT RATHOD****Permanent Address**

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**CAREER OBJECTIVE**

Looking for some challenging job in field of pharmaceutical industry and making effective my skills and ability to contribute in success of organization.

**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.	2013-2015	8.4 ( up to 2nd semester)
2.	B. Pharm.	B.K.Modi Govt.Pharmacy College, Rajkot (Gujarat Technological University-Ahmedabad)	2009-2013	6.92(CGPA)
3.	Class XII	Jawahar Navodaya Vidyalaya Dhansura Dist. Sabarkantha (CBSE Board)	2007-2009	78%
4.	Class X	Jawahar Navodaya Vidyalaya Dumra Dist Kachchh (CBSE Board)	2006-2007	82 %

**SKILLS & ABILITIES**

- Good Communication Skills, Hard Work,
- Proficiency in handling MS-Office and Internet savvy

**DISTINCTIVE HIGHLIGHTS**

- Qualified GPAT 2013 with AIR-76
- Qualified NIPER-JEE 2013 with AIR- 232

**PROFESSIONAL EXPOSURE**

- Summer internship at Stemade Biotech Pvt.Ltd.mumbai for period of 2 month with project title "feasibility study to launch dental stem cell in India".

**WORKSHOPS AND CONFERENCES**

- Received industrial training at ICPA Health Product LTD.,Ankleshwar (G.J.) 2013

**EXTRA CURRICULAR ACTIVITIES**

- Participated in CATC camp of NCC during High school Bhuj, 2005
- Win in Quiz competition at college level
- Active member of educational group NIPER NEURONITES

**AREAS OF INTEREST**

- Product Management
- Business development
- Data Integration and Management

**PERSONAL DETAILS**

- Date of Birth : May 9, 1991
- Father 's name : Manilal Rathod
- Languages known : English, Gujarati, Hindi, Spanish (basic)
- Hobbies : Reading Newspaper, Playing Cricket, Watching TV

## SANJAY KUMAR SAHU

### Permanent Address

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## CAREER OBJECTIVE

Seeking to work in a firm with a professional work- driven environment, where I can get an opportunity to ameliorate my skills and apply my knowledge, which would enable me as a fresher to grow while making lucid contributions towards goals of my organization.

## 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.	2013-2015	8.71 ( up to 2nd semester)
2.	P.G. Diploma Intellectual Property Rights	Indira Gandhi National Open University, New Delhi Regional Centre: Hyderabad, (Distance Education)	2014-2015	Pursuing
3.	B. Pharm.	Pt.Ravishankar Shukla University,Raipur (C.G)	2010-2013	65 %
4.	D.PHARMACY	Chhattisgarh Swami Vivekanand Technical University,Bhilai (C.G)	2008-2010	67%
5.	Class XII	P H S S Bhagat Deori Mahasamund (C.G), Sabarkantha (CBSE Board)	2005-2006	64%
6.	Class X	P H S S Bhagat Deori Mahasamund (C.G)	2003-2004	56 %

## SKILLS & ABILITIES

- Leadership Skills, Good Communication Skills and Proficiency in handling SPSS statistical software.
- MS Office: Very good command in Microsoft Excel & Proficiency in handling MS Word and PowerPoint.
- Certified course on SAP Software (Module: Sales & Distribution)

## DISTINCTIVE HIGHLIGHTS

- Qualified GPAT 2013 with AIR-132 and Qualified NIPER 2013 with AIR- 130.
- Registered Pharmacist at Chhattisgarh State Pharmacy Council.

## PROFESSIONAL EXPOSURE

- Summer Internship Project entitled "Understanding the brand parameters matrix of SIBOFIX (suspension format)" at DR REDDY'S LABORATORY Ltd. Hyderabad, for 2 months, as a part of M.B.A.(Pharm) degree in Jun-Jul 2014.
- Online Survey on Brand awareness and Consumer preference for OTC products like : Antacids, Cough and Pain management in Apr-2014.
- Project: Review article on "Lipid vasicular system for bioactives:A comprehensive review. March (2013).
- Worked as a PHARMACIST in Jayshree Medicos, Bhagat Deori (C.G) for 3 months (2011).

## WORKSHOPS AND CONFERENCES

- Industrial visit at NATCO Pharmaceuticals Ltd. at Hyderabad (R&D centre, both Bulk drug and formulation plant, USFDA approved). 2014. • Attended seminar by Mr. Vivek Padgonkar, Director ,Organization of Pharmaceutical Producers of India (OPPI), Mumbai ,on "Practical exposure of Pharmaceutical Industry in India" at NIPER, Hyderabad, 2014.
- Industrial visit at Arco life science Pharmaceuticals. Nagpur and Vama pharmaceuticals. Nagpur in 2012.

