

# POST GRADUATE PROGRAM FOR EXECUTIVES (PGPEX)

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Placement Brochure 2022



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# Message From Director

Dear Recruiter,  
Greetings from IIM Shillong!

I am pleased to welcome you to the placement activities of the 10th batch of the Post Graduate Programme for Executives (PGPEX) of our Institute. Through this brochure, we are trying to provide you with an explicit overview of our programme, activities, and the placement process.

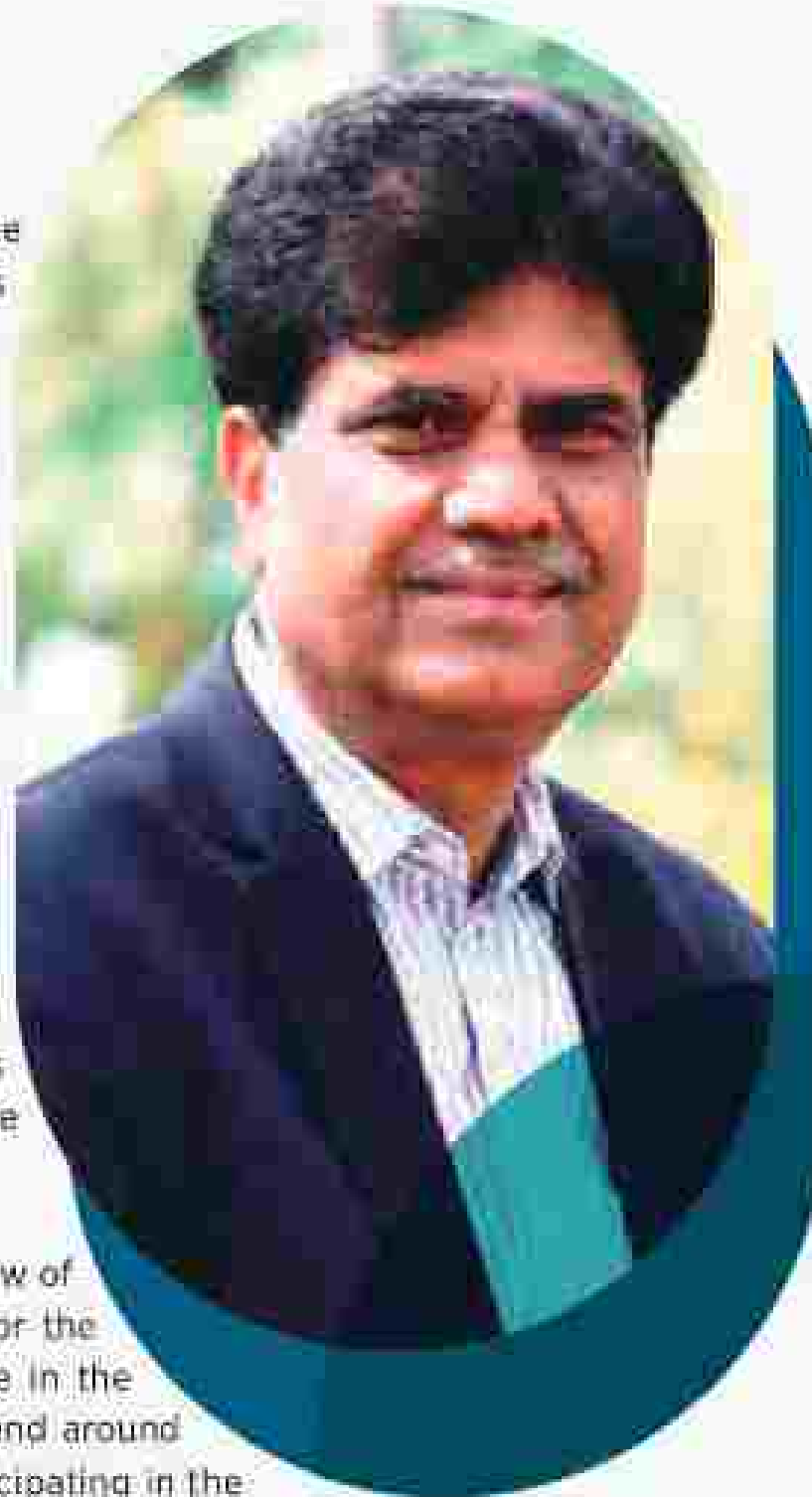
Let me give you a quick background. Indian Institute of Management, Shillong was established in the year 2008 by the Government of India, Ministry of HRD, to offer world-class management education and research in the country. The vision of the institution is to become an internationally recognized management Institute with a global outlook grounded in Indian values. We have completed 14 years and have made all efforts to fulfilling our vision. Our emphasis has been to create young, vibrant, and dedicated managers and thought leaders, intellectually and emotionally competent to meet the challenges of the organization, both at the national and international levels. With this vision, we started full-time residential Post Graduate Programme for Executives in 2012.

The Post Graduate Programme for Executives gives a holistic view of the business in India and abroad, a unique course designed for the working executives having more than five years of experience in the diversified industry, wherein students join the institute and spend around forty-five days in a foreign country. Students this year are participating in the academic curriculum of EADA, Barcelona, Spain. The PGPEX program is an international program open to all students from across the globe, and it has been designed for young executives across geographies.

We welcome you to visit our campus.

With warm regards

**Prof DP Goyal**  
Director



# Message From Program Chair

Dear Recruiter,  
Greetings from IIM Shillong!

I take this opportunity to introduce the 10th batch of Post Graduate Program for Executives (PGPEX) – the one-year residential EMBA program participants. The

program aims to develop certain core competencies in all its participants, making them true GLOCAL (Global + Local) managers with the right contextual competence. Each batch participant has exposure to a transnational work environment through the Immersion program at EADA Business School, Spain where they were involved in company visits and live projects and have undertaken five courses towards Transformative Leadership for Future Challenges. The diversity in the current batch, be it in terms of academics or corporate exposure, has enhanced peer-to-peer learning. The participants have developed the competencies, skills, and attitudes to lead and impact across the global landscape.

I wish the batch and their recruiters meaningful times ahead!!

**Prof. Sharad Nath Bhattacharya**  
Chairperson PGPEX



# Message From Placement Chair

Dear Recruiter,  
Trust you are spear heading promising times !

Ours has been a generation, which needs more resilience than ever. Nations are continuing to grow more and more interdependent while growing tolerant of their cultural and historical differences; technology enables solutions which were so far unfathomable, thus the future needs a set of managers who could lead businesses as meaning making responsible entities. I would like to take this opportunity to invite you to further your efforts in mobilizing the right resources for your company

– the Talent Capital. We at IIM Shillong have a group of Executive Participants, who are awaiting to engage with recruiters who are willing to grant them an opportunity. The opportunity to further the mandate of their employer, anchor them to their own context and then add on to the past efforts towards growth and development.

I welcome all those recruiters who believe in the mandate of responsible business which could solve some of the world's bigger problems, than just creating wealth.

Please come, visit us in Shillong and explore a world which we have created for the future to cherish.

**Rohit Dwivedi, D.Phil.**  
Chair, Placements



## Board Of Governors

### Shri. Shishir Kumar Bajoria

Chairman Board of Governors, IIM Shillong.  
Head of S K Bajoria Group

### Shri Sanjay Sinha

Joint Secretary,  
Management & Lang. MoE

### Shri Atul Chandrakant Kulkarni

Management Consultant,  
Director, Eurasia Special Technologies Ltd

### Shri Nitin Sharma

General Manager, India & SAARC,  
Dorsetkaba, Member of Dormakaba Group

### Shri Ashutosh Dixit

CxO Advocacy and Executive Marketing  
Senior Manager EMEA, Amazon Web Service  
& Alumni, IIM Shillong

### Shri Maneesh Jaikrishna

Vice President, Indian Subcontinent, Dubai,  
Eastern & Southern Africa SITA

### Prof. D P Goyal

Director,  
IIM Shillong

### Prof Basav Roychoudhury

Associate Professor,  
IIM Shillong

### Ms. Upasna Agarwal

Commercial Advisor, Shell India and  
Alumni, IIM Shillong

### Shri D. P. Wahlang, IAS

Additional Chief Secretary,  
Education Department, Govt. of Meghalaya

### Prof. Natalie West Kharkongor

Associate Professor,  
IIM Shillong

### Shri BK Dey Saiwan IPS(Retd),

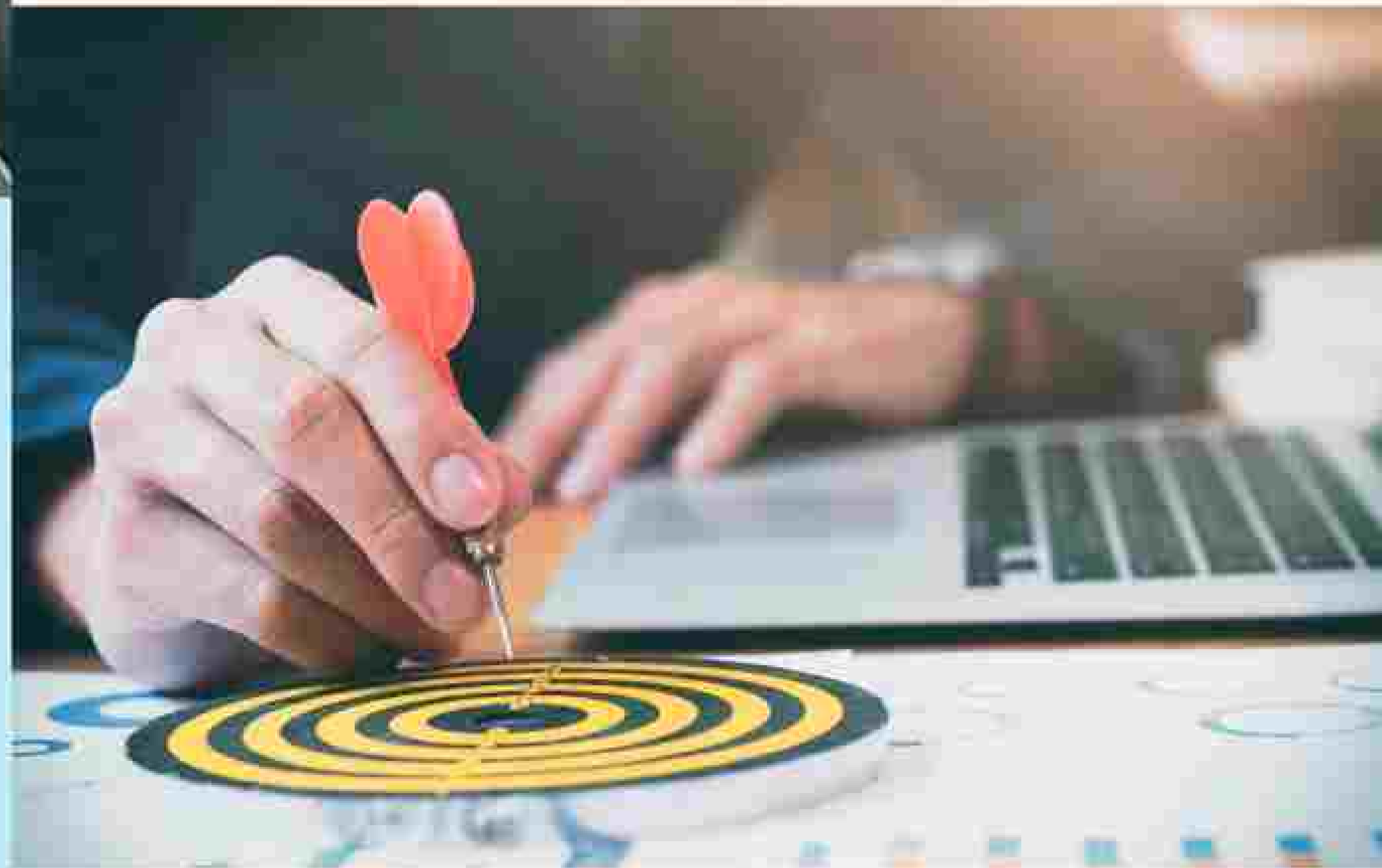
Former Secretary (Security),  
Union Cabinet Secretariat & Former DGP,  
Meghalaya Police

## Vision

To become an internationally recognized management institute with a global outlook grounded in Indian values.

## Mission

"To generate and disseminate knowledge in all aspects of management education for sustainable development and to develop innovative leaders with strong ethical values".



## Core Values

Openness to  
NEW  
Ideas And Experiences



Self-Experimentation  
and  
Creative Pursuit

Adherence to fair,  
Just and  
Ethical Practices



Intellectual  
Freedom



Compassion

...where the  
greens  
touch the  
clouds

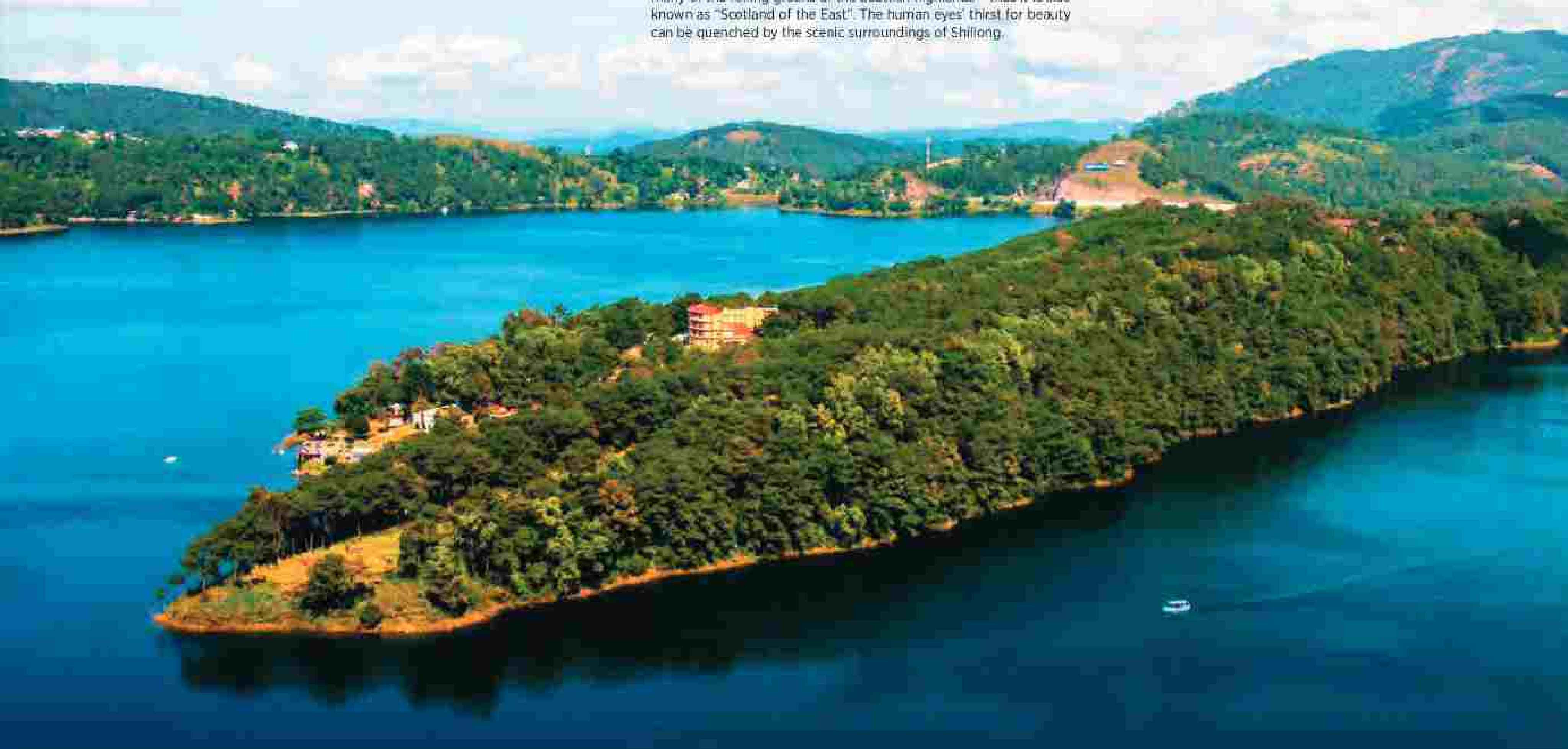
Located at an average altitude of 1496 metres above the Main Sea Level, Shillong is nestled in the Khasi Hills, covered by the green cornucopia and the dreamy clouds. Shillong, a city full of life and a place to be, is the capital city of Meghalaya – “the abode of clouds”.

It is one of the leading education hubs in the North East with many schools and colleges speckled in the picturesque settings. The city has beats and rhythms in everything: the church bells, the choirs, the rock bands and music flows in every nook and corner.

Surrounded by the hills, the city is in the vicinity of many beautiful tourist spots: Shillong Peak, the Elephant Falls, and the Ward's Lake. The rains and mist in the air add to the charm of the place. As many have rightly quoted, the places in and around Shillong reminded many of the rolling greens of the Scottish highlands – thus it is also known as “Scotland of the East”. The human eyes' thirst for beauty can be quenched by the scenic surroundings of Shillong.

