



CREATING WORLD CLASS HEALTHCARE PROFESSIONALS

**SCHOLARSHIPS
AVAILABLE***

*Limited Time Offer. T&C Apply

**Tech
Mahindra** 
SMART
ACADEMY FOR HEALTHCARE
A Tech Mahindra Foundation Initiative

INFRASTRUCTURE & RESOURCES



DIALYSIS LAB



X-RAY LAB



BASIC SKILLS LAB



OPERATION THEATRE LAB



ADVANCE LIFE SUPPORT
AMBULANCE



COMPUTER LAB



EXPERIENCED FACULTY



LIBRARY



MODERN CLASSROOMS

SALIENT FEATURES

- World-class Infrastructure
- Personalised Classroom Training
- Best-in-class Study Material
- English Speaking, Personality Development, Soft Skills and IT Skills
- Expert Faculty
- Industry-accepted Curriculum
- Exposure to Community Health Projects
- On-the-job Training & Placement Assistance in Leading Hospitals

TRAINING AFFILIATES & PARTNERS



Indian Medical Association



Healthcare Sector Skill Council



Life Sciences Sector Skill
Development Council



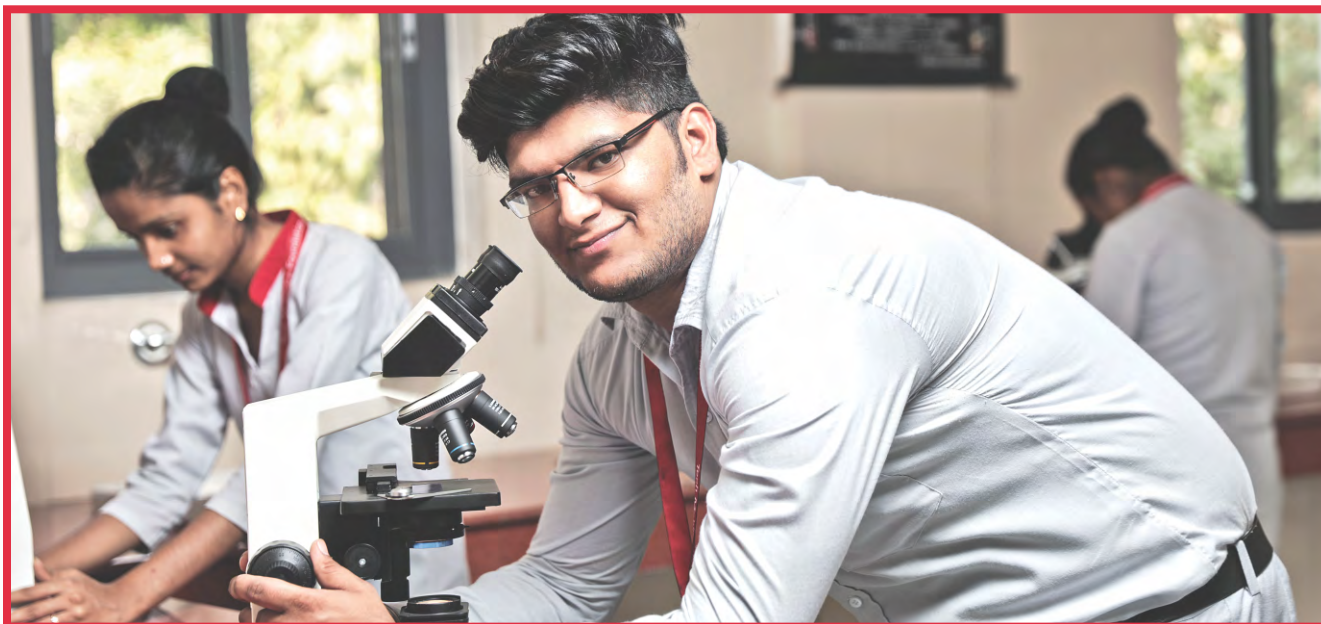
Maharashtra State Board of
Skill Development



Diploma in Medical Laboratory Technician



Diploma in Medical Laboratory Technician



Duration - 2 Years

COURSE OBJECTIVES

The course includes elements of blood bank management, materials management, supply chain management as well as lab information system management. Additionally, students from this course are trained to clean and maintain lab equipment, manage biomedical waste and adhere to quality control standards as per the NABL regulations.

