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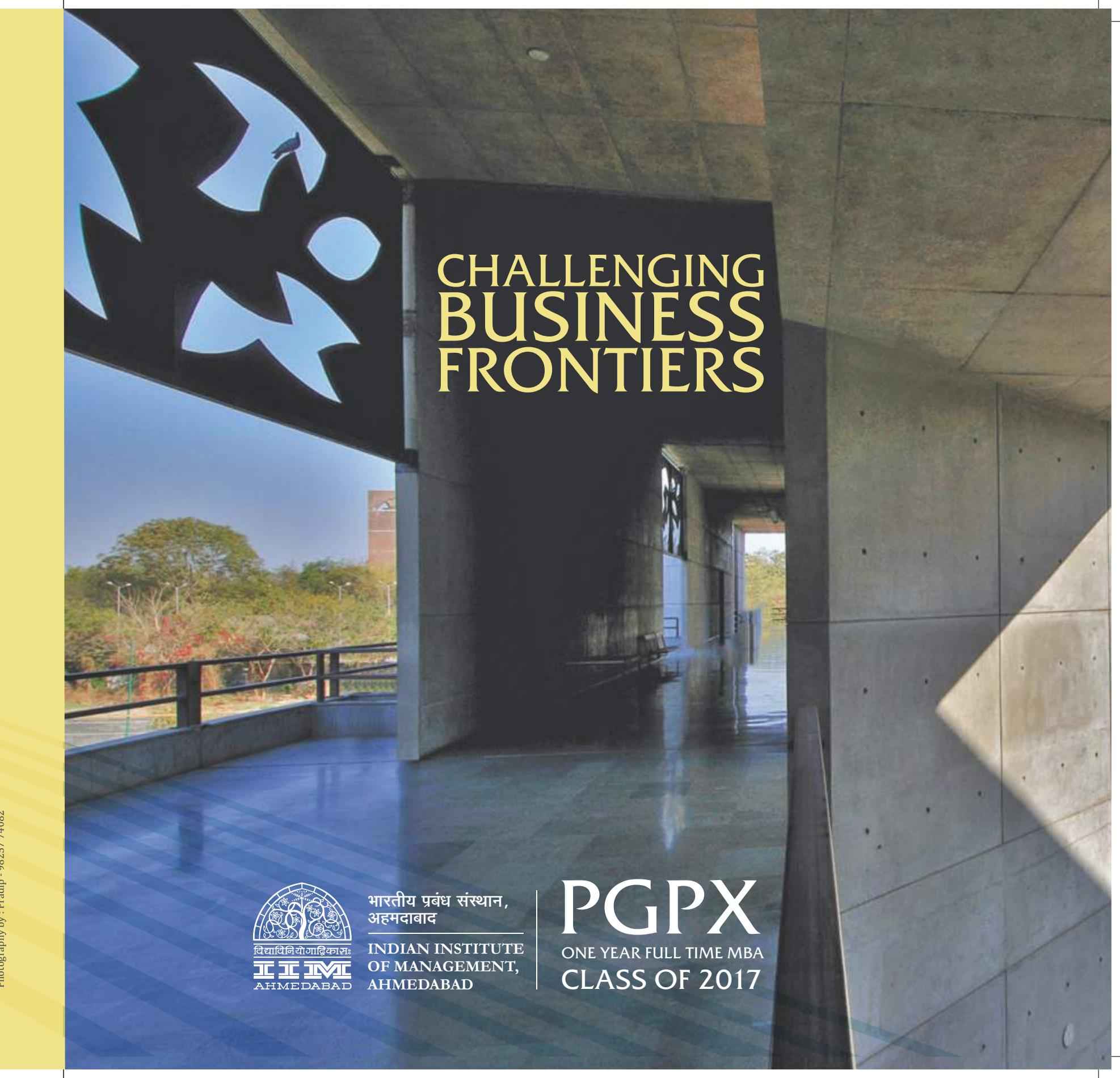
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भारतीय प्रबंध संस्थान,  
अहमदाबाद  
INDIAN INSTITUTE  
OF MANAGEMENT,  
AHMEDABAD

