

# SHIRIL SAJU

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## EDUCATION

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**Indian Institute of Management Bangalore, India** 2021–2026  
Ph.D. in Production and Operations Management, CGPA: 3.61/4  
*Thesis:* Government Interventions for Socially Beneficial Technology Adoption  
*Committee:* Nishant Kumar Verma (Chair), Ananth Krishnamurthy, Rajeev R. Tripathi

**National Institute of Technology Calicut, India** 2012–2016  
B.Tech in Mechanical Engineering, CGPA: 9.36/10

## RESEARCH INTERESTS

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Technology Adoption, Sustainable Operations, Competitive Strategy, Operations under Uncertainty, Experimental Operations

## PAPERS UNDER REVISION / REVIEW

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### Performance of Ecosystem Facilitating Precision Agriculture through Drones in Emerging Economies

*Co-author:* Nishant Kumar Verma (IIMB)  
*Status:* **Under revision for resubmission to *Production and Operations Management*** (UTD 24; FT50; ABDC A\*) [First Decision: Reject and Resubmit]  
*Awards:* POMS Emerging Economies Doctoral Student Award (Honorable Mention, 2024); EurOMA Inclusiveness Program Grant 2025  
*Conferences:* INFORMS MSOM 2025 (UK), EurOMA 2025 (Italy), POMS 2024 (USA), EurOMA Sustainable Operations Forum 2024 (Germany)

### Evaluating the Ecosystem Facilitating Agriculture Technology Adoption in Emerging Economies

*Co-author:* Nishant Kumar Verma (IIMB)  
*Status:* **Under review at *International Journal of Production Economics*** (ABDC A)

## WORK IN PROGRESS

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### Dynamic Pricing of Precision Agriculture Services in the presence of Learning and Uncertainty

*Co-authors:* Nishant Kumar Verma (IIMB), Nagesh Murthy (University of Oregon)  
*Status:* In Progress (Completion: Q4 2025)  
*Conference:* EurOMA Sustainable Operations Forum 2025

### Technology Intervention to Improve Precision Agriculture Awareness among Smallholder Farmers: A Field Experiment

*Co-authors:* Nishant Kumar Verma (IIMB), Ashish Kumar Jha (Trinity Business School)  
*Status:* In Progress. IRB Approved. (Completion: Q2 2026)  
*Partner:* Kerala Agricultural University  
*Funding:* IIMB Research Seed Grant  
*Conference:* Behavioral Operations Conference 2025 (Germany)

## OTHER RESEARCH EXPERIENCE

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### Research Assistant, IIMB (2021–2023)

With Prof. Jishnu Hazra on *Impact of Covid Second-Wave on Indian Automotive Industry*

With Prof. Nishant Kumar Verma on *Urban Air Mobility Infrastructure and Coalition Formation*

## PRESS PUBLICATIONS

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Shiril Saju, Nishant Kumar Verma, Sandith Thandasherry (2024). *Solar boats: Opportunities and challenges towards achieving sustainable water transport*, Manufacturing Today.

Shiril Saju, Nishant Kumar Verma (2022). *5 hurdles India needs to overcome to become a global drone hub by 2030*, Forbes India.

## TEACHING INTERESTS

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Operations Management, Entrepreneurial Operations, Supply Chain Risk & Resilience, Revenue Analytics & Dynamic Pricing, Strategic Decision-Making in Competitive Environments

## TEACHING CASE STUDY

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### **Navalt: Scaling a Clean Tech Venture through Supply Chain Restructuring**

*Co-author:* Nishant Kumar Verma (IIMB)

*Status:* In progress

## TEACHING EXPERIENCE

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### **Course Instructor, IIMB (2023–2026)**

Probability and Statistics (PreDoc Math Clinic):	7.5 hrs (5 sessions)	Rating: Scheduled
Quantitative Techniques (PGP Prep):	9 hrs (6 sessions)	Rating: 4.77/5 (46 students)
Probability and Statistics (PhD Prep):	1.5 hrs (1 session)	Rating: 4.61/5 (42 students)
Intro to Queueing (Foundations of Mgmt. Prog.):	1.25 hrs (1 session)	Rating: 4.4/5 (64 students)
Operations Management (DEI Initiative):	10.5 hrs (7 sessions)	Rating: 4.13/5 (10 students)

