

Prof. Abhishek Dadhich

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Contact Telephone Number : +91 9460458501

Total Experience in Years : 10 years (Teaching, Training & Research in Pharmaceutical Management & Regulatory Affairs)

PROFESSIONAL QUALIFICATION

Exam	Specialization	Year		Board / University
		Start	End	
Ph.D.	Management (Pharmaceutical Marketing)	2013	Present (Thesis Submitted)	Rajasthan Technical University, Kota, India
MBA	Marketing	06-2010	06-2012	S.M. University, Sikkim, India
M. Pharma	Pharmaceutical Management & Drug Regulatory Affairs	02- 2006	02-2008	Rajasthan University of Health Science, Jaipur
B. Pharma	Pharmaceutical Science	02 - 2001	06 - 2005	Rajasthan University, Jaipur

OTHER QUALIFICATION

1. GATE 2005 Qualified by IIT-Bombay in 2005, Percentile score 87.69
2. Qualified green belt Six Sigma certification training program by Qimpro in 2010.

PROFESSIONAL EXPERIENCE

Organization - Institute of Health Management Research University (IIHMR), Jaipur

Duration - January,2009 to Till Date

Designation - Assistant Professor

Job Responsibilities

- ❖ Research, Teaching and Training in Pharmaceutical Management.
- ❖ Teaching and coordinating courses for MBA Pharmaceutical Management:
 - National and International Environment for Pharmaceutical Industry
 - Total Quality Management
 - Intellectual Property Right
 - Drug Regulatory Affairs

- Production Management
- Pharmaceutical supply Chain Management
- Product and Brand Management
- ❖ Conducting and developing Management Development Program (MDP), Workshops/ Training programs for corporate and healthcare executives, like medical prescribers, pharmacist, nurses and other participants and other participants from India and Overseas (International).
- ❖ Organizing and coordinating National and International conferences.
- ❖ Research and development, proposal writing in Pharmaceutical Management projects.
- ❖ Mentored more than 68 post graduate Pharmaceutical Management students during their dissertation and summer training in different Pharmaceutical industries and different service domains.

Organization - Suresh Gyan Vihar University, Jaipur

Duration - Feb 2008 to Dec 2008

Designation - Lecturer

Job Responsibilities

Teaching B. Pharm & M. Pharm Classes

- Conducted the subject lectures regularly in Pharmaceutical science, keeping an eye on the understanding of the students.
- Carried out practical sessions with explanation about the purpose of the experiment and the procedures that follow to seek results.
- Carried out debate sessions in regular classes to help students to understand the subject better.
- Arranged expert meets for students on a periodic basis to create an interest about the subject.
- Encouraged students to build committees among themselves.
- Provided students with information outside the classroom such as the future prospects in the subject, the competitive exams, etc.
- To conduct Daily/weekly administrative rounds of all the departments

Organization - Lachoo Memorial College of Science and Technology, Jodhpur

Duration – July 2005 to Jan 2006

Designation - Lecturer

Job Responsibilities

Teaching D. Pharm & B. Pharm Classes

- Teaching and coordinating courses for Diploma in Pharmacy.
- Conducted the subject lectures regularly in Pharmaceutical science, keeping an eye on the understanding of the students.
- Carried out practical sessions with explanation about the purpose of the experiment and the procedures that follow to seek results.

Ph.D Thesis Topic - “Marketing Strategies of Over-The-Counter (OTC) Brands of Major Pharmaceutical Companies with Special Reference to Rajasthan”

Thesis was focus on consumer and chemist perception and attitude towards OTC marketing strategies. A descriptive research study was conducted on sample of 411 consumers and 174 chemists in different districts of Rajasthan. Various dependent variable like consumer perception and brand loyalty, chemist attitude and independent variable like consumer self-medication practice, consumer OTC brand awareness, promotion, price, place, product, and labelling were studied. The study is relevant to understand the consumer and chemist perception and attitude towards OTC brands product marketing strategies and attempts to identify key influencing factors in consumer OTC buying behaviour.

M. Pharma Dissertation Topic - “*Abbreviated New Drug Application (ANDA) filling of Ibuprofen and Hydrocodone Bitartrate IR Tablet*” for US marketing authorization.

