

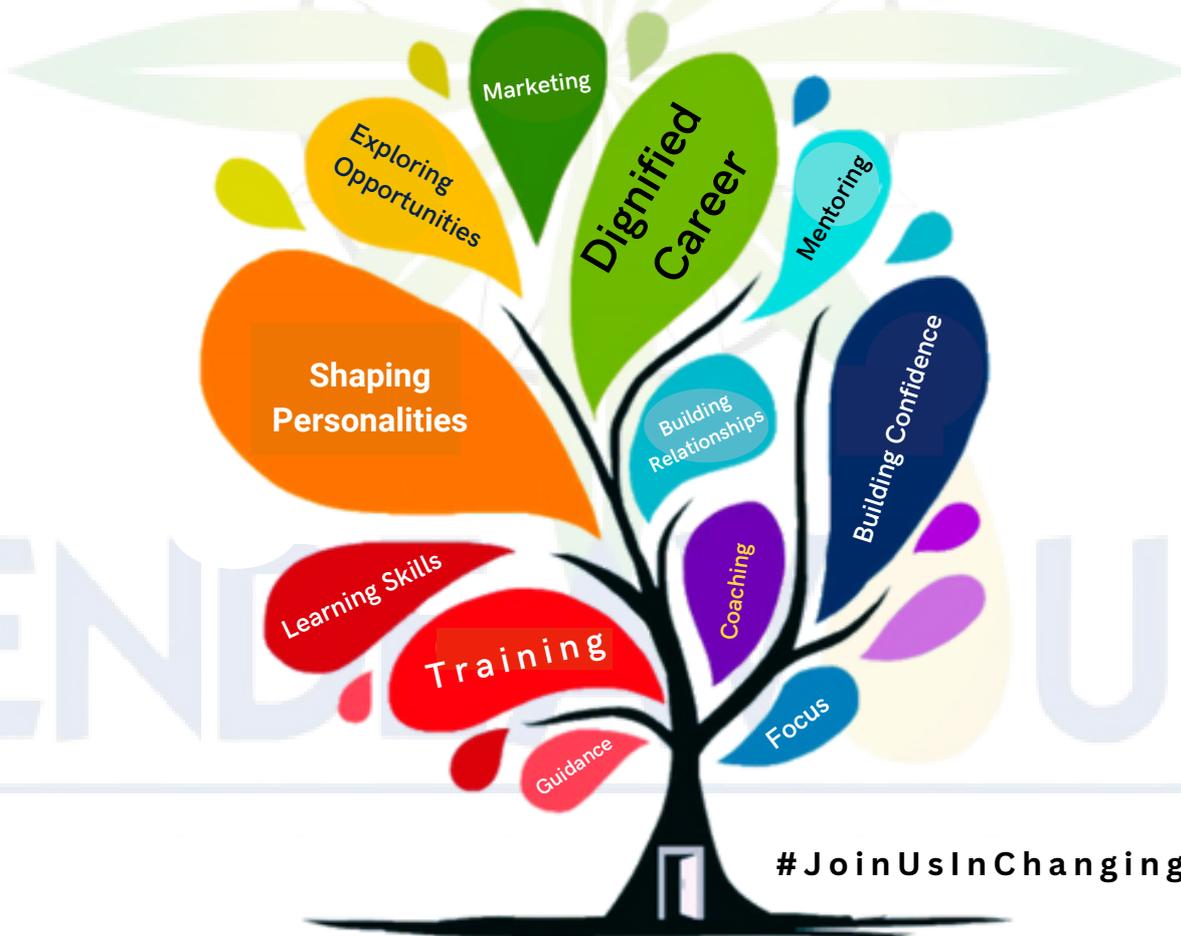
ESTD.2013



ENDEAVOUR

School of Professional Education

An ISO 9001:2015 Certified Institution



#JoinUsInChangingLives

To Be The Best Join The Best

www.joinendeavour.com

Director's Message

School of Professional Education

"The pharmaceutical industry in India is the third-largest by volume across the world and the fourteenth largest in terms of value".

- For the year 2019- 2020, the total annual turnover for the industry was 3 lacs cr. Pharmaceutical exports were to the tune of 2 ½ lacs cr.
- India exports medicines and drugs to nearly 206 countries with the United States being the largest export destination. It is also a leader in vaccine manufacturing and caters to more than 60% of the global vaccine demand.



Sandeep Raiwalia

Operations Head

Huge Career Prospects

In Pharmaceutical Industry

- Indian pharmaceutical industry includes a network of **3,000 Drug** companies and 10,500 manufacturing units.
- India enjoys an important position in the global pharmaceutical sector & requires highly skilled young men & women in thousands as Medical Representative to carry information of medicines to more than 14 lakh medical practitioners.
- One can imagine what a tremendous scope is there to build one's career.

