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भारतीय प्रबंध संस्थान,
अहमदाबाद
INDIAN INSTITUTE
OF MANAGEMENT,
AHMEDABAD



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AHMEDABAD

PGPX
ONE YEAR FULL TIME MBA
CLASS OF 2018

**CRÈME
DE LA
CRÈME**





CRÈME
DE LA
CRÈME



*The chosen few
The best of the best
PGPX Class of 2018
A class apart*



A pursuit of excellence
A wealth of experience
A grounding in reality
A dose of humility

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DYNAMIC



Adapting to change and leading from the front.

PGPX CLASS OF 2018



- A unique mélange*
- A journey of change*
- A trial by fire*
- A goal much higher*

One of the finest one-year, full-time, residential management programmes in the world. Carefully designed by the Indian Institute of Management Ahmedabad for bright, enthusiastic and ambitious executives with substantial professional experience, the PGPX programme selects participants with the very best management potential from diverse industries, cultures, and geographies. The programme, now in its 12th year, currently has a strength of 115 students.

The Foundation of the PGPX stands in the cohort's leadership experiences, future potential, diversity of the candidates arriving from various parts of the world, versatile industries and finally, in the academic rigour that IIMA culture instills in all its flagship courses through case pedagogy.

“ This PGPX (2017-18) batch is a unique blend of diverse backgrounds with a rich body of prior work experience, and I enjoyed interacting and arguing with them on various policy issues as well as on the current economic news. Their receptivity and rigor in learning new concepts, and ability to combine the insights with their past experiences impressed me. These qualities make them valuable assets for any organization. As they return to industry with their feet firmly on the ground, they would be ready to take on bigger challenges and pursue growth opportunities for their organizations. I wish them all the best for their future endeavours.”

Prof. Ravindra H Dholakia
Economics Area



“ The PGPX class is inquisitive, highly motivated, and has a wide breadth of experience from different geographic regions of the globe. My class with them on the economic policy environment and its impact on firms demonstrated their ability to understand the present and to use that as a foundation to build scenarios that could impact business in the future. They are ready to accept challenges and to go the extra distance to obtain results whilst keeping firmly in mind that equity, inclusiveness, and sustainability apart from efficiency must drive such quests. They will energize and contribute significantly to whichever organization they work in.”

Prof. Errol D'Souza
Economics Area



THE DIRECTOR

Professor Dr. Ashish Nanda

It is with pride and pleasure that I introduce you to the PGPX Class of 2018, the twelfth graduating class of this highly regarded program.

We have handpicked 115 of the best management professionals from India and abroad to participate in this unique one year learning experience at IIM Ahmedabad. The program has been particularly successful in providing industry a cohort of highly accomplished individuals with exceptional managerial and leadership abilities, honed by the academic rigour and challenging learning environment that this course provides.

These professionals come with an average work experience of around 9 years in various industries and functional areas across India and the world, with many who have substantial international experience. The students leverage their experience to make best use of the multitude of learning opportunities provided by the courses, the faculty, and their peers - all within IIMA's famed case-based pedagogy.

The PGPX program has a successful history of developing industry leaders of the future, who have gone on to excel in leadership positions across a range of industries in India and beyond.

I am confident that in our PGPX Class of 2018, you will surely find the leaders you are looking for: individuals with a terrific mix of motivation, talent, and experience to add value to your organization and contribute to achieving your goals.



THE PLACEMENT CHAIRPERSON

Professor Asha Kaul

Dear Recruiter,

We welcome you to the IIMA campus to experience for yourself the pedigree and the capabilities of the class of PGPX 2018. Armed with an average work experience of over eight and a half years and rich in diversity, these students are the best management talent in the country. They bring to the fore a rich and unique amalgamation of experience and knowledge. Not surprisingly, as they are part of the PGPX program at IIMA, with an established reputation of recruiting the most talented working executives.

These students, on date, are prepared for the journey to head back to the industry, to address corporate challenges and enhance their reputation. As confident seekers, these students have reached a platform designed to help them further their ambitions and dreams. Each step in this fully residential program has been carefully designed to give a gilt edge to the students, which in most cases, is difficult to surpass. They have developed an ability to create a niche for themselves and are today recognised by the corporate world as being better than the best.

To further elaborate, the stringent admission process, enhanced diversity in class and nouveau teaching methodologies augment capability and skill development. Students with an average GMAT score of 705 are handpicked after long interviews with IIMA faculty which ensures that the quality of students is at par with the best across the globe. Diversity in terms of age, experience and gender allows divergent views to be tabled in class. The case method, as a pedagogical tool, enhances the interactivity in class and provides students an opportunity to test on-field experience with seminal theories and global best practices.

This approach, to teaching and learning, has prepared the PGPX students to face the challenges of the corporate world. As they poise to take flight, recruiters, do visit campus to meet this group of talented students. You sure would be pleasantly surprised!



THE PROGRAMME CHAIRPERSON

Professor Sunil Sharma

Dear Recruiter,

The digital revolution is sweeping the industry landscape today. The emergence of a digital world has huge implications on organizations' recruitment policy. The leaders of tomorrow will have to demonstrate a combination of raw intellect, first principle thinking, bold imagination, and boundary-less approach. Managers will have to redefine the winning rules by blending old concept with new applications. In essence they will have to lead teams through entrepreneurial thinking.

IIMA has been a trendsetter in aligning its priorities with changes in environment. We believe that the students of IIMA one year full time post-graduate program in management (PGPX) are fully geared to lead organizations during this period of transition. We started this program in 2006 for professionals with high quality work-experience who were ready to spend one full year on the campus for a rigorous learning experience. The program equips students with real world application of management concepts and above all an attitude of questioning the status-quo and leading the change process. Through case method teaching (students cover more than 400 cases), industry interaction (almost every week leaders from industry share their experience with students through speaker series), students learn how to blend experience with imagination and risk with realism. The twelfth batch of 115 students would be graduating in March 2018 and is ready for contribution to the industry through its honed intellect, orientation for hard-work, worldly mind-set, and humility. I share with you the batch profile of PGPX 2017-18 with great optimism and confidence. As you would notice, the batch has great diversity and rich experience in terms of gender, age, technical knowledge, international exposure, and professional experience. We take great pride in the fact that we hone the professional experience of PGPX students and develop their leadership traits through classroom training, conceptual rigour, experiential projects, international immersion, and lessons in humility through socialization with IIMA community for a full one year. As corporate India - domestic as well as multinational - braces itself to explore and exploit new growth opportunities, I would request you to think of IIMA PGPX students as partners in aiming for bold aspirations.

DRIVEN



By purpose, energy and determination.

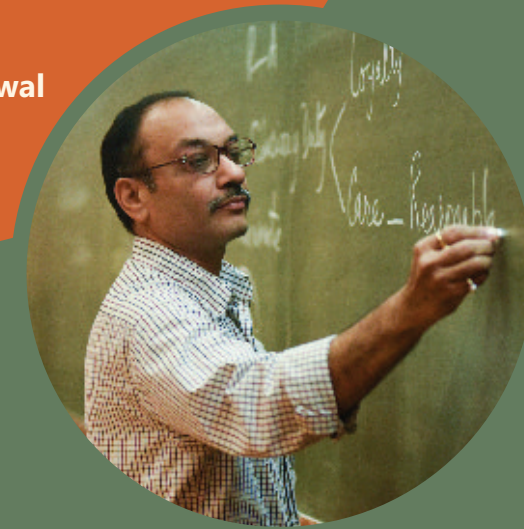


“ IIMA's PGPX believes more in 'actions speak louder than words' and that's why the students at the one-year programme are more inclined to make things work and lead from the front rather than simply paying lip service.

The PGPX current batch consists of more than one hundred bright and intelligent individuals - with each one of them having the capability to change the world towards a positive direction in making it a better place to live in. Not just profit making is in their minds, social concerns are finding a special place in their otherwise more than full plate. Being responsible is not something which needs to be hammered into their minds, this attribute is tested during personal interaction at the time of admission to this prestigious and rigorous programme.

I can vouch for the sincerity and dedication of each of the participants of this batch. They are there to make your organisations shine. ”

Prof. Anurag K. Agarwal
Business Policy Area



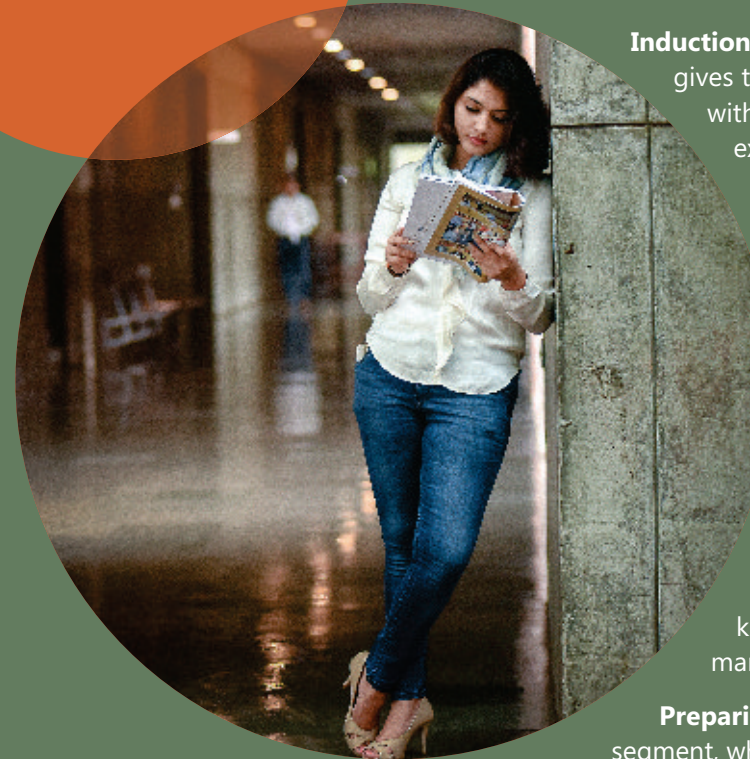
“ It has been a pleasure interacting with the participants of PGPX, both within and outside the classroom. The class discussions were stimulating due to their ability to combine wide-ranging experiences within the batch with concepts and theories introduced in the class and applied to different contexts. The classes were always lively due to a high level of enthusiasm and eagerness to learn. I wish them all the best for the future. I am sure they will be an asset for any organization they join. ”

Prof. Shailesh Gandhi
Dean (Programmes) & Faculty in
Finance & Accounting Area

PROGRAMME STRUCTURE

The PGPX programme follows a six-segment course structure, each segment seamlessly joined to the next. The segments are

- Induction
- Building Blocks
- Preparing for Top Management
- International Immersion
- Electives
- Capstone



Induction: Spread over two and a half days, it gives the students a chance to get familiar with the infrastructure, co-curricular and extra-curricular activities, while tuning into the programme content and the IIMA method of learning. It also helps the student to understand the self while making the transition to the PGPX and the future.

Building Blocks: The core segment gives the students a rigorous grounding in the fundamentals of management. It crystallizes and enhances their basic conceptual and analytical knowledge, pre-disposing them for managerial effectiveness.

Preparing for Top Management: This segment, which is the differentiating element of the PGPX, further develops the students' skills, enabling them to better understand and envision the dynamics within complex management problems. It also

prepares them for visionary leadership, being change agents and playing a role at the top.

International Immersion: Students are immersed in two intensive weeks of academics in an international location. This segment equips students with understanding of macro-level dynamics and unfamiliar economic environment in a foreign country.

Electives: The students are offered a wide range of elective courses including on marketing, finance, supply chain management, strategic management and various sectoral areas. While electives depend on student interest and faculty supply, this allows students the freedom of electives in areas of passion and proficiency, making every student's experience unique and customized to his or her chosen growth path. It is also an opportunity to explore new areas of learning and a chance to reflect on and leverage past experience.

As part of the 'electives' segment, students can opt for an Individual Research Project (IRP). The project is executed by PGPX participants with a faculty advisor. The result is a high quality written output, which could be any of

- A case with analysis
- An Industry Note
- A paper on "Bridging the Divide" (focusing on a socio economic divide affecting the world)
- A business plan for an entrepreneur

Capstone: A finale as an encapsulation of the learning experience, this segment provides an opportunity to integrate learning from the entire programme, reflect on one's own experience as an executive and understand what it means to work in large, multi-disciplinary teams facing tough deadlines.

LIST OF COURSES CORE & ELECTIVES

Leadership and Management

- Core Courses**
- Leadership, Values and Ethics
 - Leadership Skills
 - Corporate Governance
 - Management Communication
 - Business Simulation Game (Capstone)
 - Strategic Human Resources
 - Management Organizational Behaviour

Business Strategy

- Core Courses**
- Modeling for Decisions
 - Analysis of Data
 - Strategic Management
 - Legal Aspects of Business

Electives

- Business Analytics
- Management of New and Small Firms
- Strategic Management of Information Systems
- Understanding and Assessing Risk
- Social Entrepreneurship: Innovating Social Change
- Strategy and Execution
- Strategy and Innovation
- Business Turnaround and Organizational Transformation

Operations

- Core Courses**
- Designing Operations to Meet Demand
 - Setting and Delivering Service Levels
 - Quality Management
 - Management Control and Metrics for Organizational Performance

Electives

- Logistics Management
- Supply Chain Management
- Elephants & Cheetahs: Systems, Strategy and Bottlenecks
- Perspectives on Operations Management

Finance and Economics

- Core Courses**
- Financial Reporting and Analysis
 - Corporate Finance
 - Strategic Cost Management
 - Financial Markets
 - Mergers and Acquisitions
 - Firms and Markets
 - Open Economy Macroeconomics

Electives

- Carbon Finance
- Effective Management of Financial Function
- Infrastructure Development & Public Private Partnerships
- Financial Statement Analysis
- Venture Capital and Private Equity
- Derivatives and Risk Management
- International Economic and Political Economy

Marketing

- Core Courses**
- Assessing and Creating Customer Value
 - Delivering and Managing Customer Value

Electives

- Marketing Management in the World of Hi-Tech & Innovation
- Managing Omni Retail
- Strategic Business-to-Business Market Management
- Real Estate Management

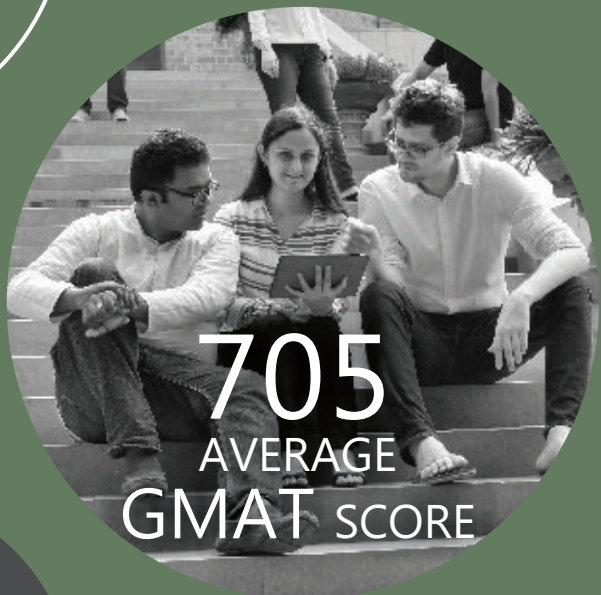




WOMEN PARTICIPANTS
25%

CLASS PROFILE AT A GLANCE

BATCH SIZE
115



705 AVERAGE GMAT SCORE

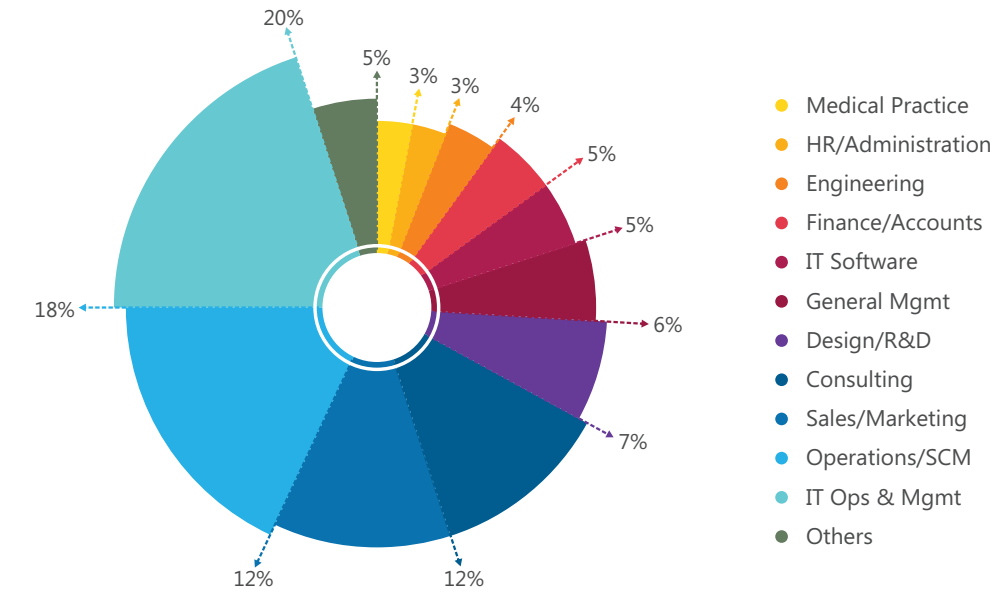


AVERAGE WORK EXPERIENCE
8.5 YEARS

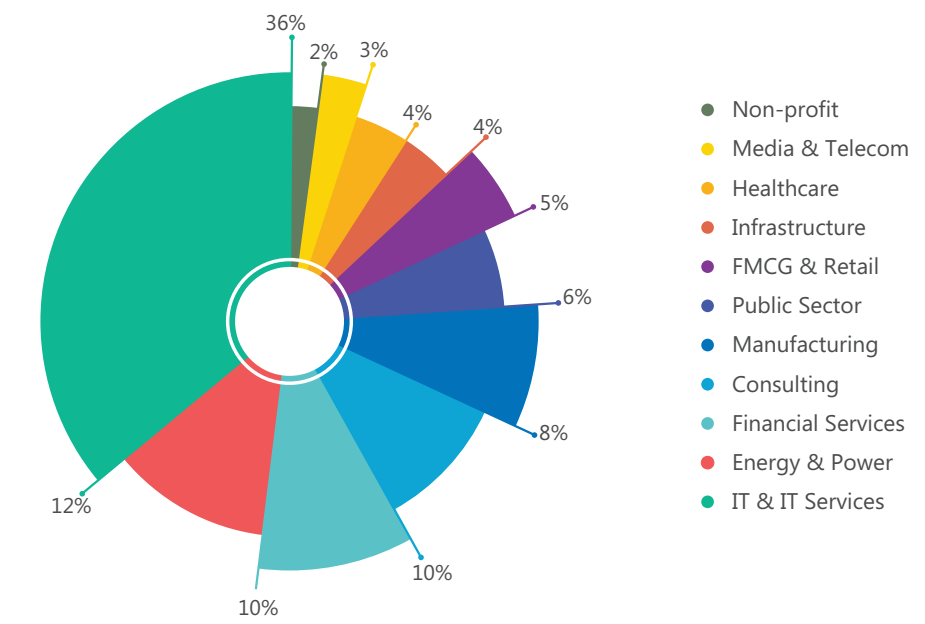
35% INTERNATIONAL EXPERIENCE

29% POST GRADUATE

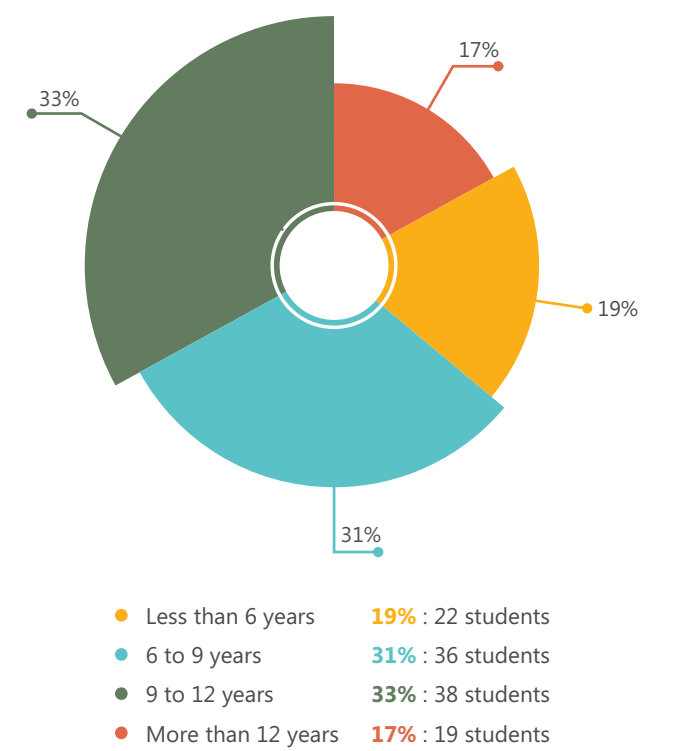
FUNCTIONAL BACKGROUND



INDUSTRY BACKGROUND



WORK EXPERIENCE





“It was a joy to teach and interact with the PGPX Class of 2018. Coming from diverse industries and backgrounds, this group of experienced professionals and managers have shown an ability to quickly learn various facets of operations and appreciate how their learnings relate to designing, analyzing and improving operations in many real-world situations. Through the case method, peer learning and class-room discussions, many engaged and motivated participants have enhanced their prior practical knowledge in various domains. I am confident they are ready to hit the ground running in middle to senior management positions across a range of sectors and functions.”

Prof. N. Ravichandran
Production and
Quantitative Methods Area



“To be able to say in a packed meeting room, “I will do it”... to be able to develop and implement multi disciplinary projects and to be able to build agility in learning. This drive to take initiative, team for results and learn constantly is an outcome of the PGPX rigour. PGPX gives the rare opportunity to be challenged on your existing skills, while allowing full freedom to contribute to the overall learning of the batch through real life situations, for us to be future ready.”

Priyank Tiwari, PGPX 2012-13
Group Executive VP & Regional Head,
Corporate Marketing, YES BANK

“PGPX is a transformational experience. Coming from Armed Forces background, I had skills that were transferable to corporate world but to succeed there I needed holistic understanding of organizations and how they are run successfully. PGPX not only helped me in that front but it also helped me in putting structure around my ideas which has given me competitive edge in fast paced business environment.”

Varun Kumar, PGPX 2013-14
Vice President, Goldman Sachs

DIVERSE



Deriving strength from differences and similarities alike.



ABHAY NIDHI SHARMA

B.Eng. (ECE), University of Bristol, U.K. (World Rank 44)

Established Business Leader with 8 years of IT Experience in Strategy, Entrepreneurship, Operations and Business Development, while working with clients and partners in 7 countries across 4 continents.

Founder and CTO, Total Nurture Technologies, India

- Originated a Technology company, from an initial investment of \$ 10,000, that peaked at \$ 1,30,000 revenues, 15 team members and 30 clients
- Invented two IT Products for SMEs, trained more than 1000 engineering students in Cloud Computing and setup 10 Private-Cloud-based IT Labs for educational institutions

Senior IT Specialist, Pine Labs, India

- Facilitated company's International Expansion to setup \$ 3M Data-Center in Malaysia
- Aligned a 40 member cross-functional team to secure and deliver a \$12M Malaysian project
- Instituted a 10-member IT Strategy Team that reduced transactions losses by \$ 0.85M per year and boosted revenues by \$ 0.15M per year

IT Support Technician, Arena Group, U.K

- Managed IT Infrastructure of 48 clients, delivered ~ 2000 IT Support hours and generated quarterly billing of \$1,50,000

Systems Engineer, Amity Info Systems, India/Uganda

- Built Data Center worth \$ 2M, for a Manufacturing Company in Uganda

Achievements/Awards

- Inducted in Cloud-100, a list of most influential leaders of ICT Industry, by Cloud World Forum
- Presented Research Paper at Asia-Pacific's Top Philosophy Conference (AAP)
- Received Scholarship of \$ 11,000 from University of Newcastle upon Tyne
- Lauded by United Nations for social and developmental efforts for Rohingya Refugees

Skills/Certifications

- Project/Program Management; PRINCE 2 Practitioner
- IT Strategy and IT Operations; Six Sigma Green Belt
- Global Agility-Work (India, U.K, Uganda, Malaysia, Singapore, Thailand, Dubai); Travels (Austria, Australia, China)

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ABHINAV MISHRA

B.Tech. (Chem. Engineering) IIT Kharagpur

11.5 years of total work experience spanning across IT, Management Consulting and Entrepreneurship. Started Ventures in Hi-Tech, HR-Tech and Fin-Tech.

EVP – Business Development and Strategy (Metanest, Inc)

- Acquired key clients across various geographies (US, Canada, UK, Europe, Australia)
- Established Metanest US office and led expansion
- Started new business verticals – Enterprise mobility, e-learning, machine learning and computer vision. Image recognition product got featured on Discovery channel
- Developed Global Partner Network
- Conceptualised and developed products (Dompin and Collabcube)
- Started product consulting division

Co-Founder & Head - Business Development & Strategy (Potknox)

- Conceptualized and guided product development
- Achieved subscriber base of more than 1500 across globe (B2B and B2C)
- Implemented highly effective digital marketing and growth hacking strategy
- Raised angel investment for Potknox

Business Associate - ZS Associates

- Worked as business associate for Pharma giants for FSIP implementation
- Coordinated India and US team
- Hands on experience in analytics and business intelligence tools

Software Engineer - IBM India

- Worked as developer for the biggest Pharma SCM company
- Led invoice and manifest module of the supply chain system built on Mainframes and As400

Achievements/Awards

- Won gold medal in inter hall English and Hindi dramatics at IIT Kharagpur
- Represented school in Volleyball at regional level, School Captain for Raman House - Kendriya Vidyalaya
- 0.1 Certificate holder in Mathematics -Std. X -CBSE

Skills/Certifications

- Trained in SOX compliances, Proficiency in ETL tools and programming, Expert level in MS Excel

<https://in.linkedin.com/in/abhinavmishra1>



ABHINAV SINGH

B.Tech, IIT Roorkee

7.5+ years of work experience of handling diverse and large cross-functional teams in multiple roles including Operations Management, Project Management & General Management at Tata Steel.

Operations, Tata Steel, Kalinganagar - Tata Steel's first Greenfield Project of \$6 billion

- Led a team of 28 officers to achieve full capacity production level of the Steel Plant in 9 months - a world benchmark - by integrating complete production supply chain and improving logistics
- Pioneered and implemented Lean Philosophy, leading to production enhancement by 50%
- Integrated end-to-end Automation functionalities and Process controls, improving the quality confirmation by 60% which paved the way for manufacturing of premium products
- Improved the regulatory compliances of my department to 100% by implementing Legatrix - IT enabled Legal Compliance Management tool

Project Manager, Tata Steel, Kalinganagar & Jamshedpur

- Developed team of 25 Engineers and led them to successfully commission the Steel Plant with \$60 million budget in collaboration with 15 cross-functional members
- Conceptualised and implemented Zero-Discharge Concept for the Organization by executing an innovative waste-handling technique.
- Successfully led 5 cross-functional teams through complete life-cycle of 6 projects worth \$30 million including tendering, contracting, engineering and execution

Achievements

- Youngest member to represent Tata Steel in Tata Group's Annual Summit hosted by Group Chairman, comprising 100+ companies
- One of the three students selected out of 500 for the prestigious Tata Merit Scholarship at IIT Roorkee

Certifications

- Project Management Professional by PMI, USA
- Certified Supply Chain Professional by APICS, USA
- Energy Manager by BEE, India

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ABHIRAM PATANKAR

B.E. (Electronic & Tele-communication), Pune University

13+ years of Industry experience in end to end implementation of data analytics solutions for large organizations across multiple geographies and industry verticals.

