

IIHMR UNIVERSITY, JAIPUR

EVENT OUTCOME REPORT

“Master Class Episode no 119”

<p align="center">“Master Class Episode No 119”</p>
<p>Topic: - Comprehending the Practical Challenges in Pharmaceutical Sales Management.</p>
<p>Date: - 23rd September 2024 from 10:00 am to 01:00 pm</p>
<p>Venue: - Old Auditorium, IIHMR University</p>
<p>Speaker: - Mr. Ugam Rajpurohit Singh, Zonal Sales Manager, Alkem Laboratories Ltd., Jaipur.</p>
<p>Number of participants: - 51 students from Pharmaceutical Management Batch -15</p>
<p>Introduction: - The 119th episode of the Master Class titled Comprehending the Practical Challenges in Pharmaceutical Sales Management - held on 23rd September 2024, at IIHMR University. This session featured:- Mr. Ugam Rajpurohit Singh, Zonal Sales Manager, Alkem Laboratories Ltd., Jaipur., as the guest speaker. The event was moderated by Dr. Saurabh Kumar , Associate Professor, School of Pharmaceutical Management and student moderator Ms. Tamore Sakshi Ajay from the MBA PM 15 batch. The session focus on “Comprehending the Practical Challenges in Pharmaceutical Sales Management.”</p>
<p>Objective: - The master class aimed to help students gain knowledge about the Practical Challenges of Sales Team in Pharmaceutical Industry.</p>
<p>Salient Novel Points Covered: Role: Mr. Ugam Singh emphasized on Man management, concepts and scope of Sales. He also focused on the Importance of Sales sector in the pharmaceutical industry . Q &A and Interactive Discussion: The session encouraged active participation from students, who asked insightful questions based on the industry requirement and the skills needed to work in the future.</p>
<p>Future Scope: The future scope of this master class lies in equipping students with the essential skills and mindset required for a successful career in the pharmaceutical industry. By addressing practical challenges in sales management, the session helps students become well-prepared to succeed in a dynamic and competitive business environment. Additionally, it provides a solid foundation for ongoing professional growth and fosters adaptability in an ever-evolving industry landscape.</p>
<p>Appropriate caption for the webinar: “Mastering Sales Strategies: Navigating the Practical Challenges in Pharmaceutical Sales Management”</p>

Comprehending the Practical Challenges in Pharmaceutical Sales Management

Monday, 23rd Sept. 2024 10:00 AM to 01:00 PM (INDIA) IST 

IIHMR University, Jaipur, India



MODERATOR

Dr. Saurabh Kumar
Associate Professor
School of Pharmaceutical Management
IIHMR University, Jaipur, Rajasthan, India



SPEAKER

Mr Ugam Rajpurohit Singh
Zonal Sales Manager
Aikem Laboratories Ltd
Jaipur, Rajasthan, India



STUDENT CO-ORDINATOR

Tamore Sakshi Ajay
Batch: MBA PM-15 (MBA PM)
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Jaipur, Rajasthan, India



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Customer Focus – The Process

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graph LR; A[Researching/understanding] --> B[Link objectives with expectations]; B --> C[Communicate with superiors]; C --> D[Measure satisfaction and act]; D --> E[Systematically manage relationship]; E --> F[Ensure balance between company and customer]; F --> A;
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GPS Map Camera

Jaipur, Rajasthan, India
IIHMR UNIVERSITY, 1, Prabhu Dayal Marg, near Sanganer Airport, Maruti Nagar, Jaipur, Rajasthan
302029, India
Lat 26.820901°
Long 75.816078°
23/09/24 11:28 AM GMT +05:30

Google

The image shows a man in a maroon vest presenting a slide titled "Customer Focus – The Process". The slide features a circular arrow diagram with six steps: Researching/understanding, Link objectives with expectations, Communicate with superiors, Measure satisfaction and act, Systematically manage relationship, and Ensure balance between company and customer. A "GPS Map Camera" overlay is visible in the bottom right corner of the slide area, and a Google Maps location overlay is in the bottom left corner.

Master Class Episode: 119

Date: 23/09/2024(10:00 AM to 01:00 PM)

Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
1	Sakshi Tamore	PM-15	<u>Tamore</u>
2	Sakshi Zod	PM-15	<u>Sakshi Zod</u>
3	Vedant Bhatt	PM-15	<u>Vedant</u>
4	Vinamrata Shetty	PM-15	<u>Shetty</u>
5	Nupur M. Kalambhe	PM-15	<u>Kalambhe</u>
6	Chauremang Jadhav	PM-15	<u>Chauremang</u>
7	Ashish Sainee	PM-15	<u>Ashish</u>
8	Sankalp Olhkar	PM-15	<u>Sank</u>
9	DEEPANSHU YADAV	PM-15	<u>D</u>
10	Atharva (Suryavanshi)	PM-15	<u>AR</u>
11	Hitisha Kadu	PM-15	<u>Kadu</u>
12	Deepesh Gaikwad	PM-15	<u>Deepesh</u>
13	Aditi Sakhal	PM-15	<u>Aditi</u>
14	Vaibhavi Manare	PM-15	<u>Vaib</u>
15	Sarthak Joshi	PM-15	<u>Sarthak</u>
16	Pramoditya Shende	PM-15	<u>P</u>
17	Pringsi Gangurde	PM-15	<u>Pringsi</u>
18	Konstav Sankar	PM-15	<u>Konstav</u>
19	Sudip Avehait	pm-15	<u>S</u>
20	Ashish Hajare	pm-15	<u>Ashish</u>
21	Pavik Pahl	PM-15	<u>P</u>
22	Ruchita Pabing	PM-15	<u>Ruchita</u>
23	Hasmulka Chaudhary	PM-15	<u>Hasmulka</u>
24	Rohit K. Bhusal	pm-15	<u>Rohit</u>
25	Yash Jadhav	PM-15	<u>Yash</u>
26	Yash Sardar	PM-15	<u>Yash</u>
27	Harsh Nalawdey	PM-15	<u>Harsh</u>
28	VAISHNAMI SRIVASTAVA	PM-15	<u>Vaishnami</u>
29	Anjali Agumal	PM-15	<u>Anjali</u>
30	Moushan Cumari	PM-15	<u>Moushan</u>
31	Janvishka Sankhde	PM-15	<u>Janvishka</u>

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Sr. No.	Students Name	Stream with Batch	Sign
32	Nitin Sedge	PM 15	
33	Shantani Shende	PM 15	
34	Shrinivas madhavi	PM 15	
35	Soham Misani	PM 15	
36	Sukhada Thakur	PM 15	
37	Priya Nandi	PM 15	
38	Bhikali Contractor	PM 15	
39	Manvi Rane	PM-15	
40	Jarnam Kothari	PM-15	
41	Danad Paliwal	PM-15	
42	Dhruvika Sharma	PM-15	
43	Shubham Verma	PM-15	
44	Harsh Bansal	PM-15	
45	Gyanendra Tripathi	PM-15	
46	Sankalp Otkar	PM-15	
47	Piyanshu Bhandari	PM-15	
48	Vardhan Patil	PM-15	
49	Naveen Kumar	PM-15	
50	Suyash Mishra	PM-15	
51	Kayandra Bal	PM-15	
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