



5th February 2022

RENDEZVOUS INDUSTRY EXPERT LECTURE: SERIES-II

- ❖ **Academic Year** : **2021-2022**
- ❖ **Title** : **Career insights Pharma Sales & Marketing**
- ❖ **Activity Under** : **PLAN-B Club**
- ❖ **Organized by** : **Training & Placement Cell of YBCP**
- ❖ **Type of Event** : **Industry Expert Lecture Series-II**
- ❖ **Mode** : **Online Zoom Meet, YouTube live streaming**
- ❖ **Date & Time** : **5th February 2022 at 10.30 am onwards**
- ❖ **Guest Speaker** : **Mr. Dhaval Gavali, M. Pharm, Senior Manager,
Learning & Development at India Business, Cipla**
- ❖ **Target group** : **Third Year & Final Year B. Pharm students &
Second Year D. Pharm**
- ❖ **Coordinator** : **Training & Placement Cell coordinators
Ms. Namita S. Bhosale, YBCP
Mr. Omkar Pendase, Integrated D. Pharm
Mr. Satyajit Sathe, YBDP**
- ❖ **Program Advisor** : **Dr. V. A. Jagtap**

EVENT FLYER:



TRAINING & PLACEMENT CELL

YASHWANTRAO BHONSALE COLLEGE OF PHARMACY

YASHWANTRAO BHONSALE COLLEGE OF D. PHARMACY

Jointly Organizes

RENDEZVOUS


INDUSTRY EXPERT LECTURE

SERIES - 02 (2021-22)

SATURDAY, 5th FEBRUARY 2022

TIME : 10.30 AM.

 Meeting Details ID: 899 7071 9522

 **YouTube** Youtube link will be share to you on whatsapp groups

Speaker



MR. DHAIVAL GAVALI

M.Pharm

Senior Manager, Learning & Development at India Business, Cipla



DR. VIJAY A. JAGTAP

CONVENOR
PRINCIPAL

Yashwantrao Bhonsale
College of Pharmacy



MR. SATYAJIT P. SATHE
PRINCIPAL
Yashwantrao Bhonsale
College of D. Pharmacy



MR. OMKAR M. PENDSE
HOD
Yashwantrao Bhonsale
College of Pharmacy



MS. NAMITA S. BHOSALE
TPC- CO-ORDINATOR
Assistant Professor
Yashwantrao Bhonsale
College of Pharmacy



YASHWANTRAO BHONSALE COLLEGE OF PHARMACY

Vazarwadi, Charathe, Tal. Sawantwadi. 416510. Dist. Sindhudurg. Maharashtra, India

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OBJECTIVE:

The objective of Industry expert lecture is to explore particular subject to do interaction with industry experts. Expert session provide platform to students to express their ideas and view. Student gets benefit to relate theoretical with practical inputs of field.

About The Programme:

PLAN B club & Training & Placement Cell of Yashwantrao Bhonsale College of Pharmacy in collaboration with Yashwantrao Bhonsale College of D. Pharmacy, Sawantwadi conducted **Rendezvous: Industry Expert Lecture: Series-II** on the topic “**Career insights in Pharma sales & Marketing**” on 05th February 2022 at 10.30 pm onwards. For the said program Industry Expert, Mr. Dhaval Gavali, Sr. Manager, L & D at India Business, Cipla Interested students of Third & Final Year B. Pharm, Adm. Coordinator, Hon. Mrs. Sunetra Phatak Madam, Dr. V.A. Jagtap sir, Principal YBCP, Mr. Satyajit Sathe, Principal, YBDP, Mr. Omkar Pendase, TPC coordinator, Integrated D. Pharmacy & TPC coordinator Ms. Namita Bhosale were present.

