

SUMMER INTERNSHIP PROGRAM

at

Octavus Consulting



From 12th May 2025 to 25th July 2025

A REPORT BY

Ayush Dhutty

Masters of Business Administration

(Pharmaceutical Management)

Roll no- 0620

2024-26

under the Mentorship of

Ashok Peepliwal





Date: 25/07/2025

INTERNSHIP COMPLETION CERTIFICATE

This is to certify that, **Mr. Ayush Dhutty**, student of IIHMR Jaipur has completed his internship at '**Octavus Consulting**, located in **B-66, Sector 63 Rd, B Block, Sector 63, Noida, Uttar Pradesh 201301**', from **12th May 2025** to **25th July 2025**. His guide/mentor during the project was **Ms. Ruchi Sengar**, Associate Consultant.

The overall performance shown by him during the period was good. This certificate is being issued to meet the requirements of the IIHMR University.

We wish him all the best for future endeavours.

For Octavus Consulting

Ms. Ruchi Sengar
Associate Consultant



CERTIFICATE OF INTERNSHIP

This internship program certificate is proudly
awarded to

Ayush Dhutty

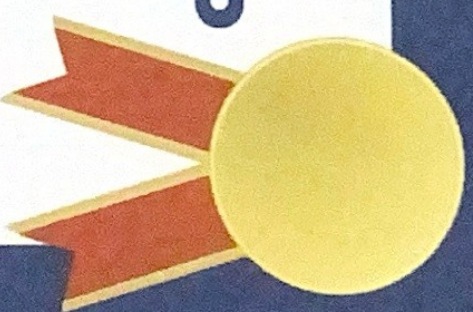
For his outstanding completion of the compulsory internship
program at Octavus Consulting as an Intern Analyst from
12th May to 25th July 2025.



Himanshu Sehgal
CEO



Ruchi Sengar
Program Manager

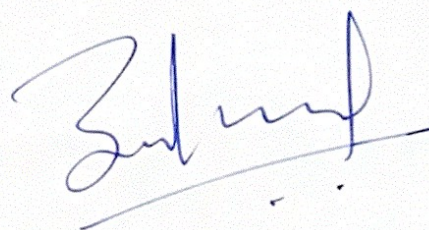


IIHMR University Faculty Mentor Approval

This is to certify that **Mr. Ayush Dhutty** of academic year 2024-26 of **School of Pharmaceutical Management** has prepared a poster with respect to his summer internship held during May 2025 - July 2025.

He has carried out work as per the guidelines. His poster is approved for presentation.

Date: 25/07/2025

A handwritten signature in blue ink, appearing to read 'Ashok Kumar Peepliwal', with a horizontal line underneath.

Dr. Ashok Kumar Peepliwal

Professor

ABOUT COMPANY

Octavus Consulting is a **global consulting firm** that offers tailored services including **competitive intelligence**, product strategies, **marketing analytics**, digital health solutions, conference coverage, as well as brand building for diverse Life science sectors such as Biopharma, MedTech, Diagnostics, Digital health, Animal health, and Healthcare start-ups. With **500+** projects delivered, **150+** happy customers, and **50+** informed decisions, we empower clients for leadership.

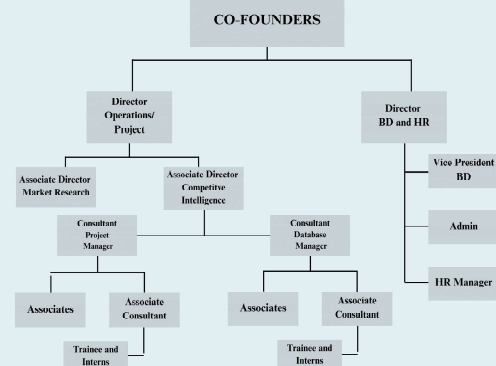
MISSION

- Be a reliable partner to clients and be a precious asset to communities.
- Approach every project using passion and commitment so that you ensure excellence in delivery.
- Build real, shared worth using distinct, original answers.

VISION

- Perceptions that will be timely also accurate are delivered for such planned decisions.
- Leverage with technology and with knowledge and also dynamic data.
- Offer impactful solutions. These solutions empower clients to drive growth.

