**WELCOME TO SHAH TC**

**A GOOD DISTRIBUTOR CHANGES EVERYTHING!!**

With over two decades of pharmaceutical expertise, a team of more than 100 professionals spread across India/ China and our multilocation distribution facilities, SHAH TC has established itself as the leading API distributor in India

And it’s all through the patronage of our trusted suppliers and customers in China, India and across the globe!

Connect with us today to learn how we add value to your pharmaceutical supply chain.

**ABOUT US**

Our unique distribution warehousing facilities make us the perfect partner for all your pharmaceutical ingredient requirements from Asia. With branches across India and China, we partner with more than 500 suppliers and an offer an extensive product portfolio of Active Pharmaceutical Ingredients, Food Ingredients, Intermediates, Solvents, Formulations and Excipients.

*Vision & Mission*

Our vision is to transform into a global pharmaceutical supply chain leader, offering high value addition to our customers through our own state of the art distribution facilities in Asia and world over.

Our mission is to exceed our customers’ expectations by helping reduce cost and improve availability of pharmaceuticals.

We are focused on making pharma supply chains more resilient and reliable for our customers and suppliers alike.

*Board Of Directors*

With a cumulative industry experience of over 75 years, the Board of Directors sets the strategic directions, new business expansion plans and firmly believes in the impact that the organization can leverage and sustain in the Indian as well as the global pharmaceutical industry.

MR. (Late) J.K SHAH …………….

MR. MEHUL SHAH (Founder/ CEO) …………...

MR. BHARAT MODY (COO)............

**MRS. ECHO ZHANG (Head of Operations – China)**

With over 20 years’ experience as the General Manager (China) of India's largest distribution company handling a diversified portfolio of business verticals including Indian & domestic registration, import and export of API, intermediates, excipients and formulations, her contribution has significantly helped build the group's position as one of the leading pharmaceutical company in Asia.

Her networks within the Chinese and Indian markets, has helped develop more than 300 Indian customers and more than 150 Chinese manufacturers. Through her rich experience of the Indian API market, she has been able to accurately guide the group's strategy as well as build robust customers and supplier relations.

*Leadership Team*

**MILAN JAIN**

**General Manager - Accounts & Finance**

**(...read more)**

Mr. Milan Jain is an alumnus of Institute of Cost Accountant of India. He has worked with organizations like HDFC Bank, AIS, Thomson Digital, Indian Olympic Association. As an expert financial controller with over 23 years of progressive experience, he meticulously looks after the financial health of the organization.

With a strong grasp on strategic business solutions derived from in-depth analysis of key financial indicators, his recommendations are of significant value to SHAH TC and its group companies.

He is additionally responsible for working capital management, for smooth functioning of the financial operations of the company and negotiations with the bankers for various credit facilities as per the organizations’ business expansion strategy.

**AMIT SHAH**

**General Manager - Sales**

**(API - India Business)**

**(...read more)**

Mr. Amit Shah heads the API India sales department, the principal SBU of SHAH TC’s operations in the Indian market. Through a comprehensive team of young and dynamic sales professionals, coupled with his extensive experience of more than 20 years, he has been able imbibe the mission and vision of the organization into each and every one of his sales’ managers.

His 100% customer centric approach with a prime focus on commitment to deadlines, quality compliance, timely deliveries, responsiveness to customers and fair pricing are only some of the driving forces with which he has been able to build robust customer loyalty.

With an entrepreneurial mindset, he is truly committed to the growth of SHAH TC by identifying new business and product opportunities in the Indian API market segment.

**AMIT VISHNUMANGALAM**

**General Manager – New Business Development**

**(API & FDF – Global Business)**

 **(…read more)**

With over 21 years of international sales, marketing and business development expertise, Mr. Amit Vishnumangalam leads the New Business Development (NBD) team for SHAH TC’s ambitious expansion and growth in global markets.

With support of a dense network of manufacturing partners in India and China (API & FDF), he aims to enhance the value creation of the organization’s products and services with international clients in China as well globally (Europe, Asia, Middle East, Africa and Latin America).  His expertise in formulations and exposure to global markets serve as a trampoline for the new business verticals, such as launching SHAH TCs finished dosage form SBU.

His connect and ability to build strong relations with international customers has helped strengthen the organisation’s API and FDF product offerings in markets worldwide. His dedicated approach to transforming SHAH TC into a leading and reputable brand within the global pharmaceutical distribution and supply chain industry has already provided greater visibility in international markets.