The course curriculum covers the following topics:

- » Introduction to Patient Care, Lab Technology & Equipment
- » Basic Pathology & Diagnostic Techniques
- » Basic & Clinical Biochemistry
- » Basic & Systemic Medical Microbiology
- » Basic Haematology, Immunology, Parasitology, Histology & General Pharmacology
- » Blood Banking, Phlebotomy & Handling Special Samples
- » Fine Needle Aspiration Technique
- » Storage & Transportation of Samples
- » Lab Information Management System
- » Biomedical Waste Management
- » Infection Control
- » Maintenance & Cleaning of Lab Equipment
- » Materials Management & Supply Chain Management

ELIGIBILITY

- » Education - Class XII (Science)
- » Minimum age - 17 Years

CERTIFICATION

Diploma jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Indian Medical Association (IMA)
- » On-the-job Training Partner

FACILITIES

- » Basic skills lab with phlebotomy dummy, sterilisation station & an autoclave
- » Advanced medical lab equipped with sample collection stations, microscopes, centrifuges etc
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 6 months long supervised on-the-job training at a reputed hospital

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

Mumbai Healthcare Academy: Auxilium Convent School, 6, Pali Hill, Rajendra Chowk, Bandra (W), Mumbai - 400050

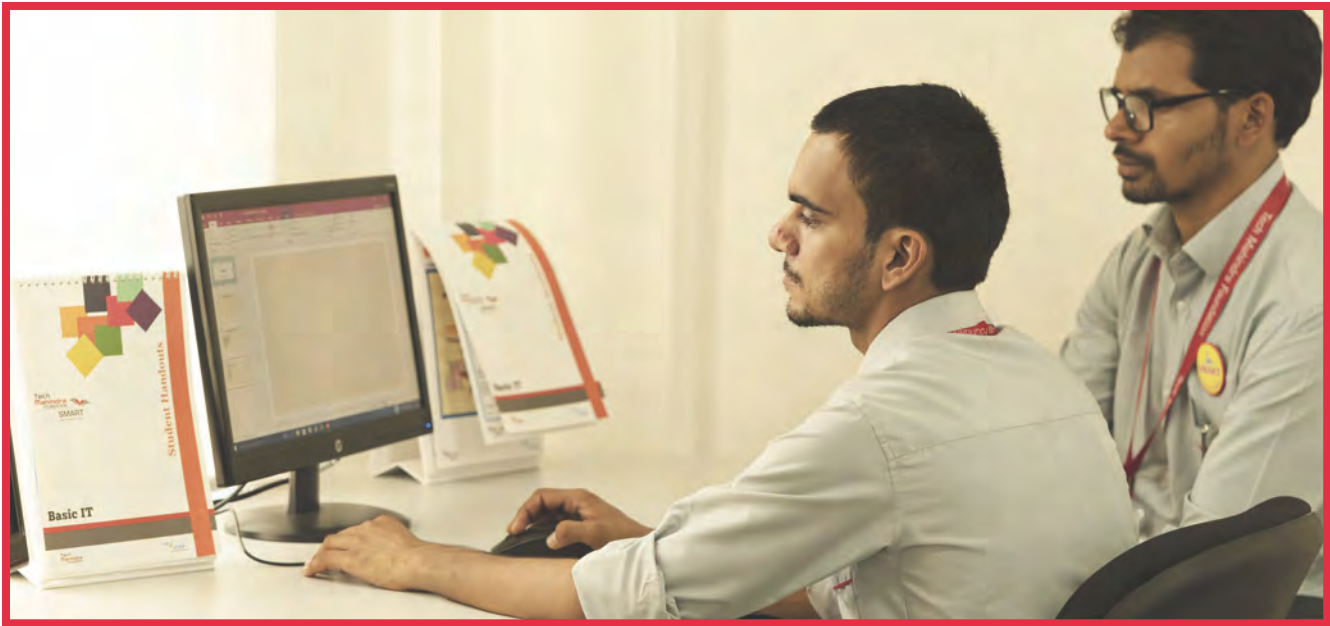
Pune Healthcare Academy: Eusebia Welfare Centre, Sr No 93/92/2+3, Mundhwa Road, Mundhwa, Pune - 411036, Maharashtra

Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



Diploma in Medical Record Technology

Diploma in Medical Record Technology



Duration - 2 Years

COURSE OBJECTIVES & CONTENT

This course trains students to handle medical case sheets and records in a scientific manner. They are taught how to prepare a file for storage after checking it for completeness. They are also trained in filing reports as required by the local health and governmental authorities as laid down in the country.