**PGPX**  
ONE YEAR FULL TIME MBA  
CLASS OF 2017



भारतीय प्रबंध संस्थान,  
अहमदाबाद  
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AHMEDABAD



## CONTENTS

-  05 Messages
-  13 Class of 2017
-  17 Student Profile
-  65 Learning From Luminaries
-  66 The Faculty
-  71 Placement Process and Policies
-  73 Past Recruiters



## PGPX CLASS OF 2017

In April 2016, a group of 90 professionals came together at IIM Ahmedabad in a complex business environment; some to be part of India's growth story, some to expand their sphere of responsibilities, some to start entrepreneurial ventures; all with a common desire to enhance their repertoire of skills. When this group, armed with deep industry experience across sectors and continents, brainstorms with India's best management faculty in the PGPX program, it doesn't just result in an invigorating environment, but creates a very stimulating learning process. The first ten batches of PGPX set new benchmarks with companies selecting participants for top leadership roles. The PGPX Class of 2017 promises to exceed expectations in its quest to build and transform Indian and global businesses.

**RANKED NO. 1 PROGRAM IN THE WORLD FOR CAREER PROGRESSION, FINANCIAL TIMES, 2016**

**RANKED NO. 24 IN THE WORLD FOR GLOBAL MBA, FINANCIAL TIMES, 2016**



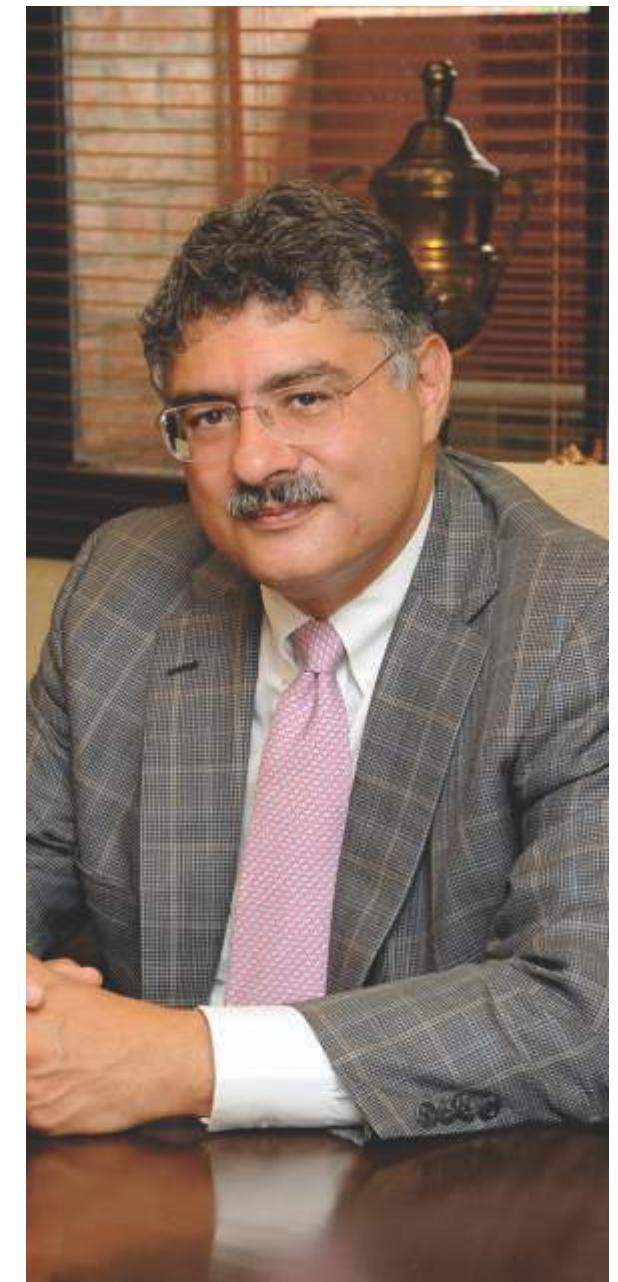
## THE DIRECTOR

### PROFESSOR ASHISH NANDA

It gives me pride and pleasure in introducing to you our PGPX class of 2017, the eleventh graduating class of IIMA's PGPX program. Every year, 90 of the best management professionals from India and abroad are selected for this unique one year full time post graduate management program at IIM Ahmedabad.