Analytics Architect (Infosys Limited)

- Created organization wide business analytics road maps for rolling out end to end analytical solutions
- Helped organization reduce their CRM costs by 50% by enabling on demand analytics access through customer portal
- Reduced time required for preparing regulatory and operational reports by 90% through report generation process automation
- Facilitated improvement of operational efficiency parameters by 5% through accurate measurement of key performance indicators and identification of problem areas
- Carried out project sizing, cost estimation, and pre-sales activities for large analytics projects
- Performed migration and upgrade of enterprise data warehouse systems
- Conducted pilots for big data applications in various industries

Technology Lead (Infosys Limited)

- Mentored team of developers for design, build and roll out of analytics projects
- Implemented Automated invoice generation system which could support generation and mailing of 100,000 invoices per day
- Provided support to global analytics system users which included senior executives
- Worked in multiple industry verticals such as Financial Services (credit and market risk, international money transfers), Service, Publication, Telecom etc

Achievements/Awards

- Co-authored a paper on Comparative study of advantages of Oracle BI Publisher over Crystal reports in Peoplesoft. Paper was presented in Oracle Open World 2014

Skills/Certifications

- Certified Oracle Business Intelligence 11g Implementation Specialist
- Certified Oracle Business Intelligence CRM Apps Implementation Specialist

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ABHISHEK ANAND

B.Tech. (Chemical Engineering) IIT Delhi

6 years of experience in oil refinery industry, spanning diverse functions including operations, process engineering, projects, planning & scheduling.

Supply Chain, HPCL Mittal Energy Limited

- Managed entire gamut of refinery supply chain operations viz scheduling, planning and inventory optimization
- Handled emergency SPM shutdown and devised a series of actions to eliminate \$4M equivalent production loss
- Collaborated with all the stakeholders of the supply chain – operations, marketing, trading & logistics
- Analyzed variance in performance in a retrospective manner and identified margin improvement opportunities
- Meticulous planned and executed conversion of MS III facility to MSIV resulting into a net saving of \$1.5M

Project Management, Reliance Industries Limited

- Led the department in technical design studies and in meetings in the project worth \$130 M
- Developed heat integration scheme to save additional \$2M over scheme proposed by the licensor

Process Improvement, Reliance Industries Limited

- Technical consultant to plant - troubleshoot process problems and identified improvement opportunities
- Optimized chloride injection on the catalyst to reduce fuel consumption, resulting in a yearly saving of \$1.5M
- Calibrated predicted yields and energy consumption in planning model, creating \$3M alternate blending opportunity
- Optimized hydrogen to hydrocarbon ratio resulting in a fuel saving of worth \$1 M per annum
- Saved \$1.2 M per annum by establishing process system to reduce flaring of raw material propylene

Achievements/Awards

- Awarded HMEI quarterly conclave twice

<https://www.linkedin.com/in/abhishek-anand09>



ABHISHEK CHOUDHURY

B.Tech. (Electronics & Communication) Indra prastha University

12 plus years in Management Consultancy with expertise in Business Strategy & Transformation.

Aurum Equity Partners, Strategic Advisor, Investment Banking

- Advised for a \$1.5 Mn series A fund raising at a start-up AI firm; Performed due diligence and financial modelling
- Co-Setup Technology investment practice, developed Aurum view & strategy for 2017-18

IBM India, Managing Consultant, Global Business Services

Business Strategy, Performance & Planning

- Developed a 2020 Growth Strategy for a leading Telco with focus on Enterprise Business
- Spearheaded a team of consultants to develop strategy & 2020 IT Roadmap for an Indian Automotive giant
- Directed Sales-Channel optimization for 4 lines of business at a leading Telco to improve tracking efficiency by ~ 10%; Led a multi circle 'Voice of channel' exercise
- Led Target Operating Model reassessment to operationalize Enterprise Cloud & M2M services for a Telco

Business Transformation

- Designed Revenue Assurance Governance for a European Telco, Plugged leakages to the tune of \$2Mn
- Re-designed Revenue Share models for a telecom ecosystem, Reduced bad debt & fraud instances by 30%

Sales & Business Development

- Deal manager of presales team for a strategic consulting telecom deal win worth \$5 Mn
- Led as division deal manager for an outsourcing bid worth \$100 Mn for a Communication Service Provider

Achievements/Awards

- Recognized as 'Top Talent at IBM'(employees earmarked for leadership development)
- Awarded IBM Bravo, Customer Dedication&Performance Awards in multiple years

Skills/Certifications

- Venture Capitalist Development Program - ISB, Hyderabad-2009 | Investment strategy
- Strong leadership, interpersonal and communication skills

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ABHISHEK MALHOTRA

B.Tech. (I.T) TSEC Mumbai

Entrepreneurial, proven self-starter & problem solver with a successful startup exit. 7.5 years of work experience incl. 4.5 years as a Founder. Hands-on experience with Product Management, Sales, Business Development and Operations.

Product Manager, Proptiger-Gurgaon

- Integrated Probrates with Proptiger's Data-Labs product offering
- Performed process automation improvements for optimizing the efficiency of the sales-force
- Coordinated with business heads & CXOs across multiple cross functional teams

Co-Founder, Prop Rates-Mumbai

- Designed the entire product flow pipeline and launched a fully functional product within 45 days with a minimalistic team
- Generated investor interest & negotiated a term-sheet for an angel investment of 1.2 Crore
- Aggregated 1.3 million transactions records, sourced directly from multiple government registration offices

Co-Founder, Black & White Aventura-Mumbai

- Built a totally sales funded company from the grounds-up & bootstrapped operations for more than 3.5 years
- Setup four operational offices in Mumbai and scaled to a team size of 30 employees
- Contributed 30% of the total cumulative company GMV of 450 Cr (revenues of 4 Cr)

Business-Technology Analyst, Deloitte US-India-Mumbai

- Designed & implemented the sales force automation systems (ERP& CRM's) for a global healthcare client
- Created the functional and technical design documentation for the analytics module of the project

Achievements/Awards

- Negotiated and sold my startup Prop Rates to the 3rd largest online real-estate company in India
- 1st Prize at PRASTUTI (2008):All India Student's technical paper presentation competition held at IT-BHU
- Co-authored and published five white papers at various national and international conferences including the prestigious Dublin Web Summit-2014

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AKHIL BAJAJ

M.E. (Biotechnology) BITS Pilani

7 years of experience leading cross-functional roles in quality assurance, functional contact for partners in Japan, US and Europe in Bio-pharmaceuticals.

Deputy Manager, Quality Assurance, Biocon Ltd, Bangalore

- Strategized the project for validation of a diabetes product and audit compliance, managing a cross-functional team of ~100 people. The successful completion led to approval in Japan (\$144 million market)
- Managed 26 regulatory and customer audits for approval in Europe, Japan, and Latin America among others, enabling ~\$40 million revenue generation
- Formulated and implemented new cleaning validation strategy, reducing sampling and analysis requirement by 30% for initial study and cost by 50% year on year for repeat studies
- Implemented statistical process monitoring plan for biologics products, facilitating effective quality reviews and productivity improvement of 50% and 18% for 2 products
- Developed in-house validation procedures for Biocon Malaysia and facilitated compliance for approval in US and Europe
- Led 3-member team handling manufacturing, validation and compliance of 8 recombinant drug substances for diabetes, cardiovascular diseases and cancer

Achievements/Awards

- Milestone achievement award for managing audit compliance and overall contribution to successful approval of a diabetes drug in Japan, one of the toughest health regulators
- Excellence award for reviving a failed validation and end to end coordination for completion within 6 months to achieve timeline for regulatory filing
- Led Get Vidya Trust operations across 4 cities with 33 volunteers, raised funds and organized autism awareness and talent show event

Skills/Certifications

- Six Sigma Green Belt, Quality Risk Management, Kaizen Foundations, Cleaning Validation

<https://www.linkedin.com/in/akhil-bajaj/>



AKSHAT PATHAK

M.S. (Management Science & Engineering)
Columbia University, USA
B.Tech. (ECE), ITM Gurgaon, India

5+ years of work experience; 3+ years of Management Consulting experience at Ernst & Young, USA and 2 years of entrepreneurial experience in India.

Director, MS Support Services Pvt. Ltd., New Delhi, India

- Led the Business Development activities and on-boarded 25 new clients resulting in an 42% increase in the firm's annual revenue, from \$3.6 Million to \$5.1 Million
- Identified additional service offerings and expanded operations to new geographies
- Optimized operations across the firm and altered product mix to high margin businesses

AVP, Internal Consulting Group, MUFG Union Bank, New York, USA

- Performed PMO activities relating to strategy programs across the firm
- Senior Consultant, Ernst & Young, New York, USA
- Mentored several projects performing activities such as resource handling, budget monitoring, management reporting
- Worked on Performance Improvement projects around Current State Future State Assessments, Market Entry Strategy, Target Operating Model Roadmap Design & Implementation, Gap Analysis, Benchmarking
- Promoted to Senior Consultant in 1.5 years, as opposed to the general time-frame of 2 years
- Managed more than 50 Consultants, both onshore and offshore, across different projects

Achievements/Awards

- Volunteered as a mentor at 'EGE Global' guiding students for applications to top-tier Universities
- Selected as Department Ambassador out of 200+ students and invited as guest speaker at Columbia University
- Cleared Harvard Business School's 'Mathematics for Management' and Cambridge University's 'Business English Communication' certifications

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AKSHAY JAIN

B.E. (Computer), Institute of Engineering & Technology, Devi Ahilya Vishwavidyalaya, Indore

11+ years of global experience in leading cross-cultural technology innovation teams in investment banking industry. Provided in-house techno-functional consulting for major global financial institutions.

Deliveries & Stakeholder Management, The Toronto Dominion Bank (TD) Singapore & Standard Chartered Bank Singapore

- Led technology redesign team for TD Bank's Forex Trading platform, achieving 200% increase in trading speed for 19000+ clients.
- Managed technology revamping of Client Due Diligence Platform at Standard Chartered Bank Singapore, increasing client on boarding efficiency by 500%
- Pioneered Automation Initiative for TD Bank's Centralized Forex Rates Publisher, reducing annual operational costs by USD 0.8 Million

Project Management & Business Analysis, Bank of America Merrill Lynch Singapore / Japan / India & Capgemini India

- Spearheaded Bank of America's Equity Trading Technology solution for an Australian client, establishing annual revenue stream of USD 4 Million
- Coordinated Global Business Analysis Efforts for Bank of America's APAC wide Algorithmic Equity Trading Platform
- Formed, Trained, and Developed teams that handled new trading regulations and business requirements due to Global Financial crisis 2008
- Devised and implemented QA frameworks for Morgan Stanley's Knowledge Management System, streamlining 4 investment banking units through single solution

Achievements/Awards

- TD Bank - Act for Impact (Technology Delivery Model Transformation) Award
- Bank of America Merrill Lynch
 - Platinum (Technology Innovation) Award
 - ZEAL - Zest for Excellence, Achievement and Leadership Award
 - Silver (Performance) Award
 - Capgemini - Champion of WeKare (CSR)

Skills/Certifications

- Project Management Professional (PMP), Project Management Institute, USA
- Post Graduate Executive Management Programme, S. P. Jain Institute of Management & Research, Mumbai

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AMIT VERMA

M.Tech. Software Systems (BITS, Pilani), B.E. Information Technology (BVP, Pune)

10 years of experience in forming, leading & managing highly technical and remote teams to solve challenging problems and provide quality products in highly regulated cross-functional environments.

Assistant Manager, Key Secure R&D, Gemalto, Noida

- Led a team of 25-30 software architects, developers and quality analysts
- Successfully transitioned a \$100 million security product from Ottawa and built a team of 25 within 3 months
- Established \$1.2 million hardware lab environment from ground zero in under 6 months
- Developed road maps and planned resources for the product and developed reports for top management
- Played the dual role of Product Owner and Engineering Manager for over a year
- Conceptualised product as part of pre-sales for key customers in Fortune 100 companies
- Spearheaded the transition from traditional to agile SDLC

Technical Leader, ST Microelectronics, Greater Noida

- Designed software stacks for Camera sensor for android handsets (Sony and HTC) as part of architecture team
- Trained employees at ST Microelectronics, Taiwan
- Interacted with customers across geographies to help them integrate the camera chipset, in their handsets

Senior Software Engineer, Samsung India Pvt. Ltd, Noida

- Formed and led a team of 4 for GPS module delivery for various device handsets, like Galaxy S1, Galaxy S2 and Kepler AT&T
- Interacted with chipset vendors and other offshore teams for GPS software stack development from Suwon for six months

Achievement

- Joined Gemalto as their youngest ever Product Engineering Manager
- Envisioned, developed and mentored development of 3 new product ideas at Gemalto
- Received 4 spot awards for prototype conceptualisation for 7 key customers in a span of 2 years in Hughes Systique

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ANAND SRINIVASAN

B.E. (Printing Technology) College of Engineering Guindy (CEG), Anna University, Chennai

12 years of global experience in research, consulting, project management and conference management in the news publishing industry.

Senior Consultant & Research Manager, World Association of Newspapers and News Publishers (WAN-IFRA)

- Global consultant, specialised in newspaper production. Worked for more than 50 publishers in 17 countries, across 4 continents
- Recognized as one of the top experts in the world on ISO 12647-3, quality standard for newspaper production. Published four widely acclaimed research reports, referred by newspaper printers around the globe
- First Indian to manage International Newspaper Colour Quality Club (INCCQ), a prestigious global print quality competition participated by 130 – 170 newspapers from more than 30 countries. Managed the seamless transfer of responsibility from German HQ to India
- Shaped WAN-IFRA Research and Material Testing Centre from scratch to make annual revenue of USD 220,000. Executed several projects of "Industry interest" by building consensus and collaborative funding within the industry
- Produced and managed six WAN-IFRA India annual conferences. Event features three parallel conferences for Editors, Advertisers and Printers. Attracts 40 speakers and 400 delegates

Junior Engineer, Kasturi & Sons Ltd. (Publishers of The Hindu & Business Line)

- Instrumental in setting-up and managing a fool-proof quality control mechanism across 12 printing centres and helped maintain the legacy of The Hindu as one of the best printed newspapers
- Identified as one of the emerging leaders and nominated for the prestigious "Team Leader Program"

Skills/Certifications

- ISO 14001 lead certified auditor

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DR. ANASHUA BANERJI

Ph.D. Mathematical Modeling, University of Heidelberg, Germany
 4.5 years of international R&D experience in pharmaceutical industry, focused on statistics, modeling, bio-pharma manufacturing and clinical trials.

Senior Statistician, Bio-statistics and Data Sciences, Boehringer Ingelheim, Germany

- Led cross-functional global teams to optimally support clinical trial and decision criteria for Phase I studies
- Implemented modern and innovative trial designs, statistical models (ANOVA/ANCOVA), analysis and data exploration methodologies, keeping in line with the research objectives of the clinical trials
- Ensured GCP and ensure statistical deliverables for multiple trials of high quality and to the agreed timeline while following processes and standards

Post-doctoral Scientist (Bio-pharmaceuticals), Manufacturing Science & Technology, Boehringer Ingelheim, Germany

- Developed simulation techniques for optimising process transfer
- Collaborated with external partners from Universities for developing applied modeling theory
- Implemented Spotfire data analysis techniques for storage and mining purposes

Doctoral Research, University of Heidelberg, Germany

- Published in Plos Computational Biology (January 2014): "A Multi-Scale Model of Hepcidin in Promoter Regulation Reveals Factors Controlling Systemic Iron Homeostasis"
- Developed of algebraic, logical and thermodynamic models for application to laboratory data from collaborators in molecular biology laboratories
- Worked in multi-cultural teams with collaborators from different disciplines

Achievements/Awards

- Received Graduate Statistician title from Royal Statistical Society for topping university examinations in master's degree

Skills

- Programming: Matlab, R, SAS, C++
- Language: English, German, Bengali, Hindi

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ANKITA SINGH

B.A. (H) Business Economics, Delhi University
 Skilled Market Data Research professional with over 6.5 years of experience in mergers and acquisitions research and managing content operations and processes.

Senior Research Associate: Mergers & Acquisitions (Content Operations), S&P Global Market Intelligence

- Led a team of associates to manage end-to-end analysis of mergers & acquisitions transactions to increase financial market data coverage by 33% in the Japanese and Chinese markets
- Enabled accurate business decision making by performing advanced information analyses, improving competitive advantage of the firm
- Optimized content operations by implementing LEAN restructuring and automation, improving efficiencies, and reducing costs by 12%

Research Associate: Mergers & Acquisitions (Content Operations), S&P Global Market Intelligence

- Identified a replacement for a critical vendor in under 72 hours when the vendor backed out of a contract, ensuring continued business operations
- Streamlined content operations by reduction of irrelevant data volume by 40%, resulting in 11 manpower resource savings

Achievements/Awards

- Awarded "Director's Magnet Initiative to Drive Innovation" out of 120+ member team for superior operational and functional efficiencies
- Received S&P's ACE awards twice for "Drive Performance" and "Functional Efficiency"
- Youngest team member at S&P Global Market Intelligence to be promoted to Senior Research Associate
- Won the ACE award for the Corporate Social Responsibility for partnering with a key NGO to maximize its social impact

<https://www.linkedin.com/in/singh-ankita/>



APARNA GOPALAKRISHNAN

B.Tech. (Electrical & Electronics) College of Engineering, Trivandrum
 18+ years of global experience in managing Information Technology Projects for large multinational companies in various industries.

Senior Delivery Manager, Global Business Services, IBM India Pvt Ltd Worked in various capacities leading cross-cultural teams

- Managed delivery of software applications for Multinational Companies. Handled a portfolio with an annual revenue of around \$7.2M USD that delivered 100+ projects in a year with sizes of 160 to 15000 person hrs
- As Program Manager of a Global Program, formalized a central training department across 8 global delivery centers in 3 continents
- Developed proposals for new sales opportunities in application maintenance and development space from small to medium sized deals of around \$20M USD

Advisory Consultant in IT, UST Global

- Part of the leadership team that started IBM 4690 Point of Sales Delivery Practice at offshore

Achievements/Awards

- Multiple Awards from IBM - Successful transitioning of work from onshore to offshore; Excellent Process Consulting; Managing On-time delivery of critical projects meeting client expectations

Skills/Certifications

- One Year Part-time Executive Education Program in Business Analytics & Intelligence from Indian Institute of Management (IIM), Bangalore
- Certified Scrum Master (CSM) from Scrum Alliance
- Project Management Professional (PMP) from Project Management Institute (PMI)

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APOORV KHANNA

B.E. (Hons.) (Civil Engineering) BITS, Pilani
 5+ Years of experience in Product Management, Entrepreneurship and Business Development in the IT Products Industry.

Business Development Manager, Talentica Software

- Generated Business worth USD 400k by closing deals with 10+ new start-up clients; spearheaded contract negotiations, and coordinated with the design & execution teams
- Led the setting-up of an in-house lead generation function saving USD 25K annually; Built-up a team of 4, starting from recruitment and training

Co-Founder, Sherlock Learning

- Developed an AI driven self-tutoring platform, which modified the learning content in real-time, based on the student's grasping ability and familiarity with the topic
- Collaborated with a prominent IAS coaching centre to roll out their tablet-based learning material using our platform

Software Design Engineer-III, Sokrati

- Led a 3-member team to develop a tool that calculated optimized bid values for Product Listing Ads on Google and Bing platforms, reducing Cost per Click (CPC) by ~20%
- Conceptualized and implemented new product features such as built-in image editing, hotkey-mapping & A/B testing, which increased the Click through Rate (CTR) by 35%

Software Developer, Oracle

- Built proprietary 'Metadata Browser', first used in Oracle Financial Services Analytical Application (OFSAA) 7.3, which has generated sales worth USD 30 million till date
- Conceptualized and created 'DMC Request Portal' for automatic updating of OFSAA's Gold-Copy Database, saving 300+ admin man-hours annually

Achievements/Awards

- Youngest non-MBA Business Development Manager at Talentica.
- Won Team Excellence award at Oracle, two years in a row

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APURV MANJREKAR

B.E. (Computer Science) PESIT Bangalore
 Seasoned Information Management professional with over 13 years of experience in managing projects & building products that solve business problems in the fields of Supply Chain Management, Life Sciences, Manufacturing & Retail.

Manager, Deloitte Consulting LLP

- Managed a large multi-year transformation project for the R&D department of a large biotechnology firm, generating annual revenues of \$6mn
- Assisted partners/principals/directors in acquiring new business worth \$6.5mn by providing technology and project management expertise

Senior Technical Architect, Zyme Solutions

- Developed the Zyme data platform that provides a cloud based self-serve channel analytics solution, generating annual revenues of \$2mn in 2014 (70% YOY growth)
- Effectively maintained the Data Integration Infrastructure, ensuring a near six sigma uptime of 99.999% and exceeding customer SLAs

Senior Consultant, Informatica Corporation

- Enhanced the marketing analytics capabilities of a large insurance company by delivering a 24X7 real time data integration solution, reducing about \$1mn in infrastructure costs and generating \$50mn revenues (targeted marketing)
- Generated revenues of about \$300,000 by upselling products while at a customer engagement

Senior Consultant, i2 Technologies (JDA)

- Optimized the supply chain of two of the world's lowest cost integrated steel manufacturers, saving \$50mn by reducing inventory by 40% and improving on time delivery by 50%

Achievements/Awards

- Outstanding Award at Deloitte – 2016, for successfully leading a complex project, garnering high customer satisfaction scores and quadrupling the revenues
- Engineering Excellence at Zyme Solutions – 2012, for leading the development of the Zyme Data platform

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ARAVIND MITHRA

M.Sc. (Microelectronics) University of Newcastle, B.E. Visvesvaraya Technological University
 Sales & Marketing professional with 8.5+ years of global experience creating customer value, managing relationships, leading teams and growing business in start-up and established companies.

Senior Business Development Manager, Aceic Design Technologies Pvt Ltd, Bangalore

- Led the launch of organization's first product by crafting a strategic product plan
- Penetrated into APAC market; ran targeted marketing strategies such as newsletters, exhibitions, social media, and established channel partnerships
- Doubled the services business revenue by targeting strategic accounts

Regional Sales Manager, Kingsly Instrumentation & Communication Pvt Ltd, Bangalore

- Increased organization's top line by over 25% by strategizing multiple 500k+ USD bids
- Streamlined sales operation by introducing the CRM tools & sales incentive policies

Senior Consultant, Wipro Consulting Services, Mumbai

- Grew business in Daman by 400% by successfully mapping e-government initiatives
- Front-ended a multi-million dollar deal by establishing strong customer relationship

Engineer, ARM PLC, Cambridge

- Represented ARM at an IEEE consortium
- Developed a tool that improved product's time-to-market by over 25%

Achievements/Awards

- Co-founded a NGO to focus on quality secondary education for the marginalized community
- Received Star performer award at Aceic Design for exceeding sales targets

<https://www.linkedin.com/in/aravind-mithra/>



DR. ARCHYA SENGUPTA

MBBS, Calcutta National Medical College and Hospital

8.5 years of cross-functional experience in healthcare management, health and social insurance, strategy planning, and operations and logistics, across government, corporate and entrepreneurial setups.

Medical Inspector, Office of the Administrative Medical Officer, Directorate of ESI, Government of West Bengal

- Identified key areas in need of process re-engineering and overhauled the processes, leading to 50% reduction in project completion times
- Launched and implemented e-tenders for procurement of goods and services, in 13 hospitals and 42 service dispensaries across the state-acted as Nodal Officer for e-procurement
- Impacted the life of ten lakh beneficiaries by optimizing the reimbursement process, and creating a file tracking system
- Conceptualized and initiated two model service outlets in the state for poor coverage areas
- Subject Matter Expert in the development and implementation of projects under the National e-Governance Plan

Junior Resident, Department of Surgery, KPC Medical College and Hospital, Kolkata

- Led an eight-member team for the initial management of patients in the emergency ward, handled over ten thousand cases, in a 750 bedded hospital
- Managed the rural outpost of the hospital, catering to over hundred patients each day, for a period of 6 months

Physician, Personal Chamber, Kolkata

- Established own clinic for attending to OPD patients
- Turned around the family pharma business, and made it profitable within a year, increased revenues by 60%

Achievements/Awards

- Successfully completed training on e-Governance, by the Government of India
- Led health awareness campaigns through articles on blogs and social media

<https://www.linkedin.com/in/archya/>



ARUNKUMAR MARIAPPAN

B.E. CS (Madras University), PGPBA (Great Lakes Institute of Management and Illinois Institute of Technology)

A seasoned IT professional with 12+ years (3 years in India, 9+ in USA) experience in DW & BI.

Consultant - DW & BI Architect

- Managed a team of 12 developers to effectively identify Tax evaders. A key project that increased revenue by \$ 328 million
- Managed a team of 5 consultants to deliver product services to our clients
- Developed system to track money laundering activities thereby enhance resource utilization by 28% for my client Key Bank
- Instrumental in developing advanced statistical algorithm to predict disbursed loan utilization rate to strategically redirect unused funds amounting to \$2.3 Billion
- Created a system to integrate agent customer contact, an initiative that saved millions of dollars for my client by avoiding law suits and legal penalties
- Implemented and trained Universities on our ERP product and increased product sales by 42%
- Advisory Board Member for an IIMA alumni startup and raised funds amounting to 2 Million Rupees and strategized operation to generate revenue of 5 Million Rupees
- Designed and developed key BI systems for my client HGV for targeting clients across demographics and achieve operational efficiency

Career Highlights

- Best Contributor of the Year award - Key Bank
- Best Client Relationship Consultant Award - Ellucian
- Raised and distributed Rs. 0.5 Million during Chennai Floods

Certifications

- Microsoft Certified Professional .Net technology
- Operations Management and Financial Accounting Courses – Wharton School of Business
- Tackling Challenges of Big Data – Massachusetts Institute of Technology

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ASHWINI AGRAWAL

B.E., West Bengal University of Technology (Kolkata) - Batch Topper

7.5 years of IT Consulting and Client Management experience in consumer electronics and finished goods sectors including 3.5 years of international experience across Europe, UK and South-East Asia.

Technology Analyst, Infosys Ltd

- Led a team for 15+ engineers and consultants across Germany, France and Spain for Oracle ERP Integration worth € 1.5 mn
- Spearheaded Project for Oracle E-Business Suite Integration with 3 different IT systems across UK and China for UK Smart Meters, achieving 20% cost efficiency
- Diagnosed and revamped claims processing in Oracle ERP System achieving 35% increase in efficiency
- Conceptualized, developed and implemented 100% re-usable templates for EBS Data integration. optimized cost by € 0.3million.
- Subject Matter Expert for Global Accounting Integration Application for Oracle Financials, led 6 implementations
- Identified performance improvement scope and proposed Automation for SKU Management, reducing effort by 33% and resulting in annual saving of €75,000 - showcased as Zero Distance Case Study at Infosys

Senior Systems Engineer, Infosys Ltd

- Restructured bottleneck processes reducing business cost by € 1,25,000
- Designed and developed re-usable components for multiple clients, improving productivity by 15%
- Created and maintained a blog for Oracle ERP knowledge sharing, marketed it within organization to generate 300K+ views

Achievements/Awards

- Awarded SPOT award in Oracle Unit at Infosys Ltd, for generating additional revenues for client training
- Awarded STAR performer award in Oracle Unit at Infosys Ltd, for automating month end process

Skills/Certifications

- Oracle Certified SQL Expert

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ASIF ALGUR

B.Sc. (Mathematics), St. Xavier's College, Mumbai

Banking professional with 4 years of experience in retail banking operations and team management.

