



മലിന പാഠ്യ ഭരണ കലിപ്പേടിക
**Indian Institute
of Management
Kozhikode**

Globalizing Indian Thought

**POST GRADUATE
PROGRAMME IN
BUSINESS LEADERSHIP**

1 Year Full Time MBA

**PLACEMENT
BROCHURE**

2020-2021



PGP  L
CLASS OF 2020



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ABOUT IIMK

IIM Kozhikode is one of the premier management schools established by the Government of India, dedicatedly devoted to nurturing future business leaders in teaching, learning, consulting, research, and innovation. Founded in 1996, as the 5th IIM of the country, the growth story of IIM Kozhikode is not just about the numbers, but also about some remarkably innovative initiatives that have set the benchmark for other institutions in the country. The Institute is currently on a high growth trajectory, offering the widest range of academic programmes in the field of management education and has consistently brought notable innovations to programme design and delivery. Many such innovations were emulated by others, and IIM Kozhikode takes pride in being a change agent that transformed the higher education space in India. The Institute has achieved such success only through academic rigour, research focus, and educational excellence making brand IIM Kozhikode a household name in India.

IIM Kozhikode signed an MOU with Yale University to establish a Center of Excellence for Academic Leadership as part of the Singh-Guama Knowledge Initiative. IIM Kozhikode offers the first distance learning programme in Management in Asia for working executives. Currently, it is ranked 6th among all management institutions of the country as per NIRF 2020: Management Category ranking and has also made its debut at rank 15+ in Asia for its EMBA programme as per the latest QS World University Rankings. The Executive Post Graduate Programme is accredited by AMBA.

IIM Kozhikode has also pioneered various affirmative action initiatives in order parity in its flagship programmes.

From a historical low of less than 10%, the institute reached a high of 50% women in the PGD batch (7 2013-2015) and went on to repeat the feat in the current academic year (2020-2022).

The picturesque, air-rich campus nestled in on two hillsides in the Kananasaram Area of the ancient city of Calicut in Kerala is also home to the first museum dedicated to Indian Business (Established in 2013) in the country.

The first institution to conceive and create a technology-enabled and interactive online executive education programme which is running continuously since 2001.

Ranked **15+** in Asia Pacific
and **101+** globally in

QS World University Global Executive
Ranking, 2020

6th

Best Institute under Management Category of

NIRF

Rankings in 2020

120+

Faculty Members

1000+

Students



VISION

Abiding by the dictum, 'Globalizing Indian Thought', our vision is to create and nurture a unique and futuristic global space where the finest management thinkers can become socially responsible, environmentally friendly practitioners, leaders, and educators.



MISSION

The Institute seeks to inculcate a spirit of wholesome learning giving equal weightage to academic rigourity and practical application; It aspires to integrate concepts with applications and values, thereby nurturing dependable, capable, caring, and far-sighted individuals who will contribute towards the development of communities.





Message from the Director

I take great pride in introducing the message of Deba of IIM Kozhikode's Post Graduate Programme in Business Leadership (PGP-BL), the Class of 2020 in line with our vision for this programme. Through an intensive selection process, we virtually hand-picked each one in this cohort for their all-round capabilities and latent leadership qualities. I believe they stand among the brightest talents in India and they have lived up to our expectations. Right from the beginning they have added immeasurable energy and creative excitement to our campus, and a fresh perspective into their classrooms, winning appreciation from a range of leaders and faculty from around the world who connected with them.

IIM Kozhikode has always been a pioneer in providing managerial education and is seeking to create a global impact through Indian thought leadership. We take pride in being a centre of reflective and experiential learning, through open dialogue. The post-COVID world needs not only capable and efficient managers, but also leaders who are grounded, and who can engage successfully with equanimity. The PGP-BL was conceived precisely to address this need, identify exceptional young minds and nurture and shape them into

high-potential leaders who are authentic, capable, multi-dimensional, and grounded in core values.

I heartily welcome you to be part of IIM Kozhikode's PGP-BL initiative. Our vision for this programme will be incomplete without your participation, as only you can inspire our young Rajas to fulfil their potential, by selecting those who will align with your own visionary plans. In the PGP-BL class of 2020, you will discover the phenomenal diversity that IIM Kozhikode has always championed. You will find high performers from diverse industries, including empowered young women who have excelled in manufacturing and engineering sectors. You will find entrepreneurial and intrapreneurial minds. It's my conviction that you will find your future-ready leaders who encompass inspiring determination, humility, integrity, and wholeness in their thoughts and actions. We present to you, a vibrant new class of 2020.

Thank you for parting ways with us!

Warm Regards,

Prof. Debashis Chatterjee
Director, IIM Kozhikode



Message from the Dean

IIM Kochi, believes that business leadership is about creating positive ripples that have far-reaching positive impact not only in one's business domain but also in the society. In keeping with this ethos, IIM Kochi's PGP in Business Leadership (PGP-BL) is an unconventional one-year experience that aims to provide the industry 'on a platter', well-rounded individuals with strong leadership potential - Capable, confident, multi-dimensional, empathetic, mindful and values-centric future leaders who can 'hit the ground running'. Now, more than ever, businesses need leaders who embrace uncertainty, challenge the status quo and execute sustainable solutions to address complicated business challenges. In selecting young yet mature professionals for the PGP-BL, we looked beyond analytical abilities - we looked for drive and energy, we looked for sincerity and integrity, and we looked for an entrepreneurial spirit. For these promising youth, we have been combining academic instruction with global exposure, and deep socialization to critical aspects of leadership and responsible business, fashioned through a development regime that enables reflective and personalised learning.

Dear Recruiters, it is with this optimism and confidence that I invite you to interact and collaborate with the PGP-BL cohort at IIM Kochi. I am hopeful that you will find your future leaders amongst them.

With Warm Regards
Prof. Anandakrishnan Chinnithan
Dean Academics, IIM Kochi

Message of the Chairperson and Co-Chairperson



IIM Kozhikode has brought a non-traditional and unique approach to both selection and course design of the PGP-BS, to help attract and channel young but experienced and energetic minds into a potential leadership track. This PGP-BS 2020 batch is wonderfully diverse, mentally agile, responsible and fundamentally grounded. They combine acumen, sound reasoning, ingenuity, maturity and a positive attitude. Alongside a rigorous academic regimen, we give them the space to learn and grow through multi-faceted exposure, reflection and experimentation, and the opportunity to distil their past experience through newly acquired knowledge. We have sought to inculcate in them, the core values underlying timeless Indian wisdom, of Satyam (Authenticity), Niyam (Sustainability) and Dharmam (Wholeness). In facilitating the growth of this



cohort, as programme directors, we also feel vindicated in seeing the energy, teamwork and creative expression they are bringing to bear in a range of co-curricular and extra-curricular initiatives.

We wholeheartedly welcome you to interact and engage with our PGP-BS 2020 batch. We are confident that an engagement with your organisation would result in a mutually beneficial partnership, as you give them the opportunity to give expression to their potential and as they fulfil their leadership promise in bringing value to your organisation.

With Warm Regards,

Prof. Venkataramani S and Prof. Arjun Mahajan
Chairperson & Co-Chairperson PGP-BS, IIM Kozhikode

One Year of Transformation

Learning Redefined

PUP-BL is a robust educational programme that combines traditional content with critically important experiential learning of facets of management education. Here learners are at the centre of the education and skillfully acquire skills needed to make decisions in the face of enormous data, ethical challenges, strict deadlines, and fiscal pressures to achieve a truly MBA-redefined experience.



Break the bubble

An innovative curriculum, diverse experiences, engaging discourses help us measure challenges in all their complexity and look beyond to visualize fine the pieces. It's together to form the big picture. We are ready to be challenged at every step.



Change Agents

Our actions and thoughts are rooted not just in data, figures, and management intricacies but also in humility, ethics, and integrity. With the right expertise and mindset, we believe in creating a positive impact on society, driving business as a force for good.

Unyielding

While the world is waking up you will find us a step ahead in contributing towards building a better tomorrow. The intensity of a one-year programme equips us with the ability to multitask, respond to change, and tackle complex situations with an engrained holistic approach guided by a resolute and calm mind.

Disrupting Conventions

Peer learning enables us to think beyond boundaries! Every day is a new discussion, a fresh challenge, an old view broken, and new transformation, exposing students to a world of new perspectives, a world full of possibilities.



Re-discover You

The self-reflection and experiential-learning modules not only challenge the status quo but drive us to look within and discover our Inner Arjuna. After all, knowing oneself is the beginning of all wisdom.

About PGP-BL

Why PGP-BL?

Leadership at its core is about creating impact, influence, and inspiration. The ever-changing business environment calls for grounded individuals who can look beyond the ordinary, face the waves of uncertainty, and lead by example. This vision led to the creation of a unique programme, the Post Graduate Programme in Business Leadership (PGP-BL) that shapes passionate individuals into extraordinary leaders.

The Cohort

The programme is crafted for young leaders with a minimum of 3 years of work experience; who aim to upscale themselves by synergising the past learnings with holistic business acumen gained through the IIMK PGP-BL pedagogy. The programme aims to nurture potential individuals into future leaders who encompass clarity of thought, the courage of conviction, laser focus, and humble humility. Crafted to embrace today's VUCA world, PGP-BL is a unique cohort of power-packed professionals with rich corporate experience, extraordinary stories ready to create a global mark. The programme is an amalgamation of distinctive teaching pedagogy and high-intensity experiential learning that sets itself apart from the conventional ways. A holistic approach that encourages every leader to reflect by not just looking outward but also inside oneself, lies at the core of this program. This passionate journey is to tap the infinite potential one possesses, and to create a better world by creating *Aryama* for today!



Reflective Journey

The class of MDP-BL embarks its journey with the foundation module ensuring a smooth transition from corporate to college. The course contents, rigorous in design, for students with substantial work experience, read the way to encourages classroom learning through experience sharing among the students. The students bring in varied perspectives during the class discussion which enhances the experience of holistic learning for the class.

The curriculum consists of five terms, each lasting for eight weeks concluding with exams. The foundation courses coupled with skill workshops lay a strong foundation for the students to build their key professional and management skills. The course ends with a simulation module that enables students to apply their learnings and tests their skills in a real-life business scenario for an experiential learning experience.



One Year to Challenge The Status

		December		12 Months	
Terms	Term	0	1	2	3
	Academics	<p>Foundations of Business</p> <p>Basic Quantitative Analysis using Spreadsheets</p> <p>Executive Grouping Session</p> <p>Case Study Foundation</p> <p>Career Development and Future Readiness Module</p> <p>Happy Smarts Session</p>	<p>Communication for Transformation I</p> <p>Financial Reporting and Analysis</p> <p>Marketing Management</p> <p>Managing People and Performance in Organisations</p> <p>Managerial Economics</p> <p>Quantitative Analysis and Modelling</p>	<p>Corporate Finance</p> <p>Operations Management & Supply Chain</p> <p>Business, Public Policy and Law</p> <p>Macro Economics and Financial Markets</p> <p>Human Resource Management</p> <p>Communication for Transformation II</p>	<p>Business Strategy (Strategic Management)</p> <p>Digital Business: Strategy and Transformation</p> <p>Directives - 3 Subjects</p>
Highlights		<p>Guru Speaks</p>	<p>Reflective Module</p>	<p>Leadership Talk</p> <p>LEEM</p>	<p>Industry Deep Dive</p> <p>Industry Immersion I</p> <p>Leadership 4.0</p>

Term

4

Electives - 5
Subjects

Industry Immersion - 2

International Internship



International Immersion

Case Project

Term

5

Regulation
Skills

Entrepreneurship and
Innovation

Business Leadership and
Corporate Accountability

Project (BPP etc.)

Capstone Simulation

List of Electives

Business and Government

Public-Private Partnerships

Startup Acquisitions,
Corporate Restructuring and
Valuation

Project Finance and
Management

Management of Financial
Services

Investment Analysis & Portfolio
Management

Globalization and Culture

Cross-Cultural Communication

Social Media Analytics

Sales and Distribution
Management

Digital Marketing and
eCommerce

Agrib Management

Spirituality in Leadership

Industry 4.0, Blockchain, AI
and Machine Learning
Strategic Perspectives

Exception Management

Systems Thinking

Consumer Behaviour

Product Policy & Brand
Management

Retail Management

Managing Luxury Business

Integrated Marketing
Communications

Brand Marketing

Hospitality and Tourism Marketing

Negotiation & Conflict
Management

Entrepreneurship and Industry
Leadership

Management of Self in
Organization

Sustainable Supply Chain
Management

Project Management

Environment, Society and
Economics

Economics of Strategy

Managing Alliances and
Acquisitions

Strategic Business and Risk
Analysis

Strategy Implementation

Managing Change and Digital
Transformation

Corporate Entrepreneurship

Social Entrepreneurship

Enterprise Risk Management

Managing Business Markets

Customer Insights

International Marketing



International Immersion

The International Immersion module for PGD-BL is designed to broaden students' knowledge about various aspects of managing business in a multicultural environment, especially in a rapidly changing global environment. As a part of the curriculum, students of PGD-BL visit Bocconi University in Italy, a premier European Business School for a 2-week global immersion. The students are exposed to a definitive international experience that involves both academic instructions as well as experiential and cross-cultural learning, including visits and interactions with key local businesses. The academic component would involve an assessment module that maps the overall course-profile, and the subject of instruction is chosen with the specialty of the country.



Live Projects

Students of PGD-BL also get a hands-on experience in tackling business problem faced by organization through Live Project module. The module is designed in such a way that a student partners with an organization that will facilitate them in working on live-in cases or across the firm project in various domains including but not limited to Strategy, Marketing, Sales, Consulting etc.

Social Circles

Social Units Created with A Business Leadership View of Tomorrow

The Social Units Would Widen The Perspective of Future Business Leaders



Core Business:

comprises industries that have existed traditionally and whose products and services are the backbone of Indian economy so far. These are Manufacturing, Construction, Automobile, Banking and Finance, Computer, IT & ITC, FMCG, Energy.



Contemporary business

consists of industries that formed along with internet era and are currently thriving. These are E-Commerce, Fashion, OTT, Ed-Tech, Sports Management, Political Strategy, Travel, Luxury Business and Retail Management, Consumer Electronics.



Conscious business

is a value based approach where we as business leaders strive to benefit both the human community and the environment. The activities are related to Social Entrepreneurship, Agriculture, Food & Water, Sustainability, Rural Management, Corporate Social Responsibility, Governance and Law.

Student Social Units

Extra-curricular Development Social Units

INCUBATION CIRCLE

Units with focus related to business like new, fresh!



CREATIVITY CIRCLE

Combines and integrates the cultural diversity of the batch along with creativity.



SPORTS AND WELLNESS CIRCLE

Organizing and conducting events for Physical and mental well being.



INSIGHTS CIRCLE

Gain insights on the social, political and economic affairs.

SOCIAL MEDIA CIRCLE

Social media promotion and creating a footprint of PCC-OL in social media.



ENTREPRENEURIAL AND DESIGN

Activities related to startups, innovation etc.

Few Testimonials from Industry Experts



From my side, I had an amazing experience. I covered many pretty deep concepts and the students were with me and very engaged. They were not only ready but eager for more. The questions were smart and some of them were also profound and indicated their interest in actually incorporating what I was saying into their lives. There were more than twenty students who had further questions at the end and I regret I was unable to address them. Could easily have spent an extra hour or more with them.

