



PlatPharm Skilling & Careers LLP, Mumbai

**REPORT**

**"LAST MILE TAKE-OFF SERIES"**

A PlatPharm Employability Focussed Program

*For*

**Final Year B.Pharm Students**

**H. K. College of Pharmacy**

**Mumbai**

**May 2025**



May 03, 2025

To  
Mr. Waseen Khan,  
General Secretary,  
Maharashtra Educational Society  
Mumbai.

Dear Sir,

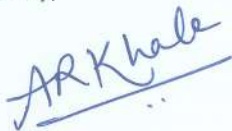
We are delighted to share the outcome of our flagship program, **"Last Mile Take-off," a workshop series recently conducted at H. K. College of Pharmacy, Mumbai**, for their **Final-year B.Pharm** students. The program aimed to equip students with industry-ready skills, and we are pleased to report that the results were outstanding.

Please find attached a detailed interim report on the program, which highlights the key takeaways, student feedback, and overall impact of the workshop series.

Thank you sincerely for providing us with this opportunity to engage with your students. The PlatPharm team looks forward to continuing our collaboration and making a positive impact on the future of these budding pharmaceutical professionals.

Thank you for your continued support.

Sincerely,

A handwritten signature in blue ink that reads "AR Khale".

**Dr. Anubha Khale | Ms. Geetha Srinivasan**

*Founder-Partner*

*PlatPharm Skilling & Careers LLP*

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## **REPORT (May 2025)**

### **"LAST MILE TAKEOFF SERIES"**

**PlatPharm Employability Focussed Program  
For Final Year B.Pharm Students  
H. K. College of Pharmacy, Mumbai**

As part of its commitment to fostering industry-ready talent, PlatPharm organized a comprehensive series of workshops for graduating B.Pharm students. Designed to provide holistic career guidance, these interactive sessions brought together industry experts, case studies, and experiential learning tools to explore the vast landscape of job opportunities in the Pharmaceutical and Healthcare sector. In addition, the interactive and participative "experiential group learning tools" helped in enhancing the soft skills & confidence building of these students.

This report provides a detailed account of the workshop series, highlighting key takeaways, expert insights, and student feedback. It serves as a testament to PlatPharm's dedication to empowering the next generation of pharmaceutical professionals.

A handwritten signature in blue ink that reads "AR Khale".

**Team PlatPharm**

**Dr. Anubha Khale | Geetha Srinivasan**

*Founder-Partner*

*PlatPharm Skilling & Careers LLP*

*+91 9869346909*





**Program Duration:** August 2024 to May 2025

**Deliverables:**

- A series of workshops
- Expert talks / Panel discussions for learning from industry stakeholders
- Experiential learning activities
- Resume Writing
- Group Discussion Participative Learning
- Interview preparatory services
- Placement support

**BROAD AGENDA - WORKSHOP 1**  
**HIGHER EDUCATION CHOICES AND ESSENTIALS**

**30<sup>th</sup> August 2024**

Time	Topic	Methodology of Session Delivery	Learning Outcome
9.30-10.00am	<b>Inauguration &amp; Welcome Address</b>		
10.00-10.30am	<b>Objective and outline of the program - 'Last Mile Take off'.</b>	A talk explaining objective of the entire program	<i>Students get to know all about the program and the way it would proceed throughout the academic year.</i>
10.30-10.45am	<b>"Introspect"</b>	Participative activity	<i>General overview of the students &amp; their major concerns that enables the program coordinators to connect with the students.</i>
10.45-11.15am	<b>Overview of the Indian Healthcare system</b>	A talk supported with presentation, videos, data, etc.	<i>Students understand about the current market scenario in the industry, Global positioning, and future outlook</i>
11.15-11.30am	<b>Tea Break</b>		
11.30-12.15am	<b>Pharma &amp; Healthcare Industry: Career Opportunities and Challenges</b>	A talk supported with presentation, videos, data, etc.	<i>Students to get an overview of the functions so that they can plan the basis of their interests &amp; passion from career perspective</i>
12.15-12.45pm	<b>Role and Relevance of Higher Studies in Career Growth.</b>	Interactive session, asking students so that they introspect and then explaining the way forward.	<i>Enables students to plan for their next step with respect to higher studies.</i>
12.45- 1.15pm	<b>Beyond Formal Education.....</b>	Interactive session to sensitize students about need for skilling.	<i>Helps students understand the need &amp; importance of additional skilling in today's industry</i>
1.15- 2.00pm	<b>Lunch Break</b>		



2.00- 2.30pm	<b>Overseas Education: Applications –Do's &amp; Don'ts</b>	A talk supported with presentation, data, and <b>case studies</b>	<i>Enables the students to know how to research for programs and narrow down based on various factors</i>
2.30 -3.15pm	<b>Writing 'Statement Of Purpose' (SOP) for Higher Study</b>	Discussion, interactive session; <b>Demonstration through sample SOPs</b>	<i>Helps the students to create SOPs on their own and how to arrive at the final SOP. Also helps them to plan well in advance for the same.</i>
3.15-3.30 pm	<b>Tea Break</b>		
3.30-4.15 pm	<b>Panel Discussion: Recruiter's Perspective towards Higher Education &amp; Skilling</b>	<b>A panel discussion with Ms. Neepa Shah Co-Founder &amp; Director Pell Tech Healthcare Pvt. Ltd.</b>	<i>Bird's eye view from the industry professionals (Focus – to bring about skilling needs in addition to the education)</i>
4.15 - 4.30pm	<b>Feedback</b>	Google form	<i>Students' PO attainment can be determined</i>
4.30- 5.00pm	<b>"Nutshell" and Vote of thanks</b>	Summarizing entire day's learning	<i>Students get a quick revision of the entire day's learning and discussion</i>







Panel Discussion with – **Ms. Neepa Shah, Co-Founder & Director Pell Tech Healthcare Pvt. Ltd.**

**BROAD AGENDA - WORKSHOP 2**  
**KNOW YOUR CAREER PATH IN**  
**TECHNICAL ROLES, CLINICAL RESEARCH-PV & ACADEMICS**  
**18<sup>th</sup> October 2024**