Assistant Manager, Syndicate Bank, New Delhi

- Led an 8-member team to ensure timely and error-free clearance and dispute settlement of 7,000 cheques per day with personal accountability of INR 3 crore
- Managed multiple facets of retail banking operations (INR 250 crore): cash and ATM (accountable for INR 2 crore monthly), deposits, lockers, current/savings accounts, cheque clearance, taxes and claims without any incident
- Improved productivity by training senior colleagues in advanced computer literacy
- Executed major government initiatives such as "Jan Dhan Yojana" and "Demonetisation" at the branch level by opening 100 accounts per day, serving the unbanked
- Headed team proposing measures to enhance organisation's brand image and profitability - infrastructure, Swachh Bharat/Digital India initiatives, employee training and morale, and audits
- Conceptualised a social media outreach program and presented it to the General Manager

Achievements

- Achieved INR 30 crore increase in branch deposits for "SyndDisha" product
- Spearheaded an internal audit initiative to consolidate and analyse locker and customer histories, resulting in 15% cost savings

Certification

- PG Certificate in Business Analytics (NIIT)

<https://www.linkedin.com/in/asifalgur>



AVI DUTT

B.Tech, IIT, BHU

Skilled manager with 6 years of diverse experience in general management and change management with a specialization in the fields of multi-modal logistics, operations, supply chain and project management.

Senior Manager, Tata Steel Group (India & Europe - Central Logistics Hub)

- Led change management program in collaboration with a top consulting firm to optimize corporate inbound logistics, resulting in annual savings of \$5 M
- Streamlined raw material sourcing process & logistics (via sea, rail & road) from contractual formation to fulfilment, for a 10 million ton Steel mill
- Established fair and transparent supplier negotiation processes and rolled out open market driven pricing strategies to award port handling contracts, reducing annual costs by \$5.5 M (innovative price mechanism through open market)

Project Manager (Green Field Project)

- Designed the techno-commercial plan for mine expansion and ensured successful implementation, increasing the extraction of ore from 3 Million-Tons to 20 Million - Tons

Manager Operations & Public Policy (Odisha, Jharkhand)

- Drafted Energy Vision Document 2020 for Odisha State in collaboration with government & industry organizations such as the Indian Bureau of Mines and the Ministry of Mines
- Developed an organization wide preventive maintenance framework, increasing mine production by 23% which led to an annual savings of \$0.5 M

Achievements/Awards

- "Best Change Agent" - Awarded by Tata Steel for achieving highest savings in logistics across departments
- Published 4 International Technical Papers on effective management of nuclear waste in reputed journals such as Earth and Environmental Sciences

Skills/Certifications

- First Class Mine Manager's Certificate of Competency by Indian Gov.
- Deming Grand Prize Champion of Raw Material Division
- TBEM facilitator of Logistics Division

<https://in.linkedin.com/in/avi-dutt>



AVINASH KAPAREKAR

B.E. (Mechanical Engineering) Pune University

13.5+ years of work experience in Product Lifecycle Management (PLM) domain spanning across software quality assurance, project management and product management

Product Management, 3DPDM Software Solutions Ltd, Pune

- Led a multi-site 20-member quality assurance team for 7 business critical enterprise products generating an annual revenue of €50 million+
- Played a leading role in product feature definition and quality assurance to win a business-critical project worth €5 million for a Japanese auto major
- Leveraged expertise on Dassault Systems' products CATIA, Solid Works and Enovia to engage with customer representatives from diverse industries like airline and automotive for product requirement analysis
- Trained multi-site customer support teams and customer representatives for post product deployment support
- Reviewed organization HR policies, working closely with CEO and HR Head
- Managed teams for 10+ years handling recruitment, performance and competency assessment, employee engagement and promotion decisions

Achievements/Awards

- 3DPDM Team Excellence award for achieving 20% reduction in software testing cost through innovative practices
- 3DPDM Team Excellence award for successfully turning around difficult customers to achieve an additional recurring revenue of €3 million
- Awarded "Kudos" for pioneering the process for product enhancement definition
- Felicited by 3DPDM CEO for organizing annual technical festival "3DVerve" in 2015

Skills/Certifications

- Project Management Professional (PMP)

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AVINASH KAUR

Chartered Accountant (ACA - affiliated with ICAEW), Bachelors in Commerce (Honors) University of Delhi
6+ years of work experience, including 4 years of international experience in advisory and audit with significant client management and team handling experience.

Assistant Manager – Accounting Advisory, KPMG London

- Delivered 20+ projects providing transaction specific advice around GAAP conversions and application of new accounting standards for various FTSE and NYSE listed companies
- Pioneered IFRS 15 (2016 revenue standard) conversion training and impact assessment projects for Three, a major UK mobile telecommunications company
- Executed financial year-end processes at BT plc (a £19B FTSE 10 UK company), working as part of the CFO's team

Senior Associate - Statutory Audit, KPMG London

- Established relationship protocol between UK onshore and global offshore delivery practices and managed its implementation
- Led more than 15 teams to deliver statutory financial audits of various listed and non-listed UK companies including billion-pound FTSE 100 businesses
- Mentored teams of trainees on both client relationship management and technical auditing methodology

Assistant Manager - Accounting Advisory, KPMG Global Services

- Pioneered US GAAP conversion projects and established relations with two new member firms, KPMG Hong Kong and KPMG Singapore
- Established deliverable quality review and content documentation protocol for UK accounting advisory support team

Achievements/Awards

- Selected from amongst 120 trainees at KPMG's global offshore practice to pursue a 4-year international secondment at KPMG London along with full sponsorship to complete ACA qualification
- Won 'Expert' award for good quality deliverance of an audit externally reviewed by UK regulator



BHANU PANDEY

B.Tech. (Electronics and Communication Engineering) NIT Allahabad
10 years of work experience in software design, product development and project management in a start-up as well as large enterprises.

Technical Lead, Intel Corporation

- Led a team of engineers to provide a fully integrated solution by consolidating software products worth \$2.5million
- Managed stakeholders to ensure successful delivery of project by clear and timely communication, careful negotiation and conflict resolution across multiple teams

Senior Software Development Engineer, McAfee

- Led the entire project life cycle of an enterprise management product worth \$4 million from planning and estimation to risk assessment and implementation
- Managed client interaction to resolve blocked deals worth \$1.4 million
- Introduced test driven development model and code review methodology which reduced defects by ~20%
- Enhanced the scalability of a security management software by 15x by collaborating with the product team to revamp the software architecture

Software Engineer, Solidcore Systems

- Facilitated McAfee's \$47 million acquisition of Solidcore by working with core technical team responsible for acquisition
- Designed and developed high-quality software by utilizing various application development technologies

Achievements/Awards

- Intel recognition for Product Development and Training
- McAfee spotlight award for Behaviour Driven Development automation
- McAfee Bravo for mentoring

Skills/Certifications

- Project Management
- Scrum Master
- Product Development



BHAVPRITA HARSHAWARDHAN

B.Sc. (Hons) BHU Masters in Retail Management, NIFT
Management Consultant | Solution Manager | Entrepreneur
13.5 years of varied experience in Entrepreneurship (IoT), Retail & FMCG Industry, Solution Management and Management consulting across the globe.

Founder, www.theMonito.com, Bangalore

- Led fund-raising, product development & go-to-market for company's core B2B product, an IoT Platform. Successfully pitched, negotiated and sold the IOT platform (acquired)
- Launched the first B2C product, a GPS / RFID enabled identity card for kids, and scaled up to a run rate of 2,400 units per annum within one year of launch

Principal Consultant, Infosys Consulting, (India, USA and UK)

- Led consulting engagements around digital transformation, market entry strategy and process redesigns for global Retail & CPG clients
- Led co-innovation with a large global CPG company for a distribution Solution
- Led Solution development, management and sales for several Retail and CPG products

Merchandise and Allocation planner, Ross Stores, Inc. (USA)

- Reduced weighted markdown for Menswear Apparel category by around 8% within a year through improved allocation planning and use of advanced analytics
- Category owner for weekly S&OP process. Reduced average inventory turn by ~15%

Achievements/Awards

- Chosen as young leader to participate in Annual board meeting and Strategy workshop at Infosys
- Won best blogger award for <https://bhavpritha.wordpress.com/>
- Volunteer as writer and mentor to support Gender equality in workplace through organizations such as Lean In, Google Women in Tech, and SHEROES

Skills/Certifications

- RSCC (Retail Supply Chain Certification) from RILA
- Transformation Leadership Certification



BHUMIKA MALHOTRA

B.Sc. (Hons) Maths, Computer & Electronics, Banasthali University, PGDM PM & HRD, (Pune University)
6 years of experience in sales, marketing, business development and account management at Zomato, Coca Cola and ABC consultants.

Leadership

- Headed Ad Sales division in Zomato for entire Gurgaon Region, leading a team of 20 Key Account Managers, managing a revenue growth of 33% in one year's time
- Led and coached the strategic accounts team to handle 150 high value clients by tracking campaign impact, communication of results and objection handling
- Worked onsite at Hindustan Coca Cola Beverage and handled the entire project of hiring 300 sales professionals for Minute Maid Division

Strategic Account Management

- Proposed and piloted the creation of the Client Success Team at Zomato to improve client satisfaction and retention rate of the 300 clients in Gurgaon
- Created end-to-end marketing strategy and promotional calendar to increase relevant outreach and improved clicks to conversion through analytics achieving 10% website conversion (industry benchmark 7.4%)

Consultative Sales & Business Development

- Consulted the highest number of clients (over 400) over the two years at Zomato and created highly effective hyper-local ad campaigns (Avg RoI~2.2x) achieving 60% higher than the industry average
- Launched Online ordering vertical in Delhi/NCR & acquired 2000 merchants in a month's time in Delhi/NCR

Achievements/Awards

- Received two fast track promotion in 1.8 years: One amongst 5% KAMs Received Best Area Sales Manager award: amongst the 15 ASMs in Delhi/NCR



BHUMIKA SINGH

M.Tech. (Structural Engineering), IIT, Kanpur, B.E (Civil Engineering), MBM Engineering College Jodhpur
11.5 years of experience in delivering power plant solutions, leading diverse teams, leveraging technical, business acumen to create value for clients across the globe.

Siemens Ltd., Gurgaon

- Led teams across broad technical disciplines comprising of about 40 engineers, diverse in age, experience and location, to design, negotiate terms and deliver power plant engineering solutions across continents
- Managed projects in the face of challenges posed by changing client requirements, technical specifications, organizational restructuring, employee attrition
- Executed green field, brown field and technical upgrade projects ranging upto 1220 MW
- Challenged the status quo on arrangement and design of main steam turbine building and devised an alternate design saving 8 tons of steel/building and EUR 70000/year
- Devised and implemented a performance based reward scheme to motivate draftsmen and graduate trainee engineers
- Devised protocol for optimal design of steel structure in highly seismic areas in Turkey that serves as a reference project for all future projects at Siemens Gurgaon
- Independently designed main steam turbine buildings with total bill of quantities up to 2700 tons of steel

Achievements/Awards

- Youngest civil engineer to lead interdisciplinary teams at Siemens India
- Star performer for three consecutive years at Siemens India
- First student in 5 years of Structural Engineering department at IIT-Kanpur, to submit M.Tech thesis in stipulated one-year time
- Gold medalist at IIT Kanpur, 2004; MBM Engineering college, 2002
- Student counselor at IIT Kanpur, Designated mentor at Siemens Ltd.



CHANDRASHEKAR R.

B.E. (Mechanical Engineering), Anna University, Chennai
12 years of Engineering Consulting, Product Design and Project Management experience in Aerospace and Manufacturing Majors including 6 years of international experience across USA and Japan.

Engineering Manager, Infosys Engineering Services

- Led a team of 28 members to deliver process improvement solutions in product development for Boeing and Hitachi Conglomerate
- Improved Operational Efficiency in Boeing 787 Dreamliner by reducing cycle time, resulting in savings of over \$10M
- Conceptualized and designed a new costing product for Hitachi that generated \$1M revenue
- Managed overall responsibility for pre-sales activity of \$3M

Engineering Lead (Infosys), Deputed at Boeing Commercial Airplane, USA

- Performed structural analysis and suggested design modifications for planes across Boeing 787 Product line
- Gained comprehensive knowledge on global supplier management process, working with suppliers across USA, Japan and Italy for Boeing Airplane Program
- Forged great working relationship with client as a technical focal point and created leads worth \$5M

Achievements/Awards

- Hold a US Patent "System and Method for Structural Analysis" (#US8949087)
- Received "Certificate of Achievement" by Boeing Chief Engineer for exceptional contribution in reducing cycle time in Airplane Development Programs (Jul 2015)
- Received "Excellence Award" by Boeing 787-10 Airframe Director and Chief Engineer for providing innovative solutions to break the cost curve (Aug 2015)
- Received "Engineering Achiever Award - Infosys" in Mar '16 for exceptional leadership (top ten < 0.1% Infosys Engineering Services)



CHETAN JANARDHANA

B.E., Bangalore University
 Ex- Indian Naval Officer with 13 ½ years of work experience rendering quality leadership of the highest merit with proven ability to motivate personnel under varied conditions and achieve high standards of performance.

Partner Manager, Virtual Logic Systems Pvt Ltd
 • Project Management - E-Commerce portal development
 • E-Commerce Furniture Portal Operations

Various Roles, Indian Navy
 • Improvised and executed SOPs for operation of Surface to Air Missile System and Medium Range Gun System onboard a frontline Indian Naval Warship
 • Managed HR & Administrative matters, including performance appraisal, mentoring, career guidance & staff welfare for 250 trainees
 • Led a skilled team of trainers responsible for training 350+ personnel on Fire Fighting, Anti-Flooding and Nuclear, Biological & Chemical Defence onboard a frontline Indian Naval Warship
 • Responsible for Sourcing, Vendor and Inventory Management
 • Planned & scheduled classroom and outdoor training programs for 1250 cadets across 40 sections of Naval Academy. Coordinated with various stakeholders (Logistics, Sports, Academics, and Administrative units) to ensure smooth execution of training programs

Software Engineer, Infosys Technologies Ltd
 • Involved in development of:
 - Software framework for rapid development of Mobile Phone applications
 - Device Driver for FAT 32 File System on Multi-Media Card
 - Mobile phone applications
 - GSM Protocol Stack Simulator

Achievements/Awards
 • First among the batch to be elevated to role of Team Leader in Infosys Technologies Ltd
 • Won "Best Ship in NBCD preparedness" trophy

Skills/Certifications
 • Six Sigma Green Belt
 • Project Management Professional (PMP)



DILPREET SINGH SONI

B.E. (Electronics Engineering) V.J.T.I.
 Business transformation leader with 11 years experience in strategy and building high growth technology organizations in the IOT and Smart City domain.

Business Head & Co-Founder, Insys India Solutions, Mumbai
 • Led a team of 30 and managed P&L of a INR 25 million technology organisation. Achieved a CAGR of 170% while maintaining profitability of 30% YoY
 • Built Routes to Market strategies and won contracts over INR 90 million in diverse business sectors
 • Revenue generation through new and key account management coupled with strategic investments in equipment, infrastructure and talent ensured breakeven in less than 8 months

Business Head, Deluxe Machines International, Mumbai
 • Conducted market research, identified key principle partners, built logistics and supply chains systems and initiated an Industrial Electrical products division with a team of 8 executives for Mumbai market
 • Reduced risk of credit default and by restructuring the customer acquisition process; increased revenue by 25% via repeat customers and customer referrals

Sr. Executive - Sales & Marketing - Infrastructure Automation, Larsen & Toubro Ltd, Mumbai
 • Led Techno-commercial value chain for Highway Traffic Management Solutions, Baggage Handling Solutions. Managed key accounts: GMR, DIAL-T3, MIAL-T2, Mumbai Monorail etc
 • Booked sales orders worth INR 800million in FY 2008-09 in the Infrastructure Automation domain, including the largest building automation project in Asia worth INR 220million for DIAL-T3

Achievements/Awards
 • Awarded client commendation for fraud mitigation solutions for Tata Starbucks India

Skills/Certifications
 • Engaging with CXOs and Business Heads to build enduring client relationships
 • Creating business from ground up, building high performance teams to success



GAURIKA SIROHI

Diploma in Finance - University of California, Berkeley
 Full-time MBA in Banking & Finance from NIIT University
 B.Sc. in IT from Western International University
 5+ years in Corporate Banking for large-cap MNCs, Cards Division & Business Analytics with Double masters in Finance.

Manager - Yes Bank | MNC Banking/Commercial Banking
 • Managed asset book of INR 500 cr for European MNCs; acquired 25 new clients in FY 16
 • Spearheaded the successful integration of Yes Bank as an Issuing and Paying Agent (IPA) to BMW India, through company's largest Commercial Paper issuance ~ INR 200 cr
 • Evaluated and disbursed advances and bank guarantees worth INR 350 cr to a large construction consultancy
 • Structured term loan of INR 30 cr for a large Indian Media House; earned highest fees ~ INR 98 Lakhs for commercial banking in 2015; cross-sold financial products to five group companies

Asst. Manager - ICICI Bank | Biz. Intelligence and Debit Cards division
 • Evaluated candidate companies for strategic investments; performed due-diligence covering valuations, financial analysis/forecasting, field visits, feasibility and exit analysis
 • Managed the entire debit card portfolio of erstwhile Bank of Rajasthan
 • Key relationship liaison for Visa and MasterCard for the debit cards business of ICICI Bank

Achievements/Awards
 • Recognized for singularly developing a large automotive account for Yes Bank (first Indian Bank to partner with BMW in India)
 • Awarded Yes Bank Champions Trophy in Q4 FY15

Skills/Certifications
 • Bloomberg terminal certification in Equity Research and Fixed Income
 • Trained on SAS tool for analytics in business intelligence



GIRIRAJ SIROHI

M.Tech. (Applied Geophysics), IIT Roorkee
 B.Sc.(H) Physics, Hansraj College, Delhi University
 6+ years of international work experience in Schlumberger - world's leading provider of technology for drilling in oil and gas industry.

Directional Drilling Engineer, Schlumberger, Abu Dhabi, UAE
 • Planned and executed complex directional drilling programs to achieve targets for multiple clients in UAE
 • Led multicultural, multinational and multiorganizational teams of 20+ people in demanding drilling environment
 • Trained 6 Engineers and 10 Well Site Operators

Remote Operation Engineer, Schlumberger, Abu Dhabi, UAE
 • Brought 7.5% productivity improvement of Field personnel through successful implementation of Remote Operations in UAE, resulting in \$6m annual saving
 • Developed and implemented Training and Career Development Program for a new profile at Drilling division in Schlumberger, UAE
 • Trained and mentored first batch of 12 Well Site Operators for drilling division, Schlumberger, UAE, doubling the effective utilization of new hires
 • Supervised Schlumberger Drilling and Logging operations remotely in 5 countries-namely UAE, Iraq(Basra & Kurdistan), Yemen, Sudan, Pakistan

Logging While Drilling Engineer, Schlumberger, Abu Dhabi, UAE
 • Led four-person, multi-national teams on remote oil rigs, providing drilling services to all major clients in UAE
 • Led field test of innovative technology that enabled the doubling of drain section for client and increase in average revenue from \$0.5 million to \$1 million per job

Achievements/Awards
 • Received Appreciation letter from Geo-market manager for successful implementation of the flagship program - Remote Operation at drilling division of Schlumberger, UAE

Skills/Certifications
 • Certification course in Business Analytics, and Data Analysis using Excel



GUHA PRASAD

Mathematics Hons DU
 Senior Banking and Finance professional with 21 years of strategic leadership experience in top-tier global banks - both in customer facing and operations roles spanning Investment Bank, Retail Banking, Cash Management, Treasury Services, Business Analytics, Robotics Process Automation, Risk & compliance.

Vice President - Corporate and Investment Bank, J.P. Morgan Chase.
 • Led 40-member offshore Treasury Operations and Investment Services team for Account opening and new product setup for high net worth corporate clients spanning North America, EMEA and APAC
 • Developed and implemented overall Business Analytics strategy for Reconciliation Operating Unit to control daily reconciliation differences averaging \$56 billion. Automated the MIS process by implementing Robotics Process Automation

Associate Vice President – Africa Operations, UAE Retail and UK Credit Card Operations, Barclays Bank.
 • Led a team of 180 people, managing service levels of 10 offshore operating teams across UAE Retail and Commercial Operations, delivering savings of \$100K
 • Broad multi geographic and multi-cultural profile spanning both retail and commercial operations for UAE, Africa (in 9 countries) and UK

Senior Manager - Process Risk, Retail and Corporate Banking, Citigroup Global Services
 • Conducted risk based audits and process risk reviews
 • Enabled Senior Management to monitor risk management and compliance across a site of 3000+ FTEs

Manager - Cash Management and Electronic Banking, Standard Chartered
 • Implemented the customer de duplication and integration of ATM network during acquisition of ANZ India

Achievements/Awards
 • Q2 2015 CIB CAO Excellence Award, J.P. Morgan Chase
 • 2010 Annual Pinnacle Award from Barclays CEO for exceptional leadership
 • Q4, 2007 Citigroup Employee of the Quarter award

Skills/Certifications
 • 6 Sigma Green Belt
 • Certified Trainer in First Time Manager training program



GURTEJ SINGH

B.E. (Polymer Sc. and Chemical Tech.)
 Delhi College of Engineering
 Business Professional with 5+ yrs of sales, marketing & consulting experience focusing on new product launch, global business development & account management across Telecom, Automotive, Consumer Products & Public-sector Industries.

Sales, Elastomers BU, SABIC, Gurgaon
 • Launched the new Elastomers product portfolio through market development and channel development activities, while leading the sales and marketing in North and East India.
 • Secured contracts worth 8 million USD with further projects in progress.

Sales, Specialties BU, SABIC, Gurgaon
 • Developed and managed global telecom account business, such as Samsung mobiles and other Indian telecom companies.
 • Led 1.5 Million USD New Product Development Program (First India Driven Global program), for approval at a Korean customer through coordination with China R&D and India Manufacturing.

Industry Marketing, Railways and Defense, SABIC, Chennai
 • Developed innovative metal-to-plastic business with government bodies and defense institutions through concept selling, relationship management and project management, resulting in the biggest marketing close for the company in the sector.

Energy Mix and Feedstock Project, SABIC, Gurgaon
 • Coordinated and drove the APAC cross-functional multi-cultural project team, to understand and research the availability of petrochemical feedstock in the APAC and ANZ region.

Achievements/Awards
 • Won "Bravo Award" for achieving the first global product approval at a Korean customer- Samsung Mobiles, by effective cross functional team engagement and stakeholder management.
 • Won "Bravo Award" for realizing a new business of a Specialty product, Stat-Kon (Specialized Polymer), a first for India business.

Skills/Certifications
 • Certified "Account & Territory Planning" professional



IAN DMELLO

B.Com. (Distinction) Mumbai University, ACA (ICAI - India), CIA (IIA - USA), CISA (ISACA - USA), CPA (AICPA - USA), Pursuing CGMA (1 of 17 papers pending) (CIMA - UK)

Over 11 years of experience in audit & consultancy.

HoD Finance, Orbit, Electronic and Telecommunication, Qatar

- Increased NP ratio from 1% (FY2015, Revenue QR 30 million) to 5% (FY2016, Revenue QR 15 million), by implementing internal controls & cost-saving measures

Manager, Protiviti, Middle East, (promoted to Senior Manager but resigned)

- Led cross functional management audit teams at clients (turnover > \$1 billion) such as EGA, Alfardan, Qatalum, Barwa, ASTAD-(QP) etc., Highlighted frauds and operational deficiencies. Won repeat assignments
- Finalised 12 business proposals for Protiviti Qatar, winning 35%
- Finalised risk based 3-year audit plan for DoT & TransAD
- Highlighted huge frauds during audits

Audit lead, Dubai Investments (P/E firm)

- An audit typically includes reviewing all processes of an investment in a month. Completed 24 audits, highlighting process improvements & frauds

Senior consultant, KPMG

- Led SOX project for Sterlite & subsidiaries. Also implemented SOXat HZL (Zinc), SEL (Power), Sterlite (Copper), Balco & VAL (Aluminium)
- Reviewed procurement function of ACC, ACCCL and highlighted frauds
- Implemented CG in Sterlite and ERM in Binani Cement, receiving recognition from the Audit Committee

Executive, Aneja Associates

- Audit team member at Tata Power. Highlighted huge frauds in land department

Achievements/Awards

- CA Final first attempt, School TT champion

Skills/Certifications

- Member ICAI, ISACA

<https://www.linkedin.com/in/ian-dmello/>



JASMINE JOBANPUTRA

Chartered Accountant, Certified Financial Risk Manager, GARP, Certified Internal Auditor for ISO 22301 & ISO 27001

6 years in leadership roles across risk management, financial strategy and business process re-engineering for non-banking financial institutions.

Senior Manager, Fullerton India Credit Company Ltd, Mumbai

- Pioneered organisational framework, policies, end-to-end processes and tools to limit unpredictable losses due to operational risk to 0.5% of profit after tax and improve efficiency by ~50%
- Conceptualized & implemented KPI dashboard for top leadership covering 200+ parameters for 30+ departments
- Performed risk assessment and designed mitigation controls for 3 process roll-outs & 1 critical product launch
- Developed financial reporting controls to ensure International regulatory compliance (IFRS)

Manager, Reliance Commercial Finance Ltd, Mumbai:

- Developed overarching strategy for enhancing security mechanism of customer gold worth ₹ 16 M stored in branches across India
- Led a team of 6 consultants to develop Business Continuity Strategy and achieved 95% test success rate by liaising with multiple divisions (IT, Marketing, Finance, Legal, Sales)
- Conducted an organization-wide risk management training program for 400+ employees
- Spearheaded development of 3 in-house control systems designed for pre- and post-mitigation scoring, saving ₹5 M
- Earned ISO:22301 Business continuity management certification for head office and 9 company branches

Achievements/Awards

- 'Outstanding achievement' award across Reliance Group of companies
- 'Best Corporate Manager' award for successfully integrating control systems for management audits

Skills/Certifications

- Certified Financial Risk Manager, GARP 2014
- Internal Auditor ISO 22301, ISO 27001

<https://in.linkedin.com/in/jasminejobanputrajain>



KALYANAKRISHNAN MOHAN

B.Tech. (Electronics and Communications Engineering) SRM Institute of Science and Technology

9+ years in IT service delivery and project management with a sound knowledge in the Insurance domain. This includes an international experience of 18 months at a Fortune 500 Insurance company.

