

# GIRISH KUMAR GUPTA, Ph.D.

Innovator | Techno-Entrepreneur | FR&D Thought Leader | Key Note Speaker | Member of Nominating Committee for Council of Experts-USP, USA (Cycle: 2025-30).



+919819279245

<https://www.linkedin.com/in/dr-girish-kr-gupta-15a9587/>

[girish.guptgiri@gmail.com](mailto:girish.guptgiri@gmail.com)

Vadodara, Gujarat, India

## SUMMARY

Over 23 years of experience in business development, marketing, and strategic innovation across Nutraceuticals, Functional Foods & Wellness, Food Fortification, Rice and Flour Fortification, Beverages (RTD/RTM), Pharmaceuticals, Phyto-ceutical, Phytopharmaceuticals and Nutri-cosmetics, with a strong track record in both domestic and global markets (US, EU, UK, GCC, APAC).

Led and managed teams in R&D, Business Development, Sales, Project Management, and Scientific Affairs, providing guidance, training, and support to achieve organizational goals. Skilled in working with cross-functional teams to deliver complete solutions from concept development to commercialization. Successfully launched 120+ products across multiple categories worldwide.

### Core Expertise Includes:

Product Development & Commercialization: Formulation design, process optimization, vendor selection, technology transfer, scale-up, validation, and regulatory compliance.

Cost Optimization: Applying methods such as QbD, DoE, and PAT to reduce costs while improving efficiency and quality; experienced in vendor negotiations and process improvements.

Regulatory & Compliance: Preparing dossiers for product filings and ensuring adherence to global regulations.

Business Strategy & Leadership: P&L management, market analysis, technology commercialization, IP management, licensing, fundraising, capex planning, and building industry-academia collaborations.

Actively involved in new product innovations, strategic planning, and technology commercialization, with hands-on experience in building partnerships, managing risks, and driving sustainable growth.

Currently serving as a Member of the Nominating Committee for Council of Experts (NC-CoE), United States Pharmacopoeia (2025–2030).

## EXPERIENCE

### Self Employed (Strategic Innovation and Business Development)

Co-Founder ([RAGA Innovation and Solutions](#))

May'25- Present

Vadodara, Gujarat

- Working Independently with various companies as Senior Advisor for strategic product innovation, business development, strategic alliances and business expansion.

### Vice President (Product Development & Strategy)

[Sudeep Nutrition Pvt. Ltd.](#)

July'23- May'25

Vadodara, Gujarat

- Playing Leadership roles in new product initiative, scientific affairs, strategic planning and technology commercialization right from concept for Nutra and Pharma ingredients, Probiotics, V&M Premixes etc.
- Manage a team of scientists who are actively involved in the development of innovative products.
- Led development of value-added formulation of Nutraceutical ingredients using innovative technologies (Advance Encapsulation and Liposomal Technology).
- Managing cross-functional collaboration with commercial/Operation teams to provide end-to-end solutions and techno-commercial support to business development/sales team (Strategic techno commercial role).
- Actively builds network to establish meaningful Industry-academia-collaborations, In-licensing, Out-licensing, Capex Management, Co-development/marketing and support in revenue generation.
- Deeply involved in IP, technology commercialization, negotiation and collaborative deals with premium clients.
- Work very closely with management for strategic alliances and business expansion for Sudeep Nutrition.

### Senior General Manager (R&D)

[Zeon Life Sciences Pvt. Ltd.](#)

Jan'19 –June '23

Dehradun

- Leading of products such as Sport Nutrition, Protein powders, Gyming Supplements, Diskette, Gummies, Liquid shots, Nano-shots, Chewable Tablets, Mouth Melting Granules, Effervescent Tablets, Sublingual Sprays, animal Nutrition etc. right from concept to commercialization and support for customer specific