Time	Topic	Methodology of Session Delivery	Learning Outcome
9.45-10.00am	<b>Inauguration &amp; Welcome Address</b>		
10.00 – 11.30am	Overview of Technical Job roles & responsibilities; the skillset requirements for the same.	A talk supported with presentation, videos, Flow charts, etc.	<i>Students know about the roles related to the Technical field in healthcare sectors and what does the industry look for in a candidate for the related role.</i>
11.3 - 11.45am	<b>Tea Break</b>		
11.45am – 1.00pm	Importance of Cross-functioning of the various departments within the Pharma organization and roles of professionals thereof.	A student participative session demonstrating through a role play.	<i>Students understand how different functions work in synergy towards making Quality products. They learn about importance of interpersonal relationship in the industry work environment.</i>
1.00 – 1.45 pm	<b>Lunch Break</b>		
1.45 – 2.30pm	Opportunities in Research	A talk supported with presentation, videos, data, etc.	<i>Students get an overview of the research function in industry</i>
2.30 – 3.00 pm	Academics as a Career choice	An interactive talk	<i>Orientation towards taking up academics as a career path</i>
3.00 – 3.15 pm	<b>Tea Break</b>		
3.15 - 4.30 pm	Roles in Clinical Research & Pharmacovigilance – A Fireside Chat with an Industry Expert	<b>A Panel Discussion with Industry expert – Dr. Sumantoke Bagchi, Exeltis India, Mumbai</b>	<i>Complete overview of the practical aspects of Clinical Research &amp; Pharmacovigilance and what to expect as a career path</i>
4.30 - 4.45 pm	“Nutshell” and Q & A, Post workshop evaluation, feedback	Summarizing entire day’s learning; Answering queries, doubts of the students, Google Form	<i>Students will get their doubts answered.</i>
4.45 - 5.00 pm	<b>Vote of thanks and Group Photo</b>		





Role Play by Students to understand various role specific scenarios in industry



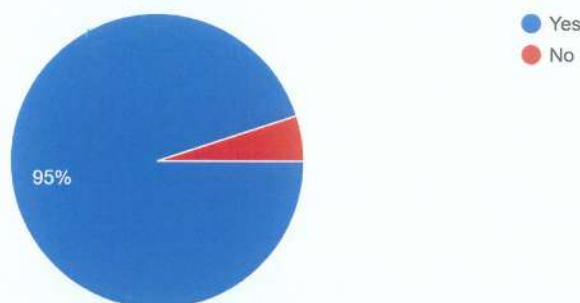
Panel Discussion with – Dr. Sumantoke Bagchi, Exeltis India, Mumbai



## Students' Feedback for Workshop 2 (OCP FEEDBACK)

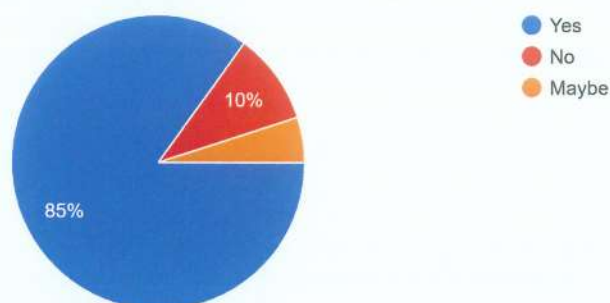
Did you attend the workshop conducted on October 18, 2024?

20 responses



Do you think this workshop was useful/beneficial to you?

20 responses



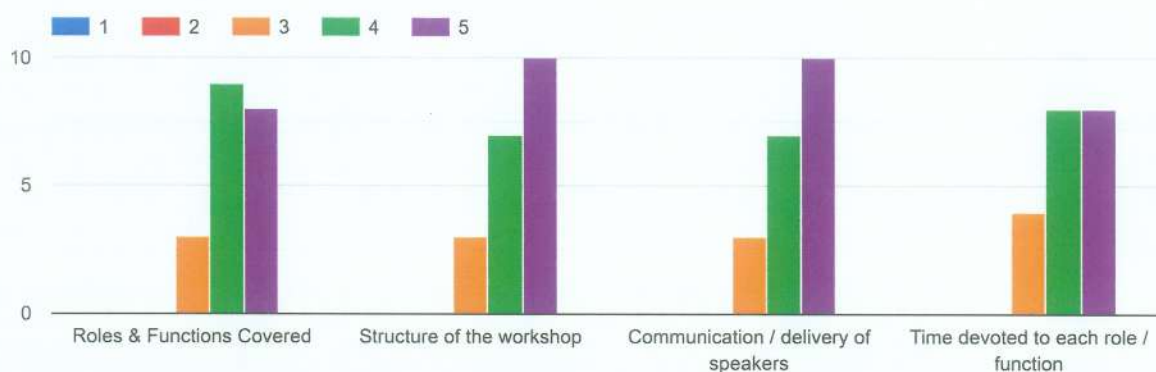
Can you name 3 learnings you got from today's workshop? 20 responses

- ✓ Good attitude, good personal skills, good practical knowledge
- ✓ Positive outlook Technical Roles - Production, QC-QA, DRA Research Opportunities Role Play Session on Cross Functioning of Departments
- ✓ Pharmacovigilance, regulatory affairs, clinical research development
- ✓ Learning, positive attitude, hardwork
- ✓ Learned about academic, research, RA, PV
- ✓ .
- ✓ Great skills, and humble attitude
- ✓ Making career in research areas academics etc
- ✓ Career opportunities in regulatory affairs, in clinical research and in academics
- ✓ Communication, technical role
- ✓ Technical roles in industry, clinical research
- ✓ Knowledge is important Learning by interaction Attitude is helpful
- ✓ Patience, perseverance, learning &



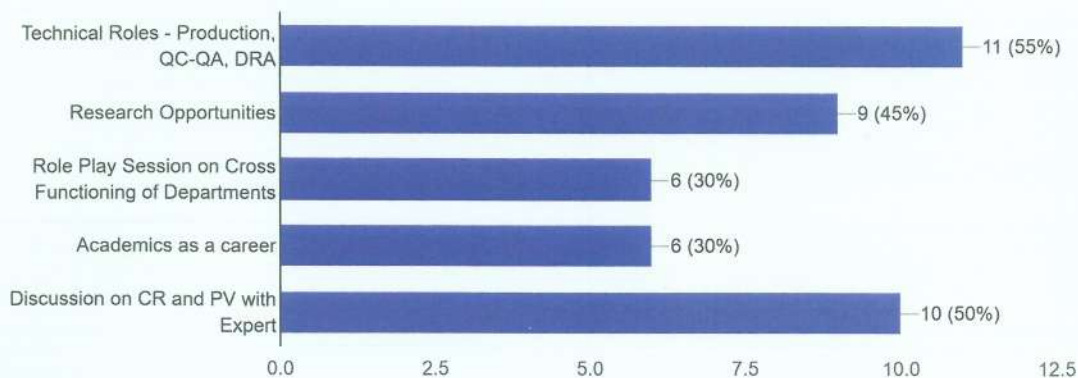
- ✓ Techno commercial aspect, importance pf attitude, industry knowledge
- ✓ Technical Roles - Production, QC-QA, DRA Research Opportunities Role Play Session on Cross Functioning of Departments
- ✓ Better communication skills ,Confident ,positive attitude towards goals
- ✓ Research opportunities Technical roles -production ,QA,QC Academic as a career
- ✓ .
- ✓ Opportunities in Research industry
- ✓ Attitude ,learning ,skills

