

# 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

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Mentoring and Leadership	Tech and Automation	Efficiency Improvement
R&D and Plant Setup	Product Development	Analytical Development
Process Improvement	Scale-up and Tech Transfer	QbD, DoE and Statistics

## Professional Journey

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### 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