

**MANISH GUPTA**

(M) -9888602096 / [mkg087@gmail.com](mailto:mkg087@gmail.com)

**Performance driven, strategic-minded with over 9+ years of demonstrated success in gaining market share through implementation of sales & business development strategies that influence decision makers and drive success.**

**Focused Project Manager of experience performing multi-function management and business analysis for various projects.**

**LEADERSHIP COMPETENCIES**

Entrepreneurship • Account Management • Customer Engagement • Business Development • Cross-Functional Team Work • P&L Accountability • Strategic Planning • Leadership • Territory Management

**PROFESSIONAL EXPERIENCE****Glozel India Pvt Ltd****Manager – Business Development & Project (Chennai)**

January 2019 to November 2020

Develop a growth strategy focused both on financial gain and customer satisfaction

Conduct research to identify new markets and customer needs

Arrange business meetings with prospective clients

Promote the company's products/services addressing or predicting clients' objectives

Prepare sales contracts ensuring adherence to law-established rules and guidelines

Keep records of sales, revenue, invoices etc.

Provide trustworthy feedback and after-sales support.

After sales follow up for the delivery of material and further requirement

Coordinating with all concerned departments at work to complete the task effectively.

To maintain all Regulatory Documentation, EHS/QMS and OSHAS related documentation for its proper implementation and compliance.

Proven working experience as a business development manager, sales executive or a relevant role

Proven sales track record

Proficiency in MS Office and CRM software (e.g. Salesforce)

Proficiency in English

Market knowledge

Communication and negotiation skills

Ability to build rapport

Time management and planning skills

Coordinate internal resources and third parties/vendors for the flawless execution of projects

Ensure that all projects are delivered on-time, within scope and within budget

Developing project scopes and objectives, involving all relevant stakeholders and ensuring technical feasibility

Ensure resource availability and allocation

Develop a detailed project plan to track progress

Use appropriate verification techniques to manage changes in project scope, schedule and costs

Measure project performance using appropriate systems, tools and techniques

Report and escalate to management as needed

Manage the relationship with the client and all stakeholders

Perform risk management to minimize project risks

Establish and maintain relationships with third parties/vendors

Create and maintain comprehensive project documentation Requirements

Proven working experience as a project administrator in the information technology sector

Excellent written and verbal communication skills

Solid organizational skills including attention to detail and multi-tasking skills

**Project Completed:-**

Sourcing, Technology transfer & Contract manufacturing of **N, N-dimethylethylenediamine** & Exporting to china.

Sourcing, Technology transfer & Contract manufacturing of **8 Bromo 3 Methyl Xanthine** & Exporting to china

Sourcing, Technology transfer & Contract manufacturing of **7 H Tetrazole Acetic Acid** & Exporting to china

Sourcing, Technology transfer & Contract manufacturing of **1 Amino anthraquinone** & Exporting to china.

Sourcing, Technology transfer & Contract manufacturing of **1 Amino anthraquinone** & Exporting to china

Sourcing, Technology transfer & Contract manufacturing of **formulation of Valsartan & Sacubitril** & Exporting to Togo.

**Product Handling: -**

Products	Application / Usage	Products	Application / Usage
Alogliptin Benzoate	Oral Anti-diabetic	2 HYDROXY 1 NAPHTHOIC ACID	Nafcillin intermediate
Trelagliptin succinate	Oral Anti-diabetic	Cefodizime acid	Cefodizime Sodium Intermediate
Cetilistat	Weight Reducing Agent	Boc Cefcapene DIPA	Cefcapene Pivoxil Hydrochloride Intermediate
Tenofovir Alafenamide Fumarate	Anti Viral, HIV, Chronic Hepatitis B	Cefapirin acid	Cefapirin Sodium Intermediate
Sofosbuvir	Anti Viral, Hepatitis C	Linagliptin INT1	Linagliptin intermediate
AZD 9291 Osimertinib	Anti Cancer	Linagliptin INT2	Linagliptin intermediate
Apremilast	Treatment of psoriasis	Parent nucleus of Linagliptin	Linagliptin intermediate
Linagliptin	Oral Anti-diabetic		