ORGANISATION STRUCTURE



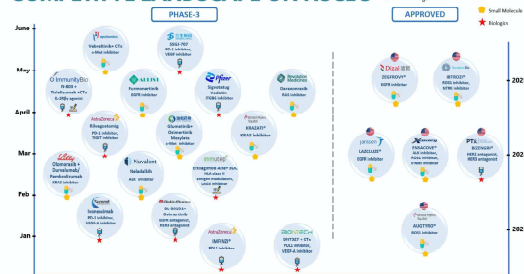
PRACTICAL VS THEORETICAL UNDERSTANDING

- Secondary research methods; implementation
- Excel skills Implementation
- Clinical trials concepts; CT analysis
- Pharmacoepidemiology
- Pharmacology
- Regulatory concepts (IND, NDA, ANDA, Designations, novel therapies)

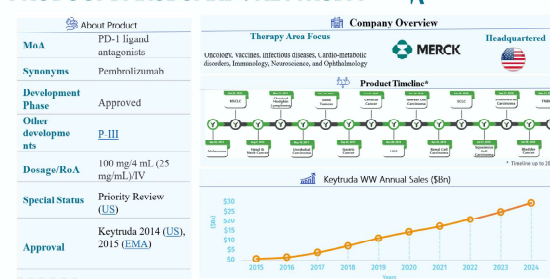
PROJECT DESCRIPTION

- Analyzed U.S. FDA-approved NSCLC immunotherapy drugs (2023–mid-2025) and Phase 3 clinical trials from the past 6 months using data from Drugs@FDA and ClinicalTrials.gov, highlighting recent innovation trends and treatment positioning.
- Developed a competitive landscape by evaluating drug mechanisms (PD-1, PD-L1, TIGIT), trial strategies, and regulatory designations, using insights from ClinicalTrials.gov, company pipelines, and published literature on PubMed.
- Created a product intelligence dashboard for Keytruda, covering its mechanism of action, U.S. approval timeline, and annual global sales (2015–2024), leveraging Merck's investor reports for benchmarking.

COMPETITIVE LANDSCAPE ON NSCLC



PRODUCT DAHSBOARD : KEYTRUDA



- Keytruda is a leading **PD-1 inhibitor** approved for multiple cancer types
- It has demonstrated rapid and consistent annual sales growth, reaching over **\$30B** worldwide by 2024
- Developed by Merck, Keytruda is central in oncology with ongoing **Phase III** trials.

STRENGTHS

- Market research,
- CI, and media publishing expert
- Customer centric/ Customized approach
- Deal database

WEAKNESSES

- Narrow reach
- beyond biopharma
- Limited Size & Scale
- Dependent on
- inconsistent public sources

SWOT

- Intense Competition
- Changing Industry Trends
- Regulatory changes limiting data access
- Data gaps risk credibility

- Expansion into new markets
- Strengthen presence in global markets
- Strategic Partnership & collaboration
- focus on emerging niches like immuno-oncology

THREATS

OPPORTUNITIES

KEY LEARNINGS

SECONDARY RESEARCH

- Gain broad perspective from readily available information.
- Quickly extract insights from existing information

COMPETITIVE LANDSCAPE

- Competitor Market Analysis
- Understand the market trend
- Maintain ongoing vigilance

IMPROVED SOFT AND TECHNICAL SKILLS

- Enhanced proficiency with PowerPoint and Excel.
- Greatly improved communication, presentation, and market research abilities.

PRODUCT PROFILING

- Aligning R&D with Market and Regulatory Needs
- Enhanced Decision Making and Resource Optimization

CT AND PIPELINE ANALYSIS

- Emphasizes the importance of trial phase
- Assesses market and portfolio potential

KOL EXPERTISE

- Use KOL insights to identify unmet needs
- Understand their role across drug lifecycle

CHALLENGES FACED

Ensuring data accuracy and quality.

Navigating the complexities of competitive landscape analysis.

Effectively balancing speed and thoroughness while managing multiple parallel tasks under time-sensitive conditions

Handling language barriers and limited information when researching non-English sources/ Identifying and verifying official websites of Chinese and Japanese companies.

