

OUR ESTEEMED RECRUITERS



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

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

FOR DETAILS CONTACT

Dr. Sandip Ghodke (Head, Department of MBA Pharmaceutical Management)
9049774202

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, Ph.D. ADCSSAA	9881376212
4	Dr. Sandip Ghodke	MBA, MCM, Ph.D.	9049774202
5	Dr. Anilkumar Marthi	B.Sc.(Hons), MBA, PGDM, Ph.D.	9975984433
6	Dr. Swapnil Kate	M.Com, MBA, Ph.D.	9764492599
7	Dr. Dhanpal Waghulde	M.Com, MCM, MBA, Ph.D.	9158244244
8	CA Dr. Shweta Chordiya	CA, MBA, Ph.D.	9226427024
9	Dr. Dhanashree Chaudhari	M.Com, MBA, DLL&LL, Ph.D.	8380837555
10	Dr. Dipali Patil	MPM, MBA, M.Com, Ph.D.	8623036937
11	Dr. Priyanka Kharare	M.Com, MBA, NET, SET, PGDIBO, Ph.D.	9960245668
12	Mr. Punit Sharma	MBA, PGDCP, SAP	8806936777
13	Ms. Neha Lalwani	MBA	8605001240
14	Ms. Sneha Walivadekar	BPT, MBA-HHM	7999835518
15	Ms. Jayashri Kumavat	MBA	9325834237
16	Ms. Yamini Bhatiya	MBA	9579369919
17	Ms. Mamta Surana	MPM, MBA	9970750765
18	Mr. Jay Bagul	MBA	7721962279
19	Ms. Sonal Agrawal	MBA	9422222922
20	Ms. Khushi Ahire	B.Sc. (Micro), MBA Pharma	9307889272
21	Ms. Himani Sharma	MBA	9021786873
22	Ms. Prapti Jain	MBA	9422349959
23	Ms. Maithili Nemade	MBA, PGDM	9503334948
24	Ms. Akshada Adekar	MBA	8668869818
25	Ms. Divya Kabra	MBA	9403250275

Prof. Dr. Mamata Dahad
Dean - School of Management Studies
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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 Everywhere



MBA

PHARMACEUTICAL MANAGEMENT

Intake

DTE Code	Intake
510163310	60

*Fees a per the Maharashtra state government regulatory body



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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 40th 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 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 (Pharmaceutical Management) 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
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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 Pharmaceutical Management Vision:

To become a nationally and internationally recognized MBA program that produces industry-ready leaders for the pharmaceutical, biotechnology, healthcare, and life sciences sectors.

MBA Pharmaceutical Management Mission:

- To integrate management excellence with pharmaceutical sciences
- To develop ethical, innovative, and globally competitive professionals
- To align education with industry needs, regulatory changes, and emerging healthcare trends

Program Educational Objectives (PEO's): Graduates of MBA Pharmaceutical Management Program will:

PEO	PEO Statements
PEO- 1	Practical Knowledge - Practice the management theories and concepts.
PEO- 2	Decision Making Skills - Acquire skills to handle decision making for achieving organizational goals
PEO- 3	Values and Ethics - Imbibe values and ethics in the individual for organizational conduct.
PEO- 4	Leadership Qualities - To develop leadership qualities & handle Managerial Environment

MASTER IN BUSINESS ADMINISTRATION (PHARMACEUTICAL MANAGEMENT)
(FACULTY OF COMMERCE & MANAGEMENT)