- projects. Facilitating design of composition, regulatory compliance/approval, vendor selection, costing and other activities.
- Providing directional leadership on strategic techno commercial activities with a focus on in-licensing and/or acquisition of Nutraceutical/Ayurceutical/Pharmaceutical products.
  - Perform required analyses including, product/market analysis, competitive analysis and financial modelling, which establish business justification. Advance decision making based on risk/rewards identified and prepare presentations and clearly communicate findings to Board members.
  - Structure and negotiate term sheets and definitive agreement with an eye toward detail.
  - Worked closely for Herbalife, Danone Nutricia, GNC USA, Fresenius Kabi, La-Renon, Fohow, Dr. Reddy's, Zydus wellness, Zydus Pharma, Dr. Morepan, Torrent Pharma, TGBL, Jubilant, Modi care, Amway, Katra Phyto, Grofers, Camlin Fine Chemicals and many more companies for co-development (Food fortification and Nutraceutical products with soft and hard claims).
  - Actively involved in development of Phytopharmaceutical Products for Neurodegeneration, which is patented in US and successfully submitted dossier in CDSCO, DCGI, Govt. of India. Already approved by FSSAI/AYUSH (CCRAS) for development and marketing in domestic market.
  - Developed and launched products under online portal. Introduced many products as specialized ingredients for domestic as well as global market.
  - Successfully developed and commercialized almost 80+ products in last four and half years.

**Major Brands:** Intebact (Probiotic Formulations), Celevida Protein Powder in different Flavor, Nutrihance/Nutrihance DC, Unienzyme Plus Syrup, Moktel Tablets/Syrups, Element Protein Powder, BCAA Powder, L amino She Diskette, Medical Nutrition Products, Ayush 64 Tablets, Zeo Brano Tablets and many more.

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### **General Manager (R&D)**

[Sarvotham Care Pvt. Ltd.](#)

Apr'16-Nov'17

 Hyderabad

- Directed a group of formulation and analytical research scientists with expertise in FRD, Nutraceuticals/ Dietary supplements/Probiotics. Collaborated with NDRI for Probiotic Encapsulation/Formulations.
  - Led development of value-added formulation of Nutraceutical ingredients using innovative technologies.
  - Facilitated In-vitro/in-vivo studies for same through in-house facility based in Chennai.
  - Actively engaged in Application studies of formulations with close co-ordination of food technologist for different applications (Food fortification), their organoleptic/sensory evaluation, stability studies etc.
  - Led joint development with many MNC's (GSK, Amway, P&G, Evolva, Abbott Nutrition etc.) for their products at R&D and commercial level.
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### **Senior Manager/Head (R&D)**

[Aurobindo Pharma Limited, APLRC-2](#)

Apr'14-Apr' 16

 Hyderabad

- Led a team of scientists for FR&D specially involved into microencapsulation technologies for Natural/synthetic nutraceutical ingredients.
  - Established a new highly capable nutraceutical facility for the company, right from Product identification, Vendor selection, Procurement, Recruitment of team etc.
  - Led development of delivery forms of nutraceutical products such as granules, coated granules, tablets, beadlets /pellets, spray dried products etc. Scale-up of formulation, process validation and plant audit and regulatory compliances.
  - Facilitated resolution of technical queries with clients and business development team.
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### **Project Manager (R&D)**

[OmniActive Health Technologies Ltd.](#)

May'11-Apr' 14

 Thane, Mumbai

- Managed a team of FR&D scientists with expertise in microencapsulation technologies for Natural/synthetic nutraceutical ingredients.
  - Led development & commercialization of various forms of nutraceutical products such as granules, coated granules, tablets, beadlets/pellets, spray dried products.
  - Developed SR/CR/MR delivery system for multiple ingredients.
  - Led Scale-up of formulation, process validation and plant audit and regulatory compliance.
  - Co-ordinate with business development team to resolve & support technical queries from clients.
  - Successfully developed and launched nutraceutical formulations into domestic market using innovative ingredients for various therapeutic indication.
  - Involved in Co- development with MNC's such as IVC, ABG USA, Natrol LLC, GNC USA, Orthomol Germany for their products at R&D and commercial level.
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### **Senior Executive (Advanced Drug Delivery Research)**

