

Overview of the Indian
Pharmaceutical Industry
and in depth learning on the
Job Role and Responsibility
of a Medical Representative



MRvC
Medical Representative Video Course

About Carreograph

CARREOGRAPH is imparting its own State of Art methodology in training for aspiring Medical Representatives since 1997, based at Kolkata and operating at a national level.

From classroom training to hybrid mode & now in video based format, Carreograph training programme has continuously updated its delivery pattern keeping pace with the industry requirements.

The Institute, has gone beyond the walls of the traditional classroom training, reinforcing its presence in a diverse way in the job market and have become the National Leader in the field of Medical Representative Training.

CARREOGRAPH's students often face the Institute's alumni in the interview board as their interviewers.

In the field of Pharmaceutical Training and Talent Acquisition, CARREOGRAPH is the one stop solution for the Pharmaceutical Industry.

Medical Representative Training Programme- MRTTP

CARREOGRAPH conducts regular classroom course for fresh graduates, below 25 years of age, who are selected on the basis of aptitude and communication skills. Over a period of two months, the students are groomed with utmost care, so that most of them are selected by the Pharmaceutical Companies as Medical Representatives.

MRTTP Programme is carried out in Kolkata, Durgapur & also Siliguri campus in classroom mode.

Advised for: Graduates below 25 years.



Medical Representative e Orientation Programme- MReOP

MReOP is designed for learners who are aspiring to join the Pharmaceutical Industry as Medical Representatives. This programme is in hybrid mode. Along with pre-recorded lectures & digital live doubt clearing sessions, learners also have the facility & option of undergoing face-to-face classroom sessions & mentorship. The objective of this programme is to empower those students who are willing to join the fast growing pharmaceutical industry as Medical Representatives.

Advised for : Graduates between 25-27 years

Top 20 Pharma Companies

Medical Representative Video Course- MRVC

There is a section of the learners who are unable to attend any fixed routine-based training programme. Carreograph's MRVC programme is designed for those candidates.

MRVC is delivered through Video based pre-recorded lectures. Learners have the flexibility to go through the videos comfortably from their place at their own convenience. The programme also allows a learner to see a video multiple times if needed, for better clarity & understanding. This facility is not available to students who attend face-to-face classroom sessions.

The MRVC course offers an affordable fee structure within the available training options.

MRVC for Whom?

- Some students feel that a basic orientation will help them to crack the job interview of a Medical Representative. MRVC is the ideal choice for them.
- There is a segment of learners looking for budget-friendly learning options for Medical Representative training. MRVC is their ideal solution.
- A section of the audience wants to know about the pharmaceutical industry but are not aspirants for Medical Representative Jobs. MRVC gives them the basic overview of the Indian Pharmaceutical Industry.

How will MRVC benefit the learner?

Through structured pre-recorded video lecturers, MRVC provides the learner with a clear understanding of-

- Job of a Medical Representative
- Role of a Medical Representative
- Responsibility of a Medical Representative

These skills increase the probability of the learner to win the interview board.

MRVC course structure:

Overview of Pharma Industry- Idea about different type of companies , growth of the Industry & knowing a medicine

Job of a Medical Representative - In clinic activities , handling distribution system , RCPA, POB, Role in the Stockist Counter.

Communication Skills - What is communication and its importance in this profession , types of communication , guideline for effective communication .

Selling & Objection handling - What is Marketing and Selling, steps of a sales call , qualities of an effective sales person .

Interview Techniques & Etiquettes

Cytology , Pharmacology & Major Systems of human body.

Collaborative Programme

Carreograph has successfully partnered with renowned Institutions and delivered classes for Medical Representative Training programme. The programme, through such collaboration, has always proved to be effective in nurturing the students' mind and help them in career development along with the changing times.



Our student was felicitated by IPS Sri, Gourav Sharma in presence of Member of Parliament Sri, Prasun Banerjee under collaborative programme with Government of West Bengal.

Collaborative program MOU with Confederation of Indian Industries – CII



MOU with Ramakrishna Mission Vidyamandira

Achievement of our beloved students

Carreograph students after getting selected in the Pharmaceutical Companies, undergo Training Programme at their respective Head Offices. In this Training, students receive in-depth knowledge of the products along with the marketing strategies.

Our students usually become the toppers in such Company Training Programmes conducted at National level.