**RUSHABH VORA**

**Deputy General Manager – Business Development**

**(Intermediates & Solvents – India Business)**

**(…read more)**

Mr. Rushabh Vora has been part of the organization since the very beginning of the journey. His business acumen and his versatility have been prized and valued assets throughout the organisation’s progress. He now leads the business development operations for the intermediates and solvents segment with prime focus on the Indian customers.

Through his dense network and relations with Indian API manufacturers, he has been able to create a sound and solid customer base for sales and distribution of raw materials procured through our manufacturing partners in China.

His keen eye for high quality products and regulatory compliances have helped shaped the reputation of SHAH TC as a reputable supplier of quality assured products to the Indian market. His professionalism and negotiation skills with Chinese suppliers have also provided great value to Indian manufacturers allowing them to procure intermediates and solvents at the most competitive market prices without forgoing the expected international quality standards of the products as demanded by our customers in India.

**RAJEEV VASHISTH**

**Deputy General Manager - Distribution (FTWZ)**

**(…read more)**

Mr. Rajeev Vashisth heads the distribution operations of the organization. He provides an apt blend of logistics and supply chain expertise through more than 18 years of experience of handing all facets of logistics including and not limiting to Free Trade Warehousing Zone, Special Economic Zone, export, import, domestic distribution, warehousing (India & overseas), custom clearance, dealing with local Government authorities (DGFT, CLA, MOF, MOC Drug Controller etc.).

He has an astute knowledge of documentation for both export and import, EXIM policy & procedure helping maintain a vigil eye on every little stipulation, ensuring accrual of every single penny of import & export benefits, obviating any non-conformance issues with statutory and/or regulatory compliances with local bodies such as DGFT, Custom & Excise, Ministry of Finance.

**BRIJ BHUSHAN**

**Assistant General Manager - Import & Logistics**

**(…read more)**

One of the long-standing members of SHAH TC, Mr. Brij Bhushan heads the import and logistics functions for all materials procured from China and international markets. With a comprehensive experience of local and international transport regulations, he is primarily focused on the management of import operations and the delivery of the final products to the organisation’s distribution centre in the Free Trade Zone located in Mumbai, India.

His priority remains to allocate the right resources at the right time with minimum cost impact on the organisation and its final customers. With a strong emphasis on ensuring that the products are delivered to the destination in a perfect condition to internal well as external customers, Mr. Brij Bhushan delivers on time, every time.

**OPERATIONS**

SHAH TC’s warehouse in the Free Trade Zone in Mumbai, India is a critical component in the innovative supply model designed by the organisation to better their services towards Indian and international clients.

With existing multi location warehousing facilities and a state-of-the-art distribution centre set to open in 2022, SHAH TC undeniably looks to consolidate its esteemed position as India’s no1 bulk drug distributor.

*Import/ Export*

The Import and Export department is one of the most strategic departments at SHAH TC with a mission to ensure availability and affordability of products to our esteemed customers in India and worldwide.

SHAH TC is committed to minimize procurement lead times and maintain stable prices for its customers in any given situation.

*Logistics*

We may proudly state that through our highly efficient in-house logistics team, the organisation is able to strictly comply to our customers’ expectations of delivering products anytime, anywhere.

Our endeavour is to provide the most seamless supply chain experience.

*Distribution (FTWZ)*

Our distribution centre in FTWZ, Mumbai helps customers reduce lengthy procurement lead times, minimize unforeseen logistical disruptions, reduce overall cost of procurement and diminish cash flow burden with a final objective of simplifying the supply chain.

**INDIA**

*API*

Over the last 20 years, the API sales division has successfully developed one of the most extensive customer bases incorporating the leading Indian formulation manufacturers into our portfolio.

Our expertise in supplying APIs of Chinese origin which meet the quality and price expectations of our customers is the major driving force that has helped build our leadership position in the Indian bulk drug industry.

SHAH TC is reputed in providing our customers with the best in-class service.

*DOWNLOAD OUR PRODUCT CATALOGUE*

*Food Ingredients (Sales)*

MEHUL SHAH……………………

*Intermediates and Solvent*

The intermediates and solvents division aims to create a footmark by offering products that are quality compliant and competitively priced with assured timely deliveries.

Our specialised teams in Delhi, Hyderabad and China assure our customers impeccable services by sourcing products with complete technical documentation and regulatory support. All the supplier factories are duly audited by our technical team through which we confidently assure the quality of the products we offer.

