**Dr. Zara Al-Rashid**

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| **EDUCATIONAL QUALIFICATION** | | |  |
| **Year** | **Degree** | **Institute** | **Percentage/CGPA** |
| 2012 | PGDM (Finance) | Indian School of Business Management (ISBM), Pune | 7.2/10 (Finance) |
| 2010 | M.B.B.S | K.J. Somaiya Medical College, Mumbai | 63.87% |
| 2004 | XII Std.(PCMB) | Mithibai College, Mumbai | 89.00% (Top **0.2%** Maharashtra state board) |
| 2002 | X Std. | St. Xavier's High School, Mumbai | 90.43% (Top **5%** Maharashtra state board) |
| **PROFESSIONAL EXPERIENCE** | | |  |

**Meridian Research Partners Lead Analyst – Pharmaceuticals and Healthcare *May’22 to till now***

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| Responsibilities |

Generate investment ideas and publish equity research ratings with price targets on Indian healthcare sector companies across 28 stocks under coverage

**Prism Financial Services Lead Analyst – Pharmaceuticals and Healthcare *Oct-’20 to Apr’22***

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| Key achievements |

* Voted by top domestic institutional investors: Axis Mutual Fund, SBI Mutual Fund, Nippon Life Asset Management, ICICI Prudential MF, Aditya Birla Sun Life MF, Reliance MF, LIC MF, Mirae Asset MF, Invesco MF, and Sundaram MF
* Investment recommendation adopted by major institutional client resulting in 35% increase in brokerage commission revenue

**Kotak Securities Lead Analyst – Pharmaceuticals and Healthcare *Apr-’18 to Apr-’20***

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| Key achievements |

* **Published sector thematic reports on Indian generics expansion, digital health initiatives, respiratory drug market, and healthcare policy reforms**
* Hosted Organized healthcare policy conference in Mumbai covering regulatory changes, generic drug policies, and government health initiatives with key policymakers

**DataFlow Research India Pvt. Limited, Noida Manager – Equity Research *May-'15 to Mar- ‘18***

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| Responsibilities |
| Key achievements |

* Member, U.S. Healthcare Services ER team **(Institutional Investor (II) Runner up) at Leerink Partners**
* **Awarded "Excellence in Research" recognition for superior analytical work and report quality (2015)**

**J.P. Morgan Securities, London Equity Research Associate *Sep-’13, Dec-’13 & Nov-‘14***

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| Project scope |
| Key achievements |

* Assist in team transition during replacement of a research associate and to work closely with the team
* Attended meetings & calls with **company IRs, institutional investors, & industry experts**
* Attended a company investor day at LSE and prepared a key takeaways note for publication

**Cipla Pharmaceuticals, Mumbai** **Summer Intern *Apr-’11 to May-’11***

Project scope § Competitive Positioning strategy for newly launched generic Calpol T using MDS (Perceptual Mapping)

* **Formulated competitive positioning strategy** & **communication tactics** as a result of which Calpol T Key achievements had **overtaken more than 90 brands in same category** and is currently holding the **2nd rank**

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| **SCHOLASTIC ACHIEVEMENTS** |

* **Scored 99.92 percentile in Quantitative Aptitude in CAT-2009** § **Consistent score of over 95% in Mathematics through XII Std.**

**DATABASE SKILLS**

* Proficient in using MS Office as well as financial databases like **Bloomberg, Factset, and Reuters**
* Well versed with healthcare related databases like **FDA, MedPAC, CMS, WHO, German DRG, USRDS, and PubMed**

**EXTRACURRICULAR ACTIVITIES**

* **Winner,** Pinnacle Cup-2010 and 2011, Mumbai Institute of Management Table Tennis championship among 15 participating business schools across western India
* **Winner**, Champions Trophy-2010 (inter-institutional sports competition between leading management institutes) Table Tennis tournament representing Mumbai Institute of Management

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