This is a class of highly accomplished individuals, with exceptional managerial and leadership abilities, honed by the academic rigour and challenging learning environment that this program provides. These professionals have an average work experience of 8.5 years in various industries and functional areas. Several of them have substantial international experience. The students have leveraged their experience to make best use of the learning opportunities provided by the faculty and their peers. Their learning has been supported by lively and informative classroom discussions following the Institute's case-method based pedagogy.

The PGPX program has a successful history of developing leaders of the future. Graduates of this program have excelled in leadership positions across a diverse set of industries. I am confident that in our PGPX class of 2017, you will surely find the contributors you are looking for—individuals with motivation, talent, and experience to add value to your organization and achieve your goals.



## THE PLACEMENT CHAIRPERSON

### PROFESSOR ASHA KAUL

Dear Recruiter,

We welcome you to IIMA campus to experience for yourself the vibrant class of PGPX 2017. Armed with work experience of over 8.5 years, rich in diversity, this group brings to the table a rich and unique amalgamation of knowledge and experience.

The design of the PGPX program has equipped students to match the requirements of the corporate world. A little over 10 years old, this program was conceptualized with the vision of imparting knowledge to working professionals, who in their pursuit of a corporate career, quit academic ambitions. Hinged on the premise that gaining 'knowledge' is the key to corporate success, the program provides multiple opportunities to students to learn and share. For instance, apart from interaction with faculty at IIMA, visits by corporate leaders to share their experiences and learning in the corporate arena are also part of the well designed curriculum.

As confident seekers, these students at IIMA are now on a platform designed to help them explore their ambitions. Beginning with the admission process to diversity to interactivity in and outside class has given the students the gilt edge which in many cases is difficult to surpass. To further elaborate, the stringent admission process where students with GMAT score of 710 are handpicked after a long interview process with IIMA faculty 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 with students testing 'on-the-field' knowledge with seminal theories and research findings.

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



## THE PROGRAM CHAIRPERSON

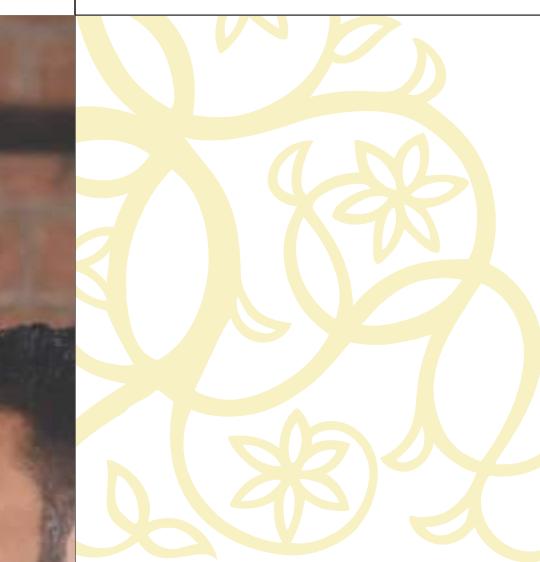
### PROFESSOR SUNIL SHARMA

Dear Recruiter,

India is frequently cited as a shining star in the global economy today. The growth spurt may come from mega corporations or from small companies with bold aspirations. The new world order is much more egalitarian as capital is no more a scarce resource. The secret of a winning formula is gradually shifting from smart strategy to making it work through execution. All these developments have huge implications on an organizations' recruitment policy. The leaders of tomorrow will have to earn respect and credibility through a combination of raw intellect, hard work and worldly mindset. IIMA has been a trendsetter in aligning its priorities with changes in environment. Anticipating these trends, we started PGPX program ten years ago for professionals with high quality work-experience who were ready to spend one full year on the campus for a rigorous learning experience. As we celebrate a decade of our highly successful PGPX program, I have witnessed for myself how the program has shaped up to be a crucible where the experience and realism is blended with the best of management learning that the country can offer. The eleventh batch of 90 students would be graduating in March 2017 and is ready for contribution to the industry through its honed intellect, orientation for hard-work, worldly mindset, and humility.

