SPJIMR | PGPM

Bharatiya Vidya Bhavan

Post Graduate Programme in Management
One year full-time management programme
for experienced professionals

S.P. Jain Institute of Management & Research

PLACEMENT BROCHURE CLASS OF 2020

SPJIMR
Bharatiya Vidya Bhavan

Courage • Heart

Creating a new generation of leaders who care, believe and have the determination to take their ideas to the world

SPJIMR
Bharatiya Vidya Bhavan

PGPM

Post Graduate Programme in Management-2020

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OUR GUIDING PHILOSOPHY

"

Influencing Practice and Promoting Value-based Growth

"

SPJIMR AT A GLANCE

39 years legacy of management education

15+ years of executive education

Consistently ranked amongst the top 10 business schools

Global and National Accreditations

Over 9000 alumni, 100+ Corporate Partners, 50+ Global Partners

Innovative and socially responsible school of management

Member of Bharatiya Vidya Bhavan, a not-for-profit trust of national eminence founded in 1938

SPJIMR
Bharatiya Vidya Bhavan

OUR HERITAGE & LEGACY

SPJIMR is a constituent of Bharatiya Vidya Bhavan, an internationally reputed trust recognized for its educational and cultural activities. Bharatiya Vidya Bhavan was founded in 1938 by Kulapati Dr. K.M.Munshi with the blessings of Mahatma Gandhi and the active support of several eminent leaders like Dr. Rajendra Prasad, the first President of the Republic of India; Shri C. Rajagopalachari, the first Governor General of India; Pandit Jawaharlal Nehru, the first Prime Minister of free India; Sardar Patel, Deputy Prime Minister and Home Minister, several other distinguished scholars, statesmen and leaders of modern India.

ADVANTAGE SPJIMR

1 Ranked among the top 10 B-schools in India

2 Pragmatic blend of Western efficiency and Eastern ethos

3 Focus on influencing practice and value based growth

4 Innovative pedagogy

5 Extensive industry interaction and integration

6 Faculty with a rich blend of academic and industry experience

RANKINGS

2 OUTLOOK

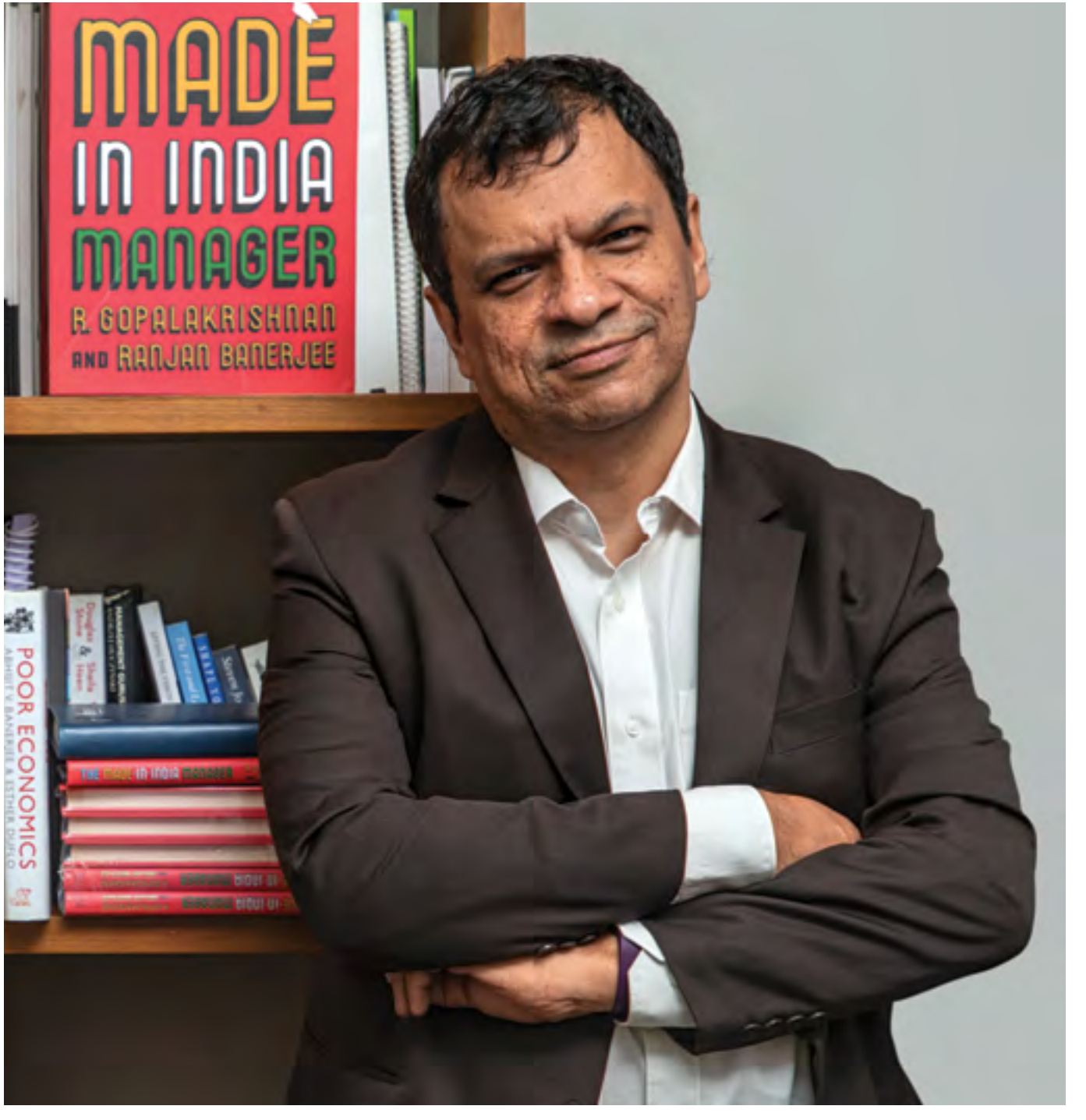
4 BUSINESS TODAY

5 MINT- MBA UNIVERSE

6 BUSINESS WORLD

DEAN'S MESSAGE

Dr. Banerjee's interests include Marketing Strategy, Behavioural Economics and Innovation. He holds a BTech from IIT Bombay, an MBA from IIM Calcutta and a PhD in Management from the Carlson School of Management, University of Minnesota, USA.



> Our PGPM student is a balanced business leader who stands out in terms of talent, organizational maturity, and functional expertise.

I take great pleasure in introducing you to the Post Graduate Programme in Management (PGPM) Class of 2020. Our innovative pedagogy and practice-oriented approach have helped SPJIMR consistently rank among the top 10 business schools in India. Many of our faculty are experienced practitioners with a flair for interactive classroom sessions, thus ensuring that the content in our classrooms is in line with the current industry needs. We have a strong 'learning through doing' element in our programme and our students are equipped to handle unstructured situations and stay the course.

Our PGPM programme differs from other competing programmes in the following ways:

a) All our students have deep functional expertise, with more than five years of experience in renowned companies

b) The programme enables students to experience cross-functional linkages and realize that there are no operations or technology or marketing problems, but business problems with functional dimensions

c)Our policy of recruiting a mix of traditional academics and senior industry leaders as faculty results in an optimal mix of theory and practice in what is taught. We thus meet industry's growing need for lateral hires with a cross functional perspective, which often cannot be met purely by internal hires.

d) Courses such as design thinking and systems thinking aim to groom students to solve unstructured business problems and be digital ready

Our PGPM student is a balanced business leader who stands out in terms of talent, organizational maturity, and functional expertise.

I invite you to be a part of our placement process for the PGPM Class of 2020

Dr. Banerjee
Dean, SPJIMR, Mumbai.

ABOUT PGPM

Recognising the industry need for 'Thought Leaders' at middle and senior management levels, SPJIMR has successfully crafted Post Graduate Programme in Management (PGPM), which is one year full-time residential programme.

The programme leverages on the students' past experiences (with minimum 5 years of work experience) and aims to create and nurture value-based future leaders.

PGPM, in its 16th year has consistently challenged working professionals with an unconventional pedagogy and has acted as a catalyst for career acceleration.

PROGRAMME DETAILS

One Year Full Time Residential programme, preceded by a 3-month off campus blended web learning component.

On successful completion of the programme, the participants will be awarded "PGDM (Executive)"

PGPM

2004

THE GENESIS OF THE PROGRAMME

SPJIMR recognised the need of a programme which could help experienced working professionals gain the general management skills needed to accelerate their career, thus giving birth to the one-year PGPM programmme.

The PGPM programme which started in the year 2004, as a career acceleration programme gave experienced professionals an opportunity to broaden their functional skills while developing a greater understanding of cross-functional nuances.

The programme initially offered two specialisations, Operations and Information Management, with Finance and Marketing added as specialisations in 2010.

The unique one-year model recognised the need for 'Thought Leaders' in middle and senior management roles, inculcating the values of inclusivity and social sensitivity in its participants, and has produced numerous socially sensitive thought leaders in its 16-year journey.

LEARNING GOALS

Be able to understand both the privileged and under privileged sections of society, and take value based decisions which balance competitive and cooperative considerations.

Understand unique dimensions of businesses in India, and yet appreciate our integration with the global economy, thus building a perspective which is both local and global.

Combine depth in a specific functional area with a comprehensive understanding of the function's linkage to business as a whole.

Be able to balance analysis and intuition to take effective real world decisions in a variety of contexts.

PROGRAMME HIGHLIGHTS

Approved by AICTE, accredited by AACSB & AMBA
Aimed at Working Professionals
Innovative Programme Architecture
International Immersion
Profile Mapping for Career Enhancement
Alumni Mentorship Programme
Live Projects
Industry Academia Conclave – Samavesh
Course of Independent Study(CIS)

SPECIALIZATIONS OFFERED

1 INFORMATION MANAGEMENT

2 OPERATIONS & SUPPLY CHAIN

3 MARKETING

4 FINANCE

ADVANTAGE OF PGPM @ SPJIMR

Locational advantage of Mumbai – Financial capital of India

Eminent faculty with a rich industry and academic experience.

Pioneer in Design Thinking

Innovative pedagogy that encourages performance with a purpose

Industry integration & interaction

Focus on enhancing functional and managerial capabilities, leveraging on past experience.

International exposure at top ranked IVY League Global Business Schools

At SPJIMR, our unique PGPM programme focusses on enhancing the managerial and functional capabilities, thereby making the students a complete professional ready to take up leadership positions.

Focus is laid on honing the skill sets with a unique three-pronged approach of Knowing (Knowledge), Doing (Skills) and Being (Attitude). The students benefit from our globally acclaimed and award winning value based leadership modules like Assessment and Development of Managerial and administrative Potential (ADMAP), Personal Growth lab (PG Lab), Development of Corporate Citizenship (DOCC), Design Thinking and the Science of Spirituality (SOS).

INNOVATIVE PEDAGOGY

ASSESSMENT AND DEVELOPMENT OF MANAGERIAL AND ADMINISTRATIVE POTENTIAL (ADMAP)
Use interactive classroom to provide future leaders with business insights

MARKSTRAT
Use INSEAD simulation for problem solving and decision making skills in competitive environment.

DEVELOPMENT OF CORPORATE CITIZEN (DOCC)
Learning about ground level conditions, challenges in rural India and giving managerial inputs to NGOs.

DESIGN THINKING
Inculcate creative thinking to find solutions for unstructured problems.

SCIENCE OF SPIRITUALITY
Become "Balanced Business Leaders" with enhanced emotional quotient.

PERSONAL GROWTH LAB
Build personal leadership and team building skills through indoor and outdoor activities.

PROGRAMME ARCHITECURE

SEMESTER I

GENERAL MANAGEMENT		
	Courses	**Credit**
Blended Web Learning	Microeconomics	1
	Financial Reporting and Analysis	1.5
	QM - Basic Stats	1.5
	Spreadsheet Modelling	1
	Management Communication	0.5
Total		**5.5**
General Management - I	Macroeconomics	1
	QM for Decision Making (BRM)	1
	Management Accounting	1
	Science of Spirituality	1
	Management Communication	1
	Technology in Digital Economy	1
	P G LAB	
Total		**6**
General Management - II	Marketing Management	1.5
	Operations Management	1.5
	Corporate Finance	1.5
	People and Performance	1.5
	Critical Thinking	1
Total		**7**
General Management - III	Business Policy and Strategy	1.5
	Decision Science	1
	Corporate Governance and Business Law	1
	Design Thinking	1
	Responsible Leadership	1
Total		**5.5**
	DOCC - Project	1
Total Credits Semester I (A)		**25**

SEMESTER II

INFORMATION MANAGEMENT	
Core Course (1 credit)	IT Strategy
Core Electives (Any 8 credits)	Architecting Solutions for the Digital Enterprise
	Architecting Solutions for the Digital Enterprise and Enterprise Architecture using TOGAF
	Blockchain for Business Applications
	Business Forecasting
	Business Intelligence Systems
	Digital Commerce: Business models, Technologies & Supply Chains
	Digital Disruption, Transformation and Engagement
	Digital Product Management
	ICT for Human Development (ICT4HD)
	IT Business Development
	IT Consultancy Management
	IT in Financial Services
	Management of Future Generation Networks (MFGN)
	Project Management
	Reinveting business with AI and ML
	Smart Connected Products a IoT enabled Business Transformation
	Technology Infrastructure for the Digital Age
	Transformation through Cloud
	User Generated Content Analytics

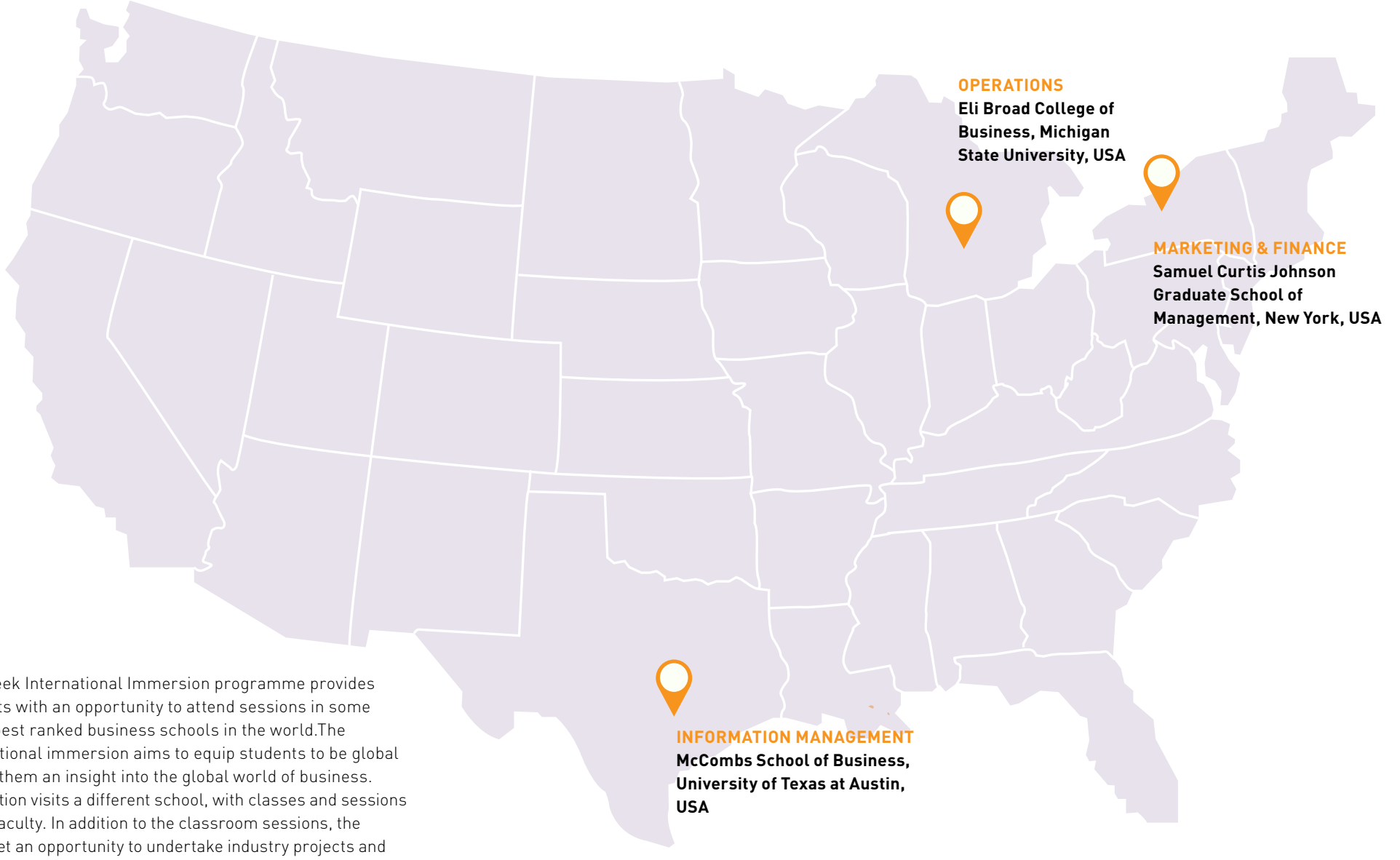
OPERATIONS & SUPPLY CHAIN	
Core Courses (6 credits)	Logistics Management
	Manufacturing Planning and Control
	Operations Strategy
	Procurement and Strategic Sourcing
	Service Operations Management
	Supply Chain Planning
Core Electives (Any 3 credits)	Management Science
	Behavioural Operations Management
	Logistics and Fulfillment in E-Business
	Project Management
	Strategic Cost and Profitability Management
	Supply Chain Analytics
Workshop Courses	Emerging Technologies in Supply Chain Management
	Service Innovation
	Simulation Modelling with Arena

MARKETING			
Core Courses (6 credits)	B2B Sales & Distribution Management	**Core Electives (Any 3 credits)**	Analytics for Marketing Decision-making
	Buyer Behaviour		Capstone Project
	Digital Transformation Strategies: Models, Platforms and Marketing		Strategic Management of Technology Innovations
	Marketing Research		Integrated Marketing Communication for B2B and B2C Businesses
	Strategic Brand Management		Pricing
	Strategic Marketing		Services Marketing & Customer Management
			E-Commerce
Semester II Specialisation Credit			**9**
International Immersion - Advance Specialization			**3**
Integrative Phase - Business Consulting and Decision Making through Simulation- 1 credit each			**2**
General Electives *			**4**
Total Credits Semester II (B)			**18**

GRAND TOTAL (A+B)	**43**

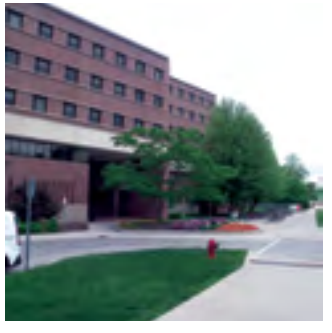
GENERAL ELECTIVE COURSES					
Advanced Business Consulting	Business Analytics	Course of Independent Study/Live Industry Projects	International Finance	Microeconomics of Competitiveness	Supply Chain Practice and Simulation
Advanced Competitive Strategy	Business Economics: Link Between Macro and Market	Data Science for Business using Python	International Marketing	New Venture Creation	The Pursuit of Mindful Leadership
Applied Methods for Business Decisions	Business Modeling and Data Science using Excel and VBA (Macros)	Digital Marketing	Key Account Management	Personal Finance	
Behavioural Decision Theory	Business Negotiation	Financial Modelling	Leveraging IT for Digital Transformation	Strategic Communication	
Blockchain for Business Applications	Competing Through Business Models	Game Theory in Business Strategy	Mergers and Acquisitions	Strategic Retail and Omni-Channel Management	

INTERNATIONAL IMMERSION



The 3 week International Immersion programme provides students with an opportunity to attend sessions in some of the best ranked business schools in the world.The international immersion aims to equip students to be global leaders, giving them an insight into the global world of business. Each specialisation visits a different school, with classes and sessions held by expert faculty. In addition to the classroom sessions, the students also get an opportunity to undertake industry projects and visits to get a hands-on learning experience.

INTERNATIONAL IMMERSION



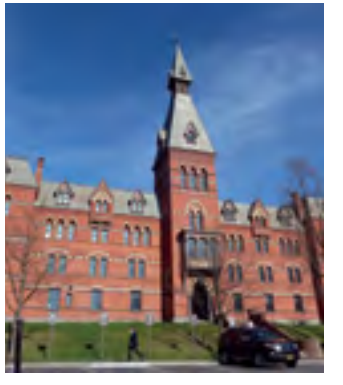
MICHIGAN STATE UNIVERSITY

OPERATIONS – Eli Broad College of Business, Michigan State University, USA

Students specialising in Operations and Supply Chain attend classes at the Broad College of Business, Michigan State University. It is ranked #1 in Supply Chain Management and Logistics (USA) (US News & World Report 2019) and is among the top 25 business schools in USA (Forbes 2017).

Subject covered

Integrated Supply Chain Management



Johnson
Cornell
SC Johnson College of Business

MARKETING – Samuel Curtis Johnson Graduate School of Management, New York, USA

Students specialising in Marketing attend classes at the Samuel Curtis Johnson Graduate School of Management, New York. It is an Ivy League Business School and is ranked among the top 17 B-schools globally(Financial Times Ranking 2018), and among the top 10 B-schools in USA (Forbes 2017).

Subjects covered

Marketing Analytics
Behavioural Science for Marketing Strategy
Entrepreneurship Marketing and Retail Audit

TEXAS McCombs
The University of Texas at Austin
McCombs School of Business

INFORMATION MANAGEMENT - McCombs School of Business, University of Texas at Austin, USA

Students specialising in Information Management attend classes at the McCombs School of Business at The University of Texas, Austin. The school is ranked among the top 14 business schools in the United States of America(QS World University Rankings 2018).

Subjects covered:

Social Media Analytics
Strategies for Networked Economy
Business Analytics & Decision Making

Johnson
Cornell
SC Johnson College of Business

FINANCE– Samuel Curtis Johnson Graduate School of Management, New York, USA

Students specialising in Finance attend classes at the Samuel Curtis Johnson Graduate School of Management, New York. It is an Ivy League Business School and is ranked among the top 17 B-schools globally(Financial Times Ranking 2018), and among the top 10 B-schools in USA (Forbes 2017).

Subjects covered

Global Capital Markets and Corporate Finance
Public Company Assessment and Transactions
CFO Perspective: Running A Company

LEADERSHIP TEAM

Prof Nilendra Singh Pawar, Chairperson PGPM and professor for Operations and Supply Chain at SPJIMR, has over 20 years of experience in industry and academia. He is a Chemical Engineering graduate from IIT Roorkee and post graduate in management from IIM Lucknow. Prior to joining SPJIMR, he has handled various assignments in Supply Chain Management and Business Development with Asian Paints, Kohler India and Aditya Birla Fashion and Retail.

> "The participants are successful professionals, who have taken a year's break in their career, to invest in themselves."

I am proud to introduce to you the 16th batch of Post Graduate Programme in Management (PGPM) at S.P. Jain Institute of Management and Research (SPJIMR). The batch of 115 participants who come from diverse backgrounds, bring an eclectic mix of sectoral and functional knowledge. The batch has participants from Information Technology, Banking and Financial Services, Consulting, Manufacturing, Oil and Gas, Construction, Power and FMCG sectors.

The participants are successful professionals, who have taken a year's break in their career to invest in themselves. Their experience fosters rich classroom discussions and ample opportunities to gain knowledge from each other. Their strong domain experience coupled with SPJIMR's strong specialization curriculum makes them industry ready for senior managerial positions.

Our curriculum ensures that our students not only learn to integrate their experience with theoretical and analytical skills, but also learn to make value-based decisions.

I'm confident that our students will be valued partners to help achieve your vision and participate in the growth of your organization. SPJIMR welcomes you to its campus, to meet the PGPM students and looks forward to a rich and meaningful association with your organization.

Prof. Nilendra Singh Pawar
Chairperson PGPM, SPJIMR, Mumbai.

LEADERSHIP TEAM

Prof. Abbasali Gabula has over 3 decades of experience in industry and academia. He is a Mechanical Engineering graduate and MBA (Marketing) from IMD Business School, Switzerland. Working in principal roles, he had set up and transformed diverse businesses through his exemplary entrepreneurial and visionary leadership style..

Dr. Shabbir holds an MBA from IIM Calcutta and a doctorate from XLRI Jamshedpur. Having worked with top corporate and academic institutions, he brings a rich experience to the program. His research interests lie in the area of consumer behaviour in sustainable marketing and internet marketing domains

Dr. Anshul Verma holds Double doctorate degree in Management and Commerce disciplines. He is also a Post-Graduate in Finance and also in Economics. He has an experience of more than one and a half-decade in Education, Research, Training and Administration.

PROFESSOR ABBASALLI GABULA
Associate Director - External Relations

"Our PGPM participants are well equipped to dissect complex business challenges and offer meaningful insights and solutions. They demonstrate strong interpersonal skills and leverage their professional experience and learning's from our value-based curriculum to manage stakeholders' expectations. Our institute looks forward to welcoming you on campus as you initiate the process of finding the right fit for middle to senior management roles in your organization."

DR. SHABBIR HUSAIN R.V
Associate Programme Head – PGPM

"PGPM is an intense one-year full-time programme tailored for high performing and experienced individuals from diverse industries and functions. Aimed as a career accelerator, the program strives to leverage existing strengths of participants and provide them with an in-depth understanding in their chosen area of specialization. An immersive pedagogy prepares students for middle/senior management roles by working on their soft skills along with development of technical expertise."

DR. ANSHUL VERMA
Associate Programme Head - PGPM

"PGPM Programme is designed to groom functional domain executives, with more than 5 years of experience, for general management roles in the functional domain. The programme has prepared one hundred and seventeen bright minds with relevant experience to take up higher-order challenges in this most uncertain kind of environment. The students of the batch have a high level of determination and I am sure they would be able to add value to organization they would be working. I am confident that with the right mix of Knowledge, Skills and Attitude focus of the course, they will be able to combine profit with purpose and success with significance."

SPJIMR ADVISORY BOARD

The advisory board at SPJIMR has played a vital role through the years. The guidance and direction given by the board, has, through the years, shaped the program and its participants, enabling participants to adapt to relevant challenges which they might face in the corporate world.

Each year, the advisory board helps the program update and design elements that are critical constituents of top B-school programs keeping in mind the industry outlook.

This year, the advisory board has been critical in deciding the criteria and mix of intake of participants. The board members have also been in the driving seat with regards to decisions related to industry integration activities and training on specific skills to participants, specifically for the outgoing batch of 2020.

Debashis Chatterjee

Mindtree
CEO

Madhav Vamsi

Aibono
Head People and Community

Ashok Makkar

Flipkart
Director -Fulfillment & Return Center Operations (South)

Mohan Ramachandran

Cummins
Commercial Director - Engine Business India

Alpesh Kankariya

PwC
Director - G&PS practice

Vishnu Pillai

KPMG
Partner

Subhash Patil

PwC
Partner, G&PS practice

OUR FACULTY

Prof. Aditi Divatia
Information Management

Prof. Anath Narayanan
Finance

Dr. Anil Vaidya
Information Management

Dr. Anshul Verma
Finance

Dr. Ashita Aggarwal
Marketing

Dr. Ashutosh Jha
Information Management

Dr. Bikram Ray Chaudhuri
Strategy

Prof. Chitradeep Aras
Marketing

Dr. Debasis Malik
Quantitaive Methods

Dr. Debmallaya Chatterjee
Operations & Supply Chain

Prof. Debraj Ghosal
Global Strategy

Dr. Disha Bhanot
Quantitative Methods

Dr. Hemant Kumar Manuj
Finance

Prof. Jagdish Ratnani
Communications

Dr. Jyoti Jagasia
Information Management

Dr. K Parameswaran
Finance

Dr. Keith D'Souza
People & Performance

Dr. Lata Dhir
People & Performance

Dr. M.G. Parameswaran
Marketing

Prof. Malay Krishna
Strategy

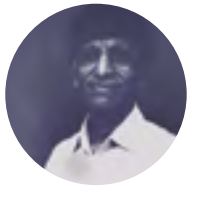
Dr. Mihir Ajgaonkar
People & Performance

Prof. Milind Kamat
Information Management

Prof. Neeraj Swaroop
Marketing

Prof. Nilendra Singh Pawar
Operations & Supply Chain

Dr. Nirja Mattoo
DOCC



Prof. P. Prabhakaran
Project Management

Prof. Prakash Bagri
Marketing

Dr. Preeta George
Economics

OUR FACULTY

Prof. Prem Chandrani
Finance & Strategy

Prof. R Jayaraman
Operations & Supply Chain

Dr. R.K Pattnaik
Economics

Prof. Raghu Iyer
Finance

Dr. Rajiv Agarwal
Strategy

Dr. Ranjan Banerjee
Marketing

Prof. Ratika Gore
Marketing

Dr. Renuka Kamath
Marketing

Dr. Sajeev George
Operations & Supply Chain

Prof. Sajili Shirodkar
Science Of Spirituality

Dr. Sapna Malya
Finance

Dr. Saswat Patra
Finance

Dr. Sesha Iyer
Operations & Supply Chain

Dr. Shabbir Husain
Marketing

Prof. Shailaja Jha
Information Management

Dr. Sheila Roy
Operations & Supply Chain

Dr. Shekhar Shukla
Information Management

Dr. Shrikant Parikh
Information Management

Dr. Sreedevi R
Operations & Supply Chain

Dr. Sunny Arora
Marketing

Dr. Suresh G Lalwani
Finance

Dr. Surya Tahora
Science of Spirituality

Dr. Swapnajit Chakraborti
Information Management

Dr. Tulsi Jayakumar
Economics

Dr. Vanita Bhoola
Project Management

Dr. Vidhu Shekhar
Finance

INDUSTRY MEETS ACADEMIA

PGPM programme ensures continuous engagement of participants with industry professionals and organizations by virtue of conferences and conclaves, guest lectures and live projects – keeping the participants upbeat with emerging trends and disruptions in the corporate world.

