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INSPIRING BUSINESS COMMUNITY



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Ruchita Mishra

AGM, Sales & Marketing

LEADING THE WAY IN
PHARMACEUTICAL
INNOVATION AND
GROWTH

KIMIA
BIOSCIENCES



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Leading the Way in Pharmaceutical Innovation and Growth

Business Connect is a platform renowned for its impeccable monthly editions comprising some of the great success stories around the world. Here again, we are back with our exclusive edition, "Sales & Marketing Leader Of The Year-2023". And to make this edition successful, our editorial team had an interesting and joyful virtual session with the leadership panel of Kimia Biosciences, a leading venture in the Pharmaceutical arena. The leadership panel of the company and the AGM of Sales & Marketing, Ms. Ruchita Mishra, shared numerous lesser-known facts about the company and also shed some light on her overall entrepreneurial journey so far. We truly hope and desire that this fascinating read will add some extra value to the lives of our global leadership and will surely encourage them to break the barriers and chase their dreams.

COMPANY PREFACE

India's pharmaceutical and life sciences sector has played a vital role in improving health outcomes at home and abroad. The country's strength in manufacturing vaccines, and generic drugs, and its recent foray into biopharmaceuticals have all contributed to this success. The pharmaceutical industry presents a vast opportunity, accounting for two-thirds of the global pharmaceutical market. India's position as an innovation powerhouse is supported by its strong domestic industry, advanced technical capabilities, and impressive scientific expertise.

Cover story



Ruchita Mishra
 AGM, Sales & Marketing

The company is committed to continually improving product and service quality standards and has been a major contributor to the industry's success. With a diverse skill set in Marketing, Ms. Ruchita possesses the qualifications of an IT Engineer and has a Master's in Business and Management from the University of Strathclyde, Scotland. She also has expertise in Sales, Business Development, New Product Development, Strategy Planning, Brand Building & Management, and Client Relationship Management.

Kimia Biosciences manufactures bulk drugs for a range of high-potential therapeutic segments. The company has ambitious plans for growth, which include expanding its infrastructure and investing in contract manufacturing services (CMS). In pursuit of these goals, Kimia has allocated significant funds over the next two years to solidify its position as a major player in both Indian and international markets.

THE EDGE IN THE REALM

Ms. Ruchita adds further by quoting, "We go above and beyond to attain our goals and have established core strength that allows us to proceed in this direction. Our expertise encompasses niche molecule product selection, rapid development, and commercialization of new products ranging from gram scale to multi-ton across various therapeutic segments, quality compliance processes, and research and development backed by state-of-the-art manufacturing facilities."

The manufacturing facility of the company is fully equipped with a controlled, filtered air circulation system and over 50 SS/GL/HP reactors ranging in capacity from 150-4500 liters. Dedicated pilot plants with clean room facilities are available for scale-up studies. Its analytical equipment includes GCs, HPLCs with PDA, IR, and a solvent recovery unit. It also has an effluent treatment plant, hydrogenation facility, purified water generation and distribution system, micronization facility, and microbiology lab.

"AT KIMIA BIOSCIENCES, WE FOCUS ON DEVELOPING AND MARKETING NICHE MOLECULES, ALLOWING US TO QUICKLY CREATE AND LAUNCH NEW PRODUCTS. OUR MANUFACTURING CAPABILITIES RANGE FROM GRAM SCALE TO MULTI-TONNE, COVERING A WIDE RANGE OF THERAPEUTIC SEGMENTS. WE PRIORITIZE STANDARDIZED PROCEDURES AND COMPLIANCE PROCESSES TO ENSURE THE HIGHEST STANDARDS OF QUALITY. OUR ORGANIZATION IS RESEARCH AND DEVELOPMENT FOCUSED, SUPPORTED BY A STRONG MIX OF PEOPLE, PROCESSES, AND TECHNOLOGY. OUR STATE-OF-THE-ART MANUFACTURING FACILITY HAS THE INFRASTRUCTURE IN PLACE TO SUPPORT OUR OPERATIONS."

- Ruchita Mishra.



THE ULTIMATE AIM

Before signing off, the visionary shared a glimpse of her plans by saying, "Being a prominent pharmaceutical firm with a global presence, consistently providing high-quality medications at reasonable prices, and pledging to serve humanity by upholding its social and environmental obligations. our focus would be on garnering our commitment to the development and production of safe, ground-breaking, and affordable medicines with the ultimate goals of enhancing the quality of life, easing disease, and serving society as a whole. We hope to become India's most admired pharmaceutical firm thanks to our wide selection of high-quality, reasonably priced products, ethical business, and marketing strategies. We are committed to upholding the greatest standards of ethics, transparency, and honesty. We adhere to local customs and values and put a premium on providing top-notch services. As we go toward vertical integration, we have plans to establish our FFF facilities for lifestyle segments in accordance with global regulatory standards so that we can launch ourselves not only in ROW but also in advanced countries in the future. We want to be a great place to work, grow a network of suppliers and customers, and give back to the community."