

Internship Program

MBA in Pharma Biotech

Business Management



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01 Introduction

The pharmaceutical and biotechnology industries have become essential in developing medications that significantly improve the lives of millions of people worldwide. These industries also enhance public well-being by creating treatments for common diseases like Hypertension or Diabetes, as well as innovative therapies to combat rare conditions. In this context, the most prestigious companies are seeking the incorporation of specialized professionals to develop new drugs that optimize individual health. Therefore, TECH has created this program, where specialists will integrate into an experienced Pharma Biotech team in just 3 weeks, staying updated on the latest advancements in the field.

“

You will unleash your creativity to develop new medicines and market pharmaceutical products through this revolutionary Internship Program”





According to a recent study conducted by prestigious scientists, the Pharma Biotech industry is expected to reach a turnover of up to \$594 billion next year. This growth is driven by the increasing importance of this field in improving global health, through medical innovations ranging from the discovery of new drugs to advancements in cellular genetic therapies. Given its significance, it is essential that specialists in this area possess a high level of expertise and stay updated on the technological advancements that have emerged in this field. To support this effort, TECH has designed a program that consists of a 120-hour internship at a leading organization in the Pharma Biotech sector.

During this 3-week internship, graduates will integrate into a high-level team of specialists to drive projects that enhance the quality of life for individuals. It is worth noting that students will also incorporate the most effective communication and leadership techniques into their daily practice to ensure the success of their products. This will elevate their practical knowledge to a higher level, fostering progress both personally and professionally.

Throughout the internship, students will have the support of an assigned tutor, whose role will be to ensure that all objectives for the Internship Program are met. Additionally, experts will work with full assurance and safety when handling the most sophisticated technological tools. This will allow graduates to refine their skills in business management and leadership within the pharmaceutical sector.

02

Why Study an Internship Program?

In the Pharma Biotech sector, it is essential for specialists to have a comprehensive understanding based on the latest scientific evidence. In the Pharma Biotech sector, it is essential for specialists to have a comprehensive understanding based on the latest scientific evidence. In this regard, TECH has developed a unique and disruptive academic product in the current pedagogical landscape, which will allow professionals to immerse themselves in a real-world work environment where they can practice the latest procedures in Pharma Biotech Business Management.



TECH will provide you with the opportunity to dive into real and high-demand environments to deepen, alongside the best specialists, into the latest advancements in Pharma Biotech"

1. Updating from the latest technology available

The advent of Industry 4.0 has had a significant impact on Pharma Biotech businesses. A prime example is Artificial Intelligence, which offers algorithms for analyzing large datasets and accelerating the discovery of new drugs. Therefore, TECH presents an Internship Program that will make the latest technologies available to students, enabling them to perform their work with maximum comfort and stay at the forefront of advancements in this field.

2. Gaining in-depth knowledge from the experience of top specialists

Throughout the practical period, graduates will have the guidance of a team of industry-leading professionals. These specialists will help students develop new skills and impart the most advanced techniques to ensure the success of their products. Additionally, each student will be assigned a specific tutor to ensure the program's objectives are met and to work on real-world cases in a cutting-edge environment.

3. Entering first-class clinical environments

In its commitment to providing top-level academic experiences, TECH carefully selects all the available centers for practical training. Thanks to this effort, graduates will have access to prestigious environments in the Pharma Biotech field. They will experience the day-to-day operations of a high-demand work environment, always applying the most innovative scientific principles in their methodology.



4. Putting the acquired knowledge into daily practice from the very first moment

In the academic market, many programs are limited to theoretical frameworks and involve extensive hours of coursework. In contrast, TECH offers a novel 100% practical learning model. This will allow graduates to stay up to date with the latest processes in Pharma Biotech Business Management.

5. Expanding the boundaries of knowledge

With the aim of expanding students' professional horizons, TECH offers the opportunity to complete this Internship Program at internationally renowned centers. This will allow specialists to acquire new skills and gain a holistic understanding of how Pharma Biotech companies operate. All of this, with the invaluable support of a team of professionals in the field, who will introduce them to the latest trends in drug manufacturing.

“

*You will have full practical immersion
at the center of your choice”*

03

Objectives

Through this Internship Program, professionals will acquire a comprehensive approach to Pharma Biotech Business Management. They will also develop specific managerial skills to lead projects in pharmaceutical environments and make the most appropriate strategic decisions. In this context, graduates will gain a complete understanding of the product life cycle, from research or development to commercialization. As such, they will manage each stage effectively to ensure commercial success.