THE THEME FOR THE 2019 SAMAVESH WAS IMPACT OF AI ON DRIVING BUSINESS INNOVATIONS.

MS. CHARMAINE LEWIS – WALI
Head, Modern Workplace for the Unicorn and Retail & Growth Verticals; Microsoft Corporation India Pvt. Ltd
TOPIC: AI to Drive Accesibility

MR. DALE VAZ
Head of Engineering & Data Science, Swiggy
TOPIC: AI @ Swiggy - Delivering Smiles through AI Driven Innovation

MR. ROHIT PANDHARKAR
Head, Data Science and Artificial Intelligence at the Group Strategy Office, Mahindra Group
TOPIC: Delivering Real Value through AI

SAMAVESH

Knowledge without application is simply knowledge. Applying the knowledge to one's life is wisdom! 'Samavesh: Industry Meets Academia', - a midyear event organised by the PGPM students is an annual conclave that brings top business leaders on campus to interact with students and discuss contemporary business issues. The event creates synergies between the industry and the academic cohort at the Institute.

The event hosts five conclaves on specializations – Consulting, Finance, Information Management, Marketing and Operations & Supply Chain. Discussions in each individual conclave bring about fresh perspectives about the emerging disruptive trends in the evolving business environment.

INDUSTRY MEETS ACADEMIA

PGPM programme ensures continuous engagement of students with industry professionals and organizations by virtue of guest lectures.

Guest Sessions
Guest sessions form an integral part of the PGPM academic rigour. Eminent industry leaders across multiple functions interact with our diverse pool of students and exchange insightful conversations. The students get unparalleled access to industry insights and opportunity to reflect upon the same.

Live Projects
Live projects present our students with an opportunity to associate theory and experience with practice. The students have successfully furnished innovative solutions in cross-functional are as such as business development, digital transformation (analytics, block chain, artificial intelligence, machine learning, product management, and technology consulting) across multiple domains including BFSI, manufacturing, e-commerce and others.

GUEST LECTURES & LIVE PROJECTS

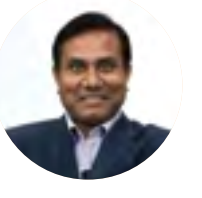
PGPM WAS PRIVILEGED TO HOST THE FOLLOWING GUESTS ON CAMPUS THIS YEAR

Dr. Sachin Gulati
Director, India Campus Recruitment, American Express

Mr. Dhruv Kumar
Head Marketplace and MEL, Myntra Jabong

Mr. Sridhar K
Business Head - Mass Transit & Lead - Fin Services Partnerships, JioMoney

Mr. Prakash Upadhyayula
EVP and Global CIO, Wolters Kluver



Mr. Shubhabrata Saha
CEO Mahindra and Mahindra Ltd. (Automotive, Agribusiness and Farm Equipment)

Mr. Ashok Ramachandran
CEO & President, Schindler India

BEYOND THE CLASSROOM

CLUBS

Business Consulting Club

The Business Consulting Club at SPJIMR is a student-driven association that seeks to acquaint students with the consulting environment and opportunities therein. The club introduces candidates to real time industry situations through guest lectures, faculty interactions and peer learning sessions, which build an intuitive landscape about consulting. The club also seeks to equip students with requisite resources and skills to make informed decisions on consulting careers. The underlying principle of the club is to propel consulting acumen in PGPM students by engaging in case interviews.

Business Technology Club

The Business Technology Club provides a platform to tap into the limitless ocean of knowledge available on emerging and trending technologies. The club engages in several activities that expand the members' horizon on the application of technology in the world of business across all domains. The club utilizes the design thinking laboratory to get a hands-on learning in Artificial Intelligence, Virtual Reality, 3Dprinting, etc. The overarching purpose of the club is to empower members from all industries to make a seamless transition into a wide array of roles in technology.

Speak Up Club

The Speak-Up Club stimulates students to sharpen their oratory skills and follows the internationally renowned 'Toastmasters' model. Impromptu speeches, prepared business speeches, panel discussions, debates, storytelling and presentations are some activities that the club organizes with an aim to build leadership via effective communication skills. The club strives to introduce informal events such as Just-A-Minute, Twist-and-Turn, Continuous Story, Something in my wallet, etc. The Speak-Up Club also conducts quick informal sessions in smaller groups, aiming to empower students to take the stage by storm.

Photography Club (Shutterclicks)

ShutterClicks– Photography Club at SPJIMR aims to focus on social interaction. It builds an avenue for de-stressing amidst daily academic rigor and capture memories that last forever. The club encourages active participation from all members of SPJIMR and uses photography as a medium of artistic expression. Shutterclicks is pivotal in synergizing with other committees and has actively participated in several key events such as Women's Day, Official Photoshoot, Republic Day, Alumni Dinner and guest lectures. - After all we all love getting clicked!

Sports Club

The Sports Club intends to create a conducive environment that encourages student participation in intra-college events shaping the all-round personality of the students amidst the intensive academic rigor. It uses sports as a medium to build an environment that helps inculcate qualities such as sportsmanship, teamwork, and leadership in students while bringing out hidden talents. The committee flagged off the year with the PGPM Football League. The club plans to host a multitude of events including sports day and gameathon to keep the momentum alive.

COMMITTEES

At SPJIMR, each student is encouraged to be associated with at least one student committee. This encourages students to be creative with their ideas and interest, while adhering to committee deliverables and responsibilities. The students develop leadership acumen that demands taking on additional responsibility amidst academic rigor.

ALUMNI COMMITTEE,
INDUSTRY INTEGRATION COMMITTEE,
PARTICIPANT BOARD,
PLACEMENT COMMITTEE,
PUBLIC RELATIONS COMMITTEE

LIFE @ PGPM

"What is this life if, full of care,
We have no time to stand and stare"

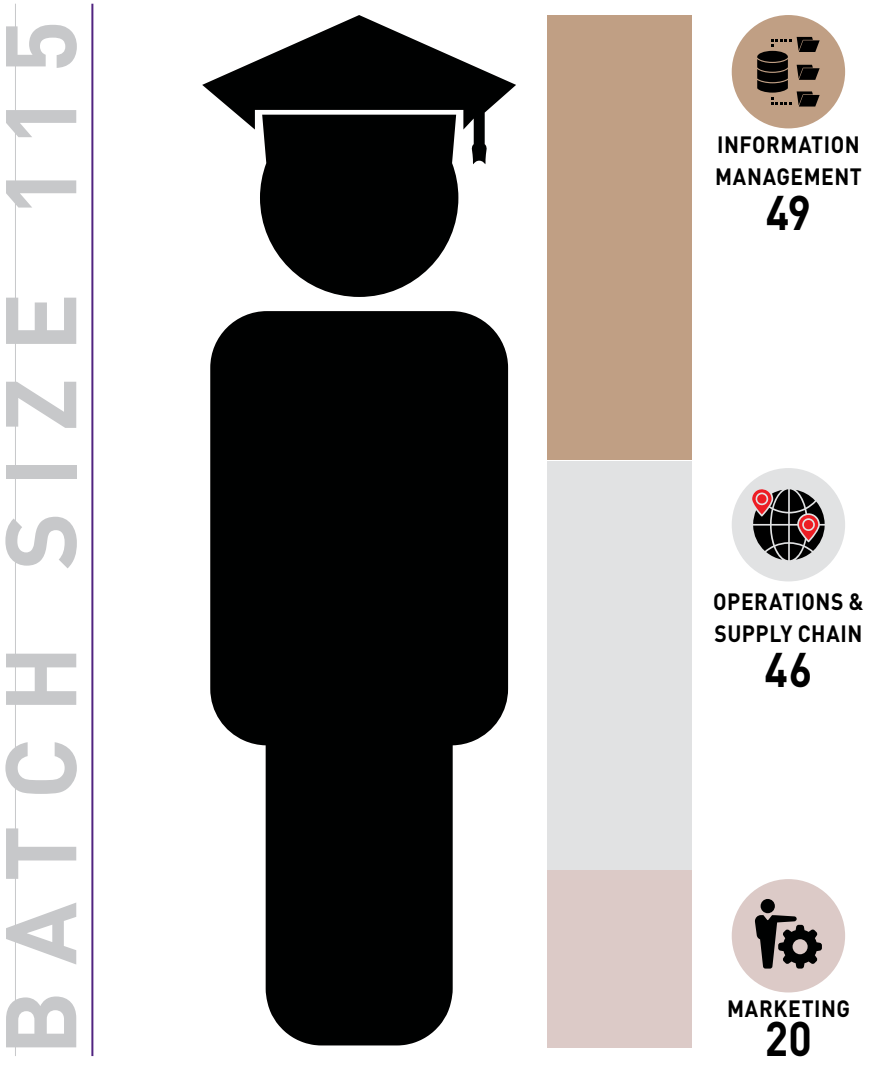
A 1 year PGPM programme at SPJIMR is incomplete without the true experience of the life at the sprawling 45 acres campus in the heart of Mumbai city. While enjoying the proximity to nature, the students are a part of various clubs and activities on campus. Keeping up with the spirit of Mumbai and effectively juggling between assignments, competitions, case studies and sessions – the students pursue their interest in sports, music, photography and other events hosted on campus.

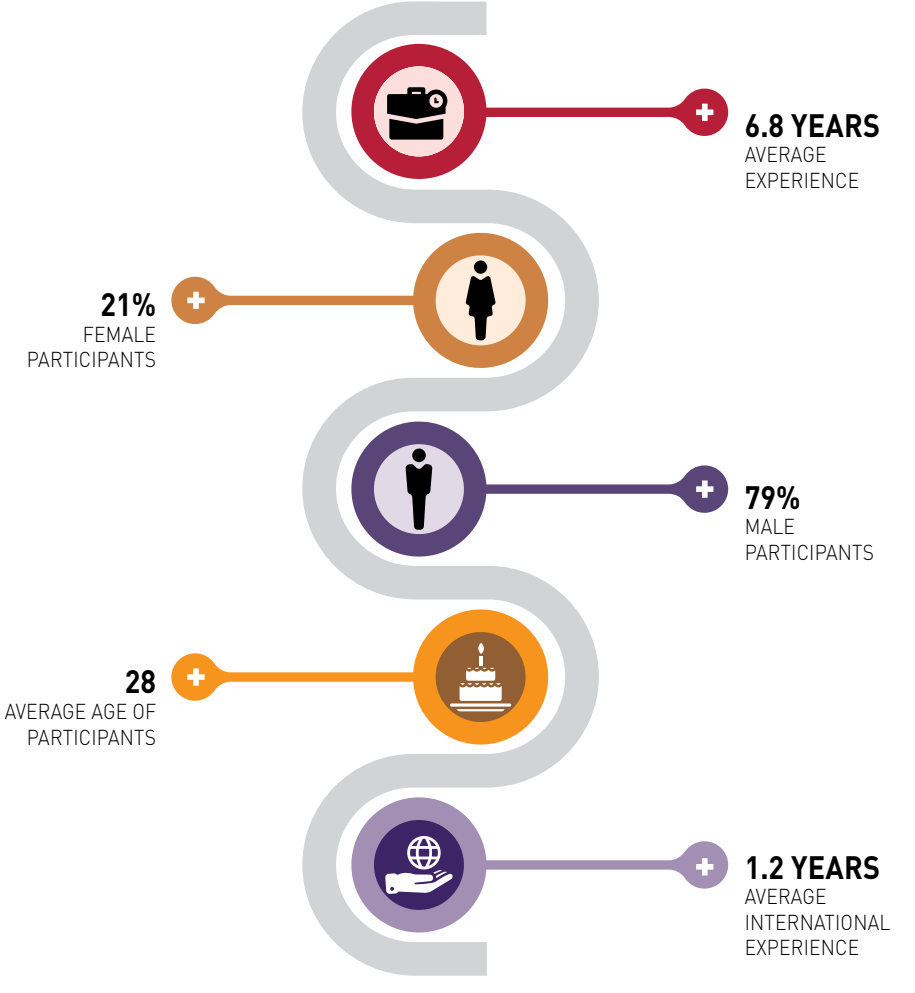
Whatever is the mode of recreation, there is only one aim - to *recharge for the next day ahead.*

LIFE @ PGPM

CLASS OF 2020

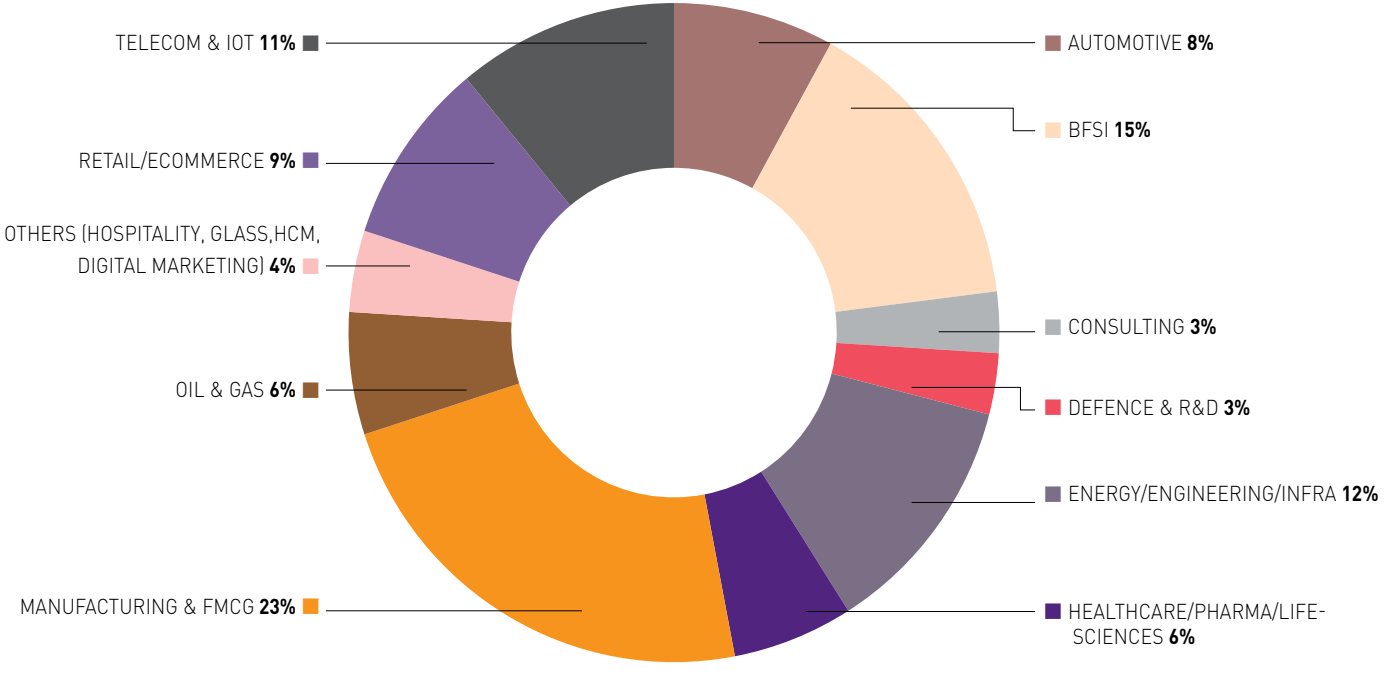
BATCH STATISTICS 2020



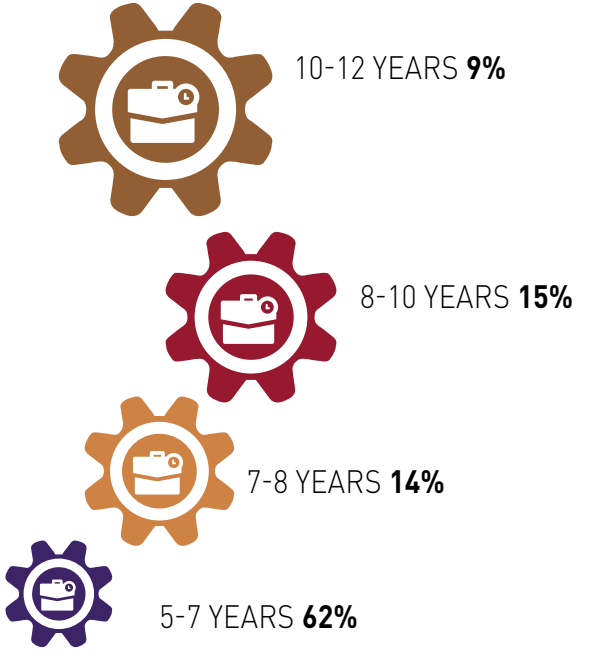


BATCH STATISTICS 2020

INCOMING DOMAIN



WORK EXPERIENCE



INFORMATION MANAGEMENT

DR. ANIL VAIDYA
AREA HEAD - INFORMATION MANAGEMENT

Dr. Anil Vaidya holds a doctoral degree from University of Bradford,U.K. and is an MBA graduate from University of Akron, U.S.A.He holds global certifications from ISACA viz. CISA and CISM and is also certified as ITSM. He has been actively involved in teaching Artificial Intelligence & Machine Learning at SPJIMR. Dr. Vaidya has also launched a long term AI & ML online program. Prior to joining SPJIMR in 2011, he was an industry practitioner for 33 years as CIO in MNC's such as Philips, Parke-Davis & Rhone – Poulenc.

"PGPM 2020 batch is special, students come with rich experience and keen understanding of business challenges. Interacting with these students in classes is in itself enriching. I consider these students as those who will exhibit high leadership qualities and will rise through the organizational ladder very quickly. I am sure the corporate world will greatly benefit by having them on board."

INFORMATION MANAGEMENT

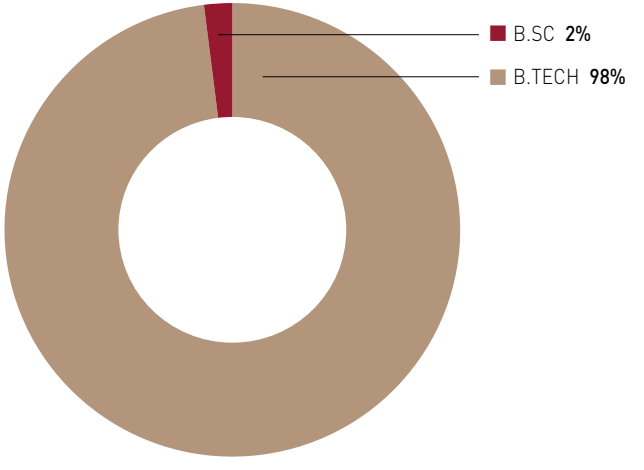
- Information Management (IM) cohort of PGPM 2020 comprises of professionals with an average industry work experience of 6.7 years in domains such as Banking Finance Security and Insurance (BFSI), Retail / E-Commerce, Manufacturing, Healthcare, Communication, Mobile & Technology, Life Sciences, and IT Product & Services. Students also have knowledge and hands on experience in evolving technologies such as Enterprise Mobility, Cloud Services, ERP, Business Intelligence etc.

- The incoming participants hold prior experience in key business roles such as IT & Business Consulting, Program Management and Product Development to name a few.

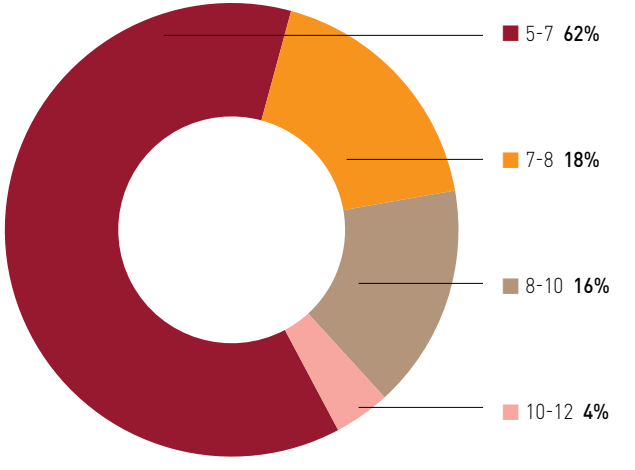
- The IM specialization gives each student tremendous opportunities for career acceleration. International immersion at McCombs School of Business at the University of Texas, Austin, USA helps in strengthening the knowledge of changing IT landscapes and emerging technologies.

- The subsequent pages are a snapshot of the expertise and professional capabilities of this vibrant bunch that has an unrelenting passion for driving innovation and thought leadership in today's dynamic world.

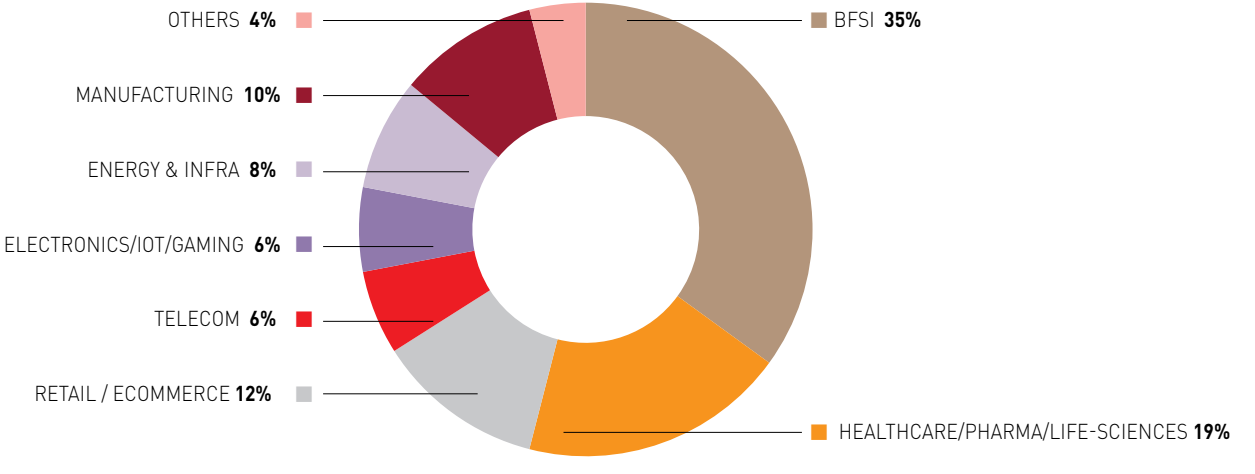
EDUCATIONAL BACKGROUND



WORK EXPERIENCE



INCOMING DOMAIN

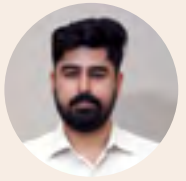


INFORMATION MANAGEMENT INDEX For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
1	Aakashdeep Kak	Networking, BFSI	Service Delivery Management, Client Engagement	64 months	38
2	Abhimanyu Singh Tanwar	Smart Infrastructure, IoT Services, HealthCare	Product Management, Technology Consulting, Product Development	112 months	38
3	Akash Padhi	BFSI - Payments, IT Infrastructure Services	IT Infrastructure Architect, Technology Consulting	73 months	38
4	Akilesh Srinivasan	FMCG, BFSI	Data Analytics, Service Delivery, Client Engagement	79 months	38
5	Amrita Mittal	BFSI (Payments & Open Banking)	Technology Consulting, Project Management	82 months	39
6	Anamika Roy	Telecom	Project Management, Technology Consulting	87 months	39
7	Anamitro Pathak	BFSI	Data Analytics , Business Consulting	63 months	39
8	Anirban Das	Retail, Supply Chain	Oracle Retail Merchandising ,Warehouse Management Consulting	90 months	39
9	Arbaz Pathan	BFSI	CIO Advisory, Management Consulting	63 months	40
10	Bidisha Chaudhury	BFSI, Telecom	Business Analysis- Enterprise Applications	87 months	40
11	Biku Elza John	BFSI, Manufacturing	Application Development, Product Development	70 months	40
12	Dhananjay Sharma	Healthcare & Pharmaceuticals	Product Development, Content Management, UI Design	100 months	40
13	Dilip Sundar	Enterprise Applications, R&D	Analytics, Predictive Modelling, Machine Learning	64 months	41
14	Harshika Ramchandra Gundu	Technology, Paint Manufacturing	SAP Consulting	77 months	41
15	Harshita Singh	BFSI (Investment Banking)	IT Consulting, Product Development	80 months	41
16	Jithin Philip Mathews	FMCG, Retail	BI Consulting	82 months	41
17	Karthikeyan S	Retail, eCommerce	Service Delivery Management, IT Consulting ,Product Management	120 months	42
18	Md Abid Reza Khan	BFSI, Healthcare	Product Development	65 months	42
19	Meghana Ganesh	Hospitality, Travel & Employee Transportation	Product Development, Product Support	66 months	42
20	Nitu Pathak	BFSI	Analytics, Client Engagement	89 months	42
21	Piyush Ahuja	BFSI, Data Analytics, Digital Transformation	Product Development, Fintech, Artificial Intelligence	88 months	43
22	Pratip Bhattacharyya	Retail , Supply Chain Management	Oracle ERP Consulting,Service Delivery, Client Engagement	98 months	43
23	Priyanshu Agarwal	Telematics , IoT Services, Smart Lighting	Product Development, Project Management	73 months	43
24	Puneet Sahoo	BFSI (Core Banking Solutions)	Technology Consulting, Product Development	63 months	43
25	Raghav Saxena	Financial Services, Telecom & Media	Technology Consulting, Cloud Integration, Client Engagement	60 months	44
26	Ranjith Prabhu	Financial Services	Product Development, Product Analytics	63 months	44
27	Retesh Singh	Life-Sciences, Finance	IT Consulting, Design Thinking Consulting	114 months	44
28	Rupak G. Gaikwad	BFSI, Healthcare	Product Development, Quality Assurance	122 months	44
29	Sakshi Khanna	Healthcare, BFSI	IT Consulting	87 months	45
30	Shashank Sagar	Telecom, BFSI	IT Consulting, Application Development	99 months	45
31	Shreyansh Tewari	Retail, BFSI	Data & Analytics, Consulting	63 months	45
32	Shruti Goradia	Smart Lighting, IoT Services, Industrial Automation	Product Development, Technology Consulting	60 months	45
33	Siddharth Das	Supply Chain, Sales, Marketing	Business Development-RAD, Project Management, Business Analysis	77 months	46
34	Siddharth Nair	Insurance , Media & Entertainment	Business Intelligence, Data Warehousing	63 months	46

For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
35	Sneha Mishra	Financial Services, Telecom	Product Engineering, Application Development	60 months	46
36	Sri Vidya Yeleti	Gaming, Media & Entertainment, E-commerce	Product Management, Data Analyst, Quality Assurance	72 months	46
37	Sudhanshu Khajuria	Telecom	Quality Assurance, Service Delivery	104 months	47
38	Sugandha Raj	Retail, Pharmaceuticals	Data Analytics, Client Engagement	78 months	47
39	Sumantra Pathak	Life-Sciences, Supply Chain Management	ERP Consulting, Process Improvement, Client Engagement	61 months	47
40	Surabhi Kumari	BFSI, Manufacturing	Data Analytics, Consulting	89 months	47
41	Suraj Pratap Singh	Networking,Semiconductor	Project Management, PLM Testing, SAP & Supply Chain Consulting	117 months	48
42	Swamy Gali	Telecom	Data Warehousing	66 months	48
43	Tejasvi Manchekar	Supply Chain, Manufacturing	Technology Consulting, Product Management, Pre-Sales Support	89 months	48
44	Uma Sireesha Kompella	Renewable Energy, Mining, Manufacturing	ERP Consulting, Project Management	114 months	48
45	Varun Teja Reddy Yaramala	BFSI	Business Intelligence, Data Warehousing, DevOps	62 months	49
46	Vikas Chanumolu	Infrastructure, Telecom	IT Disaster Recovery Consulting	79 months	49
47	Vishnu Mohan	BFSI, Information Services, Digital Enterprise	Technology Consulting, Project Management, Product Development	84 months	49
48	Vivek Sharma CR	Healthcare	Product Development	77 months	49
49	Yeswanth Gantasala	Electronics,Pharmaceuticals	Technology Consulting	65 months	50



INFO

Experience: 64 months
Companies: TCS
Function(s): Service Delivery Management, Client Engagement
Domain(s): Networking, BFSI
Qualification: B.Tech
Specialization: CSE
Institute: SRM University, Chennai

AAKASHDEEP KAK

Career Summary

5+ years of experience in service delivery, client engagement, cross-functional team management, system integration using Oracle Database & IBM Middleware products for CISCO and Lloyds Banking Group, across US and UK. Received multiple awards and client appreciations.

Work Experience Details

Client Engagement, System Engineer, TCS

- Led a team of 7 people for upgrading the banking infrastructure for the 2nd largest bank in UK.
- Upgraded and successfully delivered over 200 services 4 months before time for the bank using Agile methodology.
- Ensured zero business loss to the client by managing end to end delivery of the project throughout the project lifecycle.
- Offshore SPOC for client engagement & escalations.

Service Delivery Management, Assistant System Engineer, TCS

- Ensured latest security updates for the client databases by timely & proactive interventions.
- Maintained high level of data quality and integrity through strong data governance & analytics practices for 200+ databases across the organisation.
- Received 'Star Performer' award for maintaining SLAs and continuously exceeding expectation of targets.

