**Rahul Kaswala**

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**Objective:**

Seasoned professional with over 12 years of diverse experience in the Pharmaceutical Industry, specializing in Project Management, Central Coordination, Supply Chain, Sales and Marketing, and Business Development. Adept at optimizing operations, ensuring adherence to regulatory standards driving growth, and fostering stakeholder relationships. Seeking a dynamic and challenging role in Canada, to leverage my expertise and contribute to organizational success in the pharmaceutical sector.

**Professional Experience:**

**Shah Trading Company April 2023 – Present**

**Sales Representative** (Permanent - Full Time) **September 2024 – Present**

* 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.
* Conducted store visits and account servicing, including travel outside GTA.
* Prepared detailed reports on sales activities and market insights for management.

**Labelling Supervisor** (Permanent - Full Time) **July 2023 – August 2024**

* Oversaw labelling tasks, ensuring compliance with GMP and quality standards.
* Managed team productivity and conducted quality checks.
* Collaborated with teams and maintained health & safety protocols.

**Packaging Worker** (Permanent - Full Time) **April 2023 – June 2023**

* Packaged products efficiently, ensuring compliance with GMP and quality standards.
* Operated machinery safely and maintained a clean, organized work area.
* Followed health & safety protocols and collaborated with team members to meet targets.

**Zydus Lifesciences Ltd. (Zydus Cadila Group) September 2018 – March 2023**

**Senior Executive Team Lead** (Permanent - Full Time)

* Led cross-functional teams to plan, execute, and deliver complex projects while adhering to regulatory and quality standards.
* Managed project timelines, budgets, and resources, collaborating with stakeholders to define project scope and success criteria.
* Mitigated risks and monitored progress, providing regular updates to stakeholders.
* Implemented process improvements, reducing lead time by 25% and inventory holding costs by 14%.
* Optimized cost and inventory through demand forecasting and supply chain data analysis.
* Worked with suppliers to improve contracts and ensure timely material delivery, boosting delivery performance by 12%.
* Supported the implementation of a new Master Data Management tool and SAP Hana ERP transition.

**GlaxoSmithKline Pharmaceuticals May 2017 – September 2018**

**Medical Business Associate** (Permanent – Full Time)

* Conducted market research on 1000+ dentists, identifying and engaging the top 300 key customers with the highest potential.
* Enrolled customers in CME and used sales planning and competitor analysis, boosting business by 23%.
* Contributed to brand building by sharing scientific updates with doctors.
* Successfully completed individual and group activities within the planned timelines.

**Intas Pharmaceuticals Limited April 2015 – April 2017**

**Business Executive** (Permanent – Full Time)

* Visited 300+ key healthcare practitioners within assigned territories.
* Drove 27% business growth by conducting CME, implementing strategies, and executing campaigns.
* Built brand presence through effective communication and customer engagement.
* Strengthened customer relationships by engaging doctors, patients, and offering add-on benefits.
* Conducted seminars to raise patient awareness and provide training on emergency scenarios.

**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)

* Handling of prescriptions, dispensing medicines, Patient Counselling & Patient Education
* Generate Invoices, Purchase Orders, Cash Management, Inventory and Expiry Control
* Customer Relationship Management and Vendor Management

**Education:**

Bachelor of Pharmacy | Rajiv Gandhi University of Health Sciences 2011

**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.

1. **Supply Chain Management:**

* As a Supply Chain Analyst having expertise in end-to-end supply chain operations comprising of 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.

1. **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 attitude and decision-making skills to overcome the obstacles and fulfil the tasks.

1. **Analytical and Strategical 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.
* Experience in doing market research, sourcing and evaluations of supplier, and risk assessment and risk mitigation.

**Additional Information:**

* Valid Ontario G License and Clean Driving Record
* Software Proficiency: MS Office Suite, SAP (4 years).
* Outstanding command on using multiple programs and software at a time.

**References:** Available upon request.