

**IIHMR UNIVERSITY, JAIPUR**  
**EVENT OUTCOME REPORT**  
**“Know your Alumni Episode 65”**

<b>“Know your Alumni Episode 65”</b>	
<b>TOPIC:</b> Business Development in the Pharma CDMO Space	
<b>DATE:</b> 15 <sup>th</sup> November 2024 from 2:00pm to 3:30pm.	
<b>VENUE:</b> New Auditorium- Part B, IIHMR University, Jaipur	
<b>SPEAKER:</b> Ms. Ritika Das (DGM – Business Development, Akums Drugs & Pharmaceuticals Ltd., New Delhi, India)	
<b>NUMBER OF PARTICIPANTS:</b> 119 students from 1 <sup>st</sup> year, MBA (Pharmaceutical Management)	
<b>INTRODUCTION:</b> The 65 <sup>th</sup> episode of the Know your Alumni titled – “Business Development in the Pharma CDMO Space” held on 15 <sup>th</sup> November 2024, at IIHMR University. This session featured as the guest speaker Ms. Ritika Das (DGM – Business Development, Akums Drugs & Pharmaceuticals Ltd., New Delhi, India). The event was moderated by Dr Saurabh Kumar, Dean, SPM and Associate Professor and student moderator Mr. Utkarsh Kumar Singh from the PM-16. The session focus on “Business Development in the Pharma CDMO Space”	
<b>OBJECTIVE:</b> The session aims to offer a comprehensive understanding about the Business Development in Pharma Sector, focusing on key principles, regulatory compliance, input risk related to import of raw material, and risk assessment, new technology adoption, value chain of pharmaceutical industry.	
<b>Salient Novel Points Covered:</b>  <b>ROLE:</b> Ms. Ritika Das provided an insightful overview of the Demand Drivers of Indian Pharmaceutical Industry, focusing on its regulatory framework, Growing Medicals Tourism. She delved into the Product Innovation, with a special emphasis on the new technologies in drug development. Additionally, Ms. Ritika Das highlighted that they are the biggest player in CDMO in India and 2 <sup>nd</sup> in the globe, giving participants a well-rounded understanding of the industry's current dynamics, key challenges in the Indian pharmaceutical industry.  <b>KEY TAKE AWAY POINTS FROM THE SESSION:</b> <ul style="list-style-type: none"><li>• Understanding the regulatory structure in the current industry (especially CDMO industry)</li><li>• Policy constituents</li><li>• Evolving roles within the sector and how important it is to remain up-to-date with the knowledge of the industry</li><li>• It is preferred to upgrade knowledge rather than add on to knowledge, although it was maintained that both were of equal importance</li></ul> <b>Q&amp;A and Interactive Session:</b> The session encouraged active participation from students, who not only clarified their conceptual doubts about the CDMO in Pharmaceutical industry, but also asked relevant questions about how to co-relate their previous experiences in the pharmaceutical industry and progress further in their career.	
<b>Future Scope:</b> Participants would gain a deeper understanding of Drug Manufacturing, Supply chain, Pricing pressure, Regulatory compliance, significance of business development. The session also prepares them for roles in Value chain, actuarial analysis, and Different manufacturing operations. As India's CDMO evolves with new formulation preparation and regulatory changes, offering valuable insights into future career opportunities.	
<b>Appropriate caption for the webinar:</b> "Pharma CDMO Market Development, Sales and Expansion”	

## KNOW YOUR ALUMNI SERIES

To build strong connections  
between current and former  
students

### Topic:

Business Development in the  
Pharma CDMO Space



Friday, 15th Nov. 2024



2.00 PM to 3.30 PM (IST)



IIHMR University  
Jaipur, Rajasthan, India



### WELCOME

**Dr Saurabh Kumar**

Dean SPM & Associate Professor  
IIHMR University, Jaipur



### OUR ALUMNUS

**Ms Ritika Das**

(SPM Alumnus 2011-13)

