**Resume**

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| **Thought** | **:** | ***The one who know others is wise; the one who know his self is enlightened.*** |
| **Name** | **:** | Prajapati Amitkumar Ramanbhai |
| **Residence** | **:** | F/502, Siddhi Vinayak Residency, Naroda, Ahmedabad, Gujarat |
| **Contact No.** | **:** | 9979901376 |
| **Email** | **:** | amitmba.2008@gmail.com |
| **Personal Details :** | | |
| **Born on** | **:** | 02-Aug-1983 |
| **Gender** | **:** | Male |
| **Marital** | **:** | Married |
| **Nationality** | **:** | Indian |
| **Belongs to** | **:** | Gujarat |
| **Religion** | **:** | Hindu |
| **Caste** | **:** | Kumbhar |
| **Language known** | **:** | English, Hindi and Gujarati |
| **Hobbies** | **:** | * Reading of Spiritual books and life story of Saints * Listening of Indian classical music, Playing of Instruments * Staying in present * Meditation, Chanting and contemplation * Guide others |
| **Qualification** | **:** |  |

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| **No.** | **Degree** | **Board/University** | **Year** | **Percentage** | **Grade** |
| 1. | M.B.A  (Major- Marketing  Minor- Finance) | Ganpat University | 2007 | 56% | B- |
| 2. | M.sc. (Botany) | Gujarat University | 2005 | 56% | B+ |
| 3. | T.Y.B.sc (Botany) | Gujarat University | 2003 | 62% | FIRST |
| 4. | H.S.C. | GSEB | 2000 | 45% | SECOND |
| 5. | S.S.C. | GSEB | 1998 | 68% | FIRST |

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| **Computer** | **:** | M.S.Office, SAP, ERP |
| **Experience** | **:** |  |
| 1. |  | **Lincoln Pharmaceuticals Ltd. (2 Yrs)**  *Job Profile*   1. **Product Management Team**  * Handling Domestic & International PMT * Handling team of PMT executive * Looking after Nam Safe Group & PA Group contains products like Nam safe plus suspension, Nam Safe, Nam Safe P & PA 12 * Crafting and ensuring implementation of strategies for Nam safe group products * Analyzing state wise and Head quarter wise sales data * Visiting various Head quarters of Madhya Pradesh and ensuring implementation of strategies * Handling of sales review meetings * Giving product presentations * Giving product training * Preparing Budget * Presenting product review presentation to honorable Managing Directors * Handled Budget meetings * Crafting concepts of promotional inputs like visual adds, reminder cards, Literatures, Product booklet, Detailing stories, Detailing booklet * Preparing sample planning and literature allocation * Ensuring implementation of strategies to achieve the sales target * Crafting design of product artwork * Finalizing gifts for promotional inputs  1. **Additional projects handled:**  * Handling International PMT * Giving corporate training to the entire Head quarter employees * Handling various projects given by Managing Director * Database Management (ERP) * Tracking of strategy implementation of all Product Managers * Ensuring the material availability for the products having container schemes * Lead entire Budget and Budget meeting |
| 2. | **:** | **Claris Lifesciences Ltd. (4 Yrs)**  *Job Profile:*   1. **International Regulatory Affairs: (IRA)**  * As a part of promotion I was given an opportunity to work with IRA (Semi Regulated Market) department by aiming, to increase a robust system as ISM department. (Since 22-Mar-10 to till 11-Jan-11) * Ensuring Submission and Approval of dossiers according to yearly planning. * Ensuring dispatch of dossiers from India as per yearly, Quarterly and monthly planning. * Management of on time money remittances at respective Countries required for Submission of Dossiers.  1. **International Subsidiary Management: (ISM)**  * Established a new department, named as “International Subsidiary Management” at where I had worked for **2.5 Yrs** (Since 08-Oct-07 to 20-Mar-10) * Act as a Single Window person between Claris Subsidiaries (i.e. **Brazil, Mexico, Chile, Colombia, Venezuela and USA**) * Technical assistance to all the subsidiaries and ensuring availabilities of all materials related to testing. * Kept watch and maintained database of all Subsidiaries’,   + Subsidiaries’ Operation:   + Laboratory / Technical Support:   + Batch Release |
|  |  | **C) Other Projects successfully completed:**   * Prepared “Guideline at a Glance” consist a comparison of all regulatories’ GMP (i.e. USFDA, TGA, MHRA, ANVISA, Schedule M, PICS, WHO and ICH), which were further sent at Manufacturing facilities for further course of action. * Successfully implemented Stability project at Mexico (Since it’s planning of dispatch of samples, withdrawn schedule till it’s Testing) * Prepared MSDS of all the finished products of Claris. * Assisting Manufacturing plant (i.e. Stability, QC and QA departments) at the time various Regulatory Audits (i.e. USFDA and ANVISA) * Back end support from India at the time of Audits at Brazil and USA subsidiaries respectively. * Supported IRA US (for 18 days) and IRA Europe (for 7days) at the time of requirement. * Received a training of Instruments. (i.e. HPLC, GC, Amino Acid Analyzer and pH meter) * Supported IRA department at the time urgency sending all technical documents from Plant. * Prepared and implemented SOPs (more than 180) at all the Subsidiaries. * Decreased huge Laboratory cost at Mexico subsidiary by comparing per batch cost and procurement of working standards, impurities and reference standards from India. * Performed a Customer satisfaction Survey at all the Subsidiaries (for Service provided from ISM department) and received a huge positive response and found 95% Country managers were satisfied with the service provided from ISM (me). * Successfully transferred IRA’s Dispatch, Submission and Approval database on SAP. |
|  |  | **3. Cadila Pharmaceuticals Ltd. (3 months)**  *Job Profile:*   * Worked in Product Management Team, reporting to Managing Director * Was analyzing through ORG, C mark and derived strategies accordingly for marketing and was giving presentations to Managing Director |
| **Reward** | **:** | * Received an Incentive worth Rs. 10,000 in the month of Dec-09, which was a part of an appreciation of efficient performance at the time of USFDA audit at manufacturing facility. * Received prizes and certificate by wining in synopsis competition at Lattitide (A Curriculam activities held for MBAs) * Appreciated performance in participation of C-Bash and anchoring at Navaratri Festival. * Received appreciation from VP HR, for creative thinking |
| **Summer Project** | **:** | Identification of Reliance Broadband service’s Market share for the purpose of Market Potential. Also, get the consumer’s views for Reliance Broadband and of other Competitor Broadband Services.  **Reliance Inffocom**, Gulbai Tekra, Ahmedabad |
| **Skills** | **:** | Mentioned skills have the reference / derived from practical experience.   * Situation analysis * Quick decision * GAP Analysis and filling the GAPs accordingly * Communications * Achieve Plan V/s Actual * Presentation Skill * Time bound (even at urgency) * Follow up * Negotiation * Handling of team * Self Confidence * Innovative * Straightforward, Truthful and Honest * Always eager to learn * System oriented * Living happy in present moment * Enthusiastic and giving motivation to others * Trainer |
| **Reference** | **:** | * Mr. Urmish J. Shah (General Manager QA, Cadila Pharmaceutical Ltd.) * Mr. Rajnikant Bhavsar (Assistant General Manager Stability, Claris Lifesciences Ltd.) |

**Yours faithfully**



(Amit R. Prajapati)