Overall, this was the best student teaching experience I have had in India and one of the best anywhere in the world. 🌟🌟

**Srikumar Rao, CEO,
The Real Institute**



I had a lovely time - thank you! of the most engaged, interested, and attentive set of students I've taught in 20 years. This batch is great! Great! Kudos Venkat and others at IM X for executing this semester great! 🌟🌟

**Raj Rajagathan,
Professor of Business at UT Austin's
Institute - A lot of happiness
and fulfillment!**



I had a great session with the FGP III group on Friday. The group was very engaged and asked a broad range of questions - the discussion was an enjoyable one. Congratulations on selecting a highly relevant subject for this program. Congratulations on the excellent programme you are running! 🌟🌟

**Yipin Gopal, Chief Data and Analytics
Officer at Digi City and Company**



2019 ended at the beautiful IM Hyderabad campus with Career Development and Talent Business workshops for the first batch of FGP Business Leadership, a 1 year MBA program. A bunch of enthusiastic members, they stood out for their thirst for mutually and happiness to adopt both ways of seeing the world. We see how in the Hyderabad, active engagement with diverse experiences, networks, and reflection will enable them to make their mark, as well as get ready for the future education they want to take. Working them as well as you should! 🌟🌟

**Kavita Neelakantan,
Career Transition Coach**

PGP-BL

Class of 2020

Key Facts



Gender Diversity

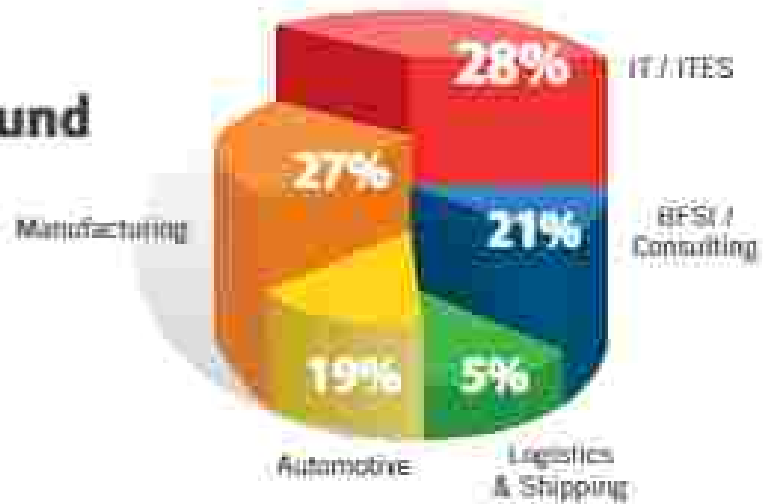


33%
Female

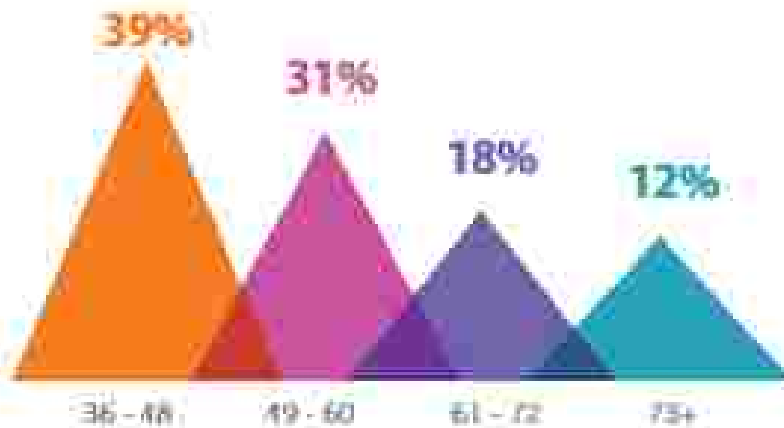


67%
Male

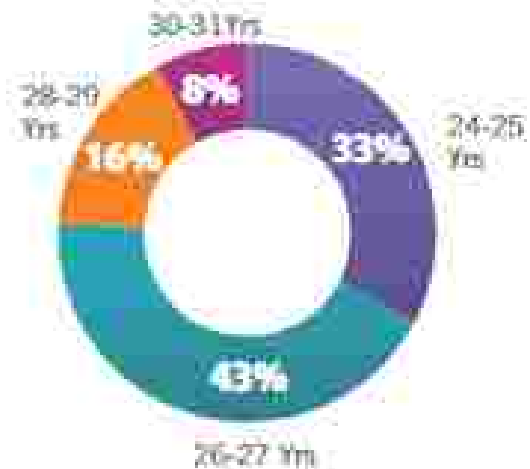
Industry Background



Experience in Months



Age Profile





INCOMING STUDENT'S PAST COMPANIES



A group of five business professionals (three men and two women) are walking together under a wooden pergola structure. They are dressed in professional attire, including suits and blouses. The pergola has a series of parallel wooden beams that create a sense of depth and perspective. The background shows some greenery and a building.

Invincible

Incomparable

Immaculate



Aadarsh Sivaraman

Overall Experience
4 years

EDUCATION

B.Com., Accounting
PSC College of Arts and Science,
Bharathiar University

PREVIOUS EMPLOYERS

Organic Culture Private Limited | Winova Enterprise Private Limited | NS Myer and Company



My strength lies in my perseverance and sense of discipline. I create a systematic approach, setting up different benchmarks to analyse and process with the information available to create viable solutions. I have a rich experience in retail sales, managing a network of 50 representatives and 2000 retail stores. My experiences in packaging design and e-Commerce marketing enriched me with a wide understanding of the "Digital" age of Sales and Marketing that is upon us.

PRODUCT DEVELOPMENT & ONLINE SALES

- Managed a team of 50 members for the R&D, design, and online sales team for Haris, of Winova Enterprise Private Limited.
- Managed several accounts with different E-Commerce channels like Amazon, Flipkart, Big Basket, Grofers, etc.
- Increased the online sales by 24% year-on-year, negotiated costs with various supply chain channels and priced with e-commerce clients.
- Prepared monthly and quarterly forecasts and advertisement budgets for the e-commerce market.
- Lead the inception to launch of 3 new products for Brand Organix.

MARKETING MANAGEMENT

- Appointed as Director for Winova Enterprise Pvt. Limited and was responsible for new product development and marketing.
- Expanded to 2000 stores in 2018 with strong presence in Central, Tamil Nadu through a 30-member sales team.
- Introduced new eco-friendly products in the homecare segment to expand international and new markets.

SPECIAL MENTION

- Winova's hand sanitizer was ranked among the top 3 in India by an independent reviewer, under Aadarsh Sivaraman's role as director.



Aadhar Hasija

Overall Experience
3 years and 4 months

EDUCATION

B.Tech., CSE
Vellore Institute of Technology
VIT University

PREVIOUS EMPLOYERS

Singara Services Private Limited
BlackRock Services India Private Limited



Strong experience ranging from managing an SLA critical product in BlackRock to managing a 12-member self-run business that adopted the mindset from both an employee's and an employer's point of view and thereby, provided me the ability to solve a business problem from an entrepreneurial mindset. With qualities like adaptability and quick learning, I consider myself as someone who likes to take the lead in solving new challenges and become a go-to person for that project.

ENTREPRENEURSHIP

- Started own business of IT Consultancy in the field of digital marketing and business development for IES, global accountancy and export companies. Led a team of 12 members responsible for the complete business cycle of the company.
- Started drop shipping business for an export company and increased sales revenue by approximately 25% in the first quarter.

BUSINESS DEVELOPMENT & PROJECT MANAGEMENT

- Got 2.3 million views on the website of an e-commerce company in 1 month which led to successful launch of the business for the client.
- Setup a complete business development and marketing plan for an IES company which led to around 20% return on investment for the client within 6 months.

PRODUCT DEVELOPMENT

- Worked on multiple reporting and analytics applications handling mutual funds clients, trades and positions data.
- Migrated a legacy application having around 7000 clients including institutional clients from old B2I systems to BlackRock's Waddin system. Became the youngest SME of the SLA critical application.

CERTIFICATION

- Oracle certified Java Associate - 1Z0-508



Aarthi M

Overall Experience
4 years and 5 Months

EDUCATION

B.E., ECE
R. V. S. Institute of Technology
Vasavareddy Technological University

PREVIOUS EMPLOYER

Robert Bosch Engineering and Business Solutions
Private Limited



My strength lies in keen observation, multi-perspective and critical thinking and solution designing. I was able to build on my current leadership skills while serving as the team leader for a team of 7 AECSE software engineers. Having worked in a global team coupled with a German work experience honed my people skills, communication and interpersonal skills along with problem solving and analytical skills. I believe my strong will power and resilience have brought the best for

PRODUCT DEVELOPMENT

- Led a team of 7 members engaged in Core Support Systems functions development for AECSE with L1-to-2 automation for European and Japanese Customers
- Enabled team competency improvement via training and mentoring
- Implemented Scrum in a European customer project by coaching team members regarding Agile practices
- Had Subsystem Responsibility for Japanese project and was responsible for on-time delivery, process compliance, solution design and task delegation

SPECIAL MENTIONS

- Awarded 'Dr. R. V. S. Best Gold Medal' for the Best cumulative performance from 1st to 8th semesters of under graduation
- Won 'Best Performer' award for contribution towards V860 Project
- Won 'Silver Award' for consistent good performance and support resulting in Japanese counterparts involving the team in Germanized S/D project

CERTIFICATIONS

- Professional Scrum Master 7, Scrum.org, March 2019
- Lean Six Sigma "Green Belt" Certification, IAPMG



Abdullah Shahab

Overall Experience
5 years and 3 Months

EDUCATION

B.Tech., CSE
Gandhinagar Institute of Engineering
and Technology, Uttar Pradesh
Technical University

PREVIOUS EMPLOYERS

Adobe Systems
NCL Technologies



My strength lies in project management and stakeholder management. I have helped my manager in creating an SLA for a project that resulted in reduction of complexity. As an acting project lead for several projects, I handled a team of several members and received award for doing the same efficiently. Because of my attention to details, I was selected to be a part of special quality assessment (QA) team. My previous jobs have taught me the skill of time management and its importance.

QUALITY ANALYSIS/ MANAGEMENT

- Managed a team of 7 members to fix the bugs related to OO Home, a new web-based initiative of Adobe.
- Maintained a streamline coordination between QA team and developers with the help of Jira, a bug fixing tool.
- Delivered 500 bug fixes in a week with high quality.

STAKEHOLDER MANAGEMENT

- Coordinated with stakeholders of Adobe Flash Player to fetch the information regarding latest releases and rendered the modifications on web pages appropriately for all the countries.
- Collaborated with the third-party agent to capture the localization of content in different languages.

SPECIAL MENTIONS:

- Received the dinner for one (DFT) award twice in Adobe System Once for making out the Creative cloud for team plan of Adobe in Israel. And other time for successfully managing the OO Home bug fixing task.
- Received third prize in Reaction coding event conducted by HCL Tech, for creating accessibility application.
- Received 'Innovation award' in HCL Technologies for providing insightful ideas during the project.



Abhijeet Kanaparthi

Overall Experience
5 years and 5 Months

EDUCATION

B.Tech., Industrial Engineering
Vishwakarma Institute of Technology
Savitribai Phule Pune University

PREVIOUS EMPLOYERS

Lead Senior / Technical Services L1P
(The Absolute Store) / Veeva VMS Pvt. Ltd.



Dedication, sincerity & empathy are the three pillars that I have honed while working in a customer-focused product company. Having worked in multiple start-ups, I have successfully managed cross-functional teams across the globe where I have showcased my attention-to-detail, ability to adapt & seek to outperform in a fast-growing thriving environment. My persistence and ability to solve critical & crucial problems were instrumental in building my rich career.

PRODUCT MANAGEMENT

- Owned and strategized products such as Delta (Curriculum ERP), Nucleus (School ERP), Teacher App, Parent App that helped the company scale from 30 to 150+ schools.
- Independently led and implemented a sales CRM for 200+ sales employees leading to quick and correct commercial approvals for the company.
- Launched and handled operations of VLU (App and website) in 5 countries that led to more than one million active users in the first 3 months.
- Designed, strategized and prioritized features and product flows that had a potential of acquiring ~700k users.
- Enhanced the video experience of VLU to be at par with competition (Rating of 4.3/5).

BUSINESS DEVELOPMENT & OPERATIONS

- Part of the 2+ member team at "The Absolute Store" (A Startup) that managed an approximate turnover of INR 24 Lakhs in one year.
- Negotiated the first sponsorship deal (INR 25k) with BAMA 2018, resulting in 1 Lakh business enquiries.

SPECIAL MENTIONS

- Awarded "LEADER of the Month" in January 2018 at LEAD School.
- Received the "Employee Spotlight of the Month" at Veeva.
- Received special recognition from CEO/ COO for outstanding efforts in Product Launches at Veeva.



Aditi Rathor

Overall Experience
4 years

EDUCATION

B.Tech., Applied Petroleum
College of Engineering Studies,
University of Petroleum &
Energy Studies

PREVIOUS EMPLOYERS

Senior Engineer POC - L1P
Total Oil India Pvt. Ltd.



I am driven by my fervour to find solutions to real-world business problems. My technical aptitude, business acumen and strong focus on results helped me thrive as a technical sales and marketing professional in a typically male-dominated lubricants industry. My holistic and multicultural experience in business development, sales analytics and marketing with creative, analytical approach and customer-centric mindfulness enabled in driving revenue growth of a company.

BUSINESS DEVELOPMENT

- Managed a business portfolio of 60+ customers with annual revenue of approx. INR 30 Million by acquiring and sustaining large OEM franchises and individual network workshops, ensuring 140% annual sales.
- Single-handedly achieved growth of 14% in sales volume (with all local averages of 8%) in FY 2018.
- Realized revenue increase of 30% in 6 months in FY 2018 by acquiring 4 major clients in the assigned territory.
- Spearheaded field sales team and distributors to identify new industries to augment the profits and market share for the organization.
- Analyzed market trends, forecasted revenues, and identified key value drivers, opportunities and risks to prepare annual strategic plans.
- Setup the optimum product mix for dealers & distributors to ensure constant product supply.

MARKETING

- Conceptualized and implemented promotional campaigns and activities increasing the sale of premium products and improving the visibility of the brand in targeted segment.



Aditya Pathak

Overall Experience
3 years and 6 months

EDUCATION

B.Tech., & M.Tech.,
Mining Engineering,
IIT Madras of Technology, Chennai

PREVIOUS EMPLOYERS

ShaktiFas: E-commerce Supply Chain
Process Management Consulting



As a consultant/corporate advisor, I have enabled the growth of Startup and new generation MITTs operating across diverse domains such as, E-commerce, Healthcare, Hospitality, Hyperlocal, EdTech, FinTech, and Supply chain. My intense exposure to PEVC firms have helped develop my abilities to craft GTMs, CMO & Investor pitch, M&A and Corporate strategy for their portfolio companies. Major clients being SoftBank, GGV, Flipkart, QVC and Givvy, among several others.

MANAGEMENT CONSULTING

- Designed Go-To-Market Strategy for a premium fitness chain and health focused internet lifestyle in India
- Carried out Feasibility Assessment for a Foreign firm of MENA Region and Market growth strategy for Madras firm in India
- Market Opportunity Identification and Product launch strategy of a US based Health Food Drink provider
- Designed an Investment Strategy Model for a US based Venture Capital Firm, and Mergers & Acquisition of its portfolio firms

CORPORATE STRATEGY

- Financial modelling and Introduction of SAP/MS Fabrics system Responsible for meeting investor needs and P&C of the company
- Launched new products like Hyperlocal App, B2B E-commerce deliveries, Warehouse automation in supply chain
- International business expansion for B2C logistics to China, increased the efficiency of supply chain by redesigning last mile and last mile. Reduced Cost Per Order by 20%.