I share with you the batch profile of PGPX 2016-17 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.





“ This was our first visit to the IIM (A) for PGPX batch as our need was quite critical, for the Strategy team of the Group. We were thoroughly impressed by the caliber and competence of the students with their wide and varied experience and exposure. We were able to identify the right talent with a strong blend of conceptual skills and hands-on experience in operations.

**Pramod N. Fernandes,**  
Group CHRO &  
Head-Human Resource,  
The Manipal Group



“ Since 2014 Zensar has been a regular at IIM-A's PGPX program and some of Zensar's current top performers are from the PGPX program. The program surpasses itself both in the quality of candidates on offer and the meticulous manner in which the placement program is managed. Today at Zensar we have associates in Sales, Consulting, Strategy and M&A from the PGPX batch and our experience with these associates has ensured that Zensar will be a regular in all future PGPX placements.

**Ajay Bhandari,**  
Chief Corporate  
Development Officer,  
Zensar Technologies Ltd



## PROGRAM STRUCTURE

The PGPX program 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 program 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 skills, 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 program, 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
- Managerial Organizational Behaviour

##### Electives

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

#### Business Strategy

##### Core Courses

- Modeling for Decisions
- Analysis of Data
- Strategic Management
- Legal Aspects of Business
- Mergers and Acquisitions

##### Electives

- Business Analytics
- Management of New and Small Firms
- Strategic Thinking & Decision Making
- Strategic Management of Information Systems
- Understanding and Assessing Risk
- Social Entrepreneurship: Innovating Social Change
- 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
- 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
- International Financial Management

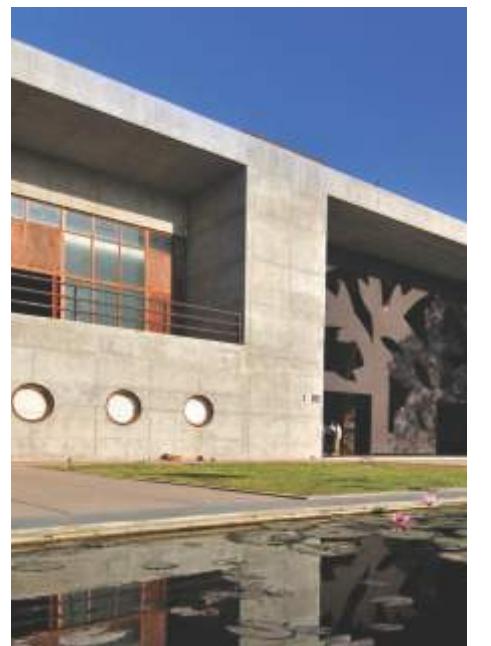
#### Marketing

##### Core Courses

- Assessing and Creating
- Customer Value
- Delivering and Managing
- Customer Value

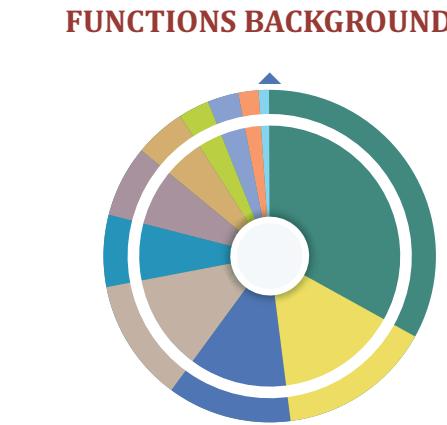
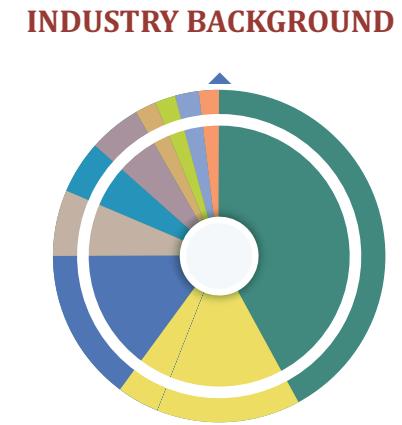
##### Electives