## EXTRA CURRICULAR ACTIVITIES

- Designed and regulating my own website "www.niperjee.weebly.com" for helping GPAT & NIPER aspirants. • Active member of charity group HELPING HEARTS. • Attended Camp of Red Cross Society held at Mahasamund (C.G) in the year 2002
- Attended Camps of Scouts and Guides held at Mahasamund (C.G) in the year 2000 and 2001 • Participated in many cultural events held in the school & college.

## AREAS OF INTEREST

- Product Management Team.
- Sales & Marketing management.
- Intellectual Property Management
- Data Integration & Management.

## PERSONAL DETAILS

- Date of Birth: 05 May 1989
- Father's name : Kunj Ram Sahu
- Languages known : Hindi, English, Basic French & Spanish (basic)
- Hobbies: Listening music, playing TT, Cricket.

**PRUTHVISH SONI****Permanent Address**

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**CAREER OBJECTIVE**

To be an asset to a professionally managed organization by applying acquired knowledge & skills to achieve organizational goals.

**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.	2013-2015	8.02 ( up to 2nd semester)
2.	B. Pharm.	B.K. Mody Govt. Pharmacy College, Rajkot, (Gujarat) (Gujarat Technological University), Ahmedabad.	2009-2013	6.74 C.G.P.A.
3.	Class XII	M & M MEHTA High School, Dahod.	2008-2009	69.7%
4.	Class X	K.M.L High School, Piplod (Gujarat)	2007-2006	71.3%

**SKILLS & ABILITIES**

- Leadership & Clear Communication
- Quick learning ability with analyzing and behaving according to the situation
- Time Management & Interpersonal Skills
- Self Motivated
- MS Office, Proficiency in handling MS Word and PowerPoint

**DISTINCTIVE HIGHLIGHTS**

- Qualified GPAT 2013 with AIR-186
- Qualified NIPER-JEE 2013 with AIR- 51

**PROFESSIONAL EXPOSURE**

- Completed Summer Internship Project of 60 days entitled as "Market acceptance study for Innovative Dental pulp stem cell banking concept in India" from Stemade Biotech pvt. Ltd, Mumbai
- Received Industrial Training for 15 days in ICPA Health Products Ltd., Ankleshwar.

**WORKSHOPS AND CONFERENCES**

- Participated in national level poster presentation competition on topic "Targeted drug delivery system to brain"
- Attended one day national seminar on "Strategic IPR & PATENT management in academic research" sponsored by DST.
- Attended a National Seminar on "Techniques and development of nano technology in drug design"
- Industrial visit at ZYDUS healthcare Ltd, Ahmedabad.

**EXTRA CURRICULAR ACTIVITIES**

- One time champion in intra college chess competition.
- Runner up team in table-tennis (doubles) game in college sport-week.
- Was a part of volley ball team in inter-college sports-meet.
- Running an Education Purpose group on social networks named "NIPER NEURONITES"

**AREAS OF INTEREST**

- Product Management
- Marketing Research
- Data Integration and Analysis
- Business Analytics

**PERSONAL DETAILS**

- Date of Birth : August 30, 1992
- Languages known : English, Hindi, Gujarati, Spanish (basic)
- Father's name : ASHWINKUMAR SONI
- Hobbies : Exploring new places, reading, listening to music



## SURBHI CHOTAI

### Permanent Address

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GUJARAT  
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## CAREER OBJECTIVE

To work in a pragmatic way in an organization where I can show my talent and enhance my skills to meet company goals and objective with full integrity and zest

## 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.	2013-2015	9.98 ( up to 2nd semester)
2.	B. Pharm.	L.M. COLLEGE OF PHARMACY (Gujarat Technological University, Gujarat)	2009-2013	8.35 CGPA (78.5%)
3.	Class XII	Birla Sagar Higher Secondary School, Central Board of Secondary Education, Porbandar.	2008-2009	88.8%
4.	Class X	Birla Sagar Higher Secondary School, Central Board of Secondary Education, Porbandar.	2006-2007	89.6%

## SKILLS & ABILITIES

- Leadership Skills, Good Communication Skills, Event Management Skills
- Proficiency in handling MS Office, IBM-SPSS