Program started with welcoming all guests & participants proceeded with digital lamp lighting. After the welcoming ceremony, an introductory speech was given by Ms. Namita Bhosale, TPC coordinator & Asst. Professor Dept. of Pharmaceutics to all students. In that, she gave a brief introduction about Industry expert lecture series-II. Later, Principal, Dr. V. A. Jagtap, presented a welcome address and gave brief information about training and placement cell and growth of institute. Administrative Coordinator, Hon. Mrs. Sunetra Phatak Maa'm gave best wishes from management team. Later, Mr. Dhaval Gavali had conducted session on “**Career insights in Pharma sales & Marketing**” wherein he highlighted session objectives like difference between sales & marketing, components of IPM, Steps of drug discovery to dispensing, Plan to aquire skills require for the job, steps to become market ready.

Later, Third and Final Year students asked their queries to speakers in question answer session. After session, Dr. V. A. Jagtap, asked some queries and appreciated and congratulated speaker for enthusiastic and informative session & gave best wishes for future venture. Event hosted by Ms. Namita Bhosale & concluded with vote of thanks of Hon. Management, Speakers, Principal & participant students. Program successfully organized by TPC coordinators, Mr. Omkar Pendase, Mr. Satyajit Sathe & Ms. Namita Bhosale

Total No. of Beneficiaries	--	335
Students	Second Year D. Pharm	118
	Third Year B. Pharm	114
	Final Year B. Pharm	98
Teaching Staff	--	05

PO ATTAINMENT:

- Pharmacy Knowledge
- Professional Identity
- Leadership skills
- Communication
- The Pharmacist and society
- Lifelong learning

GLIMPSE OF EVENT

The screenshot displays a Zoom meeting in progress. The main screen shows a PowerPoint slide with the following details:
TRAINING & PLACEMENT CELL
YASHWANTRAO BHOSALE COLLEGE OF PHARMACY
YASHWANTRAO BHOSALE COLLEGE OF D. PHARMACY
Jointly Organizes
RENDEZVOUS
INDUSTRY EXPERT LECTURE SERIES - 02 (2021-22)
SATURDAY, 5TH FEBRUARY 2022
TIME : 10.30 AM.
Speaker: MR. DHAVAL GAVALI
Dr. Vijay A. Jagtap
Principal YBCP
ADDRESS BY: HON'BLE DR. VIJAY A. JAGTAP
PRINCIPAL YBCP
The Zoom interface on the right lists participants: Tushar Rukari, Namita Bhosale, Dhaval Gavali, Dr. Vijay Jagtap, Mr. Satyajit Sathe, and Rashmi Naik.

Virtual welcoming & Digital lamp lighting ceremony

The screenshot shows a Zoom meeting during a virtual welcoming ceremony. The main screen features a portrait of Dr. Vijay A. Jagtap, Principal of YBCP, with the text:
ADDRESS BY
HON'BLE
DR. VIJAY A. JAGTAP
PRINCIPAL YBCP
The Zoom interface on the right shows a grid of participants, including Tushar Rukari, Namita Bhosale, Dhaval Gavali, Dr. Vijay Jagtap, Mr. Satyajit Sathe, 15 Prajyod Haryan, 58 Nimish Sawant, 05 shifa bangi, 30 chaitali kharvat, and 35 manmath laladge.

Welcome Address by: Dr. Vijay A. Jagtap, Principal, YBCP

Zoom Meeting | You are viewing Dhaval Gavali's screen | View Options

Recording LIVE on YouTube

Career Insights

Pharma Sales & Marketing

Presented By: Dhaval Gavali

Participants (99)

- Namita Bhosale (Me)
- Tushar Rukari (Host)
- Dhaval Gavali
- 03 Sahil Bagalkote
- 03 Pranoti Bhoite
- 04 mahima bandekar
- 05 Neha Bagul.
- 05 shifa bangi
- 07 Sanket Barage
- 08-Hrithik Dalvi
- 09_Bhausaheb Chavan
- 10 Sandesh Chede
- 10 Vaishnavi Desai
- 106-Sagun Tandel

Mr. Satyajit Sathe | 15 Prajyod Hary...