INFO

Experience: 112 months
Companies: Siemens(STS), Infosys
Function: Product Management, Technology Consulting
Domain: IoT Services, HealthCare
Qualification: B.Tech.
Specialization: ECE
Institute: JIITU, Noida
Certification(s): Certified Product Owner(CSPO) and Scrum Master(CSM). Harvard Mentor Marketing Essentials

ABHIMANYU TANWAR

Career Summary

Over 9 years of experience in Product Management and Tech. Consulting in smart infrastructure domain and in application development for leading healthcare clients in U.S. Expertise in IoT, Cloud, UI/UX, Web and Desktop technologies.

Work Experience Details

Associate Consultant, Product Management, Siemens

- Managed end-to-end delivery of sales & configuration product with clients in 15+ countries in Europe and Asia
- Formulated product strategy for next generation sales product to increase revenue by 30%
- Handled ownership of quality dashboard product for continuous reporting resulting in 20% cost savings.
- Spearheaded 3 lean and agile transformation projects
- Led a 7+ team of UI/UX designers, developers, and testers in multiple locations
- Designed & Implemented Innovation workshops resulting in 4 Patent fillings
- Received SPOT award for developing automation tool which saved EUR 60k

System Engineer, Application Development, Infosys

- Led a 3-member team and saved USD 42k by removing 2100+ web vulnerabilities for healthcare clients.

INFO

Experience: 73 Months
Companies: Mastercard, Tech Mahindra
Function(s): IT Infrastructure Architect, DevOps Transformation
Domain(s) : FinTech (Payments)
Qualification: B. Tech
Specialization: Electronics and Instrumentation
Institute: ITER, Bhubaneswar
Certification(s): DELL EMC Proven Professional, VMware vRA 7.0, Cisco DCUCI

AKASH PADHI

Career Summary

6+ years of experience in architecting and deploying enterprise-class technology infrastructure for fortune 500 companies, with expertise in Strategic Problem Solving, IT infrastructure Delivery, Payments Industry, Project Management and Procurement.

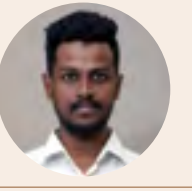
Work Experience Details

Sr. Engineer (Domain Lead), Technology Infrastructure Delivery - Mastercard

- Designed and deployed 16+ data center infrastructure in Asia-pacific, Europe, and MEA.
- Reduced 40% operational incidents YOY by driving continuous process improvement, monitoring, automation, and architectural reviews
- Engaged in strategic projects involving cloud-native initiative, M&A and cloud deployment.
- Scaled infrastructure by 200% YOY by improving infrastructure utilization, vendor management and predictive maintenance
- Helped build APAC - Data Storage Team of 7 members across India and Australia

System Engineer, Data Storage Infrastructure - Tech Mahindra

- Responsible for deploying distributed storage and server infrastructure for a global telecom company
- Incorporated disaster recovery strategy while automating storage platforms to reduce business disruptions



INFO

Experience: 79 months
Companies: BNP Paribas, Hewlett Packard
Function(s): Data Analytics, IT services, Client Engagement
Domain(s): BFSI, FMCG
Qualification: B.E
Specialization: Electronics and communication
Institute: Anna University, Chennai
Certification(s): ITIL, Spotfire SP100KA

AKILESH SRINIVASAN

Career Summary

6.5+ years of experience in providing analytics and business intelligence solutions for fortune500 companies across Europe and USA. Expertise in stakeholder management, team management, project delivery and interactive dashboards development. Experience in strategizing and building frameworks for a startup.

Work Experience Details

Data analytics, Senior Data analyst, BNP Paribas

- Led a 3-member team to provide services in analytics and visualization solutions to UK clients
- Reduced cost by USD 300k p.a. by automating dashboards, coordinating with multiple business and project stakeholders from London
- Ensured real time business reporting by developing a functionality to reduce load time from 3+ hours to 4 minutes
- Saved USD 40k by developing interactive automated dashboards for database and ticketing queue monitoring

Data analytics, Data analyst, Hewlett Packard

- Managed a USD 150K end-to-end version migration of Spotfire for 20,000+ user base across P&G client
- Led a team of 8 for monitoring jobs and coordinating with operations manager to maintain 99% SLA
- Saved USD 100K by managing optimization project for server storage to increase performance

AMRITA MITTAL

INFO

Experience: 82 months
Companies: Infosys, Accenture
Function(s): Cloud Consulting, Project Management
Domain(s): BFSI (Payments & Open Banking)
Qualification: B.Tech
Specialization: Electronics & Communication
Institute: IIET, UPTU
Certification(s): Banking Generalist Certified, Agile Professional School Certificate

Career Summary

7 years of experience in leading Digital Transformation Initiatives for Fortune-500 Banking Clients. Expertise in Stakeholder Management, DevOps, Cloud Migration, Database Management, Payments & Open Banking. Received multiple awards. Offered Team-Lead Role in just 5 years.

Work Experience Details

Technical Team Lead, Project Management, Infosys

- Responsible for project planning & estimations of digital transformation projects for global UK bank.
- Spearheaded a DevOps team in developing an Open banking API platform from scratch
- Saved $800-k by redesigning payment applications using Service Virtualization

Senior Analyst, Cloud Infrastructure Management, Accenture

- Received Client Championship Award for facilitating cloud migration for Fortune-100 client generating $-1- Bn revenue for Accenture.
- Enabled $-1- Mn in savings for Diamond Client by optimizing server architecture.
- Key architect for waterfall to agile migration for 7 Fintech projects.
- Created value addition report for delivered mock services; Analysed 450-k transactions/day, quantifying benefits
- Saved 400-man-hours/week by automating processes into CI/CD frameworks.

ANAMIKA ROY

INFO

Experience: 87 months
Companies: Reliance Jio, Ericsson
Function(s): Project Management, Technology Consulting, Operations
Domain(s): Telecom
Qualification: B. Tech
Specialization: Electronics & Communication
Institute: MITS, Rajasthan
Certification(s): Digital Sales in Google Analytics

Career Summary

7+ years of experience in Project Management, operations, strategy management and consulting in Telecom Industry. Adept at CXO level stakeholder management, solution planning, predictive analysis, network optimization, client and team management. Received multiple awards for excellent performance

Work Experience Details

Assistant Manager, Project Management, Reliance Jio

- Led a 32-member team for 4G Network-rollout in Mumbai; coordinated with stakeholders across functions for the commercial launch of Jio
- Ensured 95% availability of 1000+ LTE sites across Mumbai
- Co-ordinated projects across functions in network testing and customer complaint management
- Improved network performance by 55% via analysis of KPIs like call muting, drop and throughput rates

RF Analyst, Technology Consulting, Ericsson

- POC for multiple, end to end project deliveries and performance analysis for Sprint
- Led a team of 4 to roll out Special Event Capacity solutions (2G/3G/4G) by leveraging historical event data
- Enabled USD 850k additional revenue stream by process automation
- Proposed & planned optimized network coverage solutions for 11+ markets

ANAMITRO PATHAK

INFO

Experience: 64 months
Companies: HSBC, Exl Service
Function(s): Analytics, Consulting
Domain(s): BFSI
Qualification: B.E
Specialization: IT
Institute: Indian Institute of Engineering Science & Technology, Shibpur

Career Summary

Over 5 years of experience in providing analytics and consulting solutions, stakeholder management and project management across areas of HR, Marketing, Product, Customer and Regulatory Compliance in the BFSI domain. HSBC Global Hackathon runners up and winner of 3 performance awards.

Work Experience Details

Assistant Manager, UK Commercial Banking -HSBC

- Developed NLP model to categorise customer complaints resulting in 40% FTE reduction
- Improved customer bereavement journey by 25% by adding text mining features

Analyst, UK Commercial Banking -HSBC

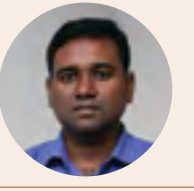
- Mitigated regulatory risk by analysing redress fee of USD 3 Mn; Worked directly with Chief Compliance Officer & 8 different teams
- Increased revenue by USD 10 Mn by identifying inactivity threshold for 3 core banking products

Senior Business Analyst, Marketing Analytics -Exl Service

- Developed model to predict customer revenue with 85% accuracy
- Increased revenue by USD 2 Mn by developing attrition trigger & retention campaign

Analyst, Cards & HR Analytics -Exl Service

- Developed Tableau dashboard for portfolio level analysis of credit card
- Performed cluster and factor analysis to reduce employee attrition by 7%



ANIRBAN DAS

INFO

Experience: 90 months
Companies: TCS
Function(s): Oracle Retail & Oracle WMS Consulting, Client Engagement
Domain(s): Retail, Supply Chain
Qualification: B. Tech
Specialization: EE
Institute: Kalyani Govt. Engg College, WB
Certification(s): Certified Scrum Master

Career Summary

7.5 years of experience, incl. 1 year onsite in UK, in project implementation, application development, consulting, change management, business analysis, process improvement, client, stakeholder and team management across projects in retail and supply chain domain.

Work Experience Details

IT Analyst, Oracle WMS Techno-Functional Consulting, TCS

- Consulted client over migration of WMS application from physical to virtual server, GBP 3 million project.
- Lead customisation of application for critical WMS processes across 16 warehouses in a GBP 80K project; followed Agile methodologies.
- Helped increase client revenue by GBP 10 million by rolling-out a new warehouse in record time before peak sales.

System Engineer, Business Analysis & Process Improvement, TCS

- Achieved 100% SLAs through proactive incident resolution in a service transitioned project.
- Reduced critical issues by 25% through automation alerts saving 30 hours effort per month.

Assistant System Engineer, Oracle RMS developer, TCS

- Customised Oracle RMS suite to store item, transfer, order and pricing data for integrating to multiple client systems.
- Integrated online sales/CRM/financial system enabling automated and correct reporting.

INFO

Experience: 63 months
Companies: KPMG India, Tata Consultancy Services
Function(s): CIO Advisory, Management Consulting
Domain(s): BFSI
Qualification: B.E.
Specialization: Electronics and Telecommunications
Institute: SIES GST, Mumbai

ARBAZ PATHAN

Career Summary

5 years of experience in IT strategy, sourcing advisory, IT cost analysis and project management with leading commercial banks in India. Received an 'Excellence Award' from the top management of India's largest bank for leading a record 2 billion accounts CBS benchmark.

Work Experience Details

Associate Consultant, CIO Advisory, KPMG India

- Collaborated with CXOs of leading banks to formulate IT strategy for application and infrastructure transformations
- Managed multiple sourcing projects worth INR 250 Cr for security applications, infrastructure refresh/upgrade, mobility & asset management solutions
- Optimized procurement cost for clients by INR 30 Cr by designing and implementing pricing strategies
- Managed a PMO setup for data center expansion, UI/UX upgrade of internet banking application and CBS version upgrade for 4000+ branches

System Engineer, Application Management, Tata Consultancy Services

- Led a team of 6 for a record 2 billion accounts benchmark for the world's largest CBS implementation
- Led a data integration team for the merger of the country's largest bank with six other banks

INFO

Experience: 87 months
Companies: Home Credit India Finance Ltd, Tech Mahindra Ltd
Function(s): Business Analysis - Enterprise Applications
Domain(s): BFSI, Telecom
Qualification: B.Tech
Specialization: Electronics and Communication Engineering
Institute: BCREC, WBUT
Certification(s): Hadoop Big Data

BIDISHA CHAUDHURY

Career Summary

7 years of experience (26 months of international experience) in consulting, product development, working with global clients in banking & financial service and telecom domain. Competent in client & team management, business process analysis, product designs, process improvement, project planning.

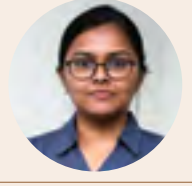
Work Experience Details

Business Analyst, Enterprise Applications, Home Credit India

- Designed and developed PCI compliant payment solutions by integrating with 4 major Indian banking partners.
- Conceptualised & developed consumer durable and cash loan products for web and mobile interfaces
- Worked on CXO projects, one of which helped organization venture into Telecom Domain by leveraging 2 Mn leads.

Business Analyst/Technical Consultant, IT, Tech Mahindra Ltd

- Managed and delivered (leading a team of 10-13 members) end-to-end BRM solutions and third-party authentication system for elimination of payment risks and frauds for two UK banking clients
- Completed 3 critical projects for UK telecom client, which were stuck for over a period of 1 year
- Worked with Corporate Strategy team to devise business & technology strategies for multiple clients



INFO

Experience: 70 months
Companies: Development Bank of Singapore, Asia Hub 2, Wipro Technologies Ltd.
Function(s): Product Development and Maintenance, Application Integration
Domain(s): Banking, Manufacturing
Qualification: B. Tech.
Specialization: Computer Science Engineering
Institute: G.V.P.C.E.W, Visakhapatnam

BIKU ELZA JOHN

Career Summary

5.8 years of experience in product development, process integration, client engagement, team management and support across multiple geographies in banking and manufacturing domains. Expertise in agile methodologies, version-controls and various full stack technology. Implemented Process integrations on Oracle Middleware technologies.

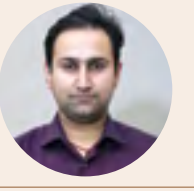
Work Experience Details

Analyst, Product Development, DBS Asia Hub-2

- Enabled mobility solution for 500+ RMs globally by integrating mobile application with DBS institutional banking system; improved account opening turnaround time and customer experience.
- Helped in developing internal capabilities for corporate onboarding system by coordinating with internal teams and external vendors at bank headquarters in Singapore.
- Developed & enhanced multiple "Know Your Customer" functionalities for corporate customers across 8 global markets of DBS.

Senior Software Engineer, Application Development, Wipro Technologies

- Led team of 6 members for handling migration and deployment of 200+ middleware interfaces for large US-based Manufacturing Client.
- Worked on end-to-end lifecycle of integrations of purchase and sales processes, employee and customer data across Asia-Pacific and Latin-American regions.



INFO

Experience: 100 months
Companies: HCL Technologies
Function(s): Product Development, Content Management, UI Design
Domain(s): Healthcare & Pharmaceuticals
Qualification: B.E.
Specialization: Electronics
Institute: G.H.R.C.E., Nagpur University

DHANANJAY SHARMA

Career Summary

8 years of work experience across multiple roles in Application Development and Content Management for a US based Fortune 100 Pharmaceutical conglomerate. Served in a client facing role co-ordinating with global teams. Served as CSR Project SPOC for HCLT Foundation.

Work Experience Details

Product Development/UI Design, Lead Engineer, HCL Technologies

- Implemented a Smart Digital Asset Management system, resulting in savings of USD 590,000 over 3 years for client.
- Increased global customer engagement by 11% by designing and testing mobile application while leading a 4-member team
- Increased web traffic by 15% quarter on quarter by implementing Responsive Web design
- Generated additional revenue of USD 140k, for the organisation, by automating a Quiz generation utility

Content Management, Software Engineer, HCL Technologies

- Increased global digital footprint by delivering localised medical content in 10+ languages; End-to-end Management of multi-lingual multi-platform Medical content portal
- Generated additional revenue of USD 40000 for client by creating a standalone search widget for proprietary medical content.

DILIP SUNDAR

INFO

Experience: 64 months
Companies: Cognizant
Functions: IT Services
Domain: AI, ML, Analytics, Digital Services
Qualification: B. E.
Specialization: E. E. E.
Institute: SVCE, Sri Perumbudur
Certification(s): Introduction to Marketing, Machine Learning, Introduction to Data Science in Python, Python Programming Track.

Career Summary

5+ years of experience in data science, analytics and product development. Worked on Cognizant's AI based Operations platform (AIOps). Delivered valuable insights through analytics, visualization techniques and advanced data-driven methods. Received multiple recognitions for delivering AI-ML based solutions.

Work Experience Details

- Handled Analytics Stack of Cognizant's AI for Operations (AIOps) platform that offers machine learning, automation and analytics in a single interface.
- Developed an Anomaly Detection Engine using ML to detect anomalies in the production system for a US based insurance client.
- Resulted in 60% FTE savings by reducing the need for manual intervention during multiple events.
- Developed an AI and Analytics based automation driven product to keep track of the metrics associated with automated and non-automated tickets; reduced average issue turnaround time by 50%.
- Developed an AI based chat-bot that was used by Cognizant employees.
- Placed runner-up in Cognizant's Continuous Innovation and Improvement Program.
- Given Award of Excellence in 2016 for exceptional performance.

HARSHIKA RAMCHANDRA GUNDU

INFO

Experience: 77 months
Companies: PwC India, Deloitte USI, Accenture, Kansai Nerolac Paints
Function(s): SAP Consulting
Domain(s): Technology, Paint Manufacturing
Qualification: B.E.
Specialization: Computer
Institute: Fr. CRCE

Career Summary

Over 6 years of experience in Techno-Functional Consulting, Reporting, Dashboard Design, Client and Stakeholder Management for leading paint manufacturing, pharmaceutical, IT products and services. Managed all aspects of projects - solutioning, implementation and support using advanced SAP products.

Work Experience Details

Senior Associate, SAP Consulting, PwC

- Authored 250+ User Manuals for business planning and forecasting on SAP; Utilized by pharma client across 9 European countries

Consultant, SAP Consulting, Deloitte USI

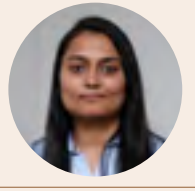
- Delivered SAP BPC implementation project for leading US MNC; Performed requirement gathering, development & go-live support
- Trained 100+ business & IT stakeholders across US, India & Europe for better product adoption

Application Development Senior Analyst, Software Engineering, Accenture

- Created planning and inventory projection dashboards by collaborating with US & Italy cross-functional teams for US pharma client

Senior Officer IT, IT, Kansai Nerolac Paints

- Key resource in migration to SAP HANA database; Improved system performance by 75%
- Delivered 100+ dashboards and reports in BW, BO; Utilized by key stakeholders and business heads



HARSHITA SINGH

INFO

Experience : 80 months
Companies: Capgemini, DXC, TCS
Function(s): IT Consulting, Product Development
Domain(s) : BFSI
Qualification: B.Tech
Specialization: ECE
Institute: SUSEC
Certification(s): OCJP6

Career Summary

6+ years of experience in IT Product development, team management across several geographies in corporate action and derivatives for major IB clients. Worked with Partners, Directors and received multiple awards from clients

Work Experience Details

Senior Consultant, IT Consulting, Capgemini

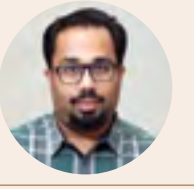
- Helped secure a deal worth $3M by learning top investment bank's proprietary trade processing systems
- Led a global cross functional 13-member team in Derivatives for a large IB client
- Achieved 40% decrease in cash-flow breaks and upgraded auditing-systems handling $5B/day trades
- Awarded Client-Delight award, Special monetary recognition, KM award, Fast-track promotion for exceptional performance

Analyst, Business analysis, DXC

- Helped clients in streamlining and ensuring product is fool proof by exhaustive testing
- On-the-Spot award for handling mission-critical operations stoppage

System Engineer, Product development, TCS

- Created framework for TCS Bancs used for all projects for global-messaging standard ISO20022 migration ; Awarded Employee of the Quarter



JITHIN PHILIP MATHEWS

INFO

Experience: 82 months
Companies: Infosys Limited, Achieveee Design and Development
Function(s): BI Consulting
Domain(s): FMCG, Retail
Qualification: B.E.
Specialization: Information Technology
Institute: Mumbai University
Certification: Data Analytics & ML using Python, C&A Club-IIT Guwahati

Career Summary

7 years' experience, with 15 months international exposure in BI reporting & data visualization, Consulting & Project Management. Experience in CXO level stakeholder management, BI solution design, optimization, implementation, and team management for world's top FMCG company & sportswear manufacturer.

Work Experience Details

Technology Analyst, BI Consultant, Infosys Limited

- Designed and developed SCM BI solutions to enable one of the largest soft drink manufacturers and bottlers in the world
- Ensured centralized reporting by integrating demand forecasting & reporting processes across 3 major divisions of Japan
- Led 6 member teams for development & production support BI projects for global clients
- Suggested a new technology solution to reduce the cost by 50%
- Improved system performance by 50% enabling ontime availability of complex SCM reporting
- Reduction of failures by ~75% in SAP-BI by solution optimization
- Conducted a POC with SAP Japan for evaluating new SAP Analytic Cloud product

Web Developer, Application development, Achieveee design & development

- Developed 4 websites for clients across media, beauty, education & interior-design

INFO

Experience: 120 months
Companies: TCS
Function(s): Service Delivery Management, IT Consulting, Product Management
Domain(s): Retail, eCommerce
Qualification: B.E
Specialization: ECE
Institute: CIT, Coimbatore.
Certification(s): Certified Scrum Product Owner® (CSPO); Certified SAFe® Practitioner (SP); ITIL V3 foundation

KARTHIKEYAN S

Career Summary

10 Years of experience, including 3.5 years at onsite, in service delivery, consulting, IT support of SCM, BIDW and eCommerce operations, digital transformation, and product management for UK based omnichannel retail client.

Work Experience Details

Assistant Consultant, Team Lead – TCS

- Led a team of 22 in London and Chennai to provide 24*7 application support to a UK based omnichannel retail client
- Provided annual savings of GBP 250K and 3000 manual hours by managing portfolio's automation, service improvement, and problem management product backlog
- Worked in technical design and implementation of strategic initiatives such as omnichannel transformation, personalised customer loyalty programme, cloud migration, digital transformation of legacy systems etc.
- Acted as Change agent for client's Agile & DevOps transformation worth GBP 25Mn
- Handled CTO, BU Head level client engagement during critical issues, programme implementations and regular performance reviews
- Instrumental in achieving 100% Customer Satisfaction Index for 3 consecutive peak trade periods

INFO

Experience: 65 months
Companies: Indegene, Cognizant
Function(s): Product Development
Domain(s) : BFS and Healthcare.
Qualification: B.Tech
Specialization: Information Technology
Institute: I.E.M, Kolkata

MD ABID REZA KHAN

Career Summary

Over 5 years of experience in Product Development, Team Management, Client Engagement, Agile Methodology, MVP, UI & UX in IT Products & Services. Worked closely with product manager on multiple product conceptualization and validation projects for BFS & Healthcare clients.

Work Experience Details

Senior Frontend Engineer, Product development-Indegene Pvt. Ltd.

- Worked on intuitive UI for an Auto Authoring Product on latest technology for major Healthcare Clients
- Closely worked with Product Manager, Business Analyst , UI/UX experts, backend team and led team of 4

Associate, Product Development-Cognizant Technology Solutions

- Developed Business Impact Analysis software to help a French BFSI-client define and manage Business Continuity Plan
- Worked on Agile Methodology, part of sprint planning, story grooming, scrum, retro calls and team lead for 8 developers

Programmer Analyst, Product Development(MVPs)-Cognizant Technology Solutions

- Worked on multiple innovation & MVP projects based on Ethereum blockchain platform & gamification for banking clients
- Received 'Best innovation award' for an MVP Crypto Will based on blockchain technology

INFO

Experience: 66 months
Companies: MoveInSync Technology Solutions Private Ltd, Sabre Corporation, Infosys Ltd
Function(s): IT Product Development, Product Support, Learning and Development
Domain(s): Travel, Hospitality and Employee transportation
Qualification: M.S
Specialization: Computer Science
Institute: University of Texas, Arlington, U.S

MEGHANA GANESH

Career Summary

5.5 years of experience (3 years in U.S) in application development, product management, business analysis, agile project planning and client management across BFSI, travel, hospitality, and transportation industry. Led 10-member team as Tier-II support for a SaaS product.

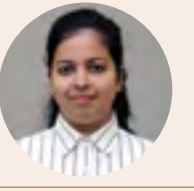
Work Experience Details

Lead, Product Support, MoveInSync, Bangalore, India

- Led product support team of 10 members, provided 24x7 support to 250+ Indian companies for office commute SaaS product
- Improved ticket resolution turnaround time by >80%; streamlined clients' ticket resolution workflow processes
- Ensured 100% client retention with strict adherence to SLA, planned new product releases in collaboration with product managers and cross-functional teams

Contributor, Software Development, Sabre, USA

- Designed and implemented points based rewards program to one of the world's largest hotel group, which increased their topline by 25%
- Migrated Central Reservation System(CRS) to cloud based solutions, improved scalability, and service up-time to 99.9%
- Fixed critical bugs by reducing defect resolution time by 20% through automation of quality checks



INFO

Experience: 89 months
Companies: TCS, Computer Science Corporation
Function(s): IT Analyst
Domain(s): Insurance and Wealth Management
Qualification: B.E
Specialization: EXTC
Institute: Mumbai University
Certification(s): Dale CarnegieNew Leadership Program; Machine learning Online course by Stanford University

NITU PATHAK

Career Summary

Over 7.5 years of diverse experience as Product Developer, Team Lead and Support Analyst for Indian & global Wealth Management and Insurance clients. Managed a team of 7 and was Crisis Management lead for a Canadian Wealth Management bank.

Work Experience Details

Information Technology Analyst (TCS) Team Lead

- Led an offshore team of 6 to optimize legacy systems of Canada-based Wealth Management client
- Saved 100K CAD/month for client by reducing overall processing time by 95%; optimized 10+ modules of Wealth applications
- Won Best Team Award among 5 teams for receiving 100% CSI

Associate Software Engineer (Computer Science Corporation) Product Development

- Developed & introduced new life insurance products for 4 leading Indian and global insurance clients; Coordinated with Financial Services Group for the projects
- Single handedly accomplished an end to end complex insurance product migration project in 1 year, earlier pending for ~3 years for Aviva Life Insurance
- Developed ~15 Life Insurance Products while managing entire product development cycle from conceptualisation to product launch

INFO

Experience: 88 months
Companies: Nomura
Function(s): Product Development, Fintech, Artificial Intelligence
Domain(s): Artificial Intelligence, BFSI, Data Management
Qualification: B.E.
Specialization: Comp. Science
Institute: MIT Manipal, Karnataka
Certification(s): Tableau, Data Science by John Hopkins (Coursera)

PIYUSH AHUJA

Career Summary

7.5 years of experience in Artificial Intelligence, Analytics, Product Development to deliver products for CXOs, resulting in enhanced data-driven decision-making capabilities. Applied emerging tech to increase revenue & save costs for Risk, Data Management, and Human Resources

Work Experience Details

Lead, AI & DevOps, Nomura

- Led US $ 10Mn deliverables under International Banking Regulations (BCBS239) providing global management with multi-channel impact dashboards
- Increased Nomura's Analytical & AI capabilities by prototyping business cases to the CEO & Executive Management Committee
- Youngest Lead in India, received early promotion & 6 awards
- Reduced US $ 1Mn in capital surcharges by spearheading the data governance system redesign, implementation, & regulatory documentation in APAC & USA for Risk to reduce counterparty risk
- Collaborated with CXOs for 8+ analytical products in Risk, Data Management, & HR
- Saved US $ 100K in training costs by educating 100+ Nomura employees on Digital Innovation & DevOps
- Enabled US $ 1Mn in annual savings by collaborating with 50+ teams to implement a global data governance & distribution strategy

INFO

Experience : 98 Months
Company : Infosys Ltd
Function(s): Service Delivery, Oracle ERP Consulting
Domain(s) : Retail , Supply Chain Management
Qualification: B.E.
Specialization: Computer Science
Institute: RGIT, VTU Belgaum

PRATIP BHATTACHARYYA

Career Summary

8 years of total experience in Service Delivery Management , Client Engagement, Team Management & Production Support as a Techno Functional ERP consultant for multiple US based retail & networking clients, including international experience of 3 years in Texas,US

Work Experience Details

Technology Analyst, ERP Consulting - INFOSYS Ltd

- Managed multiple client stakeholders from onshore for 3years to support their supply chain
- Led a team of 5 and collaborated with offshore group for end to end deliverables
- Improved client's period close SLA with 30% efficiency by fixing business pain points
- Performed process customization & performance tuning in P2P & O2C cycle
- Helped to renew contract of USD 200Mn by collaborating with sales team
- Ensured yearly additional revenue of USD 200k by delivering enhancement projects
- Reduced project cost of INR 1Cr by optimizing resource allocation through tracking tools
- Used Infosys AI tool NIA to implement auto ticket assignment feature in Agile Kanban

INFO

Experience : 73 months
Companies : MapmyIndia, Finflock, Accenture
Function : Product Development, Project Management
Domain : Telematics, IOT Services ,Smart Lighting
Qualification : B.E.
Specialization : Computer Science
Institute : SCSVMV University

PRIYANSHU AGARWAL

Career Summary

6+ years of experience in IT product and application development, project management and migration across the GIS & Telematics domain. Exposure to analytics and IoT with hands-on experience in Smart-city projects.

Work Experience Details

Senior Software Engineer, Product Management, MapmyIndia

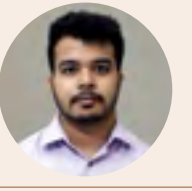
- Developed and implemented IOT based Smart Light Solution across 100+cities for clients such as Havells, HP and EESL
- Designed & implemented algorithm for automated lighting schedule & control and monitoring
- Helped client to maintain increased demand for smart lights by scaling up software for 100+ cities across India
- Worked across 6+ projects developing GIS and Telematics based products for multiple clients

Senior Software Engineer, Application Development, Finflock Services

- Successfully designed and implemented Stock Portfolio based application for client.
- Experience of scaling up start-up using from scratch to 5 member team.

