

Curriculum vitae

Name: MD. TAUSIF QUDSI

Haroon Nagar Sector 3, Patna (800002)

E-mail: tausif.qudsi@gmail.com

Phone: [9810567085](tel:9810567085), [9631358785](tel:9631358785)



Brief Snapshot

- **Highest Qualification:** M. Pharma (Pharmacy Practice), Hamdard University, New Delhi
- **Additional Qualifications:**
 - Executive Program in Business Analytics (EPBA), Indian Institute of Management Calcutta, Kolkata (India)
 - Post Graduate Diploma in Drug Regulatory Affairs (PGDPRA), Hamdard University, New Delhi
- **Total Work Experience:** 20+ Years (Pharma Market Research and Analytics - 16+ Years)
- **Industry Exposure:** Pharma Market Research and Analytics, Consulting and Professional Services, Pharmaceutical Import and Distribution, Retail Pharmacy, Academics and Regulatory affair
- **Technical Skill Set:** Opportunity Assessment, Clinical Pipeline Analysis, Primary Market Research, Forecasting, Market Access, Epidemiology, Strategy Analysis, Data analysis (qualitative/quantitative), CTD Module 2.4 and 2.5
- **Operational Skill Set:** Project Management, Team Handling, Coaching and Mentoring, Talent acquisition and Performance management.
- **Microsoft Applications:** Proficient in MS-Excel, Power BI/Power Query (beginner level), PowerPoint and Word
- **Organizations I worked before:** Smart Analyst India Pvt. Ltd., WNS Gurgaon, BIS Research Noida

EMPLOYMENT PROFILE

Freelance

May'2024-Till now

Work Profile: Identifying and establishing business communications with prospective clients, writing common technical document (CTD) module 2.4 and 2.5, and assisting project management team of a pharma client.

BIS Research

Mar'2022-Jan'2024

Noida, UP (India)

Designation: Principal Analyst

Work Profile: Preparing syndicated reports, conducting secondary as well as primary market research, synthesize data and deriving insights to support decision making, validation of research finding through primary inputs both for qualitative and quantitative data, designing of online survey, tracking relevant key developments, capturing strategic activities, identifying opportunities, market trend and drivers, doing clinical pipeline analysis, competitive landscape assessment, market assessment, and title feasibility studies.

International Work Experience (Doha, Qatar)

Jun'2018-Feb'2022

Pharmacy and More (Retail Pharmacy Chain)

Jun'2020-Feb'2022

Designation: Pharmacist (QCHP Lic. PH5291)

Work Profile:

- ✓ **Retail Pharmacy Operation:** Dispensing of correct prescription to the patient, patient education, record keeping, inventory management.

- ✓ **Online Pharmacy Operation:** Receiving online orders, preparing and ensuring the delivery, maintaining proper records of the orders dispatched.

Ibn Abi Ramtha Medical llc (Pharmaceutical Importer and Distributor Company)

Jun'2018-Jan'2020

Designation: Pharmacist

Work Profile:

- ✓ **International Business Communication:** Responsible for identification of prospective companies and review of their product portfolio to forge partnerships in Qatar. It included reviewing their product portfolio, doing market assessment of selected products, giving them a brief rational overview, discussing registration requirements etc.
- ✓ **Regulatory tasks:** Applying and procuring import permits, securing final release of shipment.
- ✓ **Local Pharmaceutical Market Operations:** Review and follow – up with local clients for their requirements and effectively addressing them. Creating cost calculation sheet, analysis and providing best offer to them.
- ✓ **Import Operations:** Identification of potential exporters, building professional rapport, communication, and support in executing the smooth operation of the shipment.
- ✓ **Procurement and Delivery:** Preparing required documents and handling release of shipment from airport to our shipping agent, working together for smooth release of shipments from customs till it reached our store.
- ✓ **Store Operations:** Validation of received orders and ensuring the orders received are in compliance with the MOH terms and conditions, managing store and record keeping.