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About Us :

Mission :

To enhance knowledge & overall skill sets of existing professionals which will in turn enhance their on the job productivity & increase their contribution to the goals of the organization.

Vision :

To become global leader in imparting customized, cost-effective & quality training to pharmaceutical sales force & enhance their overall work output which will ultimately contribute to organizational growth & prosperity.

Endeavour, an ongoing approach to meet new success every day, the name describes it all. It was incorporated on 2nd September 2013 with a vision to serve the Pharmaceutical Industry by bridging the gap between the Employee and Employer through Endeavour's Pharma Consultancy Division.

Later in the Year 2014, Endeavour understood that the opportunity for skilled fresh graduates is the next big thing that the Industry will be looking at and thus designed and launched MRTTP Courses to develop skilled manpower to serve the industry.

Inception in
2013
(Pharma
Consultancy
Division)

In 2014,
launched MRTTP
courses to
develop skilled
sales power to
serve the
industry

In 2015, started
training MR's to
hold positions of
ASM's under
managerial
training
programme

Till now, 2022
we have trained
around 2000
graduates &
professionals

Currently, we
have 4 Centers
in West Bengal
& One Center in
Patna, Bihar

In 2020, started
pharma sales
training &
marketing
consultancy

Our Consultancy division helped close to 1900 Pharma professionals to change their jobs in Eastern India from 2013 to 2022

We've remained focused in the last 9 years and have successfully provided service to more than 2000 Graduates & Professionals.

What We **OFFER!**

At Endeavour we not only develop a graduate for the job profile of Medical Representative but also conduct specialized courses for the development of a Medical Representative to carry out next level job as First Line Manager in Pharmaceutical Industry.

These Certificate Courses help the Medical Representative to learn the skills of manager and excel in the management field.

Endeavour as a whole is not limited to imparting knowledge and Skills to fresh Graduates, Medical Representative only but also carries out Customized Corporate training programme for Pharmaceutical Companies depending on their requirement and need.

The mode of function started with End-To-End process mapping and implementation of SOP to maintain quality standards. It has been our continuous effort to update ourselves with skilled knowledge of the profession and enrich students with quality training to become a successful Medical Professional.

Endeavour's Students are employed in almost 95% of the companies working in Eastern India.

Future Career Prospects of a **Medical Representative**

The present trend of the pharmaceutical companies is to recruit Medical Representatives from graduates below 26 years with good communication skills. Interpersonal skill is the predominant parameter considered during selection.

The Career ladder describes the future prospects of a Medical Representative along with its average earning potential.

India's 14000+ drug manufacturing units require highly skilled young men & women in thousands as Medical Representative to carry information of medicines to more than 13 lakhs Medical Doctors.

The Ladder - Marketing

President [> 40 lacs]

Head of the Sales & Marketing Functions

**Marketing Head
[12 lacs to 40 lacs]**

**Product Management
Team [6 to 8 lacs]**

Manages 3 to 5 key brands of the
company of 3 to 20 crores

**Area Manager
[3 to 8 lacs]**

Manages 5 Medical
Representative

**Medical Representative
21-28 yrs. [Upto 4 lacs]**

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▲ Career Growth of a Medical Representative

* Terms & Conditions Apply

The Ladder - Sales

General Manager

National Sales Manager

Manages a team of 3 to 5 Zonal Managers

Zonal Manager

35-45 yrs.

[10 Lacs +]

Manages a team of 5 Regional Managers

Area Manager

25-34 yrs.

[3 - 8 Lacs +]

Manages a team of 3 to 5 Medical Representative

Regional Manager

Manages a team of 5 Area Sales Managers

Medical Representative

21-28 yrs.

[Upto 4 lacs]

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▲ Career Growth of a Medical Representative

* Terms & Conditions Apply

Courses We Offer

● **Medical Representative Training Programme (MRTP)**

Course Duration: 3 Months.

Eligibility: Graduates within 27 years of Age can Apply.

Certification will be done after completion of Assessment.

Admission is available subject to clearing of Preliminary Interview.

Placement Assistance: Available for Students within 27 years of age. Only Entry level placement assistance is complimentary for MRTP Students.

Course Fee: Rs. 25,000/- in easy Installments.

Course Mode: Online & Offline.

● **Online Pharma Sales Training Programme (OPSTP)**

Course Duration: 5 weeks

Eligibility: BSC / B.Pharm Students within 28 years of age.

Certification will be done after completion of Assessment.

Placement Assistance: Chargeable @ discounted service charge of Rs. 10,000/- only

(payable immediately after receiving offer letter or on the date of joining the company).

