

# Rahul Kaswala

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## Objective:

- Result driven and well-organized professional eagerly looking to join the Supply Chain Team of your valued organization where I can apply my skills to drive the business and achieve mutual success.
- Dedicatedly working in the pharmaceutical industry since last 12 years wherein having 4.5 years of experience in Supply Chain Management, Project Management, Business Development (BD), Procure to Pay (P2P) and Operational Planning.
- Having a strong background in coordination and execution of complex projects, improving the processes, and ensuring compliances required as per the regulatory and quality measures.
- Proficiently dedicated to increase the efficiency and performing extraordinary for the better outcomes in a fast paced and dynamic environment.
- A broad working experience in the corporate environment with decent etiquettes, good communication skills and problem-solving attitude.

## Education:

Bachelor of Pharmacy | Rajiv Gandhi University of Health Sciences 2011

## Professional Experience:

**Shah Trading Company Ltd. (Scarborough, Ontario) April 2023 – Present**

**Project Manager - Labelling** (Permanent - Full Time)

- Managing product specific projects of labelling for customers like Costco, Loblaw President's Choice, Metro (Lifesmart), Longo's, and many more.
- Identifying and implementing improvements in the labelling process to enhance efficiency, reduce errors, and streamline operations.
- Collaborating with cross functional teams and management to ensure seamless labelling operations and timely product delivery.
- Ensuring accuracy and compliance with labelling regulations.
- Addressing labelling issues and implementing corrective actions.
- Managing labelling supplies inventory, ensuring availability, and coordinating orders.

**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 finished goods with all the compliances.
- Connected the dots between diverse stakeholders and timely updated the fluctuations.
- Implemented process advancements to optimize supply chain operations, resulting in 17% reduction in lead time and 12% decrease in inventory holding costs.
- Analysed product specific supply chain data and minimized stockout situations.
- Collaborated with suppliers to initiate new contracts, improvement and renewal of existing contracts, cost betterment, and ensure timely delivery of desired materials.
- Worked on 250+ projects and delivered 200+ New products from the Scratch.
- 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 composed of 275 active SKUs.
- Fulfilled 100% supply of regular monthly requirements and catered 98% successful deliveries for the sudden raised requirements before the standard lead time.

**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 and competitor analysis which increased the business by 17%.
- Brand Building by providing scientific updates in the therapy area to doctors.

**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.

**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)**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 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 and decision-making skills to overcome the obstacles.

**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.

**Additional Information:**

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

**References:** Available upon request.