

Work Experience

HCL Infosystems Ltd, Chennai

Senior Management Trainee

April '16 – Present

Roles & Responsibilities

- Program manager for a project focused on creation of sales pitch and defining value proposition for a transformed network operating centre (NOC)

- Team Management – Managing a team of ten to fifteen members from functions who are the direct stakeholders of the facility

Key Learnings and Achievements

- Strategy Management – Modelled exhaustive project plan and statement of work in line with the business strategy and devised ways of quantifying and measuring the proposed strategy
- Deliverable Management and Prioritization – Defined deliverables in terms of business strategy and prioritized them based on business value and strategy goals
- System of record – Facilitated a single source of truth through weekly team meetings where the team aligned on the project status and discussed the way ahead
- Milestone management – Ensured visibility and attainment of key milestones, through systematic monitoring of key deliverables

Reliance Industries Limited, Navi Mumbai

March '12 – May '14 (26 Months)

Manager

Roles & Responsibilities

- Process Design and Improvisation – Process Design Engineer for petrochemical projects aimed at improving process efficiencies at Reliance Jamnagar and Hazira units

- Process Innovation – Engineered pilot project for extraction of oil from algae, aimed at creation of a source of Green Energy

Key Learnings and Achievements

- Executed projects involving critical process simulations providing technical and analytical inputs resulting in informed decision making
- Appointed the youngest Departmental Training Coordinator (DTC) for process department in the Mumbai engineering division
- Organised various technical and soft skill trainings for enrichment and enhancement of the intelligence capital of the team
- Developed an ability to collaborate with a culturally diverse set of people through regular inter-departmental coordination in project

Berger Paints India Limited, Kolkata

October '11 – February '12 (4 Months)

Graduate Engineer Trainee

Roles & Responsibilities

- Sourcing and Procurement - Monitored the procurement process for equipments to increase the efficiency of the expansion projects at its Rishra unit

Summer Internship

Bharti Airtel

April '15 – June '15 (7 Weeks)

Title: 'Serve to Sell' – Enablement of better customer service management

- Identified the various technical, behavioural and operational barriers restricting the RMs from realising full potential from the business
- Designed a training module, using current state assessment materials and benchmarking studies, aimed at helping the relationship managers (RMs) derive more business from existing B2B customers by facilitating timely and satisfactory service

Education

Year	Qualification	Institute	CGPA/ %
2016	PGPM	MDI Gurgaon	6.20/10
2011	B.E. (Hons.)(Chemical)	Jadavpur University	8.07/10
2007	XII, CBSE	D.A.V Model School, Durgapur	90.60
2005	X, CBSE	D.A.V Model School, Durgapur	87.20

Key Courses: Marketing for Virtual World, Sales & Distribution Management, Product Management, Consumer Behaviour

Live Projects

SnapDeal (Live Project)

September '15 – October '15 (4 Weeks)

Title: Snapsearch – A study on consumer behaviour for Image Search and analysis of the acceptance criteria for Women's Fashion Category Identified the various situations where a consumer can take a photograph for the purpose of image search and studied the concept of similarity from the point of view of consumers, that would help in generating relevant result for a search which went as an input to the development of snapsearch app which would act as a channel for image search on Snapdeal.

Flipkart (Live Project)

October '14 (3 Weeks)

Title: Disguised Market Research to identify consumer concerns regarding online small home appliance shopping

Understood & analysed the customers' channel preferences & sources of information with respect to purchasing small home appliances and identified the various concerns and hindrances that restricts the target group with respect to making an online purchase for the same

Extra Curricular Activities

MDI Gurgaon	<ul style="list-style-type: none"> IT, Media and Telecom Sector Analyst, Senior Team, Strategist – The Consulting Club Runners-Up, Mini-Nautica, an e-commerce business simulation competition organised by Imperium, MDI Gurgaon 	2015 – 16 2014 – 15
Jadavpur University	<ul style="list-style-type: none"> Core Committee Member, ChemBRIDGE, Chemical Engineering Department Reunion Club 	2011

Key Interests

- An avid reader, especially of fiction and literary classics; an admirer of the works of Mario Puzo, Sadat Hasan Manto & Orhan Pamuk
- An ardent follower of Manchester United football club and have been part of school, college and also section football team at MDI