

REPORT ON CAMPUS PLACEMENT

BY

GLAXO SMITHKLINE, MUMBAI

On 25th March 2022, Glaxo Smith Kline HR team has visited Sarojini Naidu Vanitha pharmacy Mahavidyalaya. The HR team comprised of Sudipta Pandit (area business manager), Daviluri Murthy, Soumya Shukla (area business manager), Pradesh Bhatia and Aarti Bhardwaj regional business manager. The rounds conducted by the HR team comprised of preplacement talk, group discussion and short listing.

Preplacement talk was organised in the college auditorium Anchoring was done by Pharm D first year student Neha of our college, Director Principal and Vice Principal have shared the dais with the HR team. The HR team was felicitated with bouquet from 1st year Pharm D students, prayer song was sung by Soumya, B Pharmacy finally a student.

Director N. Srinivas has addressed the HR team from GSK the prospective students of the placements from B Pharmacy 4th year and Pharm D 6th year students. Elaborated about the salient features of exhibition society about achievements of our college students and explained about extracurricular activities at our college has regular schedule.

Pratish Bhardwaj for talent acquisition has interacted with prospective students along with other HR team elaborated about work with GSK its products its sales selection requirements. Bhartiya Bhardwaj regional manager emphasized the importance of role of women at GSK careers in sales and challenges elaborated on the GSK culture especially for women and medical business Associates roles. Sudipta Pandit told about expectation's, job profile, interaction with doctors, chemist, distributors, retailers and ensuring the product availability in the market as the major role of the business Associates.

Mr. Sudipta Pandit explained students the importance of good communication, knowledge, confidence on ourselves is important for an interview. He also mentioned that willingness to work, honesty and sincerity are very essential for working in any company. The HR team asked students for any queries related to the interview, job and the company before concluding the student interaction.

One of the student of B.Pharm questioned the team about the challenges faced by women in working as a medical representative. Mrs. Aarti Bhardwaj responded to the question and explained that the women while working in any field should not have in the mind that we cannot do work as men. She enlightened the students by saying that men and women are equal, no person is less or more and we should strive hard to excel in any field. She also added that the company GSK have flexible working hours and can manage everything with time.

Aarthi, a student of B.Pharm final year asked whether they will be send to different places and abroad while working as medical representative in GSK. Mr. Davuluri Murthy, area business manager, answered the query by saying that we get to learn more when we change the location and if we want to grow or excel, we have to explore. He also mentioned that GSK tries to accommodate wherever you are comfortable.

Mr. Sudipta Pandit further explained students about the various opportunities for an employee in the field of medical representative and its career path. He added that the traditional career path involves working as medical representative, then as area manager, regional sales manager, zonal manager and national sales manager. He mentioned that a person requires minimum 3 years for excellence in this field and to get more opportunities. He wished all the students all the best for the interview. Mr. Sudipta Pandit concluded his discussion by explaining about the different rounds of interview. He clarified that there will be a group discussion (GD) initially for 15 min; students who cleared the first round will be forwarded to the next round of face to face interview with the HR team; after second round the list of passed students will be handed to the concerned faculty; in third round students will be subjected to online aptitude test and candidates who pass the third rank will be considered as selected.

Interested students were then divided into 5 groups and taken to GD. Topics of the GD were social media effects, challenges for women, digital interview and swatch Bharath. Out of 53 students, 21 were selected for the second round. These students were then taken to face to face interview. In the interview the students were asked few questions of human anatomy and physiology; pharmacology; why do they need that job; are they flexible to work in different states and some other questions. After this round, 6 students namely Aarthi, Navya, Apoorva, Vaishnavi, Harshitha and Geethika were selected for the third round. The third round which is an online test is scheduled the next day morning and the selected 6 students attended the test. All the six students passed the online test and declared as selected by the HR team of GSK.