Can you rate the effectiveness of the workshop for the following parameters on a scale of 1-5? 1 - Very Poor, 2 - Poor, 3 - Average, 4 - Good, 5 - Very Good

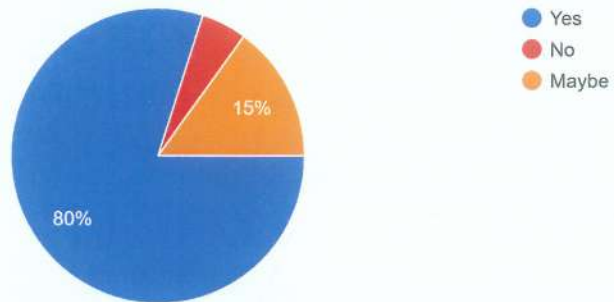


Which of the following topics you found useful? (Please tick all that you found useful)

20 responses



Did all / atleast most of your queries get answered / resolved in today's session?  
20 responses





**BROAD AGENDA - WORKSHOP 3**  
**COMMERCIAL AND TECHNO-COMMERCIAL ROLES**

**Day 1 - December 27, 2024**

Time	Topic	Details	Learning Outcome
9.30 – 9.45 am	<b>Inauguration &amp; Welcome Address</b>		
9.45 – 10.45 am	<b>An Overview: Commercial Function: Growth Engine of an Organization &amp; Correlation of the various commercial roles</b>	How the function is important for an organization; What are different verticals under it. The interdependence of roles and the relevance of each role from career point of view	<i>Students understand the functions in the commercial side of a pharma business and how they are interconnected</i>
10.45 – 11.15 am	<b>Changing Scenario of Commercial functions in the industry &amp; what to expect in near future</b>	Discussion on how the roles are changing in the Sales & Marketing function; importance of data analytics; staying updated; the advent of Medical Devices & Nutraceuticals as emerging sectors for career	<i>Students gain knowledge on the modern trends in the industry</i>
11.15 am - 12.30 pm	<b>Group Activity to demonstrate skills needed in commercial functions</b>		

**Day 2 - December 28, 2024**

Time	Topic	Details	Learning Outcome
9.30 – 10.45 am	<b>Importance of Advertising &amp; Communication in the Healthcare Industry and the dynamic trends</b>	Discussion on how one can look towards a career in Advertising & Communication	<i>Students gain knowledge about the ways of promotion and how the industry is regulated in this regard</i>
10.30 – 11.00 am	<b>Some offbeat commercial success stories in healthcare</b>	Presentation of some new roles that have remarkably changed the industry	<i>Students understand how one can create enterprises and change the way commercial functions are perceived &amp; operated in this industry</i>
11.00 am – 12.15 pm	<b>Fireside Chat</b> An open discussion with an industry expert <b>Mr. Tejas Agrawal, Group Product Manager, Abbott on career in commercial roles in today's era with</b>		<i>Students to learn the practical aspects of commercial roles</i>
12.15 – 12.30 pm	<b>Q &amp; A, Group Photos, Vote of thanks</b>		<i>Students will get their doubts answered.</i>





A Panel Discussion with **Mr. Tejas Agrawal, Group Product Manager, Abbott**



A session by a Pharma Advertising & Communication Specialist – **Ms. Geetha Srinivasan**

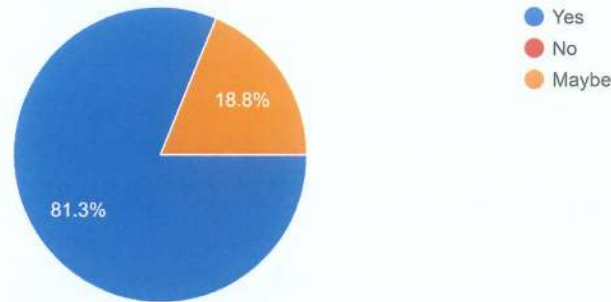




### Students' Feedback for Workshop 3

Was this workshop useful/beneficial to you?

16 responses



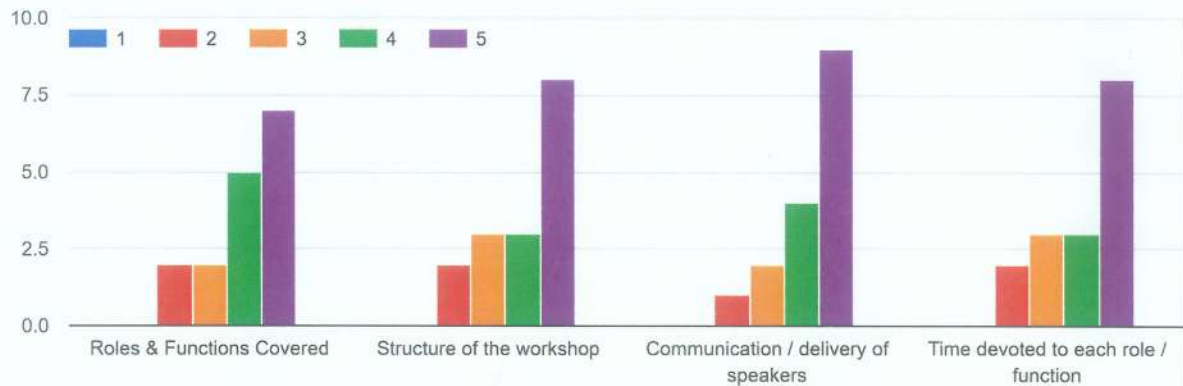
Can you name 3 learnings of this workshop which were important in your opinion? 16 responses