Associate Software Engineer, Project Management, Accenture Services

- Spearheaded migration of ERP project to Oracle Apps R12 version for Irish Government client



INFO

Experience: 63 months
Companies: Oracle Financial Services Software Limited (OFSS)
Function(s): IT Consulting, Product Development
Domain(s): BFSI
Qualification: B. Tech.
Specialization: CSE
Institute: NIT Rourkela
Certification(s): Digital Transformation Virtual Experience Program by BCG

PUNEET SAHOO

Career Summary

5+ years of experience in consulting, product development, team & client management specializing in providing Core Banking Solutions to top corporate banks across US and Canada. Received awards for top performance and implementing Oracle's first-ever payment solution

Work Experience Details

Senior Consultant, BFSI Consulting, OFSS

- Developed new Payment Risk Management module for client that generates annual revenue of USD 9.8 Mn for Oracle
- Implemented Oracle's first enterprise payment product which can facilitate multicurrency and cross-border payments across 3 APAC countries
- Scaled the product to quickly to achieve USD 2 Bn within first 2 weeks of going live
- Designed a new framework for high-performance testing of Oracle's Core Banking Solution on ExaCC (Cloud database) and IaaS-cloud
- Used this capability for future client demos and product certifications
- Led team of 10+ developers for various consulting projects, designing delivery roadmaps and managing end-to-end deliveries
- Awarded with "We Applaud" for being among top 5% performers by senior management

INFO

Experience: 60 months
Companies: Deloitte Consulting & Accenture
Function(s): Technology Consulting, Cloud Integration & Client Engagement
Domain(s): Financial Services, Telecommunication & Media
Qualification: B. Tech
Specialization: CSE
Institute: Dehradun Institute of Technology
Certification(s): Oracle SOA 12c

RAGHAV SAXENA

Career Summary

5 years of experience in Technology Consulting as Integration Specialist with consulting majors. Expertise in cloud implementation and system integration projects using Oracle iPaaS and SaaS products for multiple clients across US/UK/Latin America. Received "Applause Award" & "Distinguished Achiever" awards.

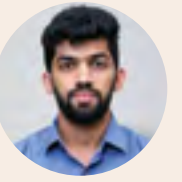
Work Experience Details

Technology Consultant, Deloitte

- Implemented digital supply chain transformational project across client's 6 countries; managed complex requirement using Oracle iPaaS/ERP(SaaS)
- Designed most complex interfaces to integrate client billing system with Oracle SCM
- Directly reported to Deloitte partner, Client & product leadership for resolving a global complex issue
- Collaborated and worked with Spanish client; translated business requirement into solution

Analyst, Accenture

- Worked in Oracle CoE to design and develop Accenture Cloud Hub's reusable assets and accelerators used by 200+ SI clients
- Led team of 4 for service delivery, implementation, integration & release
- Worked as Oracle Fusion Middleware Subject matter expert for a global risk management, insurance brokerage
- Performed post-merger integration of 3 modules for 2 US & UK based firms



INFO

Experience: 63 months
Company: Fidelity Investments
Function(s): Product Development/ Digital Analyst
Domain(s): Financial Services
Qualification: B.E
Specialization: Computer Science
Institute: BMSCE, Bangalore
Certification(s): Certified Scrum Master (CSM), Digital Marketing, Product Management.

RANJITH PRABHU

Career Summary

5+ years of diverse experience in product development and digital analytics in financial services industry. Expertise in agile practices, mobile app automation/ development and adobe analytics. Led cross-functional team across geographies to develop customer journey data collection framework.

Work Experience Details

Software Engineer, Product Development-Fidelity Investments

- Led team of 5 developers spread across 3 global geographies to implement customer journey data collection framework for Android and iOS platform for a trade application
- Analysed customer journey using Adobe Analytics and designed improved app layout
- Increased mobile transactions by 30% by implementing responsive trade website redesign for multiple devices
- Created guidance feature for old customers to improve adoption of trade; achieved 300k visits in a week
- Saved USD 400k p.a. by implementing new features, services & bug fixes to reduce customers complaints
- Reduced man hours by 80% by automating web analytics procedures to facilitate A/B testing
- Developed automation framework for Android and iOS app using selenium and Appium

INFO

Experience: 114 months
Companies: Accenture
Function(s): IT and Design Thinking Consulting
Domain(s): Life-Sciences , Finance
Qualification: B. Tech
Specialization: Electronics and Communication
Institute: Amity University
Certification(s): IBM Cognos BI 8.4/10.1

RETESH SINGH

Career Summary

IT consultant with 9+ years of experience in Application Development and Maintenance, and Project Management. Collaborated with multi-disciplinary teams from US, UK, Japan and SE Asia for top management reporting solutions. Implemented Design Thinking led Innovations to improve client delivery

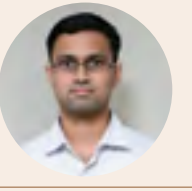
Work Experience Details

Application Development Team Lead, IT Consulting, Accenture

- Consulted 4 fortune 500 clients from US, EU and Japan for their Business Intelligence application upgrades
- Led automation projects for a pharmaceutical giant that improved business KPIs by 30% and saved $35k annually
- Helped a German pharma client invest in a new BI tool; evaluated multiple BI products, performed product benchmarking and cost benefit analysis

Design Thinking Consultant, DT Enablement Team, Accenture

- Selected to work for DT core team; Conducted 120+ workshops and trained 1000+ employees on DT basics
- Engaged with infrastructure team to create an immersive experience as a sales pitch
- Member of operations team that created a 4 day "Client Co-Innovation" workshop for global MDs



INFO

Experience: 122 months
Companies: JPMorgan Chase, CitiusTech, AtoS India
Function(s): Product Development, Quality Assurance
Domain(s): BFSI, Healthcare
Qualification: B.E.
Specialization: Electronics & Telecommunication
Institute: RAIT, Mumbai
Certification(s): AWS certified Cloud Practitioner, Certified Scrum Master, Lean Six Sigma Green Belt

RUPAK G. GAIKWAD

Career Summary

10 years of experience with 4 months of international experience in application development, automation, business analysis and quality assurance for clients from the BFSI, Healthcare, Automotive and Telecom industries. Expertise in client management, product advisory and team management.

Work Experience Details

Associate, Product Development, JPMorgan Chase

- Executed and developed an open banking API platform to integrate third-party vendors enabling 3 million credit card customers of CHASE to redeem loyalty points on merchant sites

Technical Lead, Quality Assurance, CitiusTech

- Generated revenue of USD 1.5 million by demonstrating a 'Proof of Concept' model on automation framework
- Reduced TAT from 3 hours to 30 minutes by automating test cases and report generation

System Analyst, Product Development, Support, AtoS India

- Led a transition project by leveraging the capability of a third-party application and delivered it across 47 countries
- Led a 15-member team responsible for service delivery and maintained SLA adherence of 99% every month

SAKSHI KHANNA

INFO

Experience: 87 months
Companies: Deloitte USI and Infosys Limited
Function(s): Consulting
Domain(s): Healthcare, BFSI
Qualification: B. E.
Specialization: C.S
Institute: SVKM'S NMIMS, MPSTME
Certification(s): ITIL, Agile (Deloitte internal)

Career Summary

Business Intelligence and analytics specialities with 7+ years of experience of handling clients from healthcare, banking and entertainment across Australia & US. Have worked for both agile and waterfall projects. Awarded multiple times for delivery excellence and employee engagement events.

Work Experience Details

Consultant, Data Analytics and Business Intelligence -Deloitte USI

- Led team of 6 people providing data solutions to Americas biggest health insurance client
- Provided revenue mix insights to client from their product portfolio by analysing client's Marketing Campaign
- Designed a decision dashboard to provide intuitive insights for revenues based on merchandises, F&B & seats
- Supported migration of project from Informatica to Big data in Spark technologies
- Improved performance by 50% of critical production job by optimising product

Senior Systems Engineer, Data warehousing and analysis -Infosys Limited

- Managed client relationship while working from onshore (Sydney, Australia) for Australian largest bank for 6 months.
- Set up the offshore team by gathering client requirement from onshore; reduced operations cost by 70%.

SHASHANK SAGAR

INFO

Experience: 99 months
Companies: BNP Paribas, TCS
Function(s): IT Consulting, Application Development
Domain(s): BFSI, Telecom
Qualification: B.Tech
Specialization: Computer Science and Engineering
Institute: SASTRA University, Thanjavur
Certification(s): ITIL V3 Foundation

Career Summary

8+ years of experience in consulting, product development, team management, CXO level client management and process improvement for Telecom and BFSI domain, including 1.5 years of international experience and 10+ awards.

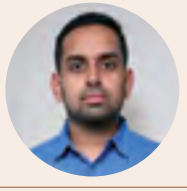
Work Experience Details

Assistant Manager, Application Development, BNP Paribas

- Developed advanced reporting product for handling 20Mn transactions/day; increased daily reconciliation process efficiency by 92% for IOCL
- Managed multiple cloud migration projects; migrated DB and app to cloud
- Led team of 8 to deliver multiple projects in agile environment

IT Analyst, IT Consulting, TCS

- Led team of 30+ to support Enterprise Business ITOps for leading South African Telecom client
- Saved USD 100K annually by delivering multiple process improvement initiatives
- Single-handedly coordinated globally for 72-hr long data-centre migration– appreciated by client's CEO/CIO
- Improved customer satisfaction rating by 15%, working directly with CXOs on client-side
- Developed module to free 3-lakhs unused phone numbers; enabled automated process replacing legacy system



SHREYANSH TEWARI

INFO

Experience: 63 months
Companies: Equifax Analytics and EXL Analytics
Function: Data Analytics, Consulting
Domains: Retail and BFSI
Qualification: B.E.
Specialization: Biotechnology
Institute: RVCE, Bangalore

Career Summary

5+ years of experience in analytics propensity model & strategy development, dashboard design and client management across retail and BFSI domains thus improving marketing campaigns and predicting credit behaviour by leveraging multiple analytics, big data and visualisation tools

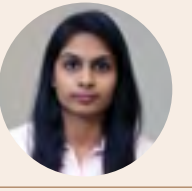
Work Experience Details

Senior Consultant, Analytics Consulting, Equifax Analytics

- Developed model for auto loan applications based on credit history; helped US financial institutions decide on consumers' credit-worthiness
- Ensured dynamic and targeted consumer campaigns for top US based technology company
- Increased opportunity worth 2Mn USD per-quarter by providing risk optimized incremental revenue analysis
- End-to-end model- including data wrangling, analysis and interpretation of variables using Big-data and SAS

Assistant Manager, Data Analytics, EXL Service

- Improved customer retention campaigns by ~9% amounting to USD ~6 Mn p.a. revenue for a US Fortune 100 company
- Improved customer acquisition rate by ~6% per month amounting to USD ~2 Mn per quarter
- Explored numerous segmentations, model development techniques to improve overall performance



SHRUTI GORADIA

INFO

Experience : 60 months
Companies: Point Pi, L&T Technology Services
Function(s): Product Development, Technology Consulting
Domain(s) : Smart Lighting, IoT Services, Industrial Automation
Qualification: B.E
Specialization: Electronics
Institute: K. J. Somaiya College of Engineering

Career Summary

Over 5 years of experience in Product Development & Technology Consulting with expertise in IoT Domain implementing Industrial automation & process optimization for clients in Europe, Japan & US. Conceptualized and developed new age smart lighting solutions for a Start-up.

Work Experience Details

Senior Software Engineer, Product Development, Point Pi

- Developed multiple product features for a smart lighting solution to expand application usage & improve user experience
- Extended product functionality on new platforms- Google-home, Alexa, Samsung Smartthings to increase product adoptability & reach
- Increased product interoperability by integrating 6 smart bulb & sensor solutions in just 7 months

Senior Engineer, System Development, L&T Technology Services

- Managed end to end deliverables for 3+ projects throughout the project lifecycle collaborating with global clients
- Developed IoT solutions for real-time monitoring & condition-based maintenance of a waste treatment system
- Designed automated test systems for PCBs in welding industry to improve production by reducing testing time to as low as 2 minutes

INFO

Experience: 78 months
Companies: Schneider Electric India Pvt Limited
Function(s): Business Development, IT Project Management, Business Analyst
Domain(s): Supply Chain, Sales, Marketing
Qualification: B.Tech
Specialization: Electrical &Electronics Engineering
Institute: Vellore Institute of Technology

SIDDHARTH DAS

Career Summary

6+ years of diverse experience in business development, pre sales, IT consulting for global clients & end-to-end product development in supply chain, marketing and sales. Responsible for reducing technical debt and driving Digital Transformation initiatives through emerging technologies (Rapid Application Development)

Work Experience Details

Specialist-Business development-Schneider Electric

- Ensured revenue of EUR 2 Mn converting 26 projects by providing solutions to global clients.
- Showcased our unique value proposition of quick turnaround time on Rapid Application Development (RAD) & low code platform (Outsystems)
- Created business case, cost benefit analysis & proposals by identifying common use cases across multiple business entities to convince CXOs for buy in.

Senior Analyst-Project management & Business analysis- Schneider Electric

- Improved 1200+ sales team productivity by 30% across 3 regions by developing a mobile solution on top of Salesforce and Outsystems
- Saved EUR 35k annually by building user defined approval web application for finance team.
- Designed a supplier assessment tool for French supply chain team, reducing audit time by 75%

INFO

Experience: 63 months
Companies: Accenture, Capgemini
Function(s): Business Intelligence, Data Warehousing
Domain(s): Insurance, Media and Entertainment
Qualification: B.E.
Specialization: Computer
Institute: SIES GST, Mumbai

SIDDHARTH NAIR

Career Summary

5 years of experience in product architecture & administration in Data Warehousing and Business Intelligence System. Expertise in requirement gathering, technical analysis, client management, data quality, MDM and Data Visualization for large US-based insurance and media clients.

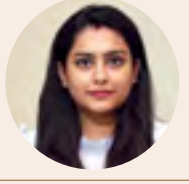
Work Experience Details

Senior Analyst, ETL Admin, Accenture

- Led a POC project to evaluate migration of application to new cost-effective servers thereby saving USD 16,900 per annum for a US based MNC.
- Enabled smooth execution of 30+ application upgrade projects with minimal impact on production
- Ensured SLA adherence to 99% by upgrade planning, application maintenance and project delivery

Senior Software Engineer, ETL Admin, Capgemini

- Spearheaded a 8-member team responsible for Informatica ETL operations project for a large US-based insurance company
- Responsible for 6 ETL products spread across 50 servers by managing multiple environments
- Saved USD 900,000 by creating shell scripts to automate deployment process
- Ensured 100% SLA adherence by managing high priority requests, distributing work load and daily monitoring



INFO

Experience: 60 months
Company: Accenture Solutions Private Ltd.
Function(s): Product Development
Domain(s): Banking and Telecom
Qualification: B.Tech
Specialization: IT
Institute: DIATM, WBUT

SNEHA MISHRA

Career Summary

5 years of experience in product development, client management, team management, business analysis and agile project management using emerging technology stack for global banking and telecom clients.

Work Experience Details

Sr. Application Development Analyst, Product Development – Accenture

- Led a team of 4 for prototyping legacy loyalty application migration to Cloud and SaaS for telecom giant.
- Helped win a 3-year contract with Platinum client by developing the above prototype by collaborating with client.
- Improved customer experience by designing 100% reliable & faster application architecture using microservice architecture for Application Programming Interface (API) development.
- Reduced manual loan help desk cost by EUR 800k per annum by developing commercial and child loan portals; Also reduced loan application verification process from 10 days to 5 minutes.
- Helped a German bank during agile transformation by leading from onshore at Germany; maintained coordination between onshore and offshore teams.

INFO

Experience : 70 months
Companies: Scientific Games, Tata Elxsi, Johari Shop (Start-up)
Function(s): Product Management, Data Analyst, Quality Assurance
Domain(s) : Gaming, Media & Entertainment, E-commerce
Qualification: B.E
Specialization: ECE
Institute: MIT

SRI VIDYA YELETI

Career Summary

6 years of experience in product management, quality assurance, business development, data analytics and agile based projects, including 1 year of international experience in Canada and Singapore. Received multiple awards and recognition for client management and innovation .

Work Experience Details

Senior Product Analyst, Product Management, Scientific Games

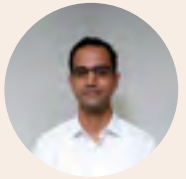
- Developed a web based table management system for global casino clients by managing end to end product life cycle; handled a cross-functional team of 25 members
- Achieved 70% market penetration by differentiating innovative features-intuitive user experience & dashboards
- Achieved enrolment of 1000+ new players by devising intuitive promotion across USA and Canada
- Received appreciation from CPO for presenting a new product idea.
- Converted 2 leads into customers by potential customers engagements in global summit-Las Vegas

Product Validation Engineer, Quality Assurance, Tata Elxsi

- Led team of 8 people & achieved 40% increase in responsiveness and stability of digital platform.

Technical advisor, Digital Platform, Startup

- Advised Indian Jewelry e-commerce Startup in system design, customer analytics & testing.



SUDHANSHU KHAJURIA

INFO

Experience : 104 months
Companies: Ericsson, Tech-Mahindra
Function(s): Quality Assurance, Service Delivery
Domain(s) : Telecommunications
Qualification: B.E
Specialization: Computer Engineering
Institute: GCET, Jammu
Certification(s): ISTQB Foundation Level, ITIL Foundation Level

Career Summary

8.8 years (includes 4 years international at Switzerland and Kenya) of diverse experience in quality assurance, global client engagement, new business set-up, and leading and training offshore-onsite teams. Helped multiple telecom clients in their end to end digital transformation initiatives

Work Experience Details

Senior Tester, Quality Assurance, Ericsson

- Handpicked for enabling smooth transition to new digital system at client-site Nairobi by coordination with 50+ client-employees ensuring User Acceptance
- Led 30+ offshore team for transforming business systems for 2 clients across Middle-East and South America
- Ensured seamless customer experience by designing test-suites analysing end-to-end customer journey

Senior Tester, Quality Assurance, Tech-Mahindra

- Won offshore business of USD 0.5 million by supporting new technology for Swiss client
- Set up & grew new competency from scratch to 50 employees in Fibre networks area
- Saved cost USD 0.3 million for client by optimising onshore-offshore capability mix
- Trained 50+ client-employees on Networks Business solutions
- Awarded STAR rating for 3 straight years

SUGANDHA RAJ

INFO

Experience: 78 Months
Company: IBM India Pvt Ltd
Function(s): Technology Consulting, IT Service Delivery Management
Domain(s): Sales Analytics, Pharmaceuticals
Qualification: BE
Specialization: Information Technology
Institute: Banasthali Vidyapith
Certification(s): InfoSphere DataStage v8.5 Professional, IBM Certified DBA

Career Summary

6+ years of experience in Production Support, Service Delivery, Change Management, Client Engagement & Team Management at IBM. Served client facing role with cross-functional teams across US, China & Brazil. Awarded multiple times for exemplary performance.

Work Experience Details

Senior Software Engineer, Application Specialist – IBM India
Client: Eli Lilly & Company

- Led team of 5 consultants for managing service delivery, implementation & integration of data
- Reduced defect turnaround time by 70% by coordination with multiple Stakeholders for RCA
- Automated archival process of 50,000 reports using RPA saving 40 hrs of manual labour
- Planned & implemented multiple upgrade projects handling planning, effort estimation, resource management, status reporting

Software Engineer, Application Specialist – IBM India

- Ensured 100% availability of Sales Analytics reports & BI dashboard by managing data integration & transformation from 3 systems; Led team of 6
- Reduced user ETA 88% per deployment by automating deployment process
- Achieved 90% SLA by working with client for system performance & impact analysis

SUMANTRA PATHAK

INFO

Experience: 61 months
Companies: Tata Consultancy Services Limited
Function(s): IT Analyst
Domain(s): Engineering and Industrial Services – Life Science
Qualification: B.Tech
Specialization: ECE
Institute: MSIT, Kolkata
Certification(s): KPMG Lean Six Sigma Certification

Career Summary

5+ years of experience in IT application enhancement and support services in business intelligence report development, problem solving, client management, process improvements and ensuring compliance in projects.

Work Experience Details

IT Analyst, EIS - LS, TCS

- Ensured USD 12,000 gain annually by automating daily monitoring and maintenance of 72 servers
- Initiated and created a POC for implementation of automated tool (MaxTAF) to create additional business opportunities for TCS.
- Ensured project compliance as SPOC and collaborated with TCS Compliance Team, RiO (Rigor in Operations)
- Coordinated with PMO team and project team for contract management and billing activities

System Engineer, EIS - LS, TCS

- Designed and developed 50+ reports and dashboards in a BI product BIRT used by 300+ supervisors across NA, Europe and ASPAC regions
- Collaborated with process and application owners globally for understanding user requirements
- Ensured integration between asset management and procurement process using IBM Maximo and SAP Ariba

SURABHI KUMARI

INFO

Experience : 89 months
Companies: BNP Paribas, Tata Consultancy Services
Function(s): Data Analytics, Consulting
Domain(s) : BFSI, Manufacturing
Qualification: B-Tech
Specialization: Electronics & Communication
Institute: Sikkim Manipal Institute of Technology

Career Summary

7+ years of experience in business intelligence and analytics, data visualization, data migration and database development for BFSI and Manufacturing clients. Expertise in client and stakeholder management across USA, UK and APAC, team management and project delivery, received 8 awards.

Work Experience Details

Data Analytics, Senior Data Analyst, BNP Paribas

- Convinced senior management to allocate additional funds for visualization tool Tableau; performed cost-benefit analysis
- Led 4 member team for designing and developing interactive dashboards, working with product owners in Agile setting
- Independently set-up & grew Tableau team from scratch to 4-members
- Won multiple assignments by presenting POCs to business owners & program managers
- Improved data quality & system performance by 10x by devising a data clean-up process

IT Consultant, IT-Analyst, TCS

- Saved US$ 15,000 p.a. for client by fixing a recurring issue with new methodology
- Led offshore team for meeting critical same day SLAs for CRM data load and migration using Informatica
- Conceptualized and developed real-time system integration of CRM with downstream applications

INFO

Experience: 117 months
Companies: TCS
Function(s): Project Management, PLM Testing, SAP and Supply Chain Consulting
Domain(s): Networking, Semiconductor
Qualification: B.Tech
Specialization: Mechanical Engineering
Institute: KEC Bhubaneswar
Certification(s): Design Thinking, ITIL ,Ascent Leadership, Agile WoW

SURAJ PRATAP SINGH

Career Summary

9.5 years of diverse experience in Project Management, Team Management, VP-level client management, Supply Chain Consulting, Oracle Agile, Enovia PLM systems, SAP Material Management assisting global clients from networking, and semiconductor domains. Nominated for leadership role and received 10+ awards.

Work Experience Details

Delivery Manager, Project Management-TCS

Handled Project Delivery for Telecom client worth 1+ million USD comprising three teams.

- Won project valued 0.5 million USD
- Conceptualized, Designed and Implemented a Supplier Rating Framework to optimize performance of 10 vendors impacting their year-end bonuses.

Team Lead, PLM Testing - TCS

- Helped clients choose a post-merger PLM product post a USD 11bn merger.
- Designed a to-be future framework post discussion with Business Heads.
- Responsible for end-to-end UAT involving over 50 people across US and China.

System Engineer, SAP Consulting – TCS

- Helped client as a functional consultant for SAP MM on Varian Integration project.
- Worked on P2P cycle for sourcing and procurement executing orders over 10 million USD.

INFO

Experience: 66 months
Companies: TCS
Function(s): Data Warehousing
Domain(s): Telecom
Qualification: B. Tech
Specialization: Computer Science and Engineering
Institute: IIIT Basar

SWAMY GALI

Career Summary

5.5 years of experience, including 1.3 years of overseas experience, in application development, client management for large telecom company in Saudi Arabia. Awarded 6x 'TCS on-the-spot award' for efficient work in the project..

Work Experience Details

IT Analyst, Data Warehousing - TCS

- Led client engagement activities from onsite for 15 months for project planning, execution, and delivery; Led team of 8 members
- Maintained SLA of 98% for production tickets, coordinating with clients, users, and supervising team members.
- Improved database performance by 67% in stringent timelines by optimizing backend processes; received client appreciation and TCS "Start Team" award
- Delivered one of the complex ETL system migration projects from Data-stage to Ab Initio introducing faster and new technology-based system; Awarded with 'Technical Excellence' award for successful delivery
- Saved client USD 30K annually by developing an innovative app File Checker Framework which helped in reduction of the job failure rate by 75%

INFO

Experience: 89 months
Companies: Unipart Services India Ltd., Bristlecone India Ltd.
Function(s): Technology Consulting, Product Design and Management, Pre-Sales Support
Domain(s): Supply Chain, Manufacturing
Qualification: B.Sc.
Specialization: IT
Institute: D. G. Ruparel College
Certification(s): PMP (in progress)

TEJASVI MANCHEKAR

Career Summary

7 years of experience in Technology Consulting, Release Governance, Product Design and Management, Pre-Sales Support and Enterprise Mobility Solutioning. Expertise in intelligent automation using SAP eCatt, HP UFT, Automation Anywhere and UiPath. Promoted twice in a year for exemplary performance.

Work Experience Details

Senior Consultant, Bristlecone India

- Conceptualized & implemented 10+ Mobility solutions for multiple functions, including app for CXOs reducing monthly support cost by US$4000; Generated revenue worth US$ 330K
- Reduced cost by $51000 by implementing RPA solution using HP UFT and Automation Anywhere

Consultant, Bristlecone India

- Enhanced release governance process for client's US$15 Bn business of 70+ companies on single SAP instance
- Implemented an Automation Regression suite reducing defects by 70% for a Fortune 500 company's US$2.7 Bn business
- Saved $9260 monthly cost and 320-man hours/week by developing an automation process for vendor performance measurement

Senior Analyst, Unipart Services India

- Maintained & increased business contract value by GBP 95K through delivery excellence & automation solutions for SAP and JDA

INFO

Experience: 112 months
Companies: Tata Consultancy Services
Function(s): ERP Consultant, Client Management
Domain(s): Heavy Industries & Manufacturing
Qualification: B.E
Specialization: Electrical engineering
Institute: Andhra University
Certification(s): PMP Certified

UMA SIREESHA KOMPELLA

Career Summary

9+ years of experience as ERP Consultant in the manufacturing domain. Worked with leading industrial and manufacturing clients as a techno-functional consultant in Oracle ERP Supply Chain modules. 2 years US onsite experience as onsite-offshore coordinator and team lead for various projects.

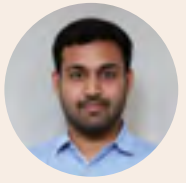
Work Experience Details

IT Analyst, Project Management , TCS

- Managed a team of 20 members(offshore+onsite) for an ERP project for large US conglomerate for entire project duration
- Coordinated with clients for understanding requirements and solution implementation

IT Analyst, Onsite – Offshore Co-ordinator , TCS

- Acted as SPOC from Onsite US for an ERP divestiture project
- Secured total billing of USD10mn in 6 months; Led team of 15 for entire project duration
- Achieved a big-bang split of client's existing ERP systems into 2 separate ERPs
- Selected as onsite inventory module and process automation lead for an Agile ERP Integration project
- Integrated 8+ different systems into a single ERP system, streamlining P2P/O2C processes
- Introduced Control M- a process automation tool to increase cost efficiency by 10%



VARUN TEJA REDDY YARAMALA

INFO

Experience: 62 months
Companies: Bank of America, Infosys Ltd
Function(s): Business Intelligence (BI), Data Warehousing (DW), DevOps
Domain(s): BFSI
Qualification: B.Tech
Specialization: ECE
Institute: MGIT, Hyderabad

Career Summary

5+ years of experience in development, administration & process improvement in DW & BI with expertise in ETL & DevOps tools. Added knowledge of automation techniques; team, client & risk management; offshore – onshore working.

Work Experience Details

Senior Software Engineer, BANK OF AMERICA

- Built and upgraded ETL platforms for stakeholders across Bank & Integrated platforms to datacentres across US, UK & India
- Worked on continuous integration & continuous deployment of ETL jobs using "Ansible"
- Reduced man hours (~15 hours/week) by implementing automated code migrations using "Bitbucket", "GitHub" & "Ansible Towers"
- Evaluated emerging technologies launched by bank at enterprise level for " Agile" transition

Senior Systems Engineer, INFOSYS LTD

- Worked for Toyota (TFS) client as offshore SPOC; led 5-member team
- Won USD 15K project by proposing continuous server monitoring system
- Reduced development time by 70% and enhanced deployment time by 65%; automated code migration
- Ensured 100% availability of applications & installing automatic bug fixing tool

VIKAS CHANUMOLU

INFO

Experience: 79 months
Companies: Vodafone, HCL Tech.
Function(s): Tech Consulting & IT service delivery.
Domain(s): Infrastructure, Telecom.
Qualification: B. Tech
Specialization: ECE
Institute: GITAM, Visakhapatnam.
Certification(s): Automation Anywhere Certified Advanced RPA Professional (V11.0), Lean Six Sigma Green Belt by KPMG.

Career Summary

6.7 years of experience in Tech consulting, Cloud, enterprise storage and disaster recovery solutions, service delivery, team management, managing European clients, process improvement, process automation (RPA). At Vodafone, recognized as an exceptional performer twice in four years.

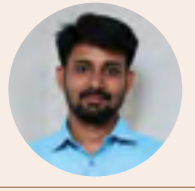
Work Experience Details

Deputy Manager, IT Infrastructure Management, Vodafone.