General Objectives

- ♦ Develop strategic management skills specific to the pharmaceutical and biotechnology industries
- ♦ Acquire in-depth knowledge of regulations and the legal environment
- ♦ Familiarize themselves with research and product development processes
- ♦ Enhance leadership skills to manage multidisciplinary teams in a highly specialized environment
- ♦ Learn about effective supply chain and logistics management
- ♦ Master the use of tools and data analysis techniques for strategic decision-making
- ♦ Understand the fundamental principles of pharmaceutical and biotechnology marketing
- ♦ Develop effective communication skills to negotiate and collaborate in a global business environment
- ♦ Explore emerging trends and disruptive technologies in the industry
- ♦ Apply concepts of business ethics and Corporate Social Responsibility to practical situations





Specific Objectives

- ♦ Analyze the current landscape and future trends of the pharmaceutical and biotechnology markets
- ♦ Investigate specific regulations and standards governing the industry
- ♦ Evaluate the opportunities and threats in the competitive environment
- ♦ Identify and understand the processes of researching and developing new drugs and biotechnology therapies
- ♦ Apply innovation management strategies to foster creativity and excellence in product development
- ♦ Optimize supply chain management to ensure efficiency and quality in the distribution of pharmaceutical products
- ♦ Use financial analysis tools to assess the economic viability of projects
- ♦ Design and implement marketing and promotional strategies tailored to the needs and regulations of the pharmaceutical market
- ♦ Develop leadership and team management skills to lead effectively in an interdisciplinary and multicultural environment
- ♦ Foster collaboration and teamwork through interdisciplinary and collaborative projects
- ♦ Implement quality and safety management systems to comply with regulatory standards and ensure excellence in pharmaceutical production
- ♦ Evaluate the ethical and social impact of business decisions
- ♦ Develop effective communication skills to build strong relationships with stakeholders and interested parties
- ♦ Research new technologies and emerging trends in the pharmaceutical and biotechnology industries to stay updated and competitive

