

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.

**Mumbai, MH**

**Apr 2024- Present**

**WORK EXPREINCE : Rusan Pharma Limited.**

**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.

**Pune, MH**

**Jul 2023- Aug 2023**

**INTERSHIP EXPEREINCE:** **Precedence Research**.

**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.

**Pune, MH**

**Dec 2022- Apr 2023**

**POSITION OF RESPONSIBILITIES:**

**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.

**Pune, MH**

**May 2023-June2023**

**Zilla Parishad of Pune**.

**SPPU Representative Volunteer**

* 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