



भारतीय प्रबन्ध संस्थान लखनऊ
Indian Institute of Management Lucknow

This is to certify that

HIMANSHU VADERA

*has successfully completed one year, part-time Certificate Course on
"Executive Management Program in Sales and Marketing"
held during Dec 2016 - Nov 2017*

Prof. Rajeev Kumra & Prof. Anita Goyal
Program Directors

Prof. Rajesh K. Aithal
Chairperson MDP

Executive Management Program in Sales and Marketing (Batch-05)

Name of Participant: *Himanshu Vadera*

The Program

- ❖ EMPSM is a one-year, part-time program delivered through :
 - Two On-Campus Modules
 - Satellite-Based Technology
- ❖ This course gives participants a formal conceptual knowledge and practical underpinnings in sales and marketing which helps them to prepare for next level of responsibility in their current organization.

Eligibility for Admission

- ❖ A minimum of two years of work experience.
- ❖ Bachelor's degree (10+2+3 or equivalent) with minimum 50% marks in any discipline.

Selection

- ❖ Performance in an entrance examination conducted by NIIT.
- ❖ Quality of work experience.

Course Design

❖ Core Courses

- Sales Management
 - Consumer Need and Leveraging Value
 - Selling Skills for Retail Customers
 - Negotiation and Science of Influence
 - Understanding Consumer Insights for Selling
- Marketing Management
 - Fundamentals of Marketing Management
 - Segmentation, Targeting and Positioning
 - Consumer Behavior
 - Basics of Marketing Research
 - Basics of Service Marketing

❖ Elective Courses

- Sales Management
 - Sales Force Management
 - Distribution Management
 - Sales and Distribution in Rural Indian Context
 - Relationship Selling Skills for B2B Customers
- Marketing Management
 - Branding and Product Management
 - Advertising and Marketing Communication
 - Business to Business and Industrial Marketing
 - Pricing Strategies
 - Retail Marketing: Modern Retail Strategies
 - Digital Marketing
 - Search Engine Optimization (SEO)
 - Social Media Marketing (SMM)
 - Customer Relationship Management
 - Applied Marketing Strategy

❖ Evaluation Report **Final Grade : *Excellent***

(Grade : Excellent/Good/Average/Below Average)

Course evaluation is based on Class Participation, One Group Project and Three Examinations.



(Faculty of Engineering & Technology)

Dated *September 14, 1998*

Brechaude
Vice-Chancellor



क्रमांक

S. NO. 90

केन्द्रीय माध्यमिक शिक्षा बोर्ड
CENTRAL BOARD OF SECONDARY EDUCATION

000161425

अंक विवरणिका MARKS STATEMENT

सैकण्डरी स्कूल परीक्षा, 1990

ALL INDIA SECONDARY SCHOOL EXAMINATION, 1990

नाम

NAME HIMANSHU VADERA

अनुक्रमिक

ROLL NO. 806598

कोड CODE	विषय SUBJECT	प्राप्तिक MARKS OBTAINED		स्थितिक ग्रेड POSITIONAL GRADE
		अंको में FIG	शब्दों में WORDS	
001	ENGLISH COURSE-A	054	FIFTY FOUR	C2
002	HINDI COURSE-A	070	SEVENTY	A2
041	MATHEMATICS	069	SIXTY NINE	B1
086	SCIENCE WITH PR P1=58 PR=24	082	EIGHTY TWO	A2
087	SOCIAL SCIENCE P1=45 P2=30	075	SEVENTY FIVE	A1
500	WORK EXPERIENCE			B1
502	PHY & HEALTH EDUCA			A2
506	ART EDUCATION			B2
000				

परिणाम Result PASS

Abbreviations अक्षरों का अर्थ

AB: Absent in the subject विषय में अनुपस्थित

EX: Exempted छूट-प्राप्त

*: Appeared in Compartmental Examination पूरक परीक्षा में बैठे

Delhi दिल्ली

Dated दिनांक

20-06-1990

परीक्षा नियंत्रक
Controller of Examinations

क्रमिक 0000018914

S. No. 92

केन्द्रीय माध्यमिक शिक्षा बोर्ड
CENTRAL BOARD OF SECONDARY EDUCATION

अंक विवरणिका MARKS STATEMENT

सीनियर स्कूल सर्टिफिकेट परीक्षा, 1992

ALL INDIA SENIOR SCHOOL CERTIFICATE EXAMINATION, 1992

नाम

NAME HIMANSHU VADERA

अनुक्रमांक

ROLL NO.

