

IIHMR UNIVERSITY, JAIPUR
EVENT OUTCOME REPORT
“Know your Alumni Episode 63”

“Know your Alumni Episode 63”	
TOPIC: “Insights into the Vascular Medical Device Industry”	
DATE: 4 th Oct 2024 from 10.00am to 11.30am	
VENUE: Basement Classroom, IIHMR University, Jaipur	
SPEAKER: Mr Punyarth Singh (SPM Alumnus 2010-12), Sr ASM -Vascular, Teleflex Medical, Jaipur	
NUMBER OF PARTICIPANTS: 44 students from 2 nd year MBA (Pharmaceutical Management) .	
INTRODUCTION: The 63 rd episode of the Know your Alumni titled “Insights into the Vascular Medical Device Industry” – held on 4 th October 2024, at IIHMR University. This session featured as the guest speaker Mr. Punyarth Singh (SPM Alumnus 2010-12), Sr ASM -Vascular, Teleflex Medical, Jaipur. The event was moderated by Dr Saurabh Kumar Banerjee, Associate professor, SPM IIHMR University, Jaipur and student moderator Ms. Hitisha Kadu from the PM- 15. The session focus on “Insights into the Vascular Medical Device Industry”	
OBJECTIVE: The guest lecture on "Insights into the Vascular Medical Device Industry" focused on the latest innovations and technological advancements driving the sector. It will explore the growing scope of the industry, highlighting emerging trends and future opportunities for development. The significance of these technologies in improving patient outcomes and addressing unmet medical needs will be emphasized, showcasing how they enhance the quality of life for patients with vascular conditions. Additionally, the lecture will shed light on the expanding career and market opportunities in this rapidly evolving field.	
Salient Novel Points Covered: ROLE: As an MBA professional in the vascular medical device industry, the role is cantered around strategic management, marketing, and business development. MBA professionals work on identifying market opportunities, developing go-to-market strategies, and positioning products like stents, catheters, and grafts to meet both clinical needs and business goals. They collaborate with R&D teams to align product innovations with market demand, manage product lifecycles, and lead pricing, branding, and promotional activities. Additionally, they are involved in navigating regulatory and compliance challenges, conducting market analysis, and driving sales strategies to expand the market reach of these devices. Ultimately, their focus is on balancing patient needs with profitability, ensuring that cutting-edge vascular devices are successfully brought to market while driving growth and competitive advantage for their companies.	
KEY TAKE AWAY POINTS FROM THE SESSION: <ul style="list-style-type: none"> • Wide-ranging career opportunities in areas such as product management, marketing, sales, regulatory affairs, and research and development. • Roles focused on driving innovation and developing cutting-edge medical devices to address unmet clinical needs. • Marketing and business development positions involve understanding market dynamics, creating strategies, and launching products. • Careers that require expertise in regulatory compliance to ensure device approvals and safety standards. 	

- The industry presents strong growth potential, offering continuous opportunities for professional advancement and leadership in a dynamic, evolving field.

Q&A and Interactive Session: The session encouraged active participation from students, who not only clarified their conceptual doubts about the medical device sector , but also asked relevant questions about how to enter into the niche market of medical device in vascular field and progress further in their career.

Future Scope: The future of the vascular medical devices industry is set for significant growth, driven by technological advancements such as artificial intelligence and minimally invasive procedures that enhance patient outcomes. The aging population will increase the demand for vascular treatments, while emerging markets present new opportunities for expansion. The evolving regulatory landscape will also create avenues for innovation in compliance and approval processes. Additionally, the focus on personalized medicine will lead to the development of customized devices tailored to individual patient needs. Overall, the industry is poised for innovation and market expansion, with a strong emphasis on improving patient care and addressing unmet medical needs.

Appropriate caption for the webinar: "Exploring the Future of Vascular Health: Innovations in Medical Devices"

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To build strong connections
between current and former
students


Topic:

Insights into the Vascular Medical
Device Industry



Friday, 04th Oct. 2024



10:00 AM to 11:30 PM (IST) 



IIHMR University
Jaipur, Rajasthan, India



WELCOME

Dr Saurabh Kumar
Associate Professor
SPM, IIHMR University
Jaipur, India



OUR ALUMNUS

Mr Punyarth Singh

(Batch: SPM 2010-12)

Sr. Area Sales Manager -Vascular
Teleflex Medical
Jaipur



Student Coordinator

Ms. Hitisha Kadu

Batch: MBAPM-15
(MBA Pharmaceutical
Management), IIHMR
University, Jaipur, Rajasthan
India

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Know Your Alumni: 63

Date: 04/10/2024(10:0 AM to 11:30 AM)

Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
1	Prachi Pandey	PM-15	<u>Prachi</u>
2	Sakshi zod	PM-15	<u>Sakshi</u>
3	Deepesh Garkwad	PM-15	<u>Deepesh</u>
4	Pranav Agarkh.	PM-15	<u>Pranav</u>
5	Saloni Priya	PM-15	<u>Saloni</u>
6	Mausam Kumari	PM-15	<u>Mausam</u>
7	Hishu Kadu	PM-15	<u>Hishu</u>
8	Atharva Suryawanshi	PM-15	<u>A</u>
9	Pusparaj Patel	PM-15	<u>Pusparaj</u>
10	Soham Mirani	PM-15	<u>S</u>
11	Manvi Rana	PM-15	<u>Manvi</u>
12	Shreya Gattani	PM-15	<u>Shreya</u>
13	Sankalp Oltkar	PM-15	<u>Sankalp</u>
14	Binali Contractor	PM-15	<u>Binali</u>
15	Ashut Akshat Geste	PM-15	<u>Ashut</u>
16	Purva Pandya	PM-15	<u>Purva</u>
17	Aditi Sakpal	PM-15	<u>A</u>
18	Jaya sinha	PM-15	<u>Jaya</u>
19	Shayna Girdhar	PM-15	<u>Shayna</u>
20	Vaibani Manore	PM-15	<u>Sarthak</u>
21	Sarthak Joshi	PM-15	<u>Hasmukh</u>
22	Hasmukh Chaudhary	PM-15	<u>H</u>
23	Harshal Bagherwal	PM-15	<u>Harshal</u>
24	Ashish Saini	PM-15	<u>Ashish</u>
25	Meenim Mathur	PM-15	<u>M</u>
26	Priyanka Pramanick	PM-15	<u>P</u>
27	Arijan Mankodi	PM-15	<u>Arijan</u>
28	Janvi Agarwal	PM-15	<u>Janvi</u>
29	Pramodita Shende	PM-15	<u>Pramodita</u>
30	Pradeep Arya	PM-15	<u>Pradeep</u>
31	Priya Nandani	PM-15	<u>Priya</u>

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Sr. No.	Students Name	Stream with Batch	Sign
32	Sukhda Thakur	PM-15	(S)
33	Sakshi Tamore	PM-15	Sakshi
34	Shubham Tadhar	PM-15	Shubham
35	Sejal Ubale	PM-15	S
36	Nitali Bhise	PM-15	M
37	Yash Sarda	PM-15	Yash
38	Varsha Mittal	PM-15	Varsha
39	Jainam Kothari	PM-15	J
40	Shruti Shukla	PM-15	S
41	Vedant Bhatt	PM-15	(W)
42	Drumika Sharma	PM-15	Drum
43	Sakshi Mishra	PM-15	Sakshi
44	Gowtham Kumar	PM-15	(G)
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