Course Fee: Rs. 8,999/- Including all Taxes

Course Mode: Online

Courses We Offer

● **Beginners Placement Assistance Programme (BPAP)**

Course Duration: 2 Counselling Sessions

Eligibility: Certified Medical Representative from any Institution
Certification will be done after completion of Assessment.

Placement Assistance: Chargeable @ discounted service charge of Rs. 10,000/- only
(payable immediately after receiving offer letter or on the date of joining the company).

Course Fee: Rs. 2,999/- Including all Taxes

Course Mode: Online

● **Area Manager's Training Programme (AMTP)**

Course Duration: 2 ½ Months. Weekend Classes.

Eligibility: Only Medical Representative within 30 Years of Age can Apply.

Course Type: Certificate Course (ISO 9001: 2015 Grade Standard Certified)

Certification will be done after completion of Assessment.

Placement Assistance: Available with a discount of 50% off on service charges for AMTP Students only

Course Fee: Rs. 12,000/- in easy Installments

Course Mode: Online with 2 Offline Session

Classroom sessions

M RTP Course

- Anatomy & Physiology
 - Biology
 - Pharmacology
 - Communication & English Classes
-
- Public Speaking & Presentation
 - Marketing Overview
 - Job Role
 - Field Training & Project Work
 - Tips for Interview
 - Mock Interview

OPSTP Course

- Industry Overview
 - Job Role
 - Higher Key
-
- Communication
 - Mock Interview
 - Grooming
 - Tips for Interview

BPAP Course

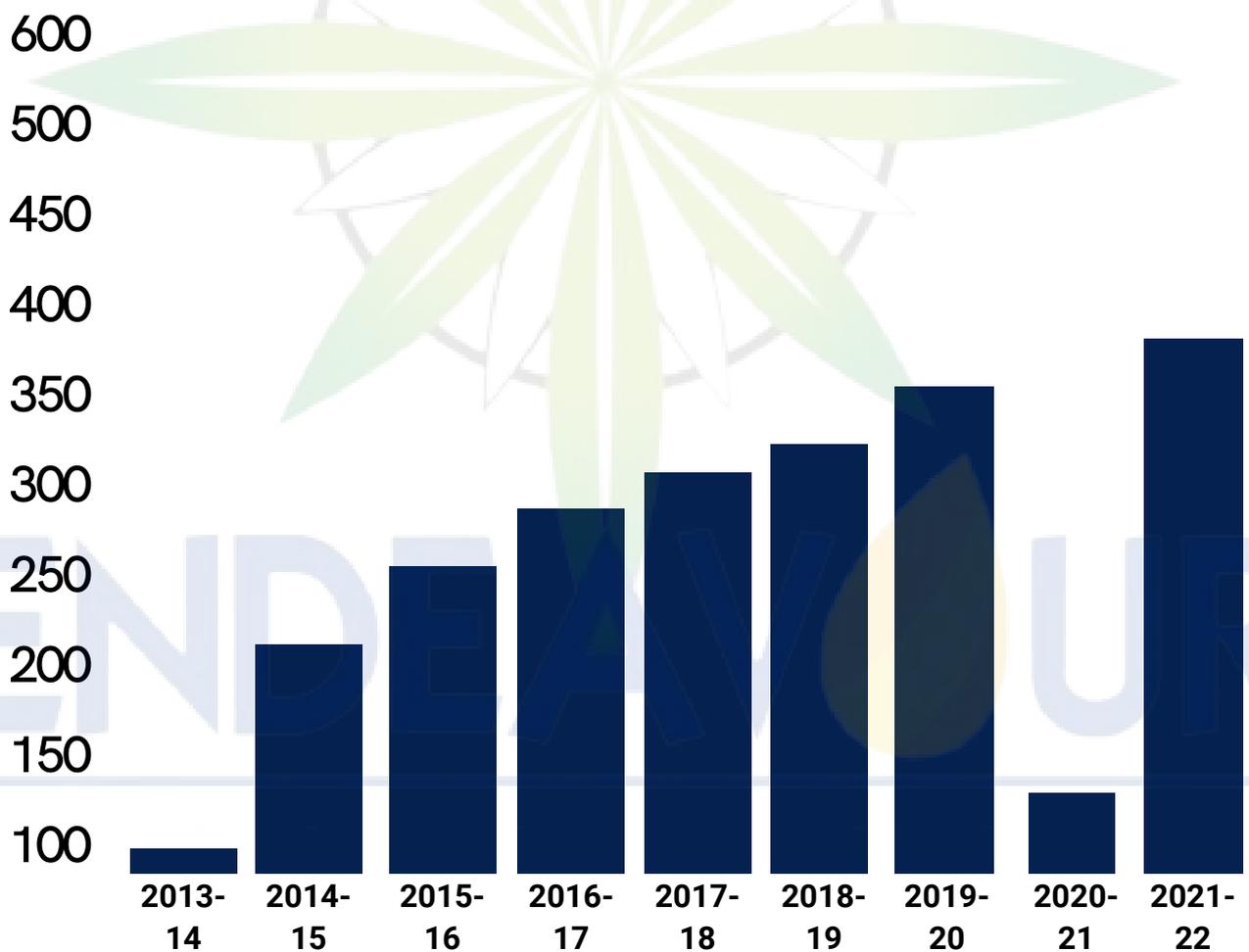
- Assessment
 - Counselling
 - Grooming
-
- Interview Handling

