

Currently, the options available for specialization in specific educational fields are unlimited. There are plenty of job opportunities available for different streams and good talent is always in high demand. However, in every career prospect, there comes a time when a person has to lead a team for a particular project that has the potential to benefit the company and the society. In such cases, it is extremely important to know the management essentials and the tips and tricks to lead a team to victory. Having completed my bachelors and MBA in Pharmacy, I now wish to learn Accelerated Management from one of the top B schools in India, IIM Ahmedabad.

Since childhood, I have been interested in Pharmacy and have wanted to learn more about drugs, vaccines, and other products that are available in the market. I have always wanted to use my knowledge of pharmacy to help patients, doctors, and other stakeholders in choosing their medical products wisely. Hence, after completing school, I decided to earn my bachelors degree in Pharmacy. During this period, my project on Different Analytical Methods for Performing Riboflavin Assay helped me strengthen my concepts in pharmacy. Furthermore, apart from becoming familiar with hardcore pharmaceutical concepts, my extracurricular activities also instilled in me the importance of teamwork, communication, and leadership skills.

Following my bachelors education, I decided to undertake my MBA in Pharmacy, in order to understand basic management concepts pertaining to my field of study. During this period, I learnt how to take up and maintain management and leadership positions, especially in the pharmacy stream. During this time, I had the opportunity to undertake two management-related projects, of which one was general and one was related to my field of study. I conducted a pre-launch survey for the introduction of Hepatitis B vaccines in the market. This project helped me understand the dynamics of market research and data analytics in the context of a vaccine launch. I also analyzed and extracted management concepts from the newly released and popular song, "Kolaveri Di". Hence, my two master's projects helped me understand the basics of management, both in a general and a pharmacy-based context.

After completing my education, I was eager to start working in my field of specialization, and so I took up a position as a Project Trainee at BioCare Pharma in Gandhinagar. During this period, I became familiar with the different departments such as Oncology, Nephrology, Anesthesiology, and Cardiology, and learnt about the different medical products pertaining to each of these departments. Following this training period, I started working as a Project QA Officer at Nirlife (Nirma Pvt Ltd) in Ahmedabad. Here, I learnt about the different patented research products belonging to different specialties and became involved in their sales procedures. After this experience, I felt more confident to take up a full sales position and so, I started working in pharmaceutical sales at Glaxo Smith Kline Pharma Ltd followed by Astra Zeneca Pharma India Ltd. Both these positions helped me hone my sales skills and practice my management and leadership skills to a certain extent.

My main objective for my future is to progress in a pharmaceutical company and take up upper management positions, where I will be able to direct the progress of important company projects. As I already have an MBA in Pharmacy, I now want to pursue a general management degree, so that I can learn the basic concepts in management from a broader point of view and apply them to my work

position. As your esteemed institution is one of the top B schools in the country, I am sure I will get the right exposure to pursue my ambitions. I look forward to learning in a corporate environment from experienced faculty. I am also confident that I will get the necessary practical training for becoming a top-notch manager and an effective leader in my organization.

I believe that my education in pharmacy as well as management, followed by my extensive work experience in pharmacy sales will help me understand concepts better and practice them effectively in my future endeavors.