

Rahul Kaswala

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Objective:

- 12+ years of experience in Pharmaceutical Industry for Project Management, Supply Chain Management (SCM), Central Coordination, Business Development (BD), Procure to Pay (P2P) and Operations.
- Results 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:

Shah Trading Company Ltd. (Toronto)

April 2023 – Present

Labelling Supervisor (Permanent - Full Time)

July 2023 – Present

1. **Supervision:** Overseeing and managing the labelling team, ensuring adherence to labelling standards, and maintaining efficient operations.
2. **Quality Assurance:** Ensuring accuracy and compliance with labelling regulations, company standards, and industry requirements.
3. **Training and Guidance:** Training new employees on labelling procedures, providing guidance on best practices, and conducting regular performance evaluations.
4. **Process Improvement:** Identifying and implementing improvements in labelling process to enhance efficiency, reduce errors, and streamline operations.
5. **Inventory Management:** Managing labelling supplies inventory, ensuring availability, and coordinating orders as needed.
6. **Problem Solving:** Addressing labelling issues, resolving discrepancies or errors in labelling, and implementing corrective actions.
7. **Collaboration:** Collaborating with other departments such as production, quality control, and logistics to ensure seamless labelling operations and timely product delivery.

Machine Operator (Permanent - Full Time)

May 2023 – June 2023

- Managed and ensured precise labelling compliance for canned beans, maintaining strict quality standards and regulatory adherence.
- Rectified labelling errors promptly during production runs, ensuring accuracy and compliance with standards.

Packaging Worker (Permanent - Full Time)

April 2023 – May 2023

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 projects, objectives & 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.
- Enrolled customers in CME (Continuing Medical Education) and engaged with effective sales planning & competitor analysis which increased the business by 17%.
- Brand Building by providing scientific updates in the therapy area to doctors.
- Successfully driven all the 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.
- 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.