[Panacea Biotec Limited](#)

July'10-May' 11

 Lalru, Chandigarh

- Responsible for development of OTC Formulations such as Tablets (Immediate and Extended release, coated tablet, enteric and extended-release coated tablet), Capsules and topical gel for regulated/domestic market for various therapeutic indications. Worked on combination of products for pain management and other indications.
  - Worked in close collaboration with GSK, UK for development of CR Suspension Dry/Redimix products for pain management.
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### **CSIR-Research Associate**

Central Drug Research Institute, CSIR

Aug'06-July'10

 Lucknow

- Research done as per project proposed to ICMR and CSIR for completion of PhD. Handled many industrial projects for development comes to Pharmaceutics Div. Co-ordinated with many research students for successful completion of their dissertation work. Received many international travel grants and awards for publications.
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### **Research Associate (PDL)**

Ranbaxy Laboratories Limited

Jan'05-July' 06

 Paonta Sahib

- Responsible for New Formulation Development of Various dosage forms such as Tablets (Immediate and Extended release, coated tablet, enteric and extended-release coated tablet) and Capsules for regulated (US/EU) market.
  - Responsible for Optimization of formula, Process Optimization Trials, Feasibility and Validation batches, stability studies for smooth execution at scale up level.
  - Support R&D Team for Process development/improvement, scale up and pre-exhibit/exhibit batches, bio batches. Trouble shooting and technology transfer to production department.
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### **Academic Research**

BBDNITM

Feb'03-Dec' 04

 Lucknow

## **ADVISORY BOARDS**

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### **GLN Labs (A Subsidiary of IMAC, DENVER, COLORADO, USA)**

Techno-commercial Advisor

Jan'2018- Nov'2018

 Hyderabad

- Providing thought leadership on Formulation Development using in-house proprietary ingredient with the help of 3P's and propose to clients. Provide direction in designing composition, regulatory compliance/approval, vendor selection, costing and other activities.
  - Closely engage in strategic business development initiatives with a focus on in-licensing and/or acquisition of Nutraceutical/Ayurceutical/Pharmaceutical products.
  - Perform & oversee required analyses including, product/market analysis, competitive analysis and financial modeling, which establish business justification. Advance decision making based on risk/rewards identified and prepare presentations and clearly communicate findings to senior Management.
  - Nurture collaborative relationships across the organization and any post transaction integration activities as required.
  - Structure and negotiate term sheets and definitive agreement with an eye toward detail.
  - Worked closely with DRL, Zydus wellness, Zydus Pharma, ITC, Future Group and many Beverage Companies in JV for products development (Food fortification and Nutraceutical products with soft and hard claims).
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## **RECENT PATENTS**

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### Controlled Release Micro-capsule for Osteogenic Action

AU 2010/217238 B2

Granted Mar 6, 2014

EP2400957 B1

Granted Oct 30, 2013

US 8,496,964 B2

Granted Jul 30, 2013

CA 2753993

Filed Feb 26, 2010

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### A Synergistic Herbal Immuno-modulatory Formulation

IN 202111003459 A

Granted Oct 10, 2023

PCT/IN2022/050058

Filed Feb 23, 2022

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Composition of Curcuminoids And Process for Preparing Same  
427310 Granted March 28, 2023

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A Method for The Preparation of a Phyto-product Using Plant Material.  
IN 202011035802 Granted June 24, 2024

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Rapidly Dispersible Xanthophyll Formulations and Process Thereof  
IN 2025/MUM/2013 Filed Jun 14, 2013

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Modified Release Composition of Water-Soluble Vitamins and a Process for Its Preparation  
IN 1108/MUM/2013 Filed Mar 25, 2013

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An anti-tubercular formulation of 4-alkoxy phenyl cyclopropyl alkanols  
IN INF/PAT/01/2009 Filed Aug 1, 2009

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A Composition for prevention and management of Neurodegenerative disorder  
E-106/4015/2022/DEL Granted Oct 30, 2024