Senior Associate, Cognizant, India

- Led a team of eight in Oracle and Java technologies. Was responsible for the end to end delivery and performance appraisals of the team members
- Consulted clients on the infrastructure needs of the project and project budgeting
- Led the automation initiatives in the account through Continual Service Improvement methodology and saved around \$300,000 over a span of 18 months
- Oversaw 6 new implementations. Handled escalations and unfavorable situations that arose due to issues reported by the customer, and mistakes committed by teammates and juniors
- Project-batch coordinator for Retirement plan group area (team of 20) of Mass Mutual account (team of 500) at offshore location (in India). Inducted and on boarded 20 people in to the project

Project Lead, Cognizant, USA

- Project coordinator for a transition (merger and acquisition) project between two insurance giants Hartford and Mass Mutual. Was in charge of the commission system integration in the new environment. The revenue from this portion was about \$628800
- Led a team of four in enhancing a tracking and ledger People Soft application
- The above-mentioned projects were part of another major project that went on to be runner up in the Global Project of the Year category within Cognizant

Career Highlights

- Won Insurance Q-2 Star Performer 2011
- Client award for outstanding contribution to the project in 2013-14

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KEDARNATH KULKARNI

B.Engg (Electronics and Communication Engineering) VTU, Belgaum

Senior Manager with 10+ years (4 years in USA) of business development and technology consulting experience in leading and delivering Digital Transformation solutions for Fortune 500 Companies.

VirtusaPolaris

Executive Practice Manager (Data and Analytics Practice), India

- Won a \$15M project by designing 'Customer Insights Platform' for a top-20 US bank; led a multi-disciplinary team of 15 to create a proposal that was rated #1 among 200+ proposals in the last 8 years
- Increased data analytics practice revenues by \$12M (~15%) by developing a new data-driven client acquisition strategy and convincing my 5 senior colleagues to implement it

TATA Consultancy Services

Senior Consultant (Digital Enterprise Services and Solutions), India

- Won \$24M in new business by pitching and selling innovative Digital Transformation solutions to 9 Financial Services clients
- Established an analytics lab and coached 15 junior team members, enabling their induction into billable engagements, thus bringing in \$2M in incremental project fees

Project Manager, Charlotte, USA

- Enabled online and mobile banking for 57M customers of a top-3 US bank by coordinating digital initiatives valued at \$30M. Resolved conflicts and motivated my team of 24 members located across US, India, and Mexico
- Launched the first-of-its-kind iPad analytics app for the COO and senior sales executives of a top-3 US bank by brainstorming with business partners and guiding 3 application development engineers
- Spearheaded the custom implementation of the 'Common Sense' Algorithm - developed at MIT Media Lab - that reduced time for root cause analysis by 98%

Achievements/Awards

- Self-taught tennis player and finalist at the USA 4.0 Challenge Ladders
- RESULTS Volunteer - Liaised with media and the offices of Congressmen to raise funds for Gavi, the vaccine alliance

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KRIPA MIRIAM JOY

B.A., LL.B. (Hons.), National Law School of India University, Bangalore; LL.M, Columbia Law School, New York.

8+ years of International and India experience in corporate law in both transactional and learning & training functions.

Head - Learning & Training, Cyril Amarchand Mangaldas, Mumbai

- Established and built-up a training and development function for the firm across 5 locations in India, covering over 600 lawyers
- Developed and implemented a comprehensive training program for the firm, including detailed training modules for lawyers with varying experience levels
- Ideated and executed research, publication & thought leadership initiatives for the firm

Associate - Corporate, Paul, Weiss, Rifkind, Wharton & Garrison, LLP, New York

- Advised clients in connection with term loans, revolvers and asset-based loans. Drafted and negotiated facility and collateral documents
- Drafted and negotiated offering and fund documents for various funds, each with over \$1 billion commitments

Visiting Faculty, National Law School Of India University, Bangalore

- Structured and taught a seminar course on Negotiations for the fifth year class of graduate degree students

Associate - Project Finance, Amarchand & Mangaldas & Suresh A. Shroff & Co., Mumbai

- Drafted and negotiated financing documents for infrastructure projects such as road network expansion and expansion of an LNG regasification terminal

Achievements/Awards

- Recognised as a Harlan Fiske Stone Scholar, an award by Columbia Law School for superior academic achievement

Skills/Certifications

- Licensed to practice law in India and New York
- Staff Editor, Columbia Journal of European Law

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KUMAR SOURABH

B.Sc. (Nautical Sciences), T.S. Chanakya

7 years of global work experience in Operations, Consulting, Supply Chain, and Personnel Management.

Operations Consulting

- Conceptualized "Rest Hour Management System" for more than 350 ships and 7500 crew members, leading to reduction of rest hour violations by 65%
- Selected as the youngest officer to collaborate in a team of Master Mariners responsible for establishment of Safety Management System for 22 Chemical Tankers

Leadership and Crisis Management

- Successfully averted a piracy attack in Gulf of Aden, saving 24 lives & asset worth \$100M
- Initiated action to prevent a fine of \$1M by intercepting toxic chemical release
- Led team of 100+ crew during 3 dry docks (repairs), reducing the modification time of Safety Equipments by 35%

Process Improvement

- Optimized navigational route between Vancouver and Shanghai reducing turnaround time and saving \$100K operating cost per trip.
- Avoided ship off-hire cost of \$200K by clearing external navigational audits
- Reduced inventory cost by 20% on three ships by pioneering 4R (Recover, Repair, Reuse and Recycle) Approach

Quality Control & Performance Improvement

- Saved \$6M worth of marine fuel annually by customizing Tanker Energy Efficiency Management Plan
- Improved safety training awareness, achieving nil injuries during the tenure of Safety Officer

Achievements/Awards

- Won Quality, Health, Safety and Environment award consecutively for 3 assignments
- Led "Aao Padhe Aage Badhe", an NGO working for education in rural India through a multitude of initiatives.

www.linkedin.com/in/kumar-sourabh



MAGESH MATAPATHY

B.Tech. MIT, Anna University, Chennai
 12+ years of experience in leading IT programs spread across geographies, good understanding of global insurance (P&C) business.

Senior Professional - Application Delivery, CSC-India

- Managed an \$8 million account (technology consulting/application delivery) with Royal & Sun Alliance (2nd largest general insurance player in UK)
- Led design and delivery of large technology solutions for RSA's business-critical policy administration systems
- Conceptualized and executed an analytics project to reduce annual maintenance effort – saved 2000 hours / year
- Performed onsite lead role in a large enhancement project for Zurich Farmers (3rd largest general insurance player in US) - work involved staged rollouts to multiple states in US

Software Engineer, Infosys Limited (India)

- Executed a proof of concept project that was crucial in winning an \$800K database migration project from Hallmark Inc. (\$4 billion company, largest greeting card maker in USA)
- Executed technologically complex functional enhancements on business systems of JC Penney Inc. (one of the top 100 retailers in the world)

Achievements/Awards

- Finalist in 'Top Talent Program', an HR initiative at CSC to identify top performers for an accelerated career path
- Received multiple 'Certificates of Achievement' for contribution in various projects
- FIDE rated Chess player – won multiple tournaments in India, Sweden and USA

Skills/Certifications

- Certified Project Management Professional (PMP 2013-2016)
- Certified in Insurance Business (CII, UK)
- Certified in various Technology Stacks (Java, Mainframes)



DR. MAMTA GOSWAMI

MBBS, Government Medical College, Amritsar
 Experience of managing patients and hospitals in various settings as well as leading as an Officer with Border Security Force.

Border Security Force (BSF)

- Responsible for health, morale and welfare of ~1200 personnel in unit, heading a team of 08 paramedics
- Commanded women contingent in BSF Day parade presided by 'honourable Home Minister of India', distinction of being 1st mother and 3rd lady officer in history of BSF to do so.
- Managed 576 patients, kept panic under control during a massive dengue outbreak in Delhi in 2015
- Conceptualized and made operational Tele medicine project as part of a team of 04 members; making specialist care available to jawaans.
- Led 29 doctors in Basic Combat Training as Course-Senior; received appreciation for leadership and communication
- Implemented a Treatment Protocol that led to significant reduction in Bone-stress fractures in new recruits after statistical analysis
- Convinced 150+ individuals to voluntarily pledge to be an organ donor
- Served in hostile and sensitive areas including Kashmir.

Rajan Babu Institute Of Pulmonary Medicine And Tuberculosis, New Delhi

- Junior Residency 1 year

Achievements/Awards

- Ranked in top 0.35% in all-India CBSE PMT entrance
- 02 DGCR (Director General Commendation Roll), highest commendation in BSF
- 01 IGCC (Inspector General Commendation Card)

Skills/Certifications

- Certified Child Birth Therapist: worked on Natural Birth support and alternative medicine concepts
- Interests: Marksmen in pistol, poetess, avid reader and traveller

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MANASWIN PANDEY

B.Tech. (Honors), Instrumentation Engineering, Cochin University of Science and Technology
 Over 5 years of experience in the Energy sector with proven expertise in Operations, Project Management, Logistics and Risk Management.

Last Role: Operations Engineer, Royal Dutch Shell, Mumbai
(Past): Assistant Engineer, BG Group; Graduate Engineer, BG Group

Leadership

- Supervised a team of 20 members during the gas turbine engine change out. Created the work-scope, identified workforce and material requirements, participated in engineering studies and ensured safe execution of the project with 0 loss time injury
- Led 4-member team for research on optimising preventive maintenance for smart field equipment, improving workforce availability by 48% in a year

Project Management

- Implemented Dry Gas Seal Monitoring system in 4 Process Gas Compressors, resulting in cost-savings of \$0.75 million per year
- Designed the control logic modification for wellhead liquid dumping project, resulting in gas production enhancement by 27%

Operational Excellence

- Executed process measurement and control instrumentation to optimize production processes, ensuring plant availability at 98%, a BG Group record
- Undertook major planned shutdowns and de-bottlenecking of capital equipment for reducing machinery downtime to 2%

Achievements/Awards

- The youngest achiever of Competency Assessment Management System award in BG India for 100% completion in all 55 safety critical tasks in July 2014
- Secured 2nd Place in Shuttle badminton in Inter college competition 2011

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MANEESH SHRIVASTAVA

B.E. (Mechanical Engineering) University of Mumbai
 13+ years of diverse managerial experience, including 7 years in US, in Account Management, Program Management, IT Strategy and Outsourcing

Senior Project Manager, Infosys Ltd, Milwaukee – Greater Chicago Area, USA

- Handpicked to play the role of Delivery Partner for Harley Davidson, USA
- Led the entire projects delivery portfolio worth US \$15 M/year
- Led strategic planning and crisis management across seven client divisions by engaging and partnering with client directors
- As an Account Manager, created the first formal testing organization at Harley Davidson, resulting in a rolling 5-year contract for testing and validation
- Responsible for strategizing and planning a multi-country change management program to sell the QA vision across the client organization
- Planned, and setup an ERP Testing Centre of Excellence (TCoE) and grew the testing team from 3 members to 50 members achieving a revenue growth of 50% CAGR

Project Manager, Infosys Ltd, Hyderabad, India

- Managed the BI and Data warehouse Testing portfolio for Microsoft. Managed a35-member multi-site team
- Consolidated the multiple independently run projects into a US \$2 M/year service offering
- Led a 5-tester team on a critical reporting project that delivered cost savings of US \$ 6M over 5 years and time savings of over 97%

Achievements/Awards

- Most Valuable Player – 2005 & 2009 for account level leadership & excellence in pre-sales
- Infosys Prima Award – 2010 – Client Delight category

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MANISH MRIGANK

B.E. (Electronics & Communication), Visveswaraiah Technological University, Bangalore
 11.5 years (8.5 years in USA) of experience in Technology/ERP, HR/Finance domain; Business Transformation, Strategy, IT Service, Change and Project Management across industries.

Technology System Manager, NBC Universal Media LLC, USA

- Strategized and anchored global roll out of myHR portal for 100k+ employees by integrating SAP with SaaS vendors - leading to improved employee engagement and true repetitive business success

Business Relationship Manager/Lead Analyst, Whirlpool Corporation, USA

- Led multi-year multi-vendor global rollout of cloud-based ERP implementation (SAP-Success factor) worth \$50m, enabling new HR solution in-line with organizational vision and operational excellence for 100k+ employees
- Hand-picked to lead the \$1m project to bring 20k+ US employees' Payroll processing operation in-house and managed end-to-end operation- resulting in \$500k saving per year
- Led HR integration of several acquisitions- Hafei (Asia), Indesit (Europe), Kitchen Aid (Australia), American Dryer (USA)
- Initiated several continuous improvements(MOB) legacy system retirement (\$500k saving), cloud friendly database migration (\$150k saving), Job automations (\$150k, 50%-time reduction), incident/service request (50% volume 40%-time reduction)

Project Manager/SAP Techno-functional Lead, IBM, USA & India

- Spearheaded HR business transformation projects for fortune 50 companies (Kraft foods, Mondelez, Bristol Myer's Squibb, Merck, P&G)- Projects ranging \$100k-10m
- Designed and developed IBM Asset - Dynamic interface and payroll comparison tool, used by IBM for various project wins; Reduces development time by 70%

Achievements/Awards

- 15+ awards including "Whirlpool People Excellence Award"

Skills/Certifications

- PMP-Project Management Professional
- ITIL- IT Service Management
- HBX-Core-Harvard Business School, USA

<https://www.linkedin.com/in/manishmrigank/>



MAYANK PATEL

M.Tech (Aerospace Engineering) IIT-Madras, B.E (Mechanical Engineering), North Gujarat University
 10 years of experience in Aerospace Design and Analysis, Project Management, Operation Management in Aeronautical Development Agency (DRDO).

Scientist/Engineer, Aeronautical Development Agency (DRDO)

- Led a 7 member team working on air frame aero-elasticity analysis that contributed to Final Operational Clearance of LCA Airforce - Mk1 and induction in Air-force squadron "Flying Daggers" with 100% safety records
- Reduced number of test flights by 15% that resulted in cost savings of 12.5 crores as a part of the LCA Air force-Mk1 project
- Presented the feasibility and design analysis for LCA Navy-Mk2 and LCA Air force-Mk2 to Design Review Committee comprising of senior DRDO scientists and Indian Air Force and Indian Navy officials
- Coordinated, monitored and reviewed projects outsourced to National Aerospace Laboratory and IISc, Bangalore as the subject matter expert
- Carried out 90 in-flight flutter test points on LCA Navy and LCA Air-force variants
- Led the team carrying out shock and vibration analysis and testing of primary airframe structures for Arrest or Landing of LCA Navy-Mk1
- Led the team carrying out ground vibration testing of LCA Naval variant with various stores and weapons configurations

Achievements/Awards

- Received an outstanding promotion in 4 years as compared to DRDO norm of average 5 years
- Received Governor's Award from Governor of Gujarat for Bharat Scouts and Guides in year 2000
- Published a technical paper for Publication International Conference on Structural Safety and Reliability, at Columbia University, New York (2013)

<https://www.linkedin.com/in/patel-mayank/>



MEGHA BANSAL

B.Tech. (Electronics and Telecom Engineering)

8.5 years of proven leadership skills in procurement, planning, production and supply chain management including cross continental collaboration with Russia, Israel, Belarus and France.

Deputy Director, Ministry of Defence Production, Dehradun, India

- Led team of 190 people for production of thermal imager and fire control systems for Military Tanks with turnover of \$ 200M and asset management of \$400M
- Led \$ 350M worth of capital projects & steered contract negotiations/ price negotiations resulting in issue of RFPs
- Enhanced the production capacity of fire control system of Tank T90 by 40% through capacity building and workforce development
- Recruited, designed training programmes and trained 150 candidates at all India level

Scientist "B" DRDO, (MOD) GOI

- Achieved 25% defect reduction in Video tracker and image processing of Nishant aircraft
- Reduced servicing handling time by 40% in Dornier aircraft through effective IMS

Awards and recognition

- Best Employee Award for Indigenization of Tank T-90 under Make in India Program, saving a total of \$ 2.5M yearly
- Young Employee Award for pioneering first repair facility in India for Ballistic Computer of Tank T-90 saving \$ 5M yearly
- Board Member on Indo-Belarusian & Indo-Russian Joint Commission for Military Technical Corporation at MOD (Selection ratio 2%)
- Qualified Indian Engineering Service (IES- 2008) (success rate of 1%), with all India Rank, 47

Skills/Certifications:

- Certified Six Sigma Green Belt from KPMG.

www.linkedin.com/in/x17meghabansal



MEGHA SRINIVASAN

B.Sc. Life Sciences (National University of Singapore), B.Ed (Tamil Nadu Teacher Education University)

8.5 years total work experience, with 5 years of international experience in the pharmaceutical industry followed by 3.5+ years in school education and non-profit management.

School Education Management; Chennai, New Delhi

- Strategic Management-Led whole school development initiatives in two schools - implemented a performance management system, initiated key strategic partnerships (Teach for India, CBSE, Edtech companies, child protection and safety organizations etc.), managed logistics and campus infrastructure
- Curriculum management- Spearheaded curriculum and assessment changes for K-12 segment, revamped student score reporting process, initiated mentorship programmes for students and teachers

Non-Profit Project Management; Learning Links Foundation, New Delhi

- Led Project IRIS (Initiative for Research and Innovation in Science)- a CSR initiative of Intel, in collaboration with Department of Science & Technology (GoI) and CII to successfully impact >10,000 students and 1,000 teachers
- Provided strategic advice for Hewlett Packard's NETA (National Education Technology Assessment) project, enabling teachers integrate technology in classrooms, impacting ~200 students

Brand Management; Glaxo Smith Kline Singapore

- Successfully managed 6 vaccine brands worth SGD 7 million per annum
- Awarded for successful launch of 3 HCP (Health Care Professional) campaigns, coordinating cross-functionally to develop market research plans, collaterals, pricing packages, legal contracts etc.

Achievements/Awards

- Awarded for conceptualization and execution of Biodiversity projects in Tamil Nadu schools
- Awarded the Glaxo SmithKline Excellence award thrice for contributions to the Clinical Research and Marketing teams
- Recipient of the prestigious SIA-NOL scholarship for pursuing undergraduate studies at National University of Singapore

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MITHI SHAH

Chartered Accountant (ICAI) - Rank holder at all levels Company Secretary (ICSI) B.Com. (Narsee Monjee College, Mumbai University)

Independent Professional with 6.5 years of experience in insurance claims, risk consulting, litigation advisory, audit, and direct tax consulting.

Proprietor, Mithi Shah & Associates, Chartered Accountants, Mumbai

- Provided expert opinion on business interruption insurance claim of US\$ 13 million to an arbitration panel comprising of ex-Chief Justice of India and ex-Supreme Court judges
- Conducted asset valuation for multinational corporations having asset base of US\$ 50 – 140 million
- Supervised internal audit of a multinational media company, and identified revenue leakages worth US\$ 2.5 million
- Represented claimant before the National Consumer forum in an insurance claim of US\$ 3 million against a large public sector insurance company
- Led risk inspection of a diamond processing company having stock worth US\$ 100 million
- Conducted loss surveys for Tata AIG, Bajaj Allianz, Future Generali and United India Insurance
- Trained and led a team of 10 associates in statutory audits of companies with turnover of US\$ 1- 15 million

Assistant Manager, Citibank, Mumbai

- Oversaw BASEL and RBI reporting for a corporate advances portfolio of US\$ 75 million

Chartered Accountant Internship – Deloitte and other firms, Mumbai

- Part of Statutory Audit team of Reliance Industries Ltd.
- Led tax litigations and transfer pricing proceedings at multiple forums

Achievements/Awards

- All India Rank 20 in CA final, Rank 7 in CA inter, and Rank 17 in CA foundation
- Among the Top 1% in B.Com, Mumbai University level examination

<https://www.linkedin.com/in/mithishah/>



MUKUND KRISHNAN KUMAR

B.E. (Manufacturing Processes & Automation), Netaji Subhas Institute of Technology, Delhi University

Business Transformation specialist with 10+ years of cross functional experience in Operations Management, Performance Improvement, Business Development and Technical Advisory.

Senior Manager-Asset Services, CBRE South Asia Pvt. Ltd., Gurgaon

- Provided technical expertise for portfolio management of 15 million sqft of IT SEZ's and IT Parks at Brookfield India
- Responsible for centralized monitoring of key performance operational metrics such as Energy, Manpower in addition to the Annual Operating Plan and Budget worth INR 600 Cr
- Involved in due diligence of 500 kW Solar Rooftop Power Plant on Energy Service Co. model

Manager-Operations, Knight Frank India Pvt. Ltd., Gurgaon

- Managed cross functional key accounts including Labs, Malls, Office Complexes and Luxury condominiums with a recurring fee business of INR 1 Cr per annum
- Implemented Aerocity District Management Plan in partnership with Delhi International Airport Limited (DIAL)

Engineer, The Indian Hotels Company Limited, The Taj Mahal Hotel, Mumbai

- Participated in Post Damage recovery project of the Hotel with a CAPEX of INR 350 Cr
- Led the sustainability initiatives of the hotel including Green benchmarking & Energy efficiency retrofits with a CAPEX of INR 50 Cr.

Achievements/Awards

- Awarded Best Key Account Manager (KAM) 2012-13 amongst 45 managers across India.
- Achieved Silver Rating for The Taj Mahal Hotel, Mumbai under the Earth Check Certification Programme
- Recognized for outstanding services to the US Presidential Delegation, by the White House Communications Agency

Skills/Certifications

- IGBC AP (Indian Green Building Council, Accredited Professional)
- Certified Graduate Engineering Trainee (Power Management Institute, NTPC)

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NAKUL KELKAR

B.Tech. (Electrical Engineering) NIT Kurukshetra

Consultant for SAP Business Intelligence Solutions and Android App Developer & Product Manager.

Consultant at Deloitte Consulting Pvt Ltd (Member of Deloitte Touche Tohmatsu)

- Led a team of 5 to deliver more than 200+ technical objects in a span of 1 month, further enabling client sales
- Developed and delivered various reports resulting in 30% optimization of work flows and reduced impact on 200+ users in case of failures/downtime
- Resolved 1000+ issues and delivered more than 200+ enhancements over a period of 3 years for multiple client

Business Technology Associate at Deloitte (Member of Deloitte Touche Tohmatsu)

- Worked on multiple engagements simultaneously as individual contributor / team member / team lead switching roles as per requirement
- Enhanced existing Integrated Planning capability for pharmaceutical distribution client to accommodate 3 newly acquired distribution centers enabling purchase orders worth 300,000+ euros per annum

Co-Creator, Blood Connect Mobile APP

- Blood Connect is an android mobile app to connect blood donors with recipients in shortest possible time by leveraging GPS location tagging
- One out of the two co-creators responsible for requirement gathering, development, testing and launch of the app
- Single handedly spearheaded product development, user experience and back end data modeling of the project

Achievements/Awards

- 4 Spot awards and 1 Applause award in a tenure of 5 years in Deloitte

<https://in.linkedin.com/in/nakulkelkar>



NAVEEN S G

BE, Information Science and Engineering, BMS College of Engineering, Bangalore

Senior Software professional with 15 years of global experience in business development, stakeholder management, pre-sales, project management & ERP consulting.

Founder, 2MG Consultancy Services

- Generated consulting revenue of \$ 1M in the first 6 years of Operation
- Delivered SAP consulting assignments for marquee customers in South Africa, India and Singapore
- Managed client relations with clientele to ensure customer satisfaction, repeat business and referral opportunities
- Led multi-national team of 10 people in delivering the consulting projects
- Subject matter expertise in SAP Financials area
- Led the budget management track of ERP implementation project for Finance Department of Govt. of Andhra Pradesh which is the first ever SAP implementation for any government department in India

Consultant - SAP India

- Delivered global roll outs, application support, upgrade and improvement projects
- Defined implementation strategy by identifying Risks, Assumptions and Constraints
- Collaborated in fit-gap analysis, solution design and development for the ERP implementations
- Delivered consulting assignments across diverse domains including Oil & Gas, Pharmaceuticals, & Public Sector
- Played the Project Lead role with overall responsibility of solution implementation and execution

Developer - SAP AG Germany, Principle Technical Consultant - SAP Labs India

- Handled coordination between SAP AG design team and SAP Labs India development team
- Led a team of 5 developers in developing data migration cockpit tool

Senior Software Engineer - Honeywell, Bangalore

- Developed test automation scripts using Winrunner and VBScript

Skills/Certifications

- PMP Certification from PMI
- Certified SAP FI Consultant - ERP 6.0
- Six Sigma Green Belt

<https://in.linkedin.com/in/naveensg>



NEHA MAHAJAN

B.E. (Electrical and Electronics)
Manipal Institute of Technology,
Manipal.

9+ years of experience in IT
Service Delivery, IT Consulting
and Project Management;
worked across domains for
Fortune 500 companies and
public sector.

Principal Consultant, Genpact Headstrong Capital Markets, Noida

- Managed an \$8 million project with a team size of 50+ associates, for a Fortune 50 US pharmacy chain
- Set up a 20-member 'Customer Experience' team from scratch in 2015; Improved net promoter score by 5% by implementing 25% overhaul of existing system within 1 year
- Delivered business impact of \$1 million through ideation labs, employee engagement and client connect
- Defined and implemented a defect prediction model that reduced weighted defect delivery rate by 20% and was accepted as baseline for subsequent releases
- Assessed current state of digital operations for a US pharmaceutical firm and provided recommendations for future state process and roadmap
- Ramped up second line of leadership: groomed 4 team leads and 10+ SMEs over 2 years

Senior Consultant, PwC, Gurgaon

- Consulted senior officials from Bhutan Government on the solution architecture and infrastructure needs of a Government to Citizen project
- Spearheaded implementation of web analytics to formulate marketing plan for clients
- Worked on 2 winning proposals each budgeted over \$200K

Assistant Systems Engineer, TCS, Kolkata

- Developed source code for the annuity product of a US Insurance Corporation
- Optimized new recruit on boarding procedure by one week

Achievements/Awards

- Rated among top 20% employees at Genpact for 2 consecutive years (2013-2015)
- Recognized as exit reversal champion for Q2-2016 for turning around team exits

<https://in.linkedin.com/in/nehama-hajan>



NIKITA CHAVAN

B.Sc. (Biotechnology),
K.J. Somaiya college, Mumbai

6 years of diverse experience in
Corporate Marketing, Brand
Management & Learning
Management Systems in the
Pharmaceutical Industry.

Product Manager, Cipla Pharmaceuticals, Mumbai

Corporate Marketing and Brand Management

- Conceptualized and executed strategy for promotion of brand 'Cipla' to physicians via customer engagement activities campaign, branding collaterals and team development exercises
- Led a team of 30 cross-functional members to successfully represent Cipla (3 times) at national events such as APICON for 7,000+ Physicians, generating ~15% incremental sales
- Created and executed the annual marketing budget of USD 1 mn (INR 6.5 cr) for my team
- Initiated engagement of new doctor segment via successfully conducting 11 national webcasts with ~75 medical colleges across India- Developed 1,800 new doctor relationships for the organization
- Collaborated with 12 therapeutic divisions as part of the corporate brand management team and successfully developed corporate initiatives for Physicians - developing synergy with top customers

Learning Management System (LMS)

- Managed the LMS (First in the Indian Pharmaceutical industry) with 10,000+ users; ensured active user participation via ideating marketing campaigns, incentivizing meaningful participation and providing execution support - LMS usage rate improved by 30%

Soft Skills and Sales skills Trainer – (Training)

- Conducted soft and sales skills training for sales executives, business & sales managers across the country - 135 sessions

Achievements/Awards

- Youngest person to achieve Cipla Achiever of the Year Award in 2013
- Excellence award for contribution to the Alliance team (Corporate marketing) in 2014

Skills/Certifications

- Diploma in Drug regulatory and Intellectual Property Rights from Narsee Monjee Institute of Management Studies (NMIMS), Mumbai

<https://www.linkedin.com/in/nikita-rc/>



NIRMAL KUMAR RAVINDRAN

B.E. (Mechanical Engineering)
Anna University, Chennai

10 years of global experience in
Product Development and
Implementation, and Account
Management in the Software
and IT Services Industry
managing clients from USA, UK,
Middle East and India.