### **Tutorial Sessions as Teaching Assistant, IIMB (2023–2026)**

Operations Mgmt. (PGPEM Core):	3 hrs (2 sessions)	Rating: 4.92/5 (76 students)	Grade: Pending
Operations Mgmt. (EPGP Core):	4.5 hrs (3 sessions)	Rating: 4.90/5 (82 students)	Grade: Excellent
Project Mgmt. (PGP Elect.):	No Tutorials		Grade: Excellent
Operations Mgmt. (PGP Core):	9 hrs (6 sessions)		Grade: Excellent

Other TA Responsibilities: Exam design and grading, case evaluation, class participation grading.

## TEACHING TESTIMONIALS

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“His ability to connect all concepts with real life situations keeps us engaged throughout.”

“Very engaging and detailed course.”

“The pace, content everything is good.”

“Good session with hands on practice also was good.”

“Amazing faculty.”

## DOCTORAL COURSEWORK

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Stochastic Models, Inventory Control, Advanced SCM, Game Theory, Econometrics I&II, Empirical Research in OM, Operations Management (PGP Core), Microeconomics, Behavioural Economics, Probability, Linear/Nonlinear/Dynamic Programming, Statistical Inference, Marketing Models, Financial Mathematics, Revenue Management.

## INDUSTRY EXPERIENCE

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### **Bajaj Auto Ltd. (2016–2021)** — Assistant Manager, Robotics and Machines

Supplier evaluation and development, production quality improvement, readiness for technology adoption, robotics and automation design.

### **Hindustan Machine Tools Ltd. (2014)** — Intern

Exposure to job shop processes for low-volume production.

### **Kerala Minerals & Metals Ltd. (2013)** — Intern

Exposure to continuous processes for high-volume production.

## AWARDS, SCHOLARSHIPS, GRANTS

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EurOMA Inclusiveness Program Grant (2025)  
EurOMA Summer School, University of Nottingham (2025)  
POMS Emerging Economies Doctoral Student Award Honorable Mention (2024)  
IIMB Doctoral Fellowship (2021–2026)  
VidyaSamunnathi Scholarship, Govt. of Kerala (2013–2016)

## WORKSHOPS / CERTIFICATIONS

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Doctoral Consortium on Teaching, IIMB (2025)  
Winter Research Methodology Workshop, IIMB (2024)  
Advanced Methods for Transportation and Logistics Research, IIMA (2024)  
Human Subjects Research Certification, CITI (2024)  
Qualitative Research Methods, IIMB (2024)  
Data Visualization and Storytelling, DCAL IIMB (2023)

## ACADEMIC SERVICE

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Track Chair, International Sustainability Conference, IIMB (2025)  
Reviewer, AOM Annual Meeting (OSCM Division, 2025)  
Reviewer, IIMB Management Review (2024–)  
Track Chair, Supply Chain Management Conference, IIMB (2024)  
Business Plan Judge, Aspiring Women Entrepreneurs Program (GoK&IIMB, 2023)  
Senior Volunteer, IMRDC Conference, IIMB (2023)

## OTHER POSITIONS OF RESPONSIBILITY

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PhD SAC Alumni, Placement, Media Representative, IIMB (2023–2024)  
PhD SAC Administrative Representative, IIMB (2021–2022)  
Head, SAE Collegiate Club, NITC (2014–2015)  
Head, Mechanical Engineering Association, NITC (2014–2015)  
Event Manager, Annual Tech Fest (Tathva), NITC (2014)

## PROFESSIONAL MEMBERSHIPS

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POMS, EurOMA, DSI

## SOFTWARE SKILLS

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**Research Tools:** R, Mathematica  
**Other:** LaTeX, MS Office, Zotero, Canva

## REFERENCES

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Nishant Kumar Verma, IIMB — nishant.verma@iimb.ac.in  
Nagesh Murthy, University of Oregon — nmurthy@uoregon.edu  
Ashish Kumar Jha, Trinity Business School — akjha@tcd.ie  
Ananth Krishnamurthy, IIMB — ananthhk@iimb.ac.in