Major Studies:

- Study USFDA guidelines and ICH guidelines for regulatory requirement.
- Find out exclusivity status and patent information about reference listed drug (RLD)
- Understanding general requirement for dossier preparation
- Focus on bio-equivalence study for filling of generic formulation

B. Pharma Project - “*Application of Multiple Emulsions in Pharmaceutical formulation*”

PAPER PUBLISHED :

- Dadhich A., “Chemists’ Perception Towards Over the Counter Brand Medicine Marketing with Special Reference to Rajasthan”, *Oorja-International Journal of Management and IT*, Vol.15, Issue 2, December 2017.
- Dadhich A., Dixit K., “Consumer Perception and Brand Loyalty Towards Over the Counter Brand Medicines of Major Pharmaceuticals Companies with Special Reference to Rajasthan”, *International Journal of Engineering Technology and Management Research*, Volume 4, Issue 9, September 2017.
- Dadhich A., Dixit K., “Consumer Selection and Buying Behaviour Towards Over the Counter (OTC) Medicine in Jaipur City”, *Apeejay-Journal of Management Sciences and Technology*, 4(2), February 2017.

- Dadhich A., Dixit K., “Trends in OTC Drug Marketing Strategies by Indian Pharmaceutical Companies” *World Journal of Pharmaceutical Research*, Vol.4, Issue 10, September 2015.
- Gurbani N.K., Dadhich A., “Pharmaceutical Services in Hospital” *The Pharma Review*, December 2013.
- Dadhich A., “Exploring Branded Generics Drugs by Indian Pharmaceutical Multinational Companies as a New Prospect” *Pharma Times*, Volume 44, August 2012
- Dadhich, A, Sharma, A (2011) “International Regulatory Documentations: Assuring Quality Process & Services in Pharmaceutical Industry” *Indo-Global Research Journal of Pharmaceutical Sciences*
- Dadhich A, "Pharmacoeconomics in Health Care Services" published in „CBS E- Journal of Biz n Bytes”, September 2010
- Dadhich A, Gupta S.D, Sharma A. “Influence of Product Patent on Indian Pharmaceutical Industry” in *International Journal of Teaching & Research in Chemistry*, June 2009
- Dadhich A., Sharma A., “Synthesis and anticancer activity of Nordihydroguaiaietic acid (NDGA) and analogues”, Poster Presented & Abstract published in *Souvenir of I.S.T.E Sponsored Seminar on Recent Advances in Drug Discovery & Design*, March 16-20, 2009.
- Sharma A., Dadhich A., Shrivastava A.K., Samanta K.C., “Novel platforms for oral drug delivery”, Poster Presented & Abstract published in *Souvenir of I.S.T.E Sponsored Seminar on Recent Advances in Drug Discovery & Design*, March 16-20, 2009.

PROJECTS COMPLETED

Research work

1. Conducted research work on “Rapid Assessment on Chief Minister Free Drug Distribution Scheme (CMFDDS)” supported by Department of Health and FW Government of Rajasthan.

MDP's (Management Development Programme) at IIHMR University

1. Conduct MDP on “Access to Essential Medicine in Low and Middle-Income Countries” at IIHMR University, Jaipur, 2018.
2. Conduct MDP on “Patient Medication Safety and Communication Skills for Hospital Pharmacist” at IIHMR University, Jaipur in year 2016.
3. Conduct MDP on “Patient Medication Safety and Quality Management” at IIHMR University, Jaipur in Year 2015.
4. Coordinating MDP on “Supply Chain Management with focus on ARVs and Related Supplies”

at IIHMR Jaipur in Year 2014.

5. Coordinating MDP on “Promoting Rational Use of Drug in Community” at IIHMR Jaipur in 2014, 2013, 2012, 2011.
6. Coordinating MDP on “Pharmacovigilance in Clinical Research” at IIHMR Jaipur in year 2013.

PERSONAL DETAILS

Fathers Name : Shri Jagdish Sharma
Date of Birth, Sex : 02nd October 1982, Male
Correspondence Address : 61-D, Ashirwad Apartment Ramvihar, Near IIHMR University,
Sanganer Airport, Jaipur, 302029

REFERENCES

- 1) Dr. (Col.) Ashok Kaushik, Dean – Academic and Professor, IIHMR University, Jaipur.
ashokkaushik@iihmr.edu.in
- 2) Prof. (Dr) B. P. Nagori, Director Lachoo Memorial College of Sci. & Tech, Jodhpur,
bpnagori48@gmail.com.