

Rajeev Juneja

Executive Chairman, Mankind Pharma Ltd.



PROFESSIONAL SUMMARY

Rajeev Juneja, Executive Chairman of Mankind Pharma, is a first generation entrepreneur who dropped out of college in favour of gaining real world experience in the pharmaceutical industry and has ever since, in his own words, been a student in the school of life. After spending 11 years understanding the intricacies and dynamics of the market, he started Mankind Pharma along with his elder brother, Shri Ramesh Juneja, in 1995.

27 years hence, today Mankind is the number one company of India by prescriptions. Over these years, he has passionately led diverse functional areas of the business and in the process created a great balance between systems, processes and people within Mankind. A believer in the power of simplicity, his distinctive and imaginative style of down-to-earth leadership and profound personal understanding of the customer's needs has shaped the Mankind proposition in the market. A leader led by his heart and driven by the need to satisfy needs, he has applied his expertise in various domains of the organization to synthesize long-term, winning plans to deliver high- quality pharmaceuticals. As a leader who recognizes the potential in each individual, Rajeev not only specializes in building world-beating cross-functional teams, but also in crafting and executing a compelling vision – to place Mankind Pharma among the top three companies with a strong market presence in OTC and FMCG segments.

As a perpetual learner, he believes in nurturing dynamic individuals and teams that come up with path-breaking ideas, to help lead the company towards transformative future-growth while maintaining a competitive edge. As a person, he is proud of his roots but loves challenges and gives utmost importance to conducting all business in a symbiotic manner integrated with the values of Mankind.

A stellar business leader and a humanitarian at heart, he is the driving force behind Mankind's story of accomplishing scale without sacrificing speed.

EXPERIENCE

Rajeev Juneja is currently Executive Chairman and is responsible for driving Mankind's vision of affordable access of medicine for all into a reality. Over the years, he has worked closely in diverse functional areas of the business from Sales, Marketing, Product Development, Human Resources, and Finance to Supply- chain and Information-technology. In these functions, he has introduced and evolved progressive processes and systems and at the same harnessed and developed human talent and leaders as a cornerstone of his legacy. The key to Mankind's transformational growth strategies has been his ability to create teams and encourage teaming that is focused on delivering value to the patients and society at large.

STRENGTHS

- Visionary and having a profound understanding of the customer and market need.
- Firm believer of Innovation, always eager to try out new ideas and methods of doing the business.
- Eternal learner follows philosophy of Unlearn-Learn-Relearn.
- Building strong and long term relationships

AWARDS & RECOGNITIONS

- Awarded "Entrepreneur of the Year"
- Award for the Best Design in Healthcare
- Under his leadership Mankind won Best Pharma OTC Company of the Year, 2018