The course curriculum covers the following topics:

- » Basic Anatomy, Physiology & Pathology
- » Reading a Medical Report
- » Medical Record Science
- » Medical Terminology
- » Hospital Information Systems
- » Biostatistics
- » International Classification of Diseases (ICD10) coding
- » Basics of Medical Transcription
- » Preparing a Medical Report, Medical History
- » Formatting Guidelines, Proofreading & Editing
- » Transcription Procedures & Common Errors
- » Understanding Different Accents
- » Advanced English Grammar & Language
- » Legal and Ethical Aspects of Medical Records
- » Using Software to Maintain Medical Records
- » Software for Medical Transcription

ELIGIBILITY

- » Education - Class XII
- » Minimum age - 17 Years

CERTIFICATION

Diploma jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Indian Medical Association (IMA)
- » On-the-job Training Partner

FACILITIES

- » Fully equipped computer lab with ICD-10 coding software
- » Language lab to facilitate better accent comprehension for medical transcription
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 6 months long supervised on-the-job training at a reputed hospital

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

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Diploma in X-ray & Imaging Technology

Diploma in X-ray & Imaging Technology



Duration - 2 Years

COURSE OBJECTIVES

This course trains students to work as radiology technicians in radiology departments and clinics. After undergoing a basic training in human anatomy and physiology, they are taught to handle X-ray equipment, develop X-ray films using both wet development and the computerised X-ray machines, CT Scan, MRI and ultra sound sonography.

The course curriculum covers the following topics:

- » Introduction to Imaging Technologies
- » Basic Anatomy, Physiology and Pathology
- » Radiological Physics
- » Basic Concepts and Production of X-ray
- » Positioning of the Patient
- » Radiographic Photography and Dark Room Technique
- » Radiographic Imaging Material and Equipment
- » Routine & Special Radiographic Procedures
- » Radiation Protection
- » Modern Imaging Techniques
- » Computerised Tomography
- » Cath Lab
- » Ultrasonography
- » Magnetic Resonance Imaging
- » Special Procedures and the Use of Contrast Media
- » Hospital Practice & Safety Procedures

ELIGIBILITY

- » Education - Class XII (Science)
- » Minimum age - 17 Years

CERTIFICATION

Diploma jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Indian Medical Association (IMA)
- » On-the-job Training Partner

FACILITIES

- » Basic skills lab that emulates a hospital ward, with dummies
- » Access to fully-fledged CT Scan, MRI, sonography diagnostic centre through a partner hospital
- » X-Ray lab with a dark room for wet development and a computer room for digital reports
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 6 months long supervised on-the-job training at a reputed hospital

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

Mumbai Healthcare Academy: Auxilium Convent School, 6, Pali Hill, Rajendra Chowk, Bandra (W), Mumbai - 400050

Pune Healthcare Academy: Eusebia Welfare Centre, Sr No 93/92/2+3, Mundhwa Road, Mundhwa, Pune - 411036, Maharashtra

Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



Diploma in Dialysis Technician

Diploma in Dialysis Technician



Duration - 2 Years

COURSE OBJECTIVES

The course trains students to become skilled dialysis technicians, capable of handling haemodialysis and peritoneal dialysis on both Fresenius and B Braun dialysis machines. The course also includes training on the preparation of dialysis fluids, as well as the washing and storage of dialyzers for reuse. Our training includes running safety checks for the machine settings, particularly the pressures, conductivity, and temperature.

The course curriculum covers the following topics:

- » Basic Anatomy, Physiology and Pathology
- » Basic & Clinical Biochemistry
- » Basic & Systemic Microbiology, General Pharmacology
- » Renal Anatomy, Physiology & Renal Nutrition
- » Common Kidney Disorders, Diagnosis of Kidney Disease
- » Management of Kidney Disease
- » Predialysis Preparation and Assessment
- » Peritoneal Dialysis & Haemodialysis
- » Vascular Access
- » Heparin Therapy
- » Complications Arising from Haemodialysis
- » Haemodialysis Prescriptions
- » Water Treatment Methods

ELIGIBILITY

- » Education - Class XII
- » Minimum age - 17 Years

CERTIFICATION

Diploma jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Indian Medical Association (IMA)
- » On-the-job Training Partner

