

ACTIVITY REPORT

Name of the activity	Virtual session of Mr Vipul, RSM GSK	Date	8 th Oct,2021
Name of the Coordinator(s)	Dr Ajit Bansal	Time	12:00 pm (IST)
Name of the Resource Person	Mr. Vipul	Mode	Virtual through ZOOM
Nature of the activity	Career Counselling Session	Program & Batch	BBA, 2020-23
Number of students participated	281	Academic Session	2021-22

About the Activity

Chitkara Business School organized virtual session with Mr Vipul, RSM GSK (GlaxoSmithKline) on 8th Oct 2021 at 12 pm for 2020 batch of BBA Professional. In this session, expert explained about the following key areas-

- Job purpose and skills required in the pharmaceutical sector.
- Availability and access to medicines to serve a large part of community.
- Dedicated team for the marketing to have a wide coverage.
- Engagement in the distribution channel to increase 2R.

Activity objectives and Outcome achieved

S.No	Objectives	Outcomes
1.	To provide the knowledge about essentials skills required at the time of recruitment	The students became aware of the hiring process in the pharmaceutical sector and the various skills that are required.
2.	To encourage the students to define their career paths	The students got some tips to work upon the managerial skills required to enter the pharmaceutical sector

The screenshot shows a Zoom meeting interface. On the left, a presentation slide titled "What makes a GSK career?" features a career progression diagram. The diagram shows a vertical path from "SE/MC" to "Ex VP", with intermediate levels "MBA/IPRA", "ABM", "RBM", "GM", "VP", and "MKTG". Horizontal arrows point from "SE/MC" to "ABM", "ABM" to "RBM", "RBM" to "GM", "GM" to "VP", and "VP" to "Ex VP". Additional roles "NSM" and "PM" are shown branching from "RBM" and "GM" respectively. A globe icon labeled "Global exposure" and "PULSE" is positioned next to the "GM" level. A green circle contains a list: "1. Patience", "2. Learning", "3. Performance", "4. GSK Values".

On the right, a pink box titled "LEARN AND FOCUS ON" lists seven key areas:

1. Market Knowledge
2. Product Knowledge
3. Excellent Working Relationship with Retailors
4. Team handling
5. Ethical behavior
6. GSK knowledge-process and tools
7. Communication

The Zoom interface also shows a list of participants on the far right, including names like Jyoti Verma, Deenu Sharma, and Rachal Midha.

Virtual session with Mr. Vipul, RSM, GSK