

KAVITA KANABAR

Mobile: +91 9619010050 ~ **E-Mail:** kavita@kavitakanabar.info **Website:** www.kavitakanabar.info

Seeking Association with leading and growing educational organization offering graduate and post graduate programme in management (MBA) and to utilize my acquired skills in a productive and resourceful manner so as to achieve more for development of the organization, team, myself and the society.

EDUCATION

2013	Currently Pursuing Ph.D. from Mumbai University
2011	Post Graduate Diploma in Supply Chain Management (PGDSCM) from MIT School of Distance Education, Pune
2003	MMM (Masters in Marketing Program) from K.J. Somaiya Institute of Management and Research Studies, Mumbai.
1998	B. Pharm from K. M. Kundnani College of Pharmacy, Mumbai

ORGANISATIONAL EXPERIENCE

A resourceful professional with over 10 years of experience in the Pharmaceutical Industry and 5 years of experience in Academics

Academic Experience:

Since July'10 **Vivekananda Education Society's Institute of Management Studies and Research, Mumbai as Asst. Professor-Marketing**

Subjects Taught: International Business, International Marketing, Sales Management and Sales Promotion, Presentation Skills, Communication Skills, Product and Brand Management, Export Procedures and Documentation.

Courses: MMS and PGDM

- Examiner for the CAP round conducted by University Paper for MMS for the subject: International Business.
- Appointed as Moderator by Mumbai University for two University subjects: International Business and Marketing Strategy at MMS level.
- Appointed as Moderator by VES College of Pharmacy for T.Y. B. Pharm Semester VI Pharmaceutical Management Examination.
- Examiner for the CAP round conducted by University Paper for BMS for the subject: International Marketing
- Appointed as Moderator by Mumbai University for University subject: International Marketing for BMS
- Instrumental in conducting online tests in VESIMSR. Successfully conducted Common Management Admissions Test (CMAT) and Graduate Pharmacy Aptitude (GPAT) in VESIMSR in 2013 and 2014.

Honours-Awards:

- Certificate of Appreciation received from VESLARC (Aadharshila-Teacher of VES) on 27th June 2015 for contribution towards academic excellence.

Jan 2008 till May 2008 **Vivekananda Education Society's Institute of Management Studies and Research, Mumbai as Visiting Faculty-Marketing**

Subjects Taught: International Marketing

Courses: MMS

Responsibility-

Administration:

- Heading Infrastructure and Facility Management in VESIM from June 2010 till date, reporting directly to Director and VES Trust.
- Developed SOP's for Purchase Department and Vendor Management.
- Budgeting and price negotiation.
- Headed IT Department in VESIM from June 2010 to June 2013, reporting directly to Director and VES Trust.

Academic:

- Organizing committee member for International Conference on "Creative Entrepreneurship: A Sustainable Approach for Economic Growth" on 12-14th February 2016.
- Convener of Attendance Cell, Anti-Ragging Cell and Discipline Cell in the institute from June 2014.
- Member of Women Development Cell from June 2014.
- Organised the First Seminar on "Creating an Inclusive Workplace" under Women Development Cell on 27th Jan 2015.
- Member of Research Cell in 2008-- Organised and hosted the First National Research Conference in VESIMSR on 20th September 2008.
- Member of Research Cell in 2010- Organised and hosted the First National Research Seminar on Economic Environment of Business in VESIMSR on 9th October 2010.
- Member of the Research Cell in 2013-Provided Administrative support to Research Head, Dr. Srinivasaan for publication of in-house research journal: Journal of Development Research with ISSN No.2229-7561.
- As part of the Research Cell, also assisted Dr. Srinivasaan, Research Head, in conducting a five day Research Methodology Workshop from 24th to 28th March 2014 in association with ICSSR.
- Member of SAS Team and assisting Dr. Sachin Deshmukh, Head-Business Analytics and his team for organising International Conference on Business Analytics in VESIM.
- Organising Guest Lectures for International Business.

Industry Experience:

Oct'08 to June'10

Concept Pharmaceutical Ltd, Mumbai as Manager Exports

Responsibilities:

- Managing the existing business and implementing the growth strategy
- Developing new markets globally and business alliances
- Global Tendering.
- Managing Regulatory functions.
- Managing the logistic function of the department for timely shipment (Coordination with Shipping agents, Custom Documentation, Pre-shipment and Post-shipment finance).
- Budgeting and maintenance of approved budgets for expenses.
- Developing and maintaining a harmonious working environment

Sep'03 to Mar'08

Pure Pharma Ltd, Mumbai as Technical Manager

Responsibilities:

- Coordinating the activities of marketing and regulatory Affairs department.
- Co-ordination with factory for Preparation of Dossier and the relevant documentation for product registration.
- Product Design and Development in French / English / Spanish / Russian / Vietnamese and other labels

- Communication with the Overseas Buyers on business related matters.
- Global Tendering
- Product research, communication and marketing strategies including pricing, brochures.