Account Manager, Pramati Technologies Private Limited, Hyderabad

- Handled key client accounts and brought in additional revenue of \$150,000 within 6 months
- Headed the PMO team responsible for Delivery and Operational Excellence by introducing technology driven processes for data capture and analytics which improved overall client experience by 20%
- Introduced "Succession Planning" and "Skills Matrix" companywide which reduced the time taken by Project managers in identifying and allocating the right resource for projects by 50%

Project Technical Manager - Product Development, ADP Solutions Private Limited, Chennai

- Lead the core strategic implementation team involved in developing a state of the art global product right from its conception
- One of the main change agents in adopting the Agile delivery methodology across 7 engineering teams of size 15 each
- Completed more than 10 end-to-end product implementations with hands on experience in requirements gathering, resource planning, product training and familiarisation and technical support
- Identified the need for a customised employee training module and implemented the same with the help of Learning and Development team which resulted in better team motivation, shorter learning curve and increased output

Achievements/Awards

- Awarded prestigious President's Club Award (ADP's premier employee recognition award) in the year 2013

Skills/Certifications

- Certified Scrum Master - November 2014 from Scrum Alliance

<https://in.linkedin.com/in/nirmalravindran/>



NISHANT KHUNGAR

M.Sc. (Tech.) Information
Systems, BITS Pilani

Skilled Corporate Strategy
Professional with over 5 years of
experience in Strategic Planning,
Budgeting and Business
Operations in the Technology
Industry.

Senior Analyst - CEO's Office, Bristlecone India Limited

Strategic Planning

- Prepared and implemented regional annual plans with APAC and EMEA BU heads to manage revenue of \$35M, achieving regional growth of 20% in line with targets
- Conducted data driven planning for key account management, extracting 10% higher revenue YoY
- Modelled and established compensation & incentive structure for extended leadership team, leading to uniformly spread desired revenue mix
- Performed due diligence for 2 acquisition targets for strategic fit suitability, preventing un-favourable acquisition

Business Operations

- Conceived and delivered transformation initiatives, in collaboration with leadership team to optimise the customer acquisition process by introducing on-demand analytics, helped increase win-rate by 13%
- Built predictability models to generate accurate pipeline, improving the accuracy of revenue forecast to over 95%
- Delivered 5 Oracle Value Chain Planning projects, ensuring accurate generation of Demand Planning forecasts

Process Improvement

- Improved the customer acquisition process by institutionalizing a new process and designing the training module for stakeholders, leading to universal user adoption and increasing the process rating from 2 to 4 (scale of 0-5)

Achievements/Awards

- Awarded 'Demantra' - Delivery Excellence and Spot Award - in 2012, for consistently delivering high quality solutions to the client

<https://www.linkedin.com/in/nishantkhungar>



NISHANT KUMAR

B.E. (Electronics &
Communication), Birla Institute
of Technology, MESRA

A seasoned leader with 10 years
in IT consulting in BFSI sector in
global roles across Europe and
Asia-Pacific with focus on
leveraging technology to meet
organizational and business
goals

Delivery Manager, Risk Technology, ANZ Operations & Technology, Bangalore

- Delivered projects achieving organizational KRAs, business process simplification, and technology uplift of ~\$3 million OPEX and ~\$7 million CAPEX budget YoY
- Identified and reduced key vendor risk and internal strategic knowledge loss, by establishing in-house maintenance team, saving ~\$1,000,000 YoY in the process
- Led change management with introduction of Metric based KPIs, knowledge management practices, flex-resourcing policies and role charter for the team
- Improved synergy between business and technology team by establishing best practices for effective communication and continued engagement

Project Manager, Tata Consultancy Services, Amsterdam/Mumbai

- Led BI consolidation for leading European Bank (€1.2 million, 8 months, 10 departments, ~1000+ reports)
- Led cross functional, cross cultural and global teams size 9-20 both from onsite and offshore locations
- Managed post-merger IT implications for leading European Banks, migrating ~9 million retail and 1.5 million commercial customers

Achievements/Awards

- Team competition: "Codestruck": Created a working model for campaign evaluation using social media feeds
- Individual: "Take Charge & Excel": For reducing key vendor dependency and 30% cost reduction
- Team recognition: "Star Team": For improving Test environment with 15% improvement in testing efficiency
- Individual: "Star of the month": For setting design best practices

Skills/Certifications

- Certified ScrumMaster®

<https://www.linkedin.com/in/nishantkumar3>



POONAM CHANDNA GOLECHHA

B.Sc. (Statistics), M.Sc. (Statistics)
Madras University,
LL.B. - Osmania University

6.5 years of work experience in
Retail Banking, Corporate
Banking, Loans & Advances with
the largest bank in the country,
spanning functions from
Business Development to Sales
Operations.

Manager, State Bank of India, Hyderabad

Corporate Banking - Business Development

- Managed client relationships with different industries viz manufacturing of defense products, dairy products, oil & gas and Chemicals
- Successfully brought into the books of SBI Industry majors and its dealers like SML - ISUZU, BPCL, IOCL
- SPOC for 25 different SME clients handling a diverse portfolio of approximately 40 crores. Engaged and partnered with various strategic clients to provide assistance for their Working Capital/Term Loan needs

Personal Banking (Branch Manager) - Operations Management

- Worked as a Branch Manager for 3 years and was able to bring the branch out of operational losses in its first year of operations
- Successfully led a team of 12 people to become the largest provider of Car Loans in the semi-urban category with a disbursement of 3 crores per month
- Led the branch to be adjudged the No 1 Branch Pan-India for the number of CDM hits resulting in 25% reduction of branch operational costs
- Built, led teams and organised over 100+ events as official emcee, from Corporate Events, to Award Functions for SBI, SBI Life, SBH

Achievements/Awards

- Awarded the "Best Branch - Semi Urban" for highest performance in Alternate Channels

Skills/Certifications

- JAIIB, CAIIB - certified by the Indian Institute of Banking and Finance.
- Professional Theatre Artist - Performed over 25+ shows across India including NCPA, Bombay

<https://in.linkedin.com/in/poonam-chandna-golechha>



PRAKALP MEHTA

B.E. (Chemical Engineering)
Mumbai University

12 years of experience in Sales, Marketing, Business Development, Projects and Production in Chemical & Pharma Industry in India, Germany and Singapore.

Sales Manager, Moore Dye-Chem Pvt. Ltd., India

- Established the tolling business of Specialty Chemical used in the Dyes industry
- Conducted market research, potential and competitive scenario for anti-corrosive pigment used in the paint industry

Evonik Group

Business Manager, South-east Asia

- Led the Bio-diesel catalyst business in the region worth \$ 8 million
- Managed South-East Asia channel partners, set targets and conducted annual reviews

International Sales and Marketing Program, Germany

- Conducted a detailed market gap analysis for the Silane potential in the electronic industry for Asia region
- Developed sales strategy to increase business of Super-absorbers for Middle East North Africa region

Business Development, India

- Led Intermediates business in the dyes industry worth \$ 4 million in India region
- Developed 5 new customers resulting in sales growth of over 40%

Sr. Sales Executive, Remik Marketing Services, India

- Promoted Industrial and Paint Chemicals in the Mumbai region worth ₹ 2.5 Cr
- Controlled working capital, grew product margins and monitored payment collections

Project Engineer, Synergia Life Sciences Pvt. Ltd., India

- Led Burns and Wounds product scale-up and production stabilization
- Installed and commissioned pharma equipment worth 35 lacs

Achievements/Awards

- First Indian participant to be chosen for the prestigious International Sales and Marketing program of Evonik Industries
- Grew sales by 30% in Malaysia during stint in South-East Asia for Evonik

<https://in.linkedin.com/in/prakalpmehta/>



PRASANT AGRAWAL

B.E. (Electrical and Electronics)
BITS, Pilani

11+ years of cross-functional and diverse international experience of team management and product development across MNCs and start-up; expert in product management for Consumer Electronics, IoT and Networking.

Principal Engineer, Solarflare Communications, Delhi

- Managed deliveries of FPGA based networking product for \$4M worth clients in UK & USA using Agile framework
- Coordinated with US marketing and UK support group for product/feature development for high-frequency trading and banking data-centre

Chief Product Engineer, Samsung Electronics, Delhi

- Member of Samsung Architect Board (Top 1%) - pioneered central architecture review of business-critical projects for early detection of design threats to reduce time-to-market
- Spearheaded initiatives for winning 25% additional high-value projects through 100% success rate in subsidiary benchmark certification conducted worldwide by HQ
- Conceptualised, designed and deployed production software for Samsung factory; achieved 30% higher set top box production
- Led 14-member multi-functional team on gateway product; coordinated with HQ program owners on CISCO / Open TV products for Brazil, Singapore, and Indian markets

Technical Leader, ST Microelectronics Pvt Ltd, Greater Noida (IN) & Bristol (UK)

- Identified and implemented upcoming digital trends for complex product development in home entertainment division as part of 20-member global change leadership team
- Represented India centre in UK - 15-member global task force for requirement analysis and design of high-end unified multimedia stack for upcoming chipsets
- Led automation framework development to achieve 75% reduction in turnaround time for 10+ chipsets, increasing external customer satisfaction

Achievements/Awards

- Received Samsung annual award for Best Team Lead - 2013 (Top 0.5%)

<https://in.linkedin.com/in/prasantagarwal>



PRASHANT

MS (Chemical Engineering)
University of Alberta, Canada
B.Tech. (Mechanical Engineering)
NIT Allahabad

9+ Years of global experience in IT/Engineering services, Project Management, Delivery, Business Analysis, and Client Engagement.

Project Leader, QuEST Global, Bangalore

- Led software projects worth ~\$2M for top aerospace clients managing complete SDLC including RFQ, budgeting, forecasting, execution, QMS and delivery
- Managed productivity improvement initiatives achieving 30% reduction in end to end validation efforts amounting ~\$1M
- Planned and executed the recruitment and ramp-up strategies ensuring business continuity during transition
- Achieved zero non-compliance on AS9100C (must have QMS for aerospace business) external audit

Project Leader, QuEST Global, Singapore

- Spearheaded the onsite and offshore teams on a strategic assignment worth \$1.2M for a new client resulting in the savings of ~\$2M/year
- Worked actively for client engagement and business development strategies resulting in new projects worth ~\$5M – reported directly to Regional Manager, QuEST Singapore in this role

Research Engineer, Fluidyn Software, Bangalore

- Delivered engineering software solutions, as a core team member, to defense sector clients worth INR 10Cr

Project Engineer, Wipro Technologies, Hyderabad

- Led discussions with business stakeholders to identify strategic needs and oversaw development of software solutions
- Developed B2B enterprise applications, as a key member of the global team, for leading OEMs such as General Motors, 3M

Achievements/Awards

- Won awards for top project on-time delivery, and top project maturity (top 2%) among 300 members of delivery team
- Won performance excellence awards (top 5%) among 45 members of program team

Skills/Trainings:

- Agile, Scrum, Six Sigma (DMAIC) Training

<https://in.linkedin.com/in/x17prashant>



PRASHANTH KUNAPANENI

B.Tech. (Civil Engineering)
IIT Guwahati

9+ years of global experience in Software Product Development, Project Management, Pre-Sales and Customer Engagement.

Technical Lead, Cavium, Hyderabad

- Supervised Design and Development of first of its kind SDN based server adapter with full OpenV switch support
- Coordinated pre-sales and post-sales engagement with China's biggest e-commerce company and successfully integrated the product into existing cloud infrastructure
- Conceptualized innovative distributed-firewall solution which resulted in 50% performance improvement and a new order of \$500k
- Collaborated successfully with Customer to reduce cost of their SDN based IoT solution by 30%

Software Engineer III, Cisco, Bangalore

- Coordinated successfully with US team for integrating software for next-gen switching platform
- Managed Customer escalations and streamlined process which reduced defect turnaround time by 25%

RTSW-Design Engineer, Orckit-Corrigent, Chennai & Tel-Aviv

- Co-led an initiative to establish Indian R&D center and built a team from scratch
- Led a team of 6 multi-site Engineers (India, Israel) responsible for designing and developing multiple features
- Supervised an 8 member team to develop a Telecom software product critical for a customer demo in a condensed time line

Senior Software Engineer, Aricent, Chennai

- Created technical proposal for a new product feature which increased project revenue by 20%
- Conceptualized a new communication module which reduced development effort by 25% and product cost by 10%

Achievements/Awards

- Two Cisco CAP awards for effectively handling customer escalations
- Rated "Best Performer" for three consecutive years at Aricent

<https://www.linkedin.com/in/prashanthkunapaneni/>



DR. PRATIK DOSHI

MBBS, GSMC & KEM Hospital;
MS (Ophthalmology); DNB;
Fellow of International Council of
Ophthalmology (FICO), London

Skilled healthcare specialist with 5+ years of surgical experience along with demonstrated ability in hospital management and leading cross-functional teams.

Surgical expertise

- Performed 800+ complex surgeries and trained junior doctors, helping achieve the state's target for reducing preventable blindness
- Managed 6000+ patients in 5 months at Aravind Eye Hospital: India's largest eye-care hospital with annual footfall of 3.7Mn patients

Leadership

- Led a team of 5 doctors to improve the response time for performing complex emergency surgeries by optimizing resources in overburdened public healthcare
- Collaborated with a team of 15 diverse doctors to streamline flow of patients in a tertiary care hospital (35000+ patients annually)
- Spearheaded the marketing drive for eye donation, in liaison with the Lions Club, resulting in 50% increase in eye donations in Goa

Hospital Management

- Optimized the referral process by creating a communication channel between nodal hospital and secondary care center to reduce the peak load at nodal hospital
- Assisted in designing procurement policies of ophthalmic equipment worth ₹10Mn for expansion of the clinic
- Formulated and implemented an evaluation system for cataract surgery complications by analyzing data of 7500+ surgeries, reducing the incidence of complications by 14%

Achievements

- Merit in FICO Part 1 (Top 0.5% of the candidates)
- University Topper in MS Ophthalmology

Research

- Authored 5 publications in international peer-reviewed journals
- Presented 4 research poster in All India Ophthalmological Conferences

<https://in.linkedin.com/in/drpratikdoshi>



PROTICK GHOSH

B.Tech. (Mechanical Engineering)
NIT Kurukshetra,
MBA (Oil & Gas) UPES Dehradun

8.5 years of work experience in Supply Chain, M&R, HSE& Project Management in the Oil and Gas Industry.

Manager/Deputy Manager in charge of M&R/HSE and Projects- Hindustan Petroleum

- Handled entire pre-project activities of a Railway Siding Project worth INR 100 crores and implementation of biofuel storage and despatch facilities at Budge Budge
- Led the operations team which successfully commissioned a Brownfield Terminal Revamping Project worth INR 200 crores.
- Introduced sustainability measures at Kolkata Terminal making it the first POL Location in the country to be certified ISRS Level 8.
- Active member of Team "Sankalp", an initiative to increase the safety quotient of oil installations across the country which also received the Golden Peacock Award.
- Pioneered Reliability Centered Maintenance as a maintenance tool to reduce equipment downtime

Operations Officer in charge of LPG Distribution (East Zone)- Hindustan Petroleum

- Increased Thruput of domestic bulk LPG by 40%, Industrial LPG by 20%, streamlining logistics and opening new supply points. Increased Auto LPG dispatches by 300% to place HPC as the leading supplier in eastern zone.
- Developed an in-house logistics model for packed LPG facilitating cost reduction and stakeholder satisfaction
- Implemented cost savings worth \$1.5 million (reducing import demurrages) on behalf of the industry.

Achievements/Awards

- Winner of the HPCL Outstanding Achievement Award 2010-11
- Convener of "Confluence-2008", a national level cultural festival of NIT Kurukshetra
- Student's Head, English Literary and Debating Club, NITK
- Vice President of "Mech-Soc", The Official Society for Mechanical Engineers of NITK
- Editor-In-Chief of "The Helios", The Official Institute Magazine, NITK

<https://in.linkedin.com/in/protickghosh>



PUJA CHAKRABORTY

B.Tech. (Computer Science and Engineering) West Bengal University of Technology

8.5 years of diverse work experience in Strategy Consulting, Technology Consulting, Business Development, Software development in large B2B e-commerce company and giant Telecom MNC.

Senior Manager - Technology Consulting, Mjunction Services Ltd

- Fetched business worth \$2.5 million through technology consulting for PSU client
- Led organization-wide 12 strategic initiatives (cost cut by 25%) as a Program Manager
- Certified external assessor for Tata Business Excellence Assessment
- Appraisal Team Member for CMMI ML 5 Assessment
- Elevated CSR initiative to successfully create more than 50 job opportunities

Assistant Manager – Strategy, Ericsson Global India Services (EGI)

- Facilitated Ericsson's increase of wallet share for the largest telco of South Africa
- Initiated market research around Mobile Financial Services to generate business across Latin America and South Africa
- Developed Go-to-Market strategies for ICT transformation projects / Smart Cities in Middle-East
- Assisted Business Engagement Head of East and Central Asiawith Strategic Account Management Initiatives

Co-founder, Amma's – Stitching School (Revived grandmother's school)

- Business development – from 5 students/batch to 35 students/batch within 3 years
- Alliance with LUCY (NGO) to support its Women Empowerment wing
- Groomed, skilled and created employment opportunities for more than 150 women

Achievements/Awards

- Shining Star @ Mjunction: Employee with steepest growth in first six years
- Outstanding CRM @ Mjunction: PSU client recognized my CRM activity
- Rockstar @ Ericsson: Exemplary contribution towards Brand Management of Strategic events

Skills/Certifications

- Business Excellence and Quality Management - TQMS
- Customer Relationship Management - TQMS

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RAGHAV GROVER

PGDM (Mktg) K J Somaiya Institute of Mgmt. Studies & Research, B.Tech. (CSE) Punjab Technical University

10+ years experience in creating/leading high performance teams with P&L responsibility across multiple industries. Spearheaded one turnaround and one startup story successfully.

Vice President - Consulting, Employee Benefits, Marsh & McLennan

- Led Regional Employee Health & Benefits Practice Consulting team; supported business vertical with \$17 M in revenues
- Increased Employee Benefits Practice penetration from 24% to 47% in three years, contributing to over \$3 M in revenues
- Designed & implemented market leading new innovations in Employee Benefits portfolio for over 6 years

National Business Head; E-Meditek Wellness Services Pvt. Ltd (Start-up:- Now called Wellogo)

- Successfully scaled up start up to a 80+ headcount to establish profitable book of \$2 million annual revenues within 2 years
- Created various revenue streams for sustainable growth; includes Healthcare Consulting Solution, Unique Healthcare payment solution, Loyalty program, OPD program, E-commerce model & App based solution

Regional Head; Apollo Life- Apollo Hospitals Group

- Turned around Loss making unit of Apollo Hospitals Group "Apollo Life" in less than 2 years
- Grew business to contribute \$9M in annual revenue (50% of total company revenues) with 38% NOI, managed vertical of 280 headcount including contractual staff
- 30% new revenue was generated through consulting services to corporate clients

Achievements/Awards

- Launched India's first Visa prepaid healthcare card "Medicash" with VISA & Ratnakar Bank
- Launched Nepal's first Medicash healthcare card with Nepal Investment Bank Limited (NIBL)
- Won "Best Global Prepaid Programme - 2013" by prestigious Prepaid Award Co. in London
- Won "Best Cashless Payment Program - 2013" by Financial Inclusion Payment System handed over by the Hon'ble State Finance Minister
- Brought innovation with Instant Medical Claim Authorization process with L&T Insurance products

Skills/Certifications

- Certified Direct Insurance Broker by IRDAI

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RAHUL AGARWAL

B.E. Hons (Electrical & Software Engineering) University of Glasgow UK and National University of Singapore

5 years of global work experience in Operations, Project Management, Strategy, and General Management at a manufacturing organization.

Divisional Director, Hi-Tech Group, India

- Headed 4 chemical manufacturing plants across India, China - team of 250 technicians, 20 line managers. Managed operations, strategy, marketing & business development teams and budget of \$12m
- Formulated growth strategy and managed \$10m project for capacity expansion. Led team of 5 business analysts and structured credit financing via bank term loans worth \$8m
- Increased penetration in EMEA markets, galvanized disparate teams and established technical service divisions, increasing revenues by 12% and decreasing time-to-resolution by 55%
- Spearheaded 7% rise in profits through product innovation and process optimization

VP(Operations), Hi-Tech Chemicals, India, Germany

- Increased production efficiency by 25% in collaboration with the operations team by optimizing pressing time
- Decreased loss of energy by 30% and improved waste utilization by 80% through sustainable initiatives

Process Manager, Hi-Tech Chemicals, India, China

- Integrated technology across site-locations, improving business intelligence and decreasing mean-time-delivery by 30%
- Developed statistical process control techniques in-line with ISO9001. Integrated capability studies into the quality system, improving quality assurance

Software Developer, Fujitsu Inc., Japan

- Designed the architecture and protocols of a massive data-analysis platform

Achievements/Awards

- India Representative, Global Leaders Conference, USA(2008). Debated on issues of global importance (United Nations)

Skills/Certifications

- Officer Cadet, Royal Naval Unit UK (2008-09)
- First Class Diploma (Fine Arts), India (2003)

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RAJIV RANJAN MISHRA

B.Tech. (Mechanical Engineering), IIT Delhi

10 years of work experience including 8 years of international experience in Operations, Operations Management and Project Management for two leading oilfield service companies across 5 countries.

General Field Professional, Halliburton Energy Services, Angola

- Planned and executed 20+ high profile, deepwater wireline logging operations for Chevron with \$20M in revenue realization
- Led a critical pipe recovery operation for Chevron on BN615 well, resulting in the recovery of \$62M well
- Led a 4-member core team responsible for driving API-Q2 certification activities and audits for our location
- Planned and executed extensive field testing of Welltec downhole tractor services, resulting in their integration with Halliburton on logging services and retention of \$24M contract for downhole tractor services

Engineer in Charge, Schlumberger Oilfield Services, Sudan

- As Engineer in Charge of Heglig base, managed \$48M wireline operations with 10 drilling rigs, 20 engineers and an extensive portfolio of open hole logging tools
- Planned and executed \$3.5M perforation campaign in remote Tharjath Field with perfect SQ/HSE record
- Responsible for planning, mobilization and delivery of open hole logging services for Swamps Exploration Project, a first of its kind in Sudan without any SQ/HSE incident

Scientist, Advanced Systems Laboratory, DRDO

- Had the rare privilege as an entry level scientist to work directly under Shri R. N. Agarwal, AGNI Project Head and the then Lab Director

Achievements/Awards

- Recognized by Chevron for successfully leading pipe recovery operation on BN615 well
- All India Rank 2 in the Indian Engineering Services (IES) exam 2011

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RAMAKANTA PANIGRAHY

B.E. (Mechanical Engineering) VSSUT, Burla

12 years of experience in managing and supporting downstream Engineering Applications used in Oil and Gas industry; and 1 year of experience as a faculty in Engineering College.

Applications Engineer, Amec Foster Wheeler India Private Limited, Chennai

- Created a workshare model to support 4 global sites that increased efficiency and effectiveness of data replication leading to increased productivity by 10%. The model became the standard for future projects
- Reduced the license cost by 15%, as a License Manager, by publishing the real-time license usage and training the discipline heads to monitor and provide best estimation for future licenses
- Defined SLA for 8 critical support functions. This increased the measured customer satisfaction by 11 points
- Spearheaded Change management and problem management for Engineering Applications

Project Engineer, Amec Foster Wheeler India Private Limited, Chennai

- Integrated data of deliverables among various disciplines, increasing consistency of the deliverables and reducing dependency among teams
- Led a team of 3 engineers and 15 designers as an area lead to manage and create deliverables for \$6 billion DUQM project, Oman
- Reduced man-hours by 20% by improvising execution methods for deliverables in Duqm Project, thus eliminating overtime

Associate Engineer, Rolta India Private Limited, Mumbai

- Supported sales team in marketing Engineering Applications software.
- Converted 2 potential leads into customers by creating model's specific to client needs

Achievements/Awards

- Received GEM award for outstanding contribution in creating customized outputs using Orthogen Application

Skills/Certifications

- Competent Communicator and Leader, Toastmasters International

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RAMYA KOSARAJU

B.Tech. (IT) Dhirubhai Ambani Institute of Information and Communication Technology

8.3 years of work experience in IT product Sales, Business Development and Software Development with mid-stage startup and a large MNC in verticals such as FSCM, IOT and Banking.

Solution Principal, High Radius, Hyderabad

- Exceeded the sales target by 20% for two successive terms with key wins that enabled further selling
- Developed detailed Cost Benefit ROI Model and Business Cases as part of the "Value-Based Selling" model
- Mentored a team of three to achieve their yearly targets

Business Development Manager, Yantranet, Visakhapatnam

- Established end-to-end marketing and sales process by developing content strategy, social media presence and identifying lead customer segment
- Analysed competitors, consumers, resellers and formulated market strategy by identifying the viable target segment, product and pricing
- Cracked a large deal with one of India's leading outdoor advertise within the first 8 months

Senior Software Engineer, Infosys, Chennai & Hyderabad

- Designed and developed several large and complex projects for Infosys Banking product, Finacle
- Led a project for creating productivity tools that helped a 500-unit team to improve efficiency of over 5%

Achievements/Awards

- Won star performer award at High Radius for consistently exceeding the sales targets and for receiving highly positive customer feedback
- Received Infosys excellence award in social category in recognition of my work with 5 Government schools

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RANJANA SRIVASTAVA

MBA (Insurance and Marketing - ICFAI), B.Tech. (Chemical Engineering-IET Bareilly)

10 years of experience in Corporate Sales with General Insurance Companies. Responsible for meeting top line and profitability of property, employee benefit, liability and speciality lines products.

Senior Manager - Marketing (Corporate sales), IFFCO TOKIO General Insurance Co. Ltd. - New Delhi

- Demonstrated leadership, negotiation, risk evaluation, and claims management skills by winning 1st large (North India) Group Mediclaim policy
- Aggregated a special team of 2 Vp's, 2 doctors, and HR(client) to work for large corporates' GMC policies. Analytical skills and pragmatic approach led to design of an immaculate model that served as footing to setup in-house TPA

Relationship Manager-Corporate Solutions Group, ICICI Lombard General Insurance Co. Ltd. - New Delhi

- Responsible for business development, client management & retention of diverse clientele
- Carried out risk inspections, product pricing, PR initiatives with CXO's and channel partners
- Worked on 2 international Erection All Risk projects - Laos and Afghanistan - dealing with hydro project and transmission lines respectively. We managed to insure the project involving geo-political risks
- Insured India's largest hydro project (8*250 MW/INR 2000 cr Sum insured)-Alstom Lower Subhansiri, 1st of its kind policy underwritten at ICICI Lombard

Achievements/Awards

- Won 2nd prize in marketing game at All India Level Management Meet, organized at TAPMI, Manipal
- By steering diverse teams together, I exceeded sales target by 70% in year 2007 (ICICI Lombard GIC) and by 60% in year 2012 (IFFCO TOKIO GIC)

Skills/Certifications

- Insurance Institute of India, Mumbai: Licentiate (Currently pursuing Associateship, Credits- 230).