SPECIAL MENTIONS

- Appreciation and repeat engagements from clients like Tiger Global, P&G, CureFit, Byju's and Flipkart
- Core Team Head of Culture and Techno management fest, 'Spring fest @ IITM', at IIT Chennai
- Organized All India CATC and IITC All India compex and awarded NCC 'A' and 'B' certificates from GAT



Akash Gajeshwar

Overall Experience
3 years and 11 Months

EDUCATION

B.E., ECE,
IITM Chennai | Institute of Technology
University of Florida
Ph.D., EE,
University of North Carolina, Charlotte, USA

PREVIOUS EMPLOYERS

Atom Power USA
Tinfiniti



I am a globally experienced professional in Software Development, Technology transformation and product life cycle framework. I have an exemplary track record of dissecting complex, ill-defined issues, prioritizing use cases and designing unique implementation management solutions. I am motivated by real-world problem solving through scalable technology solutions. Building customer-centric products that give customers great user experience are my core values.

PRODUCT OWNERSHIP AND DEVELOPMENT

- Led the cross-functional team on the design and development of a software system for the World's first true smart solid-state Circuit breaker
- Owned and strategized consumer-facing products widely used by thousands of clients (e.g., operating the 'Health' and 'Extended Warranty' online insurance channel)
- Ensured prompt resolution of critical product requests for global clients leading to faster turnaround time and new revenue generation for the firm

PRODUCT INNOVATION

- Launched and handled operations of Telematics Insurance Sure Ship and Habitat that led to more than ten thousand active users in the first 6 months
- Bottom-up innovation by problem identification and proposing AI product that enabled users to remotely update software using web application, accelerating the bug fixing process by 30%.

SPECIAL MENTION

- Received special recognition from CEO and CTO for outstanding efforts in Product development and management of the world's first solid state circuit breaker at Atom Power.



Akshay Bhateja

Overall Experience
3 years and 4 Months

EDUCATION

B.E., Mechanical
Maulana Azad National Institute of
Technology, Bhopal

PREVIOUS EMPLOYER
Maruti Suzuki India Limited



I passionately leverage the analytical part of my mind for problem solving & utilizing resources leading to on-time completion of projects. Projects with stringent cost saving targets have nurtured me to think out the box, conceptualize & implement innovative solutions in such a manner that customer comfort & regulatory requirements are not compromised. Working with cross-functional teams made me a good team player & have helped me improve my people skills, negotiation skills.

PROJECT MANAGEMENT

- Organized binational level cost down idea generation event (JIRA Joint Cost Reduction Activity) for the HVAC unit for (RodeoX, Led a CFT of 6 people, to finalise 5 ideas out of 83 ideas generated, leading to a recurring cost saving of 10million/annum for 5 years.
- Information Security-Facilitated ISO 27001 recertification
- Conceptualized Air Circulator reducing AC system cost by ~25%
- Conceptualized Semi-Automatic AC Controller for HSEV vehicles.

RESEARCH & DEVELOPMENT

- Headed CFTs for focus cost down of AC system components for (RodeoX, leading to a recurring cost saving of Rs.42million/annum for five years.

SPECIAL MENTIONS

- Represented MIRA at 24th WVEEST International Conference in Mumbai and presented on "Value Enhancement of Condenser".
- Research Paper on Effect of Clear Glass Transmittance on AC performance of vehicle selected for publishing in SAE World Congress 2020.
- Best Performer Award: exceptional performance in quarterly performance ranks in 25 employees of the team, MIRA, 2018.
- Won All India Suzuki Group Quality Circle Competition 2018.



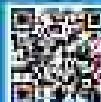
Animesh Gupta

Overall Experience
3 years and 5 Months

EDUCATION

B. Tech., Mineral Science
University of Petroleum and
Energy Studies

PREVIOUS EMPLOYERS
Hive India Pvt. Ltd.
Insident Procurement Services Pvt. Ltd.



Curiosity is my biggest strength. This inquisitiveness enables me to thrive in dynamic environments while being fascinated by ideas and finding connections between seemingly disparate phenomena and has strong meta-skills. I have successfully helped in making great projects efficient by combining fresh thinking and an unrelenting work ethic. Cross-functional work opportunities helped me hone my trouble shooting abilities in larger teams, while becoming a catalyst of synergy.

SALES & MARKETING

- Delivered over 90% growth in revenues on various occasions and projects.
- Managed and delivered the largest exhibitions on the Steel, Paper, and Infrastructure Industry.
- Took media decisions along with top managers to improve visibility and awareness of the projects.
- Built a knowledge base for new recruits with the HR department.
- Improved floor plan efficiency by 20% with the Operations department.

BUSINESS DEVELOPMENT

- Established standard operating procedures for sales and key account management.
- Delivered the company's first major long-term client.
- Established presence in unexplored markets.
- Played an instrumental role in pivoting from a listing model to a procurement solution model.

SPECIAL MENTION

- Recognised for displaying Fresh Thinking, one of the key values at HIVE on multiple occasions.



Antony Jo Tharappel

Overall Experience
5 years and 5 Months

EDUCATION

B.Tech., Mechanical
Oxford University

PREVIOUS EMPLOYERS

Selkirk Entertainment Services Group
Develco Analytics



I am a Project Management Professional with extensive experience working on complex projects in competitive markets. I'm an analytical professional skilled in negotiation and managing cross-functional teams working across the world. As a collaborative communicator, I am continually focused on building customer relationships and delivering client satisfaction. In 2018, I was recognized with the "Commitment for Excellence" award for my work in improving operations & revenue.

PROJECT MANAGEMENT

- Led a 12-member team managing globalization and distributor projects for a \$1.2 billion on-line video streaming service with 156 million subscribers globally.
- Worked with key stakeholders from eight global teams to define the distribution, delivery requirements, and milestones of projects for global clients.
- Identified an opportunity to develop a strategic vendor offsite, which resulted in an increase in production volumes by 30% per month and, as a result, won contracts worth \$300k.

OPERATIONS MANAGEMENT

- Created scalable and optimized workflows; as a result, reduced lead times by 30%, and the error rate by 30% for localized sites and increased project visibility.

SPECIAL MENTIONS

- Received the "Customer First Award" for successfully developing and maintaining positive relationships with a very high-value client.
- Recognized with the "Commitment for Excellence" award for work done in increasing production capacity and revenue.
- Rank 6 in a pan-India case study competition on Growth strategies for a Fintech Company in Tier 2,3 & 4 cities conducted by IT Janus.



Anur Rajiv Dixit

Overall Experience
4 years and 5 Months

EDUCATION

B.Tech., Chemical, 35/1000
University of Mumbai
Advanced Diploma in Industrial Safety,
Health Safety and Environment, IOSTE

PREVIOUS EMPLOYER

Kalindia Industries Limited



I am an experienced Oil and Gas professional with a rich work experience in large petrochemical plant operations. I am a results-oriented person skilled in domains like Operations Management, Inventory Management, Operations Excellence and Health and Safety. My strategic planning abilities, attention to detail, intellectual curiosity, leadership & team management skills have aided me to lead diverse cross functional teams and drive high impact projects to completion.

OPERATIONS/MAINTENANCE

- Managed a unionised workforce and worked with cross functional teams to achieve more than 88.7% of prime grade production.
- Supervised more than 100 workers during a 45-day plant turnaround for maintenance without a Lost Time Incident.
- Initiated a change in the control system of plant that improved plant reliability and led to savings worth INR 30 Lakhs.

CHANGE MANAGEMENT

- Managed the implementation of the Operating Management System at site. OMS is a management system that enables RIL to achieve safe, compliant and reliable operations.
- Conceived and implemented a governance program to ensure systematic roll out of OMS at site which was later horizontally deployed across other RIL sites.

SPECIAL MENTIONS

- Won the Oil India Award Trophy for the Best HSE (Health Safety and Environment) Project at inter-site competition.
- Recipient of Site President's "INSPIRE" award for training employees, including site leaders on Operating Management System.

CERTIFICATION

- Certified Assessor for Quality Management for Ramaprashna Bala National Quality Award (RNQA)



Ashok Kumar

Overall Experience
5 years and 10 Months

EDUCATION

B.Tech., Electrical
Experiments Super Degree of Engineering
Vasthanya Technological University

PREVIOUS EMPLOYERS

Oracle India Pvt Limited | Essi Andharabi Cyber
Mobitel Bahrain | Comenius | Tamara Software



As a seasoned Telecom Technologist, specializing in Technology Enablement of Telecom Operators for more than 8 years, in a Geo-distributed cross-offshore mode. Demonstrated ability to manage, Motivate and build cohesive teams that achieve results. Highly experienced professional with strong leadership and problem-solving and technical skills to improve individual, team and organizational performance.

TELECOM CONSULTING

- Creating Solution Driven design, standard business processes and assets to help businesses do transformation projects more reliably and cost-effectively for two offshore and three onshore Clients.
- Handled meetings with the customer, workshops, Project estimation, Customer interaction for requirement and scope clarification/control for around five clients.
- IT Transformation of Billing Solution of various Telecom Infrastructure provider.

TELECOM SALES

- Leading service development and support teams for offshore of around twenty people.
- E2E requirement gathering workshops across all lines of teleco business, with the transition of three projects.
- Performed presales activities, customer demos for Telecom solutions, submitted RFP responses having a conversion of approximately Forty percent.

SPECIAL MENTIONS

- Certificate of appreciation from "Huawei Technologies" in Bahrain.
- Awarded Merit Scholarship from "Indian Railways" and Rays Puzellan in "All India Scouts".



Ashwanya Khandelwal

Overall Experience
3 years and 4 Months

EDUCATION

B.Sc., Economics
St. Xavier's College, Kolkata
Deloitte University

PREVIOUS EMPLOYERS

Investa Financial Services | HSBC Global
Banking & Markets | GSK Capital



Proactive, efficient, and insightful are traits that are central to my personality. Visualizing and executing novel approaches within the, and my experience in finance and venture capital, has enabled me to develop this capability. Working on diverse projects strengthened my foundations on collaboration and helped me create a robust outlook on business matters. I am self-motivated and driven, with a firm belief that persistence and perseverance form the unshakable pillars of success.

VENTURE CAPITAL / PRIVATE EQUITY

- Performed due-diligence activities on health-tech start-ups in the U.S. for primary client - a healthcare venture capital firm. Assisted the firm in go-to-and due diligence for a \$6mm investment from their second healthcare fund.
- Conducted market research on the insurance and healthcare space in the U.S. to identify potential areas of investments.
- Helped construct and set up the Customer Relationship Management platform for the firm to manage limited partner relations. Helped in fund marketing activities such as PRA's, mandates, fund packs, 1-pagers etc.
- Constructed basic valuation models for the firm and conducted benchmarking activities to understand market competition for portfolio companies and new investments.
- Performed similar due-diligence activities for impact investing firm Beyond Capital Fund, which Trilliant worked with previously.

FUND ACCOUNTING

- Reduced turnaround time for bill calculation by 10% - 15% in a short time, and was subsequently shifted to a new critical client.

SPECIAL MENTION

- Awarded the "Rising Star" award in Q3 of 2017 in HSBC Global Banking and Markets for exceptional performance on the job client.



Ashwati Menon

Overall Experience
3 years and 5 months

EDUCATION

B.Tech., ECE
Vellore Institute of Technology

PREVIOUS EMPLOYER

Publicis Sapient



A calm demeanor, effective communication, integrity, assertiveness, passion and commitment to excellence define who I am. My experience in strategy elicitation, design and development, customer engagement and process improvement has made me take right decisions at the right time. My people management and analytical skills, operational efficiency, agility and adaptability to win over crises have helped me grow professionally and excel in a short career duration.

AGILE METHODOLOGY AND SOFTWARE DEVELOPMENT

- Developed an efficient online forum for consolidating ratings and reviews from different platforms, while working with a major UK based client.
- Designed and implemented a rule-based process to create forecasts and store content in a repository.
- Presented client demos, coordinated with internal and external teams on project execution.
- Led and carried out module development within stipulated deadlines.

TECHNICAL SOLUTION AND PROCESS OPTIMIZATION

- Initiated formulation of automation techniques for background processes of the website which increased system efficiency by 25%.
- Ensured smooth functioning of end-to-end website processes for leading e-commerce and retail clients in US.
- Spearheaded the tracking and reporting of every customer order placed and delivered apart on-site.
- Analyzed, actively monitored and maintained system health and remediated crucial application issues with minimal downtime.

SPECIAL MENTION

- Awarded 'Shout Out' award by Accenture Retail Group for dedicated client focused delivery deployed.



Ashwin Krishna M

Overall Experience
6 years and 10 Months

EDUCATION

B.Tech., ECE
VIT Vellore Institute of Engineering and Technology
Melbourne Graduate University Australia

PREVIOUS EMPLOYER

The Federal Bank Ltd



I have worked in diverse roles in various branches, zone office and the head office of a commercial bank. My skill set in approaching situations analytically, coming up with logical solutions and communicating effectively with any audience. My experience ranges from client-facing and branch operations to business development of digital products and also in end-to-end management of process improvement projects.

SERVICE QUALITY

- Identification of process improvement opportunities in the Bank that impacted 1000+ branches.
- Analyzing the existing processes and suggesting suitable alternatives to Senior Management team and Chief Operating Officer.
- Ensuring end-to-end delivery of the revised processes by coordinating with all the stakeholders and monitoring the processes once the improvements are put in place.
- Reduction of FTRR cases in the Savings bank account opening process.

BUSINESS DEVELOPMENT

- In-charge of Digital Products Marketing Cell of the Zone, consisting of 180+ branches spread across 6 districts.
- Tie-up established with all 6 district co-operative banks in the zone for RTGS, ATM sharing arrangement and urban co-operative banks for RTGS and CBS arrangement.

SPECIAL MENTION

- Member of IIC's club for the year 2014-15 with a working at Kochi Zone Office.

CERTIFICATION

- Certified Associate of Indian Institute of Banking and Finance.



Bhukya Prudviraj

Overall Experience
4 years and 4 Months

EDUCATION

B.Tech., Mechanical
M.Tech., Mechanical
Product Design Specialization
Jawahar Institute of Technology, Hyderabad

PREVIOUS EMPLOYERS

Wipro Electronics Limited
Humber India India Limited



I am an experienced and well-rounded professional with a knack for creative and pragmatic problem-solving. I am a certified Lean Six Sigma Green Belt and adept at leading cross-functional teams in effectively implementing financial controls and processes. My skill set is conceptualizing cost optimization measures and enhancing utilization of resources. I am an enthusiastic learner and have a strong business acumen, and this combination, I believe strongly, will be my success factors.

PRODUCT DESIGN & PROCESS IMPROVEMENT

- Designed and developed light weight high strength electronic warfare subsystem modules using advanced ceramics for Indian Army.
- Managed different R&D projects of Electronic support measure systems and electronic countermeasure systems for Indian Army (Warfare) and Indian air force (Ground Based Mobile Blunt System).
- Collaborated with 4 cross-functional teams to engage in incremental innovation of existing designs and saved costs up to 75 Lakhs in product development projects.

OPERATIONS

- Successfully carried out feasibility study of light weight electronic support measure systems on 3 Mi-35 Helicopters, 3 Comar 221 aircrafts and 2 L-39 aircrafts to capture platform requirements.
- Played a pivotal role in successful installation of electronic support measure & electronic countermeasure systems on 2 Mi-35 Helicopters, 2 Comar 221 aircrafts and 1 L-39 aircraft at IIS FANGA, Visakhapatnam of ISRO.

SPECIAL MENTION

- Received "certificate of appreciation" from state election commission for leading a team of 30 engineers to conduct elections successfully in Telangana legislative elections 2019 as an E.M. technical team head amidst hostile and adverse environment.