WNS Global Services

Nov'2009-May'2018

Gurgaon, Haryana

Designation: Group Manager (Operations)

Work Profile:

- ✓ Lead multiple teams with over 15 members, working on projects focused on creating indication sales forecast, drug classifications and their commercial attractiveness based on key clinical and commercial parameters.
- ✓ Worked on projects related to market access involving drug pricing majorly NICE HTA, associated regulatory bodies (Medicare/Medicaid/NHS) and healthcare reimbursement in the US/EU markets along with capturing EU-5 and US formulary data.
 - Drug Pricing (NICE HTA, NHS, Medicare/Medicaid)
 - Formulary Access and Data Analysis (EU-5, US)
- ✓ Managed Projects related with studying disease epidemiology, existing treatment landscape, Pipeline analysis, reviewing unmet needs as well as capturing trend and drivers.
- ✓ Business discussions with clients, project planning and execution strategy
- ✓ Administrative responsibilities such as interviewing and selection of candidates, on-boarding, devising training plans, performance review and appraisal.

Smart Analyst India Private Limited

Apr'2005-Oct'2009

Gurgaon, Haryana

Designation: Analyst

Work Profile:

- ✓ Opportunity Assessment, Portfolio optimization, Pipeline analysis, Market access, and tracking competitive landscapes of desired therapy area.
 - Market Access Strategy (US & EU)
 - Reimbursement Systems (US Healthcare, EU HTA)
- ✓ Conducting research on public domain as well as proprietary databases, analyzing epidemiological and market data pertaining to a particular therapy and geography.
- ✓ Preparing report based on insights gathered through secondary research and valuable inputs from key opinion leaders of the respective therapy area.
- ✓ Fetching relevant information from proprietary databases such Evaluate Pharma, IMS knowledge link, ADIS R&D and Clinical Insight, Biopharma Insight, Factiva, LexisNexis, Hoovers) and public resources such as US FDA, EMA, NICE, CDC, Clinicaltrials.gov, and Pubmed among others necessary for research.
- ✓ Evaluation of reimbursement issues associated with the drug in geographies where the drug has to be marketed or launched.

- ✓ Supervising and guiding new colleagues on similar projects.

BSA Institute of Pharmacy
Faridabad, Haryana
Designation: Lecturer

Nov'2004-Mar'2005

Work Profile:

- ✓ Teaching subjects such as biochemistry, hospital and clinical pharmacotherapeutics to undergraduate students.

EDUCATIONS

M. Pharm (Pharmacy Practice)
Hamdard University, New Delhi

Aug'2002-Aug'2004

Thesis Title: Monitoring of plasma theophylline concentration of asthmatic patients taking theophylline alone or in combination with other medicines.

Key Learning: Got to know about the ICH guidelines for conducting clinical trials. Acquired sound knowledge about how to write clinical trial protocol, informed consent form (ICF), develop and validate method for analysis on HPLC.

B. Pharm
Hamdard University, New Delhi

Aug'1997-Jul'2001

Key Learning: Learned about the preparation, compounding and dispensing of pharmaceuticals as well as their quality control analysis, disease' pathophysiology and significance of drugs' and their actions.

ADDITIONAL QUALIFICATIONS

Data Analysis | SQL, Tableau, Power BI & Excel
Udemy

Jun'2024

Key Learning: Learned about the basics of different data analytics tools and got a hands-on experience by working on real data.

Introduction to Python
Udemy

Oct'2023

Key Learning: Understood about the programming language capabilities and practiced basic steps.

Executive program in Business Analytics
Indian Institute of Management Calcutta, Kolkata

Sep'2008-Aug'2009

Key Learning: Got to know about the basic concepts of management fundamentals and business analytics.

Post Graduate Diploma in Drug Regulatory Affairs
Hamdard University, New Delhi

Aug'2007-Jul'2008

Key Learning: Learned about the different issues and aspects of launching/marketing of a pharmaceutical product in a particular region/geography.

Declaration: I hereby declare that the details mentioned above are complete and true to the best of my knowledge.

Mohd Tausif Qudsi