COURSE STRUCTURE

1 st Year - Semester - I					
Verticals	Course Code	Course Name	Theory/ Practical	Credits	Marks
Mandatory (DSC)	MBA PM-DSC-511	Management Science	T	4	100
	MBA PM-DSC-512	Pharmacoeconomics	T	4	100
	MBA PM-DSC-513	Organisation Behaviour	T	4	100
	MBA PM-DSC-514	Business Accounting	T	2	50
	MBA PM-DSC-515	Business Communication	T	2	50
	MBA PM-DSC-516	AI Basics for Managers	T	2	50
Semester I Electives - ANYONE Courses to be Opted from the respective elective list					
Elective (DSE)	MBA PM-DSE-517-A	General Pharmacology & Pharmacoeidemiology	T	4	100
	MBA PM-DSE-517-B	Operations Management	T	4	100
RM	MBA PM-RM-518	Research Methodology	T	4	100
CumulativeCredits/Sem				Semester-I Total Credits	26 650
1 st Year - Semester - II					
Verticals	Course Code	Course Name	Theory/ Practical	Credits	Marks
Mandatory (DSC)	MBA PM-DSC-521	Drug Regulatory affairs in Pharmaceuticals	T	4	100
	MBA PM-DSC-522	Indian Economy & Policies	T	2	50
	MBA PM-DSC-523	Human Resource Management	T	4	100
	MBA PM-DSC-524	Pharmaceutical Marketing Management	T	4	100
	MBA PM-DSC-525	Financial Management	T	4	100
	MBA PM-DSC-526	Pharmaceutical Industry Ethics	T	2	50
Semester II Electives - ANYONE Courses to be Opted from the respective elective list					
Elective (DSE)	MBA PM-DSE-527 A	Entrepreneurship & Start-up Ecosystem	T	4	100
	MBA PM-DSE-527 B	Sustainable Development	T	4	100
	MBA PM-DSE-527 C	SWAYAM/NPTEL/ MOOC Course	T	4	100
OJT/FP/RP	MBA PM-FP- 528	Field Project		2	50
Cumulative Credits / Sem				Semester-II Total Credits	26 650
Cumulative Credits for MBA PM – 1 st Year				52	1300
EXIT OPTION: PG Diploma in Business Administration (after 3 years UG Degree) (The student has to complete 4 credit OJT/SIP)					
2 nd Year - Semester - III					
Verticals	Course Code	Course Name	Theory/ Practical	Credits	Marks
Mandatory (DSC)	MBA PM-DSC-631	Strategic Management	T	4	100
	MBA PM-DSC-632	Business Law	T	2	50
Semester III Electives - Any 4 Courses to be Opted from the respective elective list					
Elective (DSE)	MBA PM-DSE-633	Pharmaceutical Supply Chain Management	T	4	100
	MBA PM-DSE-634	Product and Brand Management	T	4	100
	MBA PM-DSE-635	Sales and Distribution Management	T	4	100
	MBA PM-DSE-636	Digital Marking	T	4	100
	MBA PM-DSE-637	Quality Management in Pharmaceuticals	T	4	100
OJT/FP/RP	MBA PM-OJT-638	On Job Training		4	100
Cumulative Credits / Sem				Semester-III Total Credits	26 650
2 nd Year - Semester - IV					
Verticals	Course Code	Course Name	Theory/ Practical	Credits	Marks
Mandatory (DSC)	MBA PM-DSC-641	Design thinking and Innovation Management	T	4	100
	MBA PM-DSC-642	Indian Commercial Law	T	2	50
	MBA PM-DSC-643	Management Information System	T	4	100
	Semester IV Electives - Any 3 Courses to be Opted from the respective elective list				
Elective (DSE)	MBA PM-DSE-644	International Marketing Management	T	4	100
	MBA PM-DSE-645	Health Insurance and Medical Tourism	T	4	100
	MBA PM-DSE-646	Marketing of Healthcare and Medical Devices	T	4	100
	MBA PM-DSE-647	Clinical Research and Development	T	4	100
RP	MBA PM-RP-648	Research Project		4	100
Cumulative Credits / Sem				Semester-IV Total Credits	26 650
SEMESTER -III & SEMESTER -IV TOTAL				52	1300
2 Year 4 Semester MBA PM Degree TOTAL Cum. Cr. for MBA PM				104	2600

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?

- Establishing excellence in MBA education since 1986
- Industry driven curriculum as per NEP 2020
- Legacy of Gold Medallist and University toppers
- Experienced and qualified faculties
- Dedicated training and placement cell
- Focus on entrepreneurship and skill development
- Add-on certificate courses
- SMART classroom and state of the art infrastructure
- More than 10,000 alumni network.
- Eklavya Krida Sankul