Ibrutinib	Anti Cancer	LCZ696 Intermediate	Sacubitril Valsartan Intermediate
		LCZ696 Intermediate	Sacubitril Valsartan Intermediate
Tofacitinib Citrate	Rheumatoid Arthritis	N n Butyl thiophosphoric triamide	Agro Product Intermediate
LCZ696 Sacubitril Valsartan	Anti-hypertensive	7 TMCA	Cephalosporin Intermediate
Alpha Tocophenyl nicotinate	VITAMIN E	2 Ethoxy 1 naphthoic acid	Nafcillin intermediate
Cefazedone Free Acid	Cefazedone Sodium Intermediate	2 Ethoxynaphthalene 1 carbonyl chloride	Nafcillin intermediate
Cephapirin Benzathine VET	Cephalosporin Antibiotic	3,5 Dichloro 4 pyridone N acetic acid DCPA	Cefazedone Intermediate
Cefquinome Sulfate VET	Cephalosporin Antibiotic	7 PIME	Cefepime Intermediate
Nafcillin Sodium	Beta-Lactam Antibiotic	Alpha Sulfophenylacetic acid	Intermediate of sulbenicillin sodium and cefsulodin
Nafcillin Acid	Nafcillin Sodium Intermediate	3 METHYL 6 CHLOROURACIL	Alogliptin benzoate intermediate
Cefteram acid	Cefteram pivoxil Intermediate	Benzonitrile 2-[(6-chloro-3,4-dihydro-3-methyl-2,4-dioxo-1(2H)-pyrimidinyl)methyl]	Alogliptin benzoate intermediate
Cefteram Pivoxil	Cephalosporin Antibiotic	R 3 Boc Amino piperidine	Alogliptin benzoate intermediate
Cefmenoxime hydrochloride	Cephalosporin Antibiotic	7 TDA	Cefazedone Intermediate
Cefotiam hexetil hydrochloride	Cephalosporin Antibiotic	7 AMCA	Cephalosporin Intermediate
Cefcapene Pivoxil Hydrochloride	Cephalosporin Antibiotic	Parent nucleus of Ceftazidine	Ceftazidine intermedaite
Aspoxicillin	Anti-biotic	Parent nucleus of Cefteram 7 MTA	Intermediate of cefteram pivoxil
Ceforanide	Cephalosporin Antibiotic	(Z)-2-(2-t-butoxycarbonylaminothiazol-4-yl)-2-pentenoic acid	Cefcapene Intermediate
Temocillin disodium	Anti-bacterial	2-(4-Hydroxy-6-methylnicotinamido)-2-(4-hydroxyphenyl)acetic acid	Cefpiramide intermediate
Cefpodoxime	Cephalosporin Antibiotic	4 HYDROXY 6 METHYLNICOTINIC ACID	Cefpiramide intermediate
Creatine phosphate disodium salt	Myocardium protective agent	Parent nucleus of Cefozopran 7 ACP	Intermediate for Cefozopran
Ceftibuten	Cephalosporin Antibiotic	5 METHYL 1H TETRAZOLE	Intermediate for Cefteram
Choline Glycerophosphate	Cognitive Disorders	3,5 Dichloro 4 pyridinone	The intermediate of Cefazedone
Rucaparib	Antitumor	3 HYDROXY 2 METHYLPYRIDINE	Pharm intermediates
Brigatinib	Lung Cancer	2 Ethoxy 1 naphthaldehyde	Nafcillin intermediate
Veliparib	Anti-Cancer	2 Hydroxy 1 naphthaldehyde	Intermediate

## KEY ACHIEVEMENT

1. Successfully project start and execution for manufacturing of Linagliptin and Linagliptin Intermediates.
2. Project Manager for the manufacturing of Alogliptin Benzoate , Ticagrelor
3. Technology Transfer for the Bromination of Methyl Xanthine
4. Contract manufacturing of 1 Amino Anthraquinone for the China
5. Formulation Development and Dossier Development Project for the Ticagrelor, Linagliptin, Tinagliptin Succinate, Cetlistat & Apremilast.

