# Rahul Kaswala

Toronto, Ontario

📧 rahulkaswala@gmail.com | 📞 437-545-1001

## Objective

Over 12 years of experience in Project Management, Supply Chain, Sales, and Business Development within the Pharmaceutical and Trading Industries. Proven track record in optimizing processes, ensuring regulatory compliance, and driving sales growth. Seeking a challenging role to leverage my skills in a dynamic environment in Canada.

## Professional Experience

### Zydus Lifesciences Ltd. (Zydus Cadila Group)

Senior Executive Team Lead | September 2018 – March 2023

- Directed cross-functional teams to deliver complex projects, achieving compliance with regulatory norms and quality standards.  
- Managed project timelines, budgets, and resources, achieving 17% reduction in lead time and 12% inventory cost savings.  
- Improved supply chain efficiency, reducing stockouts, and increasing delivery performance by 4%.  
- Supported ERP transition to SAP Hana and led training for a new Master Data Management tool.

### Shah Trading Company

Sales Representative | Dates Not Provided

- 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.  
- Achieved and exceeded sales targets, contributing to company performance.  
- Conducted store visits and account servicing, including travel outside the Greater Toronto Area (GTA).  
- Prepared detailed reports on sales activities and market insights for management.

### GlaxoSmithKline Pharmaceuticals

Medical Business Associate | May 2017 – September 2018

- Developed relationships with 300+ key customers, contributing to a 10% business growth.  
- Planned and executed competitor analysis and sales strategies to boost engagement in the dental segment.  
- Conducted CME and brand-building activities, strengthening customer engagement.

### Intas Pharmaceuticals Limited

Business Executive | April 2015 – April 2017

- Engaged over 300 healthcare practitioners, achieving a 23% increase in business.  
- Conducted seminars and CME events for patient awareness and brand development.

### White Capsule

Project Coordinator | March 2013 – March 2015

- Managed client and vendor coordination, leading to a 10% increase in business development.

### Natraj Medical Store

Pharmacist | September 2011 – February 2013

- Managed prescriptions, customer relations, and inventory control, ensuring accuracy and customer satisfaction.

## Education

Bachelor of Pharmacy | Rajiv Gandhi University of Health Sciences, 2011

## Skills

- Project Management: Expertise in initiating, executing, and managing comprehensive projects with a focus on stakeholder communication and risk management.  
- Sales & Business Development: Proven track record in driving sales growth and building strong client relationships across various sectors.  
- Supply Chain Management: Extensive experience in end-to-end supply chain operations, including procurement, logistics, and demand forecasting.  
- Team Leadership: Skilled in mentoring and leading cross-functional teams, fostering collaboration and strategic problem-solving.  
- Analytical & Strategic Thinking: Strong data analysis skills, forecasting abilities, and decision-making aligned with organizational goals.

## Additional Information

- Languages: Fluent in English.  
- Software Proficiency: MS Office Suite, SAP (4+ years experience).  
- Adaptability: Proficient in multitasking and handling ad hoc tasks as required.

## References

Available upon request.