

# **Nilesh Gharge**

**Business Head at Keystone Center for Sleep Disorders**

Pune Area, India, , IN

Business Head at Keystone Center for Sleep Disorders

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## **Biography**

An enterprising, accomplished and quick learner, with an impressive diverse hands-on experience. Familiar with numerous Management functions. Regarded by peers and mentors as an adaptable, and articulate person. Total of over 5 years of experience in professional Pharma field having concise vision of future objectives with Sales and Marketing expertise in therapies like Diabetology, Cardiology, Gynecology and Sleep Medicine. Have gained sound expertise in cost effective business management, profit management (P & L). Experience of developing new business models to address business objectives and working in a matrix organization across various cross functions. Specialties: Marketing, New Ventures, New Business Pipelines, Competitive Analysis, Branding and Identity, Negotiation, Strategic Planning, Finance

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## **Industry Expertise**

Medical Devices, Health and Wellness, Pharmaceuticals

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## **Areas of Expertise**

Pharmaceutical Industry, Marketing, Branding

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## **Education**

**Dr D Y Patil Institute of Management and Research**  
MBA Marketing

**AISSMS College of Pharmacy, Pune**  
B. Pharm Pharmacy

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## **Accomplishments**

### **New Product Development and Management**

Herbal Formulation for Type 2 Diabetes Active ingredient: *Murraya koenigii* (Curry Leaves) Dosage form: Tablets Pack: 30 tabs each in bottle packed in monocarton Price: INR 1000/- Marketing Collaterals: Website, Visual Aid Folders, Brochures, Posters, Standee Digital Marketing: Social Media like Facebook, Twitter etc.

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