

DR. NAVEEN KUMAR KOTTAKKI

Ph.D (Organic Chemistry), M.Sc (Organic Chemistry) and M.B.A with [22] + years' Pharma Industrial research and commercial experience. Research Coordinator for INDIAN top pharmaceutical institution

ments resourcefully.

E-mails: kottakki999@gmail.com, scientistnaveen06@gmail.com
Mobile: +91-9866447021

EXPERIENCE IN PHARMA SECTOR

Technical and Commercial

Organization	Designation	Service Period
ImpTech Scientific	Director and Technical	Jan 2025 – Till Date

- Technical Director in chromatography whereas responsible for overseeing technical, sales and marketing activities for **Halo Core Columns** within India.
- Commercial: Developing and executing sales strategies for chromatography columns, including targeting key accounts, building relationships with customers, and driving sales growth.
- Distributors and Team: Leading and motivating both team and Distributors, providing training, and ensuring they are meeting targets.
- Product Knowledge: Maintaining a strong understanding of chromatography columns, technical applications, and benefits to customers.
- Market Analysis: Staying informed about market trends, competitor activities, and emerging technologies in chromatography.
- Customer Relationship Management: Building and maintaining strong relationships with customers, understanding their needs, and providing technical support.
- Reporting & Analysis: Tracking sales performance, analyzing market data, and providing reports to management.
- Skills & Qualifications: Analytical Chemistry: A strong understanding of chromatography principles, techniques, and instrumentation.
- Leadership & Team Management: Ability to lead and motivate a team, set goals, and delegate effectively.
- Business Acumen: A strong understanding of business principles, financial management, technical and market dynamics.

Organization	Designation	Service Period
RIKI Global Trading	AGM-Technical Sales	Apr 2022 – Jan 2025
LCGC	Sr. Executive	Jan 2018 – Apr 2022
KVM Pharma	Business Development Manager	Oct 2015 – Jan 2018

- Represents as a regional manager for Andhra and Telengana business activities - Analytical Column, Instruments, consumables and services.
- Managing sales projection and new business opportunities
- Converts column complaints into business by explaining the advantages of Special or New generation columns.
- Maintain customer relation and developing new business opportunities.
- Close monitoring on delivery management – execution of targets and implementation.
- Recognizing new opportunities across the territory for business growth.
- Presents corporate profile and/or Technical presentations in customer locations to promote our offerings/advantages of the new generation columns.
- Onsite technical support: workshops, training on product handling (API, Intermediates and drug products by HPLC, UPLC and GC), troubleshooting and on product line.

Business Operations

KVM Pharma-Hyderabad and Pune

Oct' 2015 to Jan' 2018

- Facilitate and develop external contacts for market research activities including consultants, customers, and academics and engaged in related activities.
- Collaborate with corporate like clinical research organization departments to develop effective business.
- Driving new force planning strategies on business development with stake holders.
- Work with the business development leadership to appraise clients about services offered and facilities into Asia & Europe markets.
- Initiate activities on all Requests for Proposal (RFP) / Request for Quotes (RFQ) / Request for Information (RFI) received from potential clients and coordinate, liaison with department heads and forward full proposals along with budgets / ball park cost estimates in response to RFQ.
- Maintain database on the RFI / RFP / RFQ enabling tracking their final outcome; documenting reasons for failures, feedback received from clients etc.
- Promote the services in the areas of Clinical Operations (Phase I to IV trials and BA/BE studies), Clinical Data Management, Biostatistics, Medical Writing, and Clinical Pharmacology.
- Participate in bid defense meetings with clients.
- Develop client-based information database through online search, proactively approaching clients for business development by cold calls, e-mail and other promotional tools.

- Prepare and present BD status update for weekly, monthly and quarterly internal business development review meetings.
- Direct and participate in strategy development.

Research and Development Experience

Organization	Designation	Service Period
Vimta Labs	Team Lead	Feb 2007 - Oct 2015
GVK Bio	Junior Research Associate	July 2005 - Jan 2007
Lotus Labs	Chemist	May 2003- June 2005

- Expertise with industry standards like FDA's Electronic Records and Electronic Signatures (ERES) rules and regulations like 21 CFR part 11, 210 and 211 effective for GMP applications in pharmaceutical industry.
- Operational readiness and sustainability program (mentoring) and assistance during inspections/ post-inspection correspondence and meetings.
- Facilitation of various regulatory audits (USFDA, EMA and ANVISA) and sponsor audits
- Spearhead bio analytical team for method development, validation and analysis of small molecules in GLP environment.
- Plan and conduct the timely calibrations of each instrument as per written procedures. Review validation protocols and reports; coordinate with team for timely deliverables of bio analytical samples.
- Excellent organizational and problem solving skills with proven ability to work through others to deliver results to the appropriate quality and timeline metrics.
- Experienced with a variety of sample preparation techniques and methods such as liquid-liquid extraction, protein precipitation, and solid phase extraction techniques.
- Development of new analytical and bio analytical methods and their application in pharmacokinetics, pre-clinical and clinical trial studies
- Support bio analytical method development on HPLC, UPLC and LC-MS/MS and supervising teams of field technicians responding to inquiries and resolving conflicts.
- Expert in plan and organize for timely installation of analytical equipment's in Research and Development.
- Expert in procedures (SOPs) for all the equipment's conducting the training and qualifying the each scientist in the department
- Expert in prepare for internal and external audits. Review and approve of standard testing procedures, implementation of systems adhering to GLP requirements.

- Implement new research methods to explore mechanisms of biological processes and design space plans to account for ongoing departmental growth and reduction
- Budget plan for each project and manage resources to keep task on track
- Experiences with various instruments like LCMS/MS, API-4000, API-3000, API 2000, HPLC and GC.

Higher Education:

□ Ph.D (Organic. Chemistry)

Gandhi Institute of Technology and Management (**GITAM**)

Thesis Title: Synthesis and antimicrobial activity of novel piperine–triazole, piperine–piperazine, piperazine-thiadiazole and piperazine-oxadiazole analogues

Qualifications:

□ M. Sc (Organic Chemistry) First Division - 2003 Andhra University

□ B.Sc (M.P.Chemistry) - First Division - 2001 Andhra University

□ E. M. B.A - First Division - 2008 NIBM - Chennai

Educational Sector Services

Designation: Research Coordinator for 2 reputed institutions

Institute/ University:

Vignan Institute of Pharmaceutical technology

GITAM University

- The primary objective is to help students start, conduct and complete their research projects
- Ensuring access to the best possible academic sources, facilitating scholarly communication and promoting research output are particular focus areas.
- Providing advantageous spaces for research and efficient service delivery by experienced
- Provides technical support and resolves operational problems.
- Ensures all research is undertaken according to best practices.
- Maintains an overview of relevant research findings.
- Assists in the preparation and publication of manuscripts.
- Stays abreast of developments in the field which may impact department functions

Journal - Reviewer

1. Asian Journal of Chemical Sciences
2. Ceylon Journal of Sciences

Best Research Awards (In Top 10) From National and International Conferences

- GITAM-2017
- IIT Roorkee -2018
- HCU - 2023
- IIT Guwahati-2024

PAPER PUBLICATIONS AND CONFERENCES DETAILS

1. Kottakki Naveen Kumar, Karteek Rao Amperayani, Uma Devi Parimi. (2019). Synthesis and Antimicrobial Activity of Piperine Analogues Containing 1,2,4-Triazole Ring. 31(5), 1077-1080.
2. Kottakki Naveen Kumar, Karteek Rao Amperayani, Uma Devi Parimi. (2017). synthesis, characterization and evaluation of antimicrobial activity of carbazoles derivatives. CTPTS-2017.
3. Amperayani, K. R., Kumar, K. N., & Parimi, U. D. (2018). Synthesis and in vitro and in silico antimicrobial studies of novel piperine–pyridine analogs. *Research on Chemical Intermediates*, 44(5), 3549-3564.
4. Kottakki Naveen Kumar, Uma Devi Parimi. Antihelmintic, antioxidant activity and total phenolic content of *ruta chalepensis*. L plant. Future Inida: Science & Technology. (2018).
5. Kumar, K. N., Kumari, P. S., Gopi, G., Rao, A. K., & Devi, P. (2020). Synthesis and antibacterial activity of piperazine analogues containing [1, 3, 4]-oxadiazole ring. *Indiandrugs*. 57(1), 19-26.
6. Kottakki Naveen Kumar and Amrutha Sri Konduri. (2018). Synthesis of triazole derivative: (z)-4-((furan-3ylmethylene) amino)-5-phenyl-4h-1,2,4–triazole-3-thiol. *Anveshana's International Journal of Research in Pharmacy and Life Sciences*, 3(3).3.
7. Kottakki Naveen Kumar, Karteek Rao Amperayani, Uma Devi Parimi and Muralikrishna Kannajosayalu. (2018). Condensation, charge transfer and ion association complex formation reactions for the spectroscopic determination of spiramycin in pure and pharmaceutical formulation. *Anveshana's International Journal of Research in Pharmacy and Life Sciences*. 3(1).

