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AGENDA for Graduate Freshers Professional Skills Development Training Programme (2 DAYS)

Transform yourself from a Student to a Successful Professional...

Professional Skills Development Training Programme – DAY -1

Time	SCHEDULE	TRAINING SUBJECT
10 am -10.30 am	Challenges for Students to start a Professional career & Skills to learn to cope up these challenges..... (45 Mins)	Faculties / what is important for you to transform yourself from a student to a successful professional?
10.30 – 11.11.30 am	Professional Career-Myths & Facts (1 Hour-)	Career myths & facts; What's better for you in current / future scenario?
11.30 to 12.30	Career Options available for Pharma Graduates/D.Pharma & Other Graduate Freshers (1 Hour)	CAREER OPTIONS AVAILABLE for Graduates -PRO'S & CONS of different career options, Career ladder & evidence-based career choice with best career development examples in different segments

2.30-1.30 pm	1st Step-Developing a Professional Resume (1 Hour)	Preparation of Professional & impressive Resume & getting attention of employers. Do's & Don't - Professional Resume
1.30-2.15 pm	Lunch Break	
2.15 pm - 4.30 pm	How to crack the interview	How to face interview, Best techniques to crack the interview with best impression, Common interview questions & best answers/ Do's & Don't & individual practice to make you perfect for any Sales & Marketing job interview. Best Interview techniques...

Professional Skills Development Training Programme – DAY -2

10 -11.00 am	Organizational structures/Hierarchies to grow in career in different departments	1. To understand Organizational structures/Internal Co ordination across the Departments
11.00 to 12 am	Sales & Marketing Job description/Career ladder viz a viz other Industry jobs (1 Hour)	<ul style="list-style-type: none"> ● Understanding detailed Role & responsibilities of Sales Representatives &; ● How to be Productive /perform from first day of joining ● Promotion chances/getting shifted to PMT, HO (Product Management Team/Training team/MIS etc) or further opportunities
12.00 - 12.45 am	Initial (on boarding) induction & initial 3 months Professional challenges (1 Hour)	Job induction & how to handle beginning challenges & priorities in initial 3 months.
12.45 pm – 1.30 PM	Sales Statistics-i.e. Targets/ budgets concepts in Sales job, Sales analysis of monthly, Quarterly & Yearly targets/% Gr/YTD Gr/Per capita per month PCPM etc.(1 Hr)	<ul style="list-style-type: none"> ● Understanding the concepts of Sales Statistics & Sales analysis on different parameters & how to achieve targets & earn incentives? ● Pharma Sales Targets; ● Calculations of monthly growth; ● YTD Growth; ● % Achievement(Primary & Secondary Sales/ Brand wise Sale analysis)

		<ul style="list-style-type: none"> • Achievements required for incentives earning /promotion etc.
1.30 am -2.15 pm	Lunch Break	
2.15 pm - 4.00 pm	Professional Communication at Work place (Verbal & Written Communication) -(1 Hour)	How to keep communication (Ways & means, Principles of /Ethics of communication) with your Line managers, Colleagues, HO-PMT, HR, Distribution departments & other concerned stake holders.
4.00 pm – 4.30 pm	Q & A session.	

Benefits for you as a Package :

- *Developing a Professional Resume as a first step*
- *Advanced ways to search desired jobs best suitable for you & which offer fastest career growth...*
- *Multiple Job offers & line up your interviews from our different Clients for whom we are authorized to Recruit employees across the departments*
- *How to crack the interview in the first attempt*
- *Model general and job-specific questions and their preparation*
- *Develop an in-depth understanding of Pharma Company's functioning and Job opportunities*
- *How to shift jobs across the functions & Once you get the job, what are the challenges at the beginning of any new job - Best possible solutions to tackle these challenges*
- *Post-training ☐ lifetime free service for switching jobs, career counselling & any other professional support to step up the career ladder as we are associated with almost 200 leading Pharma Companies for Recruitment & Training.*

HURRY UP, REGISTER FOR OUR UPCOMING BATCH ON 19TH & 20TH OCT 2023 (2 DAYS)

AS A FRESHER, THE COURSE SHOULD BE AFFORDABLE – SO ... WE ARE OFFERING THIS INCREDIBLE WORKSHOP AT A **VERY AFFORDABLE PRICE**

- **Daily timings: 10.00 AM to 4.30 PM (12.00 to 12.40 pm Lunch break)**

Fee structure: [Discounted fees only for this batch]: Rs. 2,999 499 only for early birds who register on or before 17th Oct 23 (till 11 PM) & Rs.2999/ for Students registers post 18th Oct 2023.

NO OTHER CHARGES EVEN AFTER GETTING YOUR DESIRED JOB.....

Thanks & Regards...

Shahaji Chavan / Raj Jaiswal

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TO CONFIRM YOUR SEAT RUSH TO REGISTER THROUGH FOLLOWING LINK...

[CLICK HERE TO REGISTER](#)