

**EDUCATION:**

DEGREE/ CERTIFICATE	INSTITUTE, LOCATION	YEAR	%/ CGPA
MBA PM	JAMIA HAMDARD, DELHI	2022-2024	7.86(CGPA)
B. PHARM	GUPTA COLLEGE OF TECHNOLOGICAL SCIENCES, West Bengal	2018-2022	8.94%
Class XII	S.K.S. PUBLIC SCHOOL, MANGALPUR	2016	76.4%
Class X	S.K.S. PUBLIC SCHOOL, MANGALPUR	2014	8.2(CGPA)

**SKILLS:****HARD SKILLS:** MS Office | Canva | Market research | Competitive Analysis**SOFT SKILLS:** Communication | Analytical Thinking | Leadership | Teamwork | Problem solving**LINGUISTIC SKILLS:** English | Hindi | Bengali**WORK EXPERIENCE:****MERIL LIFE SCIENCES | Territory Sales Executive – Endo Surgery (Sutures), (Feb'25 – Present)**

- Responsible for driving sales of Meril's suture portfolio across assigned hospitals in Asansol, Durgapur, Bardhaman and surrounding territory.
- Conducted product detailing and demonstrations to surgeons and procurement teams.
- Supported case coverage and provided post-sales technical support to end-users.
- Achieved monthly sales targets by engaging key accounts and initiating trials and conversions.
- Collaborated with the marketing team for CME programs and surgical workshops.

**INTERNSHIP EXPERIENCE:****IMARC SERVICES PVT LTD | Market Research Intern (Secondary Research), (Jul'23 – Oct'23)**

- Conducted comprehensive market analysis including competitor profiling and data collation.
- Contributed to report writing, database updates, and presentation preparation.

**NUAK LABORATORIES PVT. LTD. | Industrial Trainee, (Sep'21 – Sep'21)**

- Assisted and supervised in tablet and capsule production.

- Supported in-process quality control checks to guarantee uniformity in product.
- Interacted with the production department to understand and rectify any operational anomalies.

**GLUCONATE HEALTH LIMITED** | Industrial Trainee,

**(Jun'21 – Jun'21)**

- Aided in analytical testing of raw materials, intermediate and finished products.
- Worked alongside the quality control team to calibrate instruments.
- Provided support in the evaluation of SOPs of products, result documents and reports.

**ASANSOL DISTRICT HOSPITAL** | Pharmacy Intern,

**(Mar'21 – May'21)**

- Proficiently interacted with patients for understanding their requirements and issues.
- Counselling patients on drug interactions, proper use, and side effects of medications
- Managed prescription and dispensed approx. 300 patients per day.

#### **PUBLICATIONS AND PROJECTS:**

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**Quercetin and Piperine dual loaded liposome for brain targeted delivery**

#### **EXTRA-CURRICULAR ACTIVITIES:**

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- Organized College Fest, and Blood Donation Camps in College
- Running an NGO for Old Age Home welfare
- Debate Champion during undergraduate studies
- Participated in seminars and academic events during MBA
- Volunteered in hospital community service camps

**DECLARATION:** *I hereby declare that all the above-mentioned information is true and correct to the best of my knowledge.*

**ADITI GANGULY**