

|| Know Your Alumni 79 || "Business Development in Pharma CDMO Sector" || 03rd April 2026 – 11:15 AM to 01:00 PM IST || Offline

IIHMRU President Office
To- Dear Ms. Wankhade
Shweta Narayan,
wankhade.pm17@iihmr.in

Dear Ms. Wankhade Shweta Narayan,

Greetings for the day!!!

Hope this email finds you in great health.

IIHMR University takes the lead to organizing a series of **Know Your Alumni Series** specially designed for the students to orient them with the current developments going in the industry and to enhance their skills for comprehending the challenges in the professional arena, as well as to build a strong connection between current and former students. The University is conducting a session on 03rd April 2026 – 11:15 AM to 01:00 PM IST.

The session will help students to understand “Business Development in Pharma CDMO Sector”

Guest Speaker: Ms. Ritika Das, DGM -Business Development, Akums Drugs & Pharmaceuticals Ltd, New Delhi, MBA PM, Batch 3 (2011-13)

Title: “Business Development in Pharma CDMO Sector”.

Welcome: Dr Saurabh Kumar, Dean - SPM, IIHMR University, Jaipur, Rajasthan, India

Student Coordinator: Ms. Wankhade Shweta Narayan, Student, MBA PM 17

Date: 03rd April 2026

Time: 11:15 AM to 01:00 PM IST

Mode: Offline

The Session will be of Approx 120 minutes followed by 15-minute question-answer session (2 Hours duration). The target audience will be the 1st Year students of MBA PM.

Please reserve your seat 15 minutes before the last-minute hassle.

KNOW YOUR ALUMNI SERIES
To build strong connections between current and former students

A Discussion on:
 Business Development in Pharma
 CDMO Sector

📅 Friday, 03rd April 2026
 🕒 11:15 AM- 01:00 PM (IST) 🇮🇳
 📍 IIHMR University, Jaipur

WELCOME
Dr Saurabh Kumar
 Dean SPM
 IIHMR University, Jaipur

OUR ALUMNUS
Ms. Ritika Das
 MBA PM, Batch 3 (2011-13)
 DGM - Business Development
 Akums Drugs & Pharmaceuticals Ltd, New Delhi

Student Coordinator
Ms. Wankhade Shweta Narayan
 MBA PM-17
 IIHMR University, Jaipur

Thanks and Regards



President Office

A: IIHMR University | 1, Prabhu Dayal Marg,
 Near Sanganer Airport | Jaipur – 302029

E: presidentoffice@iihmr.edu.in | **W:** www.iihmr.edu.in

P: +91 141 3924700 (737)

IIHMR UNIVERSITY, JAIPUR
EVENT OUTCOME REPORT
“Know Your Alumni Episode 79”

EVENT: “Know Your Alumni Episode 79”
TOPIC: Business Development in Pharma CDMO Sector
DATE: 3 February 2026 from 11:15 AM to 01:00 PM
VENUE: IIHMR University, Jaipur, India
SPEAKER: Ms. Ritika Das Mam, currently working as the Deputy General Manager in business development at Akums Pharmaceuticals (Batch 2011-13)
NUMBER OF PARTICIPANTS: 115
INTRODUCTION: IIHMR University, Jaipur, hosted a "Know Your Alumni" session featuring Ms. Ritika Das, Deputy General Manager – Business Development at Akums Drugs and Pharmaceuticals Ltd. She shared insights on business development, product sourcing, and account management in the pharma industry. IMS Health, she highlighted career growth and industry exposure. The session was informative and inspiring for students.
OBJECTIVE: The primary objectives of the session were: <ul style="list-style-type: none">● Explains the business model of Akums Drugs and Pharmaceuticals Ltd and its role as a Contract Development and Manufacturing Organization.● Studies the key trends and challenges in the pharmaceutical industry.● Analyses the supply chain management system of the company.● Explains the business development activities and client management practices.● Includes real-life case studies such as product launch, cost reduction, and export opportunities. Describes how the company handles problems like supply delays and payment issues.

Salient Novel Points Covered:

ROLE

Business Development (BD) in the Pharma CDMO sector—i.e., Contract Development and Manufacturing Organizations—plays a central, revenue-driving role. It's not just sales; it sits at the intersection of science, strategy, and partnerships.