## DISTINCTIVE HIGHLIGHTS

- Qualified NIPER JEE 2013 with AIR- 175
- Qualified GPAT 2013

## PROFESSIONAL EXPOSURE

- **Summer Internship: Company Name: SUN PHARMA LABORATORIES LTD.**  
**Project Title:** Perception mapping & Prescription preference of PHOTOSTABLE Sunscreen Gel.  
**Duration of internship:** 2 months
- Training for a period of one month at BRUSSELS LABORATORIES PVT. LTD. , Ahmedabad during Sem VII of B.Pharm
- A one day visit to Lincoln Pharmaceuticals. • A one day visit to NATCO Pharma
- Participated in Pharma Model Presentation held at Pharmafestival 2012 by L.M.College of Pharmacy and designed a Tray Dryer

## ACADEMICS ACHIEVEMENTS

- **Eklavya Award** for scoring 8.9 SPI in B. Pharm. 6th Semester by L. M. College of Pharmacy, Ahmedabad.
- Achieved a Gold medal in Mathematics Olympiad with 95%, 2009

## EXTRA CURRICULAR ACTIVITIES

- Awarded first prize for Elocution by His Majesty, former President of India Dr. APJ Abdul Kalam. • Winner of State Level Table Tennis tournament "HORIZON" held at Nirma University, 2012. • Winner of elocution Competition conducted by Gujarat Technological University "XITIJ" at zonal level and Second Runners up at Inter zonal level, 2011
- Won first prize at State Level Elocution "ANUSHTHAN" held at Babaria Institute of Pharmacy, 2011

## AREAS OF INTEREST

- Product Management • Marketing Research • Business Development • International Marketing

## PERSONAL DETAILS

- Date of Birth : October 19,1991 • Father's name : Yogesh Kumar Chotai • Languages known : Gujarati, English, Hindi, French (basic), Spanish (basic) • Hobbies:Writing Poems, Playing Table Tennis, Dancing

**DHRU B.THUMAR****Permanent Address**

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**CAREER OBJECTIVE**

To build long term career in healthcare industry with prospect for seeking a responsible task and striving for excellence with my hard work and acquired skills.

**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.	2013-2015	9.84 ( up to 2nd semester)
2.	B. Pharm.	Institute of Pharmacy, NIRMA University, Ahmedabad	2009-2013	8.68 C.G.P.A.
3.	Class XII	S.G Vidyalaya, Ankleshwar, Gujarat.	2008-2009	80.06%
4.	Class X	S.G Vidyalaya, Ankleshwar, Central Board of Secondary Education, Gujarat	2006-2007	81.08%

**SKILLS & ABILITIES**

- Organizational skills, Communication skills and Event management skills.

**DISTINCTIVE HIGHLIGHTS**

- Qualified GPAT 2013 with AIR-927
- Qualified NIPER 2013 with AIR- 140

**PROFESSIONAL EXPOSURE**

- Received Industrial Training at ICPL,ANKLESHWAR for 8 weeks
- Prepare the review thesis on " Complementary and alternative treatment used in diabetes mellitus: A Review"
- Present Posters on "orphan drugs", "click chemistry" and "calendula officinalis"
- Completed Summer Internship Project in Stemade biotech Pvt.Ltd for the project entitled "Differential approach for different doctors category on an innovation concept of Dental pulp stem cell banking", for a period of 2 months.

**WORKSHOPS AND CONFERENCES**

- Awarded 1st prize for the poster presentation at Indo-American Pharmaceutical Regulation Symposium, Ahmadabad. Poster: Thumar D, Gandhi D (2011), "pharmacy education: current scenario and innovation"
- French Language Course A1 : Grade A , Ahmadabad Management Association, Gujarat, India
- Attended 61st Indian pharmaceutical congress (IPC) held on 2009

**EXTRA CURRICULAR ACTIVITIES**

- Participated and spread awareness in rural area for immunization and nutrition facts
- Attended and participated many technical events such as Pharma advertising, Pharma marketing, quiz etc.
- Organized many technical and non technical events.
- Participated in medical camp and blood donation camp by Nirma institute of pharmacy student association and Red cross
- Worked as board of member in Nirma institute of pharmacy student association

**AREAS OF INTEREST**

- Data management
- Marketing Research
- Strategy building

**PERSONAL DETAILS**

- Date of Birth : April 7,1991
- Father 's name : Bavanjibhai Thumar
- Languages known : English, Hindi, Gujarati, Spanish (basic)
- Hobbies : Reading books and Travelling

## PARIKA VASAVA

### Permanent Address

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## CAREER OBJECTIVE

A career opportunity which would help me to gain experience, employs my management skills, devote them positively in the growth of organization with paramount results. To give my level best commitment to every work I am assigned and work equally well in co-ordination to propel the firm to rapid growth.

