



SAROJINI NAIDU

VANITA PHARMACY MAHA VIDYALAYA

(Sponsored by the Exhibition Society)

Affiliated to Osmania University, Approved by AICTE & PCI



NBA Accredited B.PHARMACY COURSE

REPORT ON PLACEMENT DRIVE BY GSK (Glaxo Smith Kline)

Company Name	: GSK (Glaxo Smith Kline)
Event	: Placement Drive at Hyderabad Office.
Date & Time of Event	: 19th June 2023
Organiser	: Mr.Abhinav Regani, HR
Interviewers	: 1. Mrs.Aarti Bhardwaj (Regional Business Manager) 2. Mr. Ankur Sharma (Regional Business Manager)
Facilitator	: Mr.P.J.Ratan Raj (Placement Officer, SNVPMV)

Summary

On 19th June 2023 GSK conducted interviews at their Hyderabad Office located in Navketan Building, Sarojini Devi Road, Opp. Clock Tower, Secunderbad.

Initially the whole process started off with a call to Mr. Abhinav Regani (HR) on 15/06/2023 who obliged and agreed to conduct placement drive for MPharm Final Year and virtual interviews for BPharm 8th Semester Students.

Abhinav initially asked me to submit the Resumes of MPharm final year students to which I sent an Email attaching the Resumes of all those students who expressed their interest in the job role.

The following MPharm Final Year Students Resumes were sent to Abhinav:

1. Hrithika Jawalkar (MPharm Pharmaceutical QA)
2. Atla Vishnu Priya (MPharm Pharmaceutics)
3. Bilakanti Soumya (MPharm Pharmaceutical Analysis)
4. Bhagyala Renu Sri (MPharm Pharmaceutics)
5. Hepsiba Rani (MPharm Pharmaceutics)
6. J.Deepthi Akanksha (MPharm Pharmaceutical Analysis)
7. Dumpaty Supriya (MPharm Pharmaceutics)
8. Morurgu Akanksha (MPharm Pharmaceutical Analysis)
9. Roopali M.D. (MPharm Pharmaceutics)
10. Suddala Supriya (MPharm Pharmaceutical Analysis)
11. Sunkara Nikitha (MPharm Pharmaceutics)
12. Yerra Jayasree (MPharm Pharmaceutics)

All the above students got a call from GSK HR to attend interview at GSK Hyderabad Office

on 19/06/2023.

Out the 12 students, 8 turned up for the interview.

The following questions were commonly asked in the interview :

1. Talk about yourself.
2. How many types of Microorganism?
3. How many types of systems are there in the Human Body? Speak on any one of the system?
4. Asked to talk on a topic of choice or the topic given by the Interviewers.
5. What is your long term goal?
6. What are your Hobbies and Interests?
7. Some Students were asked to sell a pen or mobile to test their sales prowess.
8. Why are interested in this particular Sales Role?
9. What is your commitment towards the job role? How long (Years) can you work for the company?
10. Do you know driving and whether you have a driving license?
11. Can you work extra hours when needed?
12. Whether parents agreed for the Job role?
13. If selected can you join on 3rd of July?

Out of the 8 Students who faced the interview the following four students were shortlisted :

1. Hrithika Jawalkar : The interviewers were very interested in selecting her for the job as she gave her best in answering all the questions and also complimented her for preparing a good resume, but as she is doing a project in NIPER which is fulltime, the interviewers gave her an option of doing her project day at NIPER in the Afternoon and half day for GSK in the morning. But she having spoken to her Father and me expressed her inability to handle both the things. So she expressed her view very honestly to the interviewers for which they respected her decision. But having said that they would definitely consider her for future position in GSK
2. Vishnu Priya : She performed fairly well in the interview. She was given time till 6pm on 19/06/2023 about accepting the offer for which she said NO.
3. Roopali : She performed to the best of her abilities. She was given time till 6pm on 19/06/2023 about accepting the offer for which she said NO.
4. Nikitha : After her initial round of interview, she was given a chance to think about the role and decide by 20/06/2023 so that they can conduct an online interview for which she said NO.

Having said the above, Abhinav Regani obliged to conduct online virtual interviews for our BPharm 8th Semester Students, further details about the virtual interviews would be communicated by Abhinav.

Overall the Students had a fruitful experience of how an interview would be and how to prepare for future interviews.

Job Purpose: As a Sales Representative, you will develop the business sales plan for individual customers, Healthcare Practitioners (HCPs) to grow the business and set appropriate short-term objectives for customer calls. You will also work to achieve long term goals and execute territory business plans for the product mix to achieve and surpass sales objectives in the selected division.

Key Responsibilities:

- Visiting assigned HCPs and Pharmacy Stores on a daily basis
- Scanning the environment in a given territory to understand and establish channels(Customers) for increasing the access to GSK products.
- Position the brands by using the strategic inputs, promotional activities recommended byMarketing and based on market intelligence
- Forecasting and Inventory Management at the distributor
- Follow company's guidelines and SOPs for all internal and external business activities
- Prepare and execute business plan which is aligned with territory performance and strategicobjective of the company

Requirements:

Knowledge

- Acceptable level of Knowledge on Disease, Product and Compliance.
- Excellent understanding of Epidemiology and Competitive Market
- Good understanding of business, territory and planning is essential to this role

Skills

- Excellent Networking and Communication
- Information gathering and use
- Business Analysis, Planning and Execution
- Negotiation skills
- Presentation skills
- Interpersonal skills
- High sense of initiative with a passionate, entrepreneurial spirit
- High learning agility

Package: 4.2 Lakhs per annum.