



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 ACULIFE

Company Name	: Aculife
Event	: Placement Drive at SNVPMV.
Date & Time of Event	: 21st June 2023 11am
Organiser	: Mrs.Sankita, HR
Interviewers	: 1. Mr. Sampath (Regional Sales Manager) 2. Mr. Naresh (Area Sales Manager)
Facilitator	: Mr.P.J.Ratan Raj (Placement Officer, SNVPMV)

Summary

On 21st June 2023 Aculife conducted interviews at our college (SNVPMV).

Initially the whole process started off with a call to Mrs. Sankita (HR) on 17/06/2023 who agreed to conduct placement drive for our BPharm 8Th Semester Students.

Mrs.Sankita initially asked me to submit the Resumes of BPharm 8th Semester Students to which I sent an Email attaching the Resumes of all those students who expressed their interest in the job role.

The following BPharm 8Th Semester Students Resumes were sent to Mrs.Sankita :

1. K. Vaishnavi (BPharm 8Th Semester)
2. P. Vaishnavi (BPharm 8th Semester)

Both the students got a call from GSK HR to attend interview at our college Placement Office on 21/06/2023.

Both the Students attended the interview.

The following questions were commonly asked in the interview :

1. Talk about yourself and your family.
2. How many types of Microorganisms?
3. How many types of systems are there in the Human Body? Speak on any one of the system?
4. What is your long term goal?
5. What is Pharmacology?
6. What is Pharmacokinetics?
7. What Is Pharmacodynamics?
8. What are the types of formulations?

9. Difference between Orals and Parenterals?
10. Benefits & disadvantages of Orals?
11. What is T Half?
12. Do you know anything about Anaesthetics and Parenteral Nutrition?
13. Do you anything about the company?
14. Why are you interested in this particular Sales Role?
15. What exactly is a Medical Representative Role?
16. What is your commitment towards the job role? How long (Years) can you work for the company?
17. Can you work extra hours when needed?
18. Whether parents agreed for the Job role?
19. If selected how soon you can join?
20. Whether you will sign a bond?

Both the Students were shortlisted :

1. K. Vaishnavi: She answered all the questions very fluently and confidently. The interviewers liked her for her subject knowledge and her confidence levels.
2. P. Vaishnavi: She performed fairly well in the interview, but was a bit nervous which was Ok as per the interviewers as this is her first interview.

Mr.Sampath said that he will inform about the status of the interviews in a couple of days.

Mr. Sampath and Mr.Naresh had a detailed discussion with Srinivas Sir in his Cabin.

The following points were discussed :

1. The need to conduct a guest lecture for our students at our college on how and why to take up Sales Role.
2. To create an interest for Sales Role among the students.
3. To have a training/learning session for the students.

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

Company Profile

Aculife Healthcare Pvt. Ltd Company is a part of **\$3 billion Nirma Group** & it is one of world's largest Infusion & Injectable Company, having a State-of-the art manufacturing facility spread over 550 acres of land located near Ahmedabad, Gujarat. Aculife healthcare has global operation in more than 100 countries and it has subsidiaries in Brazil, Mexico & Vietnam. The manufacturing facility has 2 plants with FFS technology, 1 Glass injectable plant and a one dedicated R&D center equipped with advance technology and unmatched research team. Aculife has best in class quality infrastructure with the aim to assure high level of quality assurance through QBD & QAR. Aculife has developed strong footprint globally and have 1000 registrations to cater the demand of regulated and semi regulated market. Company's domestic business is driven by 3 divisions in therapeutic area of Critical care, Parenteral Infusion & Parenteral Nutrition's, at the same time we are the most preferred contract manufacturers for top Indian pharmaceutical companies.

Job Description – Medical Representative

The **medical representative** will increase product awareness, answer queries, provide advice and introduce new products.

1. Organizing appointments and meetings with community- and hospital-based healthcare staff
2. Focusing on Primary & secondary sales
3. Identifying and establishing new business/KOLs
4. Maintaining good relationship with Distributors & stockiest
5. Demonstrating/detailing or presenting products to healthcare staff including doctors, nurses and pharmacists
6. Undertaking relevant research
7. Meeting both the business and scientific needs of healthcare professionals
8. Maintaining detailed records
9. Attending and organizing trade exhibitions, conferences and CMEs
10. Managing budgets
11. Reviewing sales performance
12. Writing reports and other documents

CTC to be offered – Hyderabad

Qualifications	At the time of joining	After the completion of 6 Months (on Confirmation)
BPharm / MPharm	2.80 Lakhs Per Annum.	3.10 Lakhs Per Annum

Few Photographs of the Placement Drive :