- Led a 6-member team, to manage Cloud, Storage, and backup infrastructure for multiple Vodafone's operating companies across 10+ countries across Europe.
- Awarded a Vodafone star award for automating backup installation tasks, thereby reducing the build & deployment time by 2 days/change used by 20k+ servers in Vodafone global datacentres.
- Improved system availability during disasters by 60% by automating data recovery process.
- Reduced server utilization and thereby lowered maintenance cost by 40% by leading an application consolidation project for migrating multiple applications to underutilized servers.

Senior Analyst, IT Infrastructure Management, HCL technologies.

- Managed disaster recovery plans, capacity management, IT infrastructure planning, designing high-availability models considering cost and SLAs for a Finnish client, United paper mills.



VISHNU MOHAN

INFO

Experience: 84 months
Companies: Cognizant, Tata Consultancy Services
Functions: Technology consulting, Project management, Product development
Domains: BFSI, Information Services, Digital Enterprise
Qualification: B.Tech
Specialization: ECE
Institute: ASIET, Kalady
Certification: Professional Scrum Master-I, Azure ML

Career Summary

7 years of experience in IT products and services across various domains such as BFSI, Information services, and digital enterprise. Experience in digital transformation, project management, client engagement, delivery excellence, technology consulting and design, development, and integration of enterprise products

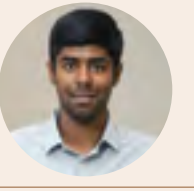
Work Experience Details

Project Manager, Technology Consulting, Cognizant

- Won digital transformation contract worth EUR 1.2Mn for re-engineering systems of French information services client
- Secured additional revenue worth EUR 480k; led team of 9 members for a highly strategic account
- Worked directly with CXOs on IT strategy formulation for digital transformation and spearheaded agile transformation of project
- Helped client avoid fines worth EUR 600k by enhancing data processing capacity
- Facilitated cloud migration of Australian client's back-office applications

Product Developer, Implementation Lead, TCS

- Led team of 12 for implementation of TCS BaNCSTM Treasury for middle east central bank
- Won client engagement worth USD 550k with a US Fortune-500 company; redefined scope of a mobile-testing application (TCS Digital Enterprise CoE)
- Led product POCs for clients across various domains



VIVEK SHARMA CR

INFO

Experience: 77 Months
Companies: Sunquest Information Systems Pvt. Ltd.
Function(s): Product Development / Functional Lead
Domain(s): IT Products, Healthcare
Qualification: B.E
Specialization: Computer Science
Institute: SVCE, Bangalore
Certification(s): Data Analytics & ML using Python, C&A Club, IIT Guwahati

Career Summary

6.5 years of experience in Product Development and Management with expertise in Agile methodology. Extensive experience in conceptualizing and developing innovative solutions working closely with Product Owners & Clients. Presidents' Awardee; Consistently ranked in top 5%ile.

Work Experience Details

Sr. Software Engineer, Product Development, Sunquest

- Instrumental in assisting the product enter a non-English speaking country (Turkey) for the first time in the company's 40-year history.
- Saved ~1.5 years of development effort through creative approach
- Led commercialization strategy of IPs, part of the strategic alliance with Cellnetix Pathology & Laboratories (CLX), USA. Developed strategy in coordination with CLX & Sunquest-leadership
- Selected to present at Sunquest User Group Conference, USA, for 3 consecutive years; facilitated in product roadmap discussions from 50+ clients
- Managed various phases of product life cycle across releases; managed 9+ team members
- Implemented Scrum for a 14-member cross geographical team as a Scrum Master
- Presidents' Award (Winners' Circle), COE – Impact Performer, Sunquest-India Excellence Award

INFO

Experience: 65 months
Companies: TCS, Cognizant
Function(s): Tech Consulting
Domain(s) : Electronics, Pharmaceutical
Qualification: B.Tech
Specialization: ECE
Institute: Amrita School of Engineering

YESWANTH GANTASALA

Career Summary

5+ years of experience in consulting leading tech companies including Apple & Philips on SAP Business Intelligence architecture ensuring real time reporting to CXO's. Lead a digitisation project integrating multiple plants.

Work Experience Details

IT Analyst, SAP consulting - Tata Consultancy Services

- Moved SAP BO landscape from legacy system to latest servers
- Reduced production downtime during deployments by 70 %

Senior Administrator, SAP consulting – Cognizant

- Technical team lead for 3 digitization projects for client's 3 plants across China, Europe, and US as SAP Basis consultant
- Proposed and won a new project that will integrate 12 SAP BO systems into 1 integrated system on cloud
- Delivered End to End implementation of SAP BO(SAP's visualization product), SAP NetWeaver(ERP)
- Led and mentored a team of 5 while working on-site at Philips Innovation Center.
- Reduced weekly report schedule failures by 60 % for Apple in just 3 months by data analysis

OPERATIONS & SUPPLY CHAIN

DR . DEBMALLAYA CHATTERJEE
AREA HEAD - OPERATIONS & SUPPLY CHAIN

Dr.Debmallaya Chatterjee is a PhD in Decision making from Indian School of Mines (IIT-ISM, Dhanbad) and an MTech in Operations Research from National Institute of Technology (NIT-D). He is a trained educator from Harvard Business School, Boston, USA. Dr. Chatterjee is in academia for last 17 years and prior to joining SPJIMR, he was associated with T. A. Pai Management Institute(TAPMI), Manipal where he served as Area chair- Operations & Information Science

"Our participants come with strong exposure/experience in Operations & Supply Chain which makes them strong candidates to take on higher responsibilities in functional and consulting roles. The candidates are also trained in data driven decision making in an uncertain environment."

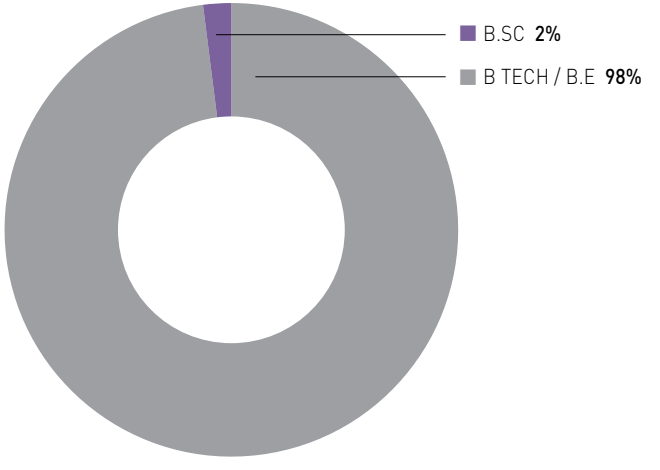
OPERATIONS & SUPPLY CHAIN

- The Operations & Supply Chain (Ops & SC) cohort of PGPM 2020 is comprised of professionals with average work experience of 6.7 years. Ops & SC students come from diverse functional backgrounds with expertise in supply chain management,procurement, design, logistics, project management, operations, process planning, quality assurance, new product development etc. across multiple domains including automobile, manufacturing, infrastructure, power & utility, oil & gas etc.

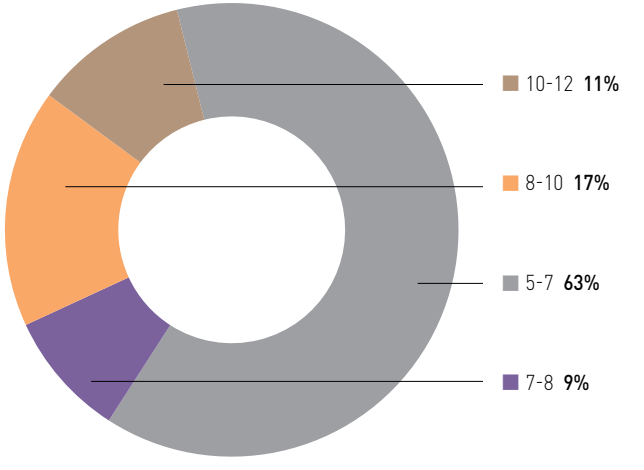
- The Ops & SC specialization gives each student tremendous opportunities for career acceleration. International immersion at Eli Broad College of Business at the Michigan State University, USA helps in strengthening the knowledge about global aspects of supply chain.

- The international immersion at Eli Broad College of Business, Michigan State University in the US enables the participants to learn finer aspects of supply chain.

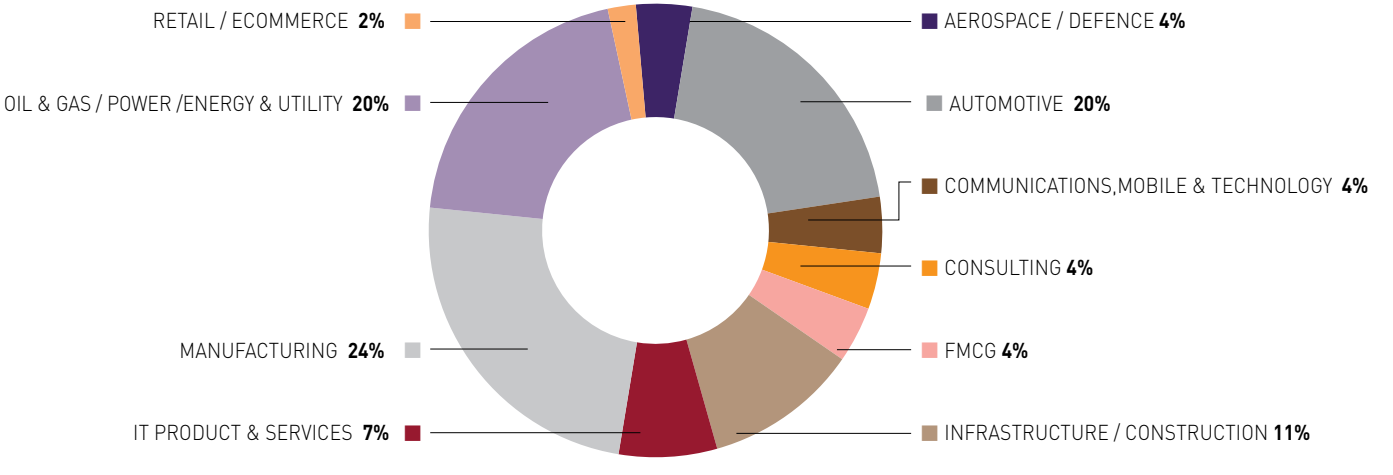
EDUCATIONAL BACKGROUND



WORK EXPERIENCE



INCOMING DOMAIN



OPERATIONS & SUPPLY CHAIN INDEX For individual profile, click on the names below

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4	Aditya Munshi	IT Products & Services, Retail, Financial Services	IT Consulting, Technology Strategy, IT Services	90 months	56
5	Akshat Narkhi	Oil & Gas	Procurement, Project Management	64 months	57
6	Akshi Chauhan	Automotive & Manufacturing	Supply Chain & Procurement	65 months	57
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14	C Abhinav Reddy	Oil & Gas	Project Management & Operation Improvement	66 months	59
15	Debopam Moulik	Process & Manufacturing	Project Execution & Instrumentation Design	66 months	59
16	Devansh Sharma	Manufacturing, Service	Project Execution, Technical Consulting, Customer Service	65 months	59
17	Dhrubajyoti Gayen	FMCG, Manufacturing	Factory Operation, Production Planning, Quality Control	66 months	60
18	Dijesh Menon	Appliances, Energy	Strategic Sourcing, Innovation	99 months	60
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20	Gouri Shankar Pattnaik	Production (Energy)	O&M, Process Improvement, Automation	70 months	60
21	Harshit Grover	Automotive	Sourcing & Procurement, Vendor Development, New Product Development	65 months	61
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25	Kunal Kulkarni	Design & Manufacturing	New Product Development, Product Lifecycle Management	65 months	62
26	Lalit Pant	EPC, Manufacturing	Project Engineering Management, Proposals & Bids	133 months	62
27	Madhurya Dixit	Power	Project Management, Strategic Sourcing, Contracts	78 months	62
28	Naveen Suthar	Oil & Gas	Operations Management	66 months	62
29	Nishant Bangera	Telecom	Project Management, Operations Management,Technical Consulting	125 months	63
30	Nishar Ahamed K A	Automotive	Product Development and Vendor Management	64 months	63
31	P Hariharan Iyer	Energy, EPC Projects, Facility Engineering	Project Planning & Execution, Asset Management, After Sales Services	132 months	63
32	Pavitra Ganesh	Oil & Gas	Operation & Maintenance	100 months	63
33	Pranit Dalvi	Engineering Consulting	Design Engineering & Consulting, Project Management, Process Improvement	72 months	64
34	Raja Chandra Gadeela	Steel	Technical Consulting, Design & Process Improvement, Project Management	89 months	64

For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
35	Rajat Sharma	Telecom	Service Delivery, Operations and Project Management, Technical Consulting	74 months	64
36	Ripan Nandi	Quality Assurance, Automotive	Product Quality, Market Research, Analytics & Insights	65 months	64
37	Samadhi Nikhilesh Kumar	Steel, Automotive	Operations Management	66 months	65
38	Santosh Kumar Patra	EPC, Power-Wind, Thermal, Hydro & Cement	Supply Chain Management, Project Management, Manufacturing	124 months	65
39	Saurabh Mishra	FMCG, IT	Supply Chain Management, Analytics, Consulting	65 months	65
40	Shouvik Das	Aerospace	Project Management, Verification & Validation & Engine Certification	61 months	65
41	Subhranta Kundu	EPC Projects	Project Management, Regional Coordination, QA & QC	102 months	66
42	Swati Goyal	Retail	Brand Strategy & Category Management	100 months	66
43	Vichal Rastogi	Manufacturing	Operations & Project Management, Product Development	63 months	66
44	Vigneshkumar Dhandapani	Heavy Engineering	Project Management, Engineering & Execution	64 months	66
45	Vishnu Vijayan	Automotive	Vendor Development & Quality, Global Vendor Management	64 months	67
46	Zachariah Abraham Thazhayil	Automotive & Manufacturing	Strategic Sourcing & New Product Development	74 months	67

INFO

Experience: 102 months
Companies: Hindalco, Vedanta Aluminium Limited
Function(s): Production, project, Quality Management
Domain(s): Manufacturing (Metal)
Qualification: B Tech
Specialization: Chemical
Institute: Indira Gandhi Institute of Technology, Govt (autonomous)
Certification(s): Six Sigma Green belt, ISO, IMS, Microsoft SQL, Energy Management,

ABHISEK DASH

CAREER SUMMARY

8+ years of experience in Project Planning, Installation & Commissioning, Quality Management, Operation Management, Budgeting, B2B supply Chain, Data Analysis, Logistics, Procurement and Product Development in metal manufacturing in two large MNCs and exposure to aluminium, Cement, Chemical and Pulp&Paper Manufacturing.

WORK EXPERIENCE DETAILS

Quality Manager, Hindalco (Aditya Birla Group)

- Increased production by 100 kg/pot/day by increasing current flow through anode by optimizing existing equipment design& design modification.
- Understand customer requirement, decide product specification and negotiate price for the product and finalized three sales of 1500 kg

Production Head, Hindalco (Aditya Birla Group)

- Prepared production planning, budgeting (50 Cr/Year), consumable procurement, man-power management, OPEX project, maintenance for 60 tph production plant. Reduced procurement time by 10 days saving 40 lac/Y
- Led team of 16 people to implement KPIin 4 plants& saving INR 50 lacs/yr.

ProjectManager,hindalco and Val

- Installed, and Commissioned INR 1500 crore ANODE plant,eliminating dependency on import & consulted the design and installation of 300 TPA grinding unit and critical chemical unit (Na-oh)

INFO

Experience: 66 months
Companies: Mercedes Benz R&D India
Function(s): Project Management, Product Development, Consulting
Domain(s): Automotive, Engineering Consulting
Qualification: M-Tech
Specialization: Manufacturing Management
Institute: BITS Pilani
Certification(s): PMP, Six Sigma, German(B2), Japanese(N5), PLM.

ACHUTH U DESHPANDE

CAREER SUMMARY

5+ years of global experience in product development, project management, client management, engineering consulting, process improvement and digital transformation. Past assignments include development of electric and diesel vehicles and managing onsite clients in Japan and Europe. Received multiple departmental awards.

WORK EXPERIENCE DETAILS

Product Design Engineer, Product Development, Mercedes Benz R&D India

- Managed CFT team of 7. Designed project scope, planning, work breakdown, implementation of design projects for global and domestic clients.
- Managed key projects - World's first electric truck, global electronic safety package to provide 360-degree safety to pedestrian.
- Achieved 20% increase in OTD and 100% FTR by multiple digital transformation initiatives; implemented 3 products including PLM for product development.
- Awarded project management responsibility of prestigious connected truck project and Leadership -2020.

Design Engineer, Design – Mercedes Benz

- Handpicked for 'strategic future truck program' to reduce design cost by 12% (JPY 3.02 Cr per year) by design and material optimization and supplier consolidation.
- Reduced product development time - electrical systems by 18% through digital solutions and automation.

INFO

Experience: 65 months
Companies: Cummins India Limited, General Motors
Function(s): Design and Development
Domain(s) : Automotive
Qualification: B.Tech
Specialization: Mechanical and Automation
Institute: Indira Gandhi Institute of Technology
Certification(s): Six sigma black belt certified by GM

ADITI SINGH

CAREER SUMMARY

5+ years of experience in leading MNCs in design & development and process improvement. Responsible for product lifecycle management (PLM) and global stakeholder management. Recipient of multiple awards across career along with a Patent for improving safety feature in cars.

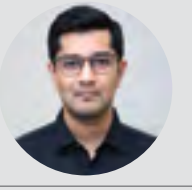
WORK EXPERIENCE DETAILS

Product Engineer, Design and development, Cummins India Limited

- Led design and development of BS VI certified engines for commercial vehicles in India
- Eliminated design failure by 100% in UK market by modifying design using robust material
- Reduced time to market by ~ 3 months by simulating end of life component behaviour
- Managed testing and trials for commercial production of 10+ new vehicles

Sr Engineer, Design and development, General Motors

- Reduced ~50 % lead time in design delivery by conceptualizing a process to maintain First-time quality.
- Reduced manufacturing cost ~10% by reusing designs on new models for Europe market
- Collaborated with cross location teams to set up engine weight management processes



INFO

Experience: 90 months
Companies: Accenture
Function(s): IT-Consulting, Technology Strategy, IT-Services
Domain(s): IT-Products & Services, Retail, E-Commerce, Financial Services
Qualification: B.Tech
Specialization: Electronics and Telecommunication Engineering
Institute: MPSTME, NMIMS
Certification(s): ITIL4 - Foundation

ADITYA MUNSHI

CAREER SUMMARY

7+ years' experience as a Techno-Functional Analyst, assisting global clients from the Omni-Channel Retail and Financial Services domains to revamp their technological and functional operations. Expertise in Service Delivery Management, Stakeholder Management, Tech Strategy Inception and Implementation.

WORK EXPERIENCE DETAILS

Application Development Senior Analyst, Service Delivery Management, Accenture

- Regularly collaborated with client CXO level leadership and vendors for Major Incident Management, Service Delivery and Strategic Initiatives.
- Led 17 cross-functional global teams for 47 Digital Transformation, Root Cause Analysis and Process Optimization projects.
- Saved order recovery cost by GBP 24 mn per year by reducing Major Incidents by 67% annually.
- Part of client's Digital and Business Strategy team; implemented 6+ strategic transformation projects.
- Mentored by clients to be one of the 16 global Subject Matter Experts for Omni-Channel Retail clients. Specialist in the client's Techno-Functional architecture.
- One of the youngest shift leaders across Accenture. Winner of 6 awards including Rising Star and ACE Awards.

INFO

Experience: 64 Months
Companies: Reliance Industries Limited
Function(s): Procurement/Project Management
Domain(s): Oil and Gas
Qualification: B.E.
Specialization: Mechanical
Institute: BVM, Anand

AKSHAT NARKHI

CAREER SUMMARY

5+ years of experience in strategic sourcing, procurement and contracting, vendor negotiation, vendor management, cross-functional team management and project execution for world's largest refinery and petrochemical complex.

WORK EXPERIENCE DETAILS

Procurement Manager, Procurement, RIL

- Managed P2P cycle, for petrochemical and Refinery units, including vendor pre-qualification, financial evaluation, negotiations and awarded 100+ Purchase orders worth INR 10+ Cr and managed 50+ vendors
- Ensured minimum procurement lead time in the team, procured 700+ small buy items, worth INR 4.5 Cr for a critical revamping project of fibreglass unit

Rotary Equipment Manager, Project Management, RIL

- Successful completion of 15 projects for commissioning of compressors in J3 complex with zero safety incidents in the high-risk environment.
- Managed cross-functional teams and ensured smooth and timely commissioning of compressor units.
- Managed critical project for mother unit in refinery complex for overhauling compressor with a team consists of OEM engineers and 30+ workers.

INFO

Experience : 66 months
Companies: Maruti Suzuki India Limited, Saint Gobain India Private Limited
Function(s): Supply Chain and Procurement
Domain(s) : Automotive and Manufacturing
Qualification: B Tech
Specialization: Instrumentation and Control engineering
Institute: NIT, Jalandhar

AKSHI CHAUHAN

CAREER SUMMARY

5+ years of experience in Procurement to pay process including operational, import and capex purchase, inbound logistics & spare parts management with functional expertise in vendor management, negotiations, demand forecasting and planning & MIS reporting to COO

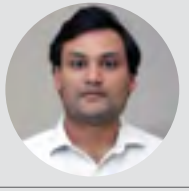
WORK EXPERIENCE DETAILS

Deputy Manager-Supply Chain -Maruti Suzuki India Limited

- Streamlined supply chain of 60000+ discontinued model spare parts from 550+ suppliers; contributed to 40% of the spare business revenue
- Achieved 18% increase in on-time delivery of spare parts by improved planning and vendor process improvement
- Received Quarterly award for ensuring fast track delivery of spare parts during Floods resulting in 99% service ratio

Team Member-Purchase-Saint Gobain India Private Limited

- Handled procure to pay process for 3000 MINR equipment for a new glass manufacturing line project
- Saved 100 MINR in the project by localisation, new vendor development, freight contracts and negotiations
- Received best performer award 6 times in a row for multiple cost reduction projects



INFO

Experience : 66 months
Companies: Stellium Consulting India Pvt Ltd, Tanushree Silk Mills
Function(s): Supply Chain Consulting, Digital Transformation
Domain(s) : FMCG, Automotive, Textiles
Qualification: B.E
Specialization: Electronics & Communication
Institute: RVCE, Bangalore
Certification(s): KPMG-Six Sigma Green Belt

ANSHUL JAIN

CAREER SUMMARY

5+ years of experience in Digital Transformation, Digital Supply Chain Management, Warehouse Process Design, Automation & System implementation, Process Re-engineering, Warehouse Management System Implementation and Operation Strategy Design & Implementation

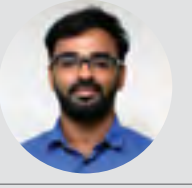
WORK EXPERIENCE DETAILS

Consultant, Digital Supply Chain, Stellium Consulting India Pvt. Ltd.

- Managed a Digital Transformation project for a large FMCG company; Led a team to deliver an integrated warehouse design
- Digitized inventory tracking process for a south-Indian FMCG major
- Developed in-house warehouse benchmarking tool to assess baseline design
- Brought business worth over INR 10 cr through Sales and Business Development
- Helped in development of a Sales & Operation Planning product and its implementation

Director, Tanushree Silk Mills

- Designed the Operational Strategy - Vendor management to Order Fulfilment
- Introduced a new product category - increased revenue by over INR 5 cr per annum
- Managed 30+ vendors for cost reduction and improved inbound lead time
- Drove the implementation of ERP system to make transition to GST tax regime



INFO

Experience : 99 months
Companies: Amlak Group , ANC Holdings LLC, GGME LLC
Function(s): Sourcing and Procurement
Domain(s) : EPC
Qualification: B.E
Specialization: Mechanical Engineering
Institute: College of Engineering, Thiruvananthapuram

ANSON T ABRAHAM

CAREER SUMMARY

8 + years of experience in sourcing and procurement management in EPC domain across Middle east countries and India. Expertise in team management, process improvement, profit maximization, vendor management and negotiations.

WORK EXPERIENCE DETAILS

Manager, Sourcing & Procurement, Amlak Group, Muscat

- Managed procurement worth USD $ 8 million for 5+ large infrastructural projects; managed a team of six members in procurement
- Saved procurement cost upto 15 % of each of total project cost by vendor negotiations, relationships, ensuring economies of scale by bulk purchase

Sr Engineer,Procurement, ANC holdings LLC, Dubai

- Managed procurement worth USD $ 42 million for a single large infrastructural project like dubai airport expansion
- Provided inputs to implement ERP for procurement function; automated P2P processes and reduced expense and time

Engineer, Procurement, GGME LLC, Dubai

- Managed 100 + vendors and sub contractors across middle east for procurement
- Ensured timely sourcing of critical materials by maintaining close vendor relationships

INFO

Experience: 70 months
Companies: Samsung India Electronics Pvt. Ltd., Asahi India Glass Ltd.
Function(s): Operational Excellence, Operations Management
Domain(s): Mobile Manufacturing, Automobile Parts Manufacturing
Qualification: B.Tech
Specialization: Mechanical Engineering
Institute: LPU, Phagwara
Certification: Six Sigma Green Belt

ANUJ GUPTA

CAREER SUMMARY

Operations Management Professional with over 5 years of work experience in Operational Excellence, and Risk Analysis in Mobile & Automobile parts Industry. Hands-on experience in leading cross functional teams & people management.

WORK EXPERIENCE DETAILS

Sr. Engineer, Operations Management- Samsung

- Led team of 150 subordinates; handled operations of 13 phone assembly lines, daily resource planning and on-time production.
- Saved INR 12 Cr annually by increasing 13.5% output per shift; reduced non-value added activities and process wastes.
- Established production capacity at vendor plant; eliminated risks in new process; achieved 10k daily production within 2 weeks from commencement.

Production Engineer, Operational Excellence & Execution - Asahi

- Led team of 30 subordinates; handled operations of Glass Bending Furnace.
- Saved INR 10 Cr annually improving Furnace yield by 2.5% through DMAIC projects.
- Improved furnace OEE by 5%; optimized changeover time and tact-time.
- Saved INR 1.2 Cr by designing in-house WIP pallet yard.

INFO

Experience: 108 months
Companies: A&A Business Consulting Pvt. Ltd., P.D. Pvt. Ltd., Infosys Ltd.
Function(s): General Management, Operations and supply chain , Consulting
Domain(s): Marketing & Sales, Operations & Supply chain, I.T.
Qualification: B.E.
Specialization: Computer Science
Institute: MITM ,Indore
Certification(s): Six Sigma

ARPIT KHANDELWAL

CAREER SUMMARY

9 years of experience in sales, supply chain, Business strategy and innovation across multiple industry domains such as IT products and services, FMCG, Agricultural and Electrical equipment, Bio-pesticides and Fertilizers, etc.

WORK EXPERIENCE DETAILS

Lead Consultant, Strategy, A&A Business Consulting Pvt. Ltd.

- Consulted clients for optimizing their S&M processes in Agriculture machinery, Electrical equipment, Food processing domains
- Reduced marketing expenses by 50% for a client by conceptualizing and launching 20+ Multi-Brand stores across M.P.
- Set up a 30+ capacity Business Process Support (call centre)

Co-Founder, General management, Daireo

- Set up a 60 Ton/day capacity plant and expanded distribution channel to 20+ dealers & 10+ B2B clients across 4 states
- Started Brand Daireo with an annual turnover of INR 3.8 Cr in the first year, and grew it to INR 5.8 Cr. in next year

System engineer, Development and testing, Infosys Ltd.

- Supported an Australian Banking Client for merging three banks based out of Australia.

INFO

Experience: 89 months
Companies: Jindal Stainless Limited
Function(s): Production planning and control, Customer supply management, Vendor management
Domain(s): Manufacturing
Qualification: B. Tech
Specialization: Mechanical
Institute: NIT Jamshedpur

ASHUTOSH KUMAR NIRAJ

CAREER SUMMARY

Supply chain management professional with 7+ years of experience in production planning, inventory management, project management, team management, plant digitization and logistics in steel manufacturing plant. Chairman award recipient for 'Best customer service' for establishing benchmark in OTIF figures.

WORK EXPERIENCE DETAILS

Manager, Customer Supply Management, Jindal Stainless Limited
Customer order fulfilment

- Responsible for order fulfilment of 108 steel products for 300+ domestic/ export customers.
- Raised plant OTIF by 32%+ in 5 months and reduced overdue orders by 74%.
- Reduced average product lead time in 42 SKU's by 70%; developed a digitized inventory model with Vector consulting group to increase MTS share by 40%.

Production Planning & Vendor development

- Increased plant dispatch by 50%. Lowered unplanned inventory by 50% by process optimisation.
- Managed end to end vendor trials of three vendors; ramped up vendor capacity by 9X & plant capacity by 10% in 9 months

Quality Assurance

- Interacted with 50+ customers, resolved their complaints, delivery time negotiations, undertaken improvement projects.

