

Rahul Kaswala

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Objective:

Results driven and well-organized professional with the expertise in project management, supply chain management and operations 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. 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 experience working in the corporate environment with decent etiquettes, good communication skills both oral and written, proactive with problem solving attitude.

Education:

Bachelor of Pharmacy

August 2011

Rajiv Gandhi University of Health Sciences, Karnataka, India

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.
2. Supply Chain Management:
 - As a Supply Chain Analyst having expertise in end-to-end supply chain operations, including procurement, pricing, inventory management, logistics, demand & supply - forecasting, tracking and time bound delivery.
 - Understanding of regulatory norms and quality standards in the pharmaceutical industry.
 - Perform ad hoc tasks as required.
 - Resolving Errors and issues at any given point of time
 - Knowledge of SAP
 - Time bound work with precision and accuracy
3. Team Leadership:
 - Good experience of leading cross-functional teams and encouraging colleagues to fulfill desired results.
 - Outstanding communication and interpersonal skills to connect with all the stakeholders inside and out of the organization.
 - Coaching and mentoring team members.
 - Strong problem-solving attitude and decision-making skills to overcome the obstacles and complete 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 as per the organizational goal, decisions, and need.
- Experience in doing market research, sourcing and evaluations of supplier, and risk assessment and risk mitigation.

Professional Experience:

1. Senior Executive Team Lead

Zydus Lifesciences Limited (Zydus Cadila Group), India

September 2018 - March 2023

- 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 proactively to mitigate possible obstacles along with managing project risks and issues.
- Ensured updating to the respective stakeholders at all project stages.
- Monitored project progress with respect to the predefined timeline, tracked key performance indicators, and provided regular status updates.
- Implemented process advancements to optimize supply chain operations, resulting in a 17% reduction in lead time and a 12% decrease in inventory holding costs.
- Applied demand forecasting and product specific analysis to optimize inventories and minimize stockout situation.
- 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 2%.
- Analysed supply chain data to identify cost-saving opportunities and stock management.
- Assisted in the implementation of a new Master Data Management tool and providing training and support to end-users.
- Assisted in updating of existing ERP system to SAP Hana.
- Actively participated in cross-functional teams to fasten the processes and to develop and execute continuous improvement initiatives.

2. 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

3. 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
- Build up and maintained strong rapport with the customers
- Enrolled and engaged customers in CME (Continuing Medical Education), successfully implemented and executed planned business strategies which turned 23% incremental business

4. 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 - on the medicines
- 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

5. Pharmacy Assistant

Gayatri Medical Store, Ahmedabad, India

September 2011 – August 2013

- Assisting Pharmacist in day-to-day activities
- Medicine dispensing
- Affixing Labels with dosage and instructions if any - on the medicines
- 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

Additional Information:

- Languages: Fluent in English (written and spoken).
- Software Proficiency: MS Office Suite, SAP
- References: Available upon request.
- Outstanding command on using multiple programs and software at a time.