The full glory of Nature can be seen in the forests, lakes and waterfalls that are present in the region. For the adventure seeking souls there are challenging trekking routes in Smit Valley or the David Scott's trail. Just near to it is Cherrapunji which offers many more places to sooth one's eyes with Nature's beauty. In Shillong, the hills keep reckoning the heart with its charm and so it's best to keep your cameras and back packs ready!

And for conventional tourists, Shillong offers no less! The Elephant falls, Ward's lake, Shillong Peak, Capt. Williamson Sangma State Museum, Cathedral of Mary Help of Christian, Sweet Falls and Don Bosco Centre are a few notable tourist spots in and around the city. Be it the “Sacred Groves” of Mawphlang, the engineering marvels of the “Living Root Bridges” or the resplendent Nohkalikai Falls, every place is a cynosure for the eyes.



# MILESTONES

01 2008

- Beginning of a journey called IIM Shillong; Collaboration with NSE

02 2009

- Students presented papers in international conferences in Sydney and New York

03 2010

- IIM Shillong made its presence felt in various summits like NASSCOM, AIMA and many more

04 2011

- Wins Asia's best B-school award in CMO Asia Awards
- IIM Shillong honoured at The Star News National B-School Awards ceremony
- IIM Shillong team wins GIRC East Zone Finals
- IIM Shillong won the 18th Business School Affaire & Dewang Mehta Business School Award
- Some notable faculty achievements
  - 1) Business School with Best Academic Input (Syllabus) in Information Technology

05 2012

- Azim Premji Foundation Outreach Events in North-East India in Collaboration with IIM Shillong
- IIM Shillong is the only educational institution in the country to participate as an official invitee at the UN Earth Summit "Rio+20" at Riode Janeiro in Brazil
- Started the CEDNER project
- Started the course PGPex

06 2013

- One of the top 10 institutes to be conferred the Wipro Earthian award
- Dr. Abdul Kalam lectured the students as a visiting faculty
- Awarded the Dewang Mehta Awards for best innovation in placements
- Eastern zone winners at GIRC and First runners up at TBIA at the national level

- 2) Best Teacher in Operations Management: Prof. Swapan Kumar Majumdar, MDP Chairman, Indian Institute of Management, Shillong
- 3) Best Teacher in Logistics: Prof. D. K. Agrawal, Dean (Academics) & Chairman - PGP, Indian Institute of Management, Shillong

07 2014

- National Winners of L'oreal Brandstorm 2013-14
- Eastern zone winners in TataCrucible
- Silver Winner 2014 by Indian Management Conclave MBA Universe Initiative

08 2015

- National winners of L'oreal Brandstorm 2013-14
- Eastern zone winners in TataCrucible
- Silver Winner 2014 by Indian Management Conclave MBA Universe Initiative

09 2016

- Partnered with Nanyang Business School, Nanyang
- 2 students from IIM Shillong received YES Aspire Scholarship 2016 by YES Bank
- National Winners for Aviva: "The Next Big Idea", 2016
- Second Runners-up of the Tata Steel "Steel-a-thon" 2016
- Global Winners of Yes Bank "Transformation Series" 2016

10 2017

- Partnered with IESEG School of Management, Paris for its Study Abroad Programme
- 2 students from IIM Shillong received Yes Aspire Scholarship 2017 by Yes Bank
- National Winners of Yes Bank "Transformation Series" 2017
- Global Winners of Yes Bank "Transformation Series" 2017
- Second Runners-up position in the Global Supply chain Competition 2017, GSCMI International Conference held at Purdue University, USA
- National Winners of the Tata Steel "Steel-a-thon" 2017
- National Runners-up of Droom - India's Most Trusted Marketplace Business Plan Competition
- National Runners-up of Shopclues CXO Challenge

11 2018

- National Winner - Inside IIM Most Employable MBA Graduates MBA Graduates Technological University (NTU), Singapore for its first Study Abroad Programme
- National Winner - Dare 2 Compete Awards
- National Winners - ICICI Bank Beat The Curve 2018 Technological University
- Global Winners of Yes Bank "Transformation Series" 2017
- Asia Pacific Runners-up in Amazon Ace 2018

12 2019

- IIM Shillong hosted its first ever intercollegiate annual cultural fest "Hirvana 2019" from 22nd to 24th November
- IIM Shillong ventured into new waters with gusto by hoisting the flag on the 72nd Republic Day of India at the New Campus at Umsawi, Shillong
- IIM Shillong partnered with Frankfurt School of Finance and Management for the student abroad program and collaborated research programs
- National Winner of Scholarship - Blockchain Council
- National Winners - IBS: BLoC Challenge
- National Finalists - PCBL Challenge
- National Winners - GSK Pharma
- National Winners - Get Set Go
- National Winners - Monocept Article Writing Competition
- National Finalists - Reliance T.U.P

13 2020

- National Finalists - Bond with Pidlite
- Regional Finalists, London - HULT Prize Challenge 2020
- Campus Winner - Google Case Challenge 2020
- National Winner - Motilal Oswal - "FLINT - Ignite the spark"
- National Winner - Motilal Oswal - "FLINT - Ignite the spark"
- Regional Finalists - MI Summit 2.0

14 2020

- IIM Shillong ranked 13th in the prestigious India Ranking 2021 & have scored 3 notches higher than the BT India Ranking 2020. Dr. D P Goyal Director IIM Shillong expressed his gratitude to all stakeholders in achieving such a milestone.
- 7 Notches higher from 2020. Institute has jumped up seven steps further and has reached 23rd position in the National Institutional Ranking Framework (NIRF)-2021 in the Management category, declared by ministry of Education, Government of India, on 9th September, 2021.
- Global Finalists - Global Investment banking valuation Olympiad
- National Winners- CFA Society India Ethics Challenge
- National Winners - Google Case Challenge
- National winners- Credit research challenge 2021
- 2 Teams in Global Finalists among top 10 Teams in the Global Investment Banking Valuation Olympiad 2021
- Runners Up in Tata Steel-a-thon 2021
- 2nd Runners Up in PwC Challenge 3.0
- National Winners in Credit Research Challenge 2021
- IIM Shillong signed an MoU with IESEG School of Management, France, and Inspire Learning
- IIM Shillong joins the CFA Institute University Affiliation Program
- IIM Shillong entered into an MoU with the ASPIRe (Assam State Public Finance Institutional Reforms) Government of Assam



# Key Highlights About Institute



01

MEMBER OF THE AACSB WITH NSE



02

RANKED 1 IN TIMES TOP B SCHOOL SURVEY 2020



03

Ranks 23 in Management Category on NIRF 2021

## About Institute and Course

### INSTITUTE

IIM Shillong has been set up with a vision of providing quality management education and research in the North Eastern region of India. The decision of coming up with an Indian Institute of Management in the North East was unanimously taken by the Union Minister of Human Resource Development along with the Chief Ministers of the North Eastern States in the Review Meeting held at Shillong during June 2004. Shillong was drafted as the permanent location for the Institute after consultation between the Ministry of Development of North Eastern Region (DONER) and the Chief Ministers of States of the region.

Located in the green contours of North Eastern part of the country, IIM Shillong which commenced operations in 2008, remains committed to its goal of excellence in management education and research so as to evolve into a nationally and internationally recognized educational institution.

Besides high quality standards and academic rigor, which are considered as the hallmark of an IIM, in IIM Shillong there is also emphasis on the ever growing significance of sustainable development and business practices. The Institute strives to impart to its students ethical values, compassionate behavior, and concern for society.

To ensure a holistic management education and to help the graduates grow into innovative leaders of the future, the Institute provides opportunities outside the classrooms, be it industrial interactions, sports competitions, cultural activities or entrepreneurial pursuits. The quality of instruction, rigorous course curriculum and exposures that the students get at IIM Shillong when coupled with their Summer Internship experience makes them adequately prepared and confident to face the challenges of the corporate world.

### COURSE

The program endows a transformational journey that opens up new avenues for your future career. Expanding one's 'points de vue' and fostering meaningful connections while studying alongside growth-oriented peers, one builds the competencies that differentiates them to lead business operations across the transnational landscape. During the twelve-month program students develop critical problem-solving skills with functional management knowledge that brings a contemporary solution to today's challenges. They engage with the collaborative community at IIM Shillong to build curiosity that makes one aware of the ethical and sustainability challenges in business and society and the disruptions catalysed by the emerging technologies.

As we see strong trends reshaping the working space and the need for critical skills and organizational capabilities with demand for networked learning, the program curriculum has undergone changes to remain contextually relevant and develop in its participants such competencies which are essential for thriving in today's networked and increasingly collaborative organizations. Since its inception, the PGPEX program has focused on managing businesses in emerging markets. The program for the tenth batch is more global in its curriculum while recognizing the need to contextualize and cater to the needs of transnational communities. The international module of the program ensures that each participant gets insights into the economic, social and cultural aspects of emerging countries. Each participant gets first-hand exposure to the country during the visit and understands the contemporary situation and society's evolution. The workshop series and innovation camp are the hallmarks of this program that provides an opportunity to think outside the box and translate your innovations, creativities and insights into something relevant.

### The Program Mission

- Exposure in transnational work environment
- Functional competencies
- Innovative and Integrative approach to problem solving
- Attitude to managing organisation through data
- Ability to appreciate nuances of responsible management
- Skills and attitudes to lead and impact

### The Program Highlights

- Global curriculum with emerging insights.
- International in-company training / live projects.
- Focus on in-demand Skill
- Demonstrate critical thinking ability
- Spirit of Intreprenurship
- Peer Learning and Networking opportunities
- Career Management Services.

# Course Curriculum

## INTRODUCTION TO MANAGEMENT TOOLS:

Basics of Accounting, Business Mathematics, Economics, R and Python



## FUNCTIONAL COURSE

- 1 Financial Reporting and Cost Management
- 2 Statistics for Decision Making
- 3 Marketing Management in globalised Economy
- 4 Economic Analysis for Managers: Firms and Market
- 5 Managing Human Capital in Globalised World
- 6 Business, Government and International Economy
- 7 Managing Value Chain
- 8 Corporate Finance and Financial Markets
- 9 Leadership and Change Management
- 10 Drivers and Strategies for Competitive Advantage
- 11 Operations Research
- 12 Digital Strategies for Business
- 13 Marketing Intelligence and Strategy
- 14 Language Lab – Spanish A1 Certification



## INTEGRATIVE COURSE

- 1 Doing Business in Emerging Markets
- 2 Management of Technology and Innovation
- 3 Business Negotiation and Deal Completion
- 4 Assessment and Management of Risk
- 5 Capstone Strategy
- 6 Competitive Strategy



## FINANCE AND CONTROL

- 1 Behavioural Finance and Value Investing
- 2 Mergers, Acquisitions, and Corporate Restructurings
- 3 Algorithmic Trading
- 4 Wealth Management and Fintech



## INFORMATION SYSTEMS AND ANALYTICS

- 1 Business Intelligence and Analytics
- 2 Predictive Analytics for Business Forecasting
- 3 Digital Strategies for Business Transformation
- 4 Emerging Technology Platforms and Services



## MARKETING

- 1 Digital Marketing and E-Commerce
- 2 Marketing Intelligence
- 3 Product Innovation and Management
- 4 Services Marketing
- 5 Sustainable Marketing: Theory and Practice
- 6 Brand Management
- 7 Customer Relationship Management
- 8 Marketing Analytics
- 9 Rural Marketing



## OPERATIONS AND QUANTITATIVE TECHNIQUES

- 1 Industry 4.0 and Business Application
- 2 Innovation through Design Thinking
- 3 Service Operations Management

## Course at EADA Business School

- 1 Strategies for international challenges in a VUCA world
- 2 New Business Models in mobility and e-mobility
- 3 Innovation and Design Thinking
- 4 Key issues in Sustainability and the Circular Economy
- 5 Skills for Transformative Leadership
- 6 Leadership Workshop

Apart from these, all students must do a live project/ case and prepare a consultancy report.

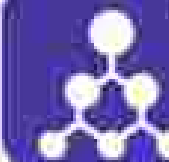
Moreover five Workshops will be designed to prepare the students for the changing business needs.

## ELECTIVES COURSES



## ORGANIZATIONAL BEHAVIOUR AND HUMAN RESOURCES

- 1 Crisis Leadership
- 2 Human Resource Analytics
- 3 Consulting for Organizational Diagnosis and Pathologies
- 4 Designing High Performance Organizations
- 5 Industrial Relations and Labour Laws
- 6 Coaching and Mentoring
- 7 Performance Management System
- 8 Talent Management



## STRATEGIC MANAGEMENT

- 1 Infrastructure and the Private Sector
- 2 Management Learning from Upanishads and Indian Mythology
- 3 Strategy Execution, Quality & Technology
- 4 Navigating Entrepreneurship
- 5 Chanakya Arthashastra: Philosophy for Organization Strategy



## GENERAL MANAGEMENT AND SUSTAINABILITY

- 1 Wisdom Leadership: East-West Perspectives
- 2 Industrial Organization
- 3 General Commercial Knowledge
- 4 Management & Liberal Arts

## Innovation Camp

- 1 Entrepreneurship and Management Consultancy Practices by industry experts
- 2 Identifying New Business Models/Plans

Dissertation work for the PGPEX is scheduled after the completion of the entire course-work. This is especially designed with the aim to help students put into effect the knowledge that they have gained through the program and to generate relevant professional literature. The dissertation work typically involves about 180 to 200 hours of high-quality work.



# Resources

“What we have here is not just an excellent library, it is not just an excellent facility.”

## CAMPUS

The serene ambience of IIM Shillong surrounded by pine trees, lush green lawns and the Himalidocopic mountains in the backdrop creates an aura of stunned silence amidst nature. Within the heart of Shillong city, the IIMS campus showcases a tranquil environment where the students can concentrate on their regular activities.

The sprawling 120-acre (Dnsawl) campus is the centre of a rich history transformed with state-of-the-art facilities, all in the lap of nature! Our 'campus in the clouds' is the perfect interface for peace and pace. It is the ideal setting where industry, academics, policy, the world of business and personal transformation meet.



## CLASS ROOMS

All the class rooms are aesthetically designed with high tech infrastructure and are fully equipped with modern facilities to help participants in their learning process. Each class room has a smart board with Internet connectivity.

This relieves the participants from jotting down class notes, and instead concentrate on the discussion. The class jotting on the board can be mailed to the email accounts of the participants after the class. The classes are also provided with high speed wireless internet connectivity, so that necessary literature from different databases can be downloaded to enhance classroom discussion.

Most of the class rooms are provided with wireless microphone facilities. These classrooms are also equipped with videoconferencing facilities.

## STUDY ROOMS

Dedicated study rooms are provided in every hostel and also as standalone rooms in between which provide a unique place for the student to come together for exchange of ideas and knowledge. They are provided with printing, scanning and computing facilities at all times.

## HOSTELS

IIM Shillong offers fully residential facilities to all the participants. The hostels offer the candidates a home away from home and are equipped with all the requirements including laundry, mess services, library and high speed LAN connectivity.



## KNOWLEDGE CENTER

The Knowledge Centre (library) of IIM Shillong, which is one of the most modern and tech savvy libraries in the country has started functioning right from the time of inception of the Institute. Our goal is to make the library one of the most vibrant and productive branches of the Institute so that it may keep pace with the global, dynamic and technology enabled information age, and meet the expectations of its end users.

With the above aim in view, within a short span of time, we have acquired an excellent collection of management related books, journals and non-book materials, which we consider as our greatest asset. The library maintains separate collection of reference books, textbooks, general books, working papers and other documents, whereas the non book collection consists of video cassettes, Compact Discs, etc. Faculty members are requested to make regular requisition of latest books to add value to the Knowledge Centre and equip the library with the latest collection of books. The library also has the latest collection of periodicals, magazines and newspapers. We have also begun the process of updating the Centre with rich collection of both Indian and Foreign Journals for which the process is underway.



## E RESOURCES

Equipped with the latest E-Resources (E-Books, E-Journals and Data-base) such as CMIE - Proquest, ISI-Emerging Markets, ProQuest, and EBSCO - Business Source Complete. We have also installed Bloomberg Terminal to help students access information. We also have access to HBR cases which are widely used by all students and faculty members. The Library also has some special collections of

- (i) EXIM Bank,
- (ii) World Bank, and
- (iii) Harvard Business Review.

The Knowledge Centre also joined the IIM Consortia Cross Sharing of E-Journals with three Publishers:

- (i) Taylor and Francis,
- (ii) Wiley- Blackwell and
- (iii) Springer.

## RECREATIONAL RESOURCES

IIM Shillong conducts various recreational events to keep the students adept with a sustainable, healthy, and stress-free lifestyle. Our Campus provides various resources for such purposes so that the students participate and reap the benefits of such events.



## AUDITORIUM

The institutes provides for an auditorium within the campus, surrounded by lush greenery which serves for many academic as well as extra-curricular activities of the candidates.



## ARRANGED TIE UP WITH AIMS (ASSOCIATION OF INDIAN MANAGEMENT SCHOOLS)

- American Library, Kolkata
- ASSOCHAM (Association of Chamber of Commerce)
- British Council Library, Kolkata.
- Exim Banks
- All IIMs across the country
- HBSP (Harvard Business School Publishing)
- IGCC (Indo-German Chamber of Commerce)
- AACSB International (Association to Advanced Collegiate Schools of Business)
- National Institute of Rural Development (NIRD)

# Student Committees



## PLACEMENT COMMITTEE

The committee works towards building new relationships and fostering the existing ones with the corporate world, by understanding its changing requirements and matching them with diverse individual aspirations of the candidates at IIM Shillong. The Committee assists the cohort of experienced executives of the program in identifying their core competencies and helps to look out for roles and positions that the affiliate might be willing to grow into, post their full-time residential management program.