INFO

Experience: 126 months
Companies: Tata Power Company Limited
Function(s): Digital & IT, Project Management, Budget Planning
Domain(s): Power Distribution, Electric Vehicle
Qualification: B. Tech
Specialization: Electrical
Institute: NIT, Silchar

BEGUM NUSHREEN AHMED

CAREER SUMMARY

10 years of experience in Tata Power with expertise in Smart Grid & Digital Technologies and Design of Electric Distribution Systems, Project Management and Strategic projects like setting up Electric Vehicle Charging Infrastructure

WORK EXPERIENCE DETAILS

Assistant Manager, Digital & IT, Tata Power Co Ltd

- Managed firms' first ever Electric Vehicle charging station end-to-end project as a part of cross-functional team formed by MD
- Helped develop entire customer journey digital products for EV location tracking, booking slots, payments
- Evaluated multiple technologies such as image analytics, data analytics, blockchain and their use cases
- Implemented digital technologies- Chatbot, UAVs for inspection, Home Automation and Virtual Reality
- Working member of BIS committee to formulate standards for electric mobility and charging protocol

Lead Engineer, Consumer Engineering, Tata Power Co Ltd

- Managed 100+ Engineering and Procurement projects for new power supply orders of Mumbai-North Zone
- Planned budget and designed systems for new projects with help of systems CRM/SAP/GIS

INFO

Experience: 86 months
Companies: Larsen & Toubro
Function(s): Project Management, Logistic, Operation
Domain(s): Manufacturing
Qualification: B. Tech
Specialization: Electrical Engineering
Institute: Institute of Technology, Nirma University, Ahmedabad
Certification(s): KPMG Six sigma Green Belt

BISWAJIT HAZRA

CAREER SUMMARY

7 years of experience in project management & execution, Logistic, supply chain management, and production planning for projects in domestic and international market.

WORK EXPERIENCE DETAILS

Assistant Manager - Project, Larsen & Toubro

- Led a team of 7 members responsible for project execution at a L&T.
- Saved outbound logistics cost by INR 40 lacs by using VSM tool: aligned vehicle planning and packing activities
- Managed client interactions as first point of contact from factory for all their enquiries regarding product status, factory visits for stage/final inspection and tracking dispatch of consignment.
- Coordinated with new potential customer for factory approval.
- Lead a cross-function team to finalize monthly and quarterly production schedule.
- Set up a feedback system for quick closure of site issues and new product problems.
- Part of cross-functional team which reduced 5% cost of a product by adopting value engineering practises.

INFO

Experience : 66 months
Companies: GSPC LNG Ltd
Function(s): Project Management and Operations Improvement
Domain(s) : Oil and Gas
Qualification: B.Tech
Specialization: Petroleum
Institute: PDPU
Certification(s): Lean Six Sigma Green Belt, Supervised & Unsupervised Learning with R

C ABHINAV REDDY

CAREER SUMMARY

5+ years of work experience in operation improvement, inventory management, vendor management and project management of a INR 5500 Cr LNG terminal project. Shift-Incharge of the operations department, led large teams, initiated & executed process automation and optimisation projects.

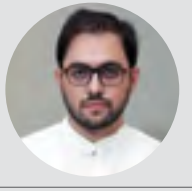
WORK EXPERIENCE DETAILS

Sr.Officer, Operations, GSPC LNG Ltd

- Shift Incharge – Led a team of 10 engineers for the operations of RLNG terminal to ensure a revenue of INR 1. 5 Cr /shift
- Initiated and executed an automation project to enhance the terminal safety.
- Reduced costs by INR 2 mn/month by adding an energy efficient equipment to the system
- Predicted thousands of scenarios on the DCS to ensure flawless commissioning of the terminal.

Officer,Projects,GSPC LNG Ltd

- Led a team of 20 members and ensured on time commissioning of RLNG terminal.
- Crisis Management : Saved INR 112 Cr asset losses by leading a team of 7 members in handling the collapse of an offshore structure
- Vendor Management :Managed International vendors and achieved 16 % quicker milestone achievement.



INFO

Experience: 66 months
Companies: Linde India Limited
Function(s): Project Execution & Instrumentation Design
Domain(s): Process & Manufacturing
Qualification: B. Tech
Specialization: Electronics & Instrumentation Engineering
Institute: Future Institute of Engineering & Management
Certification(s): Lean Six Sigma Green Belt Certified

DEBOPAM MOULIK

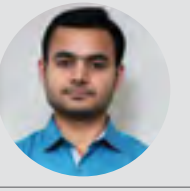
CAREER SUMMARY

5+ years of experience in handling high value end-to-end EPC projects involving project engineering, team management, engineering design & development; across Process and Manufacturing industry. Selected for the prestigious Catalyst (Future Leaders) program of Linde India Limited

WORK EXPERIENCE DETAILS

Deputy Manager, Instrumentation – Linde India Limited

- Executed multiple projects totalling to INR 420 Cr across India for prominent clients like JSW Steel Ltd, SAIL (RSP), Tata Steel-BSL, among others
- Headed 30+ site instrumentation team in successful completion of one of the largest Air Separation Units in India (INR 250 Cr) for JSW Steel Ltd
- Subject matter expert in Yokogawa DCS control logic development and implementation; singlehandedly generated cost savings worth INR 20 Lacs for JSW Steel Ltd project
- Integrated & automated different plant processes and brought them under a centralised DCS
- Created reusable standardised template for the control logic of newly developed plants, hence leading to ease of deployment & reduced engineering costs for future projects



INFO

Experience: 65 months
Companies: Windmöller & Hölscher India Pvt. Ltd.
Function(s): Project Execution, Technical consulting, Customer Service
Domain(s): Manufacturing, Service
Qualification: B.Tech.
Specialization: Electrical
Institute: ZHCET (AMU)
Certification(s): Lean Six Sigma – Green Belt (KPMG), TELC B1 German Certificate

DEVANSH SHARMA

CAREER SUMMARY

5+ years of global experience in 15+ countries, of commissioning multi-million worth projects of fully automated flexible packaging machines. Expertise in project execution, client management, end-to-end automation systems, technical consulting & team supervision. Benchmarked as fastest resource to become productive.

WORK EXPERIENCE DETAILS

Service Engineer, Windmöller & Hölscher India Pvt. Ltd
Project Execution & Commissioning

- Executed 25+ commissioning projects of paper bag plants in 15+ countries with a cumulative worth of around EUR 30 Mn
- Worked in cross cultural teams consisting of members from Germany, Thailand, China, USA, Czech Republic, Russia & Australia, supervised & trained clients' teams at different customer sites

Technical Consulting

- Worked for providing 24/7 technical support to the customers to increase machine availability & productivity and reduce downtime
- Provided inputs to implement & worked with the Visual Assistance Tool to reduce TAT and costs of issue resolution
- Ensured delivery of critical spares to customer plants from Germany & other global locations by shipment tracking in SAP

INFO

Experience: 65 months
Companies: Britannia Industries Limited
Function(s): Production, Maintenance, Quality Assurance
Domain(s): Manufacturing (FMCG)
Qualification: B.E
Specialization: Mechanical Engineering
Institute: IIEST, Shibpur

DHRUBAJYOTI GAYEN

CAREER SUMMARY

5+ years of experience leading production units in FMCG manufacturing. Skilled in production planning, plant maintenance, manufacturing excellence, quality control, Project Management, vendor management.

WORK EXPERIENCE DETAILS

Manager, Production -Britannia Industries Limited

- Managed production of 2 biscuit manufacturing plants with average capacity of 3000 tons/ months in 2 different locations.
- Led an average team of 10 officers and 40 indirect reportees.
- Successfully led four stringent "AIB" (American Institute of Baking) audits (for food safety assessment) in two different plants.
- Conceptualized, ideated and executed capacity expansion project (INR 1.5Cr) of Good Day Butter and ensured saving of INR 0.35Cr. by automation of secondary packaging at Hajipur unit.
- Managed an INR 30Cr green field project for Pure Magic Deuce; handled erection, commissioning, vendor management, cross-functional collaboration.
- Helped in trial & commercial production of 10+ new products by collaborating with multiple cross functional teams.

INFO

Experience: 99 months
Companies: Godrej Appliances, Godrej & Boyce Mfg.
Functions: Strategic Sourcing, Innovation
Domains: Appliances, Energy
Qualification: PG Diploma; B.E.
Specialization: Business Analytics & Intelligence; Mechanical
Institute: UT McCombs; SSJCOE - Mumbai University
Certification: Structured Innovation & Design Thinking

DIJESH MENON

CAREER SUMMARY

8 years of experience in Strategic Sourcing, Global Procurement, Innovation & Product Development in Appliances & Energy sector. Proficient in formulating business plans, negotiation, contract management & business analytics tools. Innovation awardee and selected (3/200 teams) for Business Incubation.

WORK EXPERIENCE DETAILS

Manager, Strategic Sourcing, Godrej Appliances

- Won highest cost-reduction award from the CEO for achieving 10% (INR 60Cr) material cost-reduction & 100% on-time product delivery
- Achieved 70% localization of supplies in 3months, leading to higher sourcing agility& lower inventory cost
- Developed sourcing pipeline of alternate products to avoid supplier hold-up

Intrapreneur, Godrej Innovation & Design centre

- Won innovation award and business incubation opportunity from Chairman (Mr. Jamshyd Godrej) for proposed platform of integrating solar& grid energy with inhouse energy storage solution
- Conceived product to combat industrial power-quality issues in partnership with TU-Dublin; addressable market of INR 500Cr

Asst. Manager, Global Procurement, Godrej & Boyce Mfg.

- Achieved material cost reduction of 6.5% (INR 2.5Cr) post negotiations at vendor facility in China

INFO

Experience: 111 months
Companies: Britannia Industries Limited, ITC Limited, CK Birla Group
Function(s): Manufacturing, Strategy
Domain(s): FMCG
Qualification: B. Tech
Specialization: Chemical
Institute: Kurukshetra University
Certification(s): Six Sigma Green Belt, ISO 22000 internal audit

DIKSHIT RATAN KASHYAP

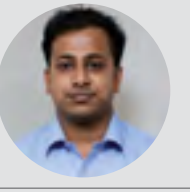
CAREER SUMMARY

9 + years of experience in leading FMCG companies with experience in startup of Greenfield Plant, Brownfield Plant, Central Operations, contract manufacturing unit Operations, projects involving cross functional teams. EA to GM Manufacturing, assisting in tactical, operational and strategic decision making.

WORK EXPERIENCE DETAILS

Production Manager, Manufacturing & Strategy, Britannia

- Started-up and streamlined operation of the largest biscuit greenfield project in North-East (NE) of India, with capacity of 60,000 tonnes p.a. with a revenue of INR 450+ Cr p.a.
- Built a team from scratch to 10+ officers, 170+ operators & 800+ contract workers
- Member of factory leadership team of 10 to achieve streamlining of factory operations.
- Assisted GM on decision making for strategic & operational aspects for 55 contract & own manufacturing units
- Led HQ driven project of packaging improvement of Good-Day biscuit to reduce leakage by 12% at retailer level and cost saving of INR 3 Cr p.a
- Started 3 contract-manufacturing biscuits units in Pathankot, Ghaziabad and Guwahati; coordinated with multiple stakeholders



INFO

Experience: 70 months
Companies: Reliance Power-Sasan(6X660MW)
Function(s): O&M, Process Improvement, Automation
Domain(s): Production (Energy)
Qualification: PGDC (Power),B.Tech -EEE (SOA University)
Specialization: Power Engineering, EEE
Institute: National Power Training Institute (NPTI- Neyveli)
Certification: Six Sigma green belt

GOURI SHANKAR PATTNAIK

CAREER SUMMARY

5 + years of experience in Operation, maintenance, procurement, project management of Ultra Mega power plant. Skills include people management, vendor management & development, negotiation, automation & process Improvement. Received recognitions for implementing major innovation and modification through data analysis.

WORK EXPERIENCE DETAILS

Manager, Maintenance-Control & Instrumentation, Reliance power (SASAN)

- Handled shift in-charge role-led a team of 20 and ensured smooth automation & control equipment operation
- Introduced a major innovation by design modification saving INR 62 Lakhs of existing system-Silica Analyser scheme
- Saved INR 40+ lakhs by identifying root cause of a recurring data acquisition issue in DCS by simulating system performance; Awarded by top management for the project
- Saved INR 59 lakhs by inhouse maintenance and repairing of instrumentation equipment
- Reduced existing inventory by 35% in SKUs and 25% in value (INR 83 lakhs) by analysing consumption pattern
- Managed 2 vendors for instrument and services procurement- totalling 50 lakhs/annum
- Managed 5+ critical overhauling projects; responsible for project scheduling and resources management

INFO

Experience: 65 months
Companies: Maruti Suzuki India Limited, Hero MotoCorp Limited
Function(s): Sourcing and Procurement, Vendor Development, New Product Development
Domain(s): Automotive
Qualification: B.E
Specialization: Mechanical
Institute: Thapar University

HARSHIT GROVER

CAREER SUMMARY

Over 5 years of experience with expertise in Sourcing and New Product Development, Vendor Development & Management, Cost negotiations, Process improvement, Cost savings through VAVE in two of India's largest automobile companies- Maruti Suzuki & Hero MotoCorp.

WORK EXPERIENCE DETAILS

Deputy Manager, Supply Chain- Maruti Suzuki India Limited

- Department Model Lead for First-ever Electric Vehicle and 2 other BS VI models, responsible for Source selection, Business distribution
- Development & Cost actualization of sheet metal parts for business worth INR 800 Cr.
- Evaluated 4 suppliers for improving supply chain capability for new models; suggested supply chain design and a new source.

Deputy Manager, Strategic Sourcing and Supply Chain - Hero MotoCorp Limited

- Managed 11 sheet metal vendors with APV of INR 220 Cr for new models.
- Procured a Layout Software worth INR 20 lakhs p.a. to automate manual work, saving man hours by 12%
- Saved ~ INR 4 Cr p.a. by implementing multiple VAVE projects related to raw material and design change.

INFO

Experience: 76 months
Companies: ICAT (Govt. of India)
Function(s): Engineering Design, Operations Management
Domain(s): Automotive, Engineering Services
Qualification: B.Tech.
Specialization: Automotive Design
Institute: UPES, Dehradun
Certification(s): CATIA

HARSHIT PURI

CAREER SUMMARY

Over 6 years of experience at certifying, design, development and simulation automotive vehicles, components and sub-assemblies. Responsible for identifying and venturing into new business opportunities as well as standardizing and improving testing procedures.

WORK EXPERIENCE DETAILS

Assistant Manager, CAD-CAE Lab, ICAT (Govt. of India)

- Managed and set up operations, sales & business development of CAD-CAE lab, generating an average revenue of INR 1.5 Cr p.a.; formed and led a team of 8 members in 3 years.
- Consulted 30+ bus & truck body manufacturers and auto ancillaries for design improvement to meet regulations or other parameters.
- Introduced a new business model for group certification; generating additional revenue of INR 50 lac in 2 years.
- Led an INR 12 Cr capacity setup work by commissioning of a CAD-CAE lab.
- Responsible for meeting monthly revenue targets of INR 50 lac and process and quality improvement of frequent simulations.
- Managed 10+ turnkey projects for product development & certification requirements of 3+ clients.

INFO

Experience: 77 months
Companies: HighRadius Technologies, TechnipFMC
Function(s): Consulting, Design Engineering
Domain(s) : IT Consulting, Oil & Gas
Qualification: Bachelor of Technology (B.Tech)
Specialization: Mechanical Engineering
Institute: Indian Institute of Technology (ISM), Dhanbad

KULDEEP DHIRUBHAI GOHIL

CAREER SUMMARY

6.5 years of work experience spanning across two different industries - Oil & Gas and IT consulting. Experience in managing SaaS Based cash application automation projects, Design Engineering, Product Design and New Product development for multiple global clients.

WORK EXPERIENCE DETAILS

Associate Functional Consultant, Consulting, HighRadius Technologies

- Led 7 Cash Application automation projects for global clients across industries such as Insurance, Steel, Food, Packaging across different technology platforms (SAP, Oracle etc.)
- Led a team of 5 consultants for entire project cycle and SDLC from kick off, business requirement gathering, solutioning to Go live.
- Coordinated with clients' multiple stakeholders from project, IT & business teams.

Engineer II, Design Engineering and New Product Development, TechnipFMC

- Reduced manufacturing cost of a piping component by 30% by designing a leaner manufacturing process.
- Standardized design for 10+ products across the globe to reduce procurement cost by bulk buying and reduced lead time.
- Delivered a complex equipment for Shell GK II project in Malaysia for Oil Well maintenance 33% earlier (from 12 to 8 months).

INFO

Experience: 75 months
Companies: Cyient Ltd.
Function(s): Engineering-Consulting, Project Management
Domain(s): Mass Transportation, IT Services
Qualification: B. Tech
Specialization: Mechanical
Institute: Gitam University, Visakhapatnam
Certification(s): SAP Simple Logistics

KUMAR VINAYAK

CAREER SUMMARY

6 years of experience in Global Client Management, Product Design Consulting, Team and Stake holder management, Business Development, Process improvement and Project Management. Extensive experience of managing client delivery onsite at France for Bombardier Transportation.

WORK EXPERIENCE DETAILS

Team Leader, Engineering Consulting, Cyient Ltd

- Led a team of 20 in successful design and manufacturing of project worth almost $1 million of Belgium Metro Rail.
- Responsible for end to product life cycle management using tools such as PLM (Enovia 3DCOM) and SAP ERP
- Coordinated and successfully closed a project onsite (INR 30 crore) at France for client Bombardier Transportation
- Ensured winning of multiple large projects (7.5 crore) by showcasing capabilities through pilot project to a France based manufacturer; Grew team from 5 to 20
- Improved process efficiency by 20% and saved INR 50 Lakhs by introducing automation process for error detection
- Awarded Best associate for Independent handling of the pilot project.

INFO

Experience : 65 months
Companies: Larsen & Toubro Ltd
Function(s): New Product Development, Product Lifecycle Management
Domain(s) : Design and Manufacturing
Qualification: B.Tech
Specialization: Electrical
Institute: Sardar Patel College of Engineering
Certification(s): Lean Six-Sigma Green Belt – BMGI

KUNAL KULKARNI

CAREER SUMMARY

5+ years of Experience in New Product Design & Development. Lead in building robust electrical safety products through effective team management and deployment of six-sigma tools. Recipient of Silver Medal during B.Tech.

WORK EXPERIENCE DETAILS

Assistant Manager, Design And Development, Larsen & Toubro Ltd

New Product Development

- Managed Lifecycle of electrical safety products from conceptualization to commercialisation.
- Evaluated product marketing requirements, Voice of Customer and competitor benchmarking to finalise specifications
- Filed 3 patents on Circuit breaker assembly; awarded 'Star Team' title for successful New Product Development

Product Improvement Initiatives

- Developed 28% cheaper & 40% more compact product than competitor's using simulation and prototyping.
- Reduced product cost by 10% generating savings of INR 1.7Cr annually through Value engineering

Project Management

- Managed the induction of INR 200 Cr. product range by coordinating with CFT of 60+ members .
- Led group of design engineers to execute phases of Product Development.

INFO

Experience: 134 months
Companies: Bechtel, Emerson, Unilever, Indorama
Function(s): Project Engineering Management, Proposals & Bids
Domain(s): EPC, Manufacturing
Qualification: B.Tech
Specialization: E&I
Institute: Dr. MGR University
Certification(s): Critical Thinking

LALIT PANT

CAREER SUMMARY

11 years of experience in project engineering management, vendor development, bid management, inside sales, engineering design, client management, market assessment and process improvement across Oil and Gas/FMCG/Industrial Automation industries for North American and South-East Asian market for fortune 500 companies.

WORK EXPERIENCE DETAILS

Design Lead, Project Engineering Management, Bechtel

- Managed multiple high value projects from basic engineering to detailed engineering for Oil/Gas & Power clients.
- Reduced design time by 25% by implementing design standardization program.
- Saved INR 30Cr. cumulatively over multiple projects by project & process optimization.

Senior Engineer, Inside sales & procurement, Emerson

- Won INR 20Cr. for 10+ project by optimising solutions for cost competitive bids for clients' RFQs.
- Generated new business opprotunities by identifying 20+ prospective client base through in-depth market analysis.

Engineer, Operations & Maintenance, Hindustan Unilever / Indorama

- Led team of 15+ supervisors managing an annual operations budget of INR 40lacs.
- Instrumentation In-charge of 2 polymer units and 6 manufacturing lines.

INFO

Experience: 78 months
Companies: Tata Power
Function(s): Project Management, Strategic Sourcing and Contracts
Domain(s): Power
Qualification: Post Graduation, B. Tech.
Specialization: Construction Management, Civil Engineering
Institute: NICMAR - Pune, Nirma University - Ahmedabad
Certification(s): MS Project and Primavera from NICMAR, Pune

MADHURYA DIXIT

CAREER SUMMARY

6+ years of experience across Project Management, indigenous & import Strategic Sourcing, P2P Contract Management in Energy domain. Expertise in vendor management, negotiation, project evaluation, budgeting, stakeholder engagement & process improvement. Managed internal-external assessments as Tata Business Excellence Model driver.

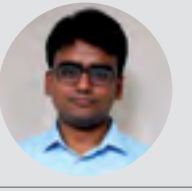
WORK EXPERIENCE DETAILS

Lead Engineer-Assistant Manager, Project Management, Tata Power

- Managed 12+ projects worth INR 260 Cr from feasibility study & cost benefit analysis till commissioning
- Led 50+ domestic, global & local vendor teams for successful execution & billing of projects
- Saved INR 4.3 Cr & 60 days in 2 critical projects worth INR 200 Cr through innovative execution & bottle neck reduction
- Handpicked by ED & CEO as the Innovation Council member, suggested & implemented 2+ projects
- Awarded for 8 times by MD, Tata Power for complex project executions achieving the targets

Assistant Manager, Procurement & Contracts, Tata Power

- Part of strategic sourcing for materials & contracts worth INR 108 Cr within just 3 months for planned overhauling
- Developed 10+ SME vendors; achieved 17% discounts by vendor negotiations by excellent cost-quality consciousness



INFO

Experience: 66 months
Companies: HPCL-Mittal Energy Ltd.
Function(s): Operations Management
Domain(s): Oil and gas
Qualification: B.Tech
Specialization: Chemical Engineering
Institute: MNIT, Jaipur
Certification(s): Lean Six Sigma Green Belt, Data Analysis by Deft University.

NAVEEN SUTHAR

CAREER SUMMARY

5+ years of experience in handling operations, process improvement, energy management, team and stakeholder management, Risk assessments, and quality management in a large oil refinery complex.

WORK EXPERIENCE DETAILS

Assistant Manager, Operations, HPCL-Mittal Energy Ltd.

- Incharge of production-Lead a team of 18+members, ensured sustained production, for Sulphur recovery unit cloking daily revenue of INR 1 Cr.
- Operations Lead for digitisation project of "work permit system" in SAP, enhanced safe work practices and reduced TAT by 50%.
- Operations lead for implementation of the Asset Performance Management system (APM) for the realtime monitoring of critical equipment.
- Optimised safe operating limits of 500+ equipment to enhance ease of operations by 25%; analysed 2000 data points
- Planned and executed projects worth INR 115 Cr which enhanced the refining capacity by 25%
- Operations lead for conducting safety integrity level analysis for the Sulphur recovery unit resulting in gaining high safety standards for the unit.

INFO

Experience: 125 months
Companies: Vodafone Idea Ltd, Ericsson Global Services, Avion Systems Pvt Ltd, Kelly Services India Pvt Ltd
Function(s): Project Management, Operations Management, Technical Consulting
Domain(s): Telecommunications
Qualification: B.E.
Specialization: Electrical & Electronics
Institute: BNMIT, Bangalore

NISHANT BANGERA

CAREER SUMMARY

10+ years of experience in project, operations and technology management in telecom industry with organizations such as Vodafone Idea, Ericsson and Huawei. Expertise in radio network design & optimization, NPS management, KPI Analysis, Vendor Management, Account Management & Complaint Handling.

WORK EXPERIENCE DETAILS

Deputy Manager, Self Organized Networks-Vodafone Idea

- Managed project worth $7.2 Mn to implement new technology (SON) for automating network performance improvement
- Managed network performance of 8 major telecom circles by leading a team of 15 from 3 vendors
- Completed 4G deployment project worth INR 743 crores in Karnataka in span of 8 months
- Provided customized mobility solutions to 50+ enterprise clients & big events-IPL

Senior Engineer, Network Engineering– Ericsson Global

- Consulted major telecom operators in Thailand and France; improved network performance
- Helped win awards worth INR 3 Mn from 2 ongoing projects in form of new feature implementation

Engineer, RF Optimization-Kelly Services

- Planned and rolled out 3G network for Airtel in Karnataka in just 3 months

INFO

Experience: 64 months
Companies: Ford Motor Pvt Ltd, Mahindra and Mahindra
Function(s): Product Development and Vendor Management
Domain(s): Automotive
Qualification: B.E
Specialization: Automobile Engineering
Institute: PSG College of Technology
Certification(s): Lean Six Sigma Green Belt -KPMG

NISHAR AHAMED K A

CAREER SUMMARY

5 years of experience in product development, global vendor management, project & stakeholder management, process improvement in automotive industry. Led cross-functional teams enabling process and cost efficiency across value chain. Awarded for ideating and implementing "Mahindra Learning through Peers" platform.

WORK EXPERIENCE DETAILS

Engineer, Product Development & Vendor Management- Ford Motor

- Reduced 'Design-to-Manufacturing' time by 12.5% by optimizing project plan; collaborated with global vendors.
- Led end-to-end product lifecycle management for wheels of premium vehicles for global markets for Lincoln Motor Company at Detroit-USA.
- Optimized design cost by 15% by benchmarking competitors; performed value engineering.

Senior Engineer, Product Development & Vendor Management -Mahindra & Mahindra

- Led CFT of 7+ members to meet demands of multiple clients.
- Managed end-to-end launch projects of 17 facelift & new products for SUVs and LCVs on time.
- Increased fuel efficiency by 7% using weight reduction techniques for 4+ vehicle models.
- Saved cost by INR 2.5 Crore by redefining product specifications and alternate sourcing.

INFO

Experience: 132 Months
Companies: BHEL
Function(s): Project Planning & Execution, Asset Management, After Sales Services
Domain(s): Energy, EPC Projects, Facility Engineering
Qualification: B.Tech
Specialization: Mechanical Engineering
Institute: VNIT, Nagpur
Certification(s): Lean Six Sigma, Internal Auditor (EMS & OHSAS)

P HARIHARAN IYER

CAREER SUMMARY

11 years of experience in Project Management (EPC Projects), Asset Management & After Sales Services in Energy & Infrastructure Sector. Expertise in project planning, team setup & management, vendor & on-site client management.

WORK EXPERIENCE DETAILS

Dy. Manager- After Sales Services, BHEL

- Managed 18 projects worth INR 30+Cr as Project In-Charge for complex overhauling/troubleshooting projects.
- Led a team of 5 engineers, managed 25+ vendors & coordinated with clients.
- Reduced cycle time by 10% in 10 projects resulting in early system availability (equivalent to INR 6Cr per day).

Sr. Engineer- In-charge Facility Engineering, BHEL

- Ensured availability of key support equipment in 18+ Project Sites.
- Implemented ERP based Asset Management System and HSE Management System at 10 Sites.
- Coordinated Balanced Score Card system for Western-Region.

Engineer- Construction Management, BHEL

- Managed an E2E INR 2500 Cr EPC Project from planning through final hand-over to M/s GSPC.
- Prepared and updated project plans against Master Schedule; presented in Board level meets.

INFO

Experience : 100 months
Companies: GAIL(I) Ltd
Function(s): Operations & Maintenance
Domain(s) : Oil & Gas
Qualification: BE
Specialization: Instrumentation and Control
Institute: Netaji Subhas Institute of Technology

PAVITRA GANESH

CAREER SUMMARY

8+ years of cross-functional experience in Operations & Maintenance, Procurement and Inventory planning, Project Management (Automation & IIoT), Contract & Vendor development, Team Management in downstream gas plant.

WORK EXPERIENCE DETAILS

Sr. Manager, Operations & Maintenance, GAIL (I) Ltd

- Managed 4+ large end to end (proposal to implementation) turnkey projects, worth INR 10Cr ensuring system productivity, availability, efficiency.
- Led a team of 4 for managing the maintenance of entire Instrumentation systems of GAIL Vaghodia plant, Gujarat.
- Pioneered & implemented an IIOT e-logbook system for real data capturing of critical equipment and further analytics as a part of unique plant wide OT-IT initiative.
- Initiated and implemented entire Preventive/Breakdown maintenance activities in SAP-PM Module.
- Centrally managed the entire Procure to Pay (P2P) cycle for spares worth INR 3Cr per annum and managed 30+ vendors.
- Design and implemented a centralised control system (Yokogawa DCS-Centum VP) worth INR 1.5Cr for plant.

INFO

Experience: 72 months
Companies: Tata Consulting Engineers
Function(s): Design Engineering & Consulting, Project Management, Process Improvement
Domain(s): Engineering Consulting
Qualification: B.E.
Specialization: Civil
Institute: SPCE, Mumbai
Certification(s): Chartered Engineer (IEI), Indian Green Building Council Accredited Professional

PRANIT DALVI

CAREER SUMMARY

6 years of experience in Engineering Consulting for Infrastructure, Hydrocarbons, Chemical, and Industrial Sector for Global & Indian clients. Expertise in Managing end to end project cycle, Process improvement, Client management, and Vendor Management.