SUGGESTIONS

Develop a resource library

Promote flexible, results-oriented work culture

Enhance access to international company data OR Invest in or subscribe to better tools/databases that provide verified information about global companies, especially regions like China and Japan

Leverage AI for smarter information access.

VALUE ADDITION

- ✓ Professional Growth
- ✓ Skills Enhancement
- ✓ Market Research & Analysis
- ✓ Networking and Connection Building

Reporting Format

Week 1

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: ANALYST INTERN

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 01

From: 12 MAY 2025 to 17 MAY 2025

Activity Done	• Recognized the fundamentals of clinical trials • learned about the positions and titles held by the USFDA. • investigated the European Medicines Agency (EMA). • Examined the DealForma project summary. • Acquired the fundamentals of Excel functions • Practiced PowerPoint presentation skills
Linking theory (Classroom learning) with practice at your organisation	• Proficiency in clinical research management, which includes understanding the phases of clinical trials and legal requirements. • Data Management & Analysis → Applying the principles of Excel, I analyzed and organized project data, reflecting my classroom data handling abilities. • Managerial Communication → Made use of PowerPoint skills learned in class to create well-structured and understandable presentations.

Gaps identified on the working area.	• Limited practical experience with sophisticated clinical trial databases. • The flow of regulatory documents is unclear. • Very little assistance with the DealForma tools. • Insufficient integration of theoretical frameworks into daily tasks. • It is necessary to provide structured instruction in the use of PowerPoint and Excel. • Limited interaction with other divisions throughout functional boundaries
Suggestions for improvement	• Offer quick guides or examples of how to use DealForma efficiently. • Use case-based assignments or reflections to connect tasks to theory. • Lead interns in Excel and PowerPoint workshops. • Promote interdepartmental learning by means of job shadowing or team meetings. • Including interns in their work.
Plan for the next week	• To finish the remaining Conference Data work. • To work on upcoming projects.

Week 2

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: ANALYST INTERN

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

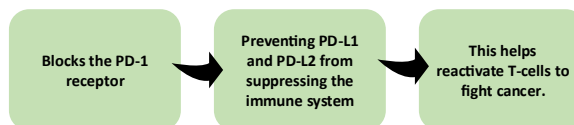
Week no: 02

From: 19 MAY 2025 to 23 MAY 2025

Activity Done	• Recognized the USFDA and EMA. • Acquired the ability to read the labels of medications listed by the USFDA. • The ASCO Conference Schedule. • Study up on EDGAR and SEC filing. • Product Description
Linking theory (Classroom learning) with practice at your organisation	• Review and assess USFDA-listed medication labels. • Recognized the indications, dosage, and route information • Acquired knowledge of how to apply regulatory data in real-world situations. • I worked on product profiling and data analysis. • Applied pharmaceutical marketing and compliance concepts • Gained knowledge of global regulatory frameworks • Better practical skills in pharmaceutical management • Integrated industry practice with classroom instruction
Gaps identified on the working area.	• Requires formal product profiling templates for consistency. • Should provide instruction on Power-BI for sophisticated and imaginative dashboards

	Inadequate links between daily responsibilities and academic pharmaceutical knowledge
Suggestions for improvement	- Inappropriate blending of market analysis with regulatory understanding. - Provide standardized product profiling templates and a quick reference manual for international drug databases.
Plan for the next week	- Excel Advanced Course. - Project work is finished.

KEYTRUDA®
(pembrolizumab)



Brand Name	KEYTRUDA
INN	Pembrolizumab
Dose	100 mg/4 mL (25 mg/mL) solution
ROA	Intravenous Infusion
Formulation	Injection



ABOUT:-

Cancer Type	USFDA	EMA	PMDA	NMPA
Melanoma	✓ 2014	✓ 2015	✓ 2019	✓ 2018
NSCLC	✓ 2023	✓ 2024	✓ 2019	✓ 2019
MPM	✓ 2024	✓ 2024	✗	✗
Head and Neck Squamous Cell Cancer	✓ 2023	✓ 2019	✓ 2021	✓ 2020
Classical Hodgkin Lymphoma	✓ 2020	✓ 2017	✗	✓ 2024
Primary Mediastinal Large B-Cell Lymphoma	✓ 2018	✗	✗	✗
Urothelial Cancer	✓ 2024	✓ 2024	✓ 2024	✗
MSI-H	✓ 2023	✓ 2022	✓ 2019	✗
Gastric Cancer	✓ 2023	✓ 2023	✓ 2021	✓ 2020