DGM -Business Development  
Akums Drugs & Pharmaceuticals Ltd  
New Delhi



### Student Coordinator

**Mr. Utkarsh Kumar Singh**

Batch: MBA PM-16  
(MBA Pharmaceutical  
Management)  
IIHMR University  
Jaipur

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EPISODE

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Jaipur, Rajasthan, India

Budhsinghpura, Jaipur, 302029, Rajasthan,  
India

Lat 26.821090, Long 75.815976  
11/15/2024 04:28 PM GMT+05:30  
Note : Captured by GPS Map Camera





## Jaipur, Rajasthan, India

Budhsinghpura, Jaipur, 302029, Rajasthan, India

Lat 26.821027, Long 75.816034

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Note : Captured by GPS Map Camera



Jaipur, Rajasthan, India

Budhsinghpura, Jaipur, 302029, Rajasthan, India

Lat 26.821034, Long 75.816039

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Note : Captured by GPS Map Camera





GPS Map Camera



**Jaipur, Rajasthan, India**

Budhsinghpura, Jaipur, 302029, Rajasthan,  
India

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11/15/2024 04:29 PM GMT+05:30

Note : Captured by GPS Map Camera



# Know Your Alumni: 65

Date: 15/11/2024(02:00 PM to 03:30 PM)

## Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
1	AKSHAT SHRIMAL	PM-16	Akshat
2	PARAS GUPTA	PM-16	Paras
3	SHWETA KUMAR	PM-16	Shweta
4	Deepanjali Kumari	PM-16	Deepa
5	Jahnvi Patidar	PM-16	Jani
6	Kshitij Shegokar	PM-16	Kshitij
7	Abhinav Patidar	PM-16	Abhinav
8	Priyanshi Mandloi	PM-16	Priyanshi
9	Aishwarya Agrawal	PM-16	Aishwarya
10	Bhumika Patidar	PM-16	Bhumika
11	Juhi Jain	PM-16	Juhi
12	Santosh Samudraji Dagh.	PM-16	Santosh
13	Ankush Kumar	PM-16	Ankush
14	Anuradha Dang	PM-16	Anuradha
15	Shruti Kishor Badwaik	PM-16	Shruti
16	Akshita Jaiswal	PM-16	Akshita
17	Jagrati Goyal	PM-16	Jagrati
18	manashvi Gangrade	PM-16	manashvi
19	Shivansh Mehrotra	PM-16	Shivansh
20	Janak Padole	PM-16	Janak
21	Anshula Chafle	PM-16	Anshula
22	Rahul	PM-16	Rahul
23	Sachin Desai	PM-16	Sachin
24	Ketan Sharma	PM-16	Ketan
25	Rishikesh Patil	PM-16	Ratil
26	Kaishna Rathod	PM-16	Kaishna
27	Sapkal KUNAL	PM-16	Sapkal
28	Anuja Yerkuntwar	PM-16	Anujay
29	Mansi Mahakalkar	PM-16	Mansi
30	Bharat Deringan	PM-16	Bharat
31	Prasanna Bente	PM-16	Prasanna



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Sr. No.	Students Name	Stream with Batch	Sign
32	Yashodeep Deore	PM-16	
33	AKASH DASHJAE	PM-16	
34	Amarpha Mahadule	PM-16	
35	Steffy Anthony	PM-16	
36	Sanjeena patil	PM-16	
37	Laxmi punse	PM-16	
38	<del>Yashodeep</del> vaidya Diska	PM-16	
39	Saransh Gupta	PM-16	
40	Mansi Gupta	PM-16	
41	Tanoy Maji	PM-16	
42	Arpan Gosh	PM-16	
43	Deeksha Gupta	PM-16	
44	Sivyaan Das	PM-16	
45	Anantika Kalaskar	PM-16	
46	Roshan Lathi	PM-16	
47	Manish Gupta	PM-16	
48	Pushkaraj Patil	PM-16	
49	Gautam Chikara	PM-16	
50	Jatin Saini	PM-16	
51	Unmesh Patil	"	
52	<del>Saransh</del> Sarna	"	
53	Swarnim	"	
54	Harshal Bari	"	
55	Namit Kumar	"	
56	Sakshi Saini	"	
57	Janhavi Ramteke	PM-16	
58	Kasturi Sankar	PM-16	
59	Dimpal chandhari	PM-16	
60	Anand Ray	PM-16	
61	Naman Patil	PM-16	
62	Kripa saran shrikalyan	PM-16	