*DOWNLOAD OUR PRODUCT CATALOGUE*

**GLOBAL (EXPORT)**

*Export to China*

With a dedicated regulatory, sales and business development team, the global business team is focused on registering, exporting, distributing and commercializing Indian origin APIs to Mainland China.

Our in-depth knowledge of China’s NMPA regulatory procedures, strengthened by our connect and repute with the formulation companies are only some of the reasons that have helped Indian API suppliers choose SHAH TC as their sales channel partner for the China market.

*DOWNLOAD OUR PRODUCT CATALOGUE*

*Export to Rest of World (ROW)*

SHAH TC aims to gain a stronghold in ROW markets with a prime focus on South East Asia, Middle East, North Africa and Latin America. Our extensive customer database of end users, local agents and manufacturers provides the perfect mix for simplifying the entire pharmaceutical supply chain spectrum in global markets.

*DOWNLOAD OUR PRODUCT CATALOGUE*

*Global Partnerships*

SHAH TC invites proposals for collaboration from parties desiring to make a stronger global footprint for their products globally or developing reliable supply chains from Asia. Our ethics, transparency and simplicity of doing business are the valued qualities that we wish to position on the forefront of all our partnerships and collaborations.

**REGULATORY**

Shah TC is one of the biggest API registration company in India. We have 80+ Active Pharmaceuticals Ingredients registered with CDSCO and far more are in pipeline. We have a dedicated and highly experienced regulatory team in India and China. We form a crucial link between the manufacturer and the regulatory authorities in India (CSDCO) and China (NMPA) and provide all support to our manufacturers in terms of guidance, compliance, recommendations and final submissions.

|  |
| --- |
| *Import* |
| * Extensive review of CTD Module 3 as per CDSCO requirements
 |
| * Preparation of administrative documents as per the CDSCO requirement
 |
| * Submission of registration application
 |
| * Guidance to manufacturers in preparing the CDSCO query response and their timely submission
 |
| * Assistance in arranging CDTL testing samples, if required
 |
| * Post Approval Application Submissions
 |
| * Submission of application for import License
 |
| * Submission of Re-registration and Endorsement applications
 |
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|  |

*Export*

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| --- |
| * Provide guidance on technical requirements of NMPA and the timelines
 |
| * Provide recommendations and support in designing of specifications
 |
| * Review of Technical documents and GAP analysis
 |
| * Support to pre-submission activities/requirements
 |
| * Guidance on stability studies/forced degradation studies requirement of NMPA
 |
| * Provide assistance in preparing the CDMF as per NMPA requirements
 |
| * Support in preparing the NMPA query response and their timely submission
 |
| * Support on requirement of additional documents/NMPA requirements
 |
| * Assistance in arranging samples for National Institute of Food and Drugs Control (NIFDC)
 |
| * Support in inspection of manufacturing facility by Regulatory Authority, customer audit, third party audit, if required
 |

**CORPORATE SOCIAL RESPONSIBILITY**

Undeniably, CSR is a core value that is deeply embedded in our culture at SHAH TC. Our teams across the globe are committed to being responsible and caring citizens in each and every community we live and work within.

The spirit of philanthropy is transpired from the founders of SHAH TC down to every employee within the organization.

With an objective of creating a diverse, equitable, inclusive, and environmentally sustainable community in whichever manner we can, we strive to utilize these efforts to be socially accountable to ourselves as well as the public.

**CAREERS**

Here in Shah TC, we inspired to collaborate in an employee centric culture. While hiring new team members at Shah TC, we seek out professionals who have a zeal to excel and a talent in overcoming new challenges. We have a strong focus on creative, collaborative, innovative and enthusiastic character traits.

Our stunningly designed workplace at our head office in Delhi, India ensures that our people are empowered to collaborate, innovate to generate new ideas and drive exceptional results for our clients.

One of the main reasons for you to be the part of this family is the team bonding and flexible culture which we maintain and nurture among our employees. We are a team of young and talented individuals from every background around the globe and we are open to new talents to work in a most committed and friendly environment.  We have deep belief in transparency and perennial growth for each one.

Growth is a continuous process at SHAH TC! Be part of our success story!

Share your resume today at hr@shahtc.com.

**GET IN TOUCH**

*Locations*

SANDEEP PADWHAL………………………….

*Contact US*

SANDEEP PADWHAL………………………….

*Inquiry*

SANDEEP PADWHAL………………………….