- ✓ Prescription bouching, key lead generator, doctor relationship
- ✓ About Communication, advertisement, commercial role
- ✓ Understand the roles in Marketing Understood the hierarchy
- ✓ Career paths, domains, self improvement skills.
- ✓ 1.Confidence 2.commucation 3.improve always
- ✓ Better skill, self grooming and confidence
- ✓ Sales, Marketing and Advertising
- ✓ About sales and marketing, Advertisement,Doctor relationship
- ✓ Marketing Presentation Communication
- ✓ Prescription bouncing Key lead generator (zonal head meet with these doctors) MSI
- ✓ Knowledgeable,
- ✓ Advertising & communication as a career option
- ✓ Domain, career path, self improvement skills
- ✓ ..
- ✓ Prescription bouncing Dr relationship Market rolling status
- ✓ Should have good skills, confidance and right attitude



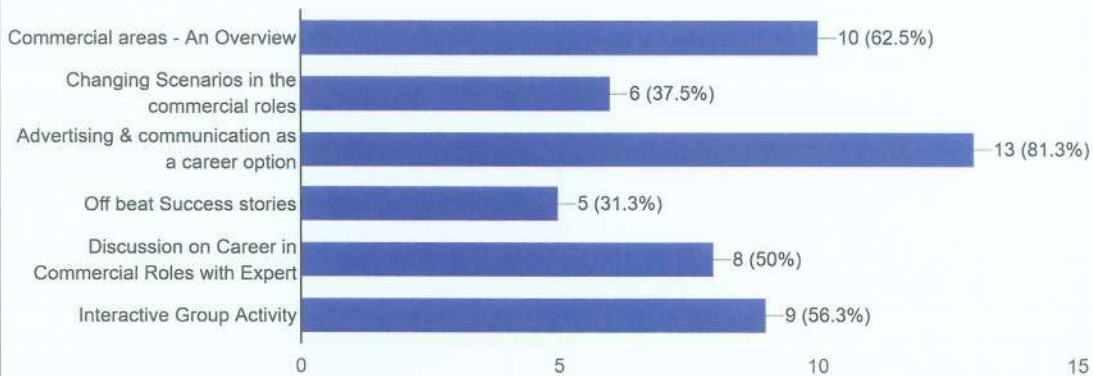


Can you rate the effectiveness of the workshop for the following parameters on a scale of 1-5? 1 - Very Poor, 2 - Poor, 3 - Average, 4 - Good, 5 - Very Good



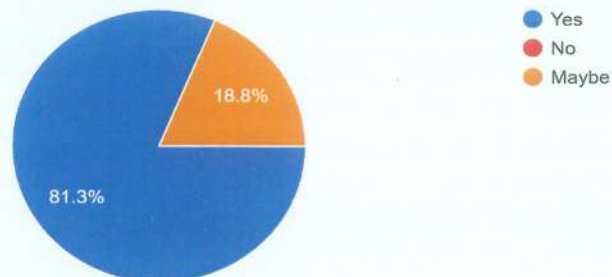
Which of the following topics you found useful/interesting? (Please tick all that you found useful)

16 responses



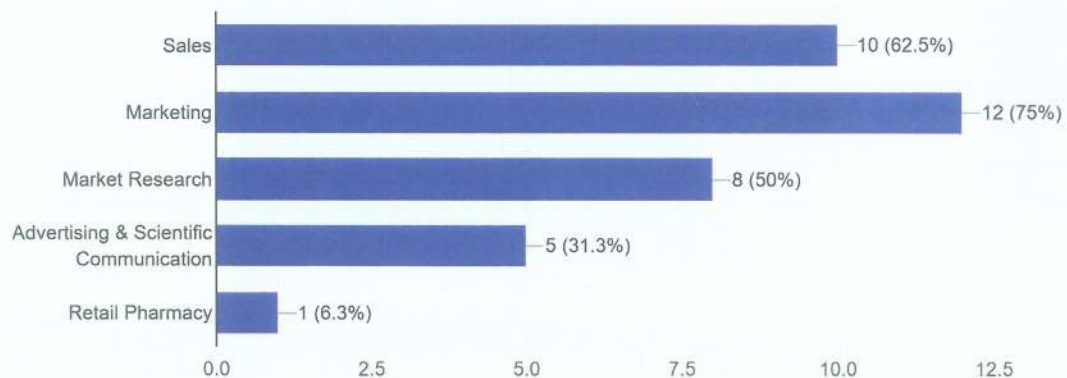
Did all / atleast most of your queries get answered / resolved in today's session?

16 responses



Do any of the areas that got discussed in today's session interest you as a career choice? Please tick the ones applicable.

16 responses



## BROAD AGENDA - WORKSHOP 4

### ATYPICAL ROLES IN HEALTHCARE INDUSTRY

February 10, 2025

Time	Topic	Details	Learning Outcome
09.45 -10.00 am	<b>Welcome Address</b>		
10.00 -10.30 am	<b>Importance of atypical Roles and opportunities</b>	<ul style="list-style-type: none"> <li>- What do we mean by unconventional but emerging areas in the industry; why are they important?</li> <li>- Overview of skillsets required</li> <li>- Typical Career Path</li> </ul>	<i>Students learn about the job opportunities in upcoming areas and career path &amp;. Learn about the career trajectory.</i>
10.30am -12 noon	<b>Fireside Chat with a Techno commercial Expert from Industry Mr. Ashish Dubey, Technical Sales Manager, Azelis India.</b>		<i>Students to learn about the Techno-commercial role &amp; opportunities in Pharma industry.</i>
12.00 - 1.00pm	<b>Packaging 2.0: Career Opportunities for B. Pharm graduates</b>	Innovations in the area of packaging and advancement in this field and hence the upcoming opportunities.	<i>Students to learn about innovations &amp; opportunities in Packaging field to assess if they would be interested</i>
1.00 – 1.45 pm	<b>Lunch Break</b>		
1.45 – 2.45pm	<b>An overview of Insurance, Medical Underwriting, RCM and Medical Coding as career choices</b>	Complete orientation on the modern ways of handling medical facilities in India & the globe; what each function is and the career trajectory.	<i>Students get to understand the newer career paths that have emerged in the last decade so that they can look at the available newer areas as career options</i>
2.45 - 4.15pm	<b>A fireside chat with a Medical Underwriting Expert, Ms. Unnatti Jaguste, Sr. Life Underwriting Consultant, Ethos Life, USA</b>		<i>Students get to understand what the profession entails and what are the preparations needed to enter this area.</i>
4.15 - 4.30pm	<b>Q &amp; A / "In a Nutshell" Group Photos &amp; Vote of thanks</b>		







