**Rahul Kaswala**

**Email: rahulkaswala@gmail.com | Cell: 437-545-1001 | Toronto, Ontario**

**Objective:**

Seasoned professional with over 12 years of expertise in the pharmaceutical industry, specializing in Project Management, Supply Chain, Regulatory Compliance, Sales and Marketing and Business Development. Seeking a dynamic and challenging role in Canada, to optimize operations, drive growth, and ensure adherence to regulatory standards.

**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 comprehensive reports on sales activities and market insights, enabling data-driven decision-making by 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.
* Streamlined processes to achieve a 25% reduction in lead time and a 14% decrease in inventory holding costs.
* Optimized cost and inventory through demand forecasting and supply chain data analysis.
* Worked with suppliers to improve contracts and ensure timely material delivery, enhancing on-time delivery performance by 12% through improved supplier collaboration.
* 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, driving a 23% increase in business growth through strategic customer engagement and CME initiatives.
* 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.
* Achieved 27% business growth by spearheading CME programs, executing strategic campaigns, and fostering strong customer relationships.
* 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:**

* Expertise in end-to-end supply chain operations, including procurement, pricing, inventory management, and logistics, achieving cost savings and operational efficiency.
* 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.