The committee is responsible for building and maintaining database of companies and establishing strategic links for campus recruitment. It collaborates and sets meetings with HR department and TPO's. Placement Committee here at IIM Shillong envisages an ideal interface between industry requirements vis-à-vis student aspiration, in that the right person for the right job is ensured. Making sure the industry benefits from the students in terms of taking up roles and responsibilities and contributing to the growth of the organization.



## PUBLIC RELATIONS COMMITTEE

The Public Relations Committee of IIM Shillong acts as the interface between the institute and external entities such as corporates, media, and other business schools. It aims at creating, fostering, and managing professional relations with each of these entities. The committee organizes events such as iLeads, Contextual Leadership Talk, Industry Connects, etc, which enhances the visibility of the institute and gives the opportunity to the students to interact with Industry Leaders. The related press feed is constantly shared on social media handles.



## STUDENT AFFAIRS COMMITTEE

The Student Affairs Committee is the face and soul of the cohort. The representatives try to create an invaluable and enriching MBA experience for all the students through continuous academic, professional, and social initiatives. Be it interactive events, team-building activities, or virtual jam rooms, the committee ensures that fun and learning never stop. Additionally, it acts as a pivot for smooth coordination between all other student committees. The committee ensures that each participant inculcates a sense of belongingness and is given an equal opportunity to bask in the community first spirit, which is the exemplary "IIM Shillong way" of achieving goals.



## ALUMNI COMMITTEE

*Alumni are the most loyal supporters of Institutions*

The Alumni Relations Committee has been set to strengthen the relationship among alumni, students, faculty and the other members of the IIM Shillong family. The committee aims to strengthen, nurture and leverage the vast industry exposure and experience of our alumni network in the course of institution building.

As a representative of the program, the PGPEX Alumni Committee acts as a single point of contact between the global alumni of the IIM Shillong PGPEX program and the institute. It fosters a conducive environment for the dissipation of data, insights, knowledge and experience between the alumni and the ongoing participants, through engagement events, to further enhance their peer learning.



## HOSTEL COMMITTEE

The Hostel Management comprises of warden and hostel manager, who are assisted by a student body viz. Hostel Committee. Hostel Committee comprises representatives of students from the ongoing PGPEX batch. They work with hostel residents and representatives of different departments to ensure a safe and comfortable stay for students. They act as facilitators between students and the hostel management, to ensure adherence to hostel norms and to maintain a healthy residential environment.



## SPORTS COMMITTEE

Sports is one of the areas where every management concept is applied and tested. At IIM Shillong, the PGPEX sports committee aims to organize events and activities all year round that would strengthen the leadership skills and foster effective teamwork among the participants to prepare them for future leadership roles. Through these events, students get to enhance strategic skills and inculcate competitive spirit.



## CULTURAL COMMITTEE

The Cultural Committee of IIM Shillong PGPEX strives to celebrate the cultural diversity on the campus by organizing various festivals and events throughout the year. The committee provides enough opportunities for the students to relax and enjoy campus life amidst rigorous academics while showing their creative talent. The committee tries to bring a smile and spread joy among the students of IIM Shillong by celebrating every possible festival and event on campus.



# International Immersion

As part of the PGPEX program in Indian Institute of Management Shillong, students will get an opportunity to engage in the foreign immersion programme, which promotes cultural awareness and helps students grasp the region's economic, commercial, and geopolitical environment.

The MBA programme combines classroom study of fundamental and advanced management concepts with real-world experience, including an international consulting project wherein students engage with companies on real-world issues and solutions. This experience will aid students in comprehending global business processes and practises while comparing and contrasting the same with those in India.

This year the batch visited EADA business school in Barcelona, Spain. EADA Business School is accredited by EQUIS and AMBA, and is ranked among the top 30 business schools in Europe. The course curriculum is in conformation with the program competency goals with the region's flavour.

The faculty lectures at a global institute and interaction with industry professionals during Live projects would widen the personal and intellectual horizons of students to better prepare them for leadership at a global level.



## Past Recruiters

JPMORGAN CHASE & CO.	accenture	Ford	ESSAR	Gartner.	PSA
L&T Infotech	oyo	EY	IL&FS	Mindtree	Tech Mahindra
NITI Aayog	Microfin	NOVARTIS	IndusInd Bank	TATA INDIAS AND COGNIS	KPMG
HILTI	Atrimed	SHARDA S. PALLAN SEBASTIAN GROUP	STANACEMENT	NPCI	future group
Infosys CONSULTING	Reliance Industries Limited	Capgemini	INDIA WIND GROUP	TCS TATA CONSULTANCY SERVICES	TATA INDIAS AND COGNIS
CAPCO	SLK	KYOCERA	NIT	INDIA WIND GROUP	virtusa
FactNova	edcast	TE	ED GROUP	INDIA WIND GROUP	JKT
BOC	ITC Tractors India	IGREON	Tracxn	Shreeji Future	

## Prior Work Experience

MAHINDRA-POWER	pnb	L&T Construction	INDIA WIND GROUP	ELTA	TE
VERA	ERICSSON	eka	INDIA WIND GROUP	balco	TCS
IntelliTrade	NBA	aragen	NRB BEARINGS	Infosys	JSW Steel
INDIA WIND GROUP	INDIA WIND GROUP	Marriott INTERNATIONAL	Mahindra	INDIA WIND GROUP	THB
livpure	TIME	Reliance Jio	ALPLA	Cipla	OPTIMUS
INDIA WIND GROUP	OPTIMUS	AERIES	Spinnny	HYUNDAI	SWIGGY
INDIA WIND GROUP	Jacobs	VERA	INDIA WIND GROUP	INDIA WIND GROUP	IDMC

# Placement Procedure

## PLACEMENT ACTIVITIES

### PRE-PLACEMENT TALKS/CORPORATE PRESENTATIONS:

Pre-placement presentations enable organizations to inform students about company's business, work culture, organizational structure, career, and growth opportunities. We recommend a presentation and a Q&A session by the company with the students along with the placement committee. There is provision for Video conference to facilitate the recruitment for interested companies. This year the season Commenced from April 2022 and Companies can approach the placement office for scheduling on campus placement. The committee can also be approached for assistance on transport and lodging facilities at the campus.

## KEY RECRUITMENT POLICIES & GUIDELINES:



### PLACEMENT COMMITTEE IS THE SINGLE POINT OF CONTACT

Companies interested in conducting recruitment activities at IIM Shillong must contact a placement committee member for placements. Companies are requested not to approach the participants directly. IIM Shillong follows a grade non-disclosure policy.



### OFFER NEGOTIATIONS

Compensation and other terms of employment should be negotiated directly between the company and the participant.



### OFFER COMMUNICATION

Offer to the selected candidates should be communicated through placement committee.



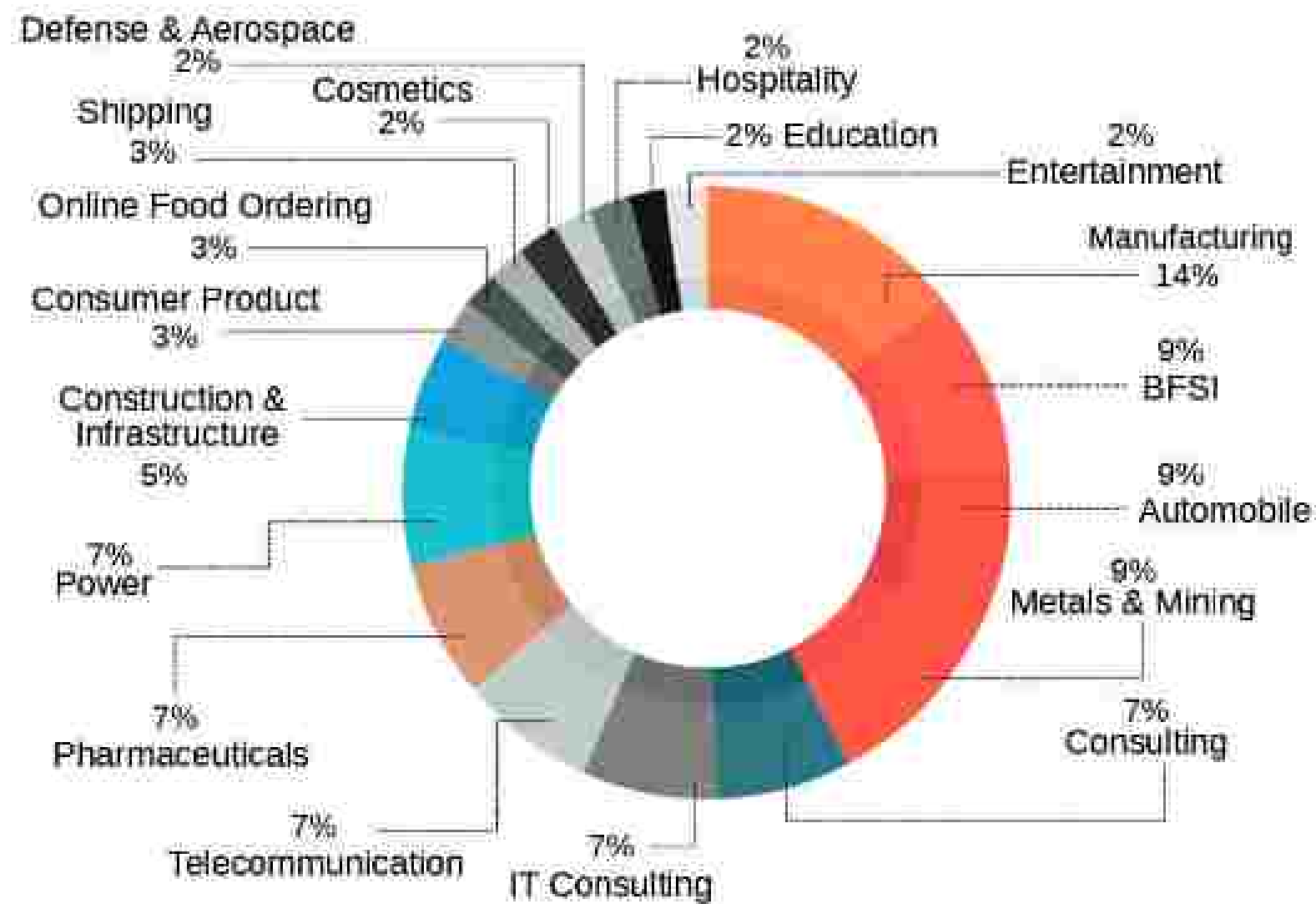
### REPORTING STANDARDS COMPLIANCE

Companies are required to provide the final offer details as per the reporting standards followed by IIM Shillong. Details can be sought from a placement committee member.

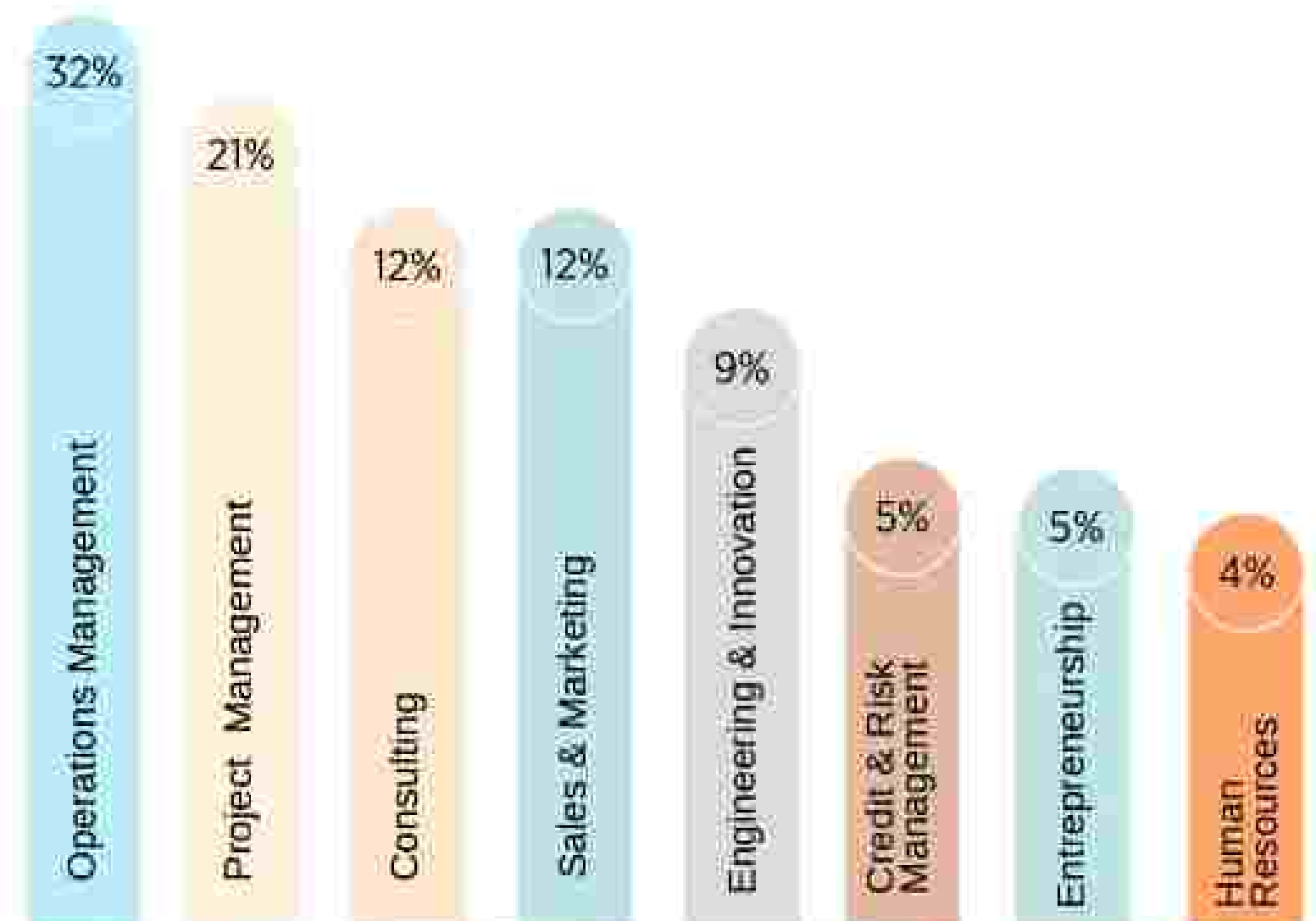


# Batch Statistics

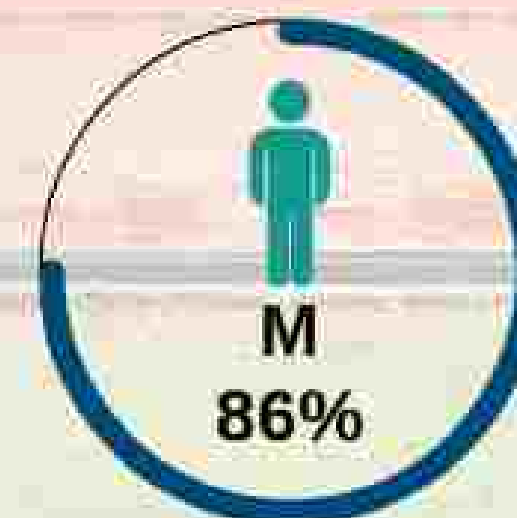
## INDUSTRY BACKGROUND



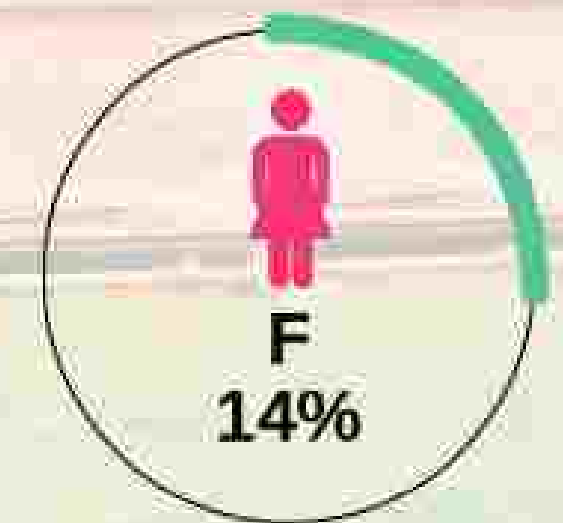
## PREVIOUS FUNCTIONAL AREA



## Work Experience Duration



**Batch Size**  
43



# STUDENTS PROFILE



## Abhishesh Kashyap

B.Tech. Bachelor of Engineering  
Major: Information Systems  
Technological University, Chennai

Insightful Strategic Alliance Partner with 6 years 5 months' experience devising and implementing marketing campaigns, Strategic Planning, Operations, business development and entrepreneurship.

### Leadership Experience

- Executed key business projects that helped the company grow throughout the lockdown, increasing revenue by 100-300% in a span of 5-7 months.
- Delivered new proposals to major industry leads, meeting them and successfully secured new business with them.
- Hired and managed a workforce of 21 employees.