An interactive session by – **Mr. Ashish Dubey, Technical Sales Manager, Azelis India.**



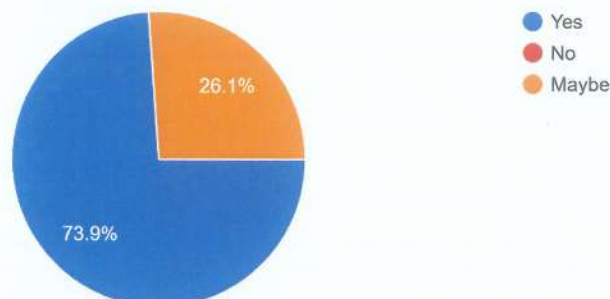
A Panel Discussion with - **Ms. Unnatti Jaguste, Sr. Life Underwriting Consultant, Ethos Life**



## Students' Feedback for Workshop 4

Was the workshop useful / beneficial to you?

23 responses



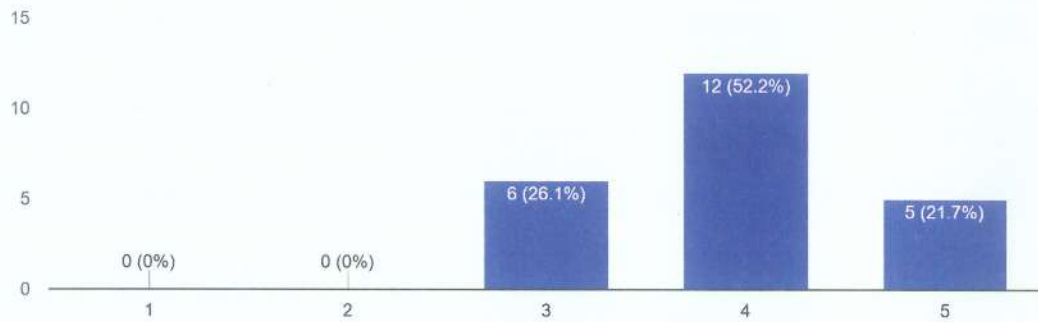
### Can you name three learnings of this workshop?

- ✓ Industry relevancy and trend
- ✓ Medical writing, medical under writing, project management
- ✓ Ashish sir industrial exposure,insight about atypical feilds
- ✓ Packaging Medical writing Medical underwriting
- ✓ Techno commercial roles , project management, guidance about various atypical roles
- ✓ It helped me to know about various designation and roles of an pharmacist. 2. It provided a lot of in depth knowledge regarding various roles of QC & RA
- ✓ Pharma Market, Excipients, Industrial ascepts
- ✓ Got information about techno commercial roles in pharmacy sector
- ✓ Medical underwriting, Medical writting, techno commercial
- ✓ Medical underwriting, medical tourism, packaging 2.0
- ✓ Underwriting, Ashish sir seminar pre lunch, packaging
- ✓ Exposure to new roles
- ✓ Roles
- ✓ About various roles regarding sales
- ✓ How to mange study with a ongoing jobs. 2.is CGPA really matters for high job salary 3. Importance of packaging.



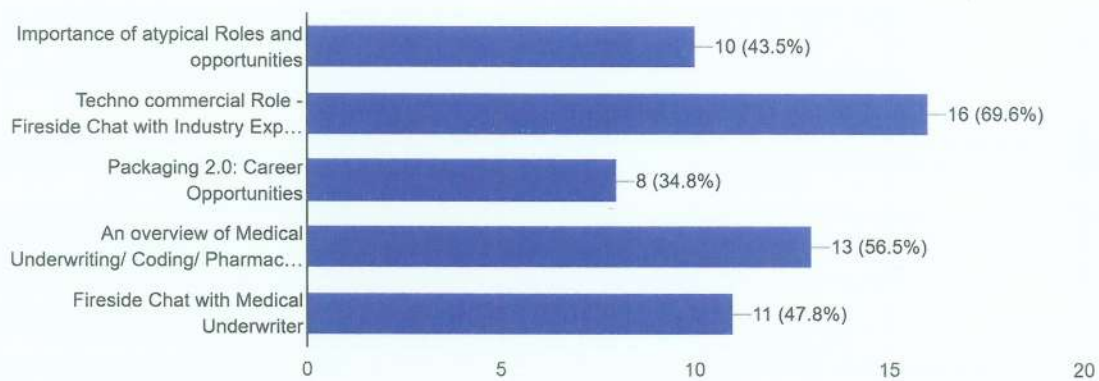
Can you rate the effectiveness of the workshop for the following parameters on a scale of 1-5?

23 responses



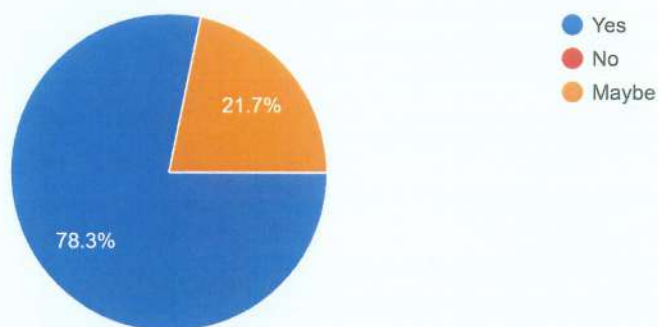
Which of the following topics you found useful/interesting? (Please tick all that you found useful)

23 responses



Did all / at least most of your queries get answered / resolved in today's session?