58 Nimish Sawant | 15 Sonali Desai

39 Vaibhavi mes... | 88-Rahil Naik

Unmute | Stop Video | Stop Video (Alt+V) | Participants | Chat | Share Screen | Record | Reactions | Apps | Leave

Type here to search | 24°C Haze | 10:58 AM 05-Feb-22

Zoom Meeting | You are viewing Dhaval Gavali's screen | View Options

Recording LIVE on YouTube

SESSION OBJECTIVES

After attending this session you would be able to;

- Describe the Importance of Career in Pharmacy
- Name components of IPM
- Enlist the steps of Drug Discovery to Dispensing
- Differentiate between Sales & Marketing
- Plan to acquire skills required for the Job
- Aim high for Career Milestones
- Execute steps to become market ready

Participants (98)

- Namita Bhosale (Me)
- Tushar Rukari (Host)
- Dhaval Gavali
- 03 Sahil Bagalkote
- 03 Pranoti Bhoite

Dr. Vijay Jagtap | Namita Bhosale | Tushar Rukari

15 Sonali Desai | 39 Vaibhavi mes...

88-Rahil Naik | 43 pragati prak...

56-Suyash Redkar | 106-Sagun Tandel

Chat

50 Attending this seminar and series this is big achievement for me

Who can see your messages? Recording On

To: Tushar R... (Direct Message)

Type message here...


Type here to search | 24°C Haze | 11:08 AM 05-Feb-22

Industry Expert, Mr. Dhaval Gavali was delivering presentation on Career insights: Pharma sales & Marketing


Zoom Meeting You are viewing Dhaval Gavali's screen View Options

Recording **LIVE** on YouTube

Difference Between Sales and Marketing








Sales



Marketing

SALES Vs MARKETING

23-Rugved Kash...
23-Rugved Kashalikar

15 Sonali Desai
15 Sonali Desai

39 Vaibhavi mes...
39 Vaibhavi mestry

43 pragati prak...
43 pragati prakash p...

