

PANKAJ V. SHAH

Vice President, Jay LifeCare Pvt. Ltd.

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SENIOR MANAGEMENT PROFESSIONAL

More than 25 years of cross-functional and cross-cultural expertise in Global Sourcing / Contract Manufacturing / Procurement (Formulation/API/PM/P2P Products) / Supply Chain Management

- Extensive experience in Import & Domestic Procurement, Vendor Development, Outsourcing (P2P) & Contract Manufacturing.
- Good understanding of inputs related to quality, regulatory requirements, operational matters and plant requirements as handled Plant Operation for initial 14 years of the career.
- Enterprising leader with proven competence in leading personnel towards accomplishment of common goals.
- Developing the long-term partnerships with suppliers, managing the day to day supplier performance to ensure meeting of service, cost, delivery and quality norms.
- Overseeing budgeting & planning of funds for procurement and sourcing of materials ensuring optimum utilization of materials.
- Development of alternate vendors, alternate materials and innovative ideas to achieve the cost efficiency.

EMPLOYMENT CHRONICLE

Jun'15 - till date: Jay Lifecare Pvt. Ltd, Ahmedabad

Vice President - Procurement & Outsourcing (Team Size – 10, Reporting to MD)

Accomplishments:

- ✚ Played a stellar role in carrying out procurement of Raw Material, Packing Materials, P2P Products, Promotional Items, Administration Items, F & D, etc.
- ✚ Demonstrated excellence in achieving development of new sources for new product development.

Mar'14 - Apr'15 : Dishman Pharmaceuticals & Chemicals Ltd, Ahmedabad

Vice President - Purchase (Team Size – 15, Reporting to MD)

Accomplishments:

- ✚ Played a stellar role in procurement of imported and domestic Raw Material, Packaging Materials, Chemicals, Intermediates, R & D, F & D, Administration Items, etc.
- ✚ Received special Award for showing excellent performance in streamlining function, Vendor Management and ensuring availability of materials on time.
- ✚ Achieved drastic improvement in product delivery time.
- ✚ Received special recognitions many times for various achievements like Streamlining Function, Throughput Cycle, Cost Reduction etc.
- ✚ Set new standards of benchmark for quality at suppliers' end by conducting

vigorous audit & convincing packing materials vendors to improve their processes.

Jan'09 - Dec'11 : Cadila Pharmaceuticals, Ahmedabad

Vice President - Corporate Purchase (Team Size – 40, Reporting to MD)

Accomplishments:

- ✍ Successfully managed total procurement of all 6 plants including Ethiopia plant.
 - ✍ Played a stellar role in procurement of imported and domestic Raw Material, Primary and Secondary Packing Materials, R & D, F & D, Outsourcing, P2P purchase, Intermediates, Engineering / Promotional Items, Administration Items, etc.
 - ✍ Received special recognition for exhibiting incisive negotiation skills by achieving Cost Saving of Rs. 8 Crores in one year.
 - ✍ Packing material rejection rate reduced from 2.8 % to 1.5%.
 - ✍ Raw material rejection rate reduced from 1.5% to 0.9 %
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Dec'04 - Dec'08 : Claris Life sciences Ltd., Ahmedabad

General Manager - Purchase and Outsourcing (Team Size – 20, Reporting to MD)

Accomplishments:

- ✍ Essayed a stellar role in handling purchase and outsourcing of various miscellaneous items.
 - ✍ Holds the merit of visiting countries like China, Germany, Italy, Belgium, France, Finland Switzerland, Qatar, Singapore, etc. for sourcing of new vendors and finalisation of annual contracts.
 - ✍ Packing materials rejection rate reduced from 3.5% to 2%
 - ✍ Received special recognition for developing new vendors like Qatar Petroleum & several Chinese vendors to supply medical grade LDPE at beneficial price to guard from monopoly of the incumbent local vendor.
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Jul'88 - Nov'04 : Core Healthcare Ltd., Ahmedabad

Growth Path:

Shift Incharge	: Jul'88 - Mar'91
Production Manager	: Apr'91 - Mar'94
Works Manager at Plant	: Apr' 94 - Mar'96
Head – Purchase and Contract Manufacturing Business	: Apr'96 - Nov'04

Accomplishments:

- ✍ Established the Contract Manufacturing Business by approaching various pharmaceutical companies and started business of nearly 40 reputed pharmaceutical companies.
- ✍ Holds the merit of being awarded with a Gold Medal for completing a decade at Core Healthcare.

TRAININGS & CONFERENCE ATTENDED

- ✎ Accomplished residential course on Managerial Skill Development at Tata Management Training Centre, Pune for 14 days.
- ✎ Attended one week residential programme at Tata Management Training Centre on Leadership in 2000.
- ✎ Took part in Training on Effective Oral Communication for Managers in 1997.
- ✎ Attended one week programme on Globalisation at IIM, Bangalore in 1995.
- ✎ Attended HRD programme which involved, cost saving, controls in rejection & inventories, business attributes, effective supervision & optimum utilisation of resources.
- ✎ Attended worldwide conference of PDA (Parental Drug Association) at Vienna, Austria.

ACCOLADES

- ✎ Actively involved as Coordinator of KAIZEN, a Japanese concept for small improvements process throughout the organization.

PROFESSIONAL AFFILIATIONS

- ✎ Member of the Optima (STROAT) Committee for Energy Conservation and Cost Control.

SCHOLASTICS

- ✎ B.Pharm. - L.M. College of Pharmacy, Ahmedabad
- ✎ IT Skills : Well versed with MS Office and Internet Applications.

PERSONAL PROFILE

Date of Birth : 15th October 1963

Residential Address : A-203, Shasan Complex, Opp. Prernatirth Derasar, Satellite,
Ahmedabad.

Languages Known : English, Hindi and Gujarati.