Bipin Kumar Sultania

Overall Experience
3 years and 3 months

EDUCATION

B.Tech., CSE
Harriss Institute of Technology
Mastana Akshay Vastu Road, University

PREVIOUS EMPLOYERS

SAP Labs India Pvt. Ltd.
Greenleaf Software India Pvt. Ltd.



I am a Product Development Professional with proficiency in design, development and in testing diverse cross-functional technology and product domains. I am skilled in bringing teams together to brainstorming innovative ideas and coordinating the implementation of programs. I worked at SAP LABS on an enterprise cloud application in development and customer support and also have entrepreneurial experience in starting a rental service in Bangalore.

SOFTWARE DEVELOPMENT

- Developed learning 360 in Portal requirement analysis, coding, design and implementation which is being used by more than 20million and users and 3000 companies.
- Provided onsite support and solutions to customer queries.
- Reduced customer complaints by optimizing application architecture reducing loading time by 40%.
- Saved 300-man hours/month by automating manual tasks.
- Worked on database migration thus saving money on license costs of Oracle and benefits of Hana Platform.
- Worked as Scrum master, Code Reviewer and helped in boosting of new process to ease their integration into the team.

DATA ANALYTICS

- Created (usually) impactful dashboards in Excel and Tableau for data reporting by using MS SQL and Javascript. Worked on data to identify key metrics and transform it into meaningful, actionable information.

CERTIFICATIONS

- Predictive Analytics for Business Nanodegree from Udacity.
- Six Sigma Yellow Belt Specialization from University System, Georgia.

SPECIAL MENTION

- Performance for outstanding performance by Co-starch in 2024.



Chaitanya Amte

Overall Experience
5 years and 11 Months

EDUCATION

B.E., IT
Terna Engineering College
University of Mumbai

PREVIOUS EMPLOYER

Tata Consultancy Services



My amicable demeanour combined with a deep sense of responsibility has been a key factor in being looked upon by my leadership as a reliable team member always. My strength lies in my critical thinking ability to examine and appreciate ideas/situations and decisions deeply from not just a strong technical perspective but also from a sound business perspective. An amicable, results-oriented person and a spiritual seeker with less material aspirations both inside and

TECHNOLOGY CONSULTING

- Led design thinking workshops for development of POCs (Proof of Concepts)
- Conduct research and appraisal/analys reports to propose solutions and find applicability to client's ecosystem.
- Design and develop Blockchain based MVPs and market them through internal account and teams.

PRODUCT DEVELOPMENT

- Led a team of 5 to develop & manage the most critical part of a digital wallet product of a telecom giant which was instrumental in servicing around 70% of 0.1 million daily user requests.
- Planned, developed and delivered technical changes to popular digital wallet product with over 5 million active users.
- Responsible for conducting key changes on technical architecture of a product such as eliminating a single point of failure.

SPECIAL MENTIONS

- Award for technical excellence for spearheading the design and delivery of automation initiative for a digital wallet product and achieve a cost saving of close to \$5000 US\$ annually.
- Award for Best team for rolling out complex technical changes in a short span of time successfully.

CERTIFICATION

- NCFM Financial Markets and Derivatives market certification.



Charmi Agarwal

Overall Experience
4 years and 1 Month

EDUCATION

B.Tech., Petroleum
Pondit Dyaneshwar Patil
University

PREVIOUS EMPLOYER

Kaliance Industrial Limited



I have a proven track-record in driving sales-growth through value-added customer relationship and end-to-end solutions selling. My expertise in Key Account Management, Market Intelligence, Industry Analysis and Business Development comes through my sense of capturing customer pulse and deep insights. adept at handling multiple product-categories, channel-partners, customer-portfolio and end-use sectors such as FMCG-Auto/Petroleum across different geographies pan-India.

SALES AND MARKETING

- Handled 3 business product-categories & achieved 30% growth in Rajasthan and 25% growth in PVC businesses of RIL amidst heavy competition and capacity additions in the market in FY18.
- Increased market share from 2% to 33% through product development and BD in Agriculture - customer awarded National CSR Award 18.
- Lead generation & new sales of ~500 MT with potential of 4000 MTA with MG Waterpur Group achieved through ARs of marketing.
- Market share improvement from 7% to 25% and 232% increase in sales with key account M/s Prince Pipes.
- Assigned No. 2 to Product Heads of PE & PVC businesses and responsible for driving growth in priority sector of CP.
- Achieved 30% growth in Rajasthan business in FY18 and overall market share increase by 30%.
- Strategic account management and key account manager of national accounts such as H-Shell and Marico.

SPECIAL MENTIONS

- Research Paper presentations at Dubai International Conference Publication in Australian Journal of Engineering Research (2011) 2009-9488 & Best Paper award at International Conference on Petroleum Science & Technology (2014).



Deepak Kumar Giri

Overall Experience
3 years and 4 Months

EDUCATION

B.Tech., Civil
Maulana Azad National
Institute of Technology

PREVIOUS EMPLOYER
Maruti Suzuki India Limited



I am a Highly Skilled & focused Project Manager trained in Project and Resource Management plus an MSIL with expertise in Construction and Operations Management!! I have also successfully employed Six Sigma process improvement projects collaborating teams with multiple stakeholders. I have efficiently managed multiple clients, managing end-to-end project life cycle including project planning, SOG estimation, risk management & quality management till facility handover to Users.

OPERATIONS AND PROJECT MANAGEMENT

- Project execution & Coordination for construction of R&D Project of MSIL at (HIT Rohtak worth INR 2400 million with L&T (A contractor).
- Worked with the project team of Equipment installation vendors (AVL, HORIBA, Greencon) & Consultants (Architecture & Structural) to resolve interface issues of various design data that ensured timely Release of GPO drawing based on input from Equipment Vendors.
- Conducted Vendor identification, technical and financial evaluation of bids and spearheaded final award of contracts for facilities of EI costing of 500 million & SRUPS, Technical worth 120 million and tendering and ordering of the Project.

STAKEHOLDER MANAGEMENT

- Led the L&T team of 1 Project Manager, 8 Engineers, 20 supervisors & 500 skilled and unskilled manpower during the construction phase.
- Resolved conflict of project scope between internal stakeholders & Equipment supplier till the commissioning stage of the completed project. Handled payment & labour issues agencies & sub-contractors.

CERTIFICATIONS

- Project and Resource Mgmt. Certification from MSIL for completing training in Project Management.
- "Certificate of Appreciation" in Kaizen and Six Sigma for process improvement at MSIL.



Gaurang Patankar

Overall Experience
5 years and 6 Months

EDUCATION

B.E., Chemical
Institute of Chemical Technology,
Mumbai

PREVIOUS EMPLOYER
Bharat Petroleum Corporation Ltd



Language, tone and demeanor are the cornerstones of my communication style. Utilizing the belief that the first step of innovation is down in our thought process, I have cultivated my skill base in an industry that involves a fine balance between operations management and technical competence. My ability to pay attention to detail has enabled me to solve labour problems in a factory. I rely on computational wisdom to decide a competitive or a cooperative strategy.

OPERATIONS

- Reduced the utility consumption of the plant by optimizing the plant parameters resulting in a net savings of INR 50 Lakhs every year.
- Reduced the electricity consumption in the plant by recommending FRP modes for fin fan coolers resulting in a savings of INR 20,000 per day.
- Has implemented more than 100 Management of Change (MOCs) for the Crude Distillation plant for process improvement as well as enhanced process safety.

PROJECT MANAGEMENT

- Implemented the Advanced Process Control System for Crude distillation Unit of Mumbai Refinery.
- Implemented the digital management system for annual turnarounds to track real-time progress of the scheduled tasks and estimated time of completion.

SPECIAL MENTIONS:

- Received the Gupta Manch award for being the Best Engineer in Operations department of Mumbai Refinery.
- Received the best trainer award for handling 3 successful batches of international trainees.
- Received the best panel operation award for safe plant operation during a fire emergency.



Gokula Krishna Rangineni

Overall Experience
4 years

EDUCATION

B.E., ECE
K.J.Somaiya School of Engineering
and Management
Pune, Maharashtra Technological University

PREVIOUS EMPLOYERS

Capgemini Technology Services | Transition Global
Infomax Center



My skills rest in being innovative, customer focused, root-cause analysis, trouble shooting and team work. My passion for providing best user experience made me collaborate with diverse and cross-functional teams while also working in a typically dynamic and intense environment smoothly. I have successfully managed estimation, resource planning, design and development of products end-to-end. I believe experience is the best teacher and hard work will definitely pay off.

SOFTWARE DEVELOPMENT

- Led a 4-member offshore team for redesign and development of 5 legacy applications to latest technology in a span of 2 years which helped the team achieve an increase of over 200-million transactions.
- Responsible for supporting agile development teams and DevOps team in successful implementation of continuous integration and continuous deployment procedures.
- Redesign and developed software tool for onshore support teams that could achieve increase in productivity of the workforce by over 25%.

IT CONSULTING

- Responsible for successful delivery of optimized branded web products to over 20 major insurance providers in the US.
- Successfully delivered merchant onboarding support system for Point of Sale (PoS) payments provider in the US.

CERTIFICATION

- Microsoft Certified CA Professional.



Gouthaman P V

Overall Experience
3 years and 6 months

EDUCATION

B.Tech., Mechanical
Mangal Institute of Technology

PREVIOUS EMPLOYER

Hyundai Construction Equipment India



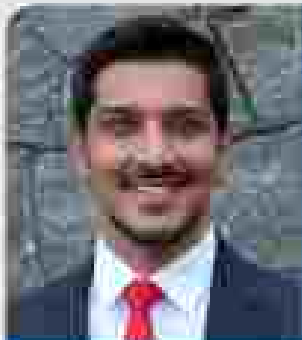
I am a Sales professional, who worked as Area Sales Manager at Hyundai Construction Equipment India. I have 3.5 years of work experience in Sales Management, Key Account Management, Executables Management, Territory growth Management and Dealer Development. My key strengths include consultative selling, ability to maintain strong stakeholder relationships, ability to adapt to rapidly changing business situations, and cross-functional collaboration.

SALES MANAGEMENT

- Led a team of 18 members, implemented different sales techniques to achieve target market share of 17% consistently.
- Managed and maintained relationships with strategic customers, ensuring long term business with them. Consistently achieved the target of adding 2 strategic customers per year, resulting in improved sales volume and revenue.
- Ensured timely payment by customers and the dealer, prevented overdue payments, thereby improved the company's financial position and maintained ease of doing business. The dealer had received the 'Best Dealer in Financial Management' award in 2018.
- Singlehandedly developed the dealer sales team by giving them periodic trainings and field level accomplishments. Ensured the dealer meets management requirements on capital and facility as per company policy. Dealer doubled its outlets from 4 to 8 and recruited manpower according to market demands, which improved coverage and brand visibility.
- Planned and coordinated the launch of company's mini excavators' product line in India. Achieved 11% market share within the first year.

SPECIAL MENTIONS

- Received special appreciation from VP and Business Head for achieving maximum single-month (retail) sales in company's history.



Ishan Sachdev

Overall Experience
5 years and 3 months

EDUCATION

B.E., Civil
BIT C.S. Institute of Technology
& Science, Wazirpur (Rajaji Campus)
Pimpri, Maharashtra, India

PREVIOUS EMPLOYERS

Equipare | Innv India Pvt. Ltd.
ACC Limited



A Persuasive techno-commercial, strategic, experienced in product service industry with skills in market intelligence, negotiation, planning, sales and business development. Proficient in managing complete process cycle. Adapt in team management, bring in perspectives of MNCs and startups. Have increased top-line by not only consultative selling but also cross-selling. I have an entrepreneurial mindset, enjoy brainstorming ideas and crafting their strategic implementation.

MARKETING AND STRATEGY

- Negotiated partnership contracts with clients, onboarded dealer and other channels to achieve targets amounting to more than 2.5 Cr every month via online and offline engagements.
- Gathered market intelligence to fine-tune sales activity, contributed 60% of the overall revenue, improved existing and conceptualized new product ideas. First in India to be chosen as a Pilot to push a new product in these pre-established smart regions. Added 1000+ new clients per month.
- Performed monthly forecasting and mapping, presentations, product demo and other BTL activities to improve market share to more than 35%. Reduced pending payment of assigned region by 10%.
- Guided a team of supervisors. Performed pre-sales and post-sales operations, ensuring diligent follow-up to improve engagement.

SPECIAL MENTIONS

- National level award winner at ACC presented by His company CEO for being consecutive amongst the top 10 employees.
- Represented India brigade in I Lead India, a pan-India campaign, organized by Bennett Coleman and Co. Ltd. (selected amongst 28,000 participants).
- Former president of BITES, a techno-cultural society and has won an international level poster presentation competition.



Joel Bright

Overall Experience
5 years and 4 months

EDUCATION

B.E., Civil
Comptons Institute of Technology
Anna University
POO-Dala, S.Satra, IIT-Singapore

PREVIOUS EMPLOYER

Larsen and Toubro



I worked closely with the Top management of the company where my data-oriented approach helped me to make a difference in finding solutions for reducing cost and enhancing productivity. The experience has enhanced my abilities in financial acumen, negotiation skills and operational planning. Working with cross functional teams gave me a holistic view of the Business operation articulating my journey towards Business excellence.

OPERATIONS

- Analyzed Risk and Opportunities of a project and developed strategies to mitigate risk and exploit opportunities.
- Conducted cost-benefit analysis to make judicious decisions and improved the project margin by 15%.
- Leveraged on the available data and formulated a plan to optimize the logistics in a project.
- Reordered the sequence of activities in a linear project based on incoming schedule to increase budgeted revenue of the project by 17% in a FY.

PROJECT MANAGEMENT

- Developed a methodology for estimating variation and claim in line with the contract document to the customer and submitted a claim worth 10% of the project value.
- Co-ordinated with multiple stakeholders like Client, Sub-Contractors and ensured the planned activities are completed on time.

SPECIAL MENTIONS

- Served as the SECRETARY of TECHNORATION 2022 - a National Level Technical Symposium in College Level.
- Winner of "TALENT HUNT 2022" a state level Technical Quiz competition and won a cash prize of INR 1,00,000.



Joshy Lutes

Overall Experience
8 years and 10 Months

EDUCATION

B.Sc. Nautical
Sri Lanka Institute of Maritime Studies, ISMNU

PREVIOUS EMPLOYERS

NYA Ship Management Limited PTE Ltd.
D'Amico Shipa Ishima India (PTE) Ltd.



As 2nd in command on-board cargo ships, I developed skills in strategic planning and implementing innovative methods to enhance workplace productivity at high seas. I was able to ensure efficient operations and enhance stakeholder satisfaction by successfully managing large cross-functional & multi-cultural teams. I have led teams out of various crises by engaging divergent thinking and appreciative inquiry. My experiences taught me the importance of having right attitude.

PORT OPERATIONS, SHIPPING AND PROJECT MANAGEMENT

- Reduced turnaround time at port by optimizing cargo operations, saving operating expenses of about US \$0.1M annually.
- Planned and managed major renovation of ship with project value of US \$3M in China involving third party contractor management and procurement of supplies.

LEADERSHIP, LEGAL COMPLIANCE AND CRISIS MANAGEMENT

- Led multinational crew to successfully manage attacks by Somali pirates with potential savings US \$100M and lives of 25 crew members.
- Reversed grounding of vessel in Houston Ship Channel, USA, potential savings of US \$25Mn - \$35Mn.

STAKEHOLDER MANAGEMENT AND CLIENT ENGAGEMENT

- Coordinated with top management and led cross-functional teams to present ships for 3rd party selling inspections and receive cargo shipment orders from company's clients.
- Represented owner's interests with shippers and receivers ensuring safe & timely operations devoid of conflicts and liabilities in 70+ countries.