### Product Development

- Helped starting a new vertical (D2C Digital) in digital music distribution which had a demand for CMS that enabled users to manage their own audio/video content.
- Successfully designed a complete customer service resolution system.
- Developed a new approach for video content inclusion that helped expand the client base.

### Project Management

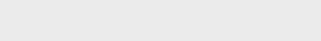
- Defined key factors like free subscription, zero fee promotions and quick customer support that helped grow and retain the customer base on audio/video content.
- Implemented brand recognition and management by collaborating with DSP giants like Facebook, YouTube and other social media platform.
- Enhanced the platform to make it more user friendly and accessible to those without a technical expertise.
- Helped launching a new brand in Victoria, Australia for overseas.

### Entrepreneurial Experience

- Co-founded an e-commerce company wherein the local businesses were provided with a software platform to target a bigger customer base across regional boundaries.
- Increased the customer base to 19500+ in the first 3 months.
- Introduced new methods, practices and systems to reduce turnaround time like direct calling and quick grievance redressal.
- Organizing business activities and delegating duties to appropriate managers.
- Boosted brand awareness and lead generators while managing internal and external marketing campaigns and programs.

### Awards & Certifications

- Sangam Parth award in 2018, 2019, 2020
- Mr. Winner (Performer of the Year) in 2014



## Chirag Patni

B.Tech. Bachelor of Technology

Diverse experience ranging from managing a Sales, Communication and Soft Skills training team to managing a 5-member self-run business.

### Previous Employers

- Sara Steel Pvt. Ltd.
- Shriam Life Insurance
- IBM India Pvt. Limited
- Concentrix Danish Services India Pvt. Ltd.
- Vivanta (Self-employed)
- TE Connectivity services India Private Limited

Work Experience  
17 Years



### Entrepreneurial Experience

- Single handedly founded and managed an iron and steel trading firm and worked primarily with OEM industry.
- Employed 5 people during the start and achieved an annual turnover of close to ₹Cr.
- Handled the Sales, Marketing, finance, sourcing and branding, along with the overall management of the company.
- Negotiated the pricing and payment terms with suppliers and buyers.
- Financial reporting and accounting of the firm.

### Business Development

- Managed a business portfolio of 60+ customers with an annual revenue of approximately ₹10 million by acquiring and sustaining large OEM franchise and individual network workshops, ensuring tied-up annual sales.
- Realized revenue increase of 50% in 6 months in FY 2005 by acquiring 8 major dealers in the assigned territory.
- Analyzed market trends, forecasted revenues and identified key value drivers, opportunities and risks to prepare annual strategic plans.
- Managed and delivered large exhibitions of the steel industry.
- Delivered the company's first major long-term client.
- Established presence in unexplored markets.
- Market share improvement from 18% to 37%.
- Provided various trainings on sales skills and help them understand the importance of Customer service.

### Strategic Planning, Operations & Recruitment

- Evaluating and catering to the needs of the different audience goals and experiences by preparing sessions.
- Forming policies, consolidating the calendar with manpower planning and ensuring adherence to plan.
- Steering data analysis and performance gauging.
- Interviewed over 2000 people for various roles and positions.
- Revamping team escalations, streamlining the process for increasing productivity and efficiency.
- Implementing various stakeholder projects through standard and structured approach of project management.
- Steered efforts towards Leadership Development (Personality, Confidence, Conflict Resolution, develop a work, make feasible operational plans and targets, Program Management).
- Worked towards team building skills.

### Achievements

- Rocket award for being the top performer in Q2-2018
- Beyond the Call of duty award in Q2-2019
- Platinum award in Q3-2019 for VOC and performance (Awarded by Client)
- Received recognition from the CEO Christopher Caldwell for successfully planning, designing, organizing the CSR project at Singhal.
- SCSA award for contribution in planning and executing the training and development program for students in college.



## Divya Mohan

B.Tech. Bachelor of Technology  
Software Engineering, University of Calicut  
Kerala, India  
Kerala Engineering, Health and Science  
University (KHEASU), Calicut, Kerala

Previous Employers  
Infosys, Bangalore

Work Experience  
7 Years 10 Months



### Digital Transformation and Software Development

- Successfully completed the Infosys Foundation Program in Mysore for different technologies including SQL, CR, and DBMS.
- Worked with reputed clients like Bank of America which dealt with migration of the Analyst Allocator application for the allocation of hedge funds to analysts from Java to ASP .Net.

### Digital Transformation and Software Development

- Worked in one of the prestigious project teams in Infosys named "LEX" learning experience app and I was involved in content development and feature development from the scratch, as well as branding the product to client.
- Hosted a week-long workshop at the USA client location for experienced folks (individually) and got appreciation from the client level and organization level.

### Leadership

- Led a team of 3 for the Amul price Financial client where the O/CD priorities were automated by integrating the code on the shared repository.
- Implemented the latest technologies to provide value-added business solutions as per the client's requirements and worked as a subject matter expert.

### Certifications and Trainings

- Certificate for Certified Scrum Product Owner offered by Scrum Alliance
- Udemy-Google Cloud Associate Cloud Engineer Certificate
- Udemy-Python for Beginners Certificate
- Attended Techspoke workshop for Blockchain Testing
- Actively participated in the Creative Contenders Workshop
- Attended Selenium meet-up session
- Attended Jenkins Automation Meet-up
- Attended Design thinking workshop

### Co-Captain

- Elected as an Office Bearer of the Public Relations Committee at IIM, Shillong for the current PCPEs batch 2022-23
- Served as the Secretary of the Infosys Toastmasters Club, Bangalore

### Awards & Achievements

- Awarded for All India Women Achievers Award (AMWA) 2022 in the category of Outstanding Professional women
- Received National Level Prime Minister Scholarship during graduation
- Awarded for best speaker and Role taker in Infosys Toastmaster Club
- Received note of Appreciation for exceptional value delivered to the company by working on the LEX project.

### Extra-Curricular Achievements

- Won Gold medals for various fitness challenges like "100 Days of run", "At Home Challenge" and PINKATHON events
- Volunteered for an NGO "Shiksha" and conducted seminars "Educating a Girl Child" and "Importance of Education" for underprivileged kids
- Certificate for attending Iron Lady Workshop which helped me to polish my leadership skills



## Mukesh Sah

B.Tech. Bachelor of Engineering  
IIT Bangalore

Previous Employers  
ALPLA India PVT LTD/UMH  
Vishal Steel Limited

Work Experience  
6 years 6 months



### Operations and Planning

- Collaborated with European Management Consultant for 1 year for all operation excellence project (CI O&M designed internal control systems leading to 20% increase in monthly production and dispatch targets)

### Operational and Planning

- Single-handed implementation of operational excellence project in three different plants at different locations of India
- Designed and implemented strategies as per the business requirement and transparent production, maintenance plan and projects like Shutdown, predictive and corrective maintenance according to the requirement. Saving of ₹Cr by implementing year shutdown plan during off-lease consecutively 2 years in 2018 and 2019
- Collaborated with other functional departments, teams and various level of hierarchies on capital projects (Design and implementation, budget preparation of worth more than 200 cr every year) and process improvement projects
- Implemented the production plan by coordinating material movement and equipment operation to meet customer specifications - including quality and delivery requirements of P&G and J&J
- Ensured daily execution of maintenance (Predictive and Preventive) and shutdown plan as per SAP/PHOD ERP module
- Assisted the New product development team to produce new grade steel in which the whole process is tracked from SMS to CRM

### Continuous Improvement

- Executed cost-saving project and pallet utilization to reduce space constraints and packaging flexibility, which led to saving of ₹25k monthly
- Implemented production display system of CTO to improve productivity at ALPLA Silangan unit led to efficiency improvement by 2%
- Reduced downtime by 20% through parallel job identification and preventive maintenance of critical equipment
- Defined key factors for bow and efficiency reduction issues
- Motion study of packaging bottles and caps after production improving the packaging efficiency by 15% thereby reduction of one packing manpower
- Designed rod stand for chain straps used for road rolled mill shop - improved safety of shop floor

### Awards & Certifications

- ALPLA India recognition Award for Highest Sales - 2020
- Award for best safety slogan and poster making - 2019
- ALPLA India recognition Award for Kaizen - 2018
- ALPLA India recognition Award for operational excellence - 2018
- ALPLA India recognition Award for packaging inventory optimization - 2015
- Participation award for designing and manufacturing ATV vehicle (Virtual and dynamic kind) - 2014
- Participation award for essay writing - 2015

### Co-Captain

- Member of Hostel Committee, Office Bearer - RGPE-22-23 Batch

# STUDENTS PROFILE



## Atanu Pal

B.Tech. Production Engineering  
Habra Institute of Technology

Seasoned professional with over 10 years of experience in Operations Management, Manufacturing Processes, Strategic Planning, New Product Development and Cost Management

### Leadership and Teamwork

- Responsible for driving overall production activity of shop floor
- Lead a team of 60+ members to facilitate system implementation and module development
- Implemented best practices to achieve operational excellence and to adhere superior quality

### Previous Employers

Q&A Fertilizers Pvt. Ltd.  
TIL Limited (Traction India)

Work Experience  
10 Years 7 Months



### Operational Management

- Assessing scope for planning, implementing & monitoring technological changes to enhance the overall operational efficiency
- Simulate strategic transformation towards productivity, cycle time reduction and quality improvement through kaizen activities
- Determined operational feasibility by defining the problem, analyzing requirements and assessing proposed solutions
- Monitoring the production schedule, productivity and product quality to meet the target
- Implementation of 5s

### Process Improvement and Product Development

- Introducing process improvements to enhance the operational efficiency of the unit and minimize process wastage by identifying the non-value-added activities
- Implementation of Poka-Yoke and TQC tools in the quality control system to prevent any defect situations
- Determined operational feasibility by defining the problem, analyzing requirements and assessing proposed solution
- Successfully implemented techniques of the specialized formed beam manufacturing process

### Achievements

- Acknowledged & rewarded for formulating an invaluable idea for Automated Improvement Programs
- Explored alternate sources of cutting and welding consumables items and subsequently reduced cost by more than 50% w.r.t. previous source
- Participated in the import project like fabrication of GMK chassis for Grovel Marlowox tractors, RFS structure for Mitsui Engineering & Ship-Building and earned appreciation for the excellent manufacturing

### Certifications

- Certified Scrum Product Owner (CSPO), Scrum Alliance
- Six Sigma green belt Certification
- Auto CAD



## Anilash Kumar Mohapatra

B.Tech. Information Technology  
Habra Institute of Technology  
2011

Passionate professional with 5 plus years of work experience in HRD and Core Banking domain

### Previous Employers

Punjab National Bank

Work Experience  
5 Years 7 Months



LinkedIn

### Human Resource Management

- Experience in Manpower Planning in 105 Offices and Staffing of 1000 Employees, and meeting contingency Manpower Requirements in crisis of times
- Worked on Profile Analysis of employees of varying designations to do appropriate staffing and identify training needs

### Process Automation

- Proficient in using HR software and Excel, and hands-on experience in Data Cleaning and Data Standardization in the Employee Database
- Carried out end-to-end processes of Recruitment of various cadres
- Looked after Employee benefits and successfully handled employee grievances by providing timely resolutions
- Experience in Routine Banking Operations involving Opening, Closing and Maintenance of Accounts, Transaction Management, Third Party Products and ATM handling
- Adept at feasible planning and meeting of targets and deadlines as regards CASA and NPA recovery
- Hands-on experience with Core Banking System (prime 10) software and handling of Queries arising on the CBS platform
- Hands-on experience with Core Banking System (Finance 10) software and handling of Queries arising on the CBS platform

### Operative Abilities

- Led the team at the Branch in challenging situations and motivated the team members to deliver their best under various trying circumstances to ensure customer satisfaction and smooth functioning of the Branch
- Efficient at strategy making and dividing bulk quarterly targets of the Branch into modules for individual assignment to team members for greater productivity
- Experience in Hall Management of Branch, comprising tasks such as customer handling, managing premises issues, handling technological and infrastructure bottlenecks and enabling friendly and open mind staff relationship

### Qualifications Skills

- JAIIB Certification from IIBF
- Knowledge of Python, Tableau, Statistics, and DBMS
- Certified Scrum Product Owner from Scrum Alliance
- Certification in MS Excel
- Diploma in Multilingual Computer Application from CDAC



## Chukka Ramakrishna

B.Tech. Mechanical Engineering  
Cuddalore Engineering College, AP

Product and Quality Engineer with 5+ years of experience in product Quality Assurance, Quality control and product development of Defense and Aerospace systems

### Previous Employers

VEN Technologies Pvt. Ltd  
Shriwala Enterprises  
Engineers & Contractors

Work Experience  
5 Years 1 Month



LinkedIn

### Product and Quality Management

- Fostered the customer complaints and product approval of missile systems for customers across India and international countries. Major customers are DRDO, ICL, BRAHMOS, BOL HAL, RAFAEL (ISRAEL), and RAYTHEON TECHNOLOGIES (USA)
- Collaborated with various internal teams such as PPC, Production, Methods, Logistics, etc., for timely production and supply of the superior quality material as desired by the customer

### Product and Quality Management

- Successfully deployed statistical tools to increase productivity and elimination of defects
- Identify and approve the supplier as per the scope of work, Perform the supplier audit as per AS9100
- Ensure effective collaboration with suppliers for "on-time," "on-cost," and "quality" product delivery
- Prepare QIP (quality improvement plan) based on the customer's rating
- Prepare the quality assurance plan and forms for various missile systems and assemblies
- Performing the FI (First Article Inspection) as per AS91026 for the first product approval
- Conduct the PFMEA process for risk assessment
- Developed the prototype for new product and perform the test and take clearance from customer

### Process Improvement

- Improved the process for the Ventilator project in the DraftMacs mission, lowering the rejection rate from 32% to 2%
- Reduce assembly time for the frame and switching device projects by implementing the assembly process
- Process execution reduced the rejection in the RAFAEL project from 180 to 2%

### Achievements

- Best Employee of the Year in the year 2018
- Appreciation from Raytheon Technologies (USA) for the timely completion of the fin folding assembly project
- Best wages award for the ventilator project (DraftMacs mission) where I reduced the rejection from 32% to 2%
- Source First prize in the 3D Modeling conducted by the Mechanical Engineering Association
- Certification - CSPO, LEAN SIX SIGMA GREEN BELT, Auto CAD, PROE



## Anurag Sharma

Chartered Accountant, Institute of Chartered Accountants of India  
& IIM, University of Mumbai

A Chartered Accountant with 6.5 years of work experience in Credit & Risk domain. Experienced at launching new industry verticals for major conglomerates and strategizing policies in challenging situations. Adept at managing multiple projects and meeting stakeholder expectations

### Previous Employers

Godrej Housing Finance Limited  
Primal Capital & Housing Finance Limited  
Balance Capital Limited

Work Experience  
6 years 5 months



LinkedIn

### Leadership & Strategic Management

- Looking at the leadership void at one of the branches, I led the branch by taking responsibility for decision making, leading high-value deals, and delegating responsibilities. Over 6 months, the monthly business grew from Rs 50 Cr. to Rs 100 Cr. and the branch became the best performing branch for the company
- To reduce disagreement and speed up case processing, I started cross-functional training sessions, which resulted in a fifty percent reduction in TAT
- Led the setup and development of the credit underwriting team at Godrej Housing Finance

### Strategy & Execution

- During the Indian NBFC liquidity crisis, I presented an action plan that assisted the company in navigating the crisis effectively
- Formulated the Credit SOPs and Balance Transfer Policy
- Was part of post COVID strategy team which developed Digital sanction system (Instant Sanction tools and email login process). This helped sanction & disburse cases with minimum customer touchpoints and tap the market void created by companies that were slow to innovate
- Successfully developed a Banking System Analysis tool for appraising self-employed consumers and standardizing personal decisions across branches
- As an Area Credit Manager, I held training sessions for several sales channel partners, which resulted in a direct boost in revenue and long-lasting partnerships

### Financial Analysis

- Handled countrywide credit underwriting of mortgage applications worth more than 5 Cr
- Analyzed and reviewed countrywide portfolio of US\$180 billion based on various risk parameters as well as highlighted nonperformer accounts and early warning signals to senior management. Further suggested changes in product policy and process

### CSO Qualifier & Accomplishment

- Member of the Placement Committee, Office bearer - current PGPEX batch
- Primal Heroes Award FY 2017-18 for exceptional performance during the pre and post launch phase
- Star Performer Award FY 2018-19 from MD of Primal Capital & Housing Finance
- Part of Primal Group Leadership Program

# STUDENTS PROFILE



## Dibendu Kundu

Bachelor in Engineering  
Electronics & Tele-Communication  
University of Pune

A result-driven curious mind with 8 years of experience in the startup and corporate ecosystem

### Previous Employers

Livpure Smart Homes  
Fizible Tech Pvt Ltd

Work Experience  
8 Years



LinkedIn

### Product Management And NPD

- Led the team in the design and launch of new products, onboard and aligned stakeholders from the back and the vendor partner. Product head, VP of BU & D2C, CFO, and other teams like operations, sales, marketing, finance, and CS
- End-to-end ownership of the custom products category. Improved the customer satisfaction & TAT by 400%



## Anshuman Panigrahi

B.Tech in Civil Engineering  
Year: 2009-2013 University of Technology, Odisha

A passionate professional with over 6.5 years of experience in various roles and verticals of infrastructure projects

### Previous Employers

Sarsen and Teubro Limited,  
Construction Division

Work Experience  
6 years 5 months



LinkedIn

### Project Management

- Prepared the Project cost estimate, monthly job cost report, client invoicing and yearly budget plan of three projects with cumulative value of 1500 crs.
- Efficient at preparing project risk management, assessment and mitigation plan

### Project Management

- Initiated and monitored effective utilization of resources (manpower, material and machinery)
- Proficient in execution of multiple civil engineering structures
- Adapt at handling multiple client and consultant

### Teamwork & Leadership

- Experienced in handling team of 25+ members as a part of various infrastructure projects
- Imparted training to the regular staff, trainee engineers and workers on quality and productive execution practices
- Encouraged and energized staff, workplace for the team throughout the working hours

### Certification / Skills

- Laureled for handing over project on time by the Honorable Chief Minister of Odisha and awarded as the fastest completed irrigation project in Odisha
- Awarded for contribution to 10 million safe-working man hours
- Awarded with best performing employee for executing and handing over projects on time by maintaining utmost safety and quality practices



## Koundinya Kuchimanchi

Master, Manufacturing Systems, IITD  
College of Engineering, IITD,  
Hyderabad, India  
B.Tech., Mechanical Engineering, IITD,  
College of Engineering, IITD,  
Hyderabad, India

Self-motivated engineering enthusiast with 5 years of experience in project management, performed engineering risk analysis, and provided solutions. Collaborated with multiple stakeholders across various countries, designed and implemented executable strategies for achieving product certification on time.

