

OUR ESTEEMED RECRUITERS



Mr. Punit Sharma (Training & Placement Officer), 8806936777

Prof. Dr. B. V. Pawar, Director, KCES's IMR, Jalgaon

FOR DETAILS CONTACT

Dr. Kavita Pawar (Head, Department of MBA Pharmaceutical Management)
7972562635

FACULTY MEMBERS

| Sr. No | Name of the faculty | Qualification | Mobile Number |
|--------|--------------------------|--|---------------|
| 1. | Dr. Mamata Dahad | Bsc., B.Ed., MBA Ph.D. | 9423488244 |
| 2. | Dr. Parag Narkhede | BE, MBA, Ph.D. | 9422778876 |
| 3. | Dr. Anupama Chaudhari | MSc. MCM, MBA, PhD., ADCSSAA | 9881376212 |
| 4. | Dr. Kavita Pawar | Pharm D (PB), M.S. Phrameutical Medicine, MBA (Healthcare) | 7972562635 |
| 5. | CA Dr. Shweta Chordiya | CA, MBA, Ph.D | 9226427024 |
| 6. | Mr. Anilkumar Marthi | B.Sc.(Hons), MBA, PGDM | 9975984433 |
| 7. | Dr. Nishant Ghuge | MBA, M.Com, Ph.D., NET & SET | 9766215969 |
| 8. | Dr. Yogesh Patil | Bsc., B.Ed., MBA, Ph.D. | 9423654607 |
| 9. | Dr. Swapnil Kate | M.Com, MBA, Ph.D. | 9764492599 |
| 10. | Dr. Shama Saraf | MA, MPM, MBA, Ph.D. | 9373035535 |
| 11. | Dr. Dhanpal Waghulde | M.Com, MCM, MBA, Ph.D. | 9158244244 |
| 12. | Dr. Sandip Ghodke | MBA, MCM, Ph.D. | 9049774202 |
| 13. | Ms. Priyanka Kharare | M.Com., MBA, NET, SET, PGDIBO | 8237505258 |
| 14. | Mr. Punit Sharma | MBA, PGDCP, SAP | 8806936777 |
| 15. | Ms. Dhanashree Chaudhari | M.Com, MBA, DLL&LW | 8380837555 |
| 16. | Ms. Deepali Patil | MPM, MBA | 8623036937 |
| 17. | Ms. Jayashri Chaudhari | MBA, NET | 9665207629 |
| 18. | Ms. Neha Lalwani | MBA | 8605001240 |
| 19. | Ms. Sneha Walivadekar | BPT, MBA-HHM | 7999835518 |
| 20. | Ms. Jayashri Kumavat | MBA | 7325834237 |

Prof. Dr. Mamata Dahad
School Director - School of Management Studies
94234 88244

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Web : <http://www.imr.ac.in> | Email : mba@imr.ac.in



Khandesh College Education Society's

INSTITUTE OF MANAGEMENT & RESEARCH, JALGAON

NAAC Accredited 'A' Grade (CGPA 3.17)

An Autonomous Institute

Affiliated to K B C North Maharashtra University, Jalgaon

Learn Here
Lead Anywhere

MBA

PHARMACEUTICAL MANAGEMENT

Intake

| DTE Code | Intake |
|-----------|--------|
| 510163310 | 60 |

*Fees a per the Maharashtra state government regulatory body



IMR Campus, Behind DIC, NH - 06, Jalgaon - 425 001
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About KCES's IMR, Jalgaon

Khandesh College Education Society, Jalgaon, established in 1944 is a profound academic movement with various institutes under its umbrella. Institute of Management & Research, Jalgaon was Establishing excellence in MBA education since 1986, and continues to be an Institute of reput

in its 39th year in North Maharashtra Region. The institute obtained the Autonomous status and has adopted the New Education Policy 2020 from the academic year 2024-25. The learning resources and progressive teaching pedagogy, and an impressive placement record, provides a vibrant campus life.

Located in the heart of the city, IMR is easily accessible with good infrastructure and amenities to students, The Institute has well stacked library and has tie-ups with prestigious organizations from both academic and industry and relentlessly continues to improve the quality of education.

The Institute is NAAC Accredited with 'A' Grade, NBA Accredited for MBA Program, and commands a tremendous goodwill in the region. The core values practiced at the institute include Excellence, Technology Integrated Education, Providing an excellent research environment, Social responsibility, Diversity & equal opportunity.

Vision:

"Committed to provide value based, quality, professional and technical education to the students and empowering them with the required skillsets and competencies to face challenges of the fast changing global environment."

Mission:

- To provide necessary technical and professional education with a view to uplifting the lives of rural and urban students.
- To create a conducive platform for students to develop their skills and knowledge.
- To encourage innovation and research aptitude among students.
- To inculcate global ethics and human values in all the learners.



Mr. N. G. Bendale
President

President Message

KCES's IMR is one of the premier academic institution committed to achieve the highest academic standards, an autonomous Institute, with the adoption of NEP 2020, IMR has again emerged a pioneer in the field of Management & Computer education. The senior faculty members backed by committed leadership provides an opportunity to the students of the region to excel in their academic pursuit and be successful in their respective careers.



Prof. Dr. B. V. Pawar
Director

Director Message

Embark on a transformative journey with our MBA program. At IMR, tradition merges seamlessly with innovation, offering you a unique learning experience. Our comprehensive curriculum emphasizes practical skills and leadership development, facilitated through interactive seminars, industry engagements, and vibrant cultural events. We prioritize your employability, nurturing tomorrow's leaders and entrepreneurs. Enroll now and unlock your potential.

