

# **CURRICULUM VITAE**



## **HARISH PAL**

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More than twenty (20) years' experience of Sales & Marketing in **Healthcare Industry (Hospital and Pharmaceutical)** for both international and domestic markets.

**# CURRENT POSITION:** Working as **freelance healthcare consultant and trainer** for hospitals and corporate houses, specially deals with medical tourism and handling all BTL & ATL activities with events, training and referrals.

## **WORKING EXPERIENCE**

- |  |                           |           |
|--|---------------------------|-----------|
| • <b>Business &amp; Marketing Head</b> | Link Hospital, Gwalior    | (3 Years) |
| • <b>Country Head (International)</b>  | Biomedicare International | (8 Years) |
| • <b>Group Product Manager</b>         | Wisdom Pharma             | (2 Years) |
| • <b>Product Manager</b>               | Claris Lifesciences       | (3 Years) |
| • <b>Product Executive</b>             | Lark Laboratories         | (2 Years) |

## **COUNTRIES VISITED & WORKED**

Russia, Belarus, Germany, Italy, Switzerland, Poland, Uzbekistan, Sri Lanka, Nepal, Thailand, Malaysia, Austria, Dubai

## **ORGANIZATIONS I ASSOCIATE & WORKED WITH**

WHO, FAO, UNESCO, UNICEF, FIP, IPSF, IAAS, IPA, FICCI, CII, NACO, AIIMS, IITM, ICG, USI, OSI, Amity, Manglaytan, Shoolini, GTU, Lions Club, Rotary Club, JCI, JCOM, InPharm, ICOME, Syngenta, Bayer.

## **PERSONAL INFORMATION**

- |   |                                  |   |   |
|---|----------------------------------|---|---|
| # | <b>Date of Birth &amp; Place</b> | : | 01 August 1978, Gwalior (M.P.)  |
| # | <b>Father's Name</b>             | : | Shri. S. L. Pal (Retd. From FCI)  |
| # | <b>Spouse &amp; Family</b>       | : | Mrs. Neeru (CBSE School Teacher)<br>One Daughter (14 years old)   |
| # | <b>Personal Attributes</b>       | : | Single minded, Optimistic, Faith in God,<br>Planned working, Strong beliefs in Firmness,<br>Fairness & Clarity. |
| # | <b>Interests</b>                 | : | Creative Writing, Reading, Travelling,<br>Training, Event Management  |
| # | <b>Linguistic Skills</b>         | : | Hindi, English, Russian   |

## **ACADEMIC QUALIFICATION**

- # PGDM (Hospital Administration) from PIPS, Gwalior **(First Division)**
- # B. Pharm from Jiwaji University, Gwalior **(First Division)**
- # XII Class (PCB) from Miss Hill School, Gwalior **(First Division)**
- # X Class from Miss Hill School, Gwalior **(First Division)**

## **OTHER CERTIFICATION**

- # Certificate Program on **Medical Tourism** from IITTM, Gwalior.
- # Certificate program on **Drug Delivery and Patient Safety** from IPA-CPA.
- # Certificate in **Advanced Computing** from Bhartiya Vidya Bhavan (Topper).
- # **Workshop & Certificate** Program on **Digital Marketing** from MSME.
- # Certified **Business Coach** from Junior Chamber International-JCOM, Bangaluru.

## **INTERNSHIP**

- # Four months Pharma Marketing Workshop & Training from **Novartis, Mumbai**.
- # Three months Pharma Industrial Training from **RDPL (Rajasthan Drugs & Pharmaceutical Limited), Jaipur**.
- # WHO-GMP Program at **Novartis campus, Zurich, Switzerland**.
- # CSR Workshop by **Pfizer International at Warsaw city, Poland**.

## **EXTRA CURRICULAR ACTIVITIES**

- # Conceptualize, Planned and *hosted more than 200 Regional, National and International events* (CME's, Conferences, Seminars, Camps and Training Programs for students and professionals).
- # Worked as **Editor, co-editor and writer** for different healthcare and general magazine for healthcare Professionals and general community.
- # Elected & served as President for **InPharma Association-Bengaluru**, President for **IPSF-Netherlands**, Secretary for **SAARC Pharmaceutical Forum** and Asia Pacific Head for **IAAS-Belgium**.
- # Elected & served as *President for Rotaract Club-Gwalior, Project Director for Lions Club-Delhi*, Mentor as *Pharma Club-Greater Noida*.

- # Freelance worked for Media houses for **celebrity interviews and social awareness activities**, represented school & college in different scientific & cultural events (Both National & International).
- # Received more than **15 excellence awards** in various field from various professional organizations.
- # Received more than **25 appreciation certificates** from various national and international organizations.
- # More than **20 healthcare articles** published in leading healthcare & pharma magazines.
- # **Yoga Trainer** with **Art of Living**, specialize in pranayama and Sudarshan Kriya.
- # Recently hosted an event for **Indo-UK Healthcare Alliance** on **Road Safety and Trauma Management**.
- # Successfully hosted and managed a conference for **Urological Society of India (USI) FINANCECON**.
- # Hosted an event “**Jewels of Healthcare**” in association with **Indian Medical Association (IMA)** to felicitate senior healthcare consultants from Gwalior.



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**Gwalior (INDIA)**