

Dr. RAJIV GATNE

Educational Qualification: B. Pharm, M.M.M. (J.B.I.M.S.), PGDIT (I.I.F.T.), Ph.D.
(Management)

Experience [Industry and Academics]: Industry: 30 years & Academics: 8 years


Industry: 30 years

- 1. SUNSHINE HEALTHCARE LTD. June 2010 until March 2015 (5 Yrs.)**
Sunshine Healthcare Ltd is part of International group of companies with interests in diversified fields.
Worked as **C.E.O & DIRECTOR** of the company reporting to Group Company Chairman based in H.Q.



- 2. COCHLEAR LTD. March 2008 - May 2010 (2 Years)**
Cochlear* Ltd is an Australia based MNC - leader in Implantable Hearing Solutions. Manufacturer & marketing of Cochlear Implants, BAHA etc.

Worked as **Country Manager - India & Regional Head – South Asia** reporting to Regional Director at HQ – Sydney, Australia. I was part of Leadership team of **Cochlear - Asia Pacific.**

- 3.  Ltd NOV'86 until March 2008 (21 Yrs.)**
Worked in various capacities. Last position held was as **Director – International Business** with Johnson & Johnson India - Medical Division looking after International business of the organization. I was member of the Leadership Team of J&J MEDICAL.

- 4. J.B. CHEMICALS & PHARMCEUTICALS LTD: (2 Years)**
Worked as Export Executive looking after Export of
- Pharmaceutical formulations & API's
- 5. OPERATIONS RESEARCH GROUP [ORG]: (1.5 Years)**
Worked as Market Research Executive at Baroda.
- 6. PROCTOR & GAMBLE [I] LTD. (1 Year)**
Worked for a year in R&D as well as Production areas at Kalwe plant

Academics: 8 years

Designation: Asst. Professor (Marketing)

As a visiting faculty has also taught in various well-known b-schools like Indian Institute of Foreign Trade, New Delhi, Chetana's R.K. Institute of Management Studies, MET Institute of Management, I.E.S Management College & Research Centre, GNVS Institute of Management, International Institute of Management studies, Pune & Aditya Institute of Management Mumbai.

Association & Affiliations:

1. On Alumni Advisory Committee of IIFT, New Delhi.
 2. IIFT- ALUMNI – CHAPTER HEAD – MUMBAI.
 3. MEMBER ALUMNI EXECUTIVE COMMITTEE – IIFT
 4. MEMBER OF INTERNATIONAL TRADE COMMITTEE BOMBAY CHAMBER OF COMMERCE & INDUSTRY.
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Research - Descriptive only [List can be given for Research & Consultancy Subhead in the website]

MDPs and Consultancy- Descriptive [Like types of MDPs, interest, expertise etc]

Management Development Program and Executive Programs

- Resource person for following programmes under auspices of Indian Institute of Foreign Trade:
 1. Export Import Management – 3day programme in Mumbai.
 2. ‘Understanding International Trade & Business’, 3day programme for ‘Mazagaon Dock Shipbuilders Ltd’, Mumbai.
 3. Short (Certificate) Training Programme on “Export Potential of Select Products from Maharashtra’. A 2-day Programme with Industry Experts.
 4. As a Moderator conducted IIFT Alumni Roundtable discussion with eminent panellists on topic “ International Trade – Global Challenges, Agile & Resilient India.
 5. Conducted ‘Managerial Excellence Programme for Sulphur Mills (An Agrotech Co) in Mumbai on 13 Sept’22.
 6. Conducted training programme on “ Export Documentation, Procedure & Global Supply Chain” for University of Manipur, (A Central University) Imphal during 28-30 Sept’ 2022. I was Chief Guest for the valedictory function of this event.
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Any other

Ph. D Guide for J. J.T. University, Rajasthan.

- One Scholar completed research & thesis being submitted for Ph. D in HRM.
- One Scholar in the process of doing in Finance.
- One Scholar registered for Marketing area.

. Guest Lectures delivered/Webinar conducted.

1. Conducted Webinar on 21ST April’20, at Gems & Jewellery Export Promotion Council (Min of Commerce), “ How to adapt your Digital Marketing strategies amidst a global Crisis’.
2. Conducted Webinar on 14th June’20 at St. Francis Institute of Management & Research, Mumbai. “ Decoding Marketing Strategies – Post Covid-19”.
3. Delivered a Guest Lecture at Ajeenkya, D.Y. Patil University, Pune on 8th April’21 on Topic – “Cross Culture Management – International Perspective.
4. Delivered a Guest Lecture at H.S.N.C. Board’s G. D. Advani Law College, Mumbai on 23rd

- April'21, on Topic – “International Legal System – A Business Perspective”.
5. Conducted a Webinar at International Institute of Management Studies, at Pune On 27 June' 21 on Topic “ Corporate Communication” for Marketing students.
 6. Delivered a Guest Lecture at Institute of Marketing & Management (IMM), New Delhi On 4th August '21, on Topic –“ Succeeding in Challenging & Uncertain environment’.
 7. Delivered address as a “Chief Guest’ on the occasion of Inaugural of ‘Induction Program for MBA/MCA Batch 2022-24 on 27 July’22 at MIT World Peace University, Pune.
 8. Delivered a guest lecture at “Ajeenkya D.Y. Patil University, Pune on 21st Nov’22 on “ “Doing Business in VUCA World”’.

