

Devendra Mali

Manager - Corporate Affairs & Regulatory

MBA (Exe) from FMS, Delhi with 11+ years of experience across government affairs, policy advocacy, and sales & Business Development. Deep understanding of business management, change management, policy areas for Pharmaceuticals and healthcare with strong **communication, negotiation & networking** skills.

Looking for a challenging role in government relations, Communications and policy advocacy in a high growth organization.

Personal Info

Email
devendra.m19x@fms.edu

LinkedIn
<https://www.linkedin.com/in/devendra-mali-9a5b5553/>

Phone
9899567709

Skills

Government affairs
Customer relationship management
Stakeholder Management
Problem-Solving
Profit and Loss Management
Microsoft Office

Education

Jun 2019 - Jul 2021

Marketing & Communications, MBA

Faculty of Management Studies, University of Delhi

Mar 2008 - Sep 2009

Biotechnology, MSc

Punjab Technical University, Indore

Mar 2011 - Feb 2012

Clinical Research and drug development, Post Graduate

MS University, Indore

Leadership Role

Aug 1999

Troop commander

National Cadet Corps (NCC), The Ministry of Defence, Gol

Led the troop of NCC cadets on Independence Day Parade

Work History

Dec 2016
- present

Manager - Corporate Affairs & Regulatory

Sun Pharmaceutical India Ltd, Delhi

- Developed credibility with 40+ bureaucrats across regulatory agencies (**DCGI, CDSCO - NZ, DBT, BIRAC and Ministry of AYUSH**).
 - Reviewed and submitted 70+ Technical Dossiers (**Clinical Trial Applications, INDs, add. Indications, M&A and Import & Registration**) for approvals and registrations.
 - Led to a cost saving of 80+ Cr. by facilitating 25+ **Clinical trials & Bio study waivers**.
 - Represented **Sun Pharma** in **SEC, Technical Committee** and **RCGM** meeting (DBT) to resolve 150+ queries leading to 100+ drug approvals.
- Policy advocacy**
- **Representations on various policy issues** - 'Clarity on storage condition on the label of Pharmaceuticals products'.
 - Proposed to revision in 'Simplified procedure on import, export of GE organisms for R&D purpose' (*DBT notification 17, Jan 2020*).
 - **Ease of Doing Business** - Placing of 'Oxytocin API' from prohibited to restricted list to allow import | Reduced 'BA/BE study protocol fee'.

Nov 2012
- Dec 2016

Biologist

National Institute of Biologicals, Gol, NOIDA

- Reviewed 50+ dossiers of biological products to scrutinize regulatory compliances.
- Prepared SOPs for sample storage and archiving.
- Facilitated analysis of drugs to find percentage spurious medicine cases in India's biggest drug survey. 47K+ generic drugs samples | 654 districts | 224 drug molecules; 3.16% found to be NSQ & 0.2% spurious.

Apr 2011
- Nov 2012

Business executive

Wockhardt Ltd, Indore

- Successfully achieved 100% revenue target (90 lakh) in MP territory with over 10% growth in 18 months.
- Collaborated with 80+ Doctors, 200+ pharmacies and 10+ Stockiest.
- **Spearheaded B2B sales:** Jabalpur, defence (Army) hospital, 100+ healthcare Clinics & 6 corporate accounts (Medical colleges, Apollo and other Pvt. Hospitals).

Feb 2010
- Apr 2011

Business Development Executive

Resilient Cosmeceuticals Pvt. Ltd., Indore

- Developed territories in MP (Indore, Ujjain and Jabalpur) from zero business to 29L.
- Conducted 10+ CMEs in hospitals and launched products across different verticals.

Publication

Jul 2015

International Journal of Current Research, Vol 7, Issue 12,

(<http://www.journalcra.com/article/inclination-towards-chemiluminescent-immunoassays-comparison-colorimetric-immunoassays>)

The inclination of ELISA towards CLEIA immunoassays for diagnosis of HBV, HCV and HIV.