FACILITIES

- » Basic skills lab with an autoclave & sterilisation station
- » Fully functional dialysis lab with Fresenius & B Braun Dialysis machines
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 6 months long supervised on-the-job training at a reputed hospital

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

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Diploma in Operation Theatre Technician



Diploma in Operation Theatre Technician



Duration - 2 Years

COURSE OBJECTIVES

This course trains students to maintain and prepare an operation theatre for surgery. They are trained in setting up the theatre and instrument trolleys for specific surgeries which includes positioning the operation table and patient, and thereafter assisting a surgeon during surgery. They are also trained in autoclaving and sterile supplies required for use in the theatre.

The course curriculum covers the following topics:

- » Basic Anatomy, Physiology, Pathology
- » General Pharmacology
- » General Surgery, Anaesthesia
- » Pre-operative Care
- » Operative Care
- » Operation Theatre Setup
- » Equipment Care and Maintenance
- » Sterilisation of Operation Theatre & Surgical Equipment
- » Positioning and Assistance for Operation Theatre Procedures
- » Basic Nursing Skills and Critical Care
- » Disposal of Medical Waste
- » Collection of Samples & Handling for Further Examination or Analysis
- » Pre and Post Operation Patient Handling
- » Medicolegal Aspects of Anaesthesia
- » Patient Rights and Consent, Medical Ethics

ELIGIBILITY

- » Education - Class XII (Science)
- » Minimum age - 17 Years

CERTIFICATION

Diploma jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Indian Medical Association (IMA)
- » On-the-job Training Partner

FACILITIES

- » Basic skills lab with dummies for injections, CPR, tube feeding, catheter, sterilisation station & an autoclave
- » Operation theatre lab fully equipped with an operation theatre table and attachments
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 6 months long supervised on-the-job training at a reputed hospital

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

Mumbai Healthcare Academy: Auxilium Convent School, 6, Pali Hill, Rajendra Chowk, Bandra (W), Mumbai - 400050

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Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



Diploma in Cardiac Technology



Diploma in Cardiac Technology



Duration - 2 Years

COURSE OBJECTIVES

The Cardiac Technology has been designed to bridge the gap in critical care practice and develop technicians skilled in the management of critical life-supporting equipment with a focus on the care of seriously ill patients. The course has been designed to train students to conduct ECG and other highly technical cardiology diagnostic equipment including cathlabs, handle complex ICU equipment like ventilators, defibrillators, pacemaker implants etc.

The course curriculum covers the following topics:

- » Introduction to Cardiac Care Technology
- » Hospital Organisation and Functioning
- » Basic Anatomy and Physiology
- » Basic Pharmacology related to Cardiac and Critical Care
- » Electrocardiography - ECG
- » Echocardiography & Treadmill Test
- » Introduction to Cath Lab Procedures and pacemakers
- » Grinding and making of Spectacles
- » Introduction to Critical Care
- » Types of Critical Care Units and Departments
- » Ventilators and Ventilatory Support
- » Care and Monitoring of Unconscious and Critical patients
- » Infection Control Practices
- » Biomedical Waste Management

ELIGIBILITY

- » Education - Class XII (Science)
- » Minimum age - 17 Years

CERTIFICATION

Diploma jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Indian Medical Association (IMA)
- » On-the-job Training Partner

FACILITIES

- » Operation Theatre Lab, Basic Skills Lab, Advanced Life Saving Ambulance
- » IT lab, English training and soft skills training
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 6 months long supervised on-the-job training at a reputed hospital

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

Mumbai Healthcare Academy: Auxilium Convent School, 6, Pali Hill, Rajendra Chowk, Bandra (W), Mumbai - 400050

Pune Healthcare Academy: Eusebia Welfare Centre, Sr No 93/92/2+3, Mundhwa Road, Mundhwa, Pune - 411036, Maharashtra

Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



Emergency Care Assistant

Emergency Care Assistant



Duration - 12 Months

COURSE OBJECTIVES

This course trains students to handle emergency situations like road accidents, medical emergencies at home and at remote areas. The technicians are taught to administer expert care in a pre-hospital care situation, followed by evacuation to an appropriate health facility. They can be deployed in ambulances, emergency rooms, public health departments or areas, clinics etc.

