

# Rahul Kaswala

Email: rahulkaswala@gmail.com | Cell: 437-545-1001 | Toronto, Ontario

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## **Objective:**

- 12+ years of experience in Pharmaceutical Industry for Project Management, Supply Chain Management, Central Coordination, Business Development and Operations.
- Result driven and well-organized professional looking forward for a dynamic and challenging role in the pharmaceutical industry in Canada.
- Having a strong background in coordination and execution of complex projects, improving the processes, and ensuring compliances required as per the regulatory norms and quality standards.
- Strongly dedicated to increase the efficiency, cost reduction, and performing extraordinary for the better outcomes in a fast paced and dynamic environment.
- Having a broad working experience in the corporate environment with decent etiquettes, good communication skills and problem-solving attitude.

## **Professional Experience:**

### **Zydus Lifesciences Ltd. (Zydus Cadila Group)**

**September 2018 – March 2023**

#### **Senior Executive Team Lead (Permanent - Full Time)**

- Led cross-functional teams in the planning, execution, management, and delivery of complicated projects by complying regulatory norms and quality standards.
- Created and managed project timeframes, budgets, and resource plans.
- Collaborated with stakeholders to specify scope of the projects, its objectives, and success measures.
- Worked to mitigate possible obstacles along with managing project risks and issues.
- Monitored project progress with respect to the predefined timelines, tracked key performance indicators, and provided regular status updates to the stakeholders.
- Implemented process advancements to optimize supply chain operations, resulting in 17% reduction in lead time and 12% decrease in inventory holding costs.
- Applied demand forecasting and analysed product specific supply chain data to optimize cost & inventories and minimize stockout situations.
- Collaborated with suppliers to initiate new contracts, improvement and renewal of existing contracts, cost betterment, and ensure timely delivery of desired materials.
- Developed and maintained healthy and strong relationships with vendors which improved delivery performance by 4%.
- Assisted in implementation of a new Master Data Management tool and providing training and support to end-users.
- Assisted in transition of existing ERP system to SAP Hana.

### **GlaxoSmithKline Pharmaceuticals**

**May 2017 – September 2018**

#### **Medical Business Associate (Permanent – Full Time)**

- Explored 1000+ dentists in the region and identified top 300 Key Customers having highest potential through market research, who can contribute maximum to increase the business and engaged them by regular and follow up visits.
- Enrolled customers in CME (Continuing Medical Education) and engaged with effective sales planning & competitor analysis which increased the business by 10%.
- Brand Building by providing scientific information to doctors regarding new updates in the therapy area.
- Successfully driven and completed all the individual and group activities planned by the organization within the desired timeline.

### **Intas Pharmaceuticals Limited**

**April 2015 – April 2017**

#### **Business Executive (Permanent – Full Time)**

- Visited 300+ Key Healthcare Practitioners from the given territories.
- Conducted CME (Continuing Medical Education), successfully implemented and drove planned business strategies and campaigns which turned 23% incremental business.

- Brand Building by effective communication and good customer handling.
- Strengthen customer relationship by engaging doctors, patients, and with Add-on benefits.
- Conducted seminars for patient awareness, education, and training on emergency scenarios.

#### **White Capsule**

**March 2013 – March 2015**

##### **Project Coordinator (Permanent – Full Time)**

- Central coordination of the company projects with clients and external vendors.
- Business development with new clients and enhancement with the existing clients.
- Value addition of 10% in new business development as an individual contributor.

#### **Natraj Medical Store**

**September 2011 – February 2013**

##### **Pharmacist (Permanent – Full Time)**

- Handling of prescriptions, dispensing medicines, Patient Counselling & Patient Education
- Generate Invoices, Purchase Orders, Cash Management, Inventory and Expiry Control
- Customer Relationship Management and Vendor Management

#### **Education:**

Bachelor of Pharmacy | Rajiv Gandhi University of Health Sciences

2011

#### **Skills:**

##### **1. Project Management:**

- Established footprints of successfully managing projects from scratch to hatch.
- Ability to initiate and execute comprehensive projects, including identifying scope of the projects, objectives, feasibility, and timelines.
- Proactive with an excellent leadership, multi-tasking, decision -making, risk management and stakeholder communication skills within and outside the organization.

##### **2. Supply Chain Management:**

- As a Supply Chain Analyst having expertise in end-to-end supply chain operations comprising of procurement, pricing, inventory management, logistics, demand & supply forecasting, tracking and time bound delivery.
- Resolving Errors and issues at any given point of time.
- Time bound with precision and accuracy.

##### **3. Team Leadership:**

- Good experience of leading cross-functional teams
- Encouraging, Coaching, and mentoring team members to give the best of an individual.
- Strong problem-solving attitude and decision-making skills to overcome the obstacles and fulfil the tasks.

##### **4. Analytical and Strategic Thinking:**

- Skilled in data analysis and forecast with interpretation to figure out the trends, optimize processes, and accordingly make outcome-based decisions.
- Strategic mindset to drive the projects with the organizational goal, decisions, and need.
- Experience in doing market research, sourcing and evaluations of supplier, and risk assessment and risk mitigation.

#### **Additional Information:**

- Languages: Fluent in English (written and spoken).
- Software Proficiency: MS Office Suite, SAP (4+ years).
- Outstanding command on using multiple programs and software at a time.
- Perform ad hoc tasks as per the need.

**References:** Available upon request.