### Previous Employers

General Electric  
QuEST Global Engineering  
Services Pvt Ltd

Work Experience  
5 Years



LinkedIn

### Risk Analysis & Project Management

- Collaborated with Design, Manufacturing, and Testing teams for certification deliverables in compliance with the technical standards

### Risk Analysis & Project Management

- Aligned with Customer and Block Project Management team to understand the scope of the activities and develop calculable strategies to meet program deliverables and timelines
- Coordinated with third-party certification bodies to manage project deliverables, budget, and timelines while executing certification activities
- Analysis of new customer leads for potential new markets
- Led process improvement and Lean initiatives and guided the team toward quality deliverables

### Engineering Solutions

- Performed FE analysis of aircraft fan blade and high-pressure compressor design for a Japanese client and provided concluding remarks for faster decision making at the workshop
- Made productivity was studied in making risks for faster customer feedback

### Achievements

- Imparted awards for achieving first-time IBC 3-0 code certification for LM 70r and LM40+ turbine rotor blades for usage in European markets
- Part of IBC committee from GE, took up a gap analysis project to make design manufacturing and testing guidelines in line with the market requirements
- On the Fly Award for automating on job tool which improved productivity June 2021
- Awarded for innovative ideas, policy-making, and technical related papers at IIT, Roostock, IT Khajuraho, IT Madras, MAPC, Technical Symposium of QuEST Global, NERTIME
- Published papers in IEEE and IAS journals
- Certified Scrum Product Owner
- Lean Six Sigma - Green belt



## Nikhil Naik

B.Tech in Mechanical Engineering  
College of Engg

Self-driven and result oriented professional with 5+ years of experience in Sales and Marketing and 1+ years of experience in operations management

### Previous Employers

JSW Steel Ltd  
Lift control Pvt Ltd  
Hydro Pneumatics Pvt. Ltd.

Work Experience  
8 years 3 months



LinkedIn

### Sales and Marketing

- Customer management of major OEM customers in Pune region
- Order negotiation and commercial terms finalization with project customers
- Increased business volume 3-5x over a period of 3 years in Pune region
- Achieved monthly sales of 4.5 Crores

### Sales and Marketing

- Minimized stock yard inventory by managing direct supplies from production plant
- Introduced Chase financing system for local customers to retain business by leveraging lease of cash flow

### Business Development

- Developed major clients like Thermo India Ltd, Wetpan India Pvt. Ltd, Sona Deere group
- Established value-added steel with major clients like JCB and Varroc Structures in HSL rolled steel
- Introduced Schindler India Pvt. Ltd in value added steel
- Developed value-added grade for Agri-equipment with 5% (R) 250 (m) additional price premium

### Operations Management


- Managed production operations for precision flow measurement equipments and fabrication
- Formulated the curve of flow nozzle in excel to reduce production time and improve quality
- Reduced production time by time study of processes and setting benchmark output

### Awards & Certifications

- Certified Scrum Product Owner - 2022
- JSW Heroes - External stakeholder management - 2021
- Customer Focus - Harvard Manage mentor - 2020
- Crisis management - Harvard Manage mentor - 2020
- Direct hardening alloy steels - Steel university - 2021
- 1st place in Volleyball, State Level Secondary School Sports 2007



# STUDENTS PROFILE



**Pankaj Jain**  
 PMP - Advanced Construction Management - NCCMAP PMP  
 B.Tech - Civil Engineering IIT Roorkee

**Previous Employers**  
 Reliance Jio, McNulty Bharat, Jindal Steel & Power Ltd

**Work Experience**  
 7 Years

**Planning, Scheduling & Monitoring**

- Preparation of project schedule(s) for complete life cycle of the project
- Monitoring project progress with reference to approved baseline and reporting any deviations/delays to Senior Management Team
- Analyzing Critical path activities of the Project and highlighting the impact of delays on the Project completion date

**Planning, Scheduling & Monitoring**

- Forecasting the Resource requirements for the Project with resource (skill) levels during various stages of the Project

**Project Coordination**

- Interaction with all disciplines of the organization to facilitate free flow of information for smooth functioning of the Project
- Arranging regular meetings with potential Sub-Contractors to measure their current performance and set targets for future performance
- Notifying all concerned parties for any delays using various Scheduling techniques

**Achievements and Certifications**

- Played crucial role during MRO project implementation in Gujarat Circle
- Worked closely with State Construction Head at Reliance Jio and transformed the Ranking of Aggr. circle from bottom to Top 05 position in the Organization within a span of 06 months
- Diploma in coding laws from Indian Law School, Pune
- PMP® certified (Issued: Jun 2021 - Expires: Jun 2024) Credential ID 3017661

**Co-ordinator**

- Member of the Placement Committee, Office-bearer - current PGPEX batch
- Job Winner award for social service during pandemic
- Peace/Mediation Level 1 Trainer

**Co-ordinator**

- Member of the Alumni Committee, Office-bearer - PGPEX22-23 Batch
- Gifted designer at PPT, AUTOCAD & CATIA
- Awarded "Vice Champion" by Managing Director of NBB Bearings Ltd for exceptional performance as well as promoting NBB's Core Values
- State medallist in the game of Chess



**Pradeep Kumar Singh**  
 B.Tech- Mechanical Engineering, (Auto) (University)  
 M.Tech Degree- Artificial Intelligence (Army University)

**Previous Employers**  
 SNTIEL (A unit of Morrison Sami Systems I TD), Noise IEB Automotive PVT LTD.

**Work Experience**  
 5.6 years

**Learning & Stakeholder Engagement**

- Provide day-to-day leadership for team and ensure ongoing communication with clients as the primary point of contact, manage several simultaneous projects as per A/RP time plan and ensure goals, resources and budgets are aligned, monitor progress and deliverables against plans, and mitigate issues when they arise

**Product Development & Project Management**


- Successfully Launched several products including Wires/Harness components, Seating systems projects, Door systems projects, Transmission systems projects, Latch systems project for leading automotive OEMs
- Successfully achieved cost saving worth Rs. 72 Lakhs in clnd part development through VVAE proposal in design in car seating system project (MSIL, Eco)
- Completed New Development and prototype project for Hero MotoCorp, worth Rs. 25 Cr
- Managed vendor selection based on vendor capabilities, cost settlement, negotiations based on internal costing and broalun & audits

**Continuous Improvement**

- Implemented Kaizen in wire rope assembly unit, led to a saving of Rs. 48 Lakhs per annum
- Implemented production display system to improve productivity in EOL machines
- Automated manual testing of Hood latch resulting in cycle time and manpower reduction

**Awards & Certifications**

- Part of organizing team for INVEST, 5th Asian Value Engineering Conference 2018
- Completed 3 days training of IATF 16949:2016 for being Internal Auditor
- Completed 1-day industrial training on "4M change-control" organized by MSIL
- Completed certified course on Robotic Vision (MOOC), Queensland University of Technology, Brisbane, Australia
- Member of SAEINDIA
- Certification in MS Excel
- Six sigma certification



**Ketkar Nikhil Shashank**  
 B.Tech Mechanical Engineering, KJ Somaiya Institute of Engineering Education & Research, Vashi (MUM)

**Previous Employers**  
 NRB Bearings Ltd, Aurangabad, Maharashtra

**Work Experience**  
 5 years, 10 months

**Project Management**

- Prepare project schedules and ensure timely completion
- Perform cost analysis and manage automation projects
- Collaborated with the engineering team and delivered projects in time

**Project Management**


- Studied project proposals and helped in bidding
- Deployed Value Stream Mapping principles by eliminating Non-Value-Added activities that reduced lead time from 10 days to 10 days and bridged production demand
- Reduction in cycle time by 2 sec by providing design solution in filing machine, Increase in productivity of machine using design domain by 30%
- Process optimization by improving tool designs & implementing automated features to improve cycle time, productivity & OEE of machines
- Reducing minor stoppages in machines by providing design & automated solutions, Designed a glass hood using solar energy for drying of plastic cages which eventually reduced carbon footprint
- Initiated six automation projects that involved Lean Manufacturing Principles that reduced manpower requirement by 12%, increased productivity by 4%, and reduced rejection by 2%

**Innovation & Technological Upgrade**

- Designing, testing, validating, and implementing innovative solutions, Poka-yoke to the existing process
- Implementation of new technology for mass production using automated solutions
- Led the change management initiative by implementing new technology in the manufacturing process thereby saving annual procurement costs by

**Achievements & Certifications**

- Member of the Alumni Committee, Office-bearer - PGPEX22-23 Batch
- Gifted designer at PPT, AUTOCAD & CATIA
- Awarded "Vice Champion" by Managing Director of NBB Bearings Ltd for exceptional performance as well as promoting NBB's Core Values
- State medallist in the game of Chess



**Harish Kumar Mani**  
 Expertise in Technology, Anna School of Engineering

**Previous Employers**  
 TATA Consultancy Services

**Work Experience**  
 5 years 8 months

**Product Development and digital transformation - Domain Consultant**

- Laid Domain consultant for the development of AI-based chatbot for real time field activities
- Consulted for the automation of the design planning process and integration of various geographical systems and tools, for which I received a commendation award for extraordinary commitment and contribution towards process automation from the client

**Product Development and digital transformation - Domain Consultant**

- Crafted and assigned a time production tracking system integrated with the process automation with the provision for handling multiple hand-offs and increased efficiency, leading to a 30% increase in the overall efficiency for a team of 100 associates

**Strategic Planning and Operations**

- Single-handedly trained and groomed a new team of 10 associates from multiple locations as a part of an expansion process
- Client-partner Manager (region) for UK customers on day-to-day delivery and quality
- Proposed & implemented process changes on design planning of job packs, to hire engineers in the field, thus reducing the average production time and saving £16,500 YoY

**Delivery Strategy Model Development**

- Took on a pilot project which was critical to both client and our organization and proved the team's capability in handling the project within 45 days
- Designed the process definition document and the complete workflow of the individual fragments of the entire process, with approval from the client as well as our higher management. Established a stabilized team in three locations in a span of nine months, meeting the strict quality of delivery

**Key Skills and Achievements**

- Won 2nd place in AGILE-A-THON event across the southern region by consulting for a DBPS project by addressing their specific pain points
- Three times associated with 'Star of the Month' award for best performance
- DevOps, IIS/COM & Network Architecture, C++, Python, Agile Level 2 certified

**Certifications**

- Certified Scrum Product Owner (CSPO) - Scrum Alliance - 2022

# STUDENTS PROFILE



## Prakhya Sharma

B.E. in Electrical and Communication Engineering, 2018-21  
Professional Brand Management  
Certification from Karmaveer, 2020

An ambitious, creative and outgoing individual with good communication skills, analytical mindset and problem-solving ability gained through solid work experience in designing, testing and analysing processes to increase the overall efficiency of operations & client delivery.

**Previous Employers**  
DCAI Software Solutions, Bengaluru  
Publicis Sapient, Gurgaon

**Work Experience**  
5 years 9 Months



LinkedIn

### Energy Trading & Risk Management

- Delivered profitable business decisions for 6 multi-national energy trading clients through customized solutions to accurately analyze risks
- Responsible for design and implementation of business processes related to various scenarios including Manual & Auto clearing, Deal amendments/Corrections, Trade Validation, Risk Mandates, On-demand reports, EOD runs/extracts

### Accountability Development & Management

- Assign and oversee the daily tasks of technical personnel while ensuring all subordinates are actively working towards project goals

### Accountability Development & Management

- Performed Business functions involved in Trade Life Cycle involving Trade booking, Validation, Trade Operations, Accounting, Settlement/Invoicing
- Handled Cashflow functionality, EDM data usage for Accounts processing, reconciliation and optimization of Operation services to improve overall performance
- Quality Assurance - Regression, functional, interface and smoke testing of various business scenarios
- Hands-on experience of Openlink/Enoan, Sybase, Core Java, SQL, Oracle

### Stakeholder Management

- Facilitate discussions with the clients to elaborate on the areas of proposed improvements
- Analyze the problem by quantitative and qualitative analysis to arrive at an optimized solution
- Regular interaction with the client and the internal teams concerning project requirements, reviews and feedback during sprints
- Effective collaboration with internal / external stakeholders including partnering with other Business Management functions to achieve strategic alignment requirements, reviews and feedback during sprints
- Manage a team of consultants to analyze, troubleshoot and resolve their workday issues along with removing roadblocks to facilitate teamwork and process integration across the team

### Achievements

- Recognized for exhibiting company core values such as | Leadership and Relationship among 54 employees, 2017
- Appreciated by leadership for improving the efficiency of a Risk Reporting System by reducing the execution time by 30%, 2018
- Awarded Synergy Award for effective & quick handling of a critical project by understanding a new capability & efficient implementation, 2019
- Client recognition for taking ownership of key deliverables during the crucial stage of a project and ultimately achieving successful delivery within time, 2020



## Durga Satwik

B.E. Electrical (Thermal) power plant Engineering, NPTI, BHEL  
ITIL V3 (ITIL) & Customer Experience, TQM, Engineering College

Diverse experience in strategy and operations with the core strength around process excellence, stakeholder management and planning

**Previous Employers**  
Bharat Aluminium Company LTD

**Work Experience**  
5 years 6 months



LinkedIn

### Lead Ash Dye Management

- Stakeholder Management: Dealing with 5 to 10 business associates for daily activities: (Space optimization, Truck Movement, Safety, Clearance for Ash Evacuation)
- Digitization Project: Automated the weight bridge inside the plant and installed GPS trackers for around 300 Trucks for efficient tracking of vehicle movement

### Lead Ash Dye Management

- Cost Optimisation: Started a pilot trial project with Ambuja Cement on a trial of cost block. Presently, Our cost through bulker 25-ORs/ Ton for around 160KIN and through nika 300Rs/ Ton. After signing MOU for long term, Freight charge will be shared and the cost will be brought down to less than 300Rs/ton
- Finding new low-cost ash avenues

### Operation & Strategic Management

- Lead a team for the effective operation of the 300MW (300MW\*4) units by continuous monitoring of the process & equipment parameters
- Reduced throughput time of coal unloading to feeding in bunker which lead to major inc in production
- Lead end-to-end delivery of a project using lean six sigma principles to reduce fuel light up of consumption to save Rs. 12 million/year
- Experience in planning and implementing the plant maintenance in SAP by creating master data, equipment/general task list, condition-based maintenance schedules, maintenance plan & different maintenance strategies for improving the overall reliability, safety of plant and machine

### Achievements & Certifications

- Received CFO glory for time period October 18-April 18, for contribution towards project "Reduction in Auxiliary Power Consumption"
- Received BM CEO Award for highest ever ash utilization volume of 5 Lach MegaT in a single month with highest ash utilization of 36.0% in a single fiscal quarter (Q3 FY21-22)
- Microsoft Power BI desktop for Business Intelligence from Udemy
- Lean Six Sigma Green belt certified - Healy, Harbin - 2022
- Certified Scrum Product Owner (ESPO) - Scrum Alliance - 2022
- Python for Data Science & Machine Learning Bootcamp - Udemy - 2022



## Pravin Kr. Choudhary

B.E. Electronics & Telecom Engineering, The BAPU University  
Professional Brand Management  
Certification from Karmaveer, 2020

Self-motivated and accomplished operator & Maintenance Excellence manager with over 12 years of experience in Pharmaceutical Plant Management, Project execution & Industry 4.0 implementation.