04

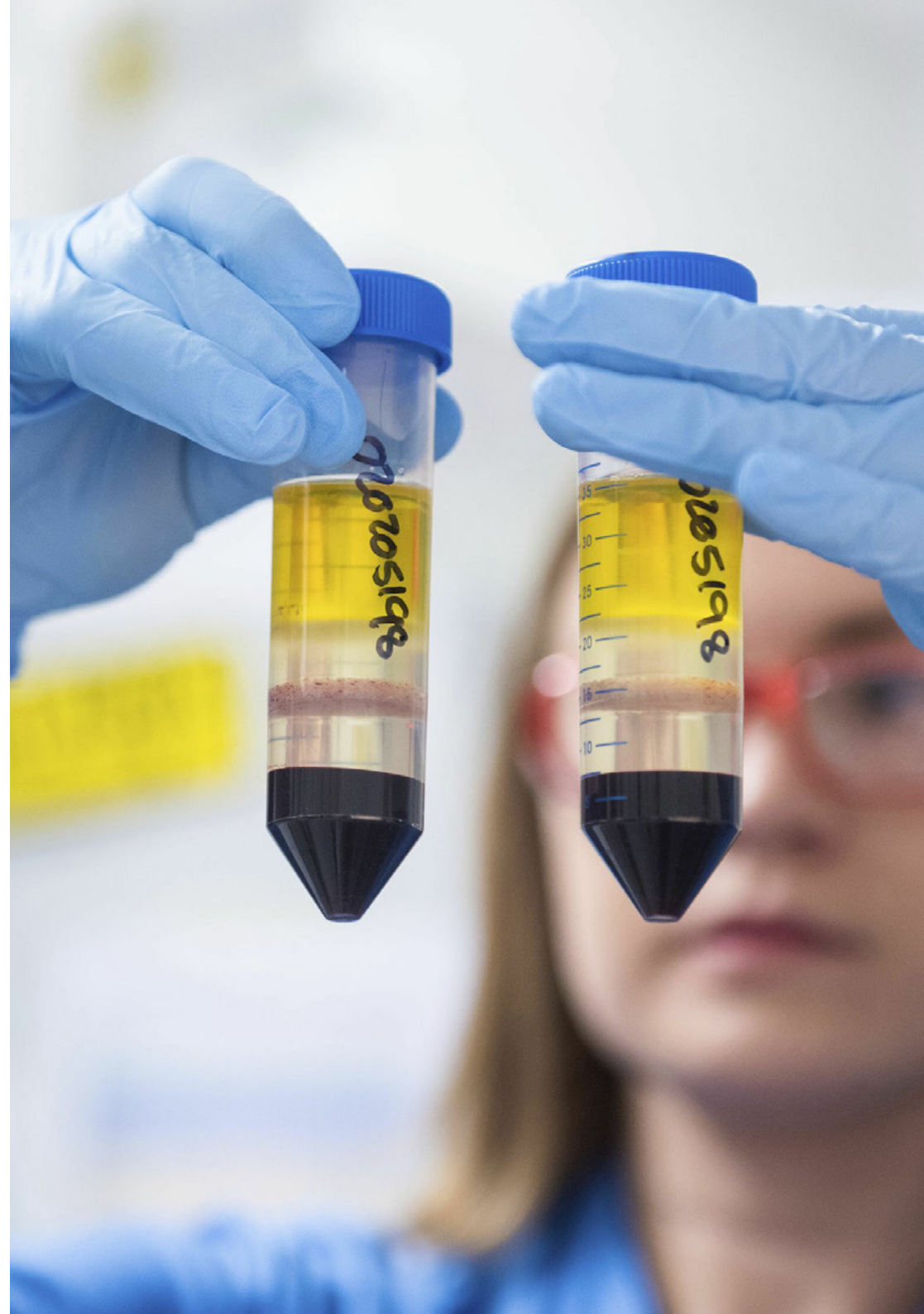
Educational Plan

This Internship Program consists of a 3-week practical internship at a prestigious organization, running Monday to Friday with 8-hour consecutive practical training sessions alongside an assigned specialist. In this way, this academic experience will allow professionals to experience firsthand the real-world setting where the areas involved in the drug production process are managed.

This fully practical training proposal is designed to develop and refine the necessary skills for Pharma Biotech Business Management, in conditions that require a high level of qualification. Additionally, it is aimed at providing specific training for professional practice in a safe and high-performance environment.

Without a doubt, it is an ideal opportunity to learn while working in the innovative institutions of the future, where the use of Artificial Intelligence and the digitalization of pharmaceutical products are key areas for professionals.

Practical teaching will be carried out with the support and guidance of professors and other training colleagues who will facilitate teamwork and multidisciplinary integration as cross-cutting skills for medical practice (learning to be and learning to relate).



The procedures described below will be the basis of the specialization, and their realization will be subject to the center's own availability, its usual activity and workload, the proposed activities being the following:

Module	Practical Activity
Management Tasks	Perform external and internal analyses to understand the competitive environment, pharmaceutical market trends, and government regulation
	Establish the long-term vision of the company and the mission that will guide all its strategic decisions
	Identify specific and measurable strategic objectives that the institution aims to achieve, setting clear goals and timeframes for their accomplishment
	Identify target market segments and customer needs within the pharmaceutical industry
Market Analysis	Segment the pharmaceutical market into homogeneous groups of potential customers based on demographic, behavioral, and geographical characteristics
	Conduct research on competing companies
	Monitor and analyze pharmaceutical market trends
	Analyze existing distribution channels to reach customers efficiently
Marketing Applied to Pharma Biotech	Define marketing strategies that align with the company's business and strategic goals
	Create detailed marketing plans that include specific activities and tactics to achieve the proposed objectives
	Develop persuasive messages and promotional materials that communicate the benefits and features of the company's services
	Manage relationships with the media and other key stakeholders

Module	Practical Activity
Human Resources Management	Identify and attract qualified candidates for specific positions using appropriate recruitment channels
	Analyze the company's staffing needs based on its strategic objectives and growth plans
	Conduct interviews and candidate evaluations to assess both skills and experience
	Design training and development programs for employees
	Assign clear roles and responsibilities to team members, ensuring that each person understands their function.
	Promote a collaborative work environment
	Establish open and effective communication channels within the team
Financial Evaluation of the Business Plan	Develop strategies to motivate employees to reach their full potential
	Analyze the company's financial statements to assess its performance and market position
	Develop detailed financial proposals to project future revenues, expenses, and cash flows
	Evaluate the financial feasibility of investment projects, such as the development of new products
	Determine available financing options, such as bank loans or venture capital

05

Where Can I Do the Internship Program?

With the goal of providing quality education accessible to all, TECH has expanded its academic horizons to offer this Internship Program at various institutions worldwide. Without a doubt, it is a unique opportunity for business professionals to advance their careers alongside the best experts in the field.

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You will complete your Internship Program at a renowned institution and apply everything you've learned under the guidance of the top specialists in the sector”






MBA in Pharma Biotech | 13 **tech**

Business Management

The student will be able to do this program at the following centers:



Medicine

Sercómex

Country	City
Spain	Madrid

Address: Calle Pollensa, 2, 28290
Las Rozas de Madrid, Madrid

Sercómex leads trends in Omnichannel by integrating commercial dynamics in the healthcare sector

Related internship programs:

- MBA in Pharma Biotech Business Management

06

General Conditions

Civil Liability Insurance

This institution's main concern is to guarantee the safety of the trainees and other collaborating agents involved in the internship process at the company. Among the measures dedicated to achieve this is the response to any incident that may occur during the entire teaching-learning process.

To this end, this entity commits to purchasing a civil liability insurance policy to cover any eventuality that may arise during the course of the internship at the center.

This liability policy for interns will have broad coverage and will be taken out prior to the start of the Internship Program period. That way professionals will not have to worry in case of having to face an unexpected situation and will be covered until the end of the internship program at the center.