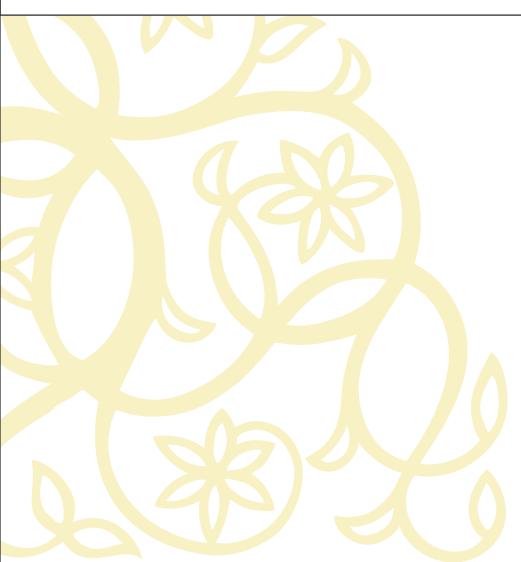
- Marketing Management in the World of Hi-Tech & Innovation
- Strategic Business-to-Business
- Market Management
- Real Estate Management
- Strategic Marketing





## CLASS OF 2017





“ The PGPX class brings together a wealth of experience, an extraordinary level of motivation and a high degree of intellectual energy. It is a pleasure teaching this group, and I am sure that they will distinguish themselves in their career.

Prof. Jayanth R. Varma,  
Finance and Accounting Area



“ As someone who has been teaching PGPX students for the past 11 years, as a past PGPX Chairperson and past Dean (Alumni and External Relations), I am delighted to introduce the graduating PGPX class of 2017. I have taught them the basic marketing course and hope to teach them an elective as well. The PGPX class of 2017 represents a very interesting mix of backgrounds from different industry sectors. They are highly engaged; the opportunity cost to them of the program is quite high and there is a high desire to extract value from the sessions, which in turn makes them better prepared for future challenges. Continuing the tradition of PGPX program, you will find that the participants are ready to hit the ground running in middle and senior management positions in a range of functional and general management positions. The PGPX class of 2017 represent some of the most heavily recruited students with an average GMAT score of 710 and experience of 8.5 years. I encourage you to have a conversation with them to choose the best candidate that your company can find in this genre, I daresay, anywhere in the world.

Prof. Arvind Sahay,  
Marketing Area





**ABHISHEK NEGI**

◆  
**Functional Roles:** Proprietary Trading in International Commodities Markets  
**Sector/Domain:** Financial Markets  
**Past Employers:** Futures First Info Services (G.H. Financials), ARB Group  
**Education:** BE, Information & Communications Technology, Manipal Institute of Technology



**ADITYA CHAUDHARY**

◆  
**Functional Roles:** Software Development, General Management  
**Sector/Domain:** IT & IT Services; Travel & Tourism  
**Past Employers:** Accenture, Trek High Travel Consultants LLP  
**Education:** B Tech., Information Technology, Jaypee University Of Information Technology, Himachal Pradesh

Accomplished Proprietary Trader in International Commodities Market with 6+ years of experience in analysis, formulation and execution of short to long term Trading Strategies.

**Associate- Commodities Market, Futures First Info Services (G.H. Financials) and ARB Group**

**Traded**

- Sugar, Cocoa & Coffee Futures on ICE (NY) & LIFFE (London) Exchanges
- Brent (ICE) & WTI (NYMEX) Crude Futures
- Outrights, Calendar & Inter-market Spreads and Butterflies
- Options as a hedging tool

**Market Analysis**

Trading decisions taken by making Judgement Calls based on analysis of

- various fundamental issues such as supply/demand, political & weather news
- short, medium & long term trends using Reuters & Bloomberg
- impact of macro data releases & fiscal policy changes
- correlation with other markets
- risk to reward ratio

**P/L & Volume figures**

- Trading Capital increased from \$5,000 to \$100,000 over the trading career
- Consistently made over \$150,000 annually
- Record annual profits include \$400,000 & \$300,000 in 2012-13 & 2013-14
- Averaged 2,50,000 round turns a year including over 1% volume share in front month ICE Sugar # 11 contract

**Accomplishments and Initiatives**

- Awarded "Best Young Trader" award for FY 2012-13 at Futures First
- Conceptualized and Developed own trading software
- Interviewed & Hired potential new traders by gauging analytical skills & EQ

5+ years of experience in the IT Delivery & IT Services and 1 year Entrepreneurial experience in the Adventure Tourism sector.

