



Susheel Umesh

Chief Commercial Officer – Emerging Markets

Susheel Umesh is the Chief Commercial Officer – Emerging Markets at Biocon Biologics. He is responsible for scaling up the Company's business in Emerging Markets, expanding its footprint, as well as strengthening the patient-centric business initiatives in these markets.

Susheel has over 30 years of experience in the pharmaceuticals industry. He has worked in India, France and Sub-Saharan Africa for leading global pharma companies, including Sanofi where he served for over 20 years. He has managed global brands as well as led different functions in India and overseas in Sales & Marketing, Business Development and Operations Excellence. Most recently, he led the domestic formulations of an Indian biotech company as its Chief Executive Officer.



He headed multi-country operations as the Chairman of Sanofi Kenya Ltd, leading the operations as Managing Director of 14 Sub-Saharan African countries in the Eastern and Southern parts of Africa.

As head of global marketing for diabetes portfolio, Susheel gained deep understanding of dealing with multiple global stakeholders and insights in to early launches in U.S., and Europe. He was responsible for developing a global launch strategy for a key insulin brand to align it with regulatory timelines as well as putting together plans for global clinical study.

As the Managing Director of Abbott Speciality Care business in India, he built the specialty care portfolio across Diabetes, Cardiology, CNS, and Dermatological and hospital range of products.

He has led large teams of more than 2,000 people and managed businesses with a turnover in excess of USD 200 million

During his 30 years tenure he has managed diverse portfolios in therapeutic areas like Diabetes, Cardiology, Neuro Psychiatry, Oncology, Vaccines, Transplantation, Dermatology, GI, Pain, Hospital, Institutional Business etc.

He has an M.B.A in Marketing from Poona University and a Bachelor of Pharmacy from Bombay University.