Sales (USD Bn)



Week 3

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 03

From: 26 MAY 2025 to 30 MAY 2025

Activity Done	• I conducted secondary data analysis for a project this week. • Pipeline analysis • Molecule approval analysis by various authorities. • Analysis of Clinical Trials. • Learnt some new Excel Tricks. • Gain a thorough understanding of the drug's mode of action, route of administration, and mechanism.
Linking theory (Classroom learning) with practice at your organisation	• Applied ideas from market research to the analysis of real project data • Using pipeline management theory, a review of the drug pipeline was carried out. • Used regulatory knowledge to analyze molecular approval. • Analyzed clinical trials using the concepts of clinical research that were taught in the course. • Practiced Excel skills learned in quantitative approaches classes. • Made a connection between pharmacology theory and drug modality knowledge. • Administration route knowledge was applied to tasks involving product profiling.

	• Used the theory of business analytics to inform data-driven decisions. • Better communication skills as a result of the clear display of scientific data
Gaps identified on the working area.	• For the doubts, daily meetings shouldn't be held. • Didn't assign new learning tasks every day. • The right modality analysis concept should not be given. • The effectiveness of analysis is impacted by inconsistent data formats. • A lack of instruction on sophisticated data analysis tools. • A delay in cross-functional teams' communication.
Suggestions for improvement	• Rather than holding daily meetings, schedule weekly sessions to address any questions. • To improve learning opportunities, regularly assign a variety of tasks. • Offer thorough instruction on the principles of modality analysis. • Standardize data formats to facilitate more effective and seamless analysis. • Arrange seminars on sophisticated data analysis software. • Improve communication channels between cross-functional teams.
Plan for the next week	• Excel Advanced Course. • The ongoing project is finished. • The organization's website is optimized for search engines.

Week 4

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 04

From: 02 June 2025 to 06 June 2025

Activity Done	• I learned about the competitive landscape of molecules, drugs, and indications during the fourth week of my internship. • Creating a Duchenne muscular dystrophy competitive environment. • Conducted project-related meetings and doubt sessions • The various authorities' approval analysis of the molecule. • Compiling competitive landscape data and conducting secondary research for the immuno-oncology project.
Linking theory (Classroom learning) with practice at your organisation	• Developed a competitive environment for Duchenne Muscular Dystrophy medication analysis using MBA concepts. • Performed extensive secondary research to provide the Immuno-Oncology project with current information about competitors. • Using information from regulatory affairs and global market access sessions, I examined regulatory approval trends, which I had studied in the third semester. • Improved communication and analytical abilities through the application of classroom knowledge to practical consulting tasks.

Gaps identified on the working area.	• Didn't assign new learning tasks every day. • The first challenge is deciphering complicated regulatory approval data, which can be challenging or time-consuming to locate due to various regulatory approvals. • Insufficient exposure to the rare disease landscape, such as Duchenne muscular dystrophy. • Occasionally, during project discussions, there are communication breakdowns between mentors and interns. • There are not enough paid industry databases or tools available for in-depth analysis.
Suggestions for improvement	• Include organized onboarding sessions to help interns understand research frameworks, schedules, and project objectives. • To better align expectations, monitor progress, and respond to inquiries, implement regular feedback mechanisms. • Make industry-standard resources or databases available to enhance the scope and accuracy of research projects. • Encourage more candid communication between interns and mentors to foster confidence and clarity while carrying out tasks.
Plan for the next week	• Excel Advanced Course. • The ongoing project is finished. • A briefing on the new project.