**Previous Employers**  
Cipla Ltd  
(Golden Cross Pharmacy),  
NCTV Automation Surat

**Work Experience**  
12 Years



LinkedIn

### Leadership & Project Management

- Collaborated with team of 60 in the Erecton & commissioning of OSD & INJECTION Pharmaceutical Mfg. unit
- Achieved turnaround management through effectively helping with cross functional team
- Achieved paperless operation by introducing E-PMO system for batch manufacturing & packaging tasks

### Leadership & Project Management

- Decommissioned and resolved shut maintenance practices which led to lower breakdown
- Worked over different vertical of Engineering Management to gain expert & tacit knowledge of manufacturing plants Continuous improvement
- Solar project implementation for reducing carbon foot print of Cipla facility
- Plant admin Engineering management
- Managed team of 25 staff members
- IT Section Head
- Instrumentation & control head of SSKon-Site(Cipla) Rain water harvesting
- CSR activity for Skitsh Schools & Community Development

### Work Development

- Engineering & EHS KPI implementation for efficiency measurement & enhancement
- Lead investigator of root deviation to identify bottlenecks
- Developed new validation tests for Variable Geometry Turbo components, leading to closing knowledge gap
- Lead a complex pollution control board, ETP compliance & successfully closure of issues & compliance
- Managed deviations and open issues through technical risk assessments

### Health & Accomplishments

- Impact awards for achieving critical operation parameter record (E-EMR)
- iMES/markManufacturing Execution system award - prime importance in per-cGMP rules for long term business survival
- CULTURAL Committee Head
- Green award for Paperless & digitisation mfg. operation
- Safety Champion Award For EHS Policy & Sustainability Framework
- WHO GMP certification for pharma plant with key objective control as defined by the GMP regulations
- DHSAS 18001:2007 certification for Pharma plant, with key objective: Emergency preparedness and response, Hazard identification, risk assessment and determining controls, Operational control, monitoring and improvement
- SPCB certification ETP Safety Audit & Compliance for pharma
- Internal audits & desktop audit compliance for pharma plant



## Shivangi Pachori

B.E. Information Technology,  
Gandhi Institute of Technology & Research, Vadga (M.D.)

Result oriented professional with 8 years of diverse work experience spanning across Leadership, Strategy & Planning, Information Technology

**Previous Employers**  
Solo Consultancy Services  
Teach For India  
Triumphant Institute of Management, Education (TIEM)

**Work Experience**  
8 Years



LinkedIn

### Information Technology & Management

- Was Associated for fellow selection, talent acquisition and fellow recruitment at Teach for India
- Strategized and implemented student council for developing leadership in students and helping in regular school functioning
- Started a mentorship program to connect alumni with current cohort of more than 250 students in Pune

### Corporate Facilitation & Management

- Developed a mentorship program to train high school students to become mentors for junior students across 10 schools in Pune
- Trained students to design solutions around school problems and stand in top three across Pune city in city wide competition
- Designed student-led-TAF an club with one student leading a batch of 75 students across 10 schools in Pune
- Worked as faculty for T.I.M.E and trained around 3000 students for top B-schools of India

### Learning & Project management

- Microsoft:**
  - As Release Owner, signed off the completed build of the tool by analyzing test parameters and test trends for different geographical regions
  - Designed test cases for user interface testing, regression testing and load testing on various test environments like SCVMM, Hyper-V, ESX, Windows
  - Part of online marketing team for promoting HSN and Bing across different markets
  - Created G-tracking file containing G-link to track download counts of screenshot or wallpaper for each market

### Project Study:

- Designed detailed test cases for various levels of management (Financial advisors, Branch manager, Admin)
- Involved in Regression testing, Integration testing and User Acceptance Testing
- Tested ARS algorithm for calculating debit/credit of financial services
- Distributing newspapers according to distributor's reception

### Awards & Certifications

- Oracle PL/SQL Developer Certification Associate (2011)
- Microsoft Training Associate (2010)
- Awarded on the Spot award by TCS for giving quick relevant solutions for the team
- Event Lead at National Techfest organized by Aarons Institute of Technology & Research, Indore

# STUDENTS PROFILE



**Sodhanbu Saurabh**  
IIT Guwahati (Mechanical Engineering)

**Previous Employers**  
Kishore Motors Ltd  
Revvit Motors  
Saurabh

**Work Experience**  
5 Years 10 Months



LinkedIn

Performance oriented professional with an experience of 5 years and 10 months in the automobile industry. An ambitious leader, team builder, and motivator with analytical problem-solving abilities, strong interpersonal and customer service skills and able to make decisions alone with confidence.

### Quality Assurance & Control

- Validation and part inspection, including measurements and material testing in accordance with standards
- Developed inspection guidelines based on several drawing iterations
- Supplier evaluation and risking



**Sulabh Jangra**  
IIT Guwahati (Chemical Engineering)

**Previous Employer**  
Jacobs Solutions  
Glant GmbH

**Work Experience**  
7 Years 1 Month



LinkedIn

Dedicated professional in the field of Project Management and Process design consultancy across Life Sciences, Chemicals, and FMCG verticals. Led projects across the globe involving planning, scheduling, process simulation, strategic customer interactions, cost and time-based control, procurement, and stakeholder's coordination, while delivering quality products/solutions to the customer.

### Project Management and Leadership

- Lead a team of 40 associates for Novartis Biotech project in France with an investment of \$ 100 million
- Transformed Novartis Biotechnology centre's chaotic database to a central data centre through COMOS for better collaboration among the disciplines which further lead to savings of 12%

### Project Management and Leadership

- Demonstrated result-driven collaboration with teams in India and Europe and to reduce the cost of Engineering activities up to 40% for Toyota's vehicle facility
- As a Youngest Project Manager in the organization, led a green field facility for Renault's production plant for Hirotsu Japan which led to a reduction of costs up to 20%
- Completed IPCA's GSK facility feasibility studies before the deadline, which led to substantial savings in Project Management expenses
- Coordinated a brownfield project in Gujarat for Jubilant, the world's third largest producer of Nicotinic Acid and Nicotin
- Collaborated with GSK to spearhead the Asphyxiation study documents and SOP to carry out Asphyxiation study for all GSK sites across the globe.

### Process Design and Engineering

- Process automation for various production plants - Bharat Biotech covid vaccine plant, Pfizer API plant, BASF chemical plant, Fresenius blood fractionation plant
- Generated various Process design flow diagrams with Visio and Excel
- Conducted Feasibility and Concept study for India's largest methanol table plant in Nigapur for IPCA with an annual capacity of 1 Billion tablets
- Completed commissioning, validation, and qualification details for Blocon for their Mats facility
- Carried out all phases of Engineering (Concept, Basic, and Detail) for multiple clients

### Certifications and Achievements

- Project Management Certificates - IIM Rohtak
- Project Management Simplified certification
- Six Sigma - Green Belt
- Certificate of Distinction by Indian Institute of Chemical Engineers - Orissa Region Centre
- Awarded for the paper poster entitled on Biobased Production during 7th Orissa Region Science Congress ORASCON - 2015
- Certificate of Excellence for Course study in Sustainable Development under UN Conference on Sustainable Development (Rio-20 India Program)
- Volunteered for fundraising activities with the ICSI foundation
- Volunteered at Indian Plastic Institute and organized various events at the university level
- Published research paper in IJSET journal on the Sulphur recovery process

### Quality Assurance & Control

- Prepared the NCM and PPM reports
- Review of PPAP document, layout of supplier parts, and CAPA look-up
- Levy samples verification and approval
- Product, process, and system audits of vendors
- Determined the root cause of equipment failure and implemented the solution for correction

### Project Management

- Lead a complex project on troubleshooting of vehicle suspension noises and closed it successfully within the timeline
- Involved in organizing and winning assignments to drive operational & organizational excellence
- Helped with planning schedules and delegating assignments to meet coverage and service demands
- Created employee schedules to align coverage with forecasted demands
- Reduced supply expenses, cut production costs and lowered financial expenditures to increase revenue
- Monitored team members to enhance professional development and accountability in workplace
- Established objectives to offer team members clear roadmap to help company achieve overall goals

### Achievements

- Developed and put into use a SAP on vehicle quality, which reduced TAT and cost by 27% and 7% respectively
- Red Bin Analysis was successfully adopted at Revvit Motors, resulting in a flawless inventory management
- During the initial creation and execution of SOP, there was a 21% community dose across processes, which led to time, investment, and cost savings
- A revised vehicle chassis using aluminum instead of steel metal as the primary material resulted in a weight reduction of 21% and a 10% increase in vehicle efficiency.



**Sunny Kumar**  
IIT Guwahati (Mechanical Engineering)  
IIT Guwahati (Mechanical Engineering)

**Previous Employers**  
Intelligence Technologies Pvt. Ltd, Bangalore  
Robert Bosch Engineering & Business Solutions Pvt. Ltd, Bangalore  
Bosch India Pvt. Ltd, Bangalore

**Work Experience**  
5 Years 7 Months



LinkedIn

Achievement driven Product Specialist with rich experience of nearly 5 years in Product Lifecycle Management, IoT, Industry 4.0 technologies including Product Innovation strategy, Solution Design, Prototyping, Product Development, Product Consultation & Product Marketing as well as Client Engagement, Vendor Management and multi-level Agile Project Management

### Leadership & Entrepreneurship

- Partnered for a Start-up in emerging, disruptive technologies, responsible for technical advice on new product development based on industry 4.0 benchmark to CEO, Channel Partners, CXO level clientele, key stakeholders for strategic business needs

### Product Development

- Spearheaded product lifecycle activities including concept maturation, design management, prototyping, product development, technical documentation, creating Proof of Concept, change management, issues control & resolution, customer segmentation, risk analysis, product launch, sales, cost management and quality control

### Consulting & Solution Design

- Solution Architect, exhibiting technical expertise in computing, designing & deploying IoT & Industry Automation Solutions with expertise in IoT Communication Protocols, IoT Hardware and IoT Software
- Designed & developed IoT Platform Ecosystem including Edge Sensor, Gateway, Aggregators & Actuators, Mesh Networks and IoT Cloud Services

### Digital Transformation & Industry 4.0 Operational Excellence

- Analyzing business processes, re-engineering complex processes and implementing industry 4.0 technologies to bring in scalable change for efficiency improvement, resource minimization & cost control

### Sustaining Business Growth Strategy

- Executive in on-boarding & managing global clients by meeting strategic account plan, sending client meetings and setting up governance structure, service delivery timeline, operational readiness & enhanced internal controls following Sustainable Growth Models

### Agile Project Management & Software development

- Spearheading complete project management & SDLC activities including planning, impact analysis, scope management, following, scheduling, activity sequencing and release management following Agile Method, ensuring timely delivery of services for key global clients

### Certifications

- German A2 Certificate, Goethe Institute (2022)
- Professional Scrum - Lean UX (2022)
- German A1 Certificate, Goethe Institute (2021)
- Project Management Professional, Google (PMP Partner), (2021)
- Scrum Fundamentals Certified (2020)
- Six Sigma Yellow Belt Professional (2020)
- SAP - Leonardo - Enabling the Intelligent Enterprise (2019)
- Extreme Networks-30 Saurabh Selling, Sept (2017)



**Suranjana Goswami**  
IIT Guwahati (Computer Science & Engineering)  
IIT Guwahati (Computer Science & Engineering)

**Previous Employers**  
Reliance JIO telecom Ltd,  
Reliance JIO Platforms Ltd

**Work Experience**  
5 Years 9 Months



LinkedIn

Software Development Professional in R&D and Quality Assurance with approx 6 years of experience in the Telecom & IT industry managing 4G & 5G Product developments and deployments across PAN India.

### Digital Transformation & Product Development (SD)

- Member of core R&D software development team which pioneered 4G & 5G design and development of JIO in-house Telecom products
- Responsible for the replacement of third-party vendor messaging application software to JIO In House software

### Digital Transformation & Product Development (SD)

- Development & Deployment of Bee-ke-Application (A2P-SMS) for exchange of messages between customers and Content Providers for sending application based messages (OTP, Promotional messages, etc.)
- Enhancement of A2P-SMS to increase its scalability serving more than 95 cr messages
- Offered 24x7 support for P2P and P2A messaging applications
- Development of JIO's Online Charging System (OCS) for facilitating customer onboarding, Recharge, Usage and Billing

### Implementation, Maintenance & Enhancement

- Enhancement of products deployed in production by offering releases and hotfixes
- Root Cause Analysis of issues obtained live in production and implementation of defect free solutions for the issues reported
- Troubleshoot issues detected live in production
- Increase scalability and robustness of applications live in production

### Support & Customer

- Served as point of contact for other teams i.e. System team, TAC team for bug fixing and enhancements of IP-SMGW application
- Support for Release discussions and rollings with other teams
- Monitoring new joiners by facilitating knowledge transfer and Code Reviews of Products
- Assigning and division of work among subordinates ensuring meeting of deadline
- Imparted training to the fresher engineers on Java, development and troubleshooting of the 4G application software
- Responsible for recruitment of Fresher and Lateral for organization and team

### Implementation, Skills & Co-Ordination

- Served as Class Representative and Office bearer - Student Affairs Committee of current PGPA batch
- Received award as a team for valuable contribution in IP-SMGW project for migrating 330 MN JIO Subscribers PAN India live in production
- Certified in Computer Network Management from IIT Guwahati
- Certified Scrum Product Owner - Scrum Alliance
- Created A2P-SMS and received admission offer from IIT Guwahati
- Skilled in latest technologies including Adapters and Redis database and development using Core Java
- Experience in developing products using SIP, DIAMETER, SMS, HLR protocols from 3GPP standards and 3GPs

# STUDENTS PROFILE



## Ruturaj Darji

B.Tech. in Engineering in Electronics and Communication from Anna Institute of Technology & Science

A team leader and team player with strong analytical, problem-solving & communication skills with an experience in Project Development of Industrial Automation and instrumentation, troubleshooting & programming of DCS, PLC, and SCADA applications (Chemical, Petroref, Oil & Gas, Hybrid Power Plants) for the past 3 years.

**Previous Employers**  
GE Renewables  
Yokogawa India Limited  
Servint Systems Limited

**Work Experience**  
11 Years



LinkedIn

### Project Planning, Operations & Recruitment

- Responsible for the employment, testing, and execution of projects or service work from conception to implementation at the field level (Project Development and Team Management)
- Responsible for customer interaction regarding the project and freezing the documents for its project development.

### Project Planning, Operations & Recruitment

- Responsible for giving the best technical solutions to the customer as per end-user requirements, to coordinate with customer for Commercial discussions
- Perform responsibilities of monitoring and supervising outside contractors during fabrication, installation and start-up activities
- Responsible for complete development of the project as per the philosophy and customer requirements
- Worked towards Team building skills
- Improve solutions as per the understanding of the process & requirements and discuss with the customer
- Development of FAT, SAT and System Architecture with subcontracting
- Commissioning of the plant at customer site
- Steering data analysis and performance gauging
- Interviewed over 70+ people for technical roles and positions

### Awards & Accomplishments

- Engineered, Commissioned and handed over more than 17 fully authorized plant projects while being part of engineering, procuring, designing, installing and testing of the same
- Engineered and Commissioned UPT's 1st 100 IPD spray dryer united phosphorus fed (DPE-S) at Jhagadia, Gujarat Unit
- Engineered and Commissioned successfully Stevia Powder Plant (Stevia One) in Peru, South America. Helped customers to reach 98% purity of Stevia Powder with the help of Process people that too without any chemical

### Certifications to be done

- Scrum PD
- Scrum Master



## Sanjit Sen

B.Tech. (Electrical), M.Tech. (MTR) from Institute of Technology, Mumbai

A smart and intelligent result-oriented professional having Diverse Experience in Operations, Maintenance and Design

**Previous Employers**

NDA,  
BSES Rahmati Power Limited  
Saudi Electricity Company  
ESB International

**Work Experience**  
16 Years



LinkedIn

### Leadership and Project Management

- Successfully completed the Testing and Commissioning Project of 36KV/230/115/13.8KV Shedgun-7 BSP in Kingdom of Saudi Arabia
- Commissioning of transformer feeders in George Castle substation in Ireland
- Experience in Saudi Electricity Company as team coordinator to look after a 1000 MW project of 130/220/115/13.8KV BSP in terms of testing and commissioning and a team of 5-10 Milling Engineers from contractor

### Leadership and Project Management

- Commissioning of 66/11KV Dwarfa G-15/Welder-ABBS Grid Stations. It included testing of all electrical equipment, C.B. R panels, relay testing, protection scheme checking (CBES), Reverse Stacking, I/O and modifications, as applicable

### Operational Management and Design

- Review & approval of base/total design packages for Transmission, Distribution lines & Substation projects, including schematics for 115/69KV & 69/13.8KV grid stations-20KV lines, 69/13.8KV transformers, 13.8 KV bus tie, bus bar protection, shunt Capacitors & outgoing feeders etc.
- Preparation of Estimate & costing (BOQs), feasibility and lay out of new schemes Turn-key & Non-Turnkey Projects in SAP
- Predictive Maintenance Programs and supervise it for protection systems at BSES Rahmati Power Limited

### Innovation and Agility

- Protective Inspection & Test Plan (ITP), Test Reports and Test Procedures
- Analysis of trip events & offer recommendations
- Performing fault analysis, relay coordination studies and relay settings, reviewing engineering designs for MV & HV and EHV electrical substation projects, protection of high voltage substation equipment such as transformers, circuit breakers etc.

### Achievements and Certifications

- Power Distribution Management - National Power Training Institute, Faridabad, 10 weeks, July-Sep 2004
- Experience in SAP PM, MM modules, Python, Jupyter Notebook, JCL, MS Office, & SPSS
- Received several Rewards and Recognition certificates from Toastmasters club
- Secured 656 Rank in WB JEE
- Secured second rank in Madhyamik Pariksha at school level



## Saumya Debey

B.Sc. in Health, Safety and Environment from Indian Institute of Management & Catering Technology, Bhubaneswar  
Retail Operations, Office Based, 2021-2023

A confident, committed, and result-oriented professional with over 5 years of experience in the hospitality industry - Ability to adhere to budgets with a prime focus on the quality and profitability of operations.

