



Turnkey MSL Organization

Access to large number of MSLs to hire and
quick training capabilities for Top 3 Global
Pharma

Access to large number of MSLS to hire and capability to train them in short time

Top 3 Global Pharma

Business Need

- The company required deployment of MSLS to support the commercialization of a large neurology portfolio of products
- Support required included:
 - Candidate selection
 - Candidate training
 - Human-resource management
 - Ongoing training and development

Our Solution

- Utilizing networks within India, Indegene quickly identified suitable candidates and worked with the sponsor for final selections
- Sponsor-specific SOPs and training were provided by the client
- Indegene leveraged existing experience with this sponsor and its portfolio to quickly develop a product and disease training curriculum

Outcome

Majority of the staff recruited, selected, and deployed within 3 months across the country. Toward the end of the contracted engagement, many of the individuals were internalized into the sponsor organization.



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