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# Rahul Kaswala

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## **HIGHLIGHT OF SKILLS:**

- 10+ years of experience in pharma industry wherein,
  - i. 4.5 years of experience in Project Management, Procurement and, Supply Chain - GDSO (Global Demand and Supply Organisation)
  - ii. 3.5 years of experience in sales and marketing
  - iii. 3.6 years of experience in a retail pharmacy store
- Effective time management skills, as well as the capacity to handle competing priorities and collaborate as an individual and as a productive team player
- Effective communication skills (listening, reading, and writing) with the ability to work with various stakeholders, including management, clients, and colleagues
- Strong leadership skills to effectively interface with customers, suppliers, and other cross-functional teams to maximize efficiency
- Great communication skills, excellent project management and coordination skills, detail-oriented, problem-solving, pragmatic, excellent team building, and organisation skills

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## **PROFESSIONAL EXPERIENCE**

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**Senior Executive Team Lead**, Zydus Lifesciences Limited, India                      September 2018 - March 2023

- Project Management in Contract Manufacturing and New Product Development from Scratch to hatch
- Central Coordinator within & beyond the organization for New Products and Supply Chain
- Connecting the dots between diverse concerned stakeholders like Demand Planning Team, Sales and Marketing Team, Quality Team, Regulatory Team, Manufacturing Plant, Business Development Team, Legal Team, Finance and Taxation Team, Warehouse Team
- Worked on 250+ projects and delivered 200+ New products from Scratch
- Aailed 12 products for a Day 1 launch in India market while the patent was getting off which gave value addition of 250 million INR
- Took care of 35% of the active key customers and catered 40% of the total business as an individual contributor worth of 1.5 billion INR which was comprising of 274 active products
- Fulfilled 100% supply of regular requirements and catered 98% successful deliveries for the sudden short fall requirements which were before the standard lead time
- Accountable for timely delivery of budgeted new products, supply of existing products, resolving issues

### **Other Responsibilities:**

- Purchase Order reconciliation and PO creation on an as-needed basis
- Rate Negotiation, finalization and saving through Same Vendor Negotiation
- Quality Control and Risk mitigation
- Logistic Arrangements to lift the goods upon readiness
- Verify Invoices and its receipt, Track in-transit goods, delivery and GRN at hub/warehouse
- Implementation of price revision (MRP – Maximum Retail Price) (Price Control)
- Key person for Artwork development from designing studio and approval from concerned stakeholders – Manufacturer, Marketer, Quality, Regulatory, Legal Team
- Coordinator for market complaints and root cause investigation

### **Additional Responsibilities as a Team Leader:**

- Department Spoke for implementing projects:
  - I. SEED – Centralizing Master Data Management Tool with a convenient method
  - II. Blaze - SAP S/4HANA implementation in the organization
- Spoke to the management for ongoing projects, new idea generation and implementation

**Volunteer Work:**

- Voluntarily worked 90 – 100 hrs a week during Covid -19 to avail the need of mankind i.e., Antivirals, Sanitizers, Immunity Booster and other Covid management products

**Medical Business Associate, GlaxoSmithKline Pharmaceuticals, India** May 2017 - September 2018

- Explored 1000+ dentists and identified 300 as Key Customers and engaged by regular visits
- Enrolled customers in CME (Continuing Medical Education) and engaged with effective sales planning and competitor analysis which increased business by 17%
- Brand Building by providing scientific information to doctors regarding new updates in the therapy area

**Business Executive, Intas Pharmaceuticals Limited, India** April 2015 - April 2017

- Meeting 300+ Key Healthcare Practitioners of various specialties from the given territories (Specialties like - Cardiologist, Cardiovascular and Thoracic Surgeon, Consultant Physician, Diabetologist, General Physician, Neurologist, Nephrologists and Residents)
- Brand Building by effective communication and by good customer handling
- Enrolled and engaged customers in CME (Continuing Medical Education) and build a strong rapport which turned 23% incremental business

**Pharmacist, Natraj Medical Store, Ahmedabad, India** September 2013 – March 2015

- Patient Counselling, patient education, and social awareness
- Handling of prescriptions and issuing medicines
- Affixing Labels with dosage and instructions if any
- Generate Invoices, Cash Management, and Inventory Control
- Issue applicable discounts and offers to Membership Customers
- Arrangement of routine inward purchases to its designated locations in the rack
- Monitoring short expiry goods and separation of expired goods
- Making availability as per the requirements and upon request
- Guiding alternate medicine in-case of non-availability & to aid price benefits to the consumer

**Pharmacy Assistant, Gayatri Medical Store, Ahmedabad, India** September 2011 – August 2013

- Assisting Pharmacist in day-to-day activities
- Medicine dispensing and affixing Labels with dosage and instructions if any
- Arrangement of routine inward purchases to its designated locations in the rack
- Monitoring short expiry goods and separation of expired goods
- Making availability as per the requirements and upon request

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**EDUCATION**

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**Bachelor of Pharmacy** August 2011  
Rajiv Gandhi University of Health Sciences, India

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**PROFESSIONAL SKILLS**

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- Project Management, Alternate Vendor Development and Sourcing
- Constructive Team Player and a Splendid Individual Contributor
- Demand & Supply Planning
- Positive Customer Engagement & Client Management
- Proactive with an excellent leadership, judgement, multi-tasking, and decision-making skills.
- Pricing, Cost Evaluation, and improvement
- Inventory Management and Risk Mitigation
- Perform ad hoc tasks as required.
- Resolving Errors and issues at any given point of time
- Strong communication skills (both oral and written)
- Time bound work with precision and accuracy

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## **SOFT SKILLS**

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- Data Generation, Data Management, and maintenance of Existing Database
- Eminent Command on using multiple program and software at a time.
- Magnificent Computer Skills
- MS Office
- SAP