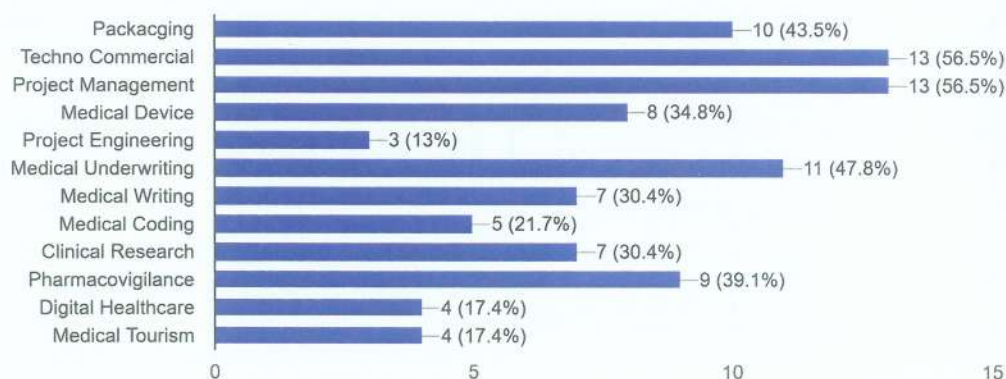
23 responses





Do any of the areas that got discussed in today's session interest you as a career choice? Please tick all those which you find applicable.

23 responses



### Students' Speak –

- ✓ Good
- ✓ It was a good experience.
- ✓ Pls provide us with career guidance which can help us to choose correct career path ...
- ✓ The session was very informative and I learned some new roles and career opportunities in pharma industry



## BROAD AGENDA - WORKSHOP 5 OPPORTUNITIES IN GOVERNMENT SECTOR

February 13, 2025

Time	Topic	Details	Learning Outcome
09.45 -10.00 am	Welcome Address		
10.00 -11 am	Career Opportunities in Government Organizations	- Overview & discussion on career possibilities for pharmacists in govt. sector	<i>Students get an overview on the opportunities &amp; also how to plan for the preparation needed for the same.</i>
11.00 - 1.15pm	'Data Analytics in Pharma' by an Industry Expert	Overview & discussion on types of Analytics, Data source, Applications and process. <b>A session by subject Expert, Dr. Shrikant Mulik</b>	<i>Students will be introduced to the basics of Data Analytics and its various applications in Pharma.</i>
1.15 – 2.00pm	Lunch Break		
2.00 – 2.45pm	Group Discussion (GD) - The Essentials	Overview of GDs – The Do's & Don'ts.	<i>Students get to understand the ways to handle group discussions as a selection tool</i>
2.45 - 4.15pm	Group Activity - Mock GD		<i>Practical demonstration &amp; learning</i>
4.15 – 4.30pm	Q & A / "In a Nutshell" Group Photos & Vote of thanks		





Interactive session by Dr. Shrikant Mulik on Data Analytics



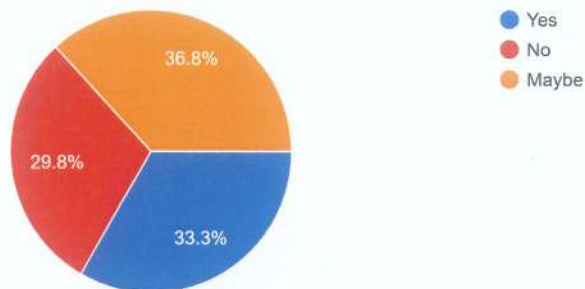
Student Activity: Mock Group Discussion



## Students' Feedback for Workshop 5

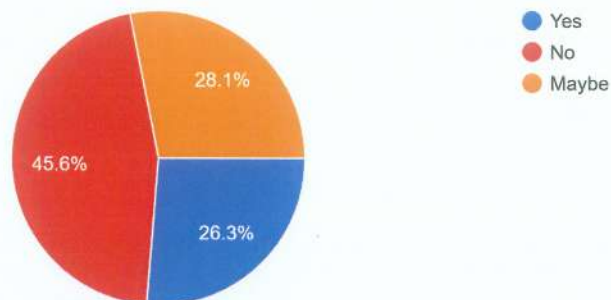
Was this workshop useful/beneficial to you?

57 responses



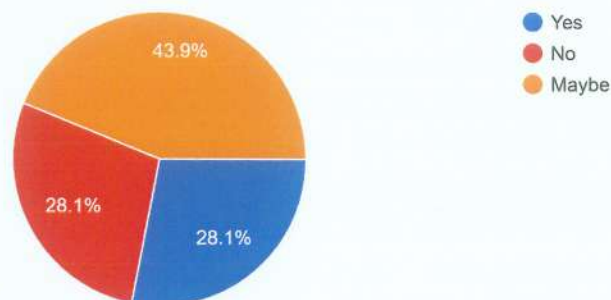
Are you interested in acquiring skills in Data Analytics?

57 responses



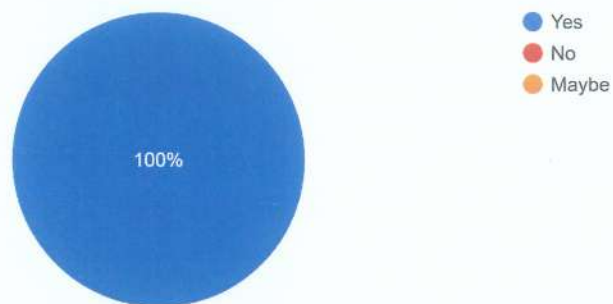
Did all / atleast most of your queries get answered / resolved in today's session?

57 responses



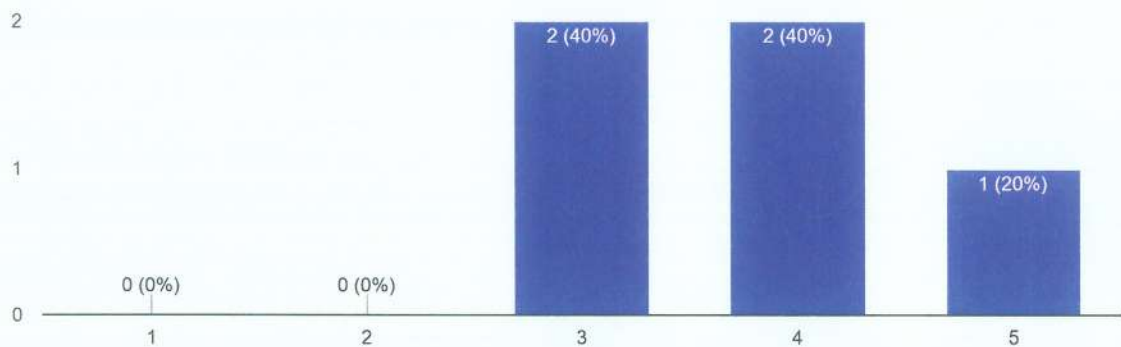
Have you understood various parameters for evaluation of GD performance through today's session?