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RICHA KHANNA

B.Tech. (Electronics & Communication) JSS Academy of Technical Education, Noida

An enterprising digital transformation expert with 10+ years of global experience in IT strategy, customer experience management, business process consulting, program management and pre-sales.

Senior Consultant - Infosys (US, UK, India)

- Managed 7 geographically distributed teams for a US satellite TV company to launch an integrated CRM platform with product bundling capabilities, increasing revenue by ~\$5M
- Steered omni-channel go-to-market strategy for UK's largest telecom operator, increasing customer acquisition by ~30%
- Aligned country heads across 5 European markets of a telecom client with a consolidated 'Customer Experience Improvement' roadmap, accelerating project execution by 20%
- Analysed process gaps, remodelled sales work flows and led greenfield implementation of Sales force for Belgium's leading telecom operator, reducing operational cost by \$10M

Subject Matter Expertise - Digital

- Led 'Digital Lab' and managed a 12 member agile development team to build prototypes on a cloud based e-commerce platform; won pre-sales proposals worth \$5M
- Ideated a 'Digital Maturity Framework' to benchmark digital capabilities of clients; reduced pre-sales turnaround time by ~50%
- Pioneered a Centre of Excellence and mobilized 50+ consultants by mentoring them on 'Digital Transformation' best practices

Awards

- Youngest consultant to win client award for program managing 33 cross-vendor teams and reducing application fault incidence by ~35%
- Adjudged 'Best Innovator' for pitching 'Google Calendar driven Billing Solution' in an Innovation Campaign (150 consultants)
- Received fast-track promotion with consistent top 1% rating and bagged 2 excellence awards (top 0.1%) for multi-million dollar pre-sales wins

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RICHA SINHA

B.E. (Computer Technology), Nagpur University

8 years of global experience in managing IT portfolios, handling IT operations, leading cross functional teams, client engagement and project delivery for Insurance clients.

Project Lead, Insurance Client, UK

- Led a client side managed services project with 22 team-members and £1 million in annual revenues
- Spearheaded and executed the operational roadmap for renewal of a 5 year project worth £3 million
- Steered the IT involvement for a third party product that required managing business and vendors, to mitigate regulatory breaches. Delivered the project in 2 months, saving client from a breach of £200 million strategic partnership
- Worked as a business analyst for a digital platform, saving 300 man-hours per week and expediting claims payment processes
- Spearheaded the team to automate fixes and provide data driven solutions, saving an average of 100 man-hours and 200 incidents per month; showcased the achievements to senior management leading to motivated team and satisfied customer

Achievements/Awards

- Special Recognition from Bupa UK IT Head for managing the regulatory issues in the IT system
- Achiever of the quarter award, Q2'2014 - providing functional and technical solution to a complex issue saving business worth £ 200k per year
- Excellence Award in 2010 - from Bupa CIO on completing knowledge transition 30 days before schedule and for starting the project before time
- Pat on the back award - Identified a process flaw which could have led to serious compliance issue, saving £60000 per month for a client

Skills/Certifications

- ITIL Foundation

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RISHAV SHARAN

B.E. in Electricals and Electronics (Manipal University)

Generalist Product Manager with nearly a decade of experience in building software products by making data driven decisions and leading cross functional teams.

Principal Product Manager/ Product Owner @ KeyPoint Technologies (NLP, Ad platform, ML, AI, Mobile apps, B2C)

- Product Owner for a portfolio with revenue of \$2.7M/year
- Led Product launch from inception to nearly 2 million users in 10 months
- Managed Mobile app which had over 4 Million install base on Google's Play Store and over 6 million users from our OEM partners
- Lead the creation of a new business vertical "Language as a service"

Product Manager @ MphRx (Medical Informatics, B2B)

- Launched multiple products in the Medical Information Domain with customers like Max Healthcare (IN), NSLIJ (US), Dr. Lal Pathlabs etc. and a total of 25,000 registered doctors in over 30 healthcare centers in India and the US
- Started as a founding member of the organization and donned multiple roles like Sales, Technical Support, QA engineer, UI Designer, Front-end Developer etc

Senior QA Engineer @ Subex (Telecom, B2B)

- Created the entire testing platform as a solo side project, which reduced the testing time from 20 days to 4 hours

Achievements/Awards

- Recognized as "Employee of the month" in KPT for creating and launching a new derivative product in 2 weeks
- My Product Xplore was awarded as the best Mobile Marketing Innovation in 2015 by Frost and Sullivan.

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RITESH CHHABRA

B.Tech. (Mechanical Engineering) IIT Bombay MS, University of Houston, Texas

Seasoned technology leader with 12 years of international experience in business development, operations management and product delivery.

Vice President, BitsofCode Software Systems, Inc.

- Managed 30% of company's \$20M revenues, including direct responsibility for 3 large customers
- Planned and set up company's first offshore office in India; Recruited and managed core team of 15 designers, developers and analysts
- Initiated and implemented key strategic decisions for the company spanning operations and business development

Project Manager - Mobile Products, United Airlines

- Led a critical \$3M customer-facing mobile design project, managing a team of 24 business & technology consultants, across four time zones
- Transitioned 40 senior technology professionals to agile-based product development by leading a change management drive as SME

Project Lead, Schlumberger Ltd.

- Led a \$1.5M IT project that enabled Field Engineers and Managers to make data driven decisions; Sold the next phase of the project worth \$400K
- Managed a 4-member cross-functional team to build a drilling software to capture data & develop reports

Co-Founder, ZCubes Inc.

- Conceptualized and co-founded ZCubes - a web technology to unify desktop applications for improved user experience
- Secured seed money of \$1.2M by pitching ZCubes to angel investors and venture capitalists

Achievements/Awards:

- Area Director for Toastmasters International; Secured first place in the Houston district speech contest (~200 Clubs, ~4000 Members)
- Raised \$10,000 by organizing numerous fund raisers to support Association for India's development

Skills/Certifications

- Project Management Professional - PMP
- Competent Communicator - Toastmasters International

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ROMIT SEN

B.Tech. (Electrical Engineering), West Bengal University of Technology

11.5 years of international experience in IT technology consulting, client engagement, team building and project management in fortune 500 companies, across verticals such as Retail and Energy (Oil & Gas).

Senior Architect, Sears Holdings Corporation, Chicago

- Managed a \$3M project for migrating the IT service management tool from an enterprise system to a cloud based system, leading teams across multiple geographies
- Led a \$2M Customer Analytics program at Sears by designing platforms that could use store data to help derive customer behaviour aiding brand strategy formulation

Configuration Manager, Chicago Mercantile Exchange (CME), Chicago

- Led the migration of legacy source code management tools to low-cost open source distributed system, which saved CME \$500,000 every year. This also reduced code development and deployment lead times by 40%

Technology Analyst, Infosys, Houston, TX and Hartford, CT

- Transformed source code management and deployment processes, for Aetna and BP, by migrating silo systems to a universal new platform which reduced scheduling delays with counter parties by 50%

Achievements/Awards

- CIO Direct Award for leading the adoption of a new IT Service Management tool (Sears Holdings)
- Maximum annual bonus pay-outs at Sears Holdings Corp for 3 consecutive years (awarded to top 0.5% of employees)
- 8 SPOT Awards at Infosys for designing novel automations, helping clients realize over \$1M in savings through increased operational efficiency

Skills/Certifications

- ITIL V3 Foundation, Oracle Certified Associate (OCA), Splunk Certified Administrator

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SACHIN MAHESH PAWAR

B.E. (Instrumentation Eng.), RGIT, Mumbai University

8.75 years of experience in Engineering- Procurement-Construction, of Upstream Oil & Gas Infra Turnkey Projects.

Larsen & Toubro Hydrocarbon Engineering, Mumbai Electrical & Instrumentation Manager

- Led multiple E&I teams in various projects for Saudi Aramco, Oil & Natural Gas Corporation
- Co-ordinated cross-functional safety studies, best practices studies and offshore site surveys
- Co-ordinated between Client and various Engineering agencies requiring constant conflict resolution to ensure smooth flow of deliverables
- Obtained approvals from client for purchase engineering deliverables/specifications necessary for milestone payment

Asst. Electrical & Instrumentation Manager

- Performed project feasibility studies by evaluating various front end engineering and design documents
- Defined vendors scope of work, finalized offers and ensured timely deliveries with procurement expediting
- Led E&I subcontractor teams in complete execution cycles, from construction to commissioning, at construction yards and offshore oil fields

Lead Engineer- Instrumentation

- Led the instrumentation team to draft and finalize E & I layouts, installation diagrams, interconnection diagrams and cause & effect charts for critical control systems

Achievements/Awards

- Recognition for Excellence for selection of critical safety valves, balancing design and cost requirements
- Recognition for Excellence in Cost savings
- Recognition for Excellence for first time implementation of Differential V-cone flow meter

Skills

- Working in large scale projects requiring constant cross-team engagements and co-ordination amongst various engineering disciplines and project functions

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SAMVEDANAA AGGARWAL

B.Tech. (CSE), MBSCET, Jammu University

9 years of experience in Digital transformation of the most recognized brands across the globe to create an omni channel customer experience.

Senior Consultant - Adobe Systems

- Successfully strategized the roadmap and led the development of an asset management platform - to showcase 50+ solutions from Adobe media & marketing suite
- Devised an innovative interface - 'Branding Wizard' to quickly customize the websites for brands having similar digital transformational needs. It led solution consultants to quickly close pitches of approximately \$72m in the immediate quarter
- Led various projects for integrating products from Adobe Marketing suite namely Adobe CQ5, Adobe Analytics, and Adobe Target to present a reusable solution as a service offering

Senior Developer & Team Lead - Sapient Corporation

- Led teams for digital transformation of brands across hospitality, banking and luxury segment by story scaping and tech implementation
- Transformed the website of a leading Indian hotel brand to measure user activities and influencing personalized content. This led to 102% increase in clicks to the booking engine and 21% reduction in bounce rate. Overall direct bookings increased by 10-12%
- Led a team of 20 people for the development and maintenance of a critical electricity billing application to improve operational efficiency of a Utilities firm, reducing customer response time by 50%
- Conceived and conducted brown bag sessions for developing a common platform for sharing best practices followed in various projects across our Content practices account

Client Coordinator - Manchester, UK

- Responsible for gathering details around issues from Business and doing the first level of analysis, prioritizing work for offshore and create functional documents. Planned application releases and deployment cycles

Achievements/Awards

- Stellar Award Q1, 2016 and Q3, 2015
- Scalability Superstar Q3, 2016
- Most Valuable Employee" by Client leadership team - January 2013
- Event Manager & Emcee - Europe Division Annual Employee Engagement Event - 2009, 2010, 2013, 2014

<https://www.linkedin.com/in/samvedanaa/>



SANDEEP SINGH BARAITH

B.Tech. (Civil Engineering), IIT-BHU

14 years of managerial and engineering experience in infrastructure sector (Power), in various capacities such as Project manager, team lead, cross functional coordinator.

In Infrastructure (Power) sector with BHEL, a Maharatna Company

- Project manager (civil engineering) for engineering for 4 EPC thermal power plant jobs, worth Rs 1400 Crores of civil works
- Project lead for bidding of 3 EPC thermal power plant jobs, worth Rs 1600 Crores of civil works
- Key resource person for FGD - SCR in thermal power projects
- Team lead for Tall R.C.C chimneys (11 chimneys commissioned, worth Rs 700 Crores)
- Team Lead across departments, for document management system (DMS), reporting directly to Executive Director
- Coordinator for unit level cross functional team for cost optimisation
- Designer, civil/structural - Designed complex structures, like main powerhouse, mill bunkers, chimneys etc., for thermal power plants

Skills/Certifications

- Leading teams for complex projects, involving high cost, intricate technology and multiple agencies, both government and private sector entities
- Working in projects of national importance, therefore, dealing and performing under pressure situations, where timely and optimised deliverables are required
- Fundamentals of thermal power plant and solar power plants
- Civil engineering of complex structures

Achievements/Awards

- AIR- 15, GATE 2002
- Nominated for BHEL "EXCEL", for developing industry's finest software for chimney engineering
- Awarded 3 times BHEL unit level highest "IMPRESS" award
- Consistently ranked among top 10%, as per BHEL's appraisal system
- Represented BHEL in All India Inter PSU cricket tournament

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SANKET VAIDYA

B.E. (Electronics & Telecommunications Engineering), K J Somaiya COE, Mumbai University

12 years of global work experience in IT Delivery Management and Customer Relationship Management in Banking and Financial Services domain.

IT Delivery Manager, TATA Consultancy Services, Mumbai / Amsterdam

- Managed a ₹350 million revenue European banking domain consisting of SEPA & International Payment processing
- Responsible for P&L, business growth of 10% Y-o-Y, contract negotiation, creation and management
- Ensured value creation for customer via average annual cost savings of ₹25 Million
- Successfully led and mentored a 110-member team (peak size) across Mumbai, Bangalore and Amsterdam
- Headed the Creative and Marketing department of the entire account, consisting of 1900 associates

IT Project Lead, TATA Consultancy Services, Gurgaon/Toronto

- Spearheaded a 20-member team across multiple locations
- Responsible for end-to-end project delivery including delivery tracking and monitoring, reporting, coordination, quality assurance, defect management and adherence to processes

Achievements/Awards

- Featured in the "Hall of Fame" at unit level (among 50,000+ associates) for outstanding management of a critical program
- Received Best Process Improvement award at unit level (among 50,000+ associates) for conceptualising and delivering a payment monitoring system, resulting in annual recurring cost savings of ₹7.5 million
- Among the top 5 associates in the unit selected for showcasing TCS BFS capabilities to CEOs of leading Indian Banks, TCS CEO & MD and TATA Sons Chairman
- Received Best Team Motivator Award from customer senior management for motivating a rather difficult team
- Received Social Responsiveness Award for innovatively raising funds for CSR activities

Skills/Certifications

- PRINCE2® Practitioner

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SARBODAMAN MUKHERJEE

B.E. (Mech), RGIT, Mumbai University

Engineering Consultant with 6+ years' exp. of leading cross-functional teams for global Oil & Gas EPC projects.

Tecnimont Pvt. Ltd., - Machinery Dept., Mumbai

- Led a team of 3 Machinery engineers for evaluation of machinery worth \$30 mn for "Euro+" grade fuels project, Moscow Refinery, Gazpromneft
- Generated savings worth \$1 million by providing alternative solutions to client requirements

Samsung Engineering, Mechanical - R Dept., Saudi Arabia

- Initiated design optimization to generate cost savings of \$200,000 in Riyadh Clean Fuels Transportation Project (Aramco)
- Selected to be part of Samsung's competitive proposal team for bidding in Saudi Arabia's First Shale Gas Project

L&T Chiyoda, Rotating Machinery Dept., Mumbai

- Spearheaded evaluation of the \$136mn Rolls Royce Gas Turbine - Compressor Package for Dolphin Energy in the biggest gas pipeline project of the Middle East (Qatar to UAE)
- Contributed to achieving the most cost competitive bid (L1) for Jazan Sulfur Recovery Project, Saudi Arabia through accurate estimation of machinery specifications

Achievements/Awards

- Awarded 2nd prize for Creative Writing at L&T Chiyoda
- Won 1st prize for contribution of Technical Paper to Knowledge Bank of L&T-Chiyoda
- Secured JRD Tata Scholarship twice during Mechanical Engineering
- Co-founded and led Team RGIT torace a formula-style race car at Formula SAE Italy, 2010

Skills/Certifications

- Certified GARP Energy Risk Professional (ERP)
- M.Sc. in Counselling & Psychotherapy (AeU)

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SAUMIK NIRANJAN SAHA

Chartered Accountant (ICAI), Masters of Commerce, Information Systems Auditor (ISA)

12+ years of domain experience - includes 4.5 years of international experience across US, Europe and APAC.

SAP Project Manager/ Lead - Infosys Limited, California, USA

10 years of SAP Consulting experience - includes 5+ years of leading 5-20 membered teams of SAP professionals. Managed below projects as a part of Infosys:

- Managed a 20 member SAP techno-functional team for Capital Group Companies, Irvine, USA (client net worth ~ \$1.3 trillion, engagement value ~\$15 million)
- Functional lead at Allianz Insurance, Munich-Germany, for a \$2.1 million SAP Insurance regulatory project to implement Solvency II;
- Functional lead for a \$8.1 million SAP maintenance project implemented for Barclays Bank, PLC, UK
- Handled multiple country SAP roll outs for Eastman Kodak covering South Korea, China, Australia, Thailand and India

Associate - Price water house Coopers Consulting

- Domain and Consulting experience includes Internal Audits handled for Fortune 500 clients in the Automotive, Forging, Steel Manufacturing, Petroleum and IT space
- Sarbanes Oxley (SOX) Internal Control assessments (Sec 404) for a \$3.7 billion US IT Giant - Amdocs

Achievements/Awards

- Effective team leader at Infosys - Allianz project
- Outstanding contributor at Infosys

Others

- Accomplished classically trained singer, (Sangeet Visharad - B.Ed) - 2000
- Graded classical and light music artist at All India Radio, Pune since the early age of 10 years

<https://www.linkedin.com/in/saumiksaha>



SAURABH KUMAR BANSAL

B.Tech. (Mechanical Engineering) BIET Jhansi

9.5 years of experience in Policy Making, Business Development, Contract Management, Project and Supply Chain Management in NTPC Limited, India's largest Energy Conglomerate.

Policy making

- Formulated and implemented Central Procurement Policy, as part of ED led team, to reduce procurement cost by 15%, saving US\$ 40 million in first year
- Framed policy provisions to reduce business risks and improve cash flows

Business Development and Contract management

- Led cross-functional team to turn waste (Fly Ash) disposal into profitable business (US\$ 5 million/year)
- Conceptualized floating solar PV Plant over water reservoir in thermal power plant, conserving water adequate for 3000 household
- Led cross-functional teams to prepare, float, evaluate and award tenders (approx. US\$ 2 billion) in a record time of 18 months to add 4550 MW
- Saved more than US\$ 1 million through negotiations for variations during execution phase

Project and Supply Chain Management

- Developed and led 4 teams to concurrently manage 40 supply-cum-erection packages (approx. US\$ 2 billion) from tendering to commissioning for 4 power projects, ensuring before time delivery
- Improved vendor performance by 30% by implementing vendor scorecard program with an emphasis on Time, Quality, Support and Compliance

Achievements/Awards

- Played key role in achieving GoI MOU target for capacity addition in 2017
- Won NTPC Business Minds, management game of strategic thinking and decision abilities
- Received Special Achievement Award from ED for mentoring 30 diploma trainees and leading change management to ensure workplace safety

Skills/Certifications

Certificate in Project Management (PMA-India)

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SAURABH DIXIT

B.Tech. (Electronics and Communication Engineering) UP Technical University
MBA (Finance & Marketing) Banaras, Hindu University

9.5 years of leadership experience in SME, Residential and Corporate Realty Finance in key financial markets of North India managing large teams.

Area Head (Senior Manager), HDFC Bank Limited, Delhi

- Spearheaded SME finance across a cluster of branches of HDFC Bank, handling a portfolio of INR 30 Billion (\$ 450 Million)
- Expanded the distribution to 120 branches with 0.1% delinquency, leading a team of underwriters, sales managers and branch staff
- Ensured annual and interim risk reviews for the portfolio accounts to minimize the risk of delinquency & performed critical reviews of low performing accounts

Retail Asset Centre Head, Axis Bank Limited, Delhi

- Responsible for portfolio origination, credit underwriting, process & policy improvement, compliance etc. for the branch
- Developed, tested and implemented 5 critical mortgage variants along with central risk management team
- Served as member of Shikhar Implementation Office to roll out Shikhar in Delhi, a LEAN initiative that increased the book size of Retail lending by 50%
- Managed internal and regulatory audits for credit initiation with satisfactory ratings
- Empanelled, trained and managed DSAs, Connectors, cross-sell and open market teams across NCR and booked business of INR 250-300 Millions (\$3-4 Million) on monthly basis
- Added a mortgage book size of more than INR 7.5 Billions (\$110 Million) for the branch
- Formulated and implemented various channel loyalty programs

Achievements/Awards

- Identified as Star Performer of the Month pan India in HDFC Bank in July' 2016
- Nominated and inducted into the coveted 'Talent Pool' of Axis Bank
- Won three national level business contests in Axis Bank, viz. Grand Slam, Rajdhani Express, MLI trophy
- Co-designed website www.kiet.edu from college incubator in undergraduate engineering
- Running enthusiast, completed half and full marathons in Mumbai and Delhi

<https://in.linkedin.com/in/saurabh-dixit-iima/>



SAURABH NEGI

B.E. (Computer Science) MDU

9.5 years of global work experience in Technology and Product Development in Europe in the gaming and Casino/Gambling Industry and across multiple functional areas such as BFSI in Oracle, Oil and Gas in IBM and for partner solutions for Devshop, Google India.

Senior Consultant, Alteatec Pvt limited, Europe

- Established the development centre in Malta with 4 employees
- Worked with the CEO on all projects for the Casino Management System(CMS) and multiple integrations across payments and game providers
- Was the acting CTO for all offices for coordination and technical frameworks. Business done worth €3 million with overall net positive profits
- Worked in multiple countries in Europe and opened a new offshore centre in Pune. Delivered 10 complete online casinos to clients in Brazil, Sweden, Canada and Austria
- Grew the company to more than 60 employees. Developed the entire Casino Management System, Front end AP and Agent Management System and expanded the game portfolio from slots to table games, casino games, live casino, sports betting and live betting

Senior Consultant - Product Engineering, Indecomm Services Partner- Devshop, Google India

- Worked for Google Techprojects with the team in Mountain View California, for more than one year on multiple projects. Worked on partner solutions projects like Donujan & Neon

System Engineer, IBM India

- Developed the procurement flow product for Cairn India used across all sites in India
- Led a team of 5and trained more than 100 people on the tool across multiple sites

Achievements/Awards

- Won an award for best quarterly performance, for Devshop – Partner Solutions

Skills/Certifications

- NSE Certification in Basics of financial Markets
- NSE Certification in Securities Markets

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SHIROY B. MEHTA

B.Tech. (ICT), Dhirubhai Ambani Institute of Information and Communication Technology

6 years of rich entrepreneurship experience, with two FMCG brands Aava Water and Tea Lab developing extensive knowledge of manufacturing, sales, distribution and licensing.

Work Experience

- Managed 2 successful and growing FMCG ventures namely Aava (Natural Mineral Water) and Tea Lab (Gourmet Teas)
- Helped grow company valuation from 18 million USD in 2008-09 to nearly 90 million USD in 2016-17, while successfully growing revenues to nearly 5.5 million USD for 2016-17
- Lead a team of 200 employees Pan India, across various business disciplines like finance, manufacturing, distribution, branding, sales and marketing
- Created IPR valued at 250,000 USD by way of continuous innovation in PET bottle design, currently holding 6 design patents
- Successfully executed pan India yearly contracts with partners like the Oberoi Group of Hotels, the Marriott Group of Hotels, Avis Cabs, Vistara Airlines, Four Seasons, Hilton Hotels, Cathay Pacific, Lufthansa, Jet Airways, Air India among several others
- Successfully expanded the distribution network from 2 to 9 states in India within the last 2 years with warehouses in places like Ahmedabad, Mumbai, Delhi, Baroda and Bangalore

Achievements/Awards

- Awarded "Economic Times Business Knight Award" for excellence in business in 2015.
- Led Aava Water to Top 12 SMEs of India in 2012 at Vodafone- McLaren Drive into Big League

Skills/Certifications

- Product Life Cycle Management
- Licensing and Quality
- FMCG Distribution

<https://www.linkedin.com/in/shiroymehta/>



SHRIYA BUBNA

M.Sc. Development Economics, School of Oriental & African Studies, University of London

8 years of work experience in leading design, implementation & monitoring of large-scale social impact projects and reporting for major news publications.

Senior Research Associate, ICICI Foundation for Inclusive Growth, Mumbai

- Led strategic research and brand development functions for skill development initiative- ICICI Academy for Skills- present in 16 Indian states impacting 40,000 youth
- Led cross-functional collaboration with ICICI Bank to develop a digital marketing campaign for ICICI Academy receiving 20,000 youth referrals in three months
- Managed grants to non-profits and social enterprises in partnership with the Millennium Alliance founded by FICCI, USAID and Technology Development Board
- Member of internal compliance committee to review standard operating protocols and member of internal complaints committee on sexual harassment

Research & Practice Associate, World Resources Institute, Mumbai

- Provided research and analysis support to India Director in areas of sustainable urban development and transportation
- Co-authored study on car sharing as a mobility option in developing countries for Volkswagen Group Research

Correspondent, The Week, Mumbai

- Led economic and financial reportage for the magazine

Business Standard, Senior Correspondent, Mumbai

- Reported on monetary policy developments and trends in the Indian banking sector
- Selected for Reserve Bank of India workshop for media persons

Achievements/Awards

- Winner of the 2009 PoleStar Special Jury Recognition Award for business journalism
- Recipient of Felix Scholarship to pursue master's programme in 2010-11
- Ranked first in University of Mumbai in Arts

Skills/Certifications

- Postgraduate Diploma in Journalism, Asian College of Journalism
- Certifications in Financial Modelling (from National Stock Exchange), Program Evaluation (from J-PAL, MIT)

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SIDDHARTH HARSH

B.E. (Electronics and Communication) AIT Chikmagalur

Strategic Thinker with 7 years of work experience in IT solutioning, delivery & stakeholder management for Global Scale Business Intelligence programs.

Architecture and Strategy Professional, Lexmark International (India) Pvt Ltd.

- Aligned the reporting strategy to business strategy
- Planned and drove the continuous improvement initiatives, IT projects and change management
- Liaised between Lexmark and IT support business partners

Senior Analyst, Accenture Services Pvt Ltd.

- SAP Business Intelligence and HANA Consultant, with over 6 years of experience, who analyzed business processes, conducted benchmarking studies or trend analysis using multiple business intelligence tools and methodologies to assist clients' senior management of multiple Fortune 500 companies in critical decision-making processes
- Worked closely with clients in USA, Mexico and India to deploy reporting solutions to clients across Retail, Utilities and Hospitality industry
- Led cross functional teams, ensuring service level deliveries and software life cycle management
- Contributed to capability development by building techno-functional assets, driving proof of concept studies and Knowledge Base assets

Skills/Certifications

- Accenture Retail Industry Certification
- SAP Certified Application Associate - SAP HANA 1.0

<https://www.linkedin.com/in/siddharth-harsh/>



SIDDHARTH RAVICHANDRAN

B.E.(Hons) Electrical and Electronics Engineering, BITS Pilani, Goa Campus

Multifaceted professional with 9 years of work experience across multiple domains including e-commerce supply chain operations, software development and core manufacturing entrepreneurial experience

Specialist, Process Design, Flipkart Internet Private Limited, Bangalore

- Designed, prototyped and initiated implementation of a "sorting assistance system" that improved productivity by 57% and saved Rs. 4.5 crore in hardware investment. Design's Indian patent filed in June 2016
- Managed the network expansion initiative; Designed process/floor layouts, coordinated and successfully implemented 32 sortation hubs across India
- Led hub automation initiatives across India. Designed the process framework and integrated automated sorters into 13 hubs across India

General Manager, Shanthi Engineering, Chennai

- Led the transformation of a family-owned manufacturing business by introducing state-of-the-art machinery & processes and improved its turnover, profitability and customer satisfaction
- Computerized core business activities like inventory management and employee attendance tracking
- Re-engineered manufacturing processes and Introduced measures for controlling & streamlining operations targeting on-time zero-defect delivery

Senior software engineer, Accenture Services Private Ltd, Chennai / Bangalore

- Contributed as a software developer and was promoted twice within three years
- Designed & built a web service testing tool as an own initiative; Accenture planned to promote this as a standalone product

Achievements/Awards

- Won consecutive hack fests at Flipkart (Hackaday 7:300 competing teams; Ekart hackfest:67 competing teams)
- Awarded "Accenture Celebrates Excellence (ACE)" - Numero Uno award in 2012

Skills/Certifications

- Six Sigma Green Belt
- Certified CNC machine programmer
- Microsoft certified professional developer, Enterprise Applications (MCPDEA)

<https://www.linkedin.com/in/siddharth-ravichandran/>



RAM KISHORE VEGI

B.Tech. (Electrical Engineering) JNTU Hyderabad

9+ years of diverse experience, including 2+ years in the UK, in Agile project management leading global cross-functional teams, stakeholder management, and green field project.

