



#### 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 PROJECTS

##### 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.



#### WORK EXPERIENCE / KEY PROJECTS

##### 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.



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**INDU YADAV**  
**M.Pharm + MBA (MBA PHARMA TECH)**  
**D.O.B : 8<sup>th</sup> 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
X	CBSE Board	Army Public School	2006	81



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