SAHIL GUPTA

M-Pharm Regulatory Affairs

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About Me

Motivated pharmaceutical professional with a strong foundation in Regulatory Affairs and Global Business Development. Skilled in understanding regulatory landscapes while identifying international market opportunities to support the growth, expansion, and commercialization of high-impact healthcare products. Committed to contributing strategic value to the global pharmaceutical industry through regulatory excellence and international business insight.

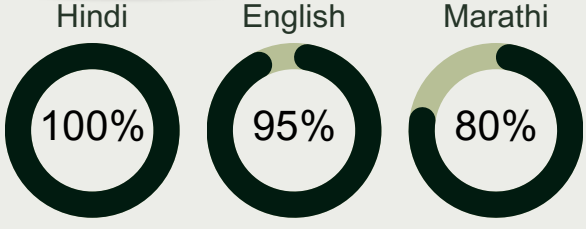
Education:

- Master of Pharmacy – Regulatory Affairs | 2023 – 2025 | S.K.B.C.O.P, Nagpur | CGPA: 9.17.
- GPAT Entrance | Qualified: 91.81%
- Bachelor of Pharmacy – 2019 – 2023 | Dr. R.G.B.I.P.E.R, Wardha | CGPA: 8.70.
- MHTCET Entrance | 88.90% | 2019
- XII Board | Passed | HSC State Board - 2019
- X Board | Passed | SSC State Board - 2017

Personal Details:

- DOB: 26 May 2002
- Sex: Male
- Nationality: Indian
- Marital Status: Unmarried
- Address:
- From: House No. 822, Timki, Near Nakloba Temple, Dadra Pul Road Nagpur 440018.
- Lives in: Flat No. 406, C wing, Sandstone Apartment, I.C. Colony, Holy Cross Road, Borivali West, Mumbai - 400103

Language:



Professional Experience:

Executive Regulatory Affairs & International Business Development | Pharmafluent | Kandivali East Mumbai
On-site - Full time - May 2025 to Present

Responsibilities:

- Leading regulatory documentation and compliance for APIs and finished formulations across multiple global markets.
- Managing global product registration processes and aligning with diverse regulatory frameworks.
- Onboarding and maintaining partnerships with API and finished formulation manufacturers.
- Handling key regulatory documents: COA, COPP, STP/MOA, DMF, CTD, PTP, LL, CDA, Quality Agreement & Others.
- Building and updating a country-wise database of pharmaceutical registration policies and requirements.
- Driving international business development initiatives and identifying new market opportunities.
- Expanding and managing vendor networks for sourcing and supply chain optimization.
- Supporting product development, lab equipment sourcing, and day-to-day operations aligned with business objectives.

Academic Honors:

- Secured Second University Rank in M-Pharm Regulatory Affairs.
- Secured Academic Excellence Four Times During B-Pharm.

Competitions:

- Winner of the Journal Club: Best Oral Presentation Award from the Department of Regulatory Affairs.
- Semi-finalist, National Level Quiz Competition at SKBCOP (2023).
- Represented the Bachelors institute at the I.P.E.R Wardha University Level Quiz.
- Presented at the University Level Intercollege Power Point Competition.
- Cultural Committee Head During Bachelor's & Anchoring Volunteer in Master's.

Projects & Posters:

- Formulation of a Novel Stress Relief Herbal Extemporaneous Mixture: Exploring its Product Development and Regulatory Documentation.
- Understanding Clinical Investigation and preparation of Technical File for Continuous Positive Airway Pressure (CPAP) Medical Device.
- Apticon 2024: Leveraging Regulatory Affairs for Strategic Business Development in the Pharmaceutical Industry.
- APIIR 2024: Role of Project Management in Driving Market Growth and Expansion in the Pharmaceutical Industry: Case Studies of Successful Global Product Launches.
- B-Pharm: 8th Semester: Novel Handwashing Gel Using Banana Peel & Conducting it's How to use Campaign.
- B-Pharm: 7th Semester: Formulation & Evaluation of Herbal Scrub

Skills:

- International Business Development.
- Regulatory Affairs Intelligence.
- Presentations & Client Management.
- Portfolio & Data Management.
- Product Sourcing & Assistance.
- Email Drafting & Lead Generation.
- Leadership & Public Speaking.
- Adaptability & Time Management.
- MS Office & Minitab.

Courses:

- Business Development: From Start to Scale || NPTEL || IIT Madras.
- International Business || NPTEL || IIT Roorkee.
- Current Regulatory Requirements for Conducting Clinical trials in India for Investigational & New Drug [Version 3.0] || NPTEL || IIT Madras.
- Drug Development || Coursera || UC San Diego
- Clinical Trial Analysis, Certificate of Training || Intern Shala.
- General Intellectual Property Right || WIPO.
- Production Machine Operator Non-Sterile formulation || LSSSDC.

Declaration:

- I hereby declare that the information written above is true.

Sahil S. Gupta Place: