

Internship Report

Submitted



The IIHMR University, Jaipur

for the partial fulfilment for the award of the degree of
Master of Business Administration (MBA)
in
Pharmaceutical Management

By

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INTERNSHIP REPORT

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1. Introduction:

- Organization Name: Chemox Chemopharma Industries
- Duration of the internship; 3 months (April to June 2024)
- Department: Marketing
- Role: Business Development Intern

2. Objectives of Internship:

- To gain practical experience in business development within the pharmaceutical industry
- To understand the global market dynamics of pharmaceutical products
- To learn about regulatory requirements for international drug marketing and distribution
- To develop skills in market research, analysis, and strategy formulation
- To contribute to ongoing projects and initiatives in the international business development team

3. Organization Profile

- Chemox Chemopharma Industries: A leading manufacturer of Bulk Drug Intermediates and Active Pharmaceutical Ingredients (API).
- Founded: Mr. Kishor in 2006
- Headquarters: Ankleshwar, India
- Core focus: Development, manufacturing, and marketing of high-quality pharmaceutical APIs with novel delivery techniques
- Global presence: Exporting to multiple countries across various continents
- Key therapeutic areas: Addiction Treatment, Pain Management, CNS disorders, and more.

4. Services Provided by Organization:

- Contract Development and Manufacturing Organization (CDMO)
- Manufacturing of pharmaceutical API
- Manufacturing of Bulk Drug Intermediates
- Contract manufacturing Organization (CMO)

5. Key Activities/Projects Undertaken Other than Dissertation:

- Conducted market research on potential new markets for Chemox's addiction treatment api's.
- Assisted in preparing international regulatory dossiers for product registration
- Participated in the development of marketing strategies for pain management products in global markets
- Analysed competitor activities and prepared reports for senior management
- Assisted in coordinating with international distributors and partners
- Participated in internal training sessions on Good Manufacturing Practices (GMP) and agreements