Week 5

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 05

From: 09 June 2025 to 13 June 2025

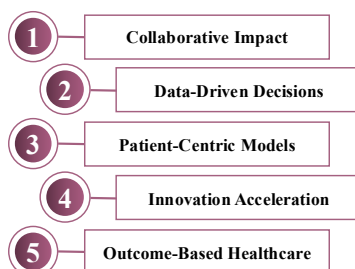
Activity Done	I started with the Immuno-Oncology Project in the fifth week: • Carried out secondary research on the designated pharmaceutical companies' pipelines. • Analyzing and confirming the data from clinical trials. • Gathering information: The following information is compiled into Excel: Brand Name, MOA, ROA, Patient Segment, Modality, and Designations • Creating a Duchenne muscular dystrophy competitive environment. • Conducted project-related meetings and doubt sessions. • Identifying Key Opinion Leader (KOL) in healthcare i.e; Hematologists in Netherland.
Linking theory (Classroom learning) with practice at your organisation	• Applied Excel data organization and database searching learned in educational environments. • Used secondary research techniques to investigate and compile the most recent competitor data for the Immuno-Oncology project. • Enhanced analytical and communication skills as a result of applying classroom knowledge to real-

	world consulting assignments.
Gaps identified on the working area.	- The format of pipeline data differed amongst business locations. - Having trouble identifying various leaders as KOLs.
Suggestions for improvement	- Make industry-standard tools or databases available to enhance the scope and accuracy of research projects. - Provide central pipeline repositories for collaborative access. - Encourage mentors and interns to communicate more freely in order to foster confidence and clarity throughout task completion.
Plan for the next week	- The ongoing immuno-onco project is finished. - The KOL project is finished. - Excel Advanced Course.

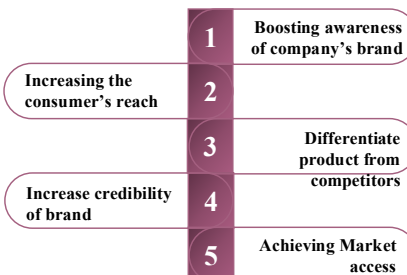
KEY OPINION LEADERS

Key Opinion Leaders (KOLs) is an experienced professional in their specific field and play a crucial role in assisting pharmaceutical companies in research, development, and commercialization new products.

Why KOL?



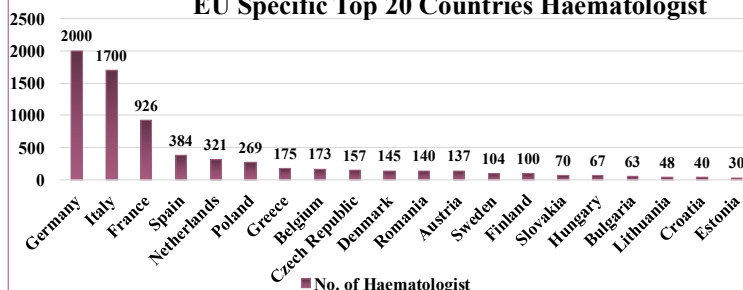
KOL In Pharma Brand Building



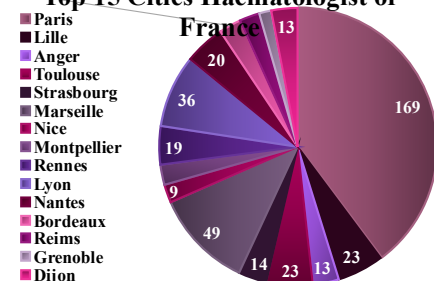
Challenges To Identify Right KOL



EU Specific Top 20 Countries Haematologist



Top 15 Cities Haematologist of France



Week 6

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 06

From: 16 June 2025 to 20 June 2025

Activity Done	• I concentrated on learning more complex Excel tools this week, including creating pivot tables, limiting data with validation, designing dashboards, and introducing macros through Developer options. • Locating medical Key Opinion Leaders (KOLs), like Dutch hematologists.
Linking theory (Classroom learning) with practice at your organisation	• Key Opinion Leaders and Advanced Excel Classes are two Research Analytics topics that I found useful for this week's work.
Gaps identified on the working area.	• Having trouble identifying KOLs for various leaders because of a language barrier (Dutch to English, for example)
Suggestions for improvement	• The interns should be given a range of tasks.
Plan for the next week	• Sweden's KOL Project is finished. • The secondary research project will continue. • Excel Advanced Course. • The ongoing immuno-onco project is finished.