SPECIAL MENTION

- Co-designed & launched educational app for shipping industry.

CERTIFICATIONS

- Master of Foreign Going Ships, Government of India.
- Lean Six Sigma Green Belt Certified Professional.



Kamal Singh

Overall Experience
4 years and 5 Months

EDUCATION

B.E. ISE
OJSSA University Punjab

PREVIOUS EMPLOYER

Emerson Electric Co.



A seasoned professional with acute experience of leading the IT Ops team, worked in Service Management, Product S&C and System Integration. I have accomplished various Process Migration while proactively working with Vendors, Business Analysts and Project Managers, where my communication, analytical and problem-solving skills were complementing the job-fit. My perseverance and learning attitude are indicative of my inspiring career transformation journey.

STAKEHOLDER MANAGEMENT

- Led cross-cultural team of 6 for IT-Operations to develop and maintain Data Integration with Oracle ERP.
- Involved in leading with offshore Customers, Business Analysts, third party service providers, project stakeholders, cross-functional managers during software development lifecycle.
- Carried out New talent screening, training and Upskilling of subordinate's process and delegating among team at department level.

PRODUCT DESIGN AND DEVELOPMENT

- Optimized Business Activity Monitoring by reducing the manual efforts by 6 man-hours per day and saving 200K dollars.
- Designed real-time data-transfer mechanism between Oracle ERP and SAP.
- Carried out Mobile Integration of complex Oracle ERP processes sending real-time notifications to Business users for critical business events.

SPECIAL MENTION

- Analyzed Exceptional service for EOP Project Implementation.

CERTIFICATIONS

- Lean Six Sigma Green Belt Certified Professional.
- IIT Certification in IT Service Management.



Karan Sharma

Overall Experience
5 years

EDUCATION

B.Tech., Marine
BITS Pilani

PREVIOUS EMPLOYERS

Navis Shipping Company Ltd | Kinross Ltd | Shell
Ship Life Management | DTI Marine Services Ltd | Star



My skills lie in operations, supply chain, HSE, project management, and leadership. As Marine Engineer onboard largest LNG tanker ships, life at sea has imbibed in me discipline, perseverance, patience, and a meticulous attitude. I have planned, conceptualized, and led multinational teams of 4-6 people to carry out projects with high accuracy, safety, and compliance standards, as well as co-ordinated with other departments during critical cargo operations and crisis management situations.

OPERATIONS, PROJECT AND SUPPLY CHAIN MANAGEMENT

- Led maintenance-related projects on shipboard machinery systems and Gas power plant, with a multinational team of 8-10 people
- Leading fueling and bunkering operations, saving bunkers saved at \$US 3 million
- Reduced ship's fuel oil consumption by performing a study onboard, leading to correct troubleshooting and appropriate corrective action
- Key member of an 6's team during drydock of largest LNG ship in Qatar, completing repairs in record time of 14 days, reducing downtime, and potentially saving US\$ 2.5m
- Saved costs and prevented downtime by implementing electronic inventory management system onboard, streamlining consumption of critical spares, ensuring availability of same.

LEADERSHIP, TEAMWORK AND CRISIS MANAGEMENT

- Ensured 100% compliance to international standards and regulations, and zero non-conformities in various audits in Port, by internal and external stakeholders
- Implemented Safety Management System onboard and trained 27 crew members in various aspects of non-loss safety and pollution prevention, resulting in zero incidents
- Carried out risk assessment to identify, evaluate, report and control risks in various marine operations.



Karthika Warrier

Overall Experience
5 years and 10 Months

EDUCATION

B.Tech., IT
IITM Chennai
IITM Chennai
Anna School of Engineering
Anna University, Chennai

PREVIOUS EMPLOYERS

Sociata General Global | NTT Data Inc
IBM India Pvt. Ltd.



I am a certified Scrum Master & Six Sigma Green Belt professional with close to 5 years of experience in ERP design, analysis, development and implementation. My experience areas include Client & stakeholder management, setting up & improving digital business processes & enabling digital transformations. While successfully leading a global team of 15 for production delivery & support, I was part of the Learning & Knowledge team helping internal teams transform into Agile methodology.

TECHNOLOGY CONSULTING

- Worked on multiple B2B consulting projects - integrating processes, resources and deliverables along with technical development
- Developed Strategic relationships with key clients in Govt of Canada Project for IBM to ensure business benefits are delivered and project roadmaps are aligned to the company's IT capabilities.

PROJECT MANAGEMENT

- Led a multi-geographic team of 20 people managing and maintaining the firm's HRMS application (Hire to Termination)
- Scrum Master for HRMS Development team, responsible for Sprint Planning, Development of User Stories and managing delivery of Product features
- Collaborated with multiple Stakeholders and product delivery teams to ensure smooth launch of legacy Web-based applications in Android and iOS mobile platforms.

BUSINESS DEVELOPMENT

- Conceptualized and implemented a new funding mechanism for process enhancement within Sociata General's GSC resulting in annual savings of INR 50k
- Spearheaded the digital transformation from classroom learning models to Virtual Classroom models for IBM's Global service Line for the Training and Development Cell, resulting in an annual saving of INR 25k per resource



Kiran Ganji

Overall Experience
4 years

EDUCATION

B.Tech., Biotechnology
National Institute of Technology,
Dehradun

PREVIOUS EMPLOYERS

Quantum Analytics Pvt. Ltd. | Gramer Technology
Solutions Pvt. Ltd. | LatentView Analytics Pvt. Ltd.



I am a dynamic and motivated professional with a structured approach to problem solving with my previous experience in analytics consulting. I bring to the table strong knowledge in advanced analytics, ability to learn with cross-functional teams across organization and the ability to manage stakeholders around the globe. With the aid of my technical expertise and business acumen, I had successfully churned out innovative solutions with significant business value.

ANALYTICS CONSULTING

- Scoped senior stakeholders of top firms in Australia, Malaysia and US on advanced analytics projects
- Saved 450K AUD per year through churn reduction by a system that predicts high risk customers about a month in advance
- Deployed an automated pricing intelligence system for a commodity through its price trend prediction
- Optimized spending across multiple digital channels using regression models and saturation curves

STRATEGIC CONSULTING

- Drive data-based decision making with clients by designing state-of-art methodologies to derive insight on Predictions effectiveness
- Pricing and Campaign strategies Profiles and segment customers to devise customized marketing plan for targeting each more segment

SPECIAL MENTIONS

- Recognized for outstanding contributions at Quantum India Business Jan 2019
- Presented "Magician Analyst" award for Data Analysts in Apr 2017 @ 18 at Gramer Pvt. Ltd
- Received Envoys award for Outstanding performance January - March 2016 at LatentView Analytics Pvt. Ltd



M Vishnu Nambiar

Overall Experience
3 years and 5 months

EDUCATION

ET, Electrical
200 Coimbatore, Sreevals Institute of
Technology, Rajahmundry, Andhra Pradesh
Vidyanagara

PREVIOUS EMPLOYER

Asian Paints Ltd



My skill set lies in being versatile and innovative in solving problems and maximizing resources. I excel in collaborating with diverse stakeholders and working in a fast-paced, matrix environment smoothly. I am adept in cost, hand analysis, resource planning and task management to increase overall efficiency and productivity. Assamite and enthusiastic, with grassroots level knowledge and unsurpassed work ethic, has transformed me into a competent and reliable professional.

OPERATIONS AND MAINTENANCE

- Implementation of TRACQ (i.e. the manufacturing excellence program focused on the pillars of Visual Management, Focused Improvement, Root Cause, Autonomous Maintenance and Team Work)
- Spearheaded a team of 20 technicians and 8 officers for managing Daily operation for Asia's largest automated paint manufacturing facility (4.2 ac in capacity)
- Executed manpower, spare, inventory, budget and cost planning for operations and also real time analysis, root cause analysis, monitoring and control of plant parameters
- Involved in planning, procurement, installation, implementation and commissioning of Capital Expenditure Projects worth an average of \$ 6 crore for enhancing operations

SPECIAL MENTIONS

- Awarded for his contribution in Academy project having a cost saving impact of 4 crores (INR) per annum
- Recognized for energy conservation project of thermal fluid system having a cost saving impact of 15 Lakhs per annum
- Awarded for commissioning of new tanker unloading system for a new product which enhanced the transfer rate of chemical by 55%



Mary Binitha

Overall Experience
5 years and 1 month

EDUCATION

B.Tech., CSE
College of Engineering, Perumon
Cochin University

PREVIOUS EMPLOYER
TSMI Bank



I am a firm believer in inclusive leadership and the role of businesses in social and sustainable growth. I have held different roles in the retail banking sector including relationship officer, services and operations manager and asset officer in charge of small business and microfinance lending.

SERVICES AND OPERATIONS MANAGEMENT

- Developed and led the operations team, while driving the performance of the team towards building better relations with clients, improved overall NRI performance by more than 15%.
- Strategized and improved overall branch sales by more than 25% by incorporating quality process improvements.
- Formulated cost-effective solutions to achieve a 20% reduction in branch operational expenses.
- Raised and developed relationships with several strategically important clients, increasing branch business by over Rs. 100 Cr.
- Resolved conflicts between sales team and business development team, by implementing strict guidelines for daily reporting in CRM.
- Negotiated and secured over Rs. 500 crores from clients as daily investment funds in call money market and banks growth funds.

SMALL BUSINESS AND MICRO FINANCE CREDIT MANAGEMENT

- Acquired new and old business clients and ensured a positive increase of over Rs. 15 crores (10% growth). Evaluated credit needs of individual customers and SMEs returning up to 20 Cr.
- Recovered over Rs. 2 crores in long pending NPAs through negotiations and one-time settlements.
- Ensured timely recovery and repayment of loans, thereby preventing stoppage, which led to nil fresh NPAs in loan portfolio.



Mohit Sehrawat

Overall Experience
4 years and 4 months

EDUCATION

B.Tech., Production and
Industrial Engineering
D.J.S. Technological Institute
(Formerly IIT)

PREVIOUS EMPLOYERS
Santam Vitae (India) Pvt. Ltd.
Mind Industries Ltd.



One of my greatest strength is to take Leadership responsibility. I have worked as B2B Account Management professional with problem-solving and proactive attitude having process experience of 4.4 years in Strategy, Marketing, Project Management, Process Improvement in automotive industry and motivated towards customer centricity.

MARKETING AND STRATEGY

- Managed RFQs responses and converted potential business worth Rs. +800 million from the assigned accounts of Ashok Ley and and M&L.
- Closed commercial settlement and recovered development cost of value +200 million from the customers in the development phase.
- Assisted Business Head in drafting business plan for the Minds TTE and also implemented localization plan for release pending error.
- Implemented strategies to improve business share and gross margin for existing products.

OPERATIONS

- Implemented DMAIC methodology which resulted in 30% productivity improvement of assembly line.
- Accomplished Tool Development worth 40 million achieving VCS.

CERTIFICATIONS

- IPMG: Lean Six Sigma Green Belt Certification
- Certification for Supply Chain Analytics -MSME.

SPECIAL MENTIONS

- Best Employee in Sales and Marketing by Director of Santam and LePrize in Business Excellence convention across Indo Minds Group.
- Awarded Appreciation Letter by Vice Chancellor of DTU for working as General Secretary and organizing college annual fest.



Mounica Talagana

Overall Experience
4 years and 3 months

EDUCATION

B.Tech., CSE
Sreevidya Institute of Science
and Technology, JNTU Hyderabad

PREVIOUS EMPLOYER

Infopage



My passion to see a prosperous society led me to work on generating ideas, developing plans, and implementing them, which has turned out to be my assets. My work experiences enabled me to develop and maintain strategic relations with clients to ensure business benefits. I have managed teams and was responsible for their performance improvements, grooming and to address issues. My remarkable trait is self-empowerment.

TECHNOLOGY CONSULTING

- Experience in Technology analysis, People management, business planning, assessing team performance as per agreed standards (SLA).
- Effectively engaged with clients from US, UK by conceptualizing and delivering services.
- Drive the client requirements analysis, generated reports of the workflow and presenting it to the clients.
- Successfully implemented continuous improvement on reducing the cost and billable hours for each employee.
- Actively coordinated teams of different applications by diligently working with them and skilled in resource planning.

ENTREPRENEURSHIP

- Franchised a dairy outlet in Hyderabad with a team size of 4 members and a revenue of 1 Lakh per month.
- Achieved best inventory utilization, solving business to serve more than 100 consumers per day.

SPECIAL MENTION

- Certification of Achievement - Leadership Award for Successfully leading student bodies across Hyderabad.



Nidhi Nair

Overall Experience
3 years and 3 Months

EDUCATION

B.E., Mechanical
D.V. Patil College of Engineering
Pune University

PREVIOUS EMPLOYER

Mahindra & Mahindra Ltd.



My passion for design, conceptualizing and implementing innovative approaches. My grit and passion have helped me excel as a design and development professional. I have also successfully managed wider, cross-functional and boundary spanning regional offices, where my attention to detail, people skills and ability to think laterally held me in good stead. My experiences have shaped my conviction that perseverance begets success.

PRODUCT MANAGEMENT

- Designed and developed a brand new 450 Nm Manual Transmission gearbox for the all new Mahindra Scorpio handling the Gear design, NVH Optimization and Subsystem Integration.
- Responsible for the Vendor and supplier management for subsystems, managing technical feedbacks within time and cost boundaries and optimizing the design for assembly.
- Carried out Front-End development followed by Testing and Validation optimizing the overall product design and assembly features.
- Geometric Dimensioning and Tolerancing stack up specialist for five major projects Mahindra Jeeto and New Scorpio.

NEW PRODUCT DEVELOPMENT

- Carried out Competitive benchmarking, Market Research (location for one of its kind gearbox design in Mahindra and Mahindra Automotiva).
- Generated the Gear-Time Road-testing cycle for different driving patterns and carried out the final Gear ratio design.

SPECIAL MENTIONS

- Best Graduate Engg. near Trainee Mahindra Technical Academy
- Best Outgoing Student D.V. Patil College of Engineering 2015
- Secured AIR 2nd BAJA SAE India 2014.



Nishant Byadigera

Overall Experience
5 years and 1 Month

EDUCATION

B.Tech., EEE
Jawahar Lal Nehru Technological
University

PREVIOUS EMPLOYERS

Maersk Line / Anglo Eastern Ship Management
Willem Ship Management



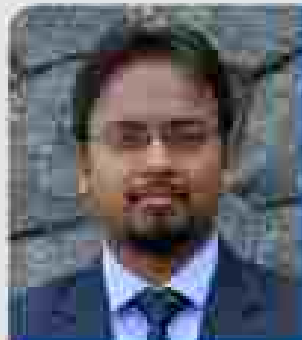
I have managed operations on-board ships and at ports and have safely transported multimillion worth of cargoes. I have a deep desire to learn and a zeal to achieve my targets. I have led my team on various ships incorporating different technical specifications and multinational crew to complete multiple projects thus shaping my people skills. I have dealt with stress and unforeseen situations on a day to day basis when transporting high-value refrigerated cargo across the oceans.

STRATEGY AND OPERATIONS

- Headed the electrical department, managing operation of all the electrical and Electronic components. On-board merchant container ships.
- Strategically managed available manpower and resources on-board the ships.
- Managed operations On-board Triple-E class ships, which are one of the biggest ships in the world worth over 100 million USD carrying a cargo of over 20000 containers valued over 1.5 Billion USD.
- Sailed on Danish, Dutch, Bahamas, Liberia, Hong Kong and Singapore flagged ships with multinational crew.
- Part of the commissioning crew of newly built ultra large container vessel M/V Hong Kong Maersk, who brought the ship into a business operating condition.
- Managed spare parts efficiently along with handling requests of temperature sensitive BQC+ refrigerated containers across the world.