1203518

कोड CODE	विषय SUBJECT	प्राप्तिक MARKS OBTAINED				स्थितीय ग्रेड POSITIONAL GRADE
		लि. TH	प्रे. PR	कुल TOTAL	शब्दों में TOTAL IN WORDS	
301	ENGLISH-CORE	XX	XX	43	FORTY THREE	D1
041	MATHEMATICS	XX	XX	59	FIFTY NINE	B2
042	PHYSICS	35	30	65	SIXTY FIVE	C1
043	CHEMISTRY	41	30	71	SEVENTY ONE	B2
044	BIOLOGY	25	30	55	FIFTY FIVE	D1
500	WORK EXPERIENCE					B1
502	PHY & HEALTH EDUCA					B1
503	GENERAL STUDIES					B2

परिणाम Result

PASS

Abbreviations आक्षेपों का अर्थ

AB: Absent in the Subject विषय में अनुपस्थित

FP: Fail in Practical प्रैक्टिकल में असफल

FT: Fail in Theory लिखित में असफल

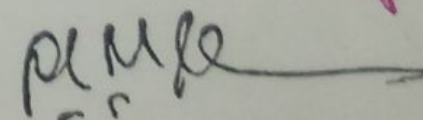
केवल उन्हीं विषयों में जिनमें प्रैक्टिकल परीक्षा दी है

Only for Subject involving practical work

* Appeared in compartmental examination पूरक परीक्षा में बैठे

दिल्ली Delhi

दिनांक Dated 26.05.92



परीक्षा नियंत्रक

Controller of Examinations



Delighting You Always

14/Jun/2019

Relieving Letter

This is to certify that Himanshu Vadera (06001354) was employed with Canon India Pvt. Ltd. from **27/Mar/2006 to 26/Apr/2019.**

Position held at the time of Leaving: **Regional Business Manager-ICP Division, CII Center**

Location: **Lucknow**

We wish you all the very best for your future endeavors.

for **Canon India Pvt. Ltd.**

Shikha Rai
Vice President
HR Operations Division

CANON INDIA PVT LTD

Corporate Office : 7th Floor, Tower B, Building # 5, DLF Epitome, DLF Phase III, Gurgaon - 122002, Haryana, India.

Tel : 0124-4160000 Fax : 0124-4160011 www.canon.co.in

Registered Office: Unit No. 214-218, 2nd Floor, Narain Manzil, Barakhamba Road, Connaught Place, New Delhi-110001, India.

Tel : 011-47192613 Fax : 011-47192611

CIN : U74899DL1996PTC083770

CANON INDIA PVT. LTD.

7TH AND 8TH FLOOR, BUILDING NO 5, TOWER B,
DLF EPITOME, DLF PHASE-III
GURGAON - 122002 HARYANA

PAYSLIP FOR THE MONTH OF MARCH 2019

CODE	06001354	PAN	ACAPV5286B
NAME	MR. HIMANSHU VADERA	EPF NO.	HR/GGN/26723/648
DATE OF JOINING	27-Mar-2006	UAN	100164604840
BANK	ICICI	MONTH DAYS	31
BANK A/C NO.	126501502885	PAID DAYS	31
COST CENTRE	IMAGING COMMUNICATION PRODUCTS	LEAVE ENCASH DAYS	7
LOCATION	LUCKNOW		
DIVISION	ICP SALES		
DEPARTMENT	NORTH ICP SALES		
DESIGNATION	REGIONAL BUSINESS MANAGER-ICP DIV., CII CENTER		

EARNINGS**DEDUCTIONS**

DESCRIPTION	ACTUAL	EARNED	*ARREAR	YTD	DESCRIPTION	DEDUCTION	YTD
BASIC SALARY	85,306.00	85,306.00	0.00	966,801.00	PROVIDENT FUND	10,237.00	116,013.00
HRA	42,653.00	42,653.00	0.00	483,405.00	INCOME TAX	47,239.00	458,793.00
CONVEYANCE	0.00	0.00	0.00	14,400.00	SALARY ADVANCE	0.00	3,382.00
SPECIAL ALLOWANCE	32,416.00	32,416.00	0.00	352,983.00	GOQII_DED	0.00	1,000.00
BONUS	-	0.00		175,527.00			
LEAVE-ENCASHMENT	-	18,430.00		18,430.00			
SALES INC	-	26,785.00		210,287.00			
CONGRATS_AMT	-	0.00		86,561.00			
SPECIAL INCENTIVE	-	0.00		3,382.00			

TOTAL EARNINGS

215,590.00

TOTAL DEDUCTIONS

57,476.00

NET PAY 158,114.00 (RUPEES ONE LAKH FIFTY EIGHT THOUSAND ONE HUNDRED FOURTEEN ONLY)

स्थायी लेखा संख्या /PERMANENT ACCOUNT NUMBER

ACAPV5286B



नाम /NAME

HIMANSHU VADERA

पिता का नाम /FATHER'S NAME

ANIL KUMAR VADERA

जन्म तिथि /DATE OF BIRTH

25-09-1975

हस्ताक्षर /SIGNATURE

Himanshu

प्रेम

आयकर आयुक्त, लखनऊ

COMMISSIONER OF INCOME-TAX, LUCKNOW



सत्यमेव जयते

भारत सरकार

GOVERNMENT OF INDIA



हिमांशु वढेरा

Himanshu Vadera

जन्म तिथि / DOB : 25/09/1975

पुरुष / MALE



7255 2256 5986

मेरा आधार, मेरी पहचान



भारतीय विशिष्ट पहचान प्राधिकरण
UNIQUE IDENTIFICATION AUTHORITY OF INDIA

पता:

S/O अनिल कुमार वढेरा, बी-89, राजाजीपुरम, लखनऊ,
लखनऊ,
उत्तर प्रदेश - 226017



Address

S/O Anil Kumar Vadera B-89 Rajajipuram
Lucknow Rajajipuram Lucknow Uttar
Pradesh - 226017

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1947



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