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Pharmacy Assistant

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Review

My Information

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

Legal Name

Rahul Kaswala

I have a preferred name

No

Address

51, Mountland Drive  
Scarborough, ON M1G 2N7  
Canada

Email

rahulkaswala@gmail.com

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## Pharmacy & Optical

### Work Experience

#### Work Experience 1

##### 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



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## Pharmacy & Optical

### Work Experience 2

#### Job Title

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



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## Pharmacy & Optical

Diabetologist, General Physician, Neurologist, Nephrologists and Residents)

- Brand Building by effective communication and by good customer handling
- Enrolled and engaged customers in CME (Continuing Medical Education) and build a strong rapport which turned 23% incremental business

Pharmacist, Natraj Medical Store

### 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



Bachelors

Field of Study

Pharmacy

Overall Result (GPA)

No Response

FromTo (Actual or Expected)

No ResponseNo 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)
- Design (Suggested)
- Sourcing and Procurement (Suggested)
- People Management (Suggested)
- Communication (Suggested)

+ More (10)



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## Pharmacy & Optical

### Websites

Add any relevant websites. Format should be: http://

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 entitled to work for any employer in Canada? \***

Yes

**Please enter your legal name (first and last name) if it is different from the one in your application.**

No Response

**What is your base salary expectation? \***

\$40,000 - \$50,000

**What are any additional cash incentives you expect? (e.g. Signing Bonus, Year End Bonus) \***

As per company norms



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## Pharmacy & Optical

### Diversity & Inclusion Questions

What is your gender?

Male

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

G. South Asian (e.g. Indian, Pakistani, Sri Lankan) (Canada)

### Terms and Conditions

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

Yes

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