56-Suyash Redkar

Unmute Start Video

Participants 97 Chat 3 Share Screen Record Reactions Apps

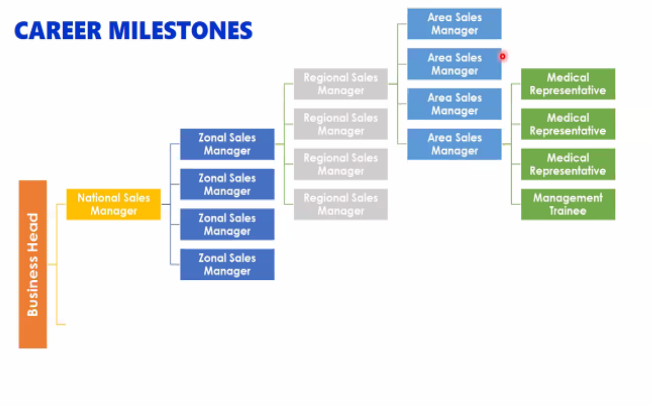
Leave

Type here to search

24°C Haze 11:43 AM 05-Feb-22

Zoom Meeting LIVE on YouTube


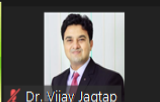
CAREER MILESTONES



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    graph TD
      BH[Business Head] --> NSM[National Sales Manager]
      NSM --> ZSM1[Zonal Sales Manager]
      NSM --> ZSM2[Zonal Sales Manager]
      NSM --> ZSM3[Zonal Sales Manager]
      ZSM1 --> RSM1[Regional Sales Manager]
      ZSM1 --> RSM2[Regional Sales Manager]
      ZSM1 --> RSM3[Regional Sales Manager]
      RSM1 --> ASM1[Area Sales Manager]
      RSM1 --> ASM2[Area Sales Manager]
      RSM1 --> ASM3[Area Sales Manager]
      ASM1 --> MR[Medical Representative]
      ASM1 --> MR2[Medical Representative]
      ASM1 --> MR3[Medical Representative]
      ASM1 --> MT[Management Trainee]
  
```

23-Rugved Kash...
23-Rugved Kashalikar

Mr. Satyajit Sathe
Mr. Satyajit Sathe

39 Vaibhavi mes...
39 Vaibhavi mestry

106-Sagun Tandel
106-Sagun Tandel

41 bhakti naik
41 bhakti naik

51.Muskan shaikh
51.Muskan shaikh

11 Aniket Dabh...
11 Aniket Dabhhole

Chat

97-Sneha Samir ... to Everyone
yes

50 Prajakt Kalang... to Everyone
yes

24 Sneha Gawas to Everyone
yes

Mr. Satyajit Sathe to Everyone
YS

97 .Vedika Takke to Everyone
yes

60-Ankush Chavan to Everyone
yes

Who can see your messages?

To: Tushar Rukari (Direct Message)

Type message here...

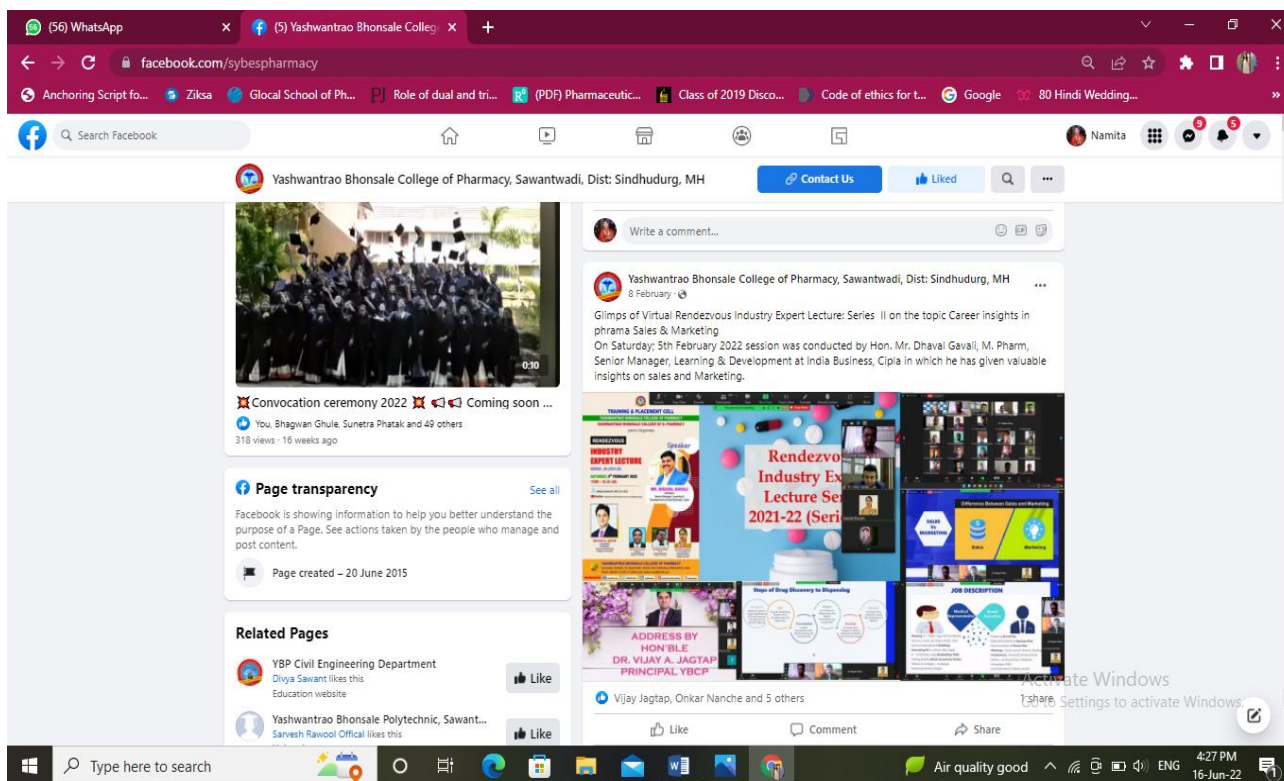
Type here to search

24°C Haze 12:36 PM 05-Feb-22



(Virtual participation of Third and Final Year B. Pharm & S. Y. D. Pharm Students)

SOCIAL MEDIA SNAPS



Report prepared by: Ms. Namita Bhosale.

Ms. N. S. Bhosale
TPC Coordinator,

Dr. R. K. Barse
SPANDAN club Head

Dr. V. A. Jagtap
Principal