SPECIAL MENTION

- Certified Electric Technical Officer, issued by Directorate General of Shipping (Govt. of India), endorsed by Govt. of Singapore, Hong Kong and The Netherlands



Prabhat Shankar

Overall Experience
4 years and 7 months

EDUCATION

B.Tech., Mechanical
Shri Mata Jyotsna Devi University

PREVIOUS EMPLOYER
JEW STEEL LIMITED



Being pragmatic by nature, I am passionate to propel my work with innovation and creativity. Teamwork's attitude is the most possessed asset I bring to the industry. I treasure experience in implementing and customer relations management. EA to Senior Management honed my skills in organizational planning and collaborative strategy execution. Flexibility at work keeps me ahead in adapting to changing roles and has helped building leadership capabilities to translate vision to reality.

SALES AND MARKETING

- Served as Customer Account Manager for Hot Rolled Steel Products for South-East Asian Automobile Customers, which accounts for 15% Sales of the total HRB volume.
- Successfully handled business development of Hot Rolled Steel Product in S&C Automobile customers.
- Actively steered Cross functional meetings with customers which resulted in increase of \$2B.

EA TO SENIOR VICE-PRESIDENT

- Served as EA to Senior Vice President (Marketing), worked with senior leadership team of JEW for planning and strategy deployment.
- Planned and organized Mega Customer Meets and Conferences, both in the country and overseas.
- Worked in core team of Prime Minister Steel Trophy Award and on-board Deming Award for TQM.

SPECIAL MENTIONS

- Awarded with the exemplary work certificate from Govt. of India for delivering high level of dedication and commitment for organization.
- Awarded Dept. Champion for being outstanding performer for 2 years.
- Elected as Chairperson of SAE (IITDA) STHDU Collegiate Club from 2010-12 and led a team of 13 students to SAEINDIA BAHU-2012.



Pranav Rajmohan

Overall Experience
4 Years and 10 Months

EDUCATION

B.E. Mechanical
Sri Krishna College of Technology
Anna University

PREVIOUS EMPLOYER

Nissan Nissan Technology and Business
Center India



I am a marketing and strategy enthusiast with an experience in Product development and Product strategy in a multicultural company. I have built and led a team into developing components for an entry-level SUV. As a Product strategist, I conducted market research, Competitor benchmarking, and product-market fit analysis for providing insights, securing competitiveness, and upstream design. Translating customer needs into product/brand is what drives me the most.

PRODUCT STRATEGIST

- Debbed a pan-India survey, involving over 100 industry experts across 8 brands, to gain insights on customer types and the impact of various product and non-product factors on the customer's purchase decisions to align product attributes with customer requirement and improve customer experience.
- Performed competitor analysis and used key market indicators to identify features that added to the "Feel good" factor of the brand and Benchmarked the "must-haves" features to ensure product viability for a C-SUV car under design.
- Performed market research, conceptualized and presented a "sports" variant for one of the Nissan cars.

PRODUCT DESIGN

- Worked with product design teams as a single point of contact for design re-definition of closure parts using simulation tools.
- Handled the digital validation of the product throughout the entire design cycle from "design verification" stage to "production go-ahead" stage.

SPECIAL MENTION

- Best team award for Customer performance in Nissan for vehicle performance target setting.



Pranava Praneetha Appina

Overall Experience
4 years and 5 months

EDUCATION

B.Tech. ECE
GVP College of Engineering for
Women, JNTU Hyderabad

PREVIOUS EMPLOYER

Indiata



My skill sets in being dedicated, organized, and a team-oriented professional with the ability to work collaboratively with diverse groups in a competitive environment. I am a passionate IT Professional with proven experience in Business Analysis, Project Delivery, and Client Management in the Airline Industry. My unique ability to elicit confidence and build rapport with the cross-functional teams has shaped me into an enthusiastic, dependable, self-motivated individual.

BUSINESS ANALYSIS AND QUALITY ASSURANCE

- Drove the requirement analysis and user acceptance testing for various enhancements of Departure Control System for its various commercial releases.
- Managed a 6-member QA team delivering high quality solutions integrated with web services-based Departure Control System for Airports to reduce check-in operations time.
- Spearheaded key implementation across various teams. Analyzed and developed functional point of view.

PROJECT MANAGEMENT

- Worked as a "Module Lead" on an Agile project - Responsible for sprint planning, developing user stories and managing delivery.
- Streamlined the daily activity of flight operations for Departure Control System - achieved reduction in process time by 50%.
- Collaborated with cross functional teams (QA, Dev.) and third-party vendors across geographical to reduce interdependent project bottlenecks and timely delivery.

SPECIAL MENTIONS

- Outstanding Performer of the Year for 3 consecutive years from 2015-2018.
- Brand Pillar 2017, Silver Pillar 2018 for excellent performance.



Prashasti Varshney

Overall Experience
3 years and 5 Months

EDUCATION

B.Tech., CSE
SBM University

PREVIOUS EMPLOYER
SAP



I am a motivated hustler striving to get the best of business analytics, product management and consulting. My ability in stakeholder management, strategic and analytical thinking has helped me deliver complex SAP analytical solutions to leading customers from telecom, energy, retail & consumer electronics industries across the globe. I am an avid believer in the power of diversity and inclusion, hence outside my regular work I spend time in taking up various impactful initiatives.

BUSINESS PROCESS CONSULTING

- Delivered the first HEC hyper-scale migration of SAP S/4HANA from HEC IBM DO to HEC AZURE DO, in Asia with CSAT 10/10 and in a short span to ensure high quality and precision on delivery.
- Delivered end-to-end SAP solutions using HANA, S/4HANA, SPC, SPC from conceptualisation to implementation, across verticals in B2B segments that enabled users to make better informed decisions and improved their ability to respond to changing conditions.

BUSINESS ANALYTICS AND REPORTING

- Analysed data to draw industry insights to tune business strategies for clients across industries using SQL, Python, and various analytics tools.
- Prepared a proof of concept for analyzing and reporting the potential customer churn for a telecommunication company using classification algorithms in SAP Analytics Cloud.
- Led workshops and educational sessions around SAP Predictive Analytics and SAP Analytics Cloud (SmartPredict).

SPECIAL MENTIONS

- Recognised award for the SAP S/4HANA Project of the Quarter.
- Recognized as the SAP Global Early Talent Ambassador, Diversity & Inclusion.

CERTIFICATION

- SAP Certified Application Associate - Predictive Analytics (2019)



Prateek Katiyar

Overall Experience
3 years and 2 months

EDUCATION

B.Tech., Food Technology and Management
National Institute of Food Technology

PREVIOUS EMPLOYERS
Initiating Services Pvt. Ltd.
Capital Foods Pvt. Ltd.



I am passionate about solving pressing challenges, making industries and impact. My skill lies in planning, conceptualizing and executing ideas. I have bootstrapped a business from scratch, and managed to survive highly competitive market for 2 years- working on cross-functional roles, where my grit and patience literally held me in good stead. I have been through my share of learnings that have developed in me a practical sense of business systems, processes and structures.

OPERATIONS & SUPPLY CHAIN MANAGEMENT

- Managed Operations & planning for 250+ SKU at factory level, liaising with Head Office, regulatory bodies, suppliers, customs, etc.
- Worked for revamping and executing production for a new production line in a 100% export-oriented food factory.
- SAP administrator for operations related to Production Management.
- Administered teams to successfully implement FSSAI & BRC standards and pass audits with 100% compliance.

ENTREPRENEURSHIP

- Bootstrapped an agri-tech venture from scratch as a single founder, surviving for 2 years in unorganised sector amidst heavy disturbances arising due to uncontrollable factors like GST and demonetisation.
- Building networks with farmers across 30+ villages PAN India through an artisanal-grade-net (via) extension work, and leveraging on same network to include traders, exporters, retailers, and HoReCa.
- Built and executed an efficient supply chain model of high-perishable fruits and vegetables, reducing 30% wastage with 1.5x speed.

SPECIAL MENTION

- Team Lead, Village Reception Program (under Ministry of Food Processing Industries, GOI) that got awarded 3rd and 5th position in subsequent rounds among 30 teams PAN India.



Priyanka Vyas

Overall Experience
4 years and 4 Months

EDUCATION

B.Com.,
St. Francis college for women
Coimbatore University

PREVIOUS EMPLOYER
KPMG



I am skilled in providing multi-dimensional solutions to a problem, designing presentations, and effectively communicating my point of view to senior leadership. I have demonstrated people management skills by collaborating with cross teams, entering, and exiting during times of change. I am also skilled in GST, Indirect Tax, and SEZ. The nature of consulting engagements has helped me develop competencies such as prioritizing and delivering on given objectives efficiently.

CONSULTING

- GST impact analysis and transition assistance including analysis of business functions and assessing the fiscal impact on the operations.
- Assisted client in representing before the Ministry of Finance demonstrating importance of the health care services gaining a tax exemption on the services and saving a tax exposure of approximately INR 1,000 Crores.
- Participated in the quarterly and year-end tax provision calculations, in overall Business tax planning.
- Performed due diligence (to the extent of indirect tax matters), supporting the Financial Due Diligence team of the firm, helping the clients in making investment decisions.
- Assisted SEZ units setting up and compliance assistance to MNCs.
- Independently assisted a multinational company along with Associate Director of the firm, in regular indirect tax advisory/compliance (remained 100% compliant) and litigation support services.

SPECIAL MENTIONS

- Awarded with Kudos in 2018 for outstanding performance in tax accounts.
- Received letter of recognition from Associate Director at KPMG for exemplary performance and demonstrating out of the box thinking.



Raghul Balasubramaniyan

Overall Experience
3 years and 6 Months

EDUCATION

B.E., Mechanical
SSR College of Engineering
Anna University

PREVIOUS EMPLOYER
Aphak Leyland



I am a seasoned professional with Cross Functional experience in Total Quality Management, Policy Making, Operation Management, Supply chain, Data Analytics and Statistics. I played a key role in gaining the coveted "Darling Prize" for the organization. An adventurer at heart I have displayed people management and leadership skills.

OPERATION MANAGEMENT

- Involved in Design, development and establishment of new processes and systems and Building TQM (Total Quality Management) culture across organization to meet the business objectives and strategies.
- Initiated world six sigma project in door assembly line and reduced the defects from 2.3 DPM (Defects per vehicle) to 1.03 DPM which improved freight pass and reduced rework.

STRATEGY AND POLICY MANAGEMENT

- Part of designing policy management framework and developing strategy for new manufacturing systems.
- As a Certified Functional SQM Lead, conducted training on TQM systems (Daily Management, Policy Management, etc) and various improvement methodologies.

SPECIAL MENTIONS

- Best Project award for Reduction of aesthetic Defects in door - Aphak Leyland.
- Secured 7th position in "RECOGNITION-A-CHALLENGE TO LEAD INDIA" (RIT@INDIA)

CERTIFICATION

- Certified Six Sigma Black Belt Professional



Rahul Krishnan K

Overall Experience
4 years and 6 Months

EDUCATION

B.Tech., ECE
IIT Calicut

PREVIOUS EMPLOYER

State Bank of India



My major role is team building, formulation and implementation of business strategies, decision making, and negotiations. Having worked in various strategic positions leading cross-cultural teams, managing finance operations, and working closely with senior leadership of SBI, I have evolved into a multidimensional professional. My persistence, industriousness, grit, self-start and efficient people management skills have aided me to reap success in my corporate endeavours.

RELATIONSHIP AND CREDIT MANAGEMENT

- Involved in the undertaking of the credit analysis of new and existing corporate borrowing units assessing their creditworthiness and preparation of credit proposals.
- Prepared the credit rating reports, management and post-section support for the existing SME customers.
- Responsible for onboarding new SME business, acquisition of creditworthy loans & conducting due diligence to protect bank's interest & credit appraisal of loan proposals.
- Led a team of 3 to manage the SME business portfolio with 31 corporate clients and managed a total loan portfolio of Rs.175 Cr with 100 NPA and no fresh appraisals.

GENERAL MANAGEMENT

- Undertook the business operations of a semi-urban branch and led a team of 3 for business development and achieved the business target for FY 2018-19 (Both advance and deposits growth).
- Coordinated a 10-member team deployed as part of the resolution of issues related to a-SBI-SBI post-merger.

CERTIFICATIONS

- Certificate in commercial credit issued by Moody's Analytics.
- Certified Associate of Indian Institute of Banking & Finance (CAIB & CAIB).



Rahul Sunkari

Overall Experience
4 years and 5 months

EDUCATION

B.T., ECE
Jawahar Jay College of
Engineering and Technology
Osmania University

PREVIOUS EMPLOYERS

EPIC Global

Executive | BigData Technologies



My keen interests lie in the spectrum of Management and Strategy. A skilled team player and believe that there is value in collaboration. My passion towards strategy, execution and implementation projects has aided me to be a creative problem-solver and evaluate current procedures and processes to identify any foreseeable issues. Integrity, authenticity and leadership-focus are important to me and will continue to improve and be the best I can be at whatever I do.

PROJECT MANAGEMENT

- Managed team of 25 members and delivered near 100% real-time data integration in data processing and collating 100 TBs of data daily.
- Created Project operations team and collaborated with other teams for data consolidation and analyzing of different data stores (SQL and Relativity) which reduced internal costs to company by 30%.
- Developed change management strategy for enterprise-wide applications by working closely with cross functional teams and saved 16% of cost from a third-party vendor.
- Developed and implemented plans through data evaluation for faster Data Processing without errors to improve project results that helped the company fetch 3 projects worth \$2 Million.

ENTREPRENEURSHIP

- Successfully co-founded and ran "E-Heuristics" - a mobile app tool to streamline the Hyderabad city's bus commute facility.
- Founded "Kasamart" - a firm with objective of benefiting farmers with better price for their produce by removing middlemen.

SPECIAL MENTIONS

- Appreciation from Deloitte for outstanding value to Client.
- Appreciation for completing Mechatronica project at Auckland, NZ.
- Appreciated for diligent efforts in smart project by Deloitte team lead.



Ritushree Das

Overall Experience
4 years and 2 months

EDUCATION

B.Tech., ECE
Magdhal Saha Institute of Technology
Maiti Bengal University of Technology

PREVIOUS EMPLOYERS

Academy
Tata Consultancy Services



As a seasoned IT consultant, my skills rest in technology consulting, creative solution building, and process improvement. I served as a subject matter expert of Oracle EBS Financial modules in Fortune 500 company. My proficiency in leading cross-functional team & client management across continents helped in managing multiple projects simultaneously and efficiently. My unique ability rests in providing decisive team leadership in a fast-paced environment by developing strong relationships across cultures.

TECHNOLOGY CONSULTING

- Upgraded/customized/implemented 90-EBS solution across different functional modules(Account receivables, General Ledger, Project accounting, and Project Billing)
- Led automation initiative as a part of ITs and to adopt process automation increasing the test coverage by 87% and reduced weekly testing efforts by 200 man-hours.
- Drive the release critically analyze of new enhancements in ERP system and designed 70% test cases for cross-functional testing.

PROJECT MANAGEMENT AND STAKEHOLDER MANAGEMENT

- Managed clients from the Oil & Gas Industry, Renewable energy industry, and different geographies like UK, Italy, US, Qatar.
- Collaborated with third-party vendors and cross-functional teams (System administrators, Code migration etc.) for timely delivery.
- Managed 5 members cross-cultural and cross-functional team to design, develop, execute, and test solutions in Oracle ERP.
- Successfully analyzed tangible areas of improvement and provided decision for the same resulting in improved efficiency and profit.