Client Acquisition & Partnerships

BD teams identify and win new clients such as:

- Biotech startups
- Mid-size pharma companies
- Large pharma firms outsourcing development/manufacturing

Opportunity Identification

BD professionals:

- Track industry trends (e.g., biologics, cell & gene therapy, mRNA)
- Identify companies with molecules in pipeline stages
- Match client needs with the CDMO's capabilities

This requires strong awareness of drug pipelines and therapeutic areas.

KEY TAKEAWAY POINTS FROM THE SESSION:

- Business development in pharma requires strong client relationships and communication skills.
- The CDMO model is growing fast, and companies like Akums play an important role in manufacturing and product development.
- Supply chain management is very important to avoid delays and ensure continuous production.
- Quality, cost, and time (TCQ) are the key factors for success in the pharmaceutical industry and effective business operations. Strong regulatory knowledge (USFDA, WHO) is necessary for exports and global business.
- Building long-term relationships with clients helps in business growth, upselling, and retention.
- Handling challenges like supply disruptions and payment issues requires quick decision-making and strong systems.

Q&A and Interactive Session:

Students asked about the importance of business development skills in the pharmaceutical industry.
→ The speaker explained that strong communication, client handling, and market understanding are very

important for success.

→ Students were advised to improve these skills through practical exposure and internships.

Students asked about challenges in pharma supply chain management.

→ The discussion highlighted issues like raw material delays, regulatory requirements, and demand fluctuations.

→ Students were encouraged to learn planning, coordination, and problem-solving skills.

Students asked about career growth in business development roles.

→ The speaker explained that consistent performance, relationship building, and industry knowledge help in career growth.

→ Students were advised to stay updated with industry trends and continuously upgrade their skills.

Students asked about handling difficult clients and payment issues.

→ The speaker shared that patience, clear communication, and strong agreements are important to manage such situations.

→ Students were encouraged to develop negotiation and conflict management skills.

Appropriate caption for the webinar: "Alumni Insights: Exploring the role of CDMO and business development in the pharma industry."

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Business Development in Pharma
CDMO Sector

📅 Friday, 03rd April 2026
🕒 11:15 AM- 01:00 PM (IST) 🇮🇳
📍 IIHMR University, Jaipur



WELCOME
Dr Saurabh Kumar
Dean SPM
IIHMR University, Jaipur



OUR ALUMNUS
Ms. Ritika Das
MBA PM, Batch 3 (2011-13)
DGM -Business Development
Akums Drugs & Pharmaceuticals Ltd, New Delhi



Student Coordinator
Ms. Wankhade Shweta Narayan
MBA PM-17
IIHMR University, Jaipur

77 EPISODE

78 EPISODE

79 EPISODE

80 EPISODE







Know Your Alumni Episode 79
Date: 03/04/2026 (11:15 AM to 01: 00PM)
Attendance Sheet

1	0818	Ritam Paul	MBA - PM - 17	RP.
2	0728	Aditya Vyas	MBA - PM - 17	Aditya
3	0739	Apurv Kumar	MBA - PM 17	Apurv
4	0788	Mudit Singh Patelia	MBA - PM 17	Mudit
5	0744	Prathmesh Binkar	MBA - PM 17	Prathmesh
6	0760	Harsh Desivedi	MBA - PM 17	Harsh
7	0770	Keshav Agrawal	MBA - PM 17	Keshav
8	0771	Khan Abdul Rahim	MBA - PM - 17	Khan Abdul Rahim
9	0756	Gyairik Ranjan Saha	MBA - PM - 17	Gyairik
10	0755	Ardhoot Gadekar	MBA - PM - 17	Ardhoot
11	0802	Patil Nubhav	MBA - PM - 17	Patil Nubhav
12	0749	Chaudhary, Bhushan	MBA - PM 17	Bhushan
13	0737	Anuj Thakare	MBA - PM 17	Anuj
14	0842	Dhruv Prathamesh	MBA - PM - 17	Dhruv
15	0831	Shashank Red	MBA - PM - 17	Shashank
16	0795	Nikhil Dharma	MBA - PM - 17	Nikhil Dharma
17	0833	Akshay Shinde	MBA - PM - 17	Akshay
18	0812	Purna Borole	MBA - PM - 17	Purna
19	0797	Pat Vipin Sabhapati	MBA - PM - 17	Vipin
20	0791	Nasruddin	MBA - PM - 17	Nasruddin
21	0844	Sruvankar	MBA - PM - 17	Sruvankar
22	0854	VISHAK KUMAR	MBA - PM - 17	Vishal Kumar
23	0785	Mohit Rajput	MBA - PM - 17	Mohit
24	0824	Samridhi Maheshwari	MBA - PM - 17	Samridhi
25	0809	Prihi Karmari	MBA - PM - 17	Prihi