## 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.	2013-2015	9.23 ( up to 2nd semester)
2.	B. Pharm.	Parul Institute of pharmacy, Baroda (Gujrat Technological University), Ahmedabad	2008-2012	7.57 C.G.P.A.
3.	Class XII	H.S. Patel high school, Baroda.	2006-2007	53.40%
4.	Class X	Shree Swami Narayana Gurukul, Kevadiya Colony	2004-2005	82.86%

## SKILLS & ABILITIES

- Proven ability to gather and collate and use Data effectively, Relationship building and maintaining
- Proficiency in handling MS Excel, Power Point, Microsoft Word, MS Office.

## DISTINCTIVE HIGHLIGHTS

- Active Member in National Level pharmacy Student Symposium, Pharmafest - 2012 held on 13th and 14th February 2012 and Pharmfest - 2009 held on 19th February 2009 in PIPH, Baroda.
- Qualified GPAT 2013
- Qualified NIPER 2013

## PROFESSIONAL EXPOSURE

- Successfully completed MBA (Pharm) Summer Intern Project (SIP) in Stemade Biotech Pvt.Ltd, MUMBAI from 1st June to 30th July 2014 for 60 days. Project title: "Marketing Strategies for Dental Pulp Stem Cell (DPSC) for different Category of Doctors"
- Received Industrial Training at Brussels private limited in Quality control and manufacturing department from 1st to 31st August 2012 and at INTAS Biopharmaceuticals Limited, Ahmedabad from 1st to 30th June 2011 for 30 days.

## WORKSHOPS AND CONFERENCES

- Attended seminar on "CORPORATE GOVERNANCE" by Prof. Vijaya Subramanyam, Professor of Finance, Atlanta Campus, Steven School of Business and Economy, Mercer University, at NIPER campus.
- Industrial visit at Gujarat Liquid Pharmacaps Private Limited (GLPL) Waghodia, Baroda, Gujarat and Baroque Pharmaceutical Private Limited, Khambhat, NATCO Pharmaceutical Limited, Hyderabad, A.P.
- Participated as volunteer in International Conference on "Drugs for The Future: Infectious diseases-DFID"
- Participated as Event organizer in NIPER FUN LEAGUE - 6th to 9th February 2014, NIPER, Hyderabad.

## AREAS OF INTEREST

- Product Management , Business development , Supply Chain Management, Sales management, Project management, International Marketing Data Integration and Management

## PERSONAL DETAILS

- Date of Birth: August 16, 1988
- Father's name: Motirambhai Jayrambhai Vasava
- Languages known: Hindi, English, Gujarati, Spanish (basic)
- Computer Skills : Microsoft office suit
- Hobbies : Tracking, Travelling, Summer campaign, Dancing, Reading(Novel), Painting, Badminton, Computer/ Mobile games.



## VYOM KESAR

### Permanent Address

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## CAREER OBJECTIVE

To acquire a designation, where I can utilize my knowledge, skills and experience, in a well reputed organization and establish myself in it along with the growth of organization.

## 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.	2013-2015	9.93 ( up to 2nd semester)
2.	P.G. Diploma Intellectual Property Rights	Indira Gandhi National Open University, New Delhi Regional Centre: Hyderabad, (Distance Education)	2014-2015	Pursuing
3	B. Pharm.	Department of Pharmacy, Barkatullah University, Bhopal (M.P)	2009-2013	80.04 %
4.	Class XII	Nachiketa School, Jabalpur (M.P.)	2006-2007	85.10 %
5.	Class X	Carmel Convent High School, Amlai (M.P.)	2004-2005	90.00 %

## SKILLS & ABILITIES

- Professional skills : Leadership skills, Motivational skills, Good initiator, Inter Personal skills, Team work.
- Personal skills : Creative, Dramatics, Orator, Athletic.
- Technical skills : MS Excel, MS Word, MS PowerPoint, Photoshop.

## DISTINCTIVE HIGHLIGHTS

- Class Representative M.B.A (Pharm.)
- Discipline Captain at Nachiketa School
- Qualified GPAT-2013 with AIR-927
- Qualified NIPER-JEE 2013 with AIR-368
- University 1st Rank Holder in B.Pharm (Aggregate)
- Registered Pharmacist at M.P. State Pharmacy Council.
- Stipend awarded in M.B.A. 2nd Sem by AICTE.
- Scholarship for excellence in Sanskrit subject Class-X Exam.