Business System Analyst and Scrum Master, Accenture, Bangalore

- Managed mid-size team to deliver architectural changes budgeted at \$784K for Education Testing Service
- Increased team size from 2 to 13 in 1.5 years with new modules added to portfolio scope, increasing quarterly revenue by \$158K
- Defined agile process metrics and standard operating procedures for an offshore account comprising 400 resources
- Automated site creation process resulting in annual savings of \$200K

Onshore co-ordinator and Build lead, Accenture, Scotland

- Delivered green field regulatory project FATCA of \$600K with Zero functional defects
- Proposed solution to optimize Sales Management system to realise savings of \$30k - \$50k per quarter
- Created business case for migrating 20 applications by identifying parameters and management factors for evaluation, resulting in work scope increase of \$200k
- Automated Sales Management system restructuring to have an incremental saving of \$10k-\$15k per quarter
- Represented client in multiple RFP discussions in finalizing third party vendor solutions
- Rolled out collaboration platform by providing technical solution and creating standard operating procedures

Achievements

- Received Innovator award for proposing and delivering solution in 8 days to handle sudden spike of 10k complaints about PPI claims regulatory compliance
- Received multiple Propel awards as a champion in "Continuous business process improvement and automation" & "People development" categories

Skills/Certifications

Certified Scrum Master, ITIL

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SNEHA MITTAL

B.Tech. (CSIT), IET, M.J.P. Rohilkhand University, M.E. (CSE), NITTR, Panjab University

6.5 years of diverse experience across academics, analytics & market research, working with consultants globally for industrial, FMCG, IT & BFSI clients in leadership consulting, culture-shaping & executive search industry.

Senior Research Analyst, Heidrick & Struggles, Gurgaon, India

- Led a team of 5 analysts in business research and analytics across executive search, leadership consulting and culture shaping projects.
- Spearheaded research for business development initiatives (generating business and industry intelligence) leading to the signing of new projects worth ~\$2Mn in 2016
- Pioneered several process improvement and standardization initiatives, resulting in approximately 83% reduction in data presentation/acquisition process time
- Managed project delivery, lead generation and client relationship while working with 100+ consultants across the globe

Assistant Professor (Computer Science Engineering), Invertis University, Bareilly

- Responsible for research projects, delivering lectures, and guiding undergrad students in seminars, projects, presentations and placements
- Led program marketing initiatives to achieve a 3.5% revenue growth in 2012
- Areas of Interest: Network Security, Cloud Computing, Data Structures, Compiler Design, and Operating Systems

Achievements/Awards

- Awarded "Researcher of the Year" for 2015 (Heidrick & Struggles)
- Fast-tracked performance based promotion within a year of career shift from academics to H&S

Publications

- Two research papers published in IEEE conferences in the area of Cloud Computing and Security titled "Privacy Preserving Synonym Based Fuzzy Multi-Keyword Ranked Search over Encrypted Cloud Data" and "Recent Developments in Searching Over Encrypted Cloud Data"

<https://www.linkedin.com/in/sneha-mittal/>



SOURABH PRADHAN

M.S. (Software Engineering), University of Abertay Dundee, U.K.

B.E. (Computer Engineering), University of Mumbai.

9.5 years of global experience in Advanced Research and Development and Project Management.

Chief Engineer, Samsung R&D, Delhi

- Managed a cross border team across India and Korea working on Middleware Graphics Development
- Led a team of 9 developers to design and develop framework for efficient graphics memory management, improving system performance by over 25%
- Spearheaded implementation of triple buffering, which resulted in average performance gain of over 20%
- Engaged in recruitment and mentoring of new hires

Lead Graphics Engineer, Trine Game Studios, Mumbai

- Drove design and development of graphics rendering framework for SpellForce 3, a AAA rated game title which earned revenues of over \$1.2M
- As an SME, worked with global clients including Sony Entertainment and ensured quality project deliverables which led to repeat business

Systems Engineer, TCS

- Client engagement and delivery of project worth \$3M for an American client
- Automated report tracking of KPIs, saving hundreds of man-hours per month

Achievements/Awards

- Twice won the Annual Best Project award at Samsung Research Institute
- Received "On the Spot" Award for outstanding project deliveries

Skills/Certifications

- Sun Certified Java Programmer

<https://www.linkedin.com/in/sourabhpradhan/>



ANUSHA SRIDHAR

B.E. (Computer Science and Engineering) Mahishi Dayanand University, Rohtak

6.5 years of experience in Digital Transformation of Adobe media suite and Quality Assurance of Amdocs BSS products. Knowledge of Digital Product Management, Business Analysis and Business Process Optimization.

Last Role: Lead Software Engineer, Adobe Systems, Noida, (Past) Comverse Network Systems, Amdocs India

Strategy Planning and Execution

- Developed an analytics based strategy for localization testing of mobile applications, which reduced vendor cost by 10%
- Formulated Digital Media Business Unit's International Quality and Test Strategy to enable digital transformation of mobile products
- Led performance optimization, DevOps adoption and use case prioritization efforts by managing the communication between client, business analyst and development engineers

Leadership and Innovation

- Led product automation initiatives, resolved customer and user-interface issues and monitored usage-data analytics to provide insights for products worth \$3.5 million
- Led a 3-member team of an alternate-flow project which included reconciliation and resolution of production issues by mocking them into the system and developing risk mitigation plans
- Managed and developed an in-house project management tool to provide a real-time status of project execution, defects and vendor working hours

Creativity and Communication

- Conceptualized and led the "Joy of Giving" week celebrations at Adobe, Noida and raised \$6200 for donations
- Collaborated with the marketing team in business development initiatives, facilitating on boarding of existing and new customers

Achievements/Awards

- Paper on Analytics-based test strategy for localization of mobile application published in national Software Testing Conference, 2015
- Awarded "Exceptional Performer" during first year at Amdocs, a title awarded to Top 1% performers

<https://www.linkedin.com/in/anusha-sridhar/>



SRIHARI SUMAITHANGI

B.Tech. (Indian Institute of Technology, IIT Madras) MS (Rutgers University)

Uniquely qualified senior manager with 12 years of international work experience spanning supply chain, procurement and finance in Fortune 200 companies across Retail, FMCG & Industrial sectors

Senior Commodity Manager, Starbucks Coffee Company, Seattle

- Managed team with spend of over \$1 billion thru sourcing, risk management and hedging strategies covering commodities such as dairy, grains, energy and packaging
- Co-founded commodity program helping build foundation and grow capabilities
- Led the design, implementation and company-wide training of a global forecasting and analytics system with \$4B+ in spend in partnership with Finance and IT
- Delivered over \$24M in P/L benefits through multiple cross-functional projects

Commodity Manager, Dr Pepper Snapple Group, Dallas

- Delivered significant savings through multi-year \$100M+ contract negotiations and end-to-end strategies for a \$450MM portfolio including aluminium and sweeteners
- Developed and presented sourcing and hedging strategy, leveraging risk and opportunity and economic analysis to senior management and CXOs

Senior Analyst, Cadbury Schweppes, Parsippany

- Delivered over \$10M savings by executing sourcing strategies for diverse categories across Ingredients, Packaging and Services
 - Developed and implemented Supplier Risk Management HeatMap model from inception to completion
- #### Distribution Analyst, Caterpillar Logistics Services, Bangalore
- Contributed to winning contracts over \$130M across Asia and Europe as new business planning lead

Achievements/Awards

- Received Annual "Supply Chain Excellence" Award, Starbucks, 2013
- Quarterly "Bravo" award, Dr Pepper Snapple Group, 2010

Skills/Certifications

- Strong leadership, interpersonal and communication skills
- Unique ability to focus on both big picture and operational tactics
- Six Sigma Green Belt, Caterpillar Inc
- ISO 9001 Lead Quality Auditor, DNV

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SAMPATH MALLAJOSYULA

B.E. (Mechanical Engineering), VNIT, Nagpur

IT professional with 12 years of global experience in project delivery, enterprise architecture, and solution design in the card payments domain.

Senior Application Architect, First Data (Singapore) Pte. Ltd, Singapore

- Designed enterprise solution to support mobile wallet payment solutions (Android / Samsung / Apple Pay), and issuer specific wallet solutions
- Led the design and delivery of a new POS Switch application to enable small issuer banks to acquire retail transactions at an incremental cost
- Led the design and development of PA-DSS wrapper solution for the Vision PLUS platform to enhance data security whilst reducing cost of compliance

Senior Consultant, Capgemini India Pvt. Ltd., Pune

- Devised the technical strategy to migrate RBS' credit card portfolios in Taiwan, Singapore and Indonesia to a client platform after the acquisition of RBS' assets in 2009
- Designed and delivered solutions to enable compliance with various in-country consumer lending regulations in Taiwan, Malaysia and Australia post the 2008 financial crisis
- Led the development team to deliver core solutions for customer statements, transaction processing, fraud identification and account delinquency for HSBC credit card portfolios

Achievements/Awards

- Bravo Spotlight Award (2014) for the functional design of 'PIN by SMS' and regulatory payments processing projects
- FS Super Team Award (2009) Capgemini organizational level award for excellence in team performance, delivery and customer satisfaction



SUMAN KAKKAR

B.Tech. (Chemical Technology) HBTI, Kanpur

Customer-facing professional with 5 years of sales, business development and consulting experience across FMCG, appliance and automotive industries.

Customer Development Manager, ExxonMobil, Bengaluru

- Formulated and implemented superior packaging solutions at Coca Cola India, leading to 150% sales growth in 18 months
- Assessed packaging needs of FMCG customers and recommended design improvements; adding 30% YoY sales
- Resolved a \$400,000 customer claim with 60% reduction in response time by collaborating with OEMs
- Conceptualized and developed interactive marketing tools to facilitate a product launch across Asia
- Trained 8 sales associates and 11 channel partners to impart advanced techno-commercial skills

Account Manager, ExxonMobil, Mumbai

- Managed an annual \$24M polypropylene product portfolio for customers and distributors across FMCG and appliance industries
- Institutionalized value-selling approach in the soft hygiene market, improving market share by 35% in two years
- Transformed 2 transactional accounts into strategic accounts by resolving logistics, credit and relationship challenges, achieving 270% sales growth
- Led a 4-member team for roll out of sales pricing tool in South Asia; attained 20% YoY reduction in upload time
- Organized a highly successful customer ideation seminar, developing a \$4M geo textiles segment based on leads generated

Achievements/Awards

- Global Excellence Award for commercializing packaging solutions at Coca Cola, 2017
- Regional Sales Excellence Award for 250% sales growth with LG Electronics, 2015
- Project Management Award for enhancing SHE compliance at workplace, 2016



SUNITA SRIVASTAVA

B.Tech. (Electronics and Communication)

11+ years of experience in Software Project Management and Leadership with a proven track record in delivering critical projects in Energy Management/Smart Grid Solutions.

Manager • Landis + GYR, Toshiba

- Led geographically diverse teams in US, Brazil, Japan and India performing Software Quality Assurance of solution implementation for international clients
- Successfully managed test projects in 'Meter Data Collection and Analytics' in Smart Grid domain.
- Managed a 10 member "Solutions Integration Testing" team, responsible for end-to-end testing of Smart Grid and Smart Energy solutions
- Designed and supervised the setup of "RF test lab" in India, including budgeting, procurement and configuration of hardware devices. Made the lab completely operational
- Spearheaded an automated software process improvement initiative while managing complicated interface with an external agency, which resulted in savings of 60 man-days and an overall saving of \$30,000
- Recruited & mentored a team of 20 new members and inducted them into main-stream projects

Software Engineer, Orange Business Services

- Devised test strategy and test plan for the 'high revenue impact' category of projects and product support. Collaborated with client and 3rd party vendors on UAT

- Managed the co-ordination of System Testing and UAT of network management system, SPECTRUM, among geographically diverse teams

Software Engineer, Infosys Limited

- Developed code for the billing system of public telecommunication system for a leading telecom giant in US

Achievements/Awards

- Super Star Performer of the Quarter
- Ms Leader of Tomorrow

Skills/Certifications

- Certified Scrum Mater



SUNNY GOEL

B.A. (Hons), Panjab University, Chandigarh

6 years with Parliamentary Committees in examining Public Sector Undertakings, amending legislations, and evaluating ministries. Tasks included research & analysis, stakeholder management, strategic communications, report drafting etc.

Parliamentary Committee Assistant

- Analysed overall budgetary proposals and allocations, India's development engagement with neighbouring countries, overseas Indian affairs, cultural exchanges etc. to formulate Draft Report of Standing Committee on External Affairs, under chairpersonship of Dr. Shashi Tharoor, on Demands for Grants of the Ministry of External Affairs (2017-18)
- Examined SARFAESI Act and waterfall mechanism under Insolvency and Bankruptcy Code 2016, clauses pertaining to strengthening of Debt Recovery Tribunals, creation of security interest on agricultural land, tenancy rights, NPAs of banks, regulation of ARCs and powers of RBI etc. for The Enforcement of Security Interest and Recovery of Debts Laws and Misc. Provisions (Amendment) Bill, 2016 referred to the Joint Parliamentary Committee chaired by Shri Bhupender Yadav, M.P. (Rajya Sabha)
- Examined and reported on functioning of various Central Public Sector Enterprises such as SAIL, NHAI, ONGC, Pawan Hans Ltd., Andaman & Nicobar Islands Forest Plantation and Development Corporation Ltd., General Insurance Corp Re, Bharatiya Nabhikiya Vidyut Nigam Ltd., Corporate Governance etc. to ensure that companies are following sound business principles and prudent commercial practices in line with developmental agenda of the nation

Achievements/Awards

- Letter of appreciation acknowledging outstanding contribution from Sh. Bhupender Yadav, M.P
- National level debater - Numerous awards in debates, declamations etc.

Skills/Certifications

- National Merit Scholarship holder in Mathematics



SWAPNIL BHANDARKAR

B.E. (Computer Engineering) V.J.T.I. Mumbai

IT Professional with 11.5 years of global experience in diverse roles such as Project Management, Business Analysis, and Customer Engagement.

Senior Tech Lead, Tieto India Private Limited, Pune

- Set up and managed large offshore teams - Grew the team from 8 to 60+ members. Established onboarding framework for new joiners
- Spearheaded elimination of long pending backlog of 500+ application enhancement requests by aggressively monitoring, distributing, and coordinating work among various teams in Pune/Finland
- Increased revenue contribution of offshore team from 0 to 70% within 3 years
- Led 'Customer Experience Improvement' program, providing efficiency benefits to customers by saving about 40% man hours per month
- Organized 15 branding events including Job Fairs, Agile Conclaves, Technical Paper Competitions, and Fitness Contests by working as 'Tieto Ambassador'

IT Analyst, Tata Consultancy Services, Bangalore/Pune

- Led migration of applications from Open Source to Windows, for a locomotive manufacturer in \$5 million project
- Led an 8-member team to write device driver software for communication with controllers inside factories, for a nuclear energy manufacturer
- Designed and developed software for Decrypting 'Ext2' File format data from Windows OS for an automotive diagnostic giant

Achievements/Awards

- 'Pat on the Back' award in Tieto (2011-12 and 2013-14, joining top 1 percent employees who have received the award more than once)
- Certificate of Recognition at TCS Global White Paper Conference 'TACTICS' in 2009 for Technical Paper submission

Skills/Certifications

- ITIL V3 Foundation



UTKARSH SINHA

B.E. (Computer Science) Sathyabama Deemed University, Chennai

Technology Leader with 10 years of global experience in IT Consulting, Systems Integration and Client Engagement.

Consultant, Oracle, India Development Centre, Bangalore

- Initiated and led enhancements to "Oracle Diagnostics Framework" that minimized down times, resulting in savings of 250K/year
- Engaged with strategic clients to meet their business objectives through robust enhancements to oracle cloud applications
- Optimized "Oracle Fusion Application" with efficient design patterns and algorithms, reducing wait-times by 50%

Project Lead, TCS, UK

- Managed team of 15 to roll-out warehouse control systems for a retail client, helping maintain optimum inventory levels and reduce stock-outs by 65%
- Created demand forecast model to predict peak volumes for Marks and Spencer's automated warehouse, saving ~ 1.2M on planned hardware costs
- Collaborated with business development team for creation of proposals, resulting in key wins worth USD 5 Million

Team Lead, TCS, Finland

- Managed team of 10 to design a scalable e-commerce portal for Nokia; reducing page load times and increasing website traffic by 35%
- Developed "Build Automation" tool; reducing the duration of test execution from 4 weeks to 2.5 weeks
- Spearheaded adoption of open source technology for leading Telecom Firm, saving over \$500k

Achievements/Awards

- Received Star-Performer award for "Innovation & Creativity"

Skills/Certifications

- Agile Practitioner & Certified SCRUM Master



VARUN GOVIND RAJ

Masters in Logistics, NTU Singapore
B.E. Production, BIT Mesra

An energetic & effective leader with over 8 years across the integrated supply chain at the Tata group & Technology consulting at IBM in Retail, telecom and other industries across India and Canada.

Supply Chain Consultant, Tata Ceramics Ltd.

- Restructured Supply Chain & Manufacturing Operations with a UK based ceramics expert which brought the company in the black
- Negotiated changes in the long-term wage agreement signed by 3 worker unions, after having reassessed worker capabilities & re-established target outputs
- Improved labor productivity by 24% through the introduction of a productivity linked incentive in the long-term wage agreement
- Reduced operating costs by 11% by identifying "wastes", improving process & layout modifications

Assistant Manager, Supply Chain Management, Titan Company Ltd.

- Helped reduce logistics cost by ₹6.3Cr in FY15 as a key member of the logistics team
- Achieved 15% savings in revenue procurement for FY16 through a zero-based costing approach with suppliers
- Completed a six sigma black belt project to improve end-to-end operations at the Jewellery division

Business Analyst, IBM

- Maintained application enhancement costs within 15% of the estimated USD 3M at Sears
- Conducted feasibility studies and ROM sizing for new projects & enhancements
- Helped IBM save USD 2M/year on the Novartis account by identifying revenue leakages in services offered

Achievements/Awards

- Certified Gold TBEM [Tata Business Excellence Model] assessor for the Tata Group
- Captained University Basketball team, to become the second best in the state
- Award of distinction at IBM for leading the flood rehabilitation effort in North Karnataka



VARUN MANGAL

B.Tech. Honors (Civil Engineering) IIT Kharagpur

9 years of international work experience at Schlumberger Oilfield Services in Technical Consulting, Operations and Project Management in Oil & Gas Industry.

Operations Support Center Supervisor (Aberdeen, UK& Mumbai, India)

- Led a team of 8 technical consultants providing drilling expertise for 800M USD Schlumberger Operations across Europe, Africa & India for clients like TOTAL, Chevron, Statoil and Shell
- Devised a critical business solution for a drilling project in Gabon, Africa that prevented a 4M USD contract loss
- Executed 'Remote Operations' model in India and generated a revenue of 10M USD with zero service quality incidents; Team won accolades with "D&M VP Service Quality Award, Q1 2014"
- Intervened and rectified an incorrect drilling practice in use during a critical well complication, preventing a loss of 11M USD for a major client

General Field Engineer (Remote locations, India)

- Managed 100+ drilling projects worth 25M USD for major clients including oil majors, national and independent oil companies
- Launched an advanced "Drilling technology" tool for an oil major that generated a turnover of 1.5M USD and overall business worth 10M USD for Schlumberger

Achievements/Awards

- Awarded "Schlumberger Global OSC Intervention Award" by Drilling Group President for averting a catastrophic well collision, saving 5M USD for a client
- Received recognition from VP Schlumberger for designing 'eRadiation', an access control system to eliminate radioactive exposure incidents and cut asset tracking errors by 100%
- Honored with 'Institute Blues' - Highest Sporting Award in IIT Kharagpur



VEERASEKHAR RAO

Master Mariner, FG (Foreign Going); MBA in Shipping and Logistics.

16 years of international shipping experience in leading cross-functional teams on LNG Ships, Shipping Technology (R&D), Maritime Training, Shipping Operations and Management.

Marine Facilities Advisor (Sr. Nautical Advisor), Shell, London.

- Co-author and focal point for the Development Release(DR) of a novel mooring technology
- Led and authored a cost-benefit analysis study for extending the Refit interval of LNG ships
- Reviewed and drafted Feasibility Reports, HAZID (Hazard Identification Studies) for LNG projects by engaging with multi-disciplinary international teams of internal and external SMEs

Master/Captain, Shell, London

- As Captain, commanded the world's largest LNG carrier, a \$400M asset
- Flawlessly handled the suicide of a British Officer onboard, Co-ordinated the Search and Rescue operations, and assisted in the UK police investigation
- Hosted a senior New York Times journalist on board and ensured positive coverage
- Successfully negotiated to prevent the arrest of the ship whilst transiting Suez Canal
- Achieved record port turn-around times and cargo out-turns, leading to best-in-class KPI

Chief Officer - Shell, London and Anglo-Eastern, Singapore

- Successfully executed the maiden loading, gas freeing and refit of the world's largest LNG carrier
- Planned and executed the first ever co-mingling of Propane and Butane at sea
- Maintained the morale and order on board when caught in a cyclone, with a 5% survival chance

Achievements/Awards

- Appreciation and monetary reward for "exemplary handling" of the suicide incident on board
- Won the Safety-Man of the Month award 6 times over a period of 12 months



VENKATA SRIKANT D

B.Tech. (Chemical Engineering), NIT Warangal

Goal driven IT professional with 12+ years of experience in Client Service Engagement, IT Consulting, Business Development and Project Delivery, including 6+ years of international experience.

Technology Architect, Infosys Limited, Bangalore

- Spearheaded design and development of two User Experience(UX) transformation programs worth \$ 1.1 M and \$0.5 M respectively. One of the programs got featured as a case study for Zero Distance initiative (an innovation-centric initiative of the organization)
- Co-ordinated and delivered pursuits worth \$1.5 million in new technology areas like SAP Fiori and SAP UI5

Technical Lead, Infosys Limited, Bangalore

- Managed a ten-member team working on a \$1.3million incident management tracking and reporting program with focus on richer UX, usability, quality and scalability

As onsite coordinator, fostered a ten-member team to support portal based applications on diverse technologies in the enterprise landscape and was the single point of contact for the client for communication and delivery

Technical Specialist, Infosys Limited, Bangalore

- Led and mentored a twelve-member team to design and develop SAP Web Dynpro Java based electronic billing and invoice portal solution to be rolled out in 21 different countries worth \$2.1 million

Achievements/Awards

- Recognized as a top performer within the organization and selected for the Stock Incentive Rewards Program
- Excellence Award for the Best Managed Project - Implementation
- Insta Award for leading technical team in a major SAP HANA CRM Transformation program

Skills/Certifications

- SAP Certification for Web Dynpro Java Development Consultant



VIBHOR BANSAL

B.Tech. (Civil Engineering) MNIT Jaipur

'Fast-tracker' IT professional with 11+ years of experience, including 6 years in USA, encompassing Client Engagement, Program Management and Project Delivery in Healthcare and Telecom domain.

Senior Project Manager, Infosys, India

- Established and managed US \$10 Mn, 90 member Prime Therapeutics account and delivered critical programs such as Order Management System Migration and Specialty Pharmacy, on time and within budget
- Championed the turn-around of Procura account from Red to Green within 3 months by coordinating with Business, Development, Environment, Testing and Client Management teams
- Generated cost savings of 30% (US \$3 Mn) by heading the data masking program
- Spearheaded and won \$23 Mn 'Managed Services' proposal of client Prime Therapeutics

Project Manager, Infosys, USA

- Managed a cross-continental team of 40 members in India and USA across 4 programs - automation testing, performance testing, steady state and independent project
- Strategized and headed the test automation roadmap for Blue Cross Blue Shield of Minnesota resulting in 40% (US \$0.6 Mn) reduction in cost
- Motivated and guided the team to develop multiple tools and assets reusable across multiple accounts
- Delivered multiple sales pitches and won 3 proposals worth approximately \$4 Million

Awards & Achievements

- Won Best Manager award in 2016 (1 in 1000 Managers)
- 2 times winner of 'Most Valuable Player' Award - 2009 and 2015
- Awarded 'Excellence Award' by Healthways (Client) - 2009
- Youngest Senior Project Manager and Project Manager in the unit (20,000 employees)



VIJAY KAMAL

B. Tech. in Computer Science & Engineering, Kerala University

5 yrs of Retail Banking exp. in Credit Management and Branch Operations with State Bank of Travancore. 1.5+ years of work exp. in Business Intelligence with Tata Consultancy Services (TCS).

Deputy Manager, Managing Director's Secretariat, State Bank of Travancore, Thiruvananthapuram

- Point of contact for the Managing Director's Office during the acquisition of SBT by SBI
- Organised Board Level Committee meetings by co-ordinating with Board of Directors, Ministry Officials, Directors & Senior Management
- Point of contact for executive customer escalations
- Created business snapshot Management Information Deck for the Managing Director

Assistant Manager (Credit), Ranni Branch, State Bank of Travancore, Kottayam

- Managed Agricultural and Micro, Small and Medium Enterprise (MSME) loan portfolio totaling INR 79 Crores (USD 12.3 million) of the largest branch in the region
- Sanctioned new loans totaling INR 26 Crores (USD 4 million)

Assistant Systems Engineer, Tata Consultancy Services, Chennai/Cochin

- Created algorithms, flow diagrams and interactive data analytic dashboards with KPIs for loyalty programs of clients in Travel domain

Achievements/Awards

- Reduced bad loans of the branch from INR 4.37 Crores (USD 676k) to INR 1.04 Crores (USD 160k) in FY 2015-16
- Increased the total loan portfolio from INR 65 Crores (USD 10 million) to INR 79 Crores (USD 12.3 million) in FY 2014-15 - Highest in the region
- Received Best Performing Advance Manager award in FY 2014-15 at zonal level

Skills/Certifications

- CAIIB and JAIB.
- Business Objects Xcelsius and Informatica Power Center.



VIKAS

M.S. (Petroleum Eng.), University of Texas at Austin, USA, B.Tech. (Petroleum Eng.), IIT (ISM) Dhanbad

18 + years of work experience in USA, Venezuela, Sudan, Mexico and India in cross border acquisitions and mergers and setting up of green field projects.