Know Your Alumni Episode 79

Date: 03/04/2026 (11:15 AM to 01: 00PM)

Attendance Sheet

1.	0754	Miss	Divy Tyagi	PM-17	<u>Divya</u>
2	0808	Mn.	Praveen	PM-17	<u>Praveen</u>
3	0796	Ms.	Nirvika Biyani	PM-17	<u>Nirvika</u>
4	0804	Ms	Pooja Chopra	PM-17	<u>Pooja</u>
5	0834	Ms	Bhagyashwi	PM-17	<u>Bhagyashwi</u>
6			Shirgote.	PM-17	
7	0727	Ms.	Aditi Gupta	PM-17	<u>Aditi</u>
8	0799	Mr	Mihir Panchal.	PM-17	<u>Mihir</u>
9	0787	Mr.	Tjar more	PM-17	<u>Tjar</u>
10	0792	Ms.	Neyana Sahu	PM-17	<u>Neyana</u>
11	0822	Mr	Sahil	PM-17	<u>Sahil</u>
12	0774	Mr	Krishna Bhatia	PM-17	<u>Krishna</u>
13	0803	Mr	chaitanya pawar	PM-17	<u>Chaitanya</u>
14	0782	Mr.	Raj Manthorwar	PM-17	<u>Raj</u>
15	0750	Mr	Chaudhari Ved Vijay	PM-17	<u>Ved</u>
16	0777	Mr.	Lokesh Ranjan Mahto	PM-17	<u>Lokesh</u>
17	0837	Ms.	Shruti Bhowmick	PM-17	<u>Shruti</u>
18	0789	Ms.	Mushaan Gupta	PM-17	<u>Mushaan</u>
19	0785	Ms.	Anjali Lalwera	PM-17	<u>Anjali</u>
20	0807	Ms.	Prashansa	PM-17	<u>Prashansa</u>
21	0480	Mr	Mahantesh. K	PM-17	<u>Mahantesh</u>
22	0725	Ms	Aditya Mishra	PM-17	<u>Aditya</u>
23	0738	Mr.	APOORV PRIPATHI	PM-17	<u>Apoorv</u>
24	0898	Ms	Nilisha Bhattacharya	PM-17	<u>Nilisha</u>
25	0790	Ms	Yashika Anil	PM-17	<u>Yashika</u>

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Attendance Sheet

1	0801	Jayaraman Patel	MBA - PM - 17	Jen
2	0811	PROBHAT TAFADAR	MBA - PM - 17	T
3	0829	AUM PALAN	MBA - PM - 17	A
4	0821	Deepanshu	MBA - PM - 17	D
5	0858	Yash Rehil	MBA - PM - 17	Yash Rehil
6	0761	Harshkumar sharm	MBA - PM - 17	Harsh
7	0857	Yash	MBA - PM - 17	Yash
8	0814	Rajendra Rajra	MBA - PM - 17	R. Rajra..
9	0821	Sagar Verma	MBA PM - 17	Verma
10	0817	Rishabh Pathak	MBA PM - 17	R. Pathak..
11	0816	Riddhi K. Umathe	MBA PM - 17	R. Umathe
12	0828	Sajal M. Yedav	MBA - PM - 17	Sajal
13	0836	Shreya Khare	MBA - PM - 17	Shreya
14	0781	Manisha Singh	MBA - PM - 17	Manisha
15	0130	Aishwarya P. Nair	MBA - PM - 17	Aishwarya
16	0742	Ashish R	MBA - PM - 17	Ashish
17	0759	Harikashore Athreya	MBA - PM - 17	Harishore
18	0855	Vainda Menon	MBA PM - 17	Vainda
19	0810	Priyadharsini S	MBA PM - 17	Priya
20	0850	Vaishali Kumbhari	MBA PM - 17	Vaishali
21	0793	Nidhi Tawale	MBA PM - 17	Nidhi
22	0758	Geetika Sankhla	"	Geetika
23	0778	Deepanshu	MBA PM - 17	D
24	0734	Anisha Jain	MBA PM - 17	Anisha
25	0798	Isha Palan	MBA PM - 17	Isha