Management Council of K.C.E. Society

Mr. N. G. Bendale, President

| | | | |
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MBA in Pharmaceutical Management

| Sr. No. | Particulars | |
|---------|--------------------|---|
| 1. | Programme Name | MBA Pharmaceuticals Management |
| 2. | Course Level | Postgraduate |
| 3. | Affiliation | Kavayitri Bahinabai Chaudhari North Maharashtra University, Jalgaon (KBCNMU) |
| 4. | Duration | 2 Years |
| 5. | Eligibility | • Any bachelors degree with minimum 50% marks for open category & 45% marks for reserve category. • Non zero score in Entrance Exams |
| 6. | Admission Process | Entranced/ Merit based |
| 7. | Entrance Exams | MAH-MBA-CET, CAT, CMAT,ATMA |
| 8. | Recruiting Sectors | Pharmaceuticals, Medical Devices, Market Research, Consultancy, IT Healthcare Verticals, Diagnostics, Medical Communication, Nutraceuticals and other allied healthcare sectors |
| 9. | Job Profiles | Sales, Marketing, Business Analysis, Project Management, Client Servicing and Business Development, International Marketing, Operations, Pharmaceuticals Distributors, Pharmaceutical Purchase Manager, Formulation Pharmaceutical Technology Scientist, Consultant ,Market researcher and analyst. |

MASTER IN BUSINESS ADMINISTRATION (Pharmaceutical Management)
(FACULTY OF COMMERCE & MANAGEMENT)

PROPOSED COURSE STRUCTURE

| Year (2 Yr PG) | Level | Semester | Major (Core) Subjects | | RM | OJT/FP | RP | Cumulative Credit s /Sem | Degree / Cumulative Cr. |
|--|-------|------------------------|---|--|---|---|---|-----------------------------------|----------------------------------|
| | | | Mandatory (DSC) | Elective (DSE) | | | | | |
| I | 6.0 | Sem-I | MBA PM 501 Management Science (4T) MBA PM 502 Managerial Economics (4T) MBA PM 503 Organisation Behaviour (4T) MBA PM 504 Business Accounting (4T) MBA PM 505 Business Communication (4T) MBA PM 506 Computer Proficiency for Business (2P) | MBA PM 506A Management of Services OR MBA PM 506B Operations Management (4T) OR MBA PM 506 C Pharmacology and microbiology (4T) | MBA PM-507 RM- Research Method ology (4T) | --- | --- | 30 | |
| | | Sem-II | MBA PM 551 Business Governance (4T) MBA PM 552 Drug Regulatory Affairs & Intellectual Property Rights (4T) MBA PM 553 Human Resource Management (4T) MBA PM 554 Pharmaceutical Marketing Management (4T) MBA PM 555 Financial Management (4T) MBA PM 556 Business Statistics & Analytics (4 T) | MBA PM 557A Soft Skill Development OR MBA PM 557B Foreign Language OR MBA PM 557C SWAYAM/NPTEL/ MOOC Course (2T) | | -- | MBA PM- 560: Research Project (4) | 30 | |
| | | Cum. Cr. For MBA PM-I | | 46 | 6 | 4 | | 4 | 60 |
| EXIT OPTION: PG Diploma in Business Administration (after 3 year UG Dgree) | | | | | | | | | |
| Year (2 Yr PG) | Level | Semester | Major (Core) Subjects | | RM | OJT/FP | RP | Cumulative Credits /Sem | |
| | | | Mandatory (DSC) | Elective (DSE) | | | | | |
| II | 6.5 | Sem-III | MBA PM 601 Strategic Management (4T) MBA PM 602 Business Law (4T) MBA PM 603 Entrepreneurship and Family Business Management (4T) MBA PM 604 Advanced Excel (2P) | MBA PM 605 Pharmaceutical Product and Brand Management (4T)* MBA PM 606 CRM in Pharmaceutical and Healthcare Marketing MBA PM 607 Pharma Sector Business Environment (4T)* MBA PM 608 Supply Chain Management in Pharmaceutical Sector (4T)* | --- | --- | | 30 | |
| | | Sem-IV | MBA PM 651 Design thinking and Innovation Management (4T) MBA PM 652 Indian Commercial Law (4T) MBA PM 653 Management Information System (4T) | MBA PM 654 Project Management (4T) * MBA PM 655 Quality Management in Pharmaceutical Operations (4T) * MBA PM 656 Pharmaceutical Digital & Medical Devices Marketing of (4T) | --- | MBA PM- 660 Field Work/ On Job Training / SIP (6)* | | 30 | |
| | | Cum. Cr. for MBA PM II | | 24 | 28 | --- | 6 | | 60 |
| 2 Year 4 Semester MBA PM Degree | | | 70 | 36 | 4 | 6 | 4 | 120 | |

Abbreviations: T: Theory Course, OJT: On Job Training: Internship/ Apprenticeship, P: Practical course, RP: Research Project FP: Field Project, DSC: Discipline Specific Core Course, RM: Research methodology, DSE: Discipline Specific Elective Course, SIP: Summer Internship Project

Career opportunities after MBA pharmaceutical management

- Sales Managers
 - Market Researcher & Drug Developer
 - Drug Distribution Manager
 - Pharmaceutical Purchase Manager
- Pharmaceuticals Distributors
 - Formulation Pharmaceutical Technology Scientist
 - Business Development Manager
 - Quality Assurance Manager
- Marketing Manager - API (Pharma)
 - Business Analyst
 - Healthcare Consultant
 - Drug store and Business Management

Why IMR?

- Committed and experienced faculty.
 - Legacy of gold medalists.
 - Adaptive Teaching Pedagogy
 - Add-on Certification Courses
 - Focus on Soft skill development
- Dedicated Training & Placement department
 - Well equipped library
 - AC Class Rooms & Computer Labs
 - Wi-Fi Campus
 - Ekalavya Krida Sankul