

# Raj Chugh

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Kolhapur

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## PHARMACIST

Dynamic and results-driven Medical Chemist with over 5 years of sales experience in pharmaceutical retail. Possessing a Diploma in Pharmacy, a Bachelor's in Commerce, and certification in Pharmacovigilance, eager to leverage deep industry knowledge and business acumen to drive product awareness and build lasting relationships with healthcare professionals

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## KEY COMPETENCIES

- Strong knowledge of medicine, pharmaceutical products, and pharmacovigilance
- Sales & customer relationship management in pharmaceutical retail
- Excellent communication & networking skills with healthcare professionals
- Proficiency in Microsoft Office & CRM software
- Ability to educate customers and medical staff about product benefits & safety
- Understanding of healthcare regulations & compliance standards

## PROFESSIONAL EXPERIENCE

### Pharmaceutical Sales Executive - Wellness Medical

April 2020 - Present

- Built strong relationships with pharmacists and healthcare providers to drive sales & to ensure repeat business
- Educated customers on product benefits, dosages, and safety precautions
- Managed inventory, vendor negotiations, and sales operations

### BCRI (Bangalore Clinical Research Institute)

Jan 2023 - April 2023

#### Project Management Assistant

Certifications & Training

Pharmacovigilance Course – Bangalore Clinical Research Institute (BCRI)

Conducted research on drug safety monitoring as part of pharmacovigilance training

- Adverse drug reaction (ADR) reporting & safety monitoring
- Clinical research & drug safety assessment
- Understanding of pharmaceutical regulations (FDA, ICH-GCP, CDSCO, PV guidelines)
- Signal detection & risk assessment
- Case processing & regulatory compliance awareness

Languages - English, Hindi, Marathi, Sindhi

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## EDUCATION & CERTIFICATIONS

Diploma in Pharmacy – [Sarojini College of Kolhapur], [2021-22]

Bachelor of Commerce (B.Com) – [Shivaji University, Kolhapur], [2021-22] (Distance Education)

Pharmacovigilance Certification – Bangalore Clinical Research Institute (BCRI), [2022-23]