## Industry

Pharmaceutical API & Formulation, Pharmaceutical API Intermediates, Chemicals

## DKSH INDIA PVT LIMITED

### Manager Technical Sales

January 2018 – December 2018

### Assistant Manager Technical Sales

September 2015- December 2017

Looking after Business Development & Sales of Pharmaceutical API, API Intermediates, Excipients for the North & East India Pharmaceutical Industries

· Area of operation Entire North and East India ( H.P, Punjab, Haryana, Rajasthan, Uttarakhand, UP, Assam , West Bengal, Sikkim , Madhya Pradesh).

New Product Development for Both Domestic Market & Overseas market for Pharma Industry (Nepal & Bangladesh)

- Co-ordination with all existing customers to complete the task.
- Keeping record of all the parties.
- Developing potential customers.
- Interaction with customers to understand their requirements.
- Maintaining relations with customer by providing better products and services.
- After sales follow up about various forms relating to Sales Tax Authorities, Custom Department
- after sales follow up for the delivery of material and further requirement
- Coordinating with all concerned departments at work to complete the task effectively. To maintain all Regulatory Documentation, EHS/QMS and OSHAS related documentation for its proper implementation and compliance.

Updating of Daily Project reports on SFDC

Helping Pharma R&D in Technical Aspects for Product Development by conducting Joint Visit with manufacturer.

### **Product Handling: -**

Narcotic Products, Vitamin ,Cephalosporin, sodium Benzoate, Propylene Glycol, HPBCD, Alpha Cyclodextrin, Mallinckrodt HPMC, HPC, HEC, CMC, Cyclodextrin, MCC Grades, Plasdone, Crospovidone, Flavor, Natural Color, Talc, Mannitol, Sodium Bicarbonate, PEG , Pregelatinized maize Starch, Sodium Alginate, Alginic Acid, Aspartame ,Di-Lactose , TiO<sub>2</sub>, Magnesium Stearate, PVPK Grades, Sodium Lauryl Sulphate, etc.

### **Principle Handling: -**

Mallinckrodt, BTSA, Tianjin Master Technology , SKC Korea, Ashland, Wacker, Kimica, NOF, Symega Flavor, Ingredion, Tata, Solvay,

## **IOL CHEMICALS & PHARMACEUTICALS**

### MARKETING EXECUTIVE

August 2014 –January 2015

#### **Job Responsibilities:**

- Looking after sales and marketing of Chemical products in domestic market.
- Area of operation is Punjab, NCR, U.P. Western India, South India, Jammu, Himachal, Uttarakhand Gujarat, Rajasthan region.
- Co-ordination with all existing customers to complete the task.
- Keeping record of all the parties.
- Developing potential customers.
- Interaction with customers to understand their requirements.
- Maintaining relations with customer by providing better products and services.
- After sales follow up about various forms relating to Sales Tax Authorities.
- After sales follow up for the delivery of material and further requirement
- Coordinating with all concerned departments at work to complete the task effectively. To maintain all EHS/QMS and OSHAS related documentation for its proper implementation and compliance

#### **Product Handling: -**

**Specialty chemicals** – Ethyl Acetate, Acetic Anhydride.

#### **Industry Catering:-**

Pharmaceuticals Formulation, Bulk drug manufacturers, Food processing industry, Chemical Industry, Paint Industry, Packaging Industry, Ink industry.