SPECIAL MENTION

- Received On The Spot award for faster implementation of solutions during Go-Live of Oracle R12 Upgrade project!



Rohan Revankar

Overall Experience
3 years and 4 Months

EDUCATION

B.Tech., Electronics
Vishwakarma Institute of Technology, Pune University

PREVIOUS EMPLOYER

Continental AG



Resilience and perseverance you'd rarely define who I am as a person. Being inquisitive and thinking outside the box has always helped me sail the ship to the other end. Having worked with a diverse group of people has enhanced my problem solving, decision-making and interpersonal skills. Keeping the environment cheerful and creative has always been my driving force and I always strive to be the one who brings the spark to the workplace.

SOFTWARE PROJECT MANAGEMENT

- Responsible for requirements analysis and task delegation within given resources without compromising the functionality and quality.
- Involved in design, development and validation of automotive application software and accountable for task delegation within a team of three.
- Acted as a single point of contact for global stakeholders and responsible for delivering high quality software within a given time frame and creating relevant documentation.
- Mentored juniors and offshore teams on software design, development and testing activities also involved in many cross-collaboration teams projects.

TOOL DESIGN AND DEVELOPMENT

- Optimized development process to bring down project execution time to ~40% by introducing excel, macro and python-based tool.
- Introduced validation tool to eliminate human errors and generate automated reports for documentation.

SPECIAL MENTIONS

- Spot award for providing a solution for a high stake customer project.
- Recognized for efficient and fast-track delivery of software projects.



Rohan Saxena

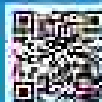
Overall Experience
5 Years

EDUCATION

B.E. Mechanical
Pondicherry Institute of Technology
Eggrain, Orissa, Pouducherry
Vidyanandrapuram

PREVIOUS EMPLOYERS

ICICI Bank
TACA Consultancy Services



A technological turned banker. I identify myself as passionate to learn and eager to constantly upskill myself. My fervour to constantly look for new challenges has taken me through two different industries which honed a wide spectrum of my skills. As a technologist, I have successfully conceptualised and developed replacement modules for Debt market instruments. My experience as a Banker has honed my interpersonal skills and helped me learn meticulous leadership.

RELATIONSHIP MANAGEMENT

- Handled all the government accounts falling under the public funds management system.
- Maintained and oversaw high net worth client relationships of retail branches.
- Reducing false triggers under anti-money laundering through streamlining process of due diligence, rigorous background checks and documentation.
- Achieved growth of 28% in accounts and deposits by leading a team of 10 business development executives.
- Led Financial Inclusion drive to onboard over 3000 people from the economically weaker section into mainstream banking channels, working primarily in Rural India.
- Increased Branch's digital transactions by 125% through focused marketing and organising educational camps.

SPECIAL MENTIONS

- Hold of IEB- awarded for highest revenue generation.
- Recognised for contribution in Financial Inclusion Initiative in BLU+ Theme FY2018-19.
- Star of the month, TCS, year 2019.



Rohan Teja Kottala

Overall Experience
6 Years and 3 Months

EDUCATION

B. Tech, Mechanical
Vignana Institute of Technology
and Science, JNTU Hyderabad

PREVIOUS EMPLOYERS

Stanis Aerospace Pvt. Ltd.
Vasantharaj Tech Crafts Pvt. Ltd.



My project management skills coupled with the practical awareness of how to get things done properly makes me a cut above from the rest of my peers. My persistence and desire for excellence has continuously helped me climb up the corporate ladder to advise corporate executives in critical business decisions. Great functional team management and agile thinking are my expertise.

PROJECT MANAGEMENT

- A Project Management expert with 5 years' work experience in the Aerospace and Plastic Injection mold manufacturing industries.
- Delivered 3 major projects for prominent clients in Aerospace and PMOG combinedly worth \$15 million.
- Established, trained, and led the Incoming Quality Cell. Consisted of 8 members at a given time.
- Developed a departmental action plan and established a New Product Development (NPD) cell in the plant.
- Prepared a Business case for expansion and growth of the company, resulting in the executive committee fast-tracking the opening of a new high-end facility.
- Conducted a process value analysis, resulting in a reduction of critical operating costs by \$10,000 / quarter.
- Established sustainable supply chains for exotic coating and heat treatment processes while coordinating with client teams from many countries like Spain, Poland, France, and the USA.

SPECIAL MENTION

- For outstanding contribution at Stanis aerospace, received the Dr. J. V. Narayana "Certificate of Appreciation" from group MD.

CERTIFICATION

- Lean & Six-Sigma certification by NPIIG (IIMB) – Green Belt.



Sanchita

Overall Experience
3 years and 4 months

EDUCATION

B.E., ECE
BITS Institute of Technology
Mumbai

PREVIOUS EMPLOYERS

Maruti Suzuki India Limited
Hexaleo India Ltd.



Multifaceted result-oriented experienced professional passionate for innovation and problem-solving. My inclination towards emerging technologies has helped me excel as a professional in automotive and manufacturing industry. I have also successfully managed global and organizational cross-functional teams where my leadership skills, collaborative skills and thought-through quick decisions helped me succeed.

PROJECT & STAKEHOLDER MANAGEMENT

- Coordinated with various internal and global external stakeholders for part development of 10 Maruti Suzuki models.
- Responsible for second sourcing and vendor management for R&D India roll out of a commercial vehicle accessory.
- Efficiently handled market complaints for Maruti Suzuki's first ever telematics solution for its 4 models.
- Achieved total cost savings of INR 52 lakhs per annum through part localization of telematics solution.
- Served as a Model coordinator across the divisions for the development of 6 models.

PRODUCT MANAGEMENT – RESEARCH AND DEVELOPMENT

- Led the development team of 3 to achieve energy-efficient designs for Smart City Lighting Projects.
- Achieved total cost savings of INR 35 lakhs per annum through technological innovation of an existing product.
- Successfully filed 2 Patents and got published for substantial work in Smart Lighting Projects.

SPECIAL MENTION

- Received Employee of the Month Performance Award for a round coordination in contractual car project for 8 models.



Sanjyot Satyavir Yadav

Overall Experience
5 years and 4 Months

EDUCATION

B.E., Mechanical
IIT's College of Engineering
Savitri University

PREVIOUS EMPLOYER

Cummins Turbo Technologies



Being an avid problem solver, my skills lie in understanding crux of the problem and solving it through structured thinking. I am an agile professional with experience in Product Design and Development which has honed my skills of methodical and meticulous approach to work. I have worked with teams from cross-cultural boundaries developing skills of people management along with excellent communication. My conviction lies in my grit to attain success.

PRODUCT MANAGEMENT

- Saved ~\$8K dollars/year by resolving a field issue of oil leakage for a key customer through structured problem-solving approach.
- Worked as technical specialist in Cummins India for mitigating oil leakage risks for ESE application and customized testing for customer.
- Developed a Turbocharger Joint for a global project (DPV-T001B) for sustaining high heat and increased loads of 2 stage systems.
- Led a team of 3 to create awareness of patents among employees and succeeded in increasing disclosures from 10 to 15 in the year.
- Improved Turbocharger efficiency by 8 percent point by designing mud-flow Turbocharger under advanced engineering project.
- Worked on forecasting and analysis of resource capacities at Cummins turbo technologies under a resource management project.
- Was a part of "Young Managers Development Program" which includes rotation through different departments for one year to improve business perspective.

SPECIAL MENTIONS

- Recognition for exceeding customer expectations from senior Leadership team at Cummins India.
- Developed 4 team projects which won trophies in "Select Vehicle Category" in SAEMDA EAJ 2018 out of 130 teams PAN India.



Santhosh Kumar M

Overall Experience
3 Years and 5 Months

EDUCATION

B.E. Mechanical
College of Engineering Guindy
Anna University

PREVIOUS EMPLOYER

Ashok Leyland



My strong problem-solving skills and structured thinking has enabled me to successfully implement quality management concepts in manufacturing and corporate functions. With detailed planning and feedback mechanisms I improved the process over time. I have worked with a wide set of people across the organization where my articulation skills and technical expertise enabled me to boost my performance.

QUALITY AND OPERATION MANAGEMENT

- Implemented Total Quality management concepts Daily management, Policy management and Problem solving through Six Sigma in Manufacturing function and Light commercial Vehicle (LCV).
- Core team member of Kusun unit Q2 in receiving "Gemming prize" awarded by JUSE (Union of Japanese Scientist and Engineers) committee highly recognized for quality worldwide.
- Trained over 500 executives in Daily management concepts and improved their KPI achievement level by 20%.
- Facilitated in Policy setting and deployment for 40+ policies in manufacturing function and LCV business.
- Design, development and launch of E-module in TQM tool kit, Daily management by team with vendors in the shortest lead time of 3 months.

SPECIAL MENTION

- Successfully completed Lean six sigma green belt project in reducing oil pump depth variation in Engine manufacturing line and drastically reduced their PPM level by 50%.

CERTIFICATION

- Certified "Total Quality management Lead" from Ashok Leyland.



Shivani Agarwal

Overall Experience
4 years and 4 Months

EDUCATION

B.Tech., ECE
Vellore Institute of Technology

PREVIOUS EMPLOYERS

Karvy Knowledge Solutions Pvt. Ltd.
Evaluators



I am a highly motivated, goal-headed and hands-on problem solver with strong leadership and team management skills. My ability lies in generating under challenging circumstances, blending significant viewpoints with tactical considerations and marching ahead with a non-quitting go-getter attitude. Enthused by collaborative work environment, I have a wide experience of formulating strategy and deriving data-driven, business solutions across multiple sectors and geographies.

MERGERS AND ACQUISITIONS ADVISORY

- Executed M&A strategy for deals involving Fortune 500 clients across US, EMEA and APAC geographies of LBS Investment Bank.
- Supported in deal origination and execution by preparing pitch book materials containing detailed company profiling and industry analysis.
- Analyzed company financial performance using company comparables, precedent transaction analysis, market performance of peers and education of valuation multiples clients.

INVESTMENT BANKING RESEARCH AND ANALYTICS

- Led a pilot account that tagged an annual deal of US\$100 Bn with a fast-growing full-service US-based investment bank.
- Performed in-depth industry research analysis focusing on market segmentation, identifying new growth opportunities and understanding ESG scenario.
- Competitive benchmarking of various financials and operating KPIs, outpacing a company's performance against suitable peers.

SPECIAL MENTIONS

- Recognized with "You Make a Difference" award under the "Best Client Analyst" category at Evaluators.
- Awarded "Letter of Appreciation" in the capacity of Chairperson of IEEE Professional Communication Society, VIT University.



Shivani Puri

Overall Experience
5 years and 2 Months

EDUCATION

B.Tech., IISc
I. I. T. S. Engineering College
IITU

PREVIOUS EMPLOYERS

Publicis Sapient | Deloitte
Capgemini



My analytical approach to problem-solving and agility in thinking has assisted me in critical decision-making for assorted businesses. My dynamism and diligence helped me transcend from technical specialization, digital solution design to people management, preferring my best foot forward, clutching a diversified and experiential learning from each phase. Digital innovation and scrutinizing problems to the core with data-driven approach has been my forte to achieve a pre-quantity deliverable.

BUSINESS CONSULTING AND PRODUCT MANAGEMENT

- Occupied \$2B-\$250m+ commerce clients across US, UK, Canada & India for product strategy and technical feasibility
- Implemented product flows and strategies facilitating customer acquisition (CPA) & conversion costs (CPC), improving major business KPIs for multiple clients by almost 50% in a quarter
- Strategized multiple retention & win-back campaigns boosting Mktg & Sales directly, impacting net P&L for online retail module
- Spearheaded business models like Subscription & Product Bundling model for Personal Care products, Free Coffee code Campaign for US based B2C business, Single page Checkout for scaling revenue (2x) and customer conversion by ~50% in 90 days
- Accomplished successful project delivery of 11 customer websites for 7 different clients in varied sectors like CPG, Retail, CPG for digital marketing, Supply chain and OME
- Led 8 members Product Development team performing Sprint & Release planning, product Gap & Impact analysis
- Strong hold on data analytics and ML models used extensively in CPA & Market basket analysis of retail businesses

SPECIAL MENTION

- Received "Hats & Difference Award" three times consecutively and "Pat on the Back" award for record time deliveries of complex systems QoS



Shiwam Singh

Overall Experience
6 Years and 4 Months

EDUCATION

B.Tech., Petroleum
School of Petroleum Technology
Pondicherry Dhanuvarthy Petroleum University

PREVIOUS EMPLOYER

Nuvera Energy Limited



My competency lies in formulating and executing business strategies, supply chain planning, and international trading of petroleum products and coal. I have successfully managed cross-functional responsibilities and developed analytics, negotiation, and people skills, which helped in establishing a sustainable business for the company with counterparts across the globe. Through my experience, I learned that resilience is the key ingredient of success.

SUPPLY CHAIN MANAGEMENT

- Imported more than 2 million tonnes thermal Coal which is around 1% of total India's coal import and worth more than USD 100 Million from countries such as Indonesia, Australia, Colombia, and the US
- Prepared contracts with suppliers, managed commercial negotiations, and freight and shipping, logistical operations, and settled quality and quantity claims with suppliers
- Developed annual strategy for the coal business and contributed in making oil products export strategy by preparing oil market intelligence reports
- Managed biomass depot operations by leading the team of 8 members, executing the lifecycle of biomass from INO refinery to end-users via depot, managing inventories, and internal processes in order to deliver maximum profitability

SPECIAL MENTIONS

- Received BEM award from Nuvera Energy for developing the online coal management portal
- Received BEM award from Nuvera Energy for initiating and contributing to the investigation of coal theft inside the company
- Achieved the record highest ever biomass dispatch in a day from the biomass depot at Hookeyan, India



Shubham Gaur

Overall Experience
5 years and 11 Months

EDUCATION

B.Tech., Applied Petroleum
UPES Dehradun
Executive Programs on Business
Analytics, IIM Calicut

PREVIOUS EMPLOYERS

Blue Wonder (Formerly JDA Software)
Accounts



I am a Love & Certified Business Analyst with a demonstrated track record of Business Consulting in the Retail Industry especially for Petroleum Commodity Sector. Expertise in Business Analysis, Analytics, Design Thinking and Working in teams to expedite the execution speed to ensure timely delivery of projects involved in Continuous learning, promotion of sports and social service is something which keeps me going in life.

BUSINESS CONSULTING

- Spearheaded the Store Operations and product integration for one of the Oil and Gas Major across 12 countries.
- Worked with various teams i.e., Business BA, Project Development, Technical Support, Cloud & Testing Teams for timely project deliverables.
- Market Analysts to keep track of upcoming Modern technologies & trends in Retail Industry to improve the product specifics.

BUSINESS ANALYTICS

- Worked for Energy Industry (Downstream Retail Marketing domain) for Site Operations module carrying out Business Analysis throughout project life cycle.
- Have functional knowledge on various components such as Back Office System (BOS), Point of Sale (POS) system, Payment & loyalty card and integration of Retail solution for seamless user experience.

SPECIAL MENTIONS

- Received JDA Centre of Excellence "Pillar Team Award" - H1 2018
- Recipient of "Accenture Catalysts Excellence (ACE)" Award for FY18-Q4.

CERTIFICATIONS

- Foundation Certificate in Business Analysis from BCS, The Chartered Institute for IT, London.
- IIBA Certification of Competency in Business Analysis from IIBA (International Institute of Business Analysis), Canada.



