



Akshata Arbat Patil

Assistant Manager

Result oriented business analyst with deep domain expertise in Pharmaceutical Forecasting, Competitive Intelligence and Consulting. Delivering actionable insights, and aiding clients in making informed decisions.

Contact Info

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Pimple Saudagar, Pune

EDUCATION

- Dr. D.Y. Patil Biotechnology and Bioinformatics Institute, Pune
Master of Technology (Integrated):
Biotechnology (2012-2017)
Cumulative GPA of 9.6 / 10
- Fergusson College, Pune
H.S.C Percentage (PCMB) - 72%
- Mar Ivanios Convent High School, Pune
S.S.C Percentage - 91%

PROFESSIONAL SKILLS

- Pharma Forecasting & Analytics
- Competitive Intelligence
- Project management, Client interaction
- Team Handling & Collaboration
- Primary & Secondary Research, Consulting
- MS Excel, Power BI, PowerPoint, VBA

CERTIFICATION

- Rewarded twice for efficient analysis for Humira Biosimilars Project and PAH Forecast Support by MSD
- Received Heroes of the Quarter Award by Genpact in Q1 2023
- Honored with Highest Production Compliance and Highest Number of Productive Hours for Q2 2021 at GVR
- Honored with Young Achiever Award 2018-19 at Coherent Market Insights
- Received Report of the Year Award 2018-19 for CAR-T Cell Therapy at Coherent Market Insights
- Received Employee of the Month at CMI (twice) and GVR

ACHIEVEMENTS

- Organized various events within the Engagement Squad, MSD
- Vice-sports Secretary at DYPBBI
- Sports and Dance Enthusiast (Participated in various events and secured top positions)
- Organized college events and activities (Annual fests, Sport events)

WORK EXPERIENCE – 6 years

○ Genpact, Pune (Client- MSD/Merck)

Assistant Manager- Strategic Forecasting and Market Research (August 2021– Present)

- Managing the Pulmonary Arterial Hypertension (PAH) therapy area, creating epi-based forecast models, engaging with country stakeholders to align on forecast assumptions.
- Conducting thorough Analog and Attribute Analysis to gain insights into product uptake, peak share parameters, understanding the impact of new formulation launch, facilitating decision-making.
- Utilizing Power BI, Spotfire, Excel, and PPT to develop comprehensive reports that assist Regional and Country leads/stakeholders in making well-informed decisions.
- Played a key role in collaborating and leading the discussions with stakeholders for python-based ClearSight Platform, providing end-to-end support and effective management utilizing JIRA software.
- Led the project- Humira LOE Analysis, receiving positive feedback from stakeholders.
- Facilitating the onboarding and training of new team members, enabling them to grasp the therapy area, model flow, and key projects effectively.
- Databases: IQVIA, QMIDAS, DataMonitor, KANTAR, Epic, Analyst Reports, AnalySource, EvaluatePharma, DRG Clarivate.

○ Grand View Research, Pune

Research Analyst Healthcare Domain (December 2019– July 2021)

- Analyzing and interpreting data from trusted diverse sources to determine global market estimates (Revenue & Units) for Pharmaceuticals and Medical Devices.
- Efficient in handling client queries, consultancy projects, conducting primary interviews with KoLs, customized client projects by meeting specific requirements.
- Proficient in report writing, SWOT, PESTEL, PORTER, pipeline & pricing analysis, company profiling, Opportunity Assessment, Proposals.
- Managing Associates and Interns to guide them from basics to report handling.

○ Coherent Market Insights, Pune

Associate Consultant Healthcare Domain (May 2017 – November 2019)

- Market Estimation, Value and Volume Forecast and Analysis for commercialized and pipeline Pharmaceutical products and Medical Devices
- Worked on Consulting Projects, Customized and Syndicate Reports
- Market Trend Analysis, Company Profiling and Assessment
- Holistic synthesis of market reports based on secondary and primary research
- Preparing pre-sales proposals
- Marketing Collaterals and Articles

○ CSIR- National Chemical Laboratory, Pune

Project Assistant (July 2016-May 2017)

- Published and authored a scientific research paper in an International Journal- Elsevier