

Enthusiastic professional with over 4.5+ years of experience in Pharmaceutical & Life Science Industry earning reputation for resolving problems, improving customer satisfaction, and driving overall operational improvements. Consistently saved costs while increasing profits.

## Work History

2018-09 -  
Current

Medical Business Associate

Glaxosmithkline Pharma, Bengaluru, Karnataka

- Implemented diverse marketing and promotional strategies to enhance brand performance in target markets.
- Supported territory growth by working with sales leaders and using effective targeting of under-tapped regions.
- Conducted market research to collect information and insights about target market.
- Liaised with customers, management and sales team to better understand customer needs and recommend appropriate solutions.
- Showcased product features to customers and discussed technical details to overcome objections and lock in sales.
- Achieved sales goals and service targets by leveraging interpersonal communication skills and product knowledge to cultivate and secure new customer relationships.

2016-12 -  
2018-01

QC

Beloor Bayir Biotech Ltd, Bengaluru, Karnataka

- Microbiological analysis of Water, Raw materials, Finished products, Stability samples, Formulation products and Herbal samples.
- Bioburden testing of intermediate and finished products.
- Environment monitoring and Microbial Limit Test.
- Calibration of pH meter, weighing balance, autoclave, incubator etc.
- Media preparation and Growth promotion test.

# ANAMIKA MANDAL

Medical Business  
Associate

## Contact

Address

Bengaluru, Karnataka,  
560030

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om

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n/anamika-mandal-  
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## Skills

Flexible & Team Worker

Excellent Communication  
and organisational skills

Focussed,Result driven with  
perfect time management  
skills

Strong Sales and Business  
acumen

## Languages

English

Hindi

Kannada

- Chemical analysis of raw materials, finished products & stability samples.
- Preparation & review of SOP'S and COA'S.
- Online documentation after analysis of various samples (Water, Raw materials, Finished products, Stability samples, Formulation products and Herbal samples).
- Participating in customer and inter-company audit and bringing in improvement in methods of testing.

2015-12 -  
2016-05

### **Technical Assistant**

*Hindustan Unilever Research Centre, Bengaluru, Karnataka*

- Online analysis, monitoring and documentation of water reports.
- Evaluating the effect of water spiked with virus and bacteria on metals and various chemically coated membranes.
- Effect of various chemically coated membranes on cysts.
- Company: Biocon, Bangalore Role: Project Trainee, QC (Microbiology).

2013-12 -  
2014-07

### **Project Trainee**

*Biocon, Bengaluru, Karantak*

- Online analysis and documentation of water and chemical reports.
- Microbiological analysis of water.
- Environment monitoring and finished product testing.
- Chemical analysis of water.
- Calibration of pH meter, weighing balance, handled autoclave & hot air oven.
- Media preparation and Growth promotion test.

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## **Education**

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2011-06 -  
2013-06

### **Master of Science: Microbiology**

*St. Xavier's College - Kolkata*

2007-06 -  
2010-06

### **Bachelor of Science: Microbiology**

*St Xavier's College - Kolkata*

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# Personnal Details

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**Date of Birth:** 21/05/1989  
**Gender:** Female  
**Nationality:** Indian  
**Marital status:** Unmarried  
**Hobbies:** Travelling, Dancing and playing Badminton  
**Permanent Address:** 73/1, DumDum Road, Chatakal,  
Latika Apt.,Kolkata-700 074  
**Present Address:** No.26, 1/1, 2nd Cross,  
Chinnayanapalya. Adugodi Post. Bengaluru-560030