

Gaurav Pandey

Medical Representative

Varanasi, Uttar Pradesh · [Phone] · [Email] · [Website or LinkedIn]

PROFESSIONAL SUMMARY

B.Pharm graduate with six months as a trainee medical representative for a mid-size pharma company in the cardio-diabetic segment. Calls on general physicians and diabetologists, maintains chemist relationships and reports visits in the company field app. Comfortable with daily travel across a headquarters and outstation territory. Looking for a medical representative role in chronic therapy.

SKILLS

Doctor detailing · Product knowledge in cardio-diabetic therapy · Chemist and stockist coverage · Field reporting apps · Territory planning · Prescription follow-up · Medical camp support · Communication in Hindi and English

EXPERIENCE

Trainee Medical Representative — Mid-size Indian pharmaceutical company, chronic division, Varanasi

6 months · current

- Visit 10 to 12 doctors and 8 chemists a day across Varanasi headquarters and two outstation towns.
- Detail diabetes and blood pressure products using approved visual aids and study summaries.
- Organised two blood sugar screening camps at clinics with the area manager, following company compliance rules.
- Log calls, samples and chemist orders daily in the field reporting app with no pending entries.

Pharmacy Intern — Hospital pharmacy, Varanasi

2-month internship

- Dispensed medicines against prescriptions and learned brand and generic equivalents.
- Tracked near-expiry stock and helped arrange returns to distributors.

EDUCATION

B.Pharm — Pharmacy college affiliated to a state technical university, Varanasi

Project: patient counselling leaflet on insulin storage

Higher Secondary (PCB) — State board school, Mirzapur

CERTIFICATIONS AND REGISTRATIONS

- Company induction training in cardio-diabetic products
- Uniform Code for Pharmaceutical Marketing Practices awareness session

PROJECTS

- Doctor list cleanup — verified addresses and specialties of 150 doctors in the territory for the manager

LANGUAGES

Hindi · English · Bhojpuri