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Date: 15/11/2024(02:00 PM to 03:30 PM)

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Sr. No.	Students Name	Stream with Batch	Sign
63	Avinash Pandey	PM - 16	Avinash
64	Utkarsh Kunal Singh	PM - 16	Utkarsh
65	Singh Sweeta	PM - 16	Singh
66	Daga Yash	PM - 16	Daga
67	Archi Shukla	PM - 16	Archi
68	Deendra Singh	PM - 16	Deendra
69	Shelali Gupta	PM - 16	Shelali
70	Talleen Dighe	PM - 16	Talleen
71	Drishiti Mahaniya	PM - 16	Drishiti
72	B. Nandini	PM - 16	Nandini
73	B. Sridhar	PM - 16	Sridhar
74	Hema Rangan	PM - 16	Hema Rangan
75	Neeraj	PM - 16	Neeraj
76	Rutraj	PM - 16	Rutraj
77	Sri Hasi	PM - 16	Sri Hasi
78	Madhusudhan	PM - 16	Madhusudhan
79	Narayan	PM - 16	Narayan
80	Bhadeloria Mohit N.	PM - 16	Mohit
81	Nilesh Singh	PM - 16	Nilesh
82	Ashokshaj Haritags	PM - 16	Ashokshaj
83	Divesh BavisKar	PM - 16	Divesh
84	Devam Raval	PM - 16	Devam
85	Devanshu Joshi	PM - 16	Devanshu
86	Shubham Sharma	PM - 16	Shubham
87	Avinash Gupta	PM - 16	Avinash
88	Reetika Raj	PM - 16	Reetika
89	Amit Kumar	PM - 16	Amit Kumar
90	PORAS KIRI	PM - 16	PORAS
91	ANSHI BULSARA	PM - 16	A. P. Bulsara
92	PNISHA BHATT	PM - 16	T. U. Bhatt
93	AASTHA MISRA	PM - 16	Aastha
94	DEEPANSHU PAREWA	PM - 16	Deepanshu
95	Ritika Madhviya	PM - 16	Ritika



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Sr. No.	Students Name	Stream with Batch	Sign
96	Nikita Panchore	PM-16	Nikita
97	Sudhanshu Solanki	PM-16	Sudhanshu
98	Ankita Vyas	PM-16	Ankita
99	Yogesh Khare	PM-16	Yogesh
100	PANKAJ YADAV	PM-16	Pankaj
101	Grayson Chitambar	PM-16	Grayson
102	Tshank Yadav	PM-16	Tshank
103	Aditi Mishra	PM-16	Aditi
104	Tyot Kameshwar	PM-16	Tyot
105	Aniket Indole	PM-16	Aniket
106	Bhavesb Parihar	PM-16	Bhavesb
107	Ruparel Meht M.	PM-16	Ruparel
108	Ayush Chauhan	PM-16	Ayush
109	Shashank Chauhan	PM-16	Shashank
110	Muskan Lariya	PM-16	Muskan
111	Bari Druni	PM-16	Bari
112	Ayush Dhutty	PM-16	Ayush
113	Paras Kiri	PM-16	Paras
114	Sarthak Kumbkarni	PM-16	Sarthak
115	Kaumeet Koushik	PM-16	Kaumeet
116	Priyanka Singh	PM-16	Priyanka
117	Sonal Tomar	PM-16	Sonal
118	Steffi Anthony	PM-16	Steffi
119	Khemkarban	-11-	Khemkarban
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