WORK EXPERIENCE DETAILS

Assistant Manager, Project Engineer, Tata Consulting Engineers

Consulting Projects

- Worked on plant design of 15+ EPC projects (INR 500-2500 Cr) for clients such as P&G (USA), Dangote (Nigeria), CEAT, Asian Paints, HPCL
- Ensured a record 12 months before time completion for a tyre facility (INR 2000 Cr); Revised workflows to increase output by 40%
- Managed complete bidding process for civil works tenders (INR 500+ Cr)

Process Improvement

- Handpicked in a team of 40 from 2200+ to initiate digital transformation; Implemented "Wrench" a system that helped in workflow digitization
- Achieved 60% reduction in drafting man hrs and 20% in engineering hrs by bridging the gap between design tools and 3D software
- Published 12+ technical documents as a part of TCE's standardization team which looks after knowledge management

INFO

Experience: 89 months
Companies: MECON LTD
Function(s): Technical consulting, Design & Process Improvement, Project management
Domain(s): Steel
Qualification: B. Tech
Specialization: Mechanical Engineering
Institute: SVNIT, Surat
Certification(s): Lean Six Sigma Green Belt

RAJA CHANDRA GADEELA

CAREER SUMMARY

Over 7 years of experience in technical consulting, design and process improvement, and project management for steel industries. Received a provisional patent for product design of critical steel equipment; developed a document tracking system which increased engineering efficiency.

WORK EXPERIENCE DETAILS

Senior Design Engineer, Engineering & Projects, MECON Ltd

Technical Consulting

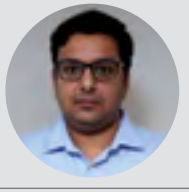
- Provided Engineering and PMC services for a 3.0 mtpa integrated steel plant for client NMDC Ltd
- Provided design solutions for 3 steel projects by optimizing investment, manufacturing, and modification costs
- Evaluated and prepared a Due Diligence & Valuation Report for PSML, a defunct Nigerian steel plant

Design and Process Improvement

- Received a provisional patent for a product design of critical Steel equipment; reduced design cost by 10%
- Saved INR 1.6 Cr for the company by developing a document tracking system which increased engineering efficiency

Project Management (MECON, Nagarnar)

- Monitored and strengthened compliance with 10+ third party vendors to ensure faster execution and better work quality.



INFO

Experience: 74 months
Companies: Ericsson, Nokia Networks
Function(s): Service Delivery, Operations and Project Management, Technical Consulting
Domain(s): Telecom
Qualification: B. Tech
Specialization: Electronics and Communication
Institute: NIT, Patna
Certification(s): Lean Six Sigma Green Belt by KPMG

RAJAT SHARMA

CAREER SUMMARY

Over 6 years of experience (onsite in South Africa, Australia) in Operations Management, Project Management, Technical Presales Consulting & Process Improvement in Telecom Industry. Received multiple appreciations from global clients; selected for Leadership Development program for being top performer throughout.

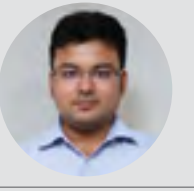
WORK EXPERIENCE DETAILS

Senior Engineer, Service Delivery, Ericsson

- Managed annual revenue of INR 6 Cr+ for client NBN, Australia as Team Lead.
- As POC for NBN handled team of 30+ members, coordinated with multiple stakeholders for smooth execution of the entire project life cycle.
- Reduced cash cycle time by 5 days by automation of invoicing template for NBN, Australia.
- Captured additional business worth INR 4.8 Cr by good client relationship and delivery excellence from NBN, Australia.
- Regained additional business of INR 18 lakh by excellent delivery to MTN, South Africa.

Solution Specialist, Pre-Sales, Nokia Networks

- Led successful bidding to win an award worth INR 3.8 Cr for implementing mobile sites for Qatar-Vodafone.



INFO

Experience: 65 months
Companies: Maruti Suzuki India Limited, Honda Cars India Limited
Function(s): Product Quality, Market Research, Analytics & Insights
Domain(s): Automotive, Quality Assurance
Qualification: B. Tech
Specialization: Mechanical Engineering
Institute: YMCAUST, Faridabad
Certification(s): Critical Thinking

RIPAN NANDI

CAREER SUMMARY

5+ years of experience in product quality assurance, designing & implementing customer feedback system, understanding customer voice & collaborating with Product Planning team for improvements, designing "Customer Education" module & providing training to Dealer Manpower PAN India spreading product awareness.

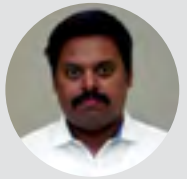
WORK EXPERIENCE DETAILS

Deputy Manager, Quality Assurance – Market & Plant, Maruti Suzuki India Limited

- Conceptualized, designed & implemented customer feedback system for entire vehicle portfolio resulting in product quality improvement.
- Achieved JD Power IQS No. 1 in 2018 for 5 Models across all Indian passenger vehicles.
- Interacted with 600+ customers to understand quality issues.
- Analysed 22k+ customer feedback & identified key product improvements in 12 vehicles.
- Identified "Customer Education" as major improvement area; trained 600+ dealer manpower to spread product awareness

Executive, Market Quality, Honda Cars India Limited

- Reduced issue occurrence rate by 20% thereby reducing numbers, types of defects & ensuring adherence of counter measures.
- Collaborated with Global Honda Thailand Team for new model development.
- Managed parts quality issues from 12+ suppliers.



INFO

Experience: 66 months
Companies: Tata Steel Downstream Products Limited
Function(s): Operations Management
Domain(s): Steel, Automotive
Qualification: B.Tech.
Specialization: Electrical & Electronics
Institute: G.V.P. College of Engineering, Visakhapatnam
Certification(s): Lean Six Sigma Green Belt, IATF 16949:2016

SAMADHI NIKHILESH KUMAR

CAREER SUMMARY

5+ years of experience in production, quality control and maintenance. Involved in plant management to achieve production targets, preventive and breakdown maintenance, process improvement and cost cutting initiatives, framing standard operating procedures to achieve product quality for automotive OEMs.

WORK EXPERIENCE DETAILS

Manager, Operations, TSDPL

- Led a team of 50 personnel. Increased monthly production from 6000 to 12500 Tons through six sigma and lean methodologies
- Achieved a monthly saving of INR 0.24 Cr by initiating re-use of consumables
- Re-designed steel warehouse to increase capacity from 3000 to 5000 Tons
- Well versed with SAP–MM, PM; trained operations team to record transactions
- Conducted periodic internal audits for IATF compliance, and responsible for review and update of SOPs, PFMEA and control plan
- Trained operations teams and implemented TPM on the shop floor
- Maintained critical spares and started dedicated maintenance store
- Increased out bound logistics from 4 to 8 vehicles per shift
- Achieved clearance from Toyota and Ashok Leyland for supplying steel from Chennai plant

INFO

Experience: 124 months
Companies: L & T, Isgec Heavy Engg, Inox Wind Ltd, Jaypee Group
Function(s): SCM, Project Management & Manufacturing
Domain(s): EPC, Power-Wind, thermal, hydro & Cement
Qualification: B.E.
Specialization: Mechanical
Institute: MDU
Certification(s): Six sigma green belt

SANTOSH KUMAR PATRA

CAREER SUMMARY

Result oriented supply chain professional with 10+ years of experience in diverse roles spanning strategic sourcing, vendor management, manufacturing, contract management, logistics and process excellence in power, cement & sugar industries. Successfully led digitalization & automation projects in procurement & logistics.

WORK EXPERIENCE DETAILS

Manager, SCM-L&T Power

- Developed three new suppliers for meeting sudden demand of capital equipment's worth 450 Mn; scaled up the capacity by 90 % and reduced cost by 20 %.
- Reduced purchase cost by 20% by redesigning procurement process.

Senior Engineer, SCM-Isgec Heavy Engineering

- Reduced logistics cost by 4% & manpower by 60%; introduced digital transportation management system integrating with SAP.
- Managed strategic sourcing, 100+ vendors & supply chain spending worth 1500 Mn components for sugar plants.
- Ensured delivery of 6000 Mn in just 3 months for the 3500 TCD sugar projects.

Assistant Manager, Strategic Sourcing-Inox wind

- Imported 8000 million worth A-class components for 240 wind turbines in just 7 months; reduced cost by 5%.
- Managed 20 global and 25 domestic suppliers.

INFO

Experience: 65 months
Companies: Schneider Electric, E2open
Functions: Supply Chain Management, Analytics, Consulting
Domain: FMCG, IT
Qualification: BTech
Specialization: Mechanical
Institute: Vellore Institute technology, Vellore
Certification: Data Science for beginners by Data Camp

SAURABH MISHRA

CAREER SUMMARY

5+ years of experience in implementing Demand planning, Digital transformation and Analytics solutions leveraging various digital platforms. Worked on multiple Supply Chain digital projects and consulted clients such as PMI and Kellogg's. Collaborated with product team for providing forecasting solutions.

WORK EXPERIENCE DETAILS

Senior Application Consultant, Solutions Implementation, E2open

- Implemented Demand Sensing Solution (SAAS) for a FMCG giant in 3 regions improving forecast accuracy by 40% resulting in savings of USD 4mn annually.
- Collaborated with product and pre- sales team for customizing solutions for POC's for clients.

Senior Functional Analyst, Digital Supply Chain, Schneider Electric

- Acted as Core Team Member for a global implementation of Oracle Demantra, a forecasting product to implement 'S&OP Collaboration' module
- Collaborated with external consultants INSPIRAGE to improve forecast accuracy by 11%
- Saved Euro 80K annually by automating various Demand/Supply Planning activities using RPA; led a team of 5 members
- Improved cycle time by 25% of SIOP (Sales Inventory and Operation) process by removing redundant items

INFO

Experience : 61 months (Including 13 months in UK)
Companies: TATA Consultancy Services
Function(s): Project Management, Verification & Validation and Engine Certification
Domain(s) : Aerospace
Qualification: B.E.
Specialization: Mechanical
Institute: BVB CET, Hubli
Certification(s): Lean Six Sigma and Diploma in AutoCAD

SHOUVIK DAS

CAREER SUMMARY

5+ years of experience in program management, risk mitigation, data analysis, aircraft engine testing & certification for Rolls-Royce aero engines. Expertise in leading large teams, managing client needs and improving processes.

WORK EXPERIENCE DETAILS

Program Manager, Verification & Validation-TCS India

- Handled team of 60 engineers to facilitate 95,000 hours' worth of deliverables
- Enabled on-time/in-budget delivery using Earned Value Management, increasing CSI from 89% to 96%
- Identified technological gap between client's requirement and available resources, acquiring project worth USD 1.5 Mn/year
- Identified High-Impact/High-Probability risks; used Monte-Carlo simulation to evaluate project impact and prioritise issue resolutions

Lead Onsite-Coordinator, Fuel System Test Engineering- TCS UK

- Handled team of 4 engineers at onsite to perform critical execution
- Saved GBP 2 Mn/year by reducing cycle time of an engineering test by 90%
- Added USD 0.7 Mn/year in revenues by identifying multiple business opportunities
- Executed regulatory test approvals by analysing large sets of data & validating test procedures

INFO

Experience: 102 Months
Companies: Larsen & Toubro Limited
Function(s): Project Management, Regional Coordination, QA & QC
Domain(s): EPC Projects
Qualification: B. E
Specialization: Mechanical
Institute: IIEST, Shibpur
Certification(s): Exec. PG Program in Quantity Surveying and Services, Lean Six Sigma Green Belt

SUBHRANTA KUNDU

CAREER SUMMARY

Project management professional with 8.5 years of experience in all phases of high-value EPC projects' life cycle. Have cross-functional leadership exposure in all the project management knowledge areas, digital transformation, regional-coordination, manufacturing, feasibility study, getting statutory clearances, and dealing with bureaucrats.

WORK EXPERIENCE DETAILS

Project Manager, Section-in-charge, Crisis Management, L&T Ltd.

- Managed 10+ complex projects with a cumulative worth of INR 200+ Cr by leading large teams of up to 60 staff and 500+ workers.
- As a Project Manager, managed INR 105Cr EPC projects of transmission line construction for Jharkhand state power transmission client (JUSNL).
- Increased project profitability by 50% by increasing profitable project scope & reusing existing equipment from other projects
- Implemented multiple digitalization tools for project management optimization - Real-time monitoring & control tools, Biometric worker attendance etc.
- Innovated 2 safety precaution measures for ensuring foolproof safety mechanism for people; adopted by the entire organization.
- Got appreciation certificate from client (BAPL) for excellent personal contribution in Durgapur Airport project.

INFO

Experience: 100 months
Companies: Aditya Birla Fashion & Retail , Reliance Brands, Lacoste India, Snapdeal
Function(s): Brand Strategy & Category Management
Domain(s) : Retail
Qualification: Master of Fashion Management , B.Sc Biotechnology
Specialization: Retail Management
Institute: National Institute of Fashion Technology Delhi

SWATI GOYAL

CAREER SUMMARY

8+ years of experience in category management for retail brands in india. Expertise in complete brand strategy from conceptualization to final delivery of product. Launch of 2 new international brands in india & collaborated with design, operation, supply chain, Finance Teams.

WORK EXPERIENCE DETAILS

Manager, Internal Brands , Aditya Birla Fashion & Retail (Pantaloons)

- Handled women casual wear division with annual revenue of INR +150Cr for own brand segment
- Improved annual sales by 10% by improving product mix & quality
- Achieved one of the highest sell-through for the brand (67% Full Price) in last 5 years

Manager, Buying & Planning -Reliance Brands Ltd

- Launched 2 international brands in India, developing end to end brand strategy, merchandising mix, marketing and PR campaigns
- Launched 5 new stores in 1 year achieving 50% Sell through for first season
- Identified international products suitable for Indian market by exploring products in bi-annual trade shows in New York

Assistant Manager, Buying -Lacoste India

- Led new business – Accessories and Footwear; increased contribution by 3% to annual revenue mix

INFO

Experience: 63 months
Companies: Rashtriya Ispat Nigam Limited (RINL), Dassault Systemes Global Services Pvt. Ltd. (DSGS)
Function(s): Operations & Project Management, Product Development
Domain(s): Manufacturing
Qualification: B.Tech.
Specialization: Metallurgical Engineering
Institute: NIT Raipur
Certification(s): Lean Six Sigma Green Belt Certification by KPMG

VICHAL RASTOGI

CAREER SUMMARY

5+ years of experience in Operations and Project Management in Manufacturing Industry (Steel) with expertise in process improvement, production planning & scheduling, cross-functional collaboration and team management. Consistent performer in academic & professional areas.

WORK EXPERIENCE DETAILS

Deputy Manager, Operations and Project Management – RINL

- Executed & commissioned INR 800Cr Special Bar Mill Project in a team handling different stakeholders; Collaborated with Italian technology provider
- Led a team of 12 members & 15 workers as shift-charge of mill area producing 2200T/day of bars
- Stepped up production to 70% of capacity by continuous improvement and stabilized different products & processes
- Designed SOP for critical equipment changeover to eliminate furnace tripping thereby reducing production loss
- Developed dynamic Excel dashboards to analyse & reduce unplanned delay time by 10%
- Managed team by resolving multiple conflicts through continuous communication with different stakeholders

Software Developer, Product Customization – DSGS

- Customized multiple modules of Product, Process and Resource (PPR) model in DELMIA V6 as per client requirement

INFO

Experience : 64 months
Companies: Larsen & Toubro Ltd.
Function(s): Project Management, Engineering & Execution
Domain(s) : Heavy Engineering
Qualification: B.Tech
Specialization: Electrical Engineering
Institute: VJTI
Certification(s): Lean Six Sigma – Green Belt

VIGNESHKUMAR DHANDAPANI

CAREER SUMMARY

5+ years of experience in project management & engineering design with expertise in contract management, vendor development, process improvement, technology and execution of high-value, heavy engineering projects. Worked on multiple automation and digitalization projects. Was top performer throughout the tenure.

WORK EXPERIENCE DETAILS

Assistant Manager, Project Management, L&T

- Led 4-member team for end-to-end activities of high-end defence technological system worth INR 25 Crores
- Set up entire processes & systems for first of its kind project along with IAF and L&T
- Imported advanced equipment from 4 foreign OEMs from Israel & France

Assistant Manager, Engineering & Execution, L&T

- Led 9-member team handling end-to-end design and change management of mega defence projects worth INR 6000 Crores
- Led an 8-member cross-functional team achieving a 33% reduction in manufacturing lead time
- Digitalized production inspection process reducing its cycle time by 80%

Senior Design Engineer, Engineering & Execution, L&T

- Automated design quality checks leading to 50% lead time reduction in release of production full-kit data

INFO

Experience : 64 months
Companies: MG Motor India Pvt Ltd, Mahindra Vehicle Manufacturers Limited
Function(s): Vendor development & quality, Global vendor management
Domain(s) : Automotive
Qualification: Post Graduate Diploma in Data Science, B-Tech
Specialization: Data Science, Mechanical
Institute: IIIT-Bangalore, College of Engineering Trivandrum

VISHNU VIJAYAN

CAREER SUMMARY

5+ years of experience in domestic & global vendor management & development, vendor audits & improvements, component development & vendor quality, data analytics & visualisation. Expertise in managing 75 diverse vendors and leading team of 35 professionals, delivering process improvement projects.

WORK EXPERIENCE DETAILS

Deputy Manager, Vendor & Component development-MG Motor India

- Development & quality of 4 vendors, reducing quality issues by 75% and improving efficiency by 40% within 5 months
- Led CFT developing 55 new components, collaborating with 6+ Chinese and Indian vendors through failure mode analysis, data analytics and problem solving.
- Consulted multiple vendors through process and system analysis.

Deputy manager, Vendor management & quality-Mahindra Vehicle Manufactures Limited

- Led team of 32 for ensuring quality of parts and processes of 75+ vendors for 7+ models
- SPOC for collaboration with SsangYong Motors Korea
- Saved INR 1.5 Cr in 6 months through concern resolution and claim settlements
- Managed 25+ global vendors from Korea & USA for ensuring quality parts

INFO

Experience: 74 months
Companies: TAFE – Tractors and Farm Equipment, Tecno Doors, MRF Tyres
Function(s): Strategic sourcing & New product development.
Domain(s) : Automotive & Manufacturing
Qualification: B.E
Specialization: Mechanical
Institute: St. Josephs, Chennai.
Certification(s): Six Sigma Black Belt by MSME India.

ZACHARIAH ABRAHAM THAZHAYIL

CAREER SUMMARY

6+ years of experience in Manufacturing & Automobile Industry in Global Sourcing & Procurement, Value Engineering & Cost Reduction, New Product Development and Engineering Change Management. Experience of leading large teams for maintenance and operation improvements.

WORK EXPERIENCE DETAILS

Assistant Manager, Materials & Engineering Change Management -TAFE

- Strategic sourcing & development of materials with worth INR 300 Cr p.a developing ~ 300 parts. Assessed vendor risk and managed 60+ suppliers
- Localized & developed components at Turkey from scratch as part of Turkey's newly introduced 51% local sourcing regulation
- Reduced spend value by INR 4.5 Cr p.a by multiple VAVE and cost reduction initiatives.
- Improved 900+ product variants by leading implementation of 1000 + change projects. Performed manufacturing & product feasibility study of major product & technology improvements.

Engineer, Sourcing and Procurement -Tecno Door.

- Strategic sourcing and procurement of materials with spend value INR 150 Cr from 140+ Global & Indian suppliers.

Mechanical Engineer, Plant Engineering - MRF Tyres.

- Led team of 45 for maintenance of 35 curing machines

MARKETING

PROF. THOMAS PULIYEL
AREA HEAD - MARKETING

Prof. Thomas Puliyel holds an MBA degree from IIM Calcutta with specialisation in Marketing and Behavioural Sciences. He was a Member for the World Economic Forum, Global Agenda Council on the Future of Consumer Industries and a Life Member of Market Research Society of India (MRSI) Prof.Puliyel has an industry experience of 38 years and has served as Country Manager and President of Research International and MRB Group respectively.

"PGPM brings together students with diverse backgrounds and work experience. This hothouse provides a learning environment that makes them great team players and ready to take on the most challenging of tasks. The Marketing students of PGPM are very grounded and their years of experience in industry have given them a balanced perspective of the world. They are reasoned in their communication, dedicated and committed to the task, experimentative, and are driven by the urge to excel. It is these qualities that fit our students to successfully take on middle and senior roles within organisations."

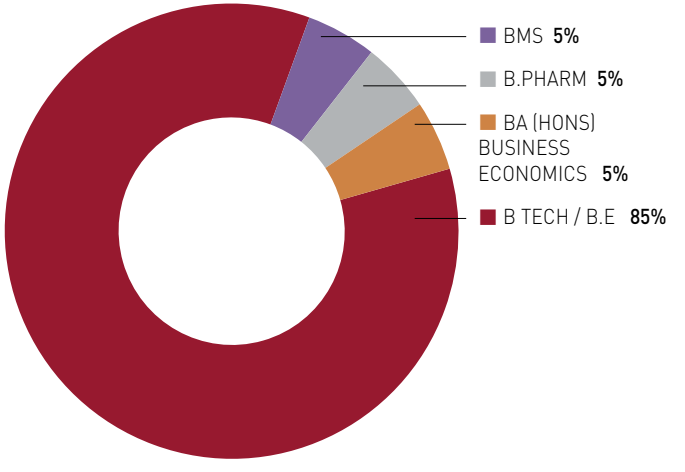
MARKETING

- The Marketing cohort of PGPM 2020 is comprised of professionals with average work experience of 7.1 years in domains such as IT Products & Services, BFSI, Retail/ E-Commerce, Healthcare & Life sciences etc. The incoming participants hold prior experience in key business roles such as Strategy, Sales & Business Development Marketing & Product Management to name a few.

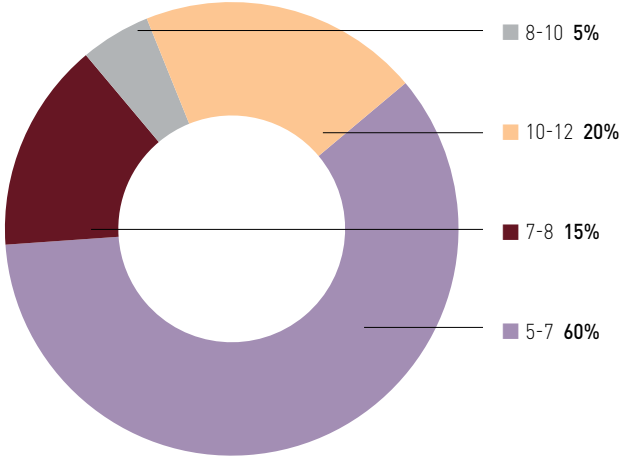
- The Marketing specialization gives each student tremendous opportunities for career acceleration. International immersion at Samuel Curtis Johnson Graduate School of Management at the Cornell University, USA helps in strengthening the knowledge of marketing theory and leadership strategy

- The subsequent pages are a snapshot of the expertise and professional capabilities of this vibrant bunch that has an unrelenting passion for driving innovation and thought leadership in today's dynamic world.

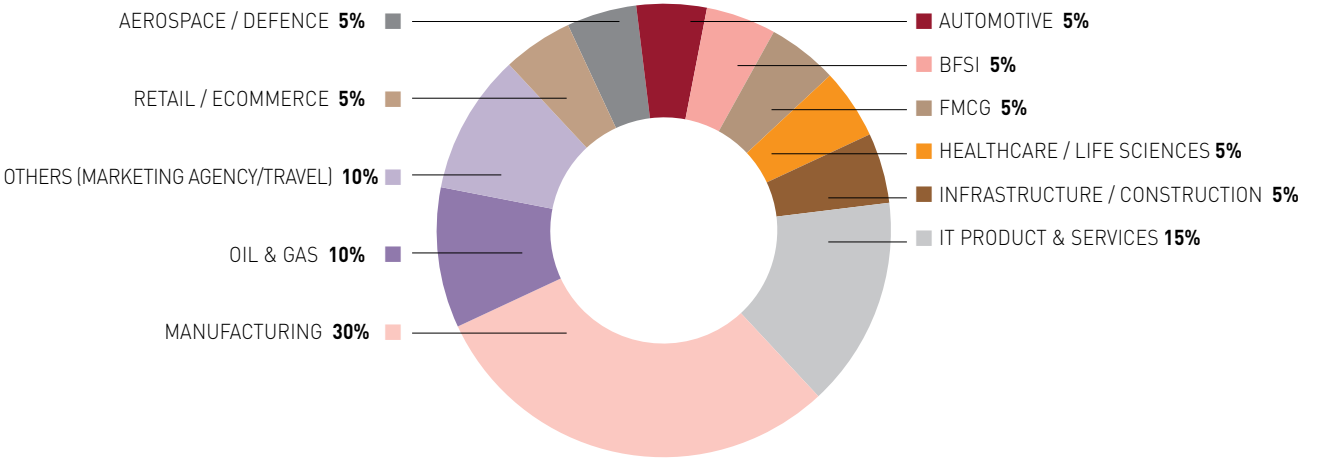
EDUCATIONAL BACKGROUND



WORK EXPERIENCE



INCOMING DOMAIN



MARKETING INDEX For individual profile, click on the names below

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4	Anubhav Mehta	Oil and Gas, Automotive	Key Account Management, Business Development	96 months	72
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9	Mahima Gupta	Retail (Furniture), Power Industry	B2B Sales, Business Development	81 months	74
10	Mayank Srivastava	Defence	Business Development, Strategy, Project Management	138 months	74
11	Nadeem Siddiqui	Oil & Gas, Construction	Sales, Marketing, Business Development	93 months	74
12	Pranav Aggarwal	E-commerce	Partnerships, Business Development	67 months	74
13	Pranay Joshi	Digital Marketing	Account Management, Business Development	92 months	75
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15	Sahitya Banta	Consulting & Market Research	Strategic Research, Account Management	64 months	75
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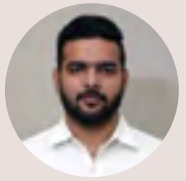
17	Shiva Mehta	BFSI, E-Commerce	Sales, Account Management, Product Management	78 months	76
18	Sonalini Jena	Healthcare, Oil & Gas	Corporate Strategy, Strategic Alliances	62 months	76
19	Tarun Kataria	Chemicals/Biochemicals, FMCG	Business Development, Project Management	60 months	76
20	Vishnu Shreedethan	Oil & Gas, Manufacturing	Sales, Business Development	63 months	76



INFO

Experience: 64 months
Companies: Capital Feeds Pvt.Ltd and Saint Gobain Glass India Pvt.Ltd
Function(s): Sales, Strategy & planning,
Domain(s): Sales
Qualification: B.Tech
Specialization: Mechanical
Institute: SRM University
Certification(s): Indian Green Building Council - accredited professional

ADITYA ARORA

CAREER SUMMARY

4.2 years' experience in Real Estate sector in Business development and Account Management and 1-year experience in Managing Family Business. Expertise in B2B sales, Key Account Management, Strategy & planning, Marketing, distribution/ Channel Management, receivables management

WORK EXPERIENCE DETAILS

Sales Manager, Capital Feeds Pvt. Ltd

- Handled Sales and Marketing of poultry feed in Punjab and Haryana. Planned & executed orders.
- Achieved INR 7cr of revenue and sale of 350 MT of feeds/ month, increase of 10% from 2017.
- Managed 5 distributors in Haryana & Punjab. Handled supply, complaints, and receivables.

Manager - Key accounts, Saint Gobain Glass

- Worked in markets of western India, handled sales of high value-added glass products. Interacted with builders, architects, glass installers and consultants.
- Part of salesforce implementation team.
- Equipped distributors with knowledge and skills to sell glass not as a commodity, but as engineered customized product.
- Performed various account engagement programs with the clients.

INFO

Experience: 125 months
Companies: Sulzer Pumps India Private Limited, Flowserve India Controls Private Limited
Function(s): Sales, Tendering and Business Development
Domain(s): Manufacturing, Rotating Equipment
Qualification: B.E
Specialization: Mechanical Engineering
Institute: Sri Krishna College of Engineering and Technology

AFSAL P A

CAREER SUMMARY

Over 10 years of experience in Project Sales, Tendering and Business Analysis in Oil& Gas, Desalination and Fertilizer segments

WORK EXPERIENCE DETAILS

Key Account Manager, Sulzer Fertilizer & Chemical Processing Industry(All India)

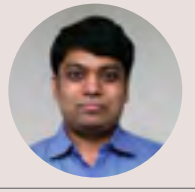
- Managed 10+ key accounts Pan India. Key Accounts include Vedanta, Hindalco, Adventz, Coromandel Fertilizers and FACT. Achieved 300% top line growth in 2 years.
- Implementation of Business Analytics using QlikView.
- Added EPCC Accounts in Fertilizer Industry such as Furnace Fabrica, Outo Kumpu and L&T.
- Involved in the Acquisition and Integration of Ensival Moret India Limited with Sulzer India.

Sales and Tendering Engineer -Sulzer

- Sales and tendering experience in export market. Key projects handled were SADARA Isocyanates project, MIRFA desalination project, Ashdod Desalination project & Amal Steam project (Petroleum Development Oman).

After Market Sales Engineer- Flowserve

- Set up the new Aftermarket department for Northern region and achieved 1.3 x of the target sales.