**Senior Analyst, Technology Division, Accenture Services**

- Developed a \$100k NFC Mobile payment system, opening a new credit line for a major Canadian Bank
- Drafted and implemented legacy Automation system, saving project wide programming effort by 10%

**System Developer, Technology Division, Accenture Services**

- Managed legacy system migration for Telefonica Spain, saving 15% in operational costs
- Strengthened the Knowledge Transfer process to streamline coordination among 500 employees in Spain and India
- Delivered a first of a kind data-masking project for SunLife, helping meet the data sensitivity compliance in record time

**Co-Founder, TrekHigh Travel Consultants LLP**

- Ideated the technology start-up as a market aggregator in Adventure tourism sector
- Identified potential growth markets and aligned multiple business vendors

**Achievements**

- Awarded Accenture's flagship team award 'Accenture Celebrates Excellence' Twice for Client Delivery Excellence - Q2-FY14 and Q4- FY11
- Stellar Performance award - Q2-FY12 for outstanding performance in the CMT vertical

**ADITYA SHUKLA**

**Functional Roles:** Financial Analysis, Risk & Leveraging, Portfolio Analysis & Selection, Hedge Fund, Investment Banking, Client Engagement / Negotiations, Information Technology  
**Sector/Domain:** Financial Services, Hedge Funds, Investment Banking & Information Technology  
**Past Employers:** Nomura, D.E.Shaw & Co., Infosys (India, USA & Switzerland)  
**Education:** MBA, Finance, ICFAI Business School, Hyderabad, B Tech., Mechanical Engineering, UP Technical University, Lucknow

**AKASH KUKREJA**

**Functional Roles:** IT Project Management, Global Process Alignment, Technology Consulting  
**Sector/Domain:** Internet Technology, IT Services  
**Past Employers:** Equinix Asia Pacific, Infosys  
**Education:** B Tech., Computer Science Engineering, GGSIPU, Delhi

**AKHIL KUMAR GAWAR**

**Functional Roles:** Project Management, Operations Management, Business Development, Business Transformation  
**Sector/Domain:** FMCG, Healthcare (Hospitals)  
**Past Employers:** ITC Limited, Global Health Private Limited (Medanta Hospitals)  
**Education:** B Tech. Electrical Engineering, Indian Institute of Technology, Delhi

**AKSHAY CHITLANGIA**

**Functional Roles:** Sales, Business Development, Alliance Management  
**Sector/Domain:** IT & IT Services  
**Past Employers:** Indusface Pvt. Ltd., HCL Comnet Ltd., SecureSynergy Pvt Ltd.  
**Education:** BE Computer Science, Mumbai University

7+ years of professional experience with 4.5 years in risk and valuations within Investment Bank and Hedge Fund and 3 years in BFSI sector with IT firm.

#### **Associate (Associate Vice President), Nomura, Mumbai**

- Led team of 5 analysts to deliver i) qualitative and quantitative risk analysis, ii) securities pricing / valuations, iii) portfolio financing and margining solutions across Delta One, Equity Financing, OTC Derivatives and other vanilla/complex products
- Led negotiations and engagements on portfolios worth \$900M with investment banks and hedge funds in HK and London
- Achieved highest quarterly revenue growth of 21.3% among 112 associates globally in Q2 and Q4'15

#### **Analyst, D.E. Shaw & Co, Hyderabad and New York City**

- Led team for risk & portfolio analysis and risk mitigation of various trading portfolios, primarily with Macro, Energy and Equities desks with net valuation of approx \$18 B across sectors, asset classes & fund's trading strategies
- Led negotiations with regulators e.g. SEC in USA on regulatory reporting
- Built firm wide financial solutions while coaching & engaging technology teams

#### **Engineer, Infosys, India and Switzerland**

- Client engagement and delivery of project worth \$12M for an European client
- Awarded corporate level PRIMA award for best idea implementation resulting in \$0.8M/year saving

#### **Certification**

- Financial Risk Management Level 2 Appearing

Strategic thinker with 8.5 Years of global experience in Technology Consulting, IT Business Transformation & Project Management.

