

EDPM 2023

Name: Abhijit Kulkarni



Area: Marketing

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Educational Qualifications: MSc (Chemistry); MMM (JBIMS); MBA (IMD, Switzerland)

Overall Experience: 25 years

Present Employment: Aquapharm Chemicals Pvt. Ltd. (June 2015 till date: Sr. Vice President – International Sales & Marketing)

Previous Employments: Praj Industries Ltd. (2012 to 2015: Associate Vice President); Galaxy Surfactants Ltd. (2008 to 2012: Leader – Global Marketing); LANXESS India Pvt. Ltd. (2007 to 2008: BU Head – Functional Chemicals); ISP Hong Kong Ltd. (2004 to 2007: Manager); Merck Ltd. (2000 to 2004: Product Specialist – Analytics & Reagents).

Profile Summary: Business leader with over 25 years of experience in leading specialty chemicals / ingredients business with national & international scope. Strong orientation in executing business strategy to deliver results. Experience in leading and managing global team of professionals.

Key Skills:

- P&L Management; key account management; marketing, strategy, business development and sales experience.
- Handled performance & specialty chemicals with application in diverse industry segments of Home & Personal Care; Industrial Chemicals (Biocides, Water treatment, Oilfield, Coating, Polymer additives); Food & Beverage; Pharmaceuticals; Nutraceuticals & Animal Health.

Achievements:

- Successfully managed global business.
- Published case at IMD Lausanne, Switzerland.