Week 7

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 07

From: 23 June 2025 to 27 June 2025

Activity Done	• This week, I concentrated on creating KOL databases for hematologists in Sweden, Italy, and the Netherlands. • Advanced Practice with Excel • I developed an awareness of PDUFA and GDUFA, supported by relevant examples
Linking theory (Classroom learning) with practice at your organisation	• Because this week's tasks were more organization-specific, there was no discernible connection to what was learned in the classroom.
Gaps identified on the working area.	• Having trouble identifying different leaders as KOLs because of a language barrier (Dutch to English, for example).
Suggestions for improvement	• The interns should be given a range of tasks. • Long-term assignments of repetitive work.
Plan for the next week	• The ongoing immuno-onco project has been completed. • Finishing the last tasks for the KOL Database.

Week 8

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 08

From: 30 June 2025 to 4 July 2025

Activity Done	• Work on the KOL Database was finished. • Gain a thorough understanding of Canva Pro for digital marketing. • Compiling a competitive landscape database in Excel using in-depth secondary research, which includes pipeline analysis, clinical trial analysis, and FDA and EMA designation/approval analysis. • I developed a thorough understanding of DMD (Duchenne Muscular Disease), the subject of my CL task. • Acquired knowledge of market size forecasting. • Examined the epidemiological frequency of PsA (Psoriatic Arthritis) utilizing secondary research in the top five European countries.
Linking theory (Classroom learning) with practice at your organisation	• When creating the Competitive Landscape and KOL databases, market research concepts learned in the classroom were applied. • Employed Excel and data analysis techniques (taught by Dr. Rahul Sharma Sir) for clinical pipeline and trial analysis. • Recognized the importance of the FDA and EMA

	drug approval procedures and regulatory affairs discussed in Pharmaceutical Management.
Gaps identified on the working area.	• Pharmaceutical companies should offer suitable pipelines and designation/approval updates for better analysis.
Suggestions for improvement	• The interns should be given a range of tasks. • Long-term assignments of repetitive work.
Plan for the next week	• Advanced Excel classes that cover LOOKUP and VLOOKUP. • Developing a Competitive Landscape database and CL slide.

Week 9

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 09

From: 07 July 2025 to 11 July 2025

Activity Done	• I obtained a thorough understanding of non-small cell lung cancer, including its modality and pharmacological class • I also conducted extensive secondary research on the subject of Duchenne muscular dystrophy, including pipeline, clinical trial, and competitive analysis. • Add information and hyperlinks to the DMD Competitive Landscape.
Linking theory (Classroom learning) with practice at your organisation	• Since this week's tasks were more organization-specific, there was no discernible connection to what was learned in the classroom.
Gaps identified on the working area.	• Using new or different tools should be taken into account. • Pharmaceutical companies should offer suitable pipelines and designation/approval updates for better analysis.
Suggestions for improvement	• The interns should be given a range of tasks. • Long-term assignments of repetitive work.
Plan for the next week	• Developing a Competitive Landscape database and CL slide.

Week 10

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 10

From: 14 July 2025 to 19 July 2025

Activity Done	• Performed thorough analysis of clinical trials, including distribution by phase, study status, and location. • Developed visuals of the competitive landscape. • Examined US drug designations between 2023 and 2025 to find significant trends in designations and important approvals. • Acquired knowledge of how to create expert layouts and visuals using Canva Pro tools. • Following extensive secondary research, a comprehensive Keytruda product dashboard was created, complete with the MoA, administration route, sales (2015–2024), and special designations, among other details.
Linking theory (Classroom learning) with practice at your organisation	• Regulatory Environment and Research Methods concepts are applied in the analysis of FDA designations and clinical trial data.
Gaps identified on the working area.	• No platform offers a comprehensive list of authorized medications arranged by indication. Although the USFDA lists approvals, they are not arranged by indication.

	• Using new or different tools should be taken into account. • Press releases that are unclear or inconsistent make it difficult to confirm the indication for a drug designation grant.
Suggestions for improvement	• The interns should be given a range of tasks. • Long-term assignments of repetitive work.
Plan for the next week	• Information collection on the size of the NSCLC market • Keep conducting secondary research for the remaining tasks that have been assigned.