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1	0775	Kriti Hada	MBA PM-17	<i>Kriti</i>
2	0745	Janushee Bhagat	MBA - PM - 17	<i>Janushee</i>
3	0851	Vansh Daxar	MBA - PM - 17	<i>Vansh Daxar</i>
4	0731	Akash Bairagi	MBA - PM - 17	<i>Akash</i>
5	0841	Singh Richa Manojkumar	MBA PM 17	<i>Singh</i>
6	0726	Aditi	MBA PM 17	<i>Aditi</i>
7	0767	Jitish Yadav	MBA PM 17	<i>J Yadav</i>
8	0772	Khushi Srivastava	MBA PM 17	<i>Khushi</i>
9	0762	Tshiko Patidar	MBA PM 17	<i>Tshiko</i>
10	0729	Jhanvi Aher	MBA PM 17	<i>Jhanvi</i>
11	0747	Bhumi Grawle	MBA PM 17	<i>Bhumi</i>
12	0763	OMKAR JADHAV	MBA PM 17	<i>Omkar</i>
13	0764	Jaideep Singh	MBA PM 17	<i>Jaideep</i>
14	0827	Sathi Chowdhury	MBA PM 17	<i>Sathi</i>
15	0839	Shruti Tomar	MBA PM 17	<i>Shruti</i>
16	0830	Shaik Waseem	MBA - PM 17	<i>Shaik</i>
17	0757	Geetika Potnuru	MBA - PM 17	<i>Geetika</i>
18	0769	K. Chetan Kumar	MBA PM 17	<i>Chetan</i>
19	0779	M. Joice Auel	MBA PM 17	<i>Joice</i>
20	0740	Arijit Dey.	MBA PM - 17	<i>A. Dey.</i>
21	0815	Ramashankar Sahu	MBA PM - 17	<i>Ramashankar</i>
22	0843	SOVRABH BASARAGAN	MBA PM - 17	<i>SOVRABH</i>
23	0746	Vaishnavi Bhoj	— 11 —	<i>Vaishnavi</i>
24	0800	Pankaj Prajapati	MBA - PM - 17	<i>Pankaj</i>
25	0829	Sengor Anjana Rajvindsingh	MBA - PM - 17	<i>Sengor</i>

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Attendance Sheet

1	0748	Mr.	Chalapathi Srakrishna	MBA - PM	Ch. Siva
2	0765	Mr.	Tanipelli Bhargava ram	MBA - PM	Jhny
3	0753	Mr.	Dibyana Kumar	MBA - PM	Dibyana
4	0847	Ms	Shrawani G. Tilakar	MBA - PM	Shrawani Tilakar
5	0849	Ms	Mansi J. TUPE	MBA - PM	Mansi
6	0783	Mr.	Mathukumalli Sairavitha	MBA - PM	M. Sairavitha
7	0826	Mr.	Sankhanil Pandit	MBA - PM	Sankhanil
8	0751	Ms	Deeksha Singh	MBA - PM	Deeksha
9	0846	Ms.	Tanya Mani	MBA - PM	Tanya Mani
10	0835	Ms	Shreya Ghosh	MBA - PM	Shreya
11	0845	Ms.	Tamanna Nishra	MBA - PM	Tamanna
12	0840	Ms	Shweta N. Wankhade	MBA - PM	Shweta
13	0861	Mr.	Yogesh Dutt Jiwari	MBA - PM	Yogesh Jiwari
14	0732	Miss	Anisha Sharma	MBA - PM	Anisha
15	0733	Mr.	Ankush Patwardi		Ankush
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