Zydus Lifesciences Limited

Senior Executive Team Lead

Ahmedabad, Gujarat, India

Full Time

September 2018 to March 2023

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

• Worked on 250+ projects & delivered 200+ New products from Scratch

• Took care of 35% of the key customers and catered 40% of the total business as an individual contributor worth of 1.5 billion INR which was comprising of 274 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

Glaxo SmithKline Pharmaceuticals

Ahmedabad, Gujarat, India

Medical Business Associate

Full Time

May 2017 to September 2018

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

Intas Pharmaceuticals Ltd.

Ahmedabad, Gujarat, India

Business Executive

Full Time

April 2015 to April 2017

• Meeting 300+ Key Healthcare Practitioners of various specialties from the given territories (Specialties like - Cardiologist, Cardiovascular and Thoracic Surgeon, Consultant Physician, 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

Natraj Medical Store

Ahmedabad, Gujarat, India

Pharmacist

Full Time

September 2013 to March 2015

• 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