The course curriculum covers the following topics:

- » Assessment & Evaluation of Medical and Trauma Patients
- » CPR & usage of AED
- » Starting IV lines & Administration of Emergency Drugs
- » Assessment & Pre-hospital Care of Medical Conditions of different Body Systems
- » Dressing & Bandaging
- » Stabilisation & Correct pick up Techniques
- » Evacuation of Trauma Patients, including Comatose and Spinal Injury Patients
- » Basic Anatomy & Physiology
- » Infection Control & Biomedical Waste Management
- » Management of Specific Emergencies - Poisoning, Burns, Head and Spinal Injuries, Paediatric Emergencies, Mass Casualty Incidents, Diabetic Emergencies etc.
- » Care and use of common Medical Devices
- » Code of conduct for an EMT, Patient Rights & other Legal Issues

ELIGIBILITY

- » Education - Class XII
- » Minimum age - 18 Years

CERTIFICATION

Certificate jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Healthcare Sector Skill Council (HSSC)
- » On-the-job Training Partner

FACILITIES

- » Basic skills lab with dummies for injections, CPR, tube feeding, catheter, sterilisation station & an autoclave
- » Advanced life support training ambulance
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 4 months long supervised on-the-job training at a reputed hospital

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

Mumbai Healthcare Academy: Auxilium Convent School, 6, Pali Hill, Rajendra Chowk, Bandra (W), Mumbai - 400050

Pune Healthcare Academy: Eusebia Welfare Centre, Sr No 93/92/2+3, Mundhwa Road, Mundhwa, Pune - 411036, Maharashtra

Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



Post-Graduate Certificate in Hospital Front Office & Billing Executive



Post-Graduate Certificate in Hospital Front Office & Billing Executive



Duration - 6 Months

COURSE OBJECTIVES

This course has been designed to cater for the growing need for trained billing executives in healthcare facilities. They are trained to recognise medical terminologies, abbreviations and diagnoses. They are also trained to work on hospital information systems for real time online billing and hospital operation work.

The course curriculum covers the following topics:

- » Organisation of a Hospital and its Departments
- » Medical Terminologies and Abbreviations
- » Basic Human Anatomy & Physiology
- » Procedures carried out by Different Departments
- » Hands-on Training on HIS
- » Handling of Cash Paying Patients
- » Handling of Medical Insurance Holders
- » Handling of Patients referred by CGHS & ECHS Clinics
- » Process flow of a Patient
- » OPD Billing Flow
- » IPD Billing Flow
- » Handling Stress and Difficult Situations

ELIGIBILITY

- » Education - Pursuing last year of Graduation
- » Minimum age - 18 Years

CERTIFICATION

Certificate jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » On-the-job Training Partner

FACILITIES

- » Fully equipped computer lab with ICD-10 coding software
- » Language lab to facilitate better accent comprehension for medical transcription
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 2 months long supervised on-the-job training at a reputed hospital

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

Mumbai Healthcare Academy: Auxilium Convent School, 6, Pali Hill, Rajendra Chowk, Bandra (W), Mumbai - 400050

Pune Healthcare Academy: Eusebia Welfare Centre, Sr No 93/92/2+3, Mundhwa Road, Mundhwa, Pune - 411036, Maharashtra

Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



General Duty Assistant

General Duty Assistant



Duration - 6 Months

COURSE OBJECTIVES

This course trains students to work as nursing aides in hospitals and home care scenarios and they can also provide basic nursing care. They are taught to support nurses and also directly handle ill patients who are unable to look after themselves in both hospital and home care settings.

The course curriculum covers the following topics:

- » Basic Anatomy & Physiology
- » General Health & Hygiene
- » Understanding Hospitals & the Healthcare System
- » Special Skin Care for Radiotherapy, Pressure Sores
- » Caring for the Visually Impaired
- » Role of a Patient Care Assistant
- » Daily Care for a Patient
- » Administering Drugs as per Prescriptions
- » Basic Nursing Skills
- » Disposal of Medical Waste
- » Understanding Body Mechanics
- » Patient Handling, Lifting, and Moving Patients
- » Fall Prevention Care and Restraints
- » Emergency First Aid and CPR

ELIGIBILITY

- » Education - Class X
- » Minimum age - 18 Years

CERTIFICATION

Certificate jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Healthcare Sector Skill Council
- » On-the-job Training Partner

