

# SUDHAKAR.V.R

## CONTACT



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## SKILLS

- Preparation of research proposals, Business proposals with synthetic novel scientific ideas with defined objectives
- Business development and Project Management
- Closing new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations
- Identification potential business leads to strengthen the portfolio
- Meeting existing and potential clients and building positive relationships
- Attending events such as exhibitions and conferences
- Preparing financial projections and sales targets for management
- Protecting company's value by keeping information's confidential
- Cross-functional team leadership
- Market and competitor analysis
- Developing various synthetic routes involving organic compounds, natural occurring compounds for

## COVERING LETTER

Respected Madam/Sir,

Greetings!!

I would like to introduce myself as Sudhakar V. R. from South India, possessing a Master's degree in Chemistry. I have 20 years of pharmaceutical industrial experience in organic synthesis and commercializing projects. I currently work as a senior manager in synthesis and business development at the Spincotech R&D center in Chennai.

Having understood the openings available in your esteemed organization, I would like to submit my profile for your kind reference for the position.

During my industrial experience, I have handled some complex reactions, hazardous reagents, and expertise in separation techniques. Furthermore, we worked with clients globally to facilitate technical discussions and technology transfers.

I am confident of meeting the responsibilities for the position offered, as I have the qualifications and experience required for the above position and to pursue my career in the field of Business development, sales and marketing and synthetic chemistry.

My credentials and experience have been highlighted in my CV, and my qualities of independence, creativity, critical thinking and technical skills, combined with my experience in organic chemistry and Business development would make me an asset to your company.

Thanks in advance for your kind consideration.

Kind regards,

Sudhakar V R

healthcare applications.

- Combining successful research with my industrial experience to evolve robust strategies.
- To design and develop different types of drugs forms to enable filing of API for regulatory and emerging markets

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## ADDITIONAL QUALIFICATIONS

- Possess a working knowledge of computers about handling and acquisition of scientific data.
- Expertise in handling HPLC , Flash Chromatography, Preparative HPLC,
- Having good prediction of powder XRD, Mass and NMR spectroscopy and reaction calorimetry
- Having Knowledge of literature search using SciFinder and Reaxys

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## CHEMISTRY HANDLED

- Suzuki coupling
- Buchwald coupling
- Ring closing metathesis (RCM)
- Click chemistry
- Asymmetric hydrogenation
- Azide formation
- Protected Amino acid
- Carbohydrate chemistry
- Heterocyclic synthesis
- Impurity profiling and synthesis
- Identification, synthesis and characterization of unknown impurities
- Pyrophoric reagents handling
- Knowledge on flow reactors
- Purification of compounds

## OBJECTIVE:

- I am keen on further nurturing my skills and technical expertise in a Business development, Sales and Marketing and Research & Development field. I have gained considerable knowledge and practical exposure to working in the fields of Sales and marketing, Organic Chemistry and Analytical Chemistry.
- A goal-oriented individual with reliable knowledge of various aspects of organic chemistry. Endowed with a passion for winning as evinced through demonstrated abilities in studies & academics. Executed diversified organic chemistry projects during the curriculum. A keen communicator with dynamic relationship building, analytical & problem-solving abilities. Forward-thinking with technical knowledge, leadership abilities and planning strengths to oversee research and development activities. Brings strong foundation in current methodologies paired with understanding of trends and desire to innovate. Accomplished in organizing successful projects and meeting objectives.
- Customer-focused manager, successfully contributing to company profits by improving team efficiency and productivity. Skilled at effective negotiations and upselling techniques. Utilizes excellent organizational skill to enhance efficiency and lead teams to achieve outstanding sales.
- Qualified with extensive background in advanced management processes. Utilizes superior communication skills to build meaningful, trusting relationships that exceed client demands. Highly skilled project manager with outstanding team leadership abilities to meet targets consistently.
- Productive employee with proven track record of successful project management and producing quality outcomes through leadership and team motivation. Works with clients to determine requirements and provide excellent service.

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## EXPERIENCE:

**Period :March 2020 to Dec 2024**

**Senior Manager Spincotech R&D Centre, Chennai**

- Worked as a senior manager ( Synthesis department & Business development) at Spincotech R&D center in Chennai
- Leading 15 members team in synthesis department

### **Business development profile**

- Preparation of cost effective quotes with scientific rationale
- Closing new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations
- Identification potential business leads to strengthen the portfolio
- Meeting existing and potential clients and building positive relationships
- Attending events such as exhibitions and conferences
- Preparing financial projections and sales targets for management

## LANGUAGES

Tamil, English: First Language

Telugu: B2

Upper Intermediate

kannada: B2

Upper Intermediate

## ACTIVITIES

- Voluntary involvement of collecting and distributing funds towards flood relief

## PERSONAL INFORMATION

- Date of birth: 30-08-1979
- Gender: Male
- Marital status: Married

## HOBBIES AND INTERESTS

- Music
- Cricket
- Travelling
- Photography

### Period: December 2011 - March 2020

Research Scientist *Syngene International Limited (BBRC)*, Bangalore

- Worked in a team that was involved in the custom synthesis and manufacturing of APIs and intermediates to support clinical trial studies for Bristol-Myers-Squibb. Co-ordinated with cross functional departments for scale up activity.

### Period: November 2007 - November 2011

Research Scientist *Piramal Healthcare Limited*, Chennai

- Worked as a team leader of 4 member scientists that was involved in the custom synthesis and manufacturing of APIs and intermediates.

### Period: March 2007 - November 2007

Scientist *Syngene International Limited (Biocon group)*, Bangalore

- Optimized processes and manufactured APIs and intermediates for major international pharmaceutical companies.

### Period : January 2004 - March 2007

Executive *Orchid Chemicals and Pharmaceuticals Ltd*, Chennai

- Worked in a team involved in the process development of APIs and their intermediates related to beta lactam antibiotics.

## EDUCATION:

**M.Sc., Chemistry**

**Madras University, Chennai**

- Percentage: 65.20%
- Period: From 2001 to 2003

**B.Sc., Chemistry**

**Madras University, Chennai**

- Percentage: 74.00%
- Period: From 1997 to 2000

## INDUSTRIAL EXPERIENCE

Period	Designation	Company	Experience
Mar 2020 to Dec 2024	Senior Manager	Spincotech R&D Centre	4.10 years
Dec 2011 to Mar 2020	Research Scientist	Syngene International Ltd., (BBRC)	8.3 years
Nov 2007 to Nov 2011	Research Scientist	Piramal Healthcare Ltd.,	4.0 years
Mar 2007 to Nov 2007	Scientist	Syngene International Ltd.,	8 months
Jan 2004 to Mar 2007	Executive	Orchid Chemicals and Pharmaceuticls Ltd.,	3.3 years