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A method and composition comprising Hippophae Rhamnoids  
E-106/92/2021/DEL Filed Aug 2, 2021 (Approved, Certificate Awaiting)

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## KEY PUBLICATIONS

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Vitamin B12 functionalized layer by layer calcium phosphate nanoparticles: A mucoadhesive and pH responsive carrier for improved oral delivery of insulin.  
*Acta biomaterialia* 31, 288-300 2016

Osteogenic efficacy enhancement of kaempferol through an engineered layer-by-layer matrix: a study in ovariectomized rats.  
*Nanomedicine* 8 (5), 757-771 2013

(Total 18) Refer to this [link](#) for complete list of publications and citations.

## EDUCATION

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Management Development Program- MAYUMERS  
Indian Institute of Management, Ahmedabad  
Mar-2012 Ahmedabad

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Ph.D., Novel Microencapsulation Technologies, Solubility Enhancement  
Central Drug Research Institute/Jamia Hamdard, New Delhi  
2006 - 2010 Lucknow

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M. Pharm, Novel Microencapsulation Technologies, NDDS  
Dept. of Pharmaceutical Sciences, Dr. H.S. Gaur University, Sagar  
2000-2002 Sagar

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B. Pharm, Pharmaceutical Sciences, GATE-JRF 2000 Qualify  
Dept. of Pharmaceutical Sciences, Dr. H.S. Gaur University, Sagar  
1996 - 2000 Sagar

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## BRIEF PROFESSIONAL ACHIEVEMENTS

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- Life Member of Bioencapsulation Research Group, France.
- Participated as Key note speaker in to various conferences and exhibitions of international repute.
- Received incentive awards by Director-CDRI for best publications (2013 and 2014).
- Received many travel grants for international presentation (CSIR, DST, BRG France etc.)
- Received Best Poster Awards in ICONTX 2008.
- Initiated 2-3 startup for incubation in to AIC-CCMB Hyderabad and BITS Pilani Rajasthan.
- Received fellowship grant by UGC-JRF, ICMR-SRF and CSIR-RA for conducting research program.
- Participated in to various extramural research project as PI.
- Published paper in 18 International journals of repute, magazine and having 8 patents (granted, Indian as well as International). Highlighted many relevant topics on to media and journals.
- Strongly believe in industry-academia-collaborations. Signed MOU with IMS BHU, SRM University Chennai, Adesh University, Bhatinda, BITS Pilani, RJ, DPSARU, Delhi, UPES Dehradun, IIIM Jammu, NII New Delhi, NIPER Mohali, Jamia Hamdard, New Delhi, CCMB, Hyderabad.
- International collaboration with Optibiotix UK, GLN Labs (A subsidiary of IMAC USA), Vitonnix, UK.
- Worked as guest faculty in NIPER Raebareli for guiding master student for their dissertation.
- Member of Expert "Nominating committee of Council of Expert" (NC-CoE) USP, USA (Cycle: 2025-30).

