

Sanjay Chaturvedi



Vice President and Head - Global Sales and Marketing at Dr. Reddy's Laboratories

Chemicals

<http://www.directoryinventor.com/profile/view/eqanFQOt>

Experience

Vice President and Global Head - Sales and Marketing

Dr. Reddy's Laboratories

10,001+ employees; Public Company; Pharmaceuticals
May 2010 - Present

Global commercial head (sales, marketing and business development) of the Active Pharmaceutical Ingredient (API) business.

General Manager - Strategic planning and Marketing

Dow Electronic Materials

10,001+ employees; Public Company; Automotive
April 2009 - April 2010

Strategic planning responsibility for specialty chemicals division - Developed and implemented strategic plan to outperform market growth Drive marketing as a 'key competency' in the commercial organization

Strategy Director - Indian subcontinent

Rohm and Haas / England

Public Company; Chemicals
January 2008 - March 2009

Coordination with regional and global teams to align plans, resources with business objectives
Established Electronic Materials business in India Identified segments in photovoltaics and others to deliver multi MM \$ profitable growth

Global Business Development Manager

Rohm and Haas / England

Public Company; Chemicals
October 2006 - December 2007

Marketing ownership for \$ 60 MM market segments of ion exchange resins used in industrial water treatment and light commercial applications North America and Europe Improved profitability of business thru initiatives in product and customer analysis, portfolio management, activity based costing analysis, logistics (packaging and shipping) improvements and redesigning master distributor strategy

Technology Analyst

Rohm and Haas / England

Public Company; Chemicals

January 2003 - September 2006

Front end of innovation at a corporate level, relevant to all business units Leadership on multi-disciplinary due diligence teams to perform technical/financial analysis and evaluate intellectual property, potential partnerships/ ventures/ mergers/ alliances and acquisitions Identified and evaluated multiple > \$ 100 MM/yr opportunities. Due diligence on markets, players, value chain analysis and business model analysis to identify most attractive segments and entry points

Senior Scientist

Rohm and Haas / England

Public Company; Chemicals

June 1998 - December 2002

Provide analytical support to various business units. Technical consultant to various issues related to product development, product quality and plant maintenance

Associate

Brookhaven National Laboratory

1001-5000 employees; Government Agency; Research

August 1996 - June 1998

Developed new Hydrodesulfurization (HDS) catalysts.

Education

California Institute of Technology

Marketing of Technology

2005 - 2005

University of Pennsylvania - The Wharton School

Management

2001 - 2003

State University of New York at Stony Brook

Physical Chemistry

1992 - 1996

St. Stephen's college

Chemistry

1987 - 1990

Sardar Patel Vidyalaya

Patents (42)

[Process for the selective \(amm\)oxidation of lower molecular weight alkanes and alkenes \(2 worldwide citation\)](#)

Leonard Edward Bogan Jr, Fernando A P Cavalcanti, Nitin Chadda, Sanjay Chaturvedi, Anne Mae Gaffney, Scott Han, Peter D Klugherz, Daniel Martenak, Mark Anthony Silvano, Elsie Mae Vickery, Donald L Zolotorofe
June 30, 2009: 07553986

[Method of forming an electrode structure useful in energy storage devices \(5 worldwide citation\)](#)

Sanjay Chaturvedi, William Joseph Grieco, Eric Gustave Lundquist
September 2, 2008: 07419745

[Modified catalysts and process \(13 worldwide citation\)](#)

Fernando Antonio Pessoa Cavalcanti, Sanjay Chaturvedi, Anne Mae Gaffney, Scott Han, Ruozhi Song, Elsie Mae Vickery
December 4, 2007: 07304014

[PVD supported mixed metal oxide catalyst \(1 worldwide citation\)](#)

Sanjay Chaturvedi, Jinguang Chen, Michael Bruce Clark Jr, Anne Mae Gaffney
January 10, 2006: 06984750

[Treatment of mixed metal oxide catalyst \(6 worldwide citation\)](#)

Sanjay Chaturvedi, Anne Mae Gaffney, Dominique Hung Nhu Le
January 3, 2006: 06982343

[Method of forming an electrode structure useful in energy storage devices](#)

Sanjay Chaturvedi, William Joseph Grieco, Eric Gustave Lundquist
October 6, 2005: 20050220989-A1

[Modified catalysts and process](#)

Fernando Antonio Pessoa Cavalcanti, Sanjay Chaturvedi, Anne Mae Gaffmeyer, Scott Han, Ruozhi Song, Elsie Mae Vickery
September 15, 2005: 20050203309-A1

[Modified catalysts and process](#)

Fernando Antonio Pessoa Cavalcanti, Sanjay Chaturvedi, Anne Mae Gaffney, Scott Han, Ruozhi Song, Elsie Mae Vickery
September 15, 2005: 20050203312-A1

[Modified catalysts and process](#)

Fernando Antonio Pessoa Cavalcanti, Sanjay Chaturvedi, Anne Mae Gaffney, Scott Han, Ruozhi Song, Elsie Mae Vickery
September 15, 2005: 20050202964-A1

[Modified catalysts and process](#)

Fernando Antonio Pessoa Cavalcanti, Sanjay Chaturvedi, Anne Mae Gaffney, Scott Han, Ruozhi Song, Elsie Mae Vickery
September 15, 2005: 20050202965-A1

[View all \(42\)](#)