



**Dr. BHARATHI DHASAN**

**M.Pharm., Ph.D. MBA.**



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**1999**

Started Career  
as Chemist

**23**

Years  
of Experience



## **ABOUT ME**

*Have a great passion for business excellence innovative approach; set high level challenges and achieving on time; demonstrated leadership, business acumen, strong communication and interpersonal skill.*



## **EDUCATION**

- 2017** ● **MBA Marketing**  
NIBM, Bangalore
- 2008** ● **Ph.D. in Pharmacy**  
Tamil University, Tamil Nadu
- 1999** ● **M. Pharmacy**  
Birla Institute of Technology  
(BIT, Mesra), Ranchi.
- 1997** ● **Cleared GATE'97 by IIT,  
Chennai with 92 percentile**
- 1997** ● **B. Pharmacy**  
The T.N. Dr. MGR Medical University,  
Chennai.



## **TECHNICAL SKILLS**

- |                            |                           |
|----------------------------|---------------------------|
| ▪ Research and Development | ▪ Formulation Development |
| ▪ Techno-commercial        | ▪ Technology Transfer     |
| ▪ People management        | ▪ HPLC, GC, IR, NMR       |
| ▪ Analytical skill         | ▪ Trouble-shooting        |
| ▪ Characterization         | ▪ Discovery Research      |
| ▪ Computer skill           | ▪ Business analysis       |



## **CAREER HIGHLIGHTS:**

- Heading the Research and Development Division for the entire BBM Group of Companies.
- Leading a team of formulation development research, discovery research, formulation development and analytical development for new products and novel molecules.
- Expertise in natural product Research activity for 23 yrs
- Actively involve in identification of new product portfolio, feasibility studies; Expertise in developing new products
- Take up responsibility of Budgeting, Capex planning and man power identification for the R&D team
- Planning timeline, implementation and execution of scheduled targets and achieve professional excellence
- Implement quality standards, novel technologies and product value addition to achieve better topline and bottom-line targets
- Develop, train and mentor the research focused team
- Actively participate from sourcing to end product sale to the customer in an Entrepreneurial mind set
- Filed three Indian and PCT countries Patents for innovative process approach and application benefitted claims.
- "WINNER" as a team involved in "Drug Discovery for Covid-19 treatment -Hackathon 2019-20 Phase1" organized by Govt. of India, MHRD, DST, AICTE, CSIR & PCI.
- Participated in Expos and involved in techno-commercial interactions with US, EU and UK customers to strengthen the business development activity.



## CAREER TIMELINE

Sep'2018 to Present	Organization	Bio-Pharma Laboratories Pvt. Ltd. BBM Group, Hyderabad
	Designation	Chief Technical Officer / V.P Business Development
	Role	Business Head and Operations Head
Jul'2015 to Aug'2018	Organization	Laurus Labs Limited, Hyderabad
	Designation	Dep. General Manager
	Role	Head R&D
Feb'2013 to Jun'2015	Organization	Sanat Products Limited (Dabur Group), Delhi
	Designation	General Manager
	Role	Head R&D
Jan'1999 to Jan'2013	Organization	Quantum Drugs (Jan 2008 to Jan 2013); Indigene Pharma (May 2006 to Jan 2008); Sanmar Group (Apr 2002 to Apr 2006); Himalaya Drug Co. (Jan 1999 to Mar 2002)
	Designation	Executive R&D to Senior Manager
	Role	Scientist



## ACHIEVEMENTS IN THE PAST

- Developed commercial process for Tea Catechins and polyphenols, EGCG, Pure Natural Caffeine and Coffee extract with enriched Chlorogenic acids
- Developed commercial process for manufacture of Anti-cancer and Anti-viral molecules eg. 10-DAB.
- Developed Nicotine and Nicotine derivatives such as Nicotine Bi-tartrate, Polacrilex, Benzoate and other nicotine salts also.
- Experienced in Flow Chemistry process using Short path distillation to carry out synthetic reactions in a short span of time.
- ❖ Developed Nicotine and Nicotine salt / derivatives commercial manufacturing process and implemented in production plant
- ❖ Consistent business growth for 3 years and achieved the customer delights
- ❖ “WINNER” as a team involved in “Drug Discovery for Covid19 treatment-Hackathon 2019 to 2020 Phase1” organized by Govt. of India, MHRD, DST, AICTE, CSIR & PCI
- ❖ Developed commercial process for Tea Catechins and polyphenols, EGCG, Pure Natural Caffeine and Coffee extract with enriched Chlorogenic acids
- ❖ Awarded “BBM Business Head Award” for the Best Performance in the year 2019 to 2020
- ❖ Developed the Business for new range of Nutraceutical products for international market
- ❖ Developed many Phytochemical APIs and commercialized the products successfully
- ❖ Achieved residual solvent free Curcumin E100 for European market through an innovative process



## ***Roles and Responsibilities***

- Serve as drug product subject matter expert to program the teams for early development starting from registration.
- Development of the Pharmaceutical R&D function, technical capabilities, and work flows
- Collaboratively manage and provide technical guidance to CROs and CMOs in research and development of drug products, including R&D and manufacturing schedules at multiple CMOs
- Interface on establishment of product specifications, applying stage-appropriate and risk based approach
- Provide input on program development strategies, budgets, and timelines to ensure that both technical and business requirements are achieved on time
- Serve as scientific or project lead on programs or projects, including due diligence assessments
- Build and maintain strong working relationships with relevant internal Development and Discovery functions to effectively support on-going programs
- CMC reviewer and SME for formulation and drug product regulatory submissions and agency interactions
- Visit customers, entertaining at trade shows, and being involved with sales personnel
- Using excellent communication providing the attributes of products and best way to commercialize them in the market
- Managing every decision from strategic planning to tactical activities
- Working with team members and departments effectively
- Acts as key scientific liaison/interface with regulatory bodies, quality assurance groups and customers
- Manage and mentor R&D staff
- Responsible for engineering team delivers schedule, project costs, and quality of products
- Accountable for all engineering activities, including R&D spend, and development schedules
- Ensure seamless product transfer in NPI phase from development to production and support
- Support sustaining engineering initiatives and improvement including production floor and services
- Mentors the R&D team in systems design and development
- Ensures that the R&D team maintains compliance with appropriate ISO, FDA and GLP guidelines



## ***Technology Developed and Patents Credit:***

- ✓ Indian Patent got published on Curcufil seamless capsules for cigarette applications
- ✓ World PCT patent got published on Curcufil capsules for reducing harms of cigarette smoking
- ✓ Applied for patent for the process developed for manufacturing residual solvent free Curcuminoids by an innovative process.
- ✓ Patent has been filed for a novel process for manufacture of 100% Organic Spirulina in commercial lots.



## **References**

- Dr. DVL Narashimm, Senior Vice President, Laurus Labs Limited, Hyderabad  
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- Mr. Amit Sharma, Business Head and CEO, Sanat Products Limited, Delhi.  
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- Dr. R Sankara Subramanian, Director, Prev. Sanmar Group;  
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