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Front Store Manager

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Resume
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- Review**

Review

My Information

Legal Name

Rahul Kaswala

I have a preferred name

No

Address

51, Mountland Drive,
Scarborough, ON M1G 2N7
Canada

Email

rahulkaswala@gmail.com

Phone

+1 (647) 8616443 (Mobile)

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Submit



Careers

Job Title

Senior Executive Team Lead

Company

Zydus Lifesciences Limited

Location

India

I currently work here

No

From To

09/2018 3/2023

Role Description

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



Careers

Medical Business Associate

Company

GlaxoSmithKline Pharmaceuticals

Location

No Response

I currently work here

No

From To

05/2017 09/2018

Role Description

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

Work Experience 3

Job Title

Business Executive

Company

Intas Pharmaceuticals Limited

Location

No Response

I currently work here

No

From To

04/2015 04/2017



Careers

Work Experience 4

Job Title

Pharmacist

Company

Natraj Medical Store

Location

Ahmedabad India

I currently work here

No

From To

09/2013 03/2015

Role Description

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

Education

Education 1

School or University



Careers

Overall Result (GPA)

No Response

From **To (Actual or Expected)**

No Response No Response

Certifications

No Response

Languages

No Response

Skills

Based on your resume, suggested skills are displayed below. You may remove suggested skills, or add additional skills to the field. All skills you choose to keep or add will be associated with you and your Candidate record once you submit your job application (and the "(Suggested)" annotation will be removed).

Time Management (Suggested)
People Management (Suggested)
Design (Suggested)
Sourcing and Procurement (Suggested)
Communication (Suggested)

[+ More \(10\)](#)

Resume/CV



Rahul+Kaswala+Professional+Summary.pdf



Careers

No Response

Social Network URLs

Please enter your Linkedin account link (optional).

<https://www.linkedin.com/in/rahul-kaswala-16453458/>

Please enter your Facebook account link (optional).

No Response

Please enter your Twitter account link (optional).

No Response

Application Questions

Are you legally able to work in Canada? *

Yes

Have you (in the past or currently) worked for Loblaw Companies Limited, Shoppers Drug Mart, President's Choice Financial or any of the affiliated companies? *

No

What is your hourly wage expectation? *

\$16 – \$20 per hour

What is your availability? *

Holidays

Weekends

Nights

Days

How much retail experience do you have? *

1 – 3 years



Careers

during the recruitment process. "

Not Applicable

Voluntary Disclosures

Diversity & Inclusion Questions

What is your gender?

Male

What best describes your race or ethnicity? (select all that apply)

No Response

Terms and Conditions

Yes, I have read and consent to the terms and conditions

Yes

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