M.Pharm + MBA (MBA PHARMA TECH)

D.O.B: 8th August 1990





SNAPSHOT

M Pharm (Pharmaceutics), MBA (Pharma Tech)

Total Work Experience: 1 Year 5 Months

Last Job: Pharmadesk Solution Pvt Ltd (Business Development)

Key Skills: Business Development, Market Research, SFE

WORK EXPERIENCE / KEY PROECTS

Experience

Company: Pharmadesk Solutions Pvt Ltd Department: Business Development

May 2016 to October 2017

Roles

- New customer Identification & Exploring business opportunities for Bioequivalence
- Acting as a key interface between the client and technical team
- Involvement in commercial negotiation
- Maintaining relations with existing clients and fulfilling their requirements.
- Coordinating with cross functional departments like project management, medical writing and quality assurance to accomplish the project successfully.
- Entertain RFP's, RFI's, Create draft costing to reflect the RFP specifications for review by management; revise the costing as appropriate based on the review comments.



Management Internship

Company: A. Menarini India Private Ltd. Department: Sales Force Excellence (SFE),

May – August 2015

Benchmarking Menarini's Incentive and Reward Recognition Scheme

Technical Internship

Company: Maneesh Pharmaceuticals Limited

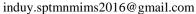
May to June 2012

Knowing the processes for preparation of injectable, tablets and capsules.











INDU YADAV

M.Pharm + MBA (MBA PHARMA TECH)

D.O.B: 8th August 1990



Degree/Class	University/Board	Institute	Year of Passing	CGPA/%
M. Pharm +MBA	NMIMS University	SPPSPTM	2013- 2016	*3.27/4
B. Pharm	Mumbai University	Bombay College of Pharmacy	2013	60
XII	CBSE Board	Kendriya Vidyalaya, Mumbai	2008	80.4
Х	CBSE Board	Army Public School	2006	81

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