#### **Senior Consultant, Equinix, Inc. (Singapore, USA & UK)**

- Successfully delivered process & technology integration for two acquisitions by Equinix in US and Europe with combined deal size of \$700 m
- Led a team of eight consultants from Deloitte for statistical analysis & assessment of customer finance data quality
- Played instrumental role in aligning business process across APAC, AMER & EMEA for world's largest data center
- Drove strategic initiatives to identify revenue leaks in order fulfillment process and reduce customer churn, saving \$3.5 m annually
- Developed gap-analysis reports with CTOs and pre-sales consultants in Silicon Valley to improve time to market

#### **Consultant, Equinix, Inc. (Singapore)**

- Conceptualized Automation of key reports used by financial analysts to track KPIs, saving hundreds of man-hours per month

#### **Application Engineer, Infosys Mangalore**

- Developed custom sales force application to track leads and accounts for a leading office documentation client in USA

#### **Achievements**

- Received Leadership Excellence Award, FY 2015 from Brian Lillie, CIO, Equinix
- Prima Award Winner, annual award in Infosys with highest level of client satisfaction

Business transformation specialist with 7 years of diverse Operations management experience in multiple departments across Manufacturing industry and Healthcare services.

#### **Deputy General Manager, COO Office, Medanta Hospitals**

- Assisted Chief Operating Officer at Medanta hospitals to transform various business units, and clinical and non-clinical departments
- Executed business transformation for one of India's largest hospital based diagnostic unit with \$53 million turnover composed of 120+ doctors and 350+ paramedical staff
- Achieved 98% on-time diagnostic report availability (up from 70%), six sigma error levels and 5% reduction in operations cost for clinical laboratory services
- Setup web based online tele-medicine services with 50,000+ subscribers and 15 franchise centres across five countries
- Served as domain expert on Ministry of External Affairs' panel to setup Central Asia e-network for tele-medicine and tele-education partnership

#### **Assistant Manager, Operations, ITC Limited**

- Planned capacity expansion for Saharanpur cigarette factory from 24 billion to 35 billion cigarettes per annum
- Coordinated identification, design and implementation of 23 capital expenditure projects worth \$15 million

9+ years of experience in Sales, Business Development and Alliance Management across verticals focused on Governance and Risk & Compliance Services and Information Security Solutions.

#### **Enterprise Sales Manager (West And South India), Indusface Private Limited**

- Acquired the first PSU, Banking, Enterprise, e-Commerce, and Startup clients for the new launches "Web Application Firewall" and "Total Application Security"
- Augmented the business by securing over 45 new deals and ensuring continuity of 25 existing deals
- Enhanced market reach by establishing five new partnerships and scaling up the existing four partnerships

#### **Business Manager (India), HCL Comnet Private Limited**

- Increased the Information Security practice annual revenues by four hundred percent over four years
- Dominated the Indian Banking sector for Information Security solutions
- Architected and commercially closed over ten deals of value greater than USD 1.5M
- Maintained a consistent Win:Bid ratio of over ninety percent among RFP led deals

#### **Awards And Honors**

- Technology Excellence Trophy at HCL
- Architecture Innovation Award at HCL
- Outstanding Contribution in Innovative Solution Sales Award at HCL
- The O2 (League of the Extraordinary) Award at HCL

#### **Certifications**

- CISA, CISM, Diploma in Cyber Law



**AMIT  
SUGANDHI**

**Functional Roles:** Project Mgmt., Business Analysis, Client Engagement Management  
**Sector/Domain:** IT Products & Services (Aerospace, PLM)  
**Past Employers:** TCS, Dena Bank  
**Education:** M Tech., Computer Science & Engineering, RGPV Bhopal, BE, Computer Science & Engineering, RGPV Bhopal



**AMRITA  
ACHARYA**

**Functional Roles:** Technical Consulting, Team Management, Product Development & Delivery  
**Sector/Domain:** IT & IT Services  
**Past Employers:** Apple Leisure Group, Intuit, Amazon  
**Education:** BE, Information Technology, Goa University