8. Naveen Kumar Kottakki¹, Amrutha Sri Konduri², Karteek Rao Amperayani³, Uma Devi Parimi.. Synthesis and antimicrobial activity of piperazine analogs containing [1, 3, 4] thiadiazole ring. *Suscon* (2019).
9. Kottakki Naveen Kumar, Amrutha Sri konduri, Vishali K and Someshekar Y. (2019). *Anveshana's International Journal of Research in Pharmacy and Life Sciences*. 4(1).
10. Kottakki Naveen Kumar, Karteek Rao Amperayani, Uma Devi Parimi. Piperine analogues containing 1,2, 4-Triazole ring as anti-microbial agent. *OMSRI –IIT Roorke* (2019).
11. Kottakki Naveen Kumar, Karteek Rao Amperayani, and Uma Devi Parimi. Piperine-piperazine analogues and their antibacterial activity. *Chembio* (2020).
12. Kottakki Naveen Kumar, Karteek Rao Amperayani, V. Ravi Sankar Ummidi and Uma Devi Parimi. 2019. Synthesis and Antimicrobial Activity of Piperine Analogues Containing 1, 2, 4-Triazole Ring. *Asian Journal of Chemistry*. 31(5) 1077-1080.
13. Kottakki Naveen Kumar, P V D Soujanya Kumari, G Gopi, Amperayani Karteek Rao, Parimi Uma Devi. 2020. Synthesis and antibacterial activity of piperazine analogues containing [1, 3, 4]-oxadiazole ring. *Indian Drugs*. 57 (1), 19-26.
14. Kottakki Naveen Kumar, Karteek Rao Amperayani, Uma Devi Parimi. Synthesis and antimicrobial activity of piperazine analogues containing [1, 3, 4] Thiadiazole ring. Accepted by *Research Journal of Pharmacy and Technology* and waiting for publications
15. Kottakki Naveen Kumar, Karteek Rao Amperayani, Uma Devi Parimi., Synthesis of piperine-piperazine analogues and their antimicrobial activity. Accepted by *Indian drugs* and waiting for publications
16. Anveshana's International Journal of Research in pharmacy and life sciences (ISSN-2546-3889) online Vol-8 Issue- 4
17. Rao, P.N., Reddy, B.S., Sudhakar, K., Kumar, K.N., & Kumar, U.K. (2023). A Concise and Metal Catalyst Free Synthesis of 2,3-Disubstituted Dihydrobenzofuran-3-amines. *Tetrahedron Letters*.
18. Rajeshkumar, G., Kumar, K.N., Aravind, M., Santhosh, S., Keerthi, T.K., & Seshadri, S.A. (2021). A Comprehensive Review on Mechanical Properties of Natural Cellulosic Fiber Reinforced PLA Composites.

19. Thakur, A., Kumar, K.N., Sheetal, M., Abhijit, P., & Kumar, A. (2016). Maxillary Central Incisor with Two Root Canals.
20. Kumar, K.N., Prasada, L.K., & Safeer, K. (2021). COMPARISION OF THE INCIDENCE OF POSTOPERATIVE PAIN AFTER USING TWO CONTINUOUS ROTARY FILE SYSTEM WITH CONVENTIONAL NEEDLE AND ULTRASONIC IRRIGATION IN SINGLE VISIT ENDODONTICS: AN INVIVO STUDY.
21. Lavanya, T., Sai Sankar, A., Sridevi, E., Pranitha, K., Sankar, K.S., & Kumar, K.N. (2021). Cleaning efficacy of various rotary endodontic file systems in primary dentition. *Endodontology*, 33, 196 - 200.
22. Kumar, S., & Kumar, K.N. (2018). Variations in Branching Pattern of External Carotid Artery. *Indian Journal of Anatomy*, 7, 515-517.
23. Ramesh, B., Kameswaran, S., Venkatrayulu, C., Silpa, S., Chandra, M.S., Reddy, G.V., & Kumar, K.N. (2021). Microbial Interaction with Metals and Metalloids. *Innovations in Biotechnology for a Sustainable Future*.
24. Raja Dhas, J.E., Savio Lewise, K.A., Kumar, K.N., Raja, V.L., AL-bonsrulah, H.A., Ahmad, H., Yao, S., & Al-Bahrani, M. (2022). Effect of coconut shell nanopowder reinforcement in the development of palm fiber composites. *Frontiers in Materials*.
25. Kumar, K.N., Sarim, S., Hammad, H.G., Ahmed, M., Irfan, F., & Nafees, H. (2022). EFFECT OF OCCLUSAL REDUCTION ON POSTOPERATIVE PAIN IN MULTIPLE VISIT ROOT CANAL TREATMENT. *Biological and Clinical Sciences Research Journal*.