## **C.P STORES**

### SENIOR MARKETING EXECUTIVE

Chandigarh Location

July 2011 –June 2014

#### **Duties:**

Handling of Industrial Chemical, Petrochemicals, Pharmaceutical chemicals, Specialty Chemicals, Resins, API Marketing, Paint & Polymer chemicals, Food chemicals, PVC industry chemicals, Rubber chemicals, lab reagents, Bulk drugs, Form industry chemicals etc.

In a critical role of making a substantial contribution to the future growth of the company. Responsible for all corporate dealing & marketing, Business Development, Team Building and Handling, Logistic, retail marketing, New market research and planning, including the delivery and results for a key strategic initiatives.

Developing a marketing team to implement strategy & delivering

Design, implement & facilitate an effective local & national marketing strategy

Carrying out effective research & intelligence into competitor products & other trends

Constantly improving business development activities

Overseeing and managing financial budgets

Manage daily activities with sales team, Logistic department, Coordination department, & Sourcing department

Develop partnerships & relationships with third parties to meet strategic objectives

Identifying key marketing opportunities

Budget setting and control, including measurement and return on investment.

Exceptional project and time management skills

Monitoring & reporting to senior managers on the effectiveness of strategies/campaigns

Setting the scope, implementation, management & review of marketing team and concerning Department

## **Dove Research & Analytics**

**Senior Marketing Executive**, Chandigarh

May 2010- May2011

### **Responsibilities & Achievements**

1. Participated in two month's New Market development covering area of Punjab, J&K and Uttaranchal for marketing department
2. Developed New Product marketing development strategy with Marketing Manger & Managing Directors and generated new product development.

### **Demonstrated Skills**

#### **Marketing Expertise**

1. Skilled at visual merchandising, as displayed in the confidence of management.
2. Proficient at conducting a comprehensive marketing audit.
3. Market research expertise gained through experience conducting brand testing.
4. Able to apply theories to formulating strategy analysis and from this formulate appropriate marketing strategies to achieve organizational objectives.

#### **Communication**

1. Written report presented to Marketing directors was well received and the professionalism of the Marketing and strategies was particularly praised.

#### **Initiative and Creativity**

1. Established new methods of product sourcing directly from importers and exporter to help Marketing Department
2. Negotiated with business advisory boards and networked in various official functions within work to develop creative, effective solutions to long standing problem.

## **EDUCATION**

### **1. Bachelor of Pharmacy**, Punjab Technical University

Doaba College of Pharmacy, Kharar

Completed in 2010 with 70% Marks

### **Achievement**

1. Winner of Best student 2008-2009 in college.
2. Editor of college Magazine Doaba Spectrum.

### **2. 12<sup>th</sup> standard**, CBSE

S.D Public School, Chandigarh

Completed in 2006 with 70% Marks

### **3. 10<sup>th</sup> Standard**, CBSE

GMSS School 46, Chandigarh

Completed in 2003, with 65% marks

### **Key Course Related Projects**

- 1.) Hand held Training on HPLC for 1 week at NIPER Mohali.
- 2.) Hand held Training on GC and AAS for 1week at NIPER Mohali
- 3.) 45-day Industrial Training at ADMAC FORMULATION.
- 4.) One-month Training in bio-informatics approach to Drug Design, from BIOAXIS DNA Research Centre, Lucknow.
- 5.) 1-month Training in Clinical Research on DIABETIC NEUROPATHY from BIOAXIS DNA Research Centre, Lucknow.
- 6.) Drug Design for GENE PMP22, from BIOAXIS DNA Research Centre, Lucknow
- 7.) Software Analysis on ADME study of Drug.
- 8.) Product Development and Market Research Course In-House Training in IOLCP.
- 9.) Study of Global Market trends of product Sourcing and Product Development.

### **Interests**

Cricket – In Doaba College team

Badminton – In Doaba college team

Swimming- In college team

## **References**

Provided on request

## **Address**

Current - 3217, Alok Vihar -1 Sector 50 Noida Uttar Pradesh, India

Permanent: - 96, Golden Estate, Baltana, Zirakpur, Punjab India