## DETAILS OF NATIONAL/INTERNATIONAL CONFERENCE ATTENDED

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- Paper presentation in International Conference on Nanomaterial Toxicology (ICONTOX), organized by IITR, Lucknow, February, 5-7th 2008.
- Paper presentation in XVI International conference on Bioencapsulation, Dublin Ireland, 4-6th Sep 2008.
- Paper presentation in 36th CRS Annual Meeting and Exposition, in Copenhagen, Denmark, July 18-22nd 2009.
- Paper presentation in XVII International conference on Bioencapsulation, Groningen, Netherland 24-26th Sep 2009.
- Participated as volunteer as well as presented a paper in conference on Optimization of Inhaled Tuberculosis Therapies: Implications for host-pathogen Interactions, which was organized by CDRI, CSIR, Lucknow, Dated 3-5th Nov. 2009.
- Participated as invited speaker in National Seminar on Emerging Trends and Innovations in Drug Delivery and Pharmaceutical Sciences, organized by Columbia Institute of Pharmacy, Raipur, which was sponsor by AICTE, New Delhi. Dated 20th Oct. 2013.
- Participated as an Industry Veteran in corporate seminar organized by Evonik India Pvt. Ltd. On topic Evonik: Partnering Across Pharmaceutical Value Chain, Novotel Hyderabad, Dated, 20th Sep 2016.
- Participated as key note speaker in World Congress of Ayurveda 2019 (WCABHU- 2019), organized by IMS, Banaras Hindu University, BHU, Varanasi, Dated, 14-16th March, 2019.
- Participated as Co-chair and key note speaker into national conference organized by, Forest Research Institute (FRI), Dehradun Dated, September, 2019.
- Participated as an eminent panelist at "5th National Symposium on Nutraceuticals", organized by ASSOCHAM India at Royal Plaza, New Delhi, in the area of "Advancement in Nutraceutical Science: Prioritization and value addition in Human Nutrition and Health", dated 4-5th May 2019.
- Participated as Key note/Invited speaker in 3rd National Conference on Seabuckthron Association of India, organized by Delhi University Botanical Society & Dept. of Botany, University of Delhi. Dated, 19-20th December, 2019.
- Participated as attendee in the webinar organized by HADSA on Nutraceutical: Building Consumer Confidence with Scientific Reasoning and Evidence, dated, 30th Sep, 2020.
- Participated as attendee in the webinar organized by Euro Works Organizing Committee on, "EuroWorks-On-Air-1 Harvesting and Processing of Seabuckthron" dated, 25th May, 2021.
- Participated as key note speaker in NIPER Mohali during training programme 'Recent Trends and Challenges in Regulation and Standardization of Herbal Drugs and Formulations', jointly organized by Indian Technical and Economic Cooperation (ITEC), Ministry of External Affairs, Govt of India and NIPER Mohali, dated, August 2021.
- Participated as Key note/Invited speaker in workshop on Triggering Ideas to Solve Technical Challenges of Herbal Drug Formulations, DPSRU, New Delhi. Dated, 29th November, 2021.
- Participated as Eminent speaker in the India Food Nutrition Summit & Awards 2022, at Hotel Vivanta by Taj, Dwarika, New Delhi. Dated, 2-3rd June, 2022.
- We invited and participated as Strategic Partner in Nutrify C- Suite SumFlex 2022 on "ASINDOUS (Asia-India-US) Highway", in Taj Mahal Palace, Mumbai, dated 17th June 2022.
- Invited and participated in panel discussion on topic entitled "Importance of Biomedical Engineering in today's time and opportunities that lie ahead" organized by UPES, Dehradun, dated 4th July, 2022.
- Participated as Key note/Invited speaker in "7th edition of Nutrithink Conference" organized by Informa Market, held at The St. Regis, Mumbai Dated, 25-26th August, 2022.
- Participated as Key note/Invited speaker in symposium on "Integration of Ayush Medicines and Ethnopharmacology: A strategy towards evidence-based medicines" organized by Dept. of Natural Products, NIPER, Mohali, Dated, 4th October, 2022.
- Participated as delegates into Digital Health Summit, at Vigyan Bhavan, New Delhi, dated 28-29th Oct 2022.
- Participated as speaker and receive a prestigious award for our new venture called "Zeoric Nutrition LLP" under the category of "Healthy Lifestyle Startup of the Year 2022" by IHW Council, during 8th Edition of India Health & Wellness Sumit and Award, which was held at ITC Grand, Parel, Mumbai, Dated 19th Jan 2023.
- Participated as Key note/Invited speaker in "8th Annual edition of Nutrithink Conference" organized by Informa Market, held at The Westin Hotel, Goregaon, Mumbai" Dated, 12-13th July, 2023.
- Participated as speaker and receive an Excellence Award under the category of "Excellence in Innovative Ingredients Manufacturing" during the event "Food Fortification and Nutraceuticals" The Way Forward for Achieving Nutrition Security" was organized by ASSOCHAM, Mumbai, dated 1st Sep. 2023.