5 responses



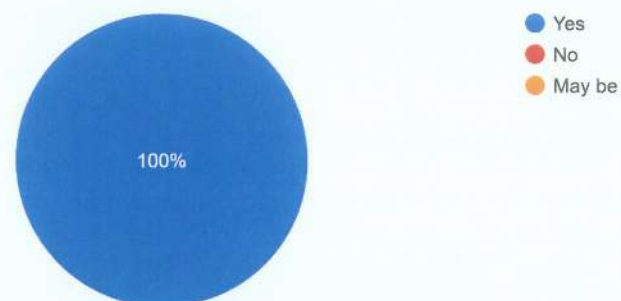
Rate the Mock GD activity for your learnings on the scale of 5.

5 responses



Do you feel more confident after attending today's workshop?

5 responses



**Can you name 3 learnings of today's workshop?**

- ✓ Data analyst, gov sector, employ skills
- ✓ about data analytics 2) government job opportunities 3) railway pharmacist
- ✓ Data
- ✓ Gov job, data analyst, skill for employment
- ✓ Ideas about Data analyst & their roles different govt.sectors job types
- ✓ Data analysis, Statistics
- ✓ Analytical jobs
- ✓ Discussion
- ✓ Data analytics, information about govt job
- ✓ Data analyst role
- ✓ Gov Job opportunities Data analysis
- ✓ Data analytics, opportunities and skills
- ✓ Govt job opportunities and uncovered fields of opportunities
- ✓ Job opportunities in govt. Data analytics
- ✓ Types of analytics technique, how the data is collected, good government job opportunities for pharmacists
- ✓ Govt job Data learning Data analysis
- ✓ Job opportunities in govt sector Types of data analysis Employability skills
- ✓ Gor to learn about description, prediction, prescription data analysis





## BROAD AGENDA - WORKSHOP 6

### RECRUITMENT ESSENTIALS & PREPARATION

February 17, 2025

Time	Topic	Details	Learning Outcome
09.45 -10.00 am	Welcome Address		
10.00 -11am	Importance of Resume Building & write your Resume	<ul style="list-style-type: none"> <li>- Resume writing and crafting a role specific resume, discuss sample resumes</li> <li>- Making Job Applications - Written &amp; Email applications.</li> </ul>	<i>Students learn how to build their profile and write it. Students learn how to make an application.</i>
11.00 – 11.30am	Get ready to face an Interview	Interview Preparation – Tips, techniques and getting ready for virtual and in-person interviews.	<i>Students learn important aspects about facing interviews.</i>
11.30 - 12.00pm	Interview Simulator and demonstration	Demonstration of the modern scientific tool	<i>Students get to understand and see the usefulness and usage of the tool for self-practice</i>
12.00 – 12.45pm	Interview Skills – HR Perspective	Interactive session by <b>Corporate Trainer, Bhuvaneshwari Venkatesh</b>	<i>Students learn about the HR perspective</i>
12.45 – 1.15pm	Students Activity: Mock Interviews	<b>Demonstration/Role Plays / Practice Sessions for Interview</b>	<i>Experiential learning to build confidence</i>
1.15 – 2.00pm	Lunch Break		
2.00 – 2.30pm	Students Activity: Mock Interviews	<b>Demonstration/Role Plays / Practice Sessions for Interview</b>	<i>Experiential learning to build confidence</i>
2.30 – 3.30pm	Entrepreneurship Basics & Essentials An Introduction	Overview of what is entrepreneurship and the relevant information	<i>Students get to understand the importance &amp; essentials of entrepreneurship</i>
3.30 – 4.00pm	Overview of the Last Mile Take Off Program; What Next? Students' Doubt solving		
4.00 – 4.30pm	Valedictory Function, Group Photos		





Discussion on Dos and Don'ts about Facing an Interview being explained by the mentor, Ms. Bhuvaneshwari Venkatesh

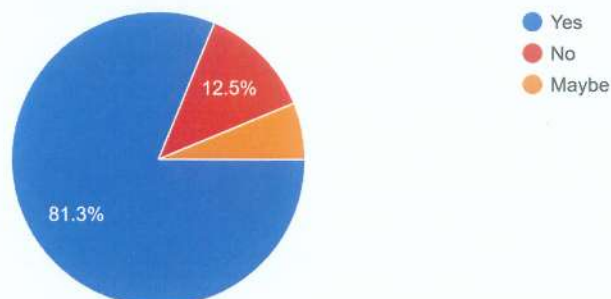


Mock Interview – A Role Play

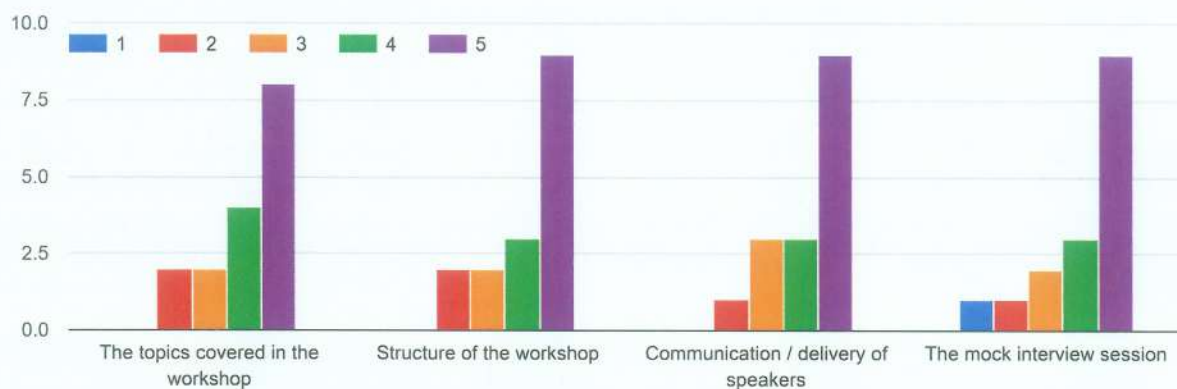
## Students' Feedback for Workshop 6

Was this workshop useful/beneficial to you?