Week 11

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Week no: 11

From: 21 July 2025 to 25 July 2025

Activity Done	• Created an infographic summarizing critical aspects of Non-Small Cell Lung Cancer (NSCLC) to support disease understanding • Continued product profiling for Keytruda by refining previously gathered data and integrating a detailed product timeline to enhance context and accuracy • Developed database and visual elements to enhance the interpretability of the profiling work
Linking theory (Classroom learning) with practice at your organisation	• Applied pharmacology and therapeutic area knowledge to understand disease biology and drug mechanisms • Reinforced understanding of clinical development stages and regulatory, as discussed in Regulatory Affairs and Research Methods modules
Gaps identified on the working area.	• Limited availability of clear, indication-specific drug approval databases, especially for oncology • Lack of access to premium oncology databases limited deeper data exploration
Suggestions for improvement	• Access to structured oncology databases could significantly enhance the accuracy and speed of disease area profiling and drug landscape assessment • Introduce a shared reference library to reduce redundancy in recurring secondary research tasks
Plan for the next week	End of internship

Complied Report

Name of the Organisation: OCTAVUS CONSULTING

Area/ Department/ Project of Summer Internship Program: Project Team

Name of the Student: AYUSH DHUTTY

Roll no: 0620

Stream: MBA PHARMACEUTICAL MANAGEMENT

Activity Done	I worked on a wide variety of projects and assignments during my internship that were focused on regulatory affairs, market research, product profiling, clinical trials, and creating a competitive landscape. An integrated summary of the main contributions is provided below: • Acquired a basic understanding of the USFDA, EMA, and the drug regulatory environment, including exposure to SEC EDGAR and DealForma • Worked on product profiling by examining drug labels, dosage, routes of administration, mechanisms of action (MoA), and special designations. • Performed in-depth secondary research on diseases such as non-small cell lung cancer (NSCLC), psoriatic arthritis (PsA), and Duchenne muscular dystrophy (DMD). • Using Canva Pro and Excel, I created and displayed competitive landscapes for market positioning, FDA and EMA approvals, and drug pipelines. • Created dashboards for clinical trials that examined trial data according to study status, location, and phase. • Developed structured databases and worked on the KOL identification project in several European nations, including Sweden, Italy, and the Netherlands.
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	• Worked with sophisticated Excel tools, such as dashboards, pivot tables, VLOOKUPs, data validation, and simple macros for managing and displaying data. • Created powerful infographics and product timelines, including Keytruda's comprehensive dashboard and profile that included approvals, sales trends, and memorandums of agreement.
Linking theory (Classroom learning) with practice at your organisation	• Clinical Research & Pharmacology: Used in modality studies, clinical trial analysis, and disease comprehension (e.g., NSCLC, DMD). • Regulatory Affairs: When examining approvals and designation trends, information from USFDA, EMA, PDUFA, and GDUFA modules was applied. • Market research and analytics: Methods such as competitive intelligence, pipeline analysis, and epidemiological prevalence studies were applied to all projects. • Communication and Management Skills: Acquired through creating infographics and organized presentations for Keytruda and DMD projects. • Excel & Data Management: Building visual dashboards and managing sizable datasets were made easier by concepts from MIS and quantitative analysis.
Gaps identified on the working area.	• Repeated Tasks: Long stretches of the same tasks (like identifying KOLs) became boring. • Tool Limitations: The breadth of analysis was constrained by limited access to regulatory tools and premium drug databases.

	• Data Fragmentation: Oncology lacks standardized or indication-specific databases. Language Barriers: Difficulty in identifying international KOLs due to foreign language websites (Dutch, Swedish). • Limited Cross-functional Exposure: There were not many chances to engage with other departments, which would have provided a more comprehensive viewpoint.
Suggestions for improvement	• To increase engagement and avoid repetition, assign a wider variety of tasks each week. • Provide tutorials and onboarding sessions for programs like Power BI, SEC EDGAR, and DealForma. • To improve research output, guarantee access to premium databases, particularly those with an oncology focus. • To cut down on pointless secondary research, establish a central reference library or knowledge base. • To match tasks with intern capabilities, establish frequent feedback sessions and enhance mentorship communication.

Signature of the Student



Approved by the IIHMR University's Mentor