AMTP Course

- Management Skills
 - Leadership Skills
 - TAT
 - Team Management
 - SWOT Analysis
-
- Communication
 - Situation Handling
 - Case Studies
 - PPT
 - Public Speaking
 - Analytical Skills
 - Interview Handling

The chart below represents the opportunities we've been able to bring to our students year wise.

No. of Placements in Pharmaceutical Industry



Why Us !

Completed 10 years service in training & Placement of over more than 2500 Pharma sales professionals

- ISO 9001:2015 Grade Standard Certified



- Guest Lectures from industry biggies

National Sales Manager/Brand

Manager/Marketing Head who will share

actual industry insights



- Practical knowledge through in clinic doctor interactions

- Soft skill development: Develop & Sharpen skill set - Powerpoint, Excel, Personality Development & English training etc.



- Placement Assistance : Professional CV, Approaching companies with your CV, training to give professional interviews & final placement of students

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®



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We Believe, Early Starters Explore

More Opportunities

So Don't Wait After Graduation

Become a part of the Huge Pharmaceutical Industry

Multi-National Companies

Abbott	Nestle
Eli Lilly	Serdia
Mylan	Fresenius Kabi
Eisai	Glaxo Smithkline
Galderma	Johnson & Johnson
MSD	Roche - Diagnostics
Boehringer Ingelheim	Curatio
Danone	Dermatica

Indian Pharma Companies

Aesmira Life Science	Dabur	Marsha	Shield Health Care
Appasamyocular Devices	Emcee Pharmaceuticals	Mankind	SBL
Arex Lab	Emcure	Mapra	Stafford
Ajanta Pharma	Emenox Health Care	Medmanor	Samarth Life Science
Albert David	Ethicare Pharmaceuticals	Meyer Organics	Stedman Pharmaceuticals
Alembic	Eris Life Sciences	MSN Labs	Tablets India
Alkem	Fourrts	Madox	Themis Pharmaceuticals
Anglofrench	FDC	Natco	Torrent
Apex Pharmaceuticals	Franco India	Nutri Synapzz	Tidal Laboratories
Aristo Pharmaceuticals	Galpha Lab Ltd	Neon Lab	TTK Pharmaceuticals
Akumentis Pharma	Geno Health care	Novo Medi Science	Triton
Allen's Laboratories	Glenmark	Nouveau Medicament	Tasmed
Biochem Pharmaceuticals	Gland Pharma	Organic Medicare	Three dots Life Science
Biological E. Ltd.	Greenco Biological	Orchid	USV Ltd.
Bharat Serum & Vaccines	Gufic Bio Scinece	Panacea Biotec	United Biotech
British Biologicals	H & H Pharma	Pulse Pharma	Union Drug
Bellissa Pharmaceuticals	Heleon Health Care	Palson Drugs	Venus Remedies
Burnet Pharma	Himalayan Drugs	Panbross	Walter Bushnell
Concept Pharmaceuticals	Indcheme	Pharmakraft	Wanbury
Cohrem Pharma	Icon Life Science	Regenix Drugs	Yash Pharma
Centaur Lab	IPCA	R.P.G. Life Sciences	Zydus
Cipla	J. B. Chemicals	Raptakos Brett & Co.	Zuventus
Charak Pharma	Kontest Chemicals	Ricker	
Curatio	Linux Lab	Systopic	
Cachet Pharma	Lupin Pharmaceuticals	Sun Pharma	
Cadila Pharma	Macleods Pharmaceuticals	Strassenburg	
Dey's Medical	Micro Lab	Svizera	
Diamond Drugs	Medsol India	SRL	
Dr. Reddy's Lab	Metropolis	Solvmax	
Dyotta Numandis			
Dentaid			
DWD Pharmaceuticals			
Dr. Willmar Schwabe			

Our Team



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(Midnapore)



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(Dumdum)



Priyanka Sutradhar

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(Siliguri)



Sathi Bandyopadhyay

Branch Manager
(Siliguri)



Abantika Majumder

Event Coordinator
Konnectuz

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Siliguri Office

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West Bengal 734003



Patna Office

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For More Information Call or What'sApp
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