General Conditions of the Internship Program

The general terms and conditions of the internship agreement for the program are as follows:

1. TUTOR: During the Internship Program, students will be assigned two tutors who will accompany them throughout the process, answering any doubts and questions that may arise. On the one hand, there will be a professional tutor belonging to the internship center who will have the purpose of guiding and supporting the student at all times. On the other hand, they will also be assigned an academic tutor, whose mission will be to coordinate and help the students during the whole process, solving doubts and facilitating everything they may need. In this way, the student will be accompanied and will be able to discuss any doubts that may arise, both clinical and academic.

2. DURATION: The internship program will have a duration of three continuous weeks, in 8-hour days, 5 days a week. The days of attendance and the schedule will be the responsibility of the center and the professional will be informed well in advance so that they can make the appropriate arrangements.

3. ABSENCE: If the student does not show up on the start date of the Internship Program, they will lose the right to it, without the possibility of reimbursement or change of dates. Absence for more than two days from the internship, without justification or a medical reason, will result in the professional's withdrawal from the internship, therefore, automatic termination of the internship. Any problems that may arise during the course of the internship must be urgently reported to the academic tutor.

4. CERTIFICATION: Professionals who pass the Internship Program will receive a certificate accrediting their stay at the center.

5. EMPLOYMENT RELATIONSHIP: The Internship Program shall not constitute an employment relationship of any kind.

6. PRIOR EDUCATION Some centers may require a certificate of prior education for the Internship Program. In these cases, it will be necessary to submit it to the TECH internship department so that the assignment of the chosen center can be confirmed.

7. DOES NOT INCLUDE: The Internship Program will not include any element not described in the present conditions. Therefore, it does not include accommodation, transportation to the city where the internship takes place, visas or any other items not listed

However, students may consult with their academic tutor for any questions or recommendations in this regard. The academic tutor will provide the student with all the necessary information to facilitate the procedures in any case.

07 Certificate

This private qualification will allow you to obtain a diploma for the **Internship Program MBA in Pharma Biotech Business Management** endorsed by **TECH Global University**, the world's largest online university.

TECH Global University, is an official European University publicly recognized by the Government of Andorra ([*official bulletin*](#)). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

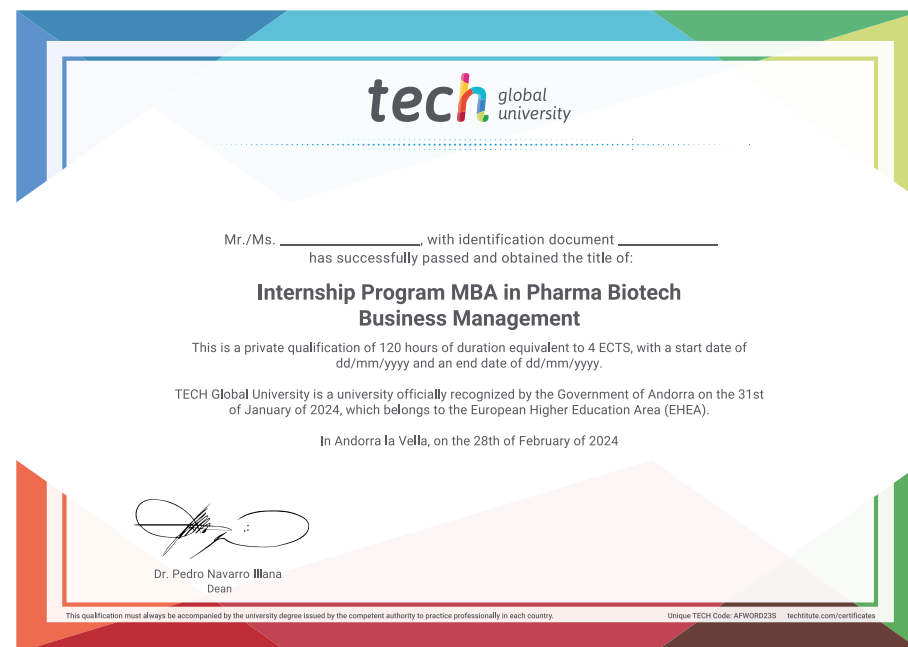
This private qualification from **TECH Global University** is a European continuing education and professional development program that guarantees the acquisition of competencies in its area of expertise, providing significant curricular value to the student who successfully completes the program.

Title: **Internship Program MBA in Pharma Biotech Business Management**

Duration: **3 weeks**

Attendance: **Monday to Friday, 8-hour consecutive shifts**

Credits: **4 ECTS**



future

health confidence people

education information tutors

guarantee accreditation teaching

institutions technology learning

community commitment

personalized service innovation

knowledge present quality

online training

development

language

virtual classroom

tech global
university

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