

Manish Grover

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SENIOR PHARMA PROFESSIONAL | Ph.D. (Pharmaceutics)

- Executive Leader with 25+ years of proven excellence in handling strategic functions in consumer health and prescription product sectors.
- Exceptional People Managing, Mentoring and Facilitation skills. Led global teams with high engagement scores.
- Strong roots in science for problem analyses and solution deduction. Highly tech-savvy.
- Rich experience of setting up Pilot as well as Production Scale Plants, keeping in purview Regulatory as well as Quality requirements (GLP/GMP requirements and other compliances).
- Adept at designing and implementing robust systems to improve efficiencies, implementing best practices.
- Experienced at creating synergies with Sales and Marketing, Strategy, Supply Chain, Finance, and other stakeholder teams to make business goals delivery easier for everyone.
- A catalyst for change with proven achievements in handling transitions.

Core Competencies

Mentoring and Leadership
R&D and Plant Setup
Process Improvement

Tech and Automation
Product Development
Scale-up and Tech Transfer

Efficiency Improvement
Analytical Development
QbD, DoE and Statistics

Professional Journey

Chief Executive Officer, Aurea Biolabs Pvt Ltd, Ernakulam

Jun 2021 – Aug 2024

Started as a Scientific Consultant and rose to become the CEO in Jan 2022

- Set up all the management systems for a new organization to foster a culture of efficiency.
- Managed both B2B and B2C arms of business with sales in more than thirty countries across all continents with about 150 customers.
- Managed the group's new product pipeline across all legal entities. Setup and managed a clinical pipeline for future growth.
- Achieved a consistent YoY growth of 30% or more and improved OTIF to 90%+
- Aurea received the Export Excellence Award for the years 2022-23 and 2023-24.

P&G Healthcare International, Mumbai

Dec 2014 – Sep 2020

Senior Director, Healthcare Technologies

Previous roles: R&D Director, Pain and Cold Franchise and Global Head, Technical Development

(Transitioned from **Merck Consumer Health** after the business was acquired by P&G in Dec 2018)

- Led establishment of a prototyping center for healthcare products in Mumbai in collaboration with a pharmacy institute. Spearheaded the Tech Development team in Mumbai, linked to Singapore and London research centers.
- As R&D Director, Pain and Cold Franchise at Merck CH, provided strategic direction and vision for a pipeline of Innovations by leading groups from India, Europe, and Latin America.
- **Bagged the CEO's Awards for Innovative approach in the year 2018.**

Abbott Healthcare Private Limited, Mumbai

Apr 2008 – Nov 2014

Director, Pharmaceutical R&D

Previous Role: Associate Director, Healthcare Solutions, Piramal Healthcare Limited

(Piramal's Healthcare Solution business was acquired by Abbott in Sept 2010)

- Successfully led development and tech transfer of **120+ products adding annual sales of ₹3+ billion** for the organization.
- Felicitated with the **President's award in the year 2012** for demonstrating *Excellence in Brand Differentiation through Technology Innovation and Efficient Lifecycle Management*.
- Filed 6 patent applications.

Zydus Cadila Healthcare, Ahmedabad**Mar 2006 – Apr 2008****General Manager, NDDS development and Generic product development**

- Project leader responsible for coordinating all activities including external (clients) and internal (Production, QA, QC, Analysis, Purchase, and projects) customers with goal of filing ANDAs.
- Provided strategic leadership and set-up processes in place for development of small volume sterile liquid and lyophilized products.
- Led the team responsible for setting up of a new pilot plant for the development of sterile products.
- Successfully brought in business worth > \$10 million for a US based client for development of injectable formulations.

Dabur Research Foundation, Sahibabad**Apr 2004 – Mar 2006****Asst. Director, NDDS group**

- Headed cross-functional teams responsible for NDDS product development involving multi-particulate drug delivery systems, like nanoparticles-based systems.
- Led development of generic, small volume sterile oncological products for the US market.

Ajanta Pharma (Mumbai)**Mar 2001 – Apr 2004****Manager, NDDS group**

- Product Development. Led the launch of 100+ products.

Cadila Pharma (Ahmedabad)**Mar 1999 – Mar 2001****Asst. Manager, R&D**

- Production management - Overall shift in-charge. Led a team of 25 production executives and about 60 non-executive workers. Achieved 70% higher productivity by optimizing processes within 4 months.
- Actively managed all local and international audits and inspections.

Academic experience**1990 –1994**

- Teaching undergraduate and post graduate students. Major subjects being – Pharmaceutical Process Development, Statistics, and Pharmaceutical Engineering.
- Managed 2 major grants from UGC and MHRD.
- Selected for the coveted KS Krishnan, DAE fellowship to pursue PhD.

Education

Ph.D. (Pharmaceutics)	NIPER and Panjab University, Chandigarh	2000
Master of Pharmacy (Pharmaceutics)	University of Delhi, Delhi	1990
Bachelor of Pharmacy	University of Delhi, Delhi	1988