OUR ESTEEMED RECRUITERS



































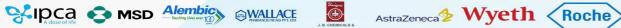




















Mr. Punit Sharma (Training & Placement Officer), 8806936777

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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Khandesh College Education Society's

INSTITUTE OF MANAGEMENT & RESEARCH, JALGAON

NAAC Accredited 'A' Grade (CGPA 3.17)

An Autonomous Institute

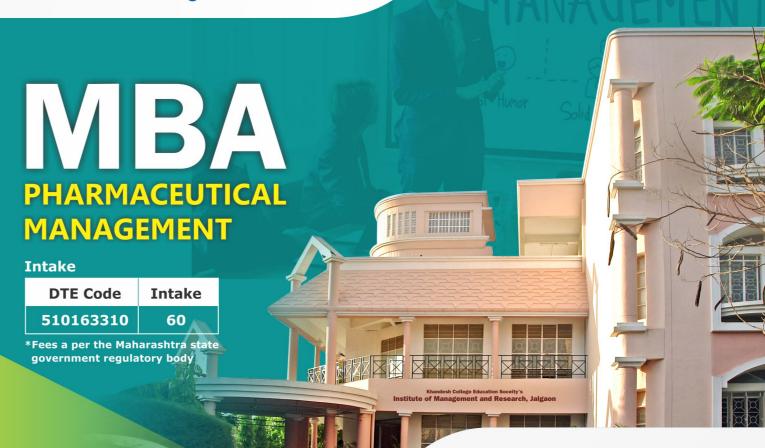
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About KCES's IMR, Jalgaon

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 repute 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

Adv. Prakash B. Patil	Vice-president	Mr. Bharat D. Amalkar	Member
Mr. Dnyandeo T. Patil	Treasurer	Mr. Sanjay Y. Prabhudesai	Member
Adv. Pramod Ninu Patil	Secretary	Dr. Harshwardhan A. Jawale	Member
Adv. Pravinchandra E. Jangale	Joint Secretary	Mr. Rupesh S. Chirmade	Member
Dr. Ashok R. Rane	Member	Mr. Shrikant S. Maniyar	Member
Dr. Shilpa K. Bendale	Member	Mr. Anil G. Rao	Member
Mr. Bhalchandra P. Patil	Member	Prin. S. N. Bharambe	Ex-Officio Member

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.	e. Eligibility • Any bachelors degree with minimum 50% marks for open category & 45% marks for reserve of		
	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 (C	Major (Core) Subjects		OJT/FP	RP	Cumul	Degre
			Mandatory (DSC)	Elective (DSE)				ative Credit s /Sem	Cumul ative Cr.
1		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- Researc h Method ology (4T)			30	
	0.0	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 (4T)	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. C	r. For MB	A PM-I	46	6	4		4	60	
			EXIT OPTION: PG Diploma	in Business Administration (after 3 year UG Dgree)					
Year Le (2 Yr	Level	Semester		ore) Subjects		OJT/FP	RP	Cumula tive	
PG)			Mandatory (DSC)	Elective (DSE)				Credits /Sem	
11 6	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 MI	BA PM II	24	28		6		60	
2 Year 4 Semester MBA PM		on MDA DM							1

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

Degree

Voor Loyal Comester

- Drug Distribution Manager
- Pharmaceutical Purchase Manager
- Pharmaceuticals Distributors
- Market Researcher & Drug Developer Formulation Pharmaceutical Technology Scientist Business Analyst
 - Business Development Manager
 - Quality Assurance Manager

- Marketing Manager API (Pharma)
- Healthcare Consultant
- Drug store and Business Management

DM OIT/FD DD Cumul Dograco

Why IMR?

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