Aug' 02 to Jun'03 Medybiz Private Limited, Mumbai as Customer Care Executive

Responsibilities:

- Concept Selling, Ensuring Sales, Analysing and predicting the trend, impart training to the executives and conducting team building exercises.
- Key accounts: Novartis, Abbott, Wockhard, Pharmacia

Jan'99 to July' 01 Lupin Laboratories Limited, Mumbai as Medical Representative

Responsibilities:

- Sales, Maintaining Inventory of Products at distributor and retailer level and Organization of CME's and Health Programs for brand recall

PROFESSIONAL ENHANCEMENTS

- Attended the following Programs:
 - 2 days FDP on 3 days FDP on "Outcome Based Learning Objectives", organised by VESIM from 24th June to 25th June 2015
 - 5 day FDP on "Innovative Approaches in Management Teaching", organised by Indian Institute of Management Kozhikode (IIMK) from 15th June to 20th June 2015.
 - 3-day FDP on Big Data and Big Data Analytics conducting by Dr Sachin Deshmukh in VESIM from 27th April to 29th April 2015
 - 2-day Marketing Analytics for Developing Effective Marketing Strategies organized by K J Somaiya Institute of Management Studies & Research, Vidhyavihar, Mumbai from 18th to 19th Sep 2014.
 - 5-day Research Methodology Workshop organized by VESIMSR in association with ICSSR from 24th to 28th March 2014
 - 1 day FDP on Joyful Professionalism organised by VESLARC, Mumbai on 22nd August 2013 in VESIMSR.
 - 2-day Training Program conducted by Symbiosis Institute of Management Studies on SPSS at Pune on 28th and 29th Jan 2011.
 - 4-day training program conducted by SIES, Nerul on SPSS from 14th to 17 December 2011
 - 2-day Training Program on ISO 9001:2008 Awareness and Certified as Internal Auditor in VESIMSR on August 2011
 - 2 days' workshop on How to Write Research Paper conducted at VESIMSR on 26 and 27th November 2010.
 - 1 day MDP on Time and Stress Management on 23rd Aug 2008 at VESIMSR, Chembur

Certifications:

- Certified as Soft Skill Trainer by Grey Cells (HRD, Training & Placement Consultants)

Professional Membership:

- Member of All India Management Association (AIMA)

Research Conferences and Publications

International

- Job Satisfaction of Doctors in Public Hospitals in Mumbai , International Journal of Advances in Management, Technology & Engineering Sciences, ISSN No: 2249-7455, Vol.1, Issue 6 (Vii), March 2012

- Change in Consumer Behaviour in Surat with Introduction of Mall, International Journal of Research in Finance and Marketing (IJRFM) (ISSN: 2231-5985), Vol. 2, No 4.

National

- Motivating factors for success or failure of women entrepreneur, Journal of Development Research, ISSN No: 2229-7561, Vol 2, No 2.
- Entrepreneurship Environment in Indian Economy and Women Entrepreneurs, Thematics Journal of Business Management, ISSN NO: 2277-3002, Vol 1, No 1.

Conference Contributions:

National

- “SCM best practices adopted in Pharmaceutical Industries” at Congruence organized by Vivekanand Education Society’s Institute of Management studies and research.
- “Motivating factors for success or failure of women entrepreneur”, in National Conference in Thakur Institute of Management.
- “Changing Pattern of Consumer Behaviour in Indore with Advent of Mall” at International retail conference organized by Padmashree Dr. D Y Patil University, Navi Mumbai
- “Women Entrepreneurship Development: A Study of Role of NGO’s in Mumbai and Pune” at 5th International Conference on Entrepreneurship organized by Padmashree Dr. D Y Patil University, Navi Mumbai on 10th December 2011.
- “New Generation Entrepreneurs: A Cross National Study” at 5th International Emerging Economies: Challenges and Opportunities organized by Gyaan Jyoti, Institute of Management & Technology, Chandigarh
- “Job Satisfaction of Doctors in Public Hospitals in Mumbai “at International Conference on Current Trends and Challenges in Management, Engineering, Computer Application and Technology (ICCTCMECAT, 2012) organized by Choice Institute of Management Studies and Research, Pune and Deogiri Institute of Engineering and Management Studies, Aurangabad

Vivekananda Education Society’s Institute of Management Studies & Research’s (VESIMSR)’s In-house Magazine-SAMANVAY:

- Pharmaceutical Industry: Shift to Market Driven Industry...*SAMANVAY*, 2011-Page 51,52

PERSONAL DETAILS

Date of Birth: 11th November, 1976
 Address: Mulund (East), Mumbai - 400081, Maharashtra
 Languages Known: English, Hindi, and Sindhi