



Leader Profile

Abhijit Zutshi

Mr. Abhijit Zutshi is the Commercial Head, Global Generics, at Biocon Ltd. Abhijit joined Biocon in 2001 in the Marketing and Sales division. Since then, he has worked in diverse roles across marketing, business development and portfolio selection for both small molecules and biologics. He has been serving in his current role since April 2018.

Prior to this, Abhijit headed Biocon's North American operations where he was responsible for B2B sales, marketing and business development of Biocon's entire portfolio of APIs and biosimilars. More recently, he set up the commercial infrastructure in the U.S. for Biocon's ANDA (Abbreviated New Drug Application) business and was instrumental in the successful launch of the company's first generic formulation in the country in 2017.

Abhijit has over 20 years of experience in pharmaceutical commercial operations. Before joining Biocon, he worked with Pfizer as a product specialist for their specialty products division.

He has a bachelor's degree in Pharmaceutical Science with a major in Pharmacology and a Diploma in Business Management. He also attended Harvard Business School's Program for Leadership Development program.