International Conference Organised & Addressed:

1. As a Convener successfully organised Virtual Chetana’s International Conference held on 23rd Feb’21 on ‘Harnessing ’India’s Resources to make India Self-Reliant in collaboration with ASEAN countries’.
2. Delivered ‘Valedictory Address’ on 10th Jan’21, at International Business Forum of MIT World Peace University, Pune. Topic – Doing Business in Africa- Opportunities & Challenges’
3. Delivered address as a ‘Guest of Honour’ for One-Day International Business Meet 2019 on Wednesday, 16th October 2019, at MIT World Peace University, Kothrud, Pune.

International Conferences attended/Participated:

1. 5th International Research Conference on ‘Global Transformation through Social Entrepreneurship’ organised by M.G.M. Institute of Management Studies & Research, Navi Mumbai on 18th & 19th March 2016. Presented 2 papers
2. International Conference on ‘Business Analytics’ organised by Chetana’s Institute of Management & Research, Mumbai in March 2017.
3. International Conference on ‘INNOVATIONS in EDUCATION A Multidisciplinary approach’ organised by Shri J.J.T. University on 28th April 2018.
4. National Conference on Yoga & Health, organised by J.J.T. University on 21/6/18.
5. International Conference on Business Agility: Capabilities & Insights organized by Chetana’s Institute of Management & Research, Mumbai in February 2019.
6. International Conference on ‘A water secure world’ organized by Chetana’s Institute of Management & Research, Mumbai in January 2020.
7. 6th International Conference organized by Chetana’s Institute of Management & Research, Mumbai on “ Building Business Resilience & Beyond”’. As a track-chair for research papers presented in conference, on 9th April 2022.

Faculty Development Programs attended:

1. Workshop on ‘Academic Publishing Success’ conducted by IES MCRC Mumbai on 19th January 2019.
2. “Enhancing Teaching Pedagogy in Marketing’ conducted by Forum for Marketing Education in Mumbai on 27th April 2019.

- 3 "Enhancing Teaching Pedagogy" conducted by Forum for Marketing Education in Mumbai on 30th November 2017.
- 4 " Role of Faculty in Institution Building" conducted by Dr. Ashoke Kumar Dutta of College of Economics, Ocean University of China on 5th May, 2016.
- 5 "Training the trainers" conducted by Dr. Kalim Khan, Director, Rizvi Institute of Management, Mumbai on 7th December, 2017.
- 6 "Building Resilience in Business and Beyond." Organized by Chetana's Institute of Management & Research, Mumbai, on 8th April 2021.

Honours- Awards- Grants

- A) For 3 years received Award for Outstanding Contribution to Exports from Chemexcil Export Promotion Council, Set up by Min of Commerce, Govt. of India.
- B) Several Awards won from Johnson & Johnson International for outstanding Corporate Performance.
- C) "ALUMNUS OF THE YEAR – CORPORATE – 2012" Awarded by INDIAN INSTITUTE OF FOREIGN TRADE (IIFT) – Set up by Min of Commerce, Govt of India.
- D) Among 'TOP 100 MOST IMPACTFUL HEALTHCARE LEADERS- GLOBAL LISTING', conferred at World Healthcare & Wellness Congress – 2017.
- E) Selected amongst The Top 20 College Mentors across India in the E4-MBA Intercollegiate Summer Trainee Awards 2017 (India Region).

Research & Development : Journal Publications

1. Comparative Study of E-Commerce Websites selling pharmaceutical items in India.
2. Legal & Ethical Challenges faced by E-Commerce in Pharmaceuticals in India
Above papers published in Journal 'Ceptum' with high impact factor.
3. A study on Cross Cultural Behaviour in South Asia & Strategies for Business, published in Journal Of Research" of Chetana's Institute of Management & Research.

Book Chapter

1. A chapter on " International Marketing of Pharmaceuticals" in the Book titled "Marketing of Pharmaceuticals'. Co-author – Dr. Vijay Bhangale. Book under Printing.
2. Article Published in Marathi Weekly – 'Vivek' on Govt. of India's economic package for MSME industry.
3. Foreword Written for Book " Cross Cultural Management' by Dr. Preei Shirodkar & Mr. Vikas Shirodkar.

COUNTRIES VISITED:

Australia, Afghanistan, Bangladesh, Bhutan, Belgium, Burkina Faso, China, Egypt, France, Greece, Germany, Ghana, Hong Kong, Italy, Japan, Korea, Kenya, Malaysia, Rep. Of Maldives, Myanmar, Mauritius, Nepal, Netherland, New Zealand, Oman, Pakistan, Philippines, Russia, Singapore, Sri Lanka, South Africa, Spain, Switzerland, Sierra Leone, Taiwan, Thailand, U.K., U.A.E., U.S.A.