

Internship Report

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1. Introduction:

- Organization Name: Rusan Pharma
- Duration of the internship; 3 months (April to June 2024)
- Department: International Business
- Role: Management Trainee

2. Objectives of Internship:

- To gain practical experience in international 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. Organizational Profile:

- Rusan Pharma: A leading Indian pharmaceutical company
- Founded: Dr. Navin Saxena in 1994
- Headquarters: Mumbai, India
- Core focus: Development, manufacturing, and marketing of high-quality pharmaceutical products 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
- Domestic & International marketing and distribution of pharmaceutical products
- Contract manufacturing Organization (CMO)

- Clinical research services (CRO)

5. Key Activities/Projects Undertaken Other than Dissertation:

- Conducted market research on potential new markets for Rusan's addiction treatment products
- 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