**Previous Employers**

Louis Hotels  
Marriott International  
Taj Hotels

**Work Experience**  
5 Years



LinkedIn

### Customer Loyalty & Effective Customer Communication

- Successfully uplifted the organization's NPS through Medallia scores and TripAdvisor ratings
- Successfully launched Marriott Bonvoy (Merger of Starwood, Marriott, and Ritz Carlton) in Food and Beverage Department - Westin Hotel Hyderabad

### Customer Loyalty & Effective Customer Communication

- Partnered with third parties such as Youmi magazine, Lazy days, and dine out for increasing market visibility of the organization during my tenure
- Maximized reach and business opportunities by leveraging alliances and local partnerships with brands like Mercedes, Harley Davidson, and Celebrities
- Introduced 'Branch delivery at your doorstep' concept during covid along with my team
- Introduced Doctor's group of 150 people (spillover hospital) as quarantine 'guests' group - the only revenue floater during pandemic-2020

### Downloads, Sales, Employee Performance Evaluation

- Skilled in Micros, Opera, and Beverage Inventory system of hotels
- Successfully completed Mystery audits and Marriott finance audits for the department
- Planning departmental budget and Talent management
- Handled restaurant operations team of 91 at Westin Hyderabad - 427 keys and banqueting of 22000 sqft

### Awards & Certifications

- Platinum star award - 2015 & 2016 Taj Bangalore
- Senior VP Club Award - 2017 Taj Bangalore
- Manager of the Year - 2018 The Westin Hyderabad Mindspace
- Highest ESS achiever - 2019 The Westin Hyderabad Mindspace
- Times Food & Beverage award - 2019 The Westin Hyderabad Mindspace
- Excellence in POS software skills - Shastri, Medallia, Opera, Micros Certified Trainer of Taj Hotel



## Snehti Gupta

ETRN (Data Analytics) - Dr. APJ Abdul Kalam Technical University

Self-motivated and result-driven research professional with 5 years' experience in corporate research - Business & Market exploration, working across the industry verticals with expertise in the healthcare domain.

**Previous Employers**

IBM (Technology - Healthcare)  
Big Data Analytics  
High Beam Global  
AIG Business Solutions

**Work Experience**  
5 Years



LinkedIn

### Research Operations

- Analysis of real-world evidence and current/unmet needs in Indian medical device and pharmaceutical markets, patient journey, treatment landscapes, and product profiling supported by real-world evidence
- Managed the delivery of major strategic consulting engagements from inception to completion, incorporating design, plan, and management

### Research Operations

- Prepared deliverables on client engagements whilst interpreting/analyzing key data and delivering high-quality research output, meeting client needs
- Deciphered research insights, scope, and estimate the effort involved and map out the delivery plan
- Supported data gathering, mining, and ensuring data quality for Global benchmarking analysis, Strengthening the data collected through secondary data and information analysis relies to resources two annual financial reports, and market intelligence reports for validation purposes

### Leadership & Project Management

- Executed business-critical projects ensuring business continuity during lockdown generating revenues of ~US\$ 200K in 2020 for two leading US-based management consulting clients
- Led a team of 50+ analysts and senior analysts, to ensure team members perform to their best potential, and move up the learning curve
- Was involved in the performance evaluation of team members for the promotion and appraisal process
- Monitored weekly resources committed by the team members on various projects

### Certifications

- Executive Education Certification Program in "Data Analytics" - IIM Rohtak - 2020
- Microsoft Excel - Excel from Beginner to Advanced - Udemy - 2020
- Data Visualization for Data Analysis and Analytics - LinkedIn Learning - 2021
- Sales Essential Training - LinkedIn Learning - 2021

### Co-Ordinator & Achievements

- Member of the Placement Committee, Office based - current (PEPEX batch)
- Employer of the month for Sept 18, March & April 19, Sept & Oct 19, Special Appreciation Awards for Q1-2020 and Q2-2021 at High Beam Global
- Rising Star of the Business Intelligence Department at AIG Business Solution for accurate quality of work, dependability & availability
- Volunteered with two NGOs to keep track and provide information about the COVID-19 resources (oxygen beds, ventilators, home care services, etc., to the patients and their families)

# STUDENTS PROFILE



## Pushpendra Dagar

B.Tech. IIT-Jamun

A result-oriented and enthusiastic professional influencing operations, strategy, and process improvement across various industries including Oil & Gas and E-commerce.

**Previous Employers**  
Reliance Industries Limited  
Swiggy, AIRPR, IIGS

**Work Experience**  
7 Years 3 Months



LinkedIn

### Operational Management

- Responsible for monitoring and analyzing plant production data, along with troubleshooting operational challenges and following action plans for operational upsets and emergencies.
- Performed risk assessment and prepared contingency plans for routine as well as high-risk activities.
- Analyzed data of equipment's failures to create lesser maintenance schedules by using statistical tools, cutting vendor requirements and saving \$0M operational expenses annually.

### Operational Responsibility

- Monitoring real-time operations, service levels and scheduled adherence.
- Drive efficiency by maximizing Delivery executive utilization across.

### Project Management

- Worked on the project of the commissioning and installation of an onshore thermal boiler compressor in the plant.
- Collaborated with a cross-functional team and developed a viable strategy to sustain production in declining phase of product life cycle, increasing revenue by \$50M and extending field life by two years.
- Project on the governance of the instant generation of coupon code to increase customer experience.
- Reduced cost per delivery of an order leading to a cost-benefit of \$12M yearly.

### Educational Achievements

- Member of PANKH Initiative, taught 200+ underprivileged students.



## Rachit Mehrotra

B.Tech. Mechanical Engineering  
GGS Indraprastha Technical University

Self-motivated and Dynamic automobile enthusiast with over 8 years of experience in Product Development, Technical Project Management and Project Coordination.

**Previous Employers**  
Mahindra and Mahindra Ltd

**Work Experience**  
8 Years



LinkedIn

### Leadership & Stakeholder Engagement

- Executed business-critical projects, ensuring business continuity. Rescuing Mahindra LCV line up to help sustain the legacy of durable, powerful and no.1 vehicle in the market.
- Delivered 2 platforms branded as Mahindra FURIO range of vehicles.
- Performed as a consultant for UFP a game-changer SUV product planned to launch in 2025.

### Project Development & Product Management

- Vehicle architecture and blueprint finalization for the platform.
- Budget preparation and vehicle cost, weight, performance target setting and meeting those targets.
- Lead the product development system for engineering deliverables.
- Lead vehicle overall quality evaluation plan.
- Lead the vehicle prototype and validation cycle.

### Continuous Improvement

- Lead the vehicle prototype and validation cycle.
- M1 and N1 category vehicle requirement scope definition and budget preparation.
- Emission road map planning and implementation from BS6 to BS 6.2 to electric vehicle scope definition.
- Modularity and commonality within platforms and cross platforms.

### Awards & Certifications

- Quarterly Divisional Excellence Award for platform delivery. (F22)
- Quarterly Divisional Excellence Award for cabin DW and dress design for Air tag design protection. (F22)2
- Excellence Award for UFP regulation scope and budget preparation (F22)



## Rajath Rajendran

B. Tech. Electrical & Electronic Engineering  
Anna University  
Postgraduate Certificate in Operations Management from IITG (IIT Madras)

Consistent Professional having experience in leading teams for Detailed MEP Engineering works, Project management, Vendor Management, Financial Analyst, Billing, Design, Estimation and safety.

**Previous Employers**  
UECCS Ltd  
Crestland Consultancy  
Private limited  
Epsilon Engineering service

**Work Experience**  
6 Years 1 month



LinkedIn

### Vendor Management

- Increased the number of vendors on the company's vendor list by offering technical and commercial comparisons.
- Many well-known vendors were included, resulting in a significant reduction in the tender cost.
- Techno-commercial meetings with vendors to discuss rate negotiations and feasibility in light of the project's timeline.

### Engineering & Project Management

- MEP Engineer for various Hospital, Residential & Commercial projects. AutoCAD 2d.
- Streamlined project tasks which lead to a 20% reduction in average workflow execution time.
- MEP works of MVR Cancer center hospital (25 lakh sqft) was completed and hand overed in a span of one year.
- As a consultant, collaborated with various consultants, architects, client, contractors & vendors for ensuring the feasible and cost-effective designs.
- Designed and drafted electrical layouts, conduit layout, wiring scheme and single line diagram using AutoCAD 2D.
- Developed UBR (Design brief reports & BOQ) required for the project including commercial terms & conditions, costing & estimation of the project.
- Approved the bills of Electrical and Ely works as per work done on site and as per work order clauses project.
- Prepared and issued work order, LOA, LOI, purchase orders, Award-works, Techno-commercial statements as per approved technical specifications of work along with approval and signature of MD.
- Project scheduling Micro and macro in coordination with civil works.
- Prepared Monthly Progress report, weekly Progress Report & weekly safety reports of various projects.

### Certification

- AutoCAD 2d
- Certified Scrum Product Owner
- Six Sigma Certification



## Ramil Datta

Bachelor of Technology (Hons.)  
Science and Metallurgical Engineering  
National Institute of Technology, Durgam

Highly motivated, research-oriented professional with experience in managing and leading the operations team to drive revenue growth, technical productivity, and high-quality product delivery while building relationships and ensuring strategic RnI integration.

**Previous Employers**  
JSW Steel Ltd

**Work Experience**  
8 Years 8 months



LinkedIn

### Operations Manager- JSW Steel

- Created and implemented maintenance plans and schedules for smooth operations and through turnarounds, with a focus on maximizing manpower and material utilization.
- Coordination and management of troubleshooting and breakdown/preventive/shutdown maintenance to keep downtime to a minimal level.

### Operations Manager- JSW Steel

- Facilitating investigations in Defects and Deviations using Corrective Action & Preventive Action (CAPA) and corrective action is taken to prevent recurrence by eradicating root causes.
- Standard Flow Chart documentation and implementation for each steel grade.

### Technical Expertise

- Finding process deviations by analyzing process parameters in (CONARC/EAF) and LF by Data analysis of all process deviations, including quality defects and chemical deviations.
- Creating and implementing new training methodologies to ensure maximum on-job training effectiveness.

### Awards & Accomplishments

- Patent Applied  
For 100% HfS heat stabilisation in EAF (CONARC) Furnace, FY'19-20  
Active Member in TIGER Lancer Design in CONARC Furnace which has been in operation since May, 2015
- Received an Appreciation Letter for increasing blow rates and reducing top-to-top cycle time to 55 minutes, with direct operating cost/benefit
- Six Sigma Yellow Belt, Certified professional
- Making zero-power heat in a CONARC furnace without arcing (100 percent HfO heat)
- Presented & Published in Souvenir X Paper on "Role of Microwave - Materials Interaction on Processing" in International Conference on Microwaves, Antennas & Radio-Sciences, Dec - 2012

# STUDENTS PROFILE



## Suresh Verma

B.Tech. Computer Science

Professional with over 15 years of progressive experience in IT, training and consulting improving business processes, increasing revenue and retaining loyal customers in multiple locations. Strengths include financial administration, team leadership and attention to detail and excellence.

### Request Administration

- Forecasted trends and recommended improvements based on financial risk analysis.
- Identified partnership opportunities and established favourable business conditions.
- Secured sales and customer loyalty.

Work Experience  
15 years



LinkedIn

### Financial Administration

- Enhanced branch production sites by handling staff conflicts, evaluations and coaching employees on company protocol and payroll operations.
- Coordinated with senior leadership and handled managerial needs by implementing fresh solutions into business strategies.

### Business Development

- Identified and pursued viable business opportunities to generate new company revenue and improve bottom line profit.
- Developed new proposals, contracts and procedures to drive in more clients and streamline work operations.
- Established and maintained highly effective relationships with clients and industry partners to drive growth.
- Identified business development challenges and customer concerns for proactive resolution.

### Project Management

- Developed and initiated projects, managed risks and monitored performance.
- Updated operational methods and oversaw accounting procedures for improved efficiency.
- Met project deadlines without sacrificing build quality or workplace safety.
- Managed projects from procurement to completion.
- Drove team success through shared vision and recognition of quality performance.



## Sushen Das

Bachelor in IT Management  
Institute of Advanced Studies, Ujjain (M.P.)

Over 7.8 years of experience in the field of Strategic Marketing and sales in Pharma.

### Strategy & Marketing

- Planned and Established a New patented molecule LCZ696 (nicotinoid) from Novartis in the Heart failure segment for Cipla in Kolkata & Bengal Region.
- Established the concept of a life saving Heart Attack club pursuing high-value injection Rituximab in Eastern India (AI, Abbott).
- Additional responsibility to work as a Negotiation specialist at BSV and Cipla to generate business leads from Hospital.

Previous Employers  
BSV  
Cipla  
Abbott Healthcare  
Modi-Munshi Pharma Ltd.

Work Experience  
7 Years, 8 Month



LinkedIn

### Strategy & Marketing

- As a Scientific Business Manager in Cipla, other than marketing, have a responsibility to give induction training on products to the new joiners.
- Designed and build a field response team in Abbott for following critical life saving injection within 75 minutes of initiation.

### Business Generation

- Monthly sales increased from near 0 to 75 lakhs within the first year of the product launch (Cipla).
- In Abbott, explore many untapped areas, and added an additional 15 lakh sales into our business unit.

### Certification

- Certified Scrum Product Owner (CSPO) certified.
- Google Digital Marketing certified.
- Praxis (Structured Pharma Marketing) & Mgmts (specialized Customer Understanding) certified in Abbott Healthcare.

### Co-Creation & Team work

- Joint treasurer of Jindapur University Pharmaceutical Dept. golden Jubilee (1963-2013) celebration.
- Two times Elected Class Representative of pharmaceutical technology-2015 batch from August 2011 to July 2012.
- Lead the Hospital team for managing 1000+ delegates in International Society for Ethnopharmacology Conference in 2017 held in Kolkata.



## Swastika

B.Tech. Electrical and Electronics Engineering  
Gujarat Agricultural University, Gandhinagar, Vadodra

Result-oriented professional offering nearly 10 years of experience in the Banking Industry, in search of an organization of high repute in Marketing Strategy and Operations, Project Management, Product Management and e-commerce Sector.

Previous Employers  
Canara Bank (Syndicate Bank Before Merger)

Work Experience  
7 Years 10 Months



LinkedIn

### Project Management

- A Yr. Junior Bank Manager with proficient knowledge on managing customer bank accounts by opening, closing and administering transactions; familiar with banking software including excellent use of MS Office.
- Hands-on experience in resolving issues with banking services and accounts and performing administrative duties (e.g. entering data into banking software).

### Project Management

- Proficient in promoting financial products and services to existing and prospective customers, generating new business by reaching out to potential customers.
- Proven success in contributing ideas to improve the customer service and processing time to increase the bank's efficiency scores.
- An effective leader with strong organizational, interpersonal, management and relationship building skills.

### Teamwork & Leadership

- Directing all operational aspects including distribution, customer service, human resources, administration and sales in accordance with the bank's objectives.
- Supervising CASA, loans including retail, PMS & agricultural loans and also in subsidies, recovery and follow up of non-performing assets.
- Locating areas of improvement and propose corrective actions that meet challenges and leverage growth opportunities; managing budget and allocating funds appropriately.
- Examining checks for endorsements and verifying other information such as date, bank name, identification of the person receiving payments and the legibility of the documents.

### Certifications

- Recipient of Gold Medal in Bachelor of Technology.
- Received "Best Student" Award in the university.
- Swamishan and Carrom Champion at district level.
- Represented State in Tennis Ball Cricket at National Level.
- Specialist in Karate (4th brown belt).
- IPMG Six Sigma Green Belt-Undergoing.
- Cerebral Music (Soprano).



## Umesh Das

B.E. Mechanical Engineering  
K. J. Somaiya Institute of Technology, Vashi

Previous Employers

Newton & Edser  
Polymix  
Dierckx

Work Experience  
13 years



LinkedIn

Sixteenth problem solver, good planner, can break big tasks into small manageable tasks. Good with new process implementations. Best expert in cross-cultural team management, creative in operations management.

### Professional Development

- Led a team of three (two members in NEA, SEA) and was responsible for functioning of department in which Applied target-oriented practices in:
  - Development of long lead & expensive equipment vendors, as well many local fabrication vendors (short-lead), resulted in cost savings and reduced dependency on one vendor.
  - Impact - cost savings of 1.5 cr. (INR).

### Procurement Department Head

- Collaborated with inter departments & implemented a process to handle SCM related documents in one place. Without SAP, this has been a challenge shorting time. Impact - reduced email exchanges by very a big number. And all documents are saved in one place. Overall turnaround time reduced.

### Project Engineer

- Single point contact to the client for the project of reciprocating compressor from start to finish.
- Attended RCM & HAZOP meeting at client location - several international locations.
- Provided major inputs to develop cooling water standardized module.
- Reviewed technical datasheets & drawing. Impact - zero technical deviations took on 2 machines for Malaysian project for Shell refinery.
- Extensively moved stacked valves, flanges from inventory to reduce the inventory & save cost.