16 responses

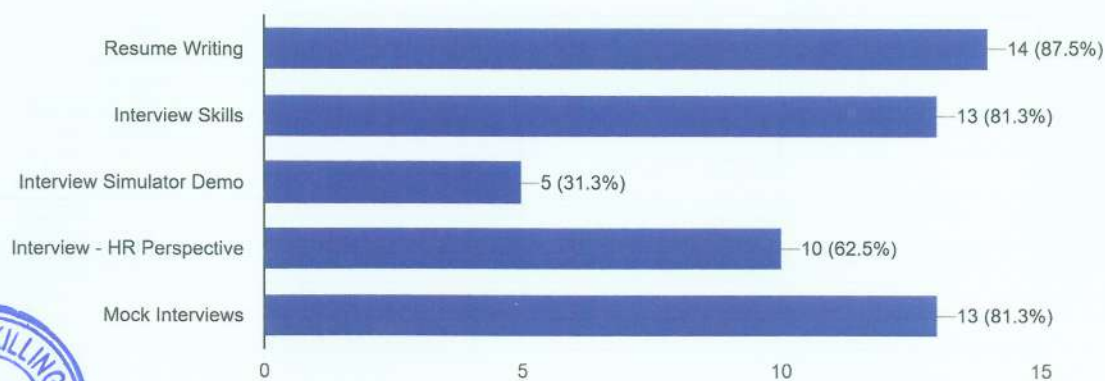


Can you rate the effectiveness of the workshop for the following parameters on a scale of 1-5?



Which of the following topics/sessions you found useful/interesting?

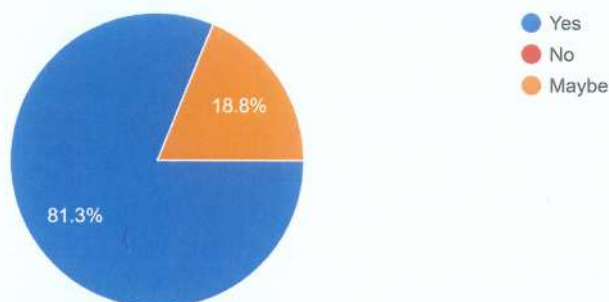
16 responses





Did all / atleast most of your queries get answered / resolved in today's session?

16 responses



### Can you name 3 learnings of today's workshop which were important in your opinion?

- ✓ Proper format of resume and cover letter, real time interview demonstration was useful & verbal communication etiquette
- ✓ Interviewer perspectives, emotional intelligence,
- ✓ Resume, interview question ,writing pattern of resume , like covering letter
- ✓ Resume Making Mock Interview Questionings Mistakes to avoid during resume making
- ✓ Covering letter Resume writing Interview stimulator demo
- ✓ Resume building Interview skills Professional communication
- ✓ Mock interview question Resume key points Mistakes done during resume preparation
- ✓ Cv writing interview
- ✓ Tone of speaking , way of speaking
- ✓ cv writing cover letter interview posture and tactics to handle the questions positive mindset
- ✓ Resume writing, interview simulator, hr perspective on interview
- ✓ Resume writing & Interview
- ✓ Recruitment in companies have already started and over in some cases. Being a part of such a tight competition, it is better to know these soft skills before hand. It would be better if these sessions are conducted earlier in the final year or before that. This would provide an upper edge over the world.
- ✓ The workshop was very beneficial as it provides detailed information regarding Interview and resume making. The Speaker have given In depth Information about the subject was more interactive type.
- ✓ It was a very beneficiary Seminar
- ✓ Platpharm, mitcon all are good but for an entire day seminar that wasn't acceptable
- ✓ nope
- ✓ Such session are really useful. It would be good if topics like what "additional courses" could be done like short courses that would aid in job seeking. Courses that are free as well as paid.



## Four Extra Workshops Conducted on Request

### Workshop 7

#### Interview Skills

March 11, 2025



### Workshop 8

#### Drug Product Development

March 19, 2025





**Workshop 9**  
**Medical Writing & Underwriting**  
March 20, 2025



Online session by -  
Ms. Unnati Jaguste, Senior Medical  
Underwriter, Ethos USA





**Workshop 10**  
**Pharma Sales and Marketing Role**  
March 25, 2025



Interactive session by –  
Mr. Atirek Tiwari, Vaccine Therapy  
Manager, Zydus Group



**Activity Planned in April-May 2025:**

- Role Specific Interview practice using AI based Interview Simulator
- Group Counselling for individual Role Interview Practice Outcome



### Placement Support:

Company Name	Interview Schedule	Job Role	Students Applied	Students Interviewed	Students Selected
Bliss GVS, Mumbai	Jan 2025	Business Development	9	4	1
Bliss GVS, Mumbai	Feb 2025	Strategic Sourcing Executive	2	0	NA
Vmarsh Healthcare, Mumbai	Mar 2025	Healthcare Business Analyst	0	NA	NA
Keffy Pharmaceuticals, Pune	Mar 2025	Medical Representative	0	NA	NA
Horizon Prime Hospitals, Thane	Apr 2025	Pharmacist - Intern	0	NA	NA
Regcure Pharma, Ahmedabad	Apr 2025	Regulatory Affairs Officer	0	NA	NA



Pre-Interview preparation of the students through a Google meet.



## Testimonials

I was benefitted from the knowledgeable sessions & mock interview conducted by Platpharm. I am grateful for the help provided by the team of Platpharm. Their guidance and mentorship sessions are very helpful. They put in a lot of efforts and ensure that every student is confident in themselves. Their simulatory AI based Interview tool is helpful in boosting personal confidence. The mock interview session conducted by them helps to gain insights on strengths and weaknesses of the participant. Thank you for making the preparation easy for me!

- Ali Rizvi  
Final Year B.Pharm  
2024-25





**"LAST MILE TAKEOFF SERIES"**

**PlatPharm Employability Focused Program**

**Final Year B.Pharm Students**

**H. K. College of Pharmacy**

**Mumbai**

It was an engaging interaction for the PlatPharm Team with the Final Year B.Pharm students of H.K. College of Pharmacy during the series of workshops as well as the deliberations during the group activities.

Sharing a glimpse of the real-time videos of the student engagement during the sessions and the student feedback in the drive folder below for reference:

[https://drive.google.com/drive/folders/1XUtZ\\_1ENbrwSZkFOoLuBUhPYNjbJu76f?usp=sharing](https://drive.google.com/drive/folders/1XUtZ_1ENbrwSZkFOoLuBUhPYNjbJu76f?usp=sharing)

<https://drive.google.com/drive/folders/1ZXGD2RfLFkw9HMQfGaaxCSofuRkpu3x?usp=sharing>