Srishti Garg

Overall Experience
3 Years and 5 Months

EDUCATION

B.Tech., Automotive Design
University of Petroleum and
Energy Studies

PREVIOUS EMPLOYERS

Meru Motors India Limited
Royal Enfield



I am a curious mind who loves to solve challenging problems. I have managed under cross-functional and boundary spanning responsibilities, where my "outside the circle" approach helped me excel at whatever task I undertook. I am an agent of change who strongly believes in nurturing strong relationships on trust. I bring to the table "the reformist approach" towards problem solving which is the result of my grit, perseverance and blue sky thinking.

OPERATIONS & MARKETING

- Conducted Market research & Annual Plan Formulation to analyse competitor product philosophy using Benchmarking and SW-VE Analysis with a project lead time target of 3 months.
- Improved Benchmarking Operations efficiency by 30%.
- Provided product positioning recommendations to top management.
- Initiated projects with marketing & sales teams to revamp customer product perception.
- Performed Process Audits to strengthen Kaizen and improved fixtures & Poka-yoke processes at the Supplier to reduce part defects by 90% within 2 months.
- Improved customer satisfaction by 38% in 2 months with strategic complaint handling.
- Reported voice of customer & market reception statistics to COO & Former Head.

SPECIAL MENTIONS:

- Published research for SAE International (Publication # Factor: 97 (Exceptional Rating).
- Charptan (2014-15) & Student Advisor (2013-15) at American Society of Mechanical Engineers University of Petroleum and Energy Studies.
- AIR-2 in designing Electric go-cart competition ECOMART 2014 organised by SAE India (National Level Competition).
- Visiting faculty at University of Petroleum & Energy Studies.



Sunny

Overall Experience
4 years and 5 months

EDUCATION

B.E., Mechanical
Birla Lingaraj Institute of
Engineering and Technology
BHU Varanasi University

PREVIOUS EMPLOYER

Honda Cars India Ltd.



I am a professional with a fine blend of analytical, communication and people management skills. I have commanded cross-functional teams in automobile industry to achieve operational excellence while retaining workmanship, safety and quality. My curiosity for ideas and appetite for problem solving has enabled me to tackle challenges in various projects. I find no flaw in the pursuit of excellence and ardourous desire for continuous improvement.

OPERATIONS MANAGEMENT

- Managed a team of 20 associates for achieving daily production targets of 5 car models.
- Achieved improvement in production line efficiency from 85% to 92% by minimizing MUDA on Automation and Manual assembly.
- Performed process improvements through 8ST-POCA methodology and successfully completed 5 projects related to cost reduction, workplace safety, ergonomics and product quality.

PROJECT MANAGEMENT AND NEW MODEL DEVELOPMENT

- Co-led a capacity expansion project from 100% to 160% annual production in frame division and implemented TPM in Godalshop.
- Co-led a team for in-house robotic programming for Model "Amaze" achieving cost reduction of 1 mil INR, saving 150 days.
- Oversee installation of in-house equipment and manufacturing process setup for New Model Honda "Amaze" and "WRV".

SPECIAL MENTIONS

- Winner of Gold Prize for Best Quality Improvement at Quality Circle Forum of India.
- Represented Honda Cars India Ltd. at OI Foka India Competition.
- Successfully led a team of 5 associates and presented a case study at Honda Asia Oceania case study competition at Honda.



Surbhi Sinha

Overall Experience
5 Years

EDUCATION

B.Tech., ECE
Muzaffarpur Institute of
Technology, Muzaffarpur

PREVIOUS EMPLOYERS

Autom Transport India Limited
Hitachi Rail ITS



I encompass domain expertise in project lifecycle, process improvement and operations management. My proficiency is in strategic optimization of the design process by analyzing and implementing client-specific solutions to meet the planned project scope. As a team-oriented and dynamic professional, I have diligently collaborated with diverse good cross-functional teams and demonstrated insightful decision-making and problem-solving skills to achieve quality business needs.

ENGINEERING PROJECT MANAGEMENT

- Analyzed and implemented project engineering P cycle to oversee design, testing and commissioning of mechanical projects with 0% rework iterations and no delays recorded.
- Conceptualized reliable process flow, created standardized validation checklists and requirement traceability matrix to ensure quality of deliverables.
- Led a team and coordinated with cross-functional departments to procure subsystem design life cycle and liaised with project managers to establish and update the forecast of workload and purchase.
- Collaborated with construction and maintenance teams during on-site commissioning activity for Indian railway projects and successfully troubleshooted interface issues resulting in a net saving of Rs 1.5M.

SPECIAL MENTIONS

- Innovated DM (Driver Machine Interface) user-friendly mimic panel configuration by defining Matlab language (contractual requirement) and saved the project R&D work package hours by 20% in 450m.
- Conferred the Best Communicator Award from the MO, Hitachi Rail ITS in the year 2016.
- Specialized automation of Hitachi Rail's mimic panel layout for simulation, resulting in optimization of labour hours by 28%.



Tanvi Tewari

Overall Experience
4 Years and 6 Months

EDUCATION

B.Tech., Biotechnology
SBM University

PREVIOUS EMPLOYERS

Novo Nordisk
INDIA



Due diligence, attention to details and the sense of empathy has served as a stepping stone towards my tenure in the Regulatory Affairs domain of the pharmaceutical industry. The knowledge & expertise gained in the area of drug regulations along with strategizing & planning the drug approvals cross functionally has equipped me with a holistic view of the business. My experience of working in teams across continents has enabled me to have cross-cultural communication.

PROJECT AND STAKEHOLDER MANAGEMENT

- Led the regulatory team to reduce the lead time of launch of new products and critical trial approvals for Novo Nordisk India.
- Maintained the life cycle of marketed products and engaged in global projects at regional headquarters of Novo Nordisk JME.
- Developed professional leaflets and promotional materials for the marketed products in liaison with Medical Affairs & Marketing teams.
- Reported drug adverse events (essential signals for the Risk Management Plan of new drugs) to health authorities.
- Processed safety data of clinical trial projects of the clients in accordance to the applicable regulations, GCPs and product requirements of IQ/OA.

SPECIAL MENTIONS

- Received "Employee of the Year Award, 2018" at Novo Nordisk India Pvt Ltd.
- Received "Appraise" award for achieving the project's milestones well ahead of time at IQ/OA.

CERTIFICATIONS

- Completed a certification in Business Management offered by Biogen Academy and Rock Graduate Institute, California.
- Completed certification in Design Thinking & Innovation offered by Stanford Center for Professional Development.



Tanya Sudan

Overall Experience
3 years and 4 months

EDUCATION

B.Tech., CDE
Rajab & Satna College of Engineering & IT
Scholarship for Women, Phase I, UK Royal
Purple Technical University

PREVIOUS EMPLOYER

UnitedHealth Group Incorporated



I am an accomplished engineer with diversified experience in software development, operations and business communications. I have led initiatives around Maintenance Operations and honed my problem-solving skills with innovative approaches, first principles thinking and robust root-cause analysis. My experience has strengthened my ability to connect disparate dots and empathize with people across the organization.

TECHNICAL SOLUTIONS AND PROCESS OPTIMIZATION

- Pioneered audit process of technical change management, increasing efficiency of system accountable for 60% of claims.
- Single point-of-contact for integration of User Behaviour Analytics module embedded in UMR Renewal enrollment system - monitored, extracted, and categorized data to help reduce future impact from 25% to 2% of all users.
- Spearheaded re-provisioning activities during the annual health insurance peak enrollment period.

SOFTWARE DESIGN AND DEVELOPMENT

- Enabled the in-housing of the entire Solutions Support and Maintenance Operations process of M&P project.
- Analyzed production issues and performed root-cause analysis through cross-functional collaborations with International teams.
- Managed process design and improvement activities for insurance-focused technical solutions.

SPECIAL MENTIONS:

- Received the "Star award" for Excellence in addressing complex production defects during a major userportal redesign.
- Received quarterly Employee recognition awards for resolution of critical issues and cultivating strong relationships with clients.



Vasudha Gupta

Overall Experience
4 years and 4 months

EDUCATION

B.Tech., Mechanical and Automotive
IITM, Central Institute of Technology
Guru Gobind Singh Indraprastha
University

PREVIOUS EMPLOYER
General Motors



My skill sets in design, optimization and collaboration of product processes and costs. My creative thinking and analytical problem-solving approach have helped me excel as a design and development professional. I have also successfully administered culturally diverse and cross-functional teams, where my people skills and ability to think laterally set me apart. My experiences have cultivated a unique perspective to solve challenges with a nuance of empathy and pragmatism.

PRODUCT DEVELOPMENT

- Coordinated with cross-functional teams to understand customer requirements, manufacturing feasibility and cost implications of product development.
- Ensured quality check and assurance through two and three-dimensional statistical analysis.
- Optimized processes to improve quality of statistical reports and reduce lead time for engine assembly analysis by 21 hours/week.

PROJECT MANAGEMENT

- Coordinated with global stakeholders to implement design modifications in engine components using Geometric Dimensioning and Tolerancing techniques.
- Led a cross-functional team of 5 members to identify business problems and conceptualize solutions through innovative techniques of Design Thinking.

SPECIAL MENTIONS

- Received Chairman's Award at Society of Automotive Engineers (INDIA) 2014 - A national level AFI design and manufacturing.
- Awarded Certificate of Excellence: Technical Paper Presentation at Society of Automotive Engineers (INDIA) MS Convention 2013.

CERTIFICATION

- Successfully completed Black Belt in Design for Six Sigma.



Venkateswara Rao

Overall Experience
7 years and 4 Months

EDUCATION

B.Tech., ECE
Andhra Pradesh Institute of
Technology and Sciences
Andhra University

PREVIOUS EMPLOYER
BSEF Energy Systems Limited



My major skills are leading project activities right from the drawing board to close-out phase. My passion towards project management helped me design and implement various guidelines and strategic plans for efficient usage of Resources, Workforce and Budget. I have successfully completed projects by managing bigger teams and 13+ vendors by constant training and guidance, which made me a key Project Management team member.

OPERATION & INVENTORY MANAGEMENT

- Conducted daily analysis using statistical tools and ensured resource availability and allocation to complete the projects on time within Budget.
- Developed a detailed project plan to monitor and track progress for successful completion of short and long-term milestones with an efficiency efficiency of 100%.
- Led team of 45 personnel in Mega Thermal Powerplants developing a set of guidelines for completing projects by regularly releasing workloads and manpower to ensure targets are met.
- Created and monitored a team of 30 members to operate a Orissa Thermal Power Plant and successfully achieved 20800 Safe man-hours through implementation of effective risk management tools.
- Led a team of 25+ personnel to create new policies for inventory management within the project. Efficiently maintained the stock of materials without any variance by conducting perpetual stock verification and documentation.
- Conceptualized the unique strap handling methodology for optimal usage of resources which resulted in the reduction of wastage by 1.3% of total project value.
- Initiated the material forecasting system based on linear models and moving average monthly consumption method.



Vijaya Pai

Overall Experience
4 years and 5 months

EDUCATION

B.Tech, IT
Veerwada Alpha Technological Institute (VATI), Mumbai University

PREVIOUS EMPLOYER

Ernst and Young LLP



Seasoned techno-functional professional with key competence in customer behaviour analysis, strategic planning, problem solving and risk optimisation. I have a track record of successfully leading and implementing projects worth \$8.3 million revenue. My highly adaptable and personable individuality along with an exceptionally strong global perspective have enabled me to collaborate seamlessly with stakeholders across countries. A desire of conquering challenges drives me.

DIGITAL MARKETING TRANSFORMATION CONSULTING

- Remodeled digital consumer journey by implementing digital frameworks across 20 countries for Unilever's brand sites.
- Conducted primary research by consulting 400+ end users on the challenges and converted the business requirements into design.
- Optimized the legacy brand database by archiving the campaign repository and removing the redundancies.
- Logged an increase of \$0.2 million in the billable target by reducing consumer product check-out journey time by 1.5 hours.

BUSINESS STRATEGY CONSULTING

- Designed a central business planning tool as a replacement to Adan Paints' legacy platform, taking into consideration the requirements of global cross-functional teams.
- Conducted training workshops across all production plants in India to support and ease with the new system functionalities.
- Analyzed market trends over a period of 8 months post go-live. Designed 7 artificial user personas highlighting the common

SPECIAL MENTIONS

- Earned Client Champion Award for ensuring EY revenue deployment growth at more than 80% YoY for 8 quarters.
- Awarded EY Escalator Team award- solution of Adan Paints.



Yash Agarwal

Overall Experience
4 years

EDUCATION

B.Tech, Aerospace
University of Petroleum and Energy Studies

PREVIOUS EMPLOYERS

Uiter- Research & Development center
Tata Consultancy Services



Innovation/Inclusion has been my goal. I believe in the culture code that culture sets strategy, for breakfast. (As corporate strategist) I value data driven planning and seamless execution through incorporating technology. Building machine learning based business solutions. I also conform to best industry practices such as modernizing or digital transformations. I cultivate influence through access and participative leadership through positive reinforcement.

STRATEGY AND CONSULTING

- Developed analytical models using machine learning techniques to analyse patterns and aberrations augment existing sales operations efforts and generate insights that increased the throughput by 32 % and operational efficiency by 20 %.
- Coordinated and assisted key stakeholders and Global Community Operations teams to assess the impact and feasibility of new products for the APAC/OS region.
- Created data pipelines to automate reporting workflows at a global regional and global level.
- Provided strategic consultancy by analyzing client's business requirements, SRS and workflows.
- Monitored and reported Product Life cycle's insights using Python and SQL and built dashboards on Tableau.

SPECIAL MENTIONS

- Presidential UPES-ASME Student Chapter 2019-24, handled 550+ engineers.
- Letter of appreciation from Commodore, Ministry of Defence for creating a PLM product, reducing work time to one day from 30.

CERTIFICATION

- Received the Lean Six Sigma Green Belt certification by TCS, Bangalore for cost saving of about \$95000 for Rolls Royce Power.



Zishan Ahmed

Consult Experience
4 Years

EDUCATION

B.Tech, ECE
Hajia Institute of Technology
MUMBAI

PREVIOUS EMPLOYER

Tech Mahindra



I am skilled at analyzing, planning, and finding solutions for complex problems. Through innovative approach, I spearheaded in developing business solutions for my organization. I successfully worked in varied roles covering a wide range of businesses where I leveraged my influencing skills and decision-making ability to overcome business challenges. From my experience, I have learned that resilience and informed prioritizing ability results in success.

SOFTWARE DEVELOPMENT

- Reduced the maintenance and infra expenses by 40% through application migration to cloud.
- Ensured zero defects in infrastructure and code deployment by managing the process across different stakeholders.
- Increased the team efficiency by 25% by automating monotonous and repetitive task.
- Reduced the unplanned outage of the critical applications to zero-led by innovative software improvements in the critical applications and led service thereby increasing customer satisfaction and revenue for the organization.
- Convinced clients to migrate their infrastructure to Cloud through Business pitch and strong persuasive skills which resulted in additional Business.
- Worked with cross functional teams and coordinated with multiple stakeholders to ensure seamless execution of the project with deadline.
- Identified and Fixed two POCs for monitoring load balancing and high CPU utilization to reduce the application downtime.

SPECIAL MENTION

- Awarded the "Bronze certificate" by TechMahindra.

OTHER AVENUES FOR CORPORATE ENGAGEMENT

Leadership Talks and Conclaves

Leadership talks and Conclaves provide the content with an excellent arena to learn and imbibe from the industry's thought leaders. This not only opens up a platform of collaboration opportunities but also a platform for discussion on various business challenges. Furthermore, it provides you with peer industry ready leaders for the organization. These sessions can be arranged with prioritization from the organization.

Case Studies

Corporate can give case studies to its competitors in the field including but not limited to Marketing, Strategy, Finance, and operations for the content. This acts as a bridge between the corporate and academic and case studies could be conducted throughout the year.

Placement Process



The Batch



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