### Certifications

- FDIC - Conditions of Contract
- Shell & Tube Heat Exchanger types & selection - for optimized selection during bidding stage.
- ARIBA - for e-procurement, used mostly for reverse auctions.
- Advanced Excel & PowerPoint
- CPR, FIRE FIGHTING: Demo for CPR & fire extinguishing practice using various fire extinguishers.
- Certification in Python & R-Programming
- Ongoing certification in 6 Sigma - green belt from TÜV.

### Certification

- Serving as the Class Representative, Office bearer - Student Affairs for the current PGPEX batch.
- Served as in charge of food committee for SO events, while working in Thailand.
- Active golfer - played golf at various golf courses. Best score is 97.
- I was promoted 2 times in 2 years.
- Received first prize in slogan writing competition organised by the Office of the Commissioner of Customs (Preventive) - NER.

# STUDENTS PROFILE



## Umesh Mishra

B.Tech. Mechanical Engineering (GPA: 8.00) (University: OMR)

An aspiring, diligent and passionate working professional with an analytical mindset, strong interpersonal skills and swift problem-solving ability developed through diverse work experience spanning across Leadership, Strategy & Planning, Product development, Sales & Marketing, Customer Service, Training & Development.

### Work Experience

5 Years 9 months



LinkedIn

**Work Establishment & Stakeholder Management**

- Contended for missing more than 35 dealers by ensuring more than 90% customer delight & by driving more than 25% revenue conductivity in three quarters.

### Work Establishment & Stakeholder Management

- Lead a team of more than 70 individuals across different domains of the dealer fraternity.
- Achieved a high customer retention & satisfaction across the zone through focused efforts, manpower skill enhancement.

### Product Development & Project Management

- Developed the Learning Management System of Hyundai - HLOG (web & app based) for the in-house employees & the dealer team to ensure.
- Coordinated with the stakeholders to deploy Workshop Automation 3.0 (web-based) - a completely digitalised platform used to provide a 360-degree contact-less service experience to the customers.
- Collaborated for releasing the - AR Experience - Site ID (app-based) - to provide a digital experience to the Hyundai Fleet D/O customers.
- Worked with the Service Planning team to delivering the online payment module in the Hyundai Care Mobile application.
- Cooperated with the network team in the development of the Hyundai New Dealer Management System for better operations.

### Learning & Development

- Solely responsible for the construction and operations of the Hyundai's 7th State of Art Facility in Anantnagar.
- Looked after the vendor management, recruitment, administration & finance of the training center.
- Conducted Technical, Sales, Soft Skill & product-based training for the Hyundai employees & dealer team by training over 2000 people over online & offline platforms.
- Sponsored with Hyundai Motor Company, South Korea & its 5 offshoot subsidiaries in creating content on New Vehicle Models, Customer Service, New Technologies based on Electric Vehicles, Artificial Intelligence etc.

### Awards & Achievements

- Office Bearer at Public Relation Committee at IIM Shillong (PGPEX - 22/23)
- Transformative Leadership for Future Challenges - EADA Business School
- Hyundai Social Award - 2020
- Best Support to National Service Advisor & Customer Care Manager - Winner Award - 2020



## V. Samba Siva Rao

B.Tech. Computer Science & Technology (University: Hyderabad)

Diverse experience in strategy and operations. With the core strength around process excellence, stakeholder management, marketing and product information management.

### Project Management

Previous Employers  
Aragen Lifesciences Pvt. Ltd  
Laurus Labs Limited

Work Experience  
8 years 9 months



LinkedIn

- Lead the team of 10 Members in projects department.
- Completed successfully green field projects like formulators and different API drug manufacturing facilities worth 2000 Crores. Lead a team of 80000 from Siemens, ABB for various Automation projects.

### Project and People Management

- Managed installation, testing, commissioning of 33KV transformers and 5kv generators worth 20 Crores.
- Part of team to implement Open Access open power trading which saves budget of approximately 15 lakh per month.
- Successfully completed USFDA, WHO audits without any observation.

### Operation Management

- Lead a team of 12 members for daily operation of plant without any downtime.
- Troubleshoot HV-LV electrical equipment failures and recommend solutions to avoid recurring issues.
- Plan annual shutdown, manage inventory and assist in plant start up while following highest work safety standards.

### Achievements & Certifications

- Best Employee Award for the year 2020-2021
- Best Innovator project in Electrical Product Design
- Certified Green Product Owner (CSPO) - Scrum Alliance - 2022
- Lean Six Sigma Green Belt certified - Henry Hevlin - 2022
- Power BI certification from Simplilearn
- Excel for Data Analytics from Simplilearn
- Operation Management from IIM



## Vikash Kumar Chauhan

B.Tech. Mechanical Engineering (University: Jodhpur)

Experienced marine professional with 10+ years of demonstrated history of managing installations, operations, and maintenance of shipboard plants and equipment. Proficient in multinational stakeholder management, inventory management, workforce utilization planning, and workflow optimization. In-depth domain expertise in automation, mechanical & electrical systems, hydraulic and pneumatic control systems, along with prowess in conceptualization and control of system architectures. As part of the vessel management team, administered and collaborated with crew and officers from 24 nationalities across domains.

Previous Employers  
NYK Ship Management Pvt. Ltd

Work Experience  
7 Years 3 Months



LinkedIn

### Project and People Management

- Supervised installation project for Ballast water treatment plant worth \$5Mn at Vaha, Bulgaria.
- Facilitated purchase operation for USD 1.2 million worth vessel by preparing a takeover report while acting as a technical expert.
- Achieved 7% hike in vessel freight rate by conceptualizing and securing end to end solution for conversion of fuel oil tanks, ensuring regulatory compliance in US and Canadian waters.

### Operation Management and Process Improvement

- Generated 5% reduction in monthly operational cost of the ship through improved inventory management.
- Achieved 60% reduction in the number of accidents by improving safety processes for 80 engine room jobs.
- Led a 25-member team to conceptualize and implement a waste management plan, reducing operational costs by 15% and thus winning the Best Turn Over Ship Award-2019.
- Reduced 30 minutes of daily labour hours and saved \$10K monthly on fuel oil cost by optimising changeover of the Fuel oil transfer system.

### Awards and Certifications

- Awarded the prestigious Annual Green Ship Award for reducing carbon footprint by 22.5 MT for cargo delivered.
- Best All-rounder award for consistent performance in undergraduate college.
- Awarded for best Technical paper presentation on futuristic engine manufacturing technology.
- Maritime Resource Management (MRR Academy)
- Sansad 19 (The National Youth Parliament at Shashi Tharoor)
- Rajewski-Gawthri Talent Show (Debate competition) 2019
- Sansad 22 (The National Youth Parliament)
- Fabre Half Marathon March 22



## Vikrant Goyal

B.Tech. Dairy Technology (University: Punjab)

Outcome oriented Process Engineer with substantial experience in engineering principles, project management, and safety protocols. Strategic thinker who focuses on increasing efficiencies by evaluating and optimizing processes.

Previous Employers  
IDMC Limited  
URMIL Dairy

Work Experience  
5 Years 8 Months



LinkedIn

### Process Management

- Designing process solutions for the food industry, executing P&ID, layouts & installation drawings.
- Preparing line functionality descriptions for automation engineers and technical specifications for equipment.
- Developing & improving customers' plans regarding performance, safety & quality.

### Project Management

- Trailing plant executive regarding equipment, SCADA, HM & MS operations and troubleshooting breakdown.
- Production planning & control by formulating & executing production plans and manpower schedules.

### Projects Executed & Accomplished

- 5 LTPD Liquid Milk & Product Plant at IDMC Dairy, Amb-Gandpur, Gurgaon
- 2 LTPD Buttermilk plant for UHT Processing & Packing at Baniya Dairy, Patanjali, Gurgaon
- UHT Preprocess Project for Buttermilk & Amul (ru) at AMULPED, Gandhinagar, Gurgaon
- MDFVPL 5 LTPD Plant at Bhivani, Maharashtra
- VCDP 1 LTPD Fluid Dairy Food Project at Moradabad, Uttar Pradesh
- VERVA Dairy 3.7 LTPD FERMENTED PRODUCTS PLANT at Mohan, Punjab
- MDFVPL (Mather Dairy) 1 LTPD LIQUID MILK PLANT at Mohan, Bihar

### Professional Achievements

- Commissioned and handed over 7 fully automated state-of-art Dairy/Food processing plants while being part of the Design, Supply, Installation & Testing of the same. (80% of Projects cost > Rs.50 crores).
- Received certificate of excellence for commissioning of 5 LTPD dairy plant at MDFVPL, Bhivani, Maharashtra.
- In performance assessment for the year 2018-19 have been rated as "Exceptional Performance" from IDMC Ltd. And was among the highest performers of the company throughout my experience.
- Lead the team and Commissioned plant during Covid period at MDFVPL, Bhivani as being part of essential services to meet the demand of Mumbai market for Market Milk and Dairy products.

### Extra-Curricular Activities

- Member of Cultural Committee, Office bearer-current PGPEX Batch
- First Position in Ad-Making Competition in National Level Tech-Fest, "ADROIT 15" at CHPTD, AAU, Anand
- Represented college 2 times in NPD at a National Level Tech-Fest, "ADROIT-12 & 14" at CHPTD, AAU, Anand
- School Rank 1 in National Science Olympiad & International Informatics Olympiad

# STUDENTS PROFILE



## Shubhang Mehta

B.Tech Electrical & Electronics Engineering, Anna University, Madras

Entrepreneur with over 5.8 years of experience in Product Development, Entrepreneurship, Marketing, and Operations

### Previous Employers

TCS  
Cottucky Vaze (Own Startup)

### Work Experience

5 years 8 months



LinkedIn

### Key Achievements

- Executed Built a luxury beauty product brand alone. Vaze created in all the "Tier I" cities and Ten of "Tier II" cities across India's Product.
- Identified and implemented a unique product delivery solution that led to an increase in revenue by 54%.
- Surpassed break-even within one month of operations generating average revenues of 25,000 INR per month.

### LinkedIn

- Implemented innovative branding and digital marketing strategies to increase brand outreach by 48%.
- Led 2017 Fresh batch trainee in TCS.

### Product Development

- Spearheaded 14 projects in 2 years and got awarded as the employee of the year.
- Diagnosed the bottlenecks in the product management system that saved 2 Mn INR of the company.
- Developed control systems to make the feedback system more efficient, improving work quality by 40%.
- Enhanced the data migration and disaster recovery operations and made it 20% faster.
- Minimized the projected deployment time upto 37% by eliminating redundancies.
- Enabled 100+ career changes by upskilling professionals in Python and MATLAB.
- Optimized the curriculum for Solidworks which made it 60% shorter and increased course uptake rate by 80%.

### Extracurriculars

- Founded one of the largest blood bank in the district of Jhalpaipet.
- Managed the administration of blood bank, coordinated with 38 hospitals for blood requirements and organized over 100 Blood donation camps in India.
- Successfully helped 800 underprivileged children go to college by teaching them and helping them with scholarships for undergraduate courses in India.
- Office bearer of PGPEX Sports committee in IIM Shillong.



## Sourav Kumar

Bachelor of Technology (Mechanical Engineering), BIT Mesra, Jharkhand

### Previous Employers

Bojiat Aluminium Company Limited  
Vedanta Resources Limited

### Work Experience

8 Years



LinkedIn

### Position and Responsibility BALCO

- Planeside Maintenance Head for Wire Rod Mill and Ingot Casting Machine (2015-2016), Cathoore 3
- Lead Planning and Maintenance of Cathoore 1 (30 equipment), 2020-2022

### Mechanical Maintenance, Project Commissioning & Vendor Development

- Involved in the elite team of Commissioning of world's Fastest Aluminium Wire Rod Mill, Continuous-Process (CM) Mill and Ingot Casting Machine, which increased production capacity from 1MTPA to 2.5 MTPA.
- Continuous compression benchmarking, Root Cause analysis by efficiently leveraging various quality circle tools like Fish Bone Diagram, Why-Why Analysis and Brainstorming.
- Planning - Budgeting and Inventory management, Optimization
- Expertise in SAP HANA, MM and PM Module and implemented in maintenance department in 2019
- Indigenously developed High value spares like 25 mixing roll stands saving INR 8 Lakh per stand.
- Material procurement, vendor development, spares planning, and Cases implementation for critical high value spares, with the aim to eliminate delays & minimize bottlenecks, while enhancing plant efficiency and productivity.

### Asset Optimization

- Asset Optimization Champion for my Business Unit and In plant OJT Auditor.
- Spearheaded compliance of prime modules - PM/CM, Condition Appraisal, FMEA and RCM of Asset Optimization.
- Implemented IoT device for online CBM (vibration analysis) of major equipment and used the results for better PM planning.
- Attended workshop of CB at esteemed business organization like Sojat Auto and Fiat of Pune regarding TPM and horizontal deployment of best practices.

### Customer & Quality Management

- Involved in joint project with centre marketing and process team for developing product for key business account to instill customer confidence and satisfaction in the organization.
- Involved in the investigation of customer complaints of key primary accounts, in-depth root cause analysis and implementation of corrective and preventive action plan to satisfy both internal and external company standards.
- Continuous involvement in efficient plant operation techniques like Quality Circle, 6 Sigma, KAIZEN and 5S.
- Process evaluation as per IATF audit guidelines and implementation of key technical changes in liaison with Production and Marketing team.

### Awards & Certifications

- Recognized as an "Excellent performer" twice in a row during training and probation completion period.
- Won the Achievement award twice for modification (improvement) resulting in improvement in OEE from 45% to 64% and saving of 10 cr per annum loss.
- Awarded certificate of appreciation from CEO for exemplary performance in sustaining and excelling practices of "Falkirk Model And Effect Analysis Model".
- 6 Sigma Certification - Ongoing
- IIS Internal Auditor Certification - Ongoing
- Certified Scratch Product Owner (CSPO), Scrum Alliance



## Gaurav Sinha

B.Tech (Electrical & Electronics Engineering), Anna University, Madras

### Previous Employers

Ericsson Global India Limited

### Work Experience

5 years 6 months



LinkedIn

### RF Optimization & Planning - SPRINT

- Applied various RF-related issues, Recommended and implemented various solutions for the customer.
- Reformed PCI, RSI, and TAC planning for Sprint 4G network in North-East America.
- Formulated and impacted CoT to follow colleagues and new joiners on CDMA/EsDO Carrier Frequency return, CDMA/EvDO Carrier Harvesting process, and Interleaving (NOGA).

### RF Optimization & Planning - SPRINT

- Developed VBA-based automation to create scripts for golden parameter settings on new sites, reducing man hours from 3 hours to 10 minutes in.

### Proof of Concept exercises - Lead generation

- In the process, we as a team of 6 members including our Project manager presented a proof of concept for Sprint Nokia CDMA network transition to the T-Mobile Ericsson CDMA system dual to T-Mobile.
- Lead the Nokia technical team in the POC presentation with minute parametric details required in the CDMA swap project.

### RF Drive support & Milestone reporting - T-Mobile Exercise

- Reverse generation model under this project was @200\$/SSV report & @Rs.2200\$/SSS report.
- I prepared, submitted and got 112 SSV and 98 SSS reports approved in the span of 7 months.
- Thus, generating revenue of 450000\$ for Ericsson India.

### Certifications

- Certified Energy Management Systems Professional Training conducted by British Standards Institutions (BSI) - 2014
- Certified Quality Management Systems Professional Training conducted by British Standards Institutions (BSI) - 2015
- Six-week winter training in RTDS at CETPA between (ISO 9001) certified - 2015
- Certified in French language proficiency, Amity University - 2016
- Certified in Behavioural Science course, Amity University - 2016
- Automation UI certification at Ericsson - 2021
- Certified PMP course - ongoing

### Awards and Recognitions

- Power Award in Q4 2021 at Ericsson Global India Ltd. for continued effort in the TMO Nokia MYS project.
- Recognized as Key Contributor to Ericsson in March 2021
- Employee of the month award in June 2021 at Ericsson Global India Ltd.
- ACE Award in Q3 2020 at Ericsson Global India Ltd. for contribution to POC creation and submission for the CDMA Swap project.
- Achieved AIR 35 on merit at PSI 2018, representing team Amity Motorsports.

### CSR Activities

- Member of Ericsson CSR Group, India in the years 2018-2021
- Organized and participated in various CSR activities for the firm (Share an Inspiring story with kids, blood donation camps, Drive graffiti/door cards for soldiers, restoration/painting of a school for the underprivileged, etc.)





**IIM**  
**SHILLONG**

# Placement Committee

Department of Placement & Corporate Affairs

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# How To Reach Us?

The nearest major airport and railway station are at Guwahati, which is nearly 120 km away from Shillong. Shillong can be reached by taxi/car and the fare is about INR 1500. Guwahati Airport is well connected to major tier 1 and tier 2 cities in India including Bangalore, Chennai, Delhi, Mumbai, Kolkata, Hyderabad. Direct flights are also available to Bangkok.

Delhi and Kolkata are the international airports close to Guwahati. International travellers can connect to Guwahati through Kolkata or Delhi.

There are also helicopter services available from Guwahati to Shillong and return. IndiGo also operates a direct flight from Kolkata to Shillong Airport.



## Direct Flights to Guwahati from Major Indian Cities

<b>Delhi</b> 	<b>Bangalore</b> 	<b>Kolkata</b> 
<b>Ahmedabad</b> 	<b>Mumbai</b> 	<b>Chennai</b> 

# Flavours Of North East