## PROFESSIONAL EXPOSURE

- Summer Internship Project in Sun Pharmaceutical Industries Ltd. Mumbai, Business Development division, on 'Patient Protection and Affordable Care Act' & Impact of its Provisions, as a part of M.B.A.(Pharm) degree in Jun-Jul,2014.
- Survey on Market Potential for Medicated Herbal Bandage for Indian Institute of BioTechnology Pvt. Ltd. in Hyderabad city, Jan-2014.
- Project Review Article on "Phytochemistry and Pharmacological studies of Asparagus Racemosus : A Comprehensive review." as a part of B.Pharm degree in Mar-2013.

## PROFESSIONAL DEVELOPMENT

S.No	Online Course Name	Course Instructor	Educating Platform	Duration	Remark
1.	On Strategy : What manager can learn from Philosophy	Prof. Luc De Brabandere	Ecole Centrale Paris, www.coursera.org	6 weeks 14Apr-24May, 2014	Accomplished
2.	New Models of Business in Society	Prof. R. Edward Freeman	University of Virginia, www.coursera.org	4 weeks 7Apr-5May, 2014	Accomplished

## WORKSHOPS AND CONFERENCES

- Industrial visit to NATCO PHARMA, Hyderabad.
- Attended National Workshop on "Handling of some Analytical Instruments" at Bansal College of Pharmacy, Bhopal.
- Attended seminar on Computer Aided Drug Designing, at Sapience Bioanalytical Research Laboratory, Bhopal.

## EXTRA CURRICULAR ACTIVITIES

- 1st Prize winner in Rotary Club Amlai, Poster Competition. (2003).
- 2nd Prize winner, M.P. State Rural Science Exhibition, District level, on working model of slide projector. (2003)
- Participated in M.P. State Rural Science Exhibition, State level, on working model Rural refrigerator. (2004)
- Event organizer of Teacher's day celebration, Farewell party, NIPER FUN LEAGUE at NIPER Hyderabad.

## AREAS OF INTEREST

- Business Development
- Strategic Development
- Intellectual Property Management
- Business Analyst

## PERSONAL DETAILS

- Date of Birth : 14 July, 1989.
- Father's name : Vinay Kumar Kesar
- Languages known : English, Hindi, Spanish (basic)
- Hobbies : Cooking new cuisine

## Contacts



**Dr. Srinivas Nanduri**  
**Placement Officer**

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[srinivasn@niperhyd.ac.in](mailto:srinivasn@niperhyd.ac.in)

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Phone : +91-40-23073740/23073741

Fax : +91-40-23073751

Mobile : +91-8886717145

We thank sincerely the co-operation of several OPPI members companies and Mr. Vivek Padgoankar for helping us with the placement activities of our students.



## NATIONAL INSTITUTE OF PHARMACEUTICAL EDUCATION AND RESEARCH

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Balanagar, Hyderabad-500037, Telangana, INDIA

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E-Mail : [placementcell@niperhyd.ac.in](mailto:placementcell@niperhyd.ac.in); [niperhplacement@gmail.com](mailto:niperhplacement@gmail.com)

[projectdirector@niperhyd.ac.in](mailto:projectdirector@niperhyd.ac.in)

Website : [www.niperhyd.ac.in](http://www.niperhyd.ac.in)

### RECRUITMENT FORM

1. Name of the company : \_\_\_\_\_
2. Contact person : \_\_\_\_\_
3. Designation : \_\_\_\_\_
4. Contact No : (O) \_\_\_\_\_ (Fax) \_\_\_\_\_ (M) \_\_\_\_\_
5. Address for communication : \_\_\_\_\_  
\_\_\_\_\_
6. E-mail : \_\_\_\_\_

#### Selection / Scrutinization process (Please indicate your choice in the box)

Pre-placement Talk	
Written Test	
Technical Interviews	
Group Discussion	
HR Interviews	

#### Facility required

	Yes	No
LCD		
OHP		
Computer Lab		
Other		

#### Area of specialization of the students to be recruited

1. M.B.A. (Pharm.) - Pharmaceutical Management

Number of students to be recruited : \_\_\_\_\_

Annual Compensation : \_\_\_\_\_

Probable dates for : Placement Talk: \_\_\_\_\_ Interviews: \_\_\_\_\_



नाईपर हैदराबाद

राष्ट्रीय औषधीय शिक्षा एवं अनुसंधान संस्थान

**NIPER HYDERABAD**

NATIONAL INSTITUTE OF PHARMACEUTICAL  
EDUCATION AND RESEARCH

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ناٹھپر حیدرآباد

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