FACILITIES

- » Basic skills lab with dummies for injections, CPR, tube feeding, catheter sterilisation station & an autoclave
- » IT lab, English training and soft skill training
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 3 months long supervised on-the-job training at a reputed hospital or laboratory

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

Mumbai Healthcare Academy: Auxilium Convent School, 6, Pali Hill, Rajendra Chowk, Bandra (W), Mumbai - 400050

Pune Healthcare Academy: Eusebia Welfare Centre, Sr No 93/92/2+3, Mundhwa Road, Mundhwa, Pune - 411036, Maharashtra

Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



Phlebotomy Technician

Phlebotomy Technician



Duration - 6 Months

COURSE OBJECTIVES

The course is designed to prepare health care professionals to draw quality blood samples from patients and prepare specimens for medical testing. A Phlebotomy Technician is an expert in the techniques involved in minimising pain and discomfort during the procedure of extracting blood.

The course curriculum covers the following topics:

- » Introduction to Healthcare in India
- » Basic Structure and Functioning of the Human Body
- » Medical Terminology and Abbreviations
- » Introduction to Medical Laboratory Technology
- » Introduction to Microbiology
- » Introduction to Biochemistry
- » Collection of Blood for Various Tests
- » Collection of Other Samples for Analysis
- » Laboratory Safety and Standard Precautions
- » Preparation of Blood Smears
- » Storage of Different Samples
- » Sample Transportation
- » Laboratory Information System
- » Infection Control
- » Biomedical Waste Disposal

ELIGIBILITY*

- » Education - Class XII (Science)
- » Minimum age - 18 Years

CERTIFICATION

- » Certificate jointly issued by
- » Tech Mahindra SMART Academy for Healthcare
- » Healthcare Sector Skill Council
- » On-the-job Training Partner

FACILITIES

- » Basic skills lab with mannequins for injections, CPR, tube feeding, catheter, sterilisation station & an autoclave
- » Fully equipped Pathology lab
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 2 months long supervised on-the-job training at a reputed hospital or laboratory

*Two-wheeler's Driving License Mandatory

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

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Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



Hospital Hygiene Assistant

Hospital Hygiene Assistant



Duration - 15 Days

COURSE OBJECTIVES

The Hospital Hygiene Assistant Course has been designed to train youth for hospital hygiene, sanitation and infection control practices. This training will help the student to minimize the hospital related infection, and support or aide to nursing and paramedical staff working in the Hospitals.

The course curriculum covers the following topics:

- » Biomedical Waste Management
- » Personal Hygiene
- » Cleaning procedures and protocols for Hospital set up
- » Hospital Housekeeping equipment handling
- » Disinfectants and their correct usage and tools for cleaning
- » Decantation of the medical device like Urine Bag, Bedpan, diapers etc.
- » Body Mechanics related to patient shifting with stretcher, wheelchair, and movable beds
- » Patient Safety
- » Hospital Infection control practices
- » Setting up the attendants trolley with appropriate linen and supplies

ELIGIBILITY

- » Education - Class VIII
- » Minimum age - 18 Years

CERTIFICATION

Certificate jointly issued by

- » Tech Mahindra SMART Academy for Healthcare
- » Healthcare Sector Skill Council

TRAINING & PLACEMENT

- » 15 days Training includes online classes and on the job training in healthcare setup

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

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Mumbai Healthcare Academy: Auxilium Convent School, 6, Pali Hill, Rajendra Chowk, Bandra (W), Mumbai - 400050

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Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210



Certificate in Medical Sales Representative



Certificate in Medical Sales Representative



Duration - 4 Months
(Including 1 month On-the-job training)

COURSE OBJECTIVES

The course curriculum of Medical Sales Representative will train aspirants to implement different strategies to build awareness of medical supplies and employer companies. As a part of the course, students will also be trained to interpret current physician referral patterns, trends, and financial margins.

