

Rahul Kaswala

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Objective:

Seasoned professional with over 12 years of expertise in the pharmaceutical industry, specializing in Project Management, Supply Chain, Regulatory Compliance, Sales and Marketing and Business Development. Seeking a dynamic and challenging role in Canada, to optimize operations, drive growth, and ensure adherence to regulatory standards.

Professional Experience:

Shah Trading Company

April 2023 – Present

Sales Representative (Permanent - Full Time)

September 2024 – Present

- Proactively identified and pursued new business opportunities, building strong relationships with customers.
- Conducted product presentations and negotiations, highlighting unique product benefits.
- Ensured high customer satisfaction by promptly addressing needs and concerns.
- Monitored market trends and competitor activities for strategic planning.
- Conducted store visits and account servicing, including travel outside GTA.
- Prepared comprehensive reports on sales activities and market insights, enabling data-driven decision-making by management.

Labelling Supervisor (Permanent - Full Time)

July 2023 – August 2024

- Oversaw labelling tasks, ensuring compliance with GMP and quality standards.
- Managed team productivity and conducted quality checks.
- Collaborated with teams and maintained health & safety protocols.

Packaging Worker (Permanent - Full Time)

April 2023 – June 2023

- Packaged products efficiently, ensuring compliance with GMP and quality standards.
- Operated machinery safely and maintained a clean, organized work area.
- Followed health & safety protocols and collaborated with team members to meet targets.

Zydus Lifesciences Ltd. (Zydus Cadila Group)

September 2018 – March 2023

Senior Executive Team Lead (Permanent - Full Time)

- Led cross-functional teams to plan, execute, and deliver complex projects while adhering to regulatory and quality standards.
- Managed project timelines, budgets, and resources, collaborating with stakeholders to define project scope and success criteria.
- Mitigated risks and monitored progress, providing regular updates to stakeholders.
- Streamlined processes to achieve a 25% reduction in lead time and a 14% decrease in inventory holding costs.
- Optimized cost and inventory through demand forecasting and supply chain data analysis.
- Worked with suppliers to improve contracts and ensure timely material delivery, enhancing on-time delivery performance by 12% through improved supplier collaboration.
- Supported the implementation of a new Master Data Management tool and SAP Hana ERP transition.

GlaxoSmithKline Pharmaceuticals

May 2017 – September 2018

Medical Business Associate (Permanent – Full Time)

- Conducted market research on 1000+ dentists, identifying and engaging the top 300 key customers with the highest potential.
- Enrolled customers in CME and used sales planning and competitor analysis, driving a 23% increase in business growth through strategic customer engagement and CME initiatives.
- Contributed to brand building by sharing scientific updates with doctors.
- Successfully completed individual and group activities within the planned timelines.

Intas Pharmaceuticals Limited**April 2015 – April 2017****Business Executive** (Permanent – Full Time)

- Visited 300+ key healthcare practitioners within assigned territories.
- Achieved 27% business growth by spearheading CME programs, executing strategic campaigns, and fostering strong customer relationships.
- Built brand presence through effective communication and customer engagement.
- Strengthened customer relationships by engaging doctors, patients, and offering add-on benefits.
- Conducted seminars to raise patient awareness and provide 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:

- Expertise in end-to-end supply chain operations, including procurement, pricing, inventory management, and logistics, achieving cost savings and operational efficiency.
- 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:

- Valid Ontario G License and Clean Driving Record
- Software Proficiency: MS Office Suite, SAP (4 years).
- Outstanding command on using multiple programs and software at a time.

References: Available upon request.