Vice President & Executive Officer, Office of CEO, ONGC Videsh, New Delhi

- Responsible for overall coordination of the Office of CEO & MD of ONGC Videsh
- Core Group Member of Corporate Strategy & Vankor Russia acquisition fund raising teams

Planning & Control Manager, Petro Carabobo S.A., Venezuela (JV of PDVSA-Repsol-Petronas-ONGC-IOC-OIL)

- Youngest officer to be appointed as first Planning & Control Manager at Level 1 position of US \$ 20 Billion green field project, responsible for overall planning, scheduling, and development

Assistant VP, Business Development, ONGC Videsh, New Delhi

- Responsible for evaluation of international project acquisition opportunities and planning for mergers and acquisitions. Lead Coordinator for acquisition of multi billion dollar projects in Venezuela, Colombia, Brazil, Egypt, Australia, T&T, etc
- Assisted in getting approvals from Cabinet Committee on Economic Affairs, Empowered Committee of Secretaries, Board of Directors, etc

Senior Production Engineer, Greater Nile Petroleum Operating Company, Sudan (JV of Sudapet-CNPC-Petronas-ONGC)

- Responsible for production of 250,000 barrels of oil per day

Achievements/Awards

- "FUTURE ENERGY LEADER" Nominated by Cambridge Energy Research Associate - IHS Energy for 2016
- ONGC Group Chairman's Professional of the Year 2014 Award and Young Executive of the Year 2007 award.
- Tata Fellowship for graduate studies



VINAYAN MOHANDAS

B.Tech. (Electronics & Communication Engineering), Amrita School of Engineering, Coimbatore

Passionate change agent with 9+ years of experience in change management, innovation management and systems engineering.

Manager - Product & Technology Development, L&T Defence Change Management

- Spearheaded organisational process improvement initiatives. Managed a cross functional team to establish an integrated process for product development, combining the best practices of CMMI, ISO and Theory of Constraints. Introduced statistical project management techniques and improved estimation and monitoring of effort and risks in projects. These changes resulted in a 40% improvement in on time performance and quality over a period of 3 years
- Designed and rolled out process innovations like work packets, flow meetings and happy hours resulting in reduction of bad multitasking by 30%

Innovation Management

- Setup an Idea Management System from scratch to capture and develop innovative ideas from within the organisation. Designed and rolled out an annual innovation tournament across all seven locations of the organisation that resulted in 192 abstracts, 42 proposals and three R&D projects with business potential > Rs.400 Crore

Systems Engineering

- Led the requirements development and system design for weapon systems projects for the Indian Navy involving mechanical, electronics and embedded software design. Skilled in Systems Modelling Language & Data Distribution Service
- Defined the requirements and coordinated the evaluation of a model based systems engineering platform worth Rs. 10 crore to ensure effective collaboration between mechanical and electronics design teams

Achievements/Awards

- Helped the organisation achieve CMMI Level 5 process maturity
- Completed two full marathons

<https://www.linkedin.com/in/vinayanmohandas/>



VISHAL BANTHIA

Chartered Accountant & Bachelor in Commerce

Finance and accounting professional with 10 years of work experience in strategy formulation, accounting & consolidation, budgeting & business planning, risk management & internal audits.

Global Manager, Finance & Operational Control (Non-Ferrous Division), Trafigura, Mumbai

- Conceptualized the framework and methodology to conduct strategic reviews of business processes, to improve EBITDA
- Successfully led COO sponsored projects, resulting in savings of USD 1 million by re-designing precious metals hedging strategies and identifying risky Balance Sheet positions of USD 5.6 million

Manager, Non-Ferrous Accounting, Trafigura, Mumbai

- Managed end to end accounting, statutory reporting and external / internal audit for 17 legal entities spread across 36 countries
- Involved as a member of core team in transitioning of accounting policies&procedures from Dutch GAAP to IFRS

Manager, Management Assurance Services, Vedanta Resources, Mumbai

- Led internal audit for mining and manufacturing companies such as Konkola Copper Mines in Zambia (Africa) & Hindustan Zinc Limited - India
- Formalized and implemented "Risk Management" framework in Vedanta group including 9 subsidiaries spread across various geographies

Finance Controller, Vedanta Aluminium Limited, Jharsuguda - Orissa

- Headed finance function of smelter division and responsible for preparation of annual business plan, strategic financial analysis, audits and payable management
- Handled contractual payments of USD 300 million, spanning 13 suppliers

Achievements/Awards

- Successfully started and established, Finance & Operational control department at Trafigura
- Awarded "Star of Business" for re-engineering "Payables Management Process" at Vedanta Aluminium Limited

[linkedin.com/in/vishal-banthia](https://www.linkedin.com/in/vishal-banthia)



YAMIT B MEHTA

B.E. (Electronics), NIT Surat

14+ years of domestic & international experience in technical & project leadership roles in the industries of Telecom, Defence and Internet of Things (IoT) markets.

Qualcomm - Staff Engineer, Hyderabad & San Diego

- Strategized the IoT product road maps and executed IoT project plans worth USD 80 million
- Led a 12 member team to develop Connected Sports Camera for Go Pro, Security Camera for Google and Smart Voice Assistant for Comcast and Bose
- Spearheaded Android Wear Watch project with 8 member team for Louis Vuitton, Fossil and TAG Heuer smart watches
- Directed 8 member team in multi media / voice projects worth USD 2 billion for Android upgrades across 12+mobile chipsets for LG, Samsung, Xiaomi and other global customers
- Outsourced and managed the Android upgrades to BORQS, Bangalore reducing costs by \$6 million.

Alcatel - Lucent CDOT Research Centre - Senior Engineer, Chennai & Paris

- Founded and guided 6 member team to develop world's first commercial mobile WiMAX (802.16e) modem worth USD 20 million with a commercial launch in Malaysia

LG - Engineer, Bangalore & Seoul

- Headed the successful commercialization of mobiles in South Africa and Middle East generating a revenue of USD 2 million

DRDO - Scientist B, Bangalore & New Delhi

- Designed an Electronic Warfare Counter Measure algorithm for a radar deployed in Indian Army

Achievements/Awards

- Earned 9 Qualstar awards (top 5% of Qualcomm employees worldwide) for leading mobile and IoT products for global customers.
- Received Young Achiever Award at DRDO

<https://www.linkedin.com/in/ybmehta/>



YASH TANDON

B.Tech. (Civil Engineering) NIT Allahabad

9.5 years of work experience in Operations and Project Management.

Manager and Head – Planning, Gurgaon Zone, Shapoorji Pallonji Group

- Played key role in establishing Gurgaon Cluster that executed projects valued at 2400 crore
- Facilitated the cluster growth @ 40% CAGR from FY14-15 to FY16-17 by devising project review mechanisms focused on ambitious futuristic targets and anticipating bottlenecks
- Carried out planning, budgeting and management of capital and human resources across projects
- Developed vendors capabilities along the supply chain and integrated them with business growth plans
- Effectively managed contracts and negotiated with clients across varied projects scenarios
- Facilitated transition from SITE (Citrix) to SAP

Controlled projects valued at 500 crore, for multiple properties in Gurgaon (details mentioned in points below)

- Realigned construction sequence to boost fund collection for DLF- especially in face of limitations posed by regulatory bodies
- Ensured on time delivery of the commercial property for Hines by formulating an all-inclusive execution plan and driving synergy among stake holders such as architects, consultants and sub-contractors
- Prepared and implemented Mitigation schedules for effective contract management
- Played a Key role in obtaining statutory clearances

Achievements/Awards and Initiatives

- Received appreciation by Amity University, Noida for delivering talks on Project Management in construction sector
- Initiated and guided development of online portals for business demographics and procurement in construction space

<https://www.linkedin.com/in/yash-tandon>



MATHAABE SHARON

B.A. (Public Administration and Political Science) National University of Lesotho

Summary Statement
5 years work experience in Government and Private Sector focus in administration.

Human Resource Officer, Department of Rural Water Supply, Maseru Lesotho

- Recruited suitable candidates for advertised positions
- Identified and met needs of existing serving officer
- Facilitated in procedures for promotion of serving officers.
- Ascertaining timely processing of terminal benefits
- Oversaw to the well being of over 150 serving officers

Social and Environmental Officer, Department of Rural Water Supply, Maseru Lesotho

- Formulated strategies for awareness creation on HIV and AIDS issues as well as short and long term community management strategies
- Monitoring and Evaluation of Rural Water systems
- Facilitating in Workshops
- Worked national projects such as Community Led Total Sanitation financed by UNICEF and the CLTS foundation at R3 000 000.00 budget
- Facilitated in the Southern African Development Community's integrated water Resource Management project educating 20 villages conservation of wetlands at a budget of R14 000 000.00

Achievements/Awards and Initiatives

- Won an Award for outstanding story awarded by the Chinese Embassy in Lesotho

Skills/Certifications

- Economy and Finance Administration for Developing countries from Jianxi University of Finance and Economics
- 2 UNESCO Life Skills based certificates

<https://in.linkedin.com/in/mathaabe-sharon-mokhethi-9b1731100>



MIESZKO PILECKI

BA Law and South Asian Studies
School of Oriental and African
Studies (SOAS), University of
London

Experienced tax & corporate law
professional with business
orientation and leadership skills.

Oliwa, Ożarowski, Trębicki Wspólnicy (Poland)

- Created and headed a sub-practice of Technology Tax Services which assisted clients in reducing costs of software licences and implementation services (ERP, CRM etc.) by 9.5%, led the transformation of the practice in response to change of Corporate Income Tax
- Generated numerous leads and opportunities in collaboration with a skeleton marketing team
- Succeeded in acquiring 9 blue chip clients (including FMCG, milk, perfumes, logistics and ports industry) during the first 6 months of the practice launch
- Devised the process of acquiring new competencies required to enter strategic areas of practice
- Trained and coached interns of the tax law practice
- Designed workshops for company's clients/partners and authored hundreds of legal reports

KPMG Tax M. Michna sp.k. (Poland)

- Conducted legal & tax research, drafted legal & tax advice and worked on New Technology Tax Relief reclamation projects for KPMG's clients

PwC Polska Sp. z o.o. (Poland)

- Conducted legal & tax research initially in Knowledge Management Team later in International Tax Structuring Team

Ministry of Foreign Affairs of the Republic of Poland

- Conducted analytical economic and political research (South Asia region - in particular Pakistan, Bangladesh)

Ministry of Finance of the Republic of Poland

- Assisted with unique tax projects: (1) evaluation of the scope for introduction of Financial Transaction Tax and (2) Hydrocarbon Tax (3) implementation of FATCA into Polish legal system



COMPETENT

Capable of meeting tomorrow's challenges.



PGPX CLUBS

Anukoolan

The Anukoolan Club connects the IIMA community with the thought leaders and industry experts to develop next generation leaders in Operations, Supply Chain and Project Management. The Club is dedicated to synthesize knowledge from variegated Manufacturing, Energy, and Infrastructure based companies to bring out new perspectives and outlook towards ever changing business landscape.

Life Science and Healthcare Club

Life Science and Healthcare Club is focused around a learning network of participants, alumni, and industry experts providing a platform for sharing knowledge in various facets of Pharmaceutical, Biotechnology, Hospital and Medical Devices businesses to develop holistic perspective of the industry within a dynamic regulatory framework.

BFSI Club

The PGPX BFSI club facilitates interaction and knowledge sharing among both, students bringing in relevant experience and students interested in learning more about the sector. The club affords the chance to leverage the diverse network of connections brought in by PGPX candidates for career opportunities, as well as provides a platform to explore innovations in financial technology given the rapidly evolving regulatory environment in India.

Public Policy Club

With the change in the role of state to that of an enabler, facilitator and regulator, the nature of its interaction with business has acquired an altogether new texture. Public Policy Club at IIMA PGPX seeks to explore this dynamic and learn how one impacts the other. Through activities like 'chai pe charcha', lectures and speaker sessions, it intends to provide a platform for exchange of ideas to help participants develop informed opinions on relevant policy matters.

Retail, e-Commerce and FMCG club

Retail, e-Commerce and FMCG club is a dynamic group of MBA students keen to pursue career in these Industries. Club provides platform for students to collaborate with fellow Industry practitioner students and outside Industry SMEs to share Industry knowledge and best practices, discuss latest trends in Industry and brainstorm solutions to key problems of Retail, eCommerce and FMCG Industry.

ICT Club

Fostering the symbiotic relationship between Technology and Business, the ICT club at IIMA provides a platform for MBAs for insights into latest Technology trends & Industry applications, discussions with Industry Experts and preparation for Tech and Tech adjacent roles. The club provides industry knowledge and hands-on skill building workshops.

Marketing Club

The club's vision is to create an integrated platform that could be utilized by its members to build their network, augment industry / functional skills, understand current trends, choose relevant electives and prepare for placements. We engage our member through formal and informal interactions by leveraging all the available resources—alumni, industry professionals, professors and fellow students. We focus across disciplines of sales & marketing.

Consult X

At 'Consult X', our mission is to expose PGPX candidates to a variety of consulting opportunities, to share relevant knowledge and provide education to build necessary skills for a successful career in consulting. Our overarching vision is for prospective students, current students and recruiters to view PGPX as the elite MBA program for Consulting careers.

Product Management Club

The PGPX Product Management club was started to serve as a forum for learning about the role of a Product Manager and to equip participants with the skills and knowledge they need to excel in it. The club caters to veteran and aspiring product managers looking to work in such roles. Our focus is on educating aspirants on this multifaceted and nascent discipline, solving real world problems, and connecting them with established leaders in the industry.

Startup Club

The PGPX Startup club is a platform for those with an entrepreneurial bent of mind to come together and discuss the ideas and execution strategies that would one day lead to a future unicorn. We strive to be a connecting point for those who have successfully run startups, fund providers, incubators, IIMA faculty and the participants in the various IIMA courses.

THE FACULTY

Business Policy

- **Ashish Nanda**
Ph.D. (Harvard University)
- **Anurag K Agarwal**
LLM (Harvard Law School),
LLD (Lucknow University)
- **Karthik D**
Fellow (IIM Ahmedabad)
- **Shailendra Mehta**
Ph.D. (Harvard University)
- **Sunil Sharma**
Fellow (IIM Ahmedabad)
- **T V Rao**
Ph.D. (SP University)

Communications

- **Asha Kaul**
Ph.D. (IIT Kanpur)

Economics

- **Ravindra Dholakia**
Ph.D (M.S. University)
- **Errol D'Souza**
Ph.D. (Jawaharlal Nehru University)
- **Satish Deodhar**
Ph.D. (Ohio State University)
- **Sebastian Morris**
Fellow (IIM Calcutta)

Information Systems

- **Rekha Rani Jain**
Ph.D. (IIT Delhi)
- **Subhash Bhatnagar**
Fellow (IIM Ahmedabad)

Finance & Accounting

- **Ajay Pandey**
Fellow (IIM Ahmedabad)

- **Joshy Jacob**
Fellow (IIM Lucknow)
- **Shailesh Gandhi**
Fellow (IIM Ahmedabad)
- **Sobhesh K Agarwalla**
Fellow (IIM Ahmedabad)

Marketing

- **Arindam Banerjee**
Ph.D. (SUNY at Buffalo)
- **Abraham Koshy**
Fellow (IIM Ahmedabad)
- **Arvind Sahay**
PGDM (IIM Ahmedabad), Ph.D.
(Texas University, Austin)
- **Piyush Kumar Sinha**
Ph.D. (SP University)
- **Dheeraj Sharma**
Ph.D. (Louisiana Tech University, USA)

Organizational Behaviour

- **Kirti Sharda**
Fellow (IIM Calcutta)
- **Parvinder Gupta**
Ph.D. (IIT Kanpur)
- **Pradyumana Khokle**
Fellow (IIM Ahmedabad)
- **Neharika Vohra**
Ph.D. (University of Manitoba)

Production & Quantitative Methods

- **Chetan Soman**
Ph.D. (University of Groningen)
- **Goutam Dutta**
Ph.D. (Northwestern University)
- **A K Laha**
Ph.D. (ISI, Calcutta)

- **Saral Mukherjee**
Fellow (IIM Calcutta)
- **Bandyopadhyay Tathagata**
Ph.D. (University of Calcutta)
- **Debjit Roy**
Ph.D. (Uni. of Wisconsin-Madison)
- **Karthik Sriram**
Fellow (IIM Bangalore)
- **Sachin Jayaswal**
Ph.D. (University of Waterloo, Canada)
- **Ravichandran N**
Ph.D. (IIT Madras)
- **Sundaravalli N**
Ph.D. (IIT Bombay)

Personnel & Industrial Relations

- **Sunil Maheshwari**
Fellow (IIM Ahmedabad)
- **Biju Varkkey**
Fellow (NIBM, Pune)

Public Systems Group

- **Amit Garg**
Fellow (IIM Ahmedabad)
- **Anil K Gupta**
Ph.D. (Kurukshetra University),
Fellow (NASS)
- **G Raghuram**
PGDM (IIM Ahmedabad),
Ph.D. (Northwestern University)
- **P R Shukla**
Ph.D. (Stanford University)
- **Ankur Sarin**
Ph.D. (University of Chicago)

LEARNING FROM LUMINARIES

The Speaker series is one of the key forums of the PGPX program where participant interact with industry leaders, government officials and policymakers at close quarters. Indian and Global heads of businesses travel to our verdant and iconic campus for this confluence between current and future leaders of industry. Each speaker brings their unique perspective on business, management and leadership – the participants pick up valuable learnings as the speakers reflect on their personal journeys on the way to their trail blazing success stories. Every session is a story of an individual, a company or an industry which comes true to life because of the energy, wisdom and insights that speakers bring.

- **Late Dr. APJ Abdul Kalam**
Former President,
Republic of India
- **Dr. Pawan Goenka**
Executive Director,
Mahindra & Mahindra
- **Ajay Banga**
CEO, Mastercard
- **Ronnie Screwvala**
CEO, UTV
- **Suman Bery**
Former Chief Economist, Royal
Dutch Shell
- **Kiran Karnik**
Chairman,
CII National Committee on Telecom
& Broadband and Former President,
NASSCOM
- **Naresh Shah**
President, EG India R & D, Hewlett
Packard
- **Sumit Khanna**
Senior Director & Head, Investment
Banking, Deloitte
- **Abhijeet Barse**
CEO Co-Founder, Slum Soccer
- **R.K. Mathur**
Chief Information Commissioner,
Government of India
- **Richard Rekhya**
Chief Executive Officer, KPMG India
- **Dharmakirti Joshi**
Chief Economist, CRISIL
- **Ajay Srinivasan**
CEO, Aditya Birla Financial Services
- **Shankar Krishnan**
Group Head - Strategy,
Shapoorji Pallonji
- **Anil Iyer**
Head Global Operations and
Board Member, Novartis
Healthcare Pvt Ltd.
- **Raza Beig**
Director, Landmark Group and
CEO, Splash & Iconic
- **Raghu Raman**
President (Risk, Security and New
Ventures), Reliance Industries Ltd.
- **Shashi Kant Sharma**
Comptroller and Auditor General of
India.
- **Vishwavi Ahuja**
Chief Executive Officer, RBL Bank
- **Yashish Dahiya**
CEO, PolicyBazaar
- **Gurdeep Singh**
Chairman and MD, NTPC Limited
- **Akshay Kothari**
Country Manager and Head of
Products, LinkedIn India

HRPI

HR Practices in India: A Practitioner's Perspective, or HRPI, is an innovative and hugely popular course at IIMA that is offered to the PGPX participants. Taught by leaders from the HR fraternity, this innovative and unique course aims to provide the participants with a practical perspective on the various HR issues of an organization. The course is taught in the seminar mode and is conducted over a period of 3 days. HRPI enables participants to learn from HR Heads of organizations such as Aditya Birla Group, Adani Group, Airtel, SAP, Infosys, Mahindra & Mahindra, L&T, Amazon, KPMG and others.

The Red Brick Summit - Connexions

Connexions creates an intellectual platform where industry veterans, policymakers, and NGO leaders from diverse sectors engage in erudite discussions moderated by distinguished IIMA faculty. Each panel is a carefully chosen composite group of speakers who would enrich the debate with strikingly different perspectives. IIMA makes for a perfect venue with its bright, ambitious participants in the audience who are poised to assimilate the ideas and solutions that emerge and incorporate them as they step into leadership roles. It is no surprise that the event also attracts huge media attention.

Technovation

This is the inaugural year for Technovation, a unique event in the PGPX curriculum where thought leaders spread across technology startups, product and service organizations assemble to study emerging trends for the industry. With a mix of exciting panel discussions and insightful speeches, each offering an opportunity to dive deep into different aspects of the technology sector, and an audience full of bright PGPX participants from diverse industries, Technovation is an exciting journey to the frontiers of business and technology.

KEY RECRUITMENT POLICIES AND GUIDELINES

Student Placement Committee is the single point of contact

Companies interested in conducting recruitment activities at IIMA must contact a Student Placement Committee member. Companies are discouraged from directly approaching the students.

Grade Non-Disclosure Policy

IIMA PGPX follows a Grade and GMAT Score non-disclosure policy.

Offer Negotiations

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

Offer Communication

Offer to the selected candidates should be communicated through the Student Placement Committee

Reporting Standards Compliance

Companies are required to provide the final offer details as per the reporting standards followed by IIMA. Details are available with the Student Placement Committee.

Recruitment Fees

There is a fee for the recruitment process, levied as a charge per successful hire (firms will be informed of the actual amount the Student Placement Committee). Placement Fees will be waived for firms that fall under our waiver criteria. To know more about this policy, please contact the Student Placement Committee.





CONFIDENT

Poised and assured even in demanding situations

PLACEMENT PROCESS AND POLICIES

Placement Process

At IIMA, placements are handled by the Student Placement Committee under the supervision of the IIMA Placement Office through a process that optimizes the interests of both the students and the companies. The student committee is involved in the process right from corporate interactions (throughout the year), to pre-placement talks and coordinating activities during placement process.

There are two main placement activities on campus:

- **Pre-placement Talks (Corporate Presentations)**
Pre-placement presentations (up to 2 rounds) enable organizations to inform students about company's business, work culture, organizational structure, career and growth opportunities. We recommend a 30-minute presentation and a 15-minute Q&A session. Presence of senior executives and alumni helps create a better impact.

This year companies can plan to visit IIMA for delivering pre-placement talks starting 3rd October, 2017. For scheduling the talks, Student Placement Committee should be approached at least 7 days in advance.

- **On-Campus Recruitment**
Companies can plan a visit to the IIMA campus for conducting placement interviews and making job offers to suitable student candidates during the placement season. This year the placement season commences on 14th November, 2017. Companies can approach Student Placement Committee for scheduling an on-campus placement session. Committee members can also provide guidance on local transport and lodging facilities on campus.



Pre-placement talks start,
Date: 3rd October, 2017

On-Campus Recruitment,
Date: 14th November, 2017



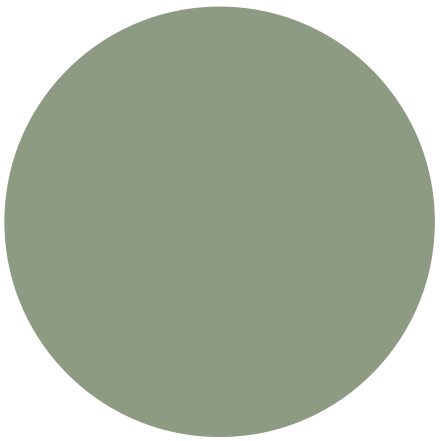
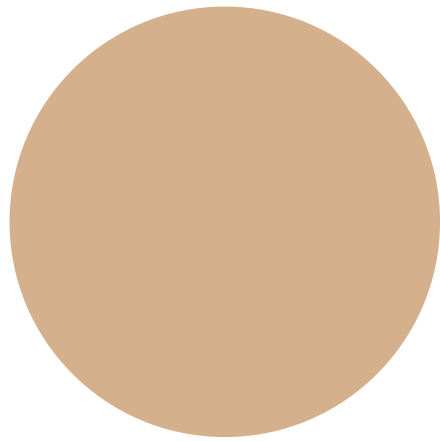
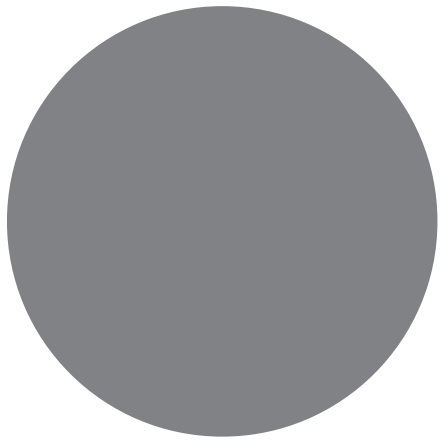
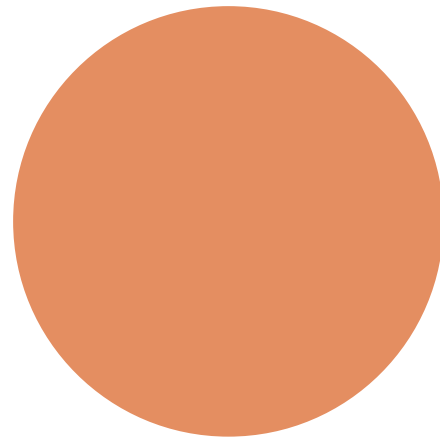
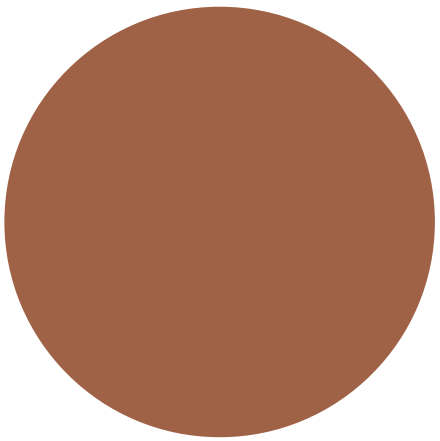
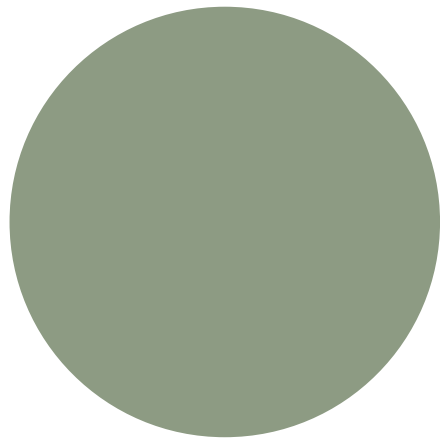
DIRECT MARKETING
COMMITTED

Staying true and never giving up.

PAST RECRUITERS

- Accenture
- Adani Group
- Agile Technologies
- Apptus
- Airtel
- Alstom
- Amazon
- American Express
- BCG
- Boeing
- Capgemini
- Caterpillar
- Coca-Cola
- Cognizant
- Cummins
- Deloitte
- Deutsche Bank
- Dr. Reddy's
- Enzen Global
- Ericsson
- Ernst & Young
- Flipkart
- Fortis Healthcare
- Genpact
- Goldman Sachs
- Google
- Prime Minister's Office
- Halliburton
- Hero Motocorp
- Hitachi
- IBM
- ICICI Bank
- Infosys
- J P Morgan
- KEC International (RPG)
- KPMG
- L&T
- LinkedIn
- Mahindra
- Mastercard
- McKinsey & Company
- Microsoft
- Mindtree
- Mu Sigma
- Persistent
- Philips Healthcare
- PWC
- Reliance
- Roland Berger
- SAP
- Sears Holdings India
- Shapoorji Pallonji
- Tata Capital
- Tata Motors
- TCS
- Tech Mahindra
- Telangana Government
- Thermax
- Virtusa





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