The course curriculum covers the following topics

- » Introduction to Indian Pharmaceutical & Healthcare Industry
- » Understand the role of MSR and regulation of MSR in the Pharma Industry
- » Role of MSR in the Healthcare Service Sector
- » Major stakeholders and sale and distribution system in Pharma & Biopharma
- » Anatomy & Physiology
- » Fundamentals of Pharmacology
- » Disease Pathology & Management
- » Pharmaceutical Marketing
- » Introduction to pre-sales activities
- » Pharma & Healthcare service sales
- » Market Research and Analysis and Retail Chemist Prescription Audit
- » Drug Safety Reporting - Introduction to Pharmacovigilance
- » Organizing Medical events and conference
- » Day to day activities and Job roles

ELIGIBILITY

- » Education - Class 12 (Science)/D Pharma
- » Minimum age - 18 Years

CERTIFICATION

- » Certificate issued by Tech Mahindra SMART Academy for Healthcare

FACILITIES

- » Smart Classrooms and IT Lab
- » Online & Personalised Classroom Training

TRAINING & PLACEMENT

- » Mandatory 1 month On-the-job training/ internship
- » Placement Assistance

Delhi Healthcare Academy: Harijan Sevak Sangh, Gandhi Ashram, Kingway Camp, Near GTB Nagar Metro, New Delhi - 110 009

Mohali Healthcare Academy: D-187, Phase 8B, Industrial Area, Sahibzada Ajit Singh Nagar, Mohali - 160 071, Chandigarh

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Pune Healthcare Academy: Eusebia Welfare Centre, Sr No 93/92/2+3, Mundhwa Road, Mundhwa, Pune - 411036, Maharashtra

Navi Mumbai: Prem Dan Social Service Center, Plot No. 5, Sector-5, Kharghar, Navi Mumbai, Maharashtra 410210

About Tech Mahindra Foundation

Tech Mahindra Foundation (TMF) is the corporate social responsibility arm of Tech Mahindra Limited, a Mahindra Group Company. The Foundation set up in 2006, as a Section 25 Company (referred to as a Section 8 Company in the Companies Act, 2013), has been working tirelessly in the areas of education, employability, and disability, with a keen focus on corporate volunteering.

The Foundation works with the mandate that 50% of its beneficiaries are women and 10% are Persons with Disabilities. Over the year, it has impacted 3,32,732* direct beneficiaries across all programs. In addition, over 2.7* million lives impacted through our 582* COVID Relief Projects across 17 states in India.

Our Focus Areas

EMPLOYABILITY

SMART (Skills-for-Market Training) is the Foundation's flagship employability program to empower youth from economically backward urban communities. It provides them with the requisite employability skills through structured training programs, ensuring that they are placed in suitable dignified jobs. The Foundation has been implementing the SMART program by establishing a network of SMART Academies and Centres - run both directly and through other partner implementing agencies.

EDUCATION

The Foundation works in Government schools through its ARISE (All Round Improvement in School Education) program with the objective of holistic development of children in these schools. Moreover, Shikshaantar is the Foundation's training program focusing on teacher empowerment and capacity enhancement through modern-day subject matter and pedagogical practices. The Foundation has also launched Mobile Science Lab, where a bus equipped with hands-on activities of EVS (Science) visits the Government schools to facilitate the learning of students from Classes 3 to 5.

DISABILITY

The Foundation believes that there is Ability in Disability. With the focus on creating an inclusive world and providing a life of dignity and confidence, we are working in the area of education and skill development for children and youth with disabilities, respectively. This is done through ARISE+ (All Round Improvement in School Education for Children with Disabilities) and SMART+ (Skills-for-Market Training for Persons with Disabilities). ARISE+ is a program that encourages children with disabilities to become a part of mainstream education. The SMART+ program focuses on providing employable market-related entrepreneurial skills and opportunities to youth with disabilities.

VOLUNTEERING

Corporate Volunteering lies at the heart of Tech Mahindra Foundation's ethos. Employees volunteer and contribute to driving positive social change while simultaneously enhancing their own capacities for empathy and compassion. This is how we *#RiseforGood!*

📍 **NEW DELHI**

Harijan Sevak Sangh, Gandhi Ashram
Kingsway Camp, New Delhi - 110 009

📍 **MOHALI**

D-187, Phase 8B, Industrial Area
Sahibzada Ajit Singh Nagar, Mohali - 160 071

📍 **MUMBAI**

Auxilium Convent School, 6, Pali Hill
Rajendra Chowk, Bandra (W), Mumbai - 400050

📍 **PUNE**

Eusebia Welfare Centre, Sr No 93/92/2+3
Mundhwa Road, Mundhwa, Pune - 411036
Maharashtra

📍 **NAVI MUMBAI**

Prem Dan Social Service Center
Plot No. 5, Sector-5, Kharghar, Navi Mumbai
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