

Yuvraj V Khade

(International Business Development -Executive)

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Charkop Sector 8, Kandivali (W), Mumbai 400067, Maharashtra, India



CAREER OBJECTIVE:

My knowledge and skills enable me to work not only in international business development but in commercial activities in general. I intend to use my business development skills in providing assistance to the company in achieving its goals. I am ready to enhance the capacity of an organization or a company to achieve meaningful results.

WORK EXPERIENCE : Rusan Pharma Limited.

Mumbai, MH
Apr 2024- Present

International Business Development – Executive

- Extensive experience in **Africa, USA, MEENA regions** in **pharmaceuticals, biotech, APIs, Finished Formulations, CMO, and CRO** sectors.
- Experience working with cross-functional teams (**sales, marketing, regulatory, R&D**).
- Expertise in **business lead generation, networking**, and forging **strategic partnerships** for market expansion.
- Proficient in managing **emergency supply chains, special imports**, and **product registrations** in compliance with **regulatory laws**.
- Experience preparing presentations, reports, and proposals, also experience with specific **CRM software**.
- Skilled in identifying **market gaps** and driving **business growth** through targeted strategies.
- Active in **business forecasting, strategic planning**, and **managing global partnerships** to ensure long-term success.

INTERSHIP EXPERIENCE: Precedence Research.

Pune, MH
Jul 2023- Aug 2023

Market Research Intern

- Explored extensive **secondary research** across diverse domains such as **Healthcare, Medical Devices, Automobile, AIML, and F&B**.
- Created detailed **60+ report** descriptions and crafted **press releases** to keep senior employees informed.
- Established and curated **leading databases** in various sectors, including Healthcare, ensuring access to vital industry information.
- Expertise in **data management, including collection, organization, analysis, reporting, presentation, database maintenance**, and adherence to data compliance standards.
- Crafted detailed reports in both **qualitative and quantitative formats**, providing actionable recommendations for informed decision-making.
- Proactively identified and monitored **emerging market trends, pricing strategies, business models, sales approaches, and operational methods** in various sectors, including the Healthcare industry.

POSITION OF RESPONSIBILITIES:

Pune, MH
Dec 2022- Apr 2023

DMS PUMBA, SPPU.

Alumni Relations Cell Member

- Managed and kept a detailed alumni database current with accurate contact details and professional profiles.
- Worked closely with the alumni community to discover mentorship and career development prospects.
- Played a crucial role in cultivating strong ties between the business school and its alumni network.

Zilla Parishad of Pune.

SPPU Representative Volunteer

Pune, MH

May 2023-June 2023

- Spearheaded the "one cluster one product" Government project, overseeing the training and development of Mar 21-Mar 22 100+ women entrepreneurs in rural Pune.
- Event organization experience.
- Conducted fieldwork, collaborating with industry experts, village communities, and local authorities to foster strong relationships.
- Facilitated marketing workshops for rural women, empowering them with essential skills for product promotion.
- Managed project documentation, including progress reports and financial statements, ensuring cost-effective project management and promoting women's economic empowerment and rural development.

SKILLS :

- Strong analytical and problem-solving skills.
- Attention to detail and organizational skills.
- Ability to work in a fast-paced environment.
- Excellent communication skills (written and verbal).
- Ability to manage multiple tasks and meet deadlines.

ACADEMIC DETAILS:

Qualification	Institute	CGPA/%	Year
MBA (Pharma Marketing)	Department of Management Sciences, PUMBA	7.82	2024
B. Pharmacy	S.V.P.M. College of Pharmacy, Malegaon (BK)	70.56 %	2022
H.S.C.	Jijamata Vidyalaya, Sarati, Maharashtra	62.77 %	2018
S.S.C.	Hutatma Parshuram Vidyalaya, Vaduj, Maharashtra	67.80 %	2016

CERTIFICATIONS:

- Fundamentals of Digital Marketing - Google
- Excel Skills for Business: Essentials - Coursera
- Data Analyst Project – Great Learning

AWARDS AND ACHIEVEMENTS:

- First Rank Holder in Poster Presentation
- Secured first prize in intra-college volleyball and tug-of-war championship Mar 2022 Dec 2021

OTHER:

- **Languages:** English | Hindi | Marathi
- **Technical Skills:** Proficiency in MS EXCEL | Canva | PowerPoint | Open AI
- **Soft Skills:** Motivated | Teamwork | Time Management | Adaptability
- **Hobbies/Interests:** Playing Volleyball | Trekking | Travelling | Exploring new places | Bike Riding