INFO

Experience : 88 months
Companies: Trane Technologies., Blue Star Ltd., Kehems Technologies Pvt. Ltd., Cranedge India Pvt. Ltd.
Function(s): B2B Sales, Marketing & Strategy, Key Account Management
Domain(s) : Engineering
Qualification: B.E.
Specialization: Mechanical
Institute: AISSMS College of Engineering, University of Pune

AKHILESH AGRAWAL

CAREER SUMMARY

Over 7 years' work experience in territorial and regional sales in the material handling equipment and HVAC industry with expertise in B2B sales, key account management, marketing and strategy and, dealer management

WORK EXPERIENCE DETAILS

Deputy Manager, Applied Sales – Trane

- Achieved INR19.30 Cr revenue in RoM, 16% YoY growth. Received 3 spot awards for highest monthly booking in SAARC
- Spearheaded single largest order of INR 10.2 Cr in RoM, sold SAARC's largest single machine of 2000 TR capacity. Awarded for cross-selling first Made in India AHU's of INR2.86 Cr

Senior Executive, Sales – Blue Star

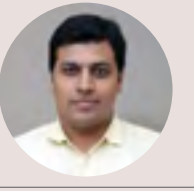
- Established case for Energy, Air & Water Management in western region. Setup INR1.7 Cr business from scratch
- Delivered 17% YoY growth in HVAC through BD, dealer management & trainings

Senior Engineer, Sales - Kehems

- Registered 31% YoY growth and strategized trial order for rental company generating INR6 Cr

Executive, BD – Cranedge

- Ideated One-Time-Health-Check service for prospective clients, added 9 accounts



INFO

Experience : 96 months
Companies: Castrol India Ltd., Sandvik Asia Pvt. Ltd., M&M Ltd
Function(s): Key Account Management, Business Development, Project Management
Domain(s) : Sales
Qualification: B. Tech
Specialization: Metallurgy
Institute: NIT Durgapur
Certification(s): Digital Marketing (Google); Effective Communications and Human Relations (Dale Carnegie)

ANUBHAV MEHTA

CAREER SUMMARY

8 years of sales & marketing and engineering experience across lubricants, industrial consumables and automobile sectors. Expertise in B2B Sales, Key Account Management, Dealer Management, Marketing & Strategy and Project Management.

WORK EXPERIENCE DETAILS

Key Account Manager, Industrial Lubricant Sales - Castrol India Ltd.

- Generated new business of lubricants and rust preventives at direct customers in Rajasthan
- Regained lost business at automotive OEMs using value-based solutions and projects

Territory Manager, Sales – Sandvik Asia Pvt. Ltd.

- Generated over INR 20 Mn sales through new machine investment projects
- Responsible for tool management & customer training to automotive OEMs in Rajasthan

Assistant Manager, Projects-Mahindra & Mahindra Ltd.

- Responsible for CAPEX planning and line balancing of Foundry division
- Co-ordinated the TPM activities in Foundry division in line with Business Excellence

INFO

Experience: 61 months
Companies: Bridgei2i, Redseer Management consulting, Infosys
Function(s): Strategic Research, Account Management
Domain(s): E-commerce, Telecommunications, BFSI
Qualification: B.Tech
Specialization: ISE
Institute: PESIT, Bangalore
Certification(s): KPMG Six Sigma, Statistical Techniques - Indian Statistical Institute

BHARATH NAGARAJAN

CAREER SUMMARY

5 years of experience in market research and pre-sales across multiple sectors, with expertise in conducting primary research for Private Equity clients looking to invest, track or expand their portfolio. Also, supported business development efforts through account management and proposal creation.

WORK EXPERIENCE DETAILS

Consultant, Market Intelligence-Bridgei2i Analytics Solutions

- Team leader for a project in the telecom market for a USA based telecommunication major, helping their strategy team in market expansion
- Suggested business partnerships for a Private Equity firm, resulting in M&A of portfolio companies.
- Created & co-presented proposal to US Telecom client, bagging 2 consecutive INR 54 L project for 1 FTE engagement

Research Analyst, Strategic research - Redseer management consulting

- Worked with India head of NY private equity firm to conduct Due-diligence on recently acquired Retail firm.
- Led team of ad-hoc executives, to understand Indian used car finance market, to chart out GTM strategy for BFSI client
- Delivered engagements on opportunity assessments, competitive intelligence and benchmarking.

INFO

Experience : 66 months
Companies: Tata Steel - ISWPL
Function(s): Marketing & Sales
Domain(s) : Steel Industry
Qualification: B.Tech (Hons.)
Specialization: Electrical & Electronics Engineering
Institute: National Institute of Technology - Jamshedpur
Certification(s): Marketing Analytics from Coursera - University of Virginia

DIVYA PRAKASH

CAREER SUMMARY

5.5 years of steel industry experience across various roles in Marketing and Sales with expertise in P&L management, product management, business development, marketing & brand development, CRM implementation and contract manufacturing management

WORK EXPERIENCE DETAILS

Business Manager, Marketing & Sales, ISWPL (Subsidiary of Tata Steel)
P&L Management

- Managed team of 14 to drive INR 26 Cr business having margin of 7%
- Monitored cost of inbound & outbound logistics, raw material, manufacturing process and marketing
- Developed 5 SKUs to enhance portfolio.

Business Development Manager

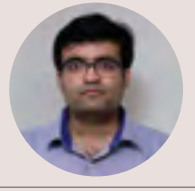
- Accomplished 109% of Annual target by tapping new markets
- Improved CSI from 78% to 85% through focussed marketing

Marketing & Brand Development

- Formulated Annual Business Plan of INR 54 Cr for 3 BUs
- Led team for Retail Value Management exercise for market mapping and strategy development

Process Improvement

- Led team for development of CRM application through third party
- Secured Silver standard in Business Excellence Leadership program, by Tata Business Excellence Group



INFO

Experience: 143 Months
Companies: SAP India, SumTotal Systems, & Tech Mahindra
Function: Account Management, Product Management, L&D, & IT Consulting
Domain: Human Capital Management
Qualification: B.Tech
Specialization: Electronics & Comm.
Institute: Dr. K.N.M.I.E.T., Modinagar
Certification: SSAPSF LMS Application Consultant, SAPSF LMS and EC SFX, Oracle Certified Associate

HEMANT TANDON

CAREER SUMMARY

12 years experience in Account Management, Product Management, Learning & Development, and Consulting in Human Capital Management, engaging with CXOs across geographies & industries.

WORK EXPERIENCE DETAILS

Account Management, Consulting, L&D, and Product Management - SAP India

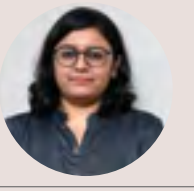
- Managed SAP SuccessFactors's Customer Accounts to resolve issues due to product limitations.
- Engaged with customers & implementation partners to design system architecture
- Trained ~200 HR professionals across cities
- Conducted enablement sessions on product features, roadmap, and industry trends
- Designed custom solutions to meet business requirements

Consulting, Learning & Development, Project Management - SumTotal Systems

- Supported legacy product, generating $1.4Mn renewal revenue
- Conducted training & triage session for global teams
- Worked on JiraX – SFDC integration, New Hire Onboarding program, Customer Support – On-demand Collaboration & Phone Usage project.

Database & Application Administrator – Tech Mahindra

- Worked in HRIT team for Microsoft to develop & test backup and recovery plans.



INFO

Experience: 81 months
Companies: SOTC Travel Ltd., Wavemaker, Perfomics.Convonix , Media.Net
Functions: Campaign Management, E-Commerce Sales, Client Management
Domain: Digital Marketing, E-Commerce Sales
Qualification: B.M.S.
Specialization: Marketing
Institute: Mithibai College
Certification: Google Ads & Analytics

HIRAL SONI

CAREER SUMMARY

Marketer with 81 months of experience building & implementing strategies for travel & lifestyle E-commerce websites. Expertise in digital campaign strategy, marketing, E-commerce sales, account management & client engagement

WORK EXPERIENCE DETAILS

Manager, SOTC Travel Ltd.

- Revived dormant holiday products & improved conversion rate by 7% for exotic holiday destinationss
- Optimized lead form length for better lead management & channel attribution, resulting in 20% lower dropout rate

Business Manager, Peroformics.Convonix & Wavemaker

- Scaled up website traffic by 55% by focusing on content & keyword research thereby improving Paid to Non-Paid Channel contribution ratio from 9:1 to 7:3
- Drove direct conversions on the website through AI powered marketing platforms that contributed 5% to the total revenue

Sr. Research Analyst, Media.Net

- Implemented ad campaigns on the Yahoo Bing Network Contextual Ads Platform
- Tracked and reported performance of campaigns & domains based on CTRs, CPMs & RPMs

INFO

EExperience: 81 Months
Companies: Family Business, Startup, L&T, Prashaste
Function(s): B2B Sales, BD, **Marketing,** Strategy
Domain(s): Retail & Power
Qualification: B.E.
Specialization: Electronics & Instrumentation
Institute: Shri GSITS, Indore
Certification(s): Diploma-Furniture Design, Italy; Operations Management, IIM B (online)

MAHIMA GUPTA

CAREER SUMMARY

7 years of B2B sales, BD, Marketing, Strategy and Product Management experience across Furniture and Power industry. Spearheaded modernization and capacity expansion of family business & founded a furniture upcycling start-up.

WORK EXPERIENCE DETAILS

Partner, Family Business, Adarsh Wood Craft
- Modernized family's manufacturing business & increased capacity by 100x
- Patented in-house innovation of plywood business & increased revenue by Rs 1 Cr

Founder, Mini Makes
- Made 40 % gross margin on products & services by offline & online marketing

Business Development Manager, Prashaste Education & Management Consultancy Pvt Ltd
- Optimized sales funnel & improved conversion for L&D solutions by 6x
- Closed 5 logos out of 50 in 6 months generating INR2.5L Revenue

Senior Engineer, Sales and Tendering, L&T-MHI Boilers Pvt Ltd
- Bid Management for supercritical boiler tenders, worth Rs 6000 Cr
- Managed Rs 100 Cr of vendor accounts & reduced bid prices by 17%

INFO

Experience: 138 months
Companies: Larsen & Toubro Limited
Function(s): Marketing & Business Development, Business Strategy, Product Management, & Project Management
Domain(s): Defence
Qualification: B.E.
Specialization: Electronics and Communication
Institute: M.S. Ramaiah Institute of Technology, Bangalore

MAYANK SRIVASTAVA

CAREER SUMMARY

11+ years of experience in managing projects in AI-driven Military Robotics & Military Communication Projects.Expertise in Business Strategy, Business Development, Product Management, and Project & People Management.

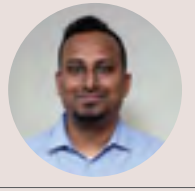
WORK EXPERIENCE DETAILS

Marketing Manager, Business Strategy- L&T
- Developed strategy for the AI-driven Military Robotics product to be taken up as separate vertical in the organization.

Marketing Manager, Marketing & Business Development- L&T
- Won INR 15 Cr order for the development of Unmanned Ground Mobile Platform for Perimeter Surveillance from the Indian Army & DRDO
- Won INR 23 Cr Robotics orders from DRDO.

Asst. Manager – Design & Engineering, Project Management- L&T
- On-time delivery of Autonomous Robotics Systems for Indian Defence Forces.
- Involved in the Pan India Installation & Commissioning of UHF Linking Equipment across multiple Indian Navy locations.

Asst. Manager – Design & Engineering, Product Management- L&T
- Managed & delivered 3 sets of Autonomously operated Unmanned Ground Vehicles



INFO

Experience: 93 months
Companies: Jotun India and Indian Oiltanking Ltd.
Function(s): Sales, Marketing, Business Development and Operations
Domain(s): Oil & Gas, Construction
Qualification: B.E
Specialization: Chemical
Institute: Bharati Vidyapeeth CoE, University of Mumbai
Certification(s): Emergency Response Training, NFA, Vadodara

NADEEM SIDDIQUI

CAREER SUMMARY

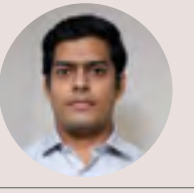
Around 8 years of sales & marketing and operations experience in Oil & Gas and Decorative Paints industry with expertise in Business Development, Key Account Management, Project Sales, Marketing and Oil & Gas Field Operations.

WORK EXPERIENCE DETAILS

Key Account Manager, Decorative Paint Sales, Jotun India
- Managed 50+ accounts in Mumbai Metropolitan real estate sector delivering 2x target sales.
- Amplified physical site mapping leading to 2x growth in sales pipeline, 1.2x growth in contractor base.

Manager, Commercial, Indian Oiltanking
- Achieved 1.5x revenue growth through FY2015-18 by contract renewals/ replacements.
- Added big-ticket accounts worth INR 37 Cr (Reliance, Bharat-Oman Refineries) by expanding product handling portfolio through capacity expansion.
- Achieved 5 promotions in 6 years, Youngest employee to be made Manager.

Jr. Manager, Operations, Indian Oiltanking
- Led team of 8 for commissioning terminal facilities to onboard HPCL-Mittal Energy.
- Awarded 'Best HSSE Man-2013' for upgrading SOP & demonstrating consistently high levels of HSSE behaviour.



INFO

Experience: 67 months
Companies: Zomato Media Private Limited, Fitness World
Function(s): Partnerships, Business Development, Product Management
Domain(s): Strategy & Growth
Qualification: B. Tech
Specialization: Mechanical Engineering
Institute: Amity University

PRANAV AGGARWAL

CAREER SUMMARY

Worked for 5+ years of cross functional experience in food ecommerce industry and fitness industries. Experience in strategic partnerships, product management, business expansion, process development, marketing strategy & people management.

WORK EXPERIENCE DETAILS

Team Lead, Product Management & Partnerships – Zomato
- Handled team of 20 to overlook media content operations for North & East India, USA, Canada & Europe having 1 million restaurants.
- Managed strategic partnerships for generating updated restaurant info for global markets having 600k+ restaurants.

Senior Associate, Business Development - Zomato
- Expanded Zomato's presence in 90+ Indian cities and globally expanded to North America and Singapore.
- Established team for new products: Table Reservation, Online Ordering and New City Launch Team.

Associate, Process Development - Zomato
- Highlighted potential Indian cities with business growth opportunities and managed data collection process.

Area Sales Manager, Sales – Fitness World
- Developed relationships with Real Estate firms for setting up gymnasium in 10 apartment complexes.

INFO

Experience: 92 months
Companies: Marketing Masala, Siemens Ltd
Functions: Digital Marketing, Business Development, Account & People Management
Domain: Digital Advertising
Qualification: B.Tech
Specialization: Electrical Engineering
Institute: DIT University, Dehradun
Certification: Google Analytics & Ads, Content Marketing (Hubspot), Project Management

PRANAY JOSHI

CAREER SUMMARY

Over 7 years of sales & marketing experience in digital marketing agency & in engineering. Expertise in digital marketing, account management, business development, B2B marketing & people management.

WORK EXPERIENCE DETAILS

Manager – Digital Marketing, Marketing Masala, New Delhi

- 2nd employee in bootstrapped start-up. Grew it to India's top 50 advertising agencies (Clutch.co) for last 2yrs
- Generated 130 qualified LinkedIn organic leads for Singapore based B2B client including Amazon, Walt Disney & McDonald's
- Increased organic traffic by 8x for a B2B platform via content marketing & SEO
- Reduced cost per lead/installs by more than 35% for clients using PPC advertising

Executive – Sales & Marketing, Siemens Ltd, Chandigarh

- Exceeded sales targets for newly launched products for two quarters with recognition from top management
- Coordinated 4-week roadshow event, resulting in 850+ leads from different sales regions
- Elected as one of 34 key users for pan India roll out of new CRM for firm

INFO

Experience: 127 months
Companies: Nestlé India Ltd
Function(s): Marketing/ Brand Communication, Business Development, Key accounts, Sales Strategy
Domain(s): FMCG
Qualification: B. PHARM
Specialization: Pharm. Tech.
Institute: HCGIST, Kolkata
Certifications: Ex. Gen. Management-IIMC; Project Management-XLRI; Marketing Analytics-SPJIMR.

RAJDEEP DAS

CAREER SUMMARY

10 years of experience in FMCG industry with leading Fortune 500 company (food), with diverse functional exposure in Brand Management & Marketing Communication Strategy, Channel Sales, Business Development with demonstrated experience of leading teams

WORK EXPERIENCE DETAILS

Marketing/ Brand Strategy:

- Worked in Marketing Strategy and communication for large Indian consumer brands, on mission Assignment, Brand management, Nestlé Nutrition SAR (2014-15)

Business Development

- Worked in Business Development, trade marketing and growth strategy for Nestlé Toddler Nutrition and Premium Products in Semi-urban Orissa (2017-19)
- Worked as Regional Business Lead for Maternal Nutrition Project, Eastern India delivering Market share and delta volume growth above Category. (2015-17)

Key Account Management:

- Handled Key Accounts and Channel Sales (Nutrition) for Kolkata Metropolitan area

Team Management

- Managed Marketing promotion agencies, Brand communication Agencies, Randstad Sales Managers and Executives, and internal Projects for Decision support, CRM, Sales operations and distributors

INFO

Experience: 64 months
Companies: Gartner, Grail Insights
Function(s): Strategic Research, Account Management
Domain(s): Consulting & Market Research
Qualification: Bachelor of Engineering
Specialization: Civil Engineering
Institute: PEC University of Technology, Chandigarh

SAHITYA BANTA

CAREER SUMMARY

Over 5 years of experience in leading strategic research and consulting projects for clients across geographies and across verticals including apparel and footwear, consumer goods, retail, and technology. Also supported business development efforts through account management and proposal creation

WORK EXPERIENCE DETAILS

Strategic Research, Market Research Specialist - Gartner

- Worked in tandem with Gartner Analysts to create reports for C-level executives and Gartner events on business and technology trends across industries
- Conducted research studies that were leveraged in ~10 Gartner documents

Strategic Research, Project Lead - Grail Insights

- Supported ~7% of the firm's annual revenue by leading client engagements, team management, and end-to-end project execution for a global apparel and footwear conglomerate, a large consumer product company, and a leading e-commerce retailer
- Delivered 150+ projects entailing go-to-market strategies, opportunity assessment, competitive intelligence, consumer insights and segmentation, concept testing, revenue forecasting, purchase process analysis, and benchmarking
- Achieved business contracts worth USD 500K by leading a centralized proposal unit

INFO

Experience: 62 months
Companies: Robert Bosch, TCS
Function(s): Account Management, Project Management, People Management
Domain(s): Automotive
Qualification: B.E.
Specialization: Electrical and Electronics Engineering
Institute: Manipal Institute of Technology
Certification(s): Testing-ISTQB, Lean Six Sigma(Green Belt)

SAJAL AGARWAL

CAREER SUMMARY

5+ years of experience in automotive domain. 3 years of experience in account management, project management and people management at Robert Bosch for the customer Mercedes Benz. 2 years of experience in project management and process optimization at Tata Consultancy Services for the customer Nissan (Japan)

WORK EXPERIENCE DETAILS

Account Management-Robert Bosch Engineering and Business Solutions

- Suggested differential billing for employees deputed at customer location. Achieved yearly goal of 1.2 Mn USD (33% growth)

Project Management- Mercedes Benz R&D (Deputed from RBEI)

- Designed architecture for configuration and automation of Vector & Dspace hardware benches to ease switching among Inverters (Hybrid and Electric Vehicle)
- Completed PoC for EUR 2 Mn project to integrate Provetech and Silver to create virtual testing platform for system testing of Inverter software for EQC and EQS electric vehicle.
- Responsible for redesigning the annual proposal between third party vendor AVL and Mercedes Benz.

People Management- Robert Bosch Engineering and Business Solutions

- Initiated cross team trainings on autonomous driving, IoT etc.

INFO

Experience: 78 months
Companies: American Express, Hero FinCorp, Info Edge (India) Limited
Function(s): Sales and Marketing, Account Management, Product Management
Domain(s): BFSI, E-Commerce
Qualification: BA (Hons) Business Economics
Specialization: Marketing & Finance
Institute: SGTB Khalsa College, North Campus, Delhi University

SHIVA MEHTA

CAREER SUMMARY

6.5 years of BFSI experience in Corporate Payment Solutions, Credit cards, Loyalty cards, Rural finance & Personal loans. Expertise in Product Management, Strategic Partnerships, Key Account Management, Channel Sales, Business Development, Team Management and working with CXO stakeholders.

WORK EXPERIENCE DETAILS

Product Manager – Cross-Sell – Retail Finance – HeroFinCorp

- Created loyalty cards offering loans digitally to creditworthy customers. Scaled up distribution from 1,000 to 20K/month, distributing 1.4L cards in 2019
- Reduced delinquency by 10% across the repayment cycle, saving INR 6Cr. Increased contactability of the base by 14%
- Leveraged Strategic Partnerships to increase Retail Portfolio by INR 44Cr

Account Development Manager – Large Market, American Express

- Managed large market corporate payment solutions for 71 clients with revenue above USD 100Mn, Increased the portfolio by 51% from USD 54Mn to USD 82Mn
- Won Do the Double Contest, Delivered USD 13Mn organic billings Vs USD 6Mn
- Revived Business Travel Accounts of Bain & Daikin with billings of USD 10Mn

Senior Channel Sales Manager, American Express

- Achieved 7 promotions in 4 years - Promoted as youngest Channel Sales Manager leading a team of 12. Part of Top 5 CSM's across India.
- Clocked TVA of 260% and Youngest President's Excellence Award Winner.
- Won "India Sales League Contest" by acquiring 80 accounts in 2 months

INFO

Experience: 62 months
Companies: Gramin Healthcare, Emerson
Function(s): Corporate Strategy, Strategic Alliances, B2B Sales & Marketing, Business Development
Domain(s): Healthcare, Oil & Gas
Qualification: PG Dip. (Young India Fellowship), Btech
Specialization: Liberal Studies, Petroleum Engineering
Institute: Ashoka University; UPES

SONALINI JENA

CAREER SUMMARY

5.5 years of experience in Fortune 500 and start-up companies in the fields of Healthcare, Pharma, Oil & Gas and Chemical, with expertise in Corporate Strategy, Strategic Partnerships, B2B Sales & Marketing, Business Development and managing CXO level stakeholders

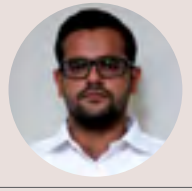
WORK EXPERIENCE DETAILS

Manager: Strategic Initiatives, Gramin Healthcare (IFFCO partner)

- Worked under the chairman to get 5 strategic partners, across pharma, ayurveda, corporate, international impact agency & government to build a strong ecosystem for rural healthcare
- Steered GHC to bag 4 national awards in 1 year, at renowned forums resulting in better brand value
- Placed GHC on international impact platform via leading it to become global finalists for USAID's Inclusive Health Access Award, 2019

Regional Lead: Solutions Business, Emerson (Automation)

- Headed region to displace key competition accounts, gaining highest repeat customers across India and accounted for maximum sales (25% PAN India sales-INR 20 Cr))
- Orchestrated first ever Solutions marketing event in India, enabling access to sunrise industries & untapped markets



INFO

Experience: 60 months
Companies: EI DuPont India Pvt Ltd, The Himalaya Drug Company, Galaxy Surfactants Ltd, Colgate Palmolive India Ltd
Function(s): Business Development & Project Management
Domain(s) : Chemicals/Biochemicals & FMCG
Qualification: B.Tech
Specialization: Chemical Technology
Institute: UDCT, Mumbai
Certifications: Google Ads Display

TARUN KATARIA

CAREER SUMMARY

5 years of business development and research experience in Home & Personal care and Chemical industries with expertise in business development & customer engagement, project management and product development

WORK EXPERIENCE DETAILS

Application Associate, Technical Sales (Business Development)-DuPont

- Worked with Sales for product-promotion, pre-sales & pitching at customers' front, designed demos & represented enzyme business at global & regional conferences
- Promoted granular & liquid enzymes in top detergent brands to generate business of USD20Mn

Officer, Business Development-Galaxy Surfactants

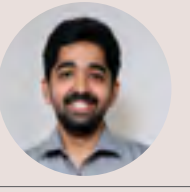
- Responsible for business development of specialty ingredients in personal-care
- Worked with HUL, L'Oreal, ITC, Himalaya, Marico & Emami to promote surfactants, sunscreen & preservatives

Research Associate, Project Management-The Himalaya Drug Company

- Executed project - Nourishing beard oil, targeting 18 to 40-year old men & revenue INR4.5 Cr

Research Trainee, Project Management-Colgate Palmolive

- Managed product development of personal-care formulations, for Palmolive, Protex, Tahiti, Irish Spring in APAC & EMEA



INFO

Experience: 63 months
Companies: TOTAL OIL India Pvt Ltd. AESSEAL India Pvt Ltd
Function(s): Sales and Marketing
Domain(s) : Oil & Gas, Manufacturing
Qualification: Bachelor of Technology
Specialization: Mechanical Production Engineering
Institute: Sree Chitra Thirunal College of Engineering, Trivandrum under University of Kerala

VISHNU SREEDETHAN

CAREER SUMMARY

5 years of experience in B2B Sales in the Oil & Gas and Engineered products industries in Southern & Western India. Expertise in Key Account Management, Business Development, Business Planning & Strategy and Channel Management

WORK EXPERIENCE DETAILS

Executive - Bulk Sales, Total Oil

- Handled sales and margins of LPG annually against long-term supply & facilities contracts to 20+ corporate B2B accounts with annual revenue of INR 90 Cr
- Led pilot project to generate power using LPG as fuel in collaboration with TOTAL, Paris Leadership team
- Achieved overall growth of 8% (FY2018) against market growth rate of 6% by securing 2 new clients and resuming supply with 3 inactive existing clients with total market potential of INR 10 Cr+

Engineer – Sales, AESSEAL India Pvt Ltd

- Managed 4 OEM accounts, developing after-market sales in Petrochemicals and entry to Oil & Gas segment in Southern and Western markets – region generating business of INR 1.2 Cr annually

OUR RECRUITERS

PGPM has attracted interest from several top industries for the placement process. The number of companies recruiting from PGPM has grown every year. They represent a wide variety of industries and sectors with more than 50% being repeat recruiters.

3I Infotech
3M
ABN Ambro Bank
Abinbev
Accenture
Adani
Amazon Web Services
Ashok Leyland
Atos Syntel
Ather Energy
Barclays
BMGI
Bnedloudcloud
BNP Pariba
Bosch
Bridgestone
Brinks Global
Bristlecone
Capgemini
Capillary Technologies
Castrol
CGI
CHEP
Cimpress
Cipla
Coffee Day Beverages
Cognizant
Crisil
Crisp Analytics
CRMNEXT
Cummins
Deloitte
DHL
Directi
Eclerx
Edelweiss
Elastic Run
Ernst & Young
Experian
ExpressBees
Fidelity Investments
Flipkart
Forrester
Freshworks
Frost & Sullivan
Future Group
Galaxy Surfactants
Gartner
GE
Genpact
Goldratt Consulting
Google
Group M
H & R Johnson
H&M
HDFC Bank
Henkel
Hilti
Hitachi Consulting
HSBC
IBM
ICICI Bank
IIFL
In Eight
Indus Towers
IndusInd Bank
Infosys
Intermiles
Infrastructure Debt Fund
JDA Software
Jio Information Services
Johnson & Johnson
Kalpataru
Khaitan & Co
KPMG
Larsen & Toubro
L & T Infotech
Lafarge Holcim
Lynk
Mahindra & Mahindra
Mahindra Logistics
Mahindra Susten
MAQ Software
Mckinsey
Michelin
Microsoft
Mindgate Solutions
Mphasis
Mu Sigma
Myntra
Nazara Technologies
Netmagic Solutions
o9 Solutions
Open Source
Oyo
Oange Business Services
Persistent Systems
Premier Info Assist
PwC India
Pwc Us Advisory
Quality Kiosk
Receivable Exchange of India
Reliance Jio
Renoir Consulting
Resulticks
Rivigo
Salesforce
SAP Labs
Schlumberger
Shadow Fax
Shell
Sical Logistics
Snapdeal
Sodexo
Sony Music
Sutherland Global Services
Swiggy
Symantec
Tata Consulting Services
Tata Housing
Tech Mahindra
Temple Wellness
Tiger Analytics
Tradystream
Transworld Group
Udaan
Vector Consulting
Virtusa Polaris
Vodafone
Whatfix
Wipro
Wolters Kluwer
Xoriant
Zaptech Solutions
Zen Shipping
ZS Associates
Zycus
Zynga

** Representative List*

PLACEMENTS

115 MOTIVATED INDIVIDUALS WITH A PENCHANT FOR PERFORMANCE – HERE'S HOW TO TAKE THEM ON BOARD

We welcome companies to visit our campus and interact with our students. Final interviews begin from November 2020. The recruitment process is as follows,

1 ROLLING PLACEMENT
The PGPM programme follows a rolling placement process and is followed over four months.

2 PLACEMENT PROCESS
Pre – placement talk (PPT): Platform for interaction between the company and our students. The presentation is followed by a Q&A session where students interact with company officials to get a better understanding of the company and potential roles. Placement Interviews: Final placement interviews begin from September 2020, wherein offers can be made based on campus selection criteria or live projects assessment.

3 PROCESS GUIDELINES
To make the placement process easy and to deliver the highest yield possible to the companies visiting our campus, a set of guidelines is followed by the program. The program follows the policy of "One offer and out of Placement Process" and post acceptance of the offer, the respective student is not allowed to sit for further placement process. Students are restricted from approaching companies directly for individual placements; unless explicit permission has been provided by the Placement Office. Company officials are requested to interact either through Placement Office or student placement coordinators. The offer is communicated by the company to the Placement office which in turn is communicated to the selected student.

4 LIVE PROJECTS
Some companies also offer live projects to PGPM students. The students work with businesses to resolve present day business challenges in an off-line mode. This gives the companies an opportunity to assess the students and offer roles to the participants. The duration of the live projects is from April 2020 to August 2020.

PLACEMENT OFFICE DETAILS

Prof. Abbasali Gabula
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WELCOME TO THE CAMPUS → **HOLD PRE-PLACEMENT TALKS** → **INTERACT WITH STUDENTS** → **ROLLOUT OFFERS**

STUDENT PLACEMENT COMMITTEE

INFORMATION MANAGEMENT

INFORMATION MANAGEMENT

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MARKETING

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OPERATIONS &SUPPLYCHAIN

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