CARREOGRAPH TRAINING DEPARTMENT



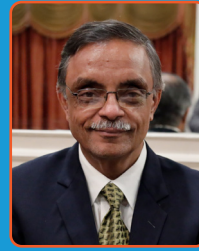
Amit Kumar Dutta
Organon



Pinki Basu Choudhury
Cipla



Sumita Sil
Communication Traiener



Aniruddha Chakravarti
Cipla



Mukul Roy
Nicholas Piramal



Jayanta Dey
Indoco



Ujjal Kumar Bagchi
Saf Fermion



Uday Chand Goswami
TTK Health Care



Supravat Dey
Abbott India Ltd



Biswadip Das
Win Medicare



P N Upadhyay
Indoco Remedies



Debolina Mukherjee
Communication Trainer



Panchali Saha Chakraborty
Pfizer India Ltd



Anushree Pachhal
Communication Trainer



Piyanka Khandelwal
Aristo



Laboni Nath
Communication Trainer



Pradip Kumar Sarkar
Pfizer India Ltd



Nilufa Ghosh
Communication Trainer



Sarada Sengupta
Communication Trainer



Anindita Deb
Communication Trainer

HR DEPARTMENT



Sanjukta Rakshit



Subhajit Roy



Biswajit Modak



Meghna Chatterjee Dhar



Suparna Majumder

CARREOGRAPH DIGITAL ASSETS



Suparna Ghosh Kunda



Goutam Sardar



Parna Nandi



Sayani Paul

Partner :
LSQ , Techshu,
TSJ

Our Patron

FOREIGN COMPANIES



- Ajanta Pharma
- Akumentis Pharma
- Albert David
- Alembic
- Alkem
- Allen's Laboratories
- Anthem Pharma
- Anglowfrench
- Apex
- Aristo Pharma
- Aksigen Hospicare
- Assentus Biogenics
- Avigenix Innovation
- Aurobindo Pharma
- Azkka
- Bellissa Pharma
- Bharat Biotech
- Bharat Serum
- Biological E. Ltd.
- Blue Cross Lab
- British Biologicals
- Cachet Pharma
- CadilaPharma
- Care Sight Solution
- Centaur
- CharakPharma
- Cipla
- Crescent
- Delbruk
- Dabur
- Dent Care
- Dey's Medical
- Diamond Drugs
- Dr. Reddy's Lab
- Dr. WillmarSchwabe
- DWD
- Dyota Numandis
- Efedra
- Emcure Pharma
- Emcee Pharmaceutical
- Eris Life Sciences
- Ethicare Pharma
- FDC Pharma
- Forgen
- Fourrts
- Franco India
- Glenmark
- Geno Health care
- Genx Pharma
- Gufic Bio Scinece
- H & H Pharma
- HBC Life Science
- Health n u
- Himalayan Drugs
- Icon Life Science
- ICPA
- Indchemie
- Indoco
- Intas
- Iresia Life Science
- J. B. Chemicals
- Jagsonpal
- Kontest Chemicals
- Linux Lab
- Lupin
- Leeford
- Macleods Pharma
- Mankind Pharma
- Mapra
- Masaya
- Med Manor
- Medsol India
- Meyer Organics
- Micro Lab
- Modimundi
- MSN Labs
- Mypher
- Natco Pharma
- Neon Lab
- Ranstad
- Nouveau Medicament
- Nugen Pharma
- Signutra
- Ozone Pharma
- Palson Drugs
- Panacea Biotech
- Pathkind Lab
- Percos India
- Pharmed limited
- Pulse Pharma
- R.P.G. Life Sc.
- Raptakos Brett
- Samarth Life Sc.
- Saviour HC
- Serum Institute
- SBL
- Shield Health Care
- Signova Pharma
- Sinsan Pharma
- Signutra
- Stafford Laboratories
- Stanross Pharma
- Stedman
- Strassenburg
- Solvate Pharma
- Sun Pharma
- Sunways Pharma
- Svizera
- Systopic
- Tablets India
- Themis Pharma
- Three dots Life Sc.
- Tidal Laboratories
- Torrent
- Troikaa Pharma
- USV Ltd
- Uniza Health Care
- Venus Remedies
- Vivo Life Science
- Vissco Health Care
- Wallace
- Wanbury
- Win Medicare
- Wilbert Remedies
- Wockhardt
- Yash Pharma
- Zuventus
- Zydus
- Zorvia

MRvC

Medical Representative Video Course

Life of a Medical Representative

Money, masti and more...

Earning potential

Starting from ₹ 2-5 Lakhs per annum
as a Medical representative

Other incentives

Daily allowance | Overseas travel and
cash linked incentive | Gift voucher &
club membership Social prestige

CARREOGRAPH

Institute of Management Studies

Corporate Office :

227 D, APC Road, Kolkata - 700 004 | Mobile : 8584073739
www.carreograph.in www.facebook.com/carreographinstitute

Campus : Kolkata
M: 7604077112

Campus : Durgapur
M: 98741 82795

Campus : Siliguri
M: 98741 97671