**ANAND  
NAIK**

**Functional Roles:** Marketing - Product Management, Sales - B2C & B2B, Channel Sales  
**Sector / Domain:** Telecom, Banking, E-Learning  
**Past Employers:** Idea Cellular Ltd., Tata Tele Services Ltd., ICICI Bank, Tata Interactive Systems  
**Education:** MBA, Marketing, SIBM Pune, BE, Computer Science, Mumbai University



**ANANTHAPADMANABHAN  
KARTHIKEYAN SULEKHA**

**Functional Roles:** Project Management, Contract Management, Engineering Design & Execution  
**Sector/Domain:** Infrastructure & Utilities, Construction  
**Past Employers:** Artech Realtors, Trimex Group, Schneider Electric, Pacific Controls, Desein Indure Group  
**Education:** B Tech., Electrical & Electronics, University of Kerala

11+ years of global experience in IT Project Management, Business Analysis and Client Engagement.

#### **Project Manager, Engineering & Industrial Services, Tata Consultancy Services**

- Key member of a leadership team, managing strategic resource fulfilment for Boeing US engagement
- Portfolio Lead for an idea transformation initiative to improve Boeing's experience
- Lead Business Analyst for a critical Boeing 787 application, spearheading innovation, quality and efficiency in the delivery
- Strategically positioned from client engagement perspective, due to excellent rapport with Boeing management
- Lead the Onsite and Offshore teams on a strategic assignment for a new aerospace client
- Envisioned, motivated and lead the team to turnaround an important Motorola project

#### **IT Officer, Dena Bank**

- Worked with the IT Department and managed IT delivery channels
- Played a key role in ATMs and to make the branches RTGS and NEFT enabled

#### **Achievements:**

- Won Pride@Boeing award for improving the software testing process
- Received a place with the team in @TCS magazine for a successful turnaround of the Motorola project

#### **Certifications**

- Project Management Professional (PMP)
- Certified Business Analysis Professional (CBAP)
- ISTQB Certified Tester Advanced Level

9+ years of experience in IT product development in E-commerce and Telecom domain.

#### **Technical Consultant, Apple Leisure Group, USA**

- Provided technical consulting for designing and building a unified travel distribution product to support the company's Electronic Travel Distribution supply chain

#### **Senior Software Engineer, Intuit India Technology Services, India**

- Member of the core team responsible for internationalization and localization of the company's flagship online accounting software - Quick Books Online, and its global launch.
- Coordinated development of electronic invoicing and its integration with payment systems

#### **Software Development Engineer, Amazon India Product Development Centre, India**

- Key member of the team responsible for automated systems for processing and payment of invoices to worldwide Amazon vendors.
- Led discussions with business stakeholders to identify strategic needs and oversaw development of high-quality solutions
- Devised and incorporated new reports for faster execution of inventory reconciliation process
- Engaged in recruitment and mentoring of engineers

8+ years of professional experience including 6+ years of rich Sales & Marketing experience in Product Management & Retail Channel Sales, delivering phenomenal business growth for the portfolios handled.

#### **Product Manager, Auto Loans Business, ICICI Bank**

- Awarded for achieving 30% average annual growth in Auto Loans business for FY'15 & FY'16, through ICICI Branches at pan India level
- Designed cross selling & up selling products, offers, promotional campaigns, contests, process & innovations

#### **Territory Sales Manager, Post-paid Business, Idea Cellular Ltd.**

- Achieved 108% average annual business growth for FY'13 & FY'14 through successful channel management & channel expansion in assigned Mumbai West Zone

#### **Channel Sales Manager, Post Paid Business, Tata Teleservices Ltd.**

- Awarded for 220% quarterly business growth for FY'12 - Q3 vs. Q2 in assigned Indore region

#### **Management Trainee, Marketing, Tata Teleservices Ltd.**

- Awarded for 40% average monthly growth (2 Cr. Revenue) in VAS, GPRS & SMS Portfolio for Tata DOCOMO (MP & CG Region)
- Spearheaded the launch of 3G services in MP & CG region through a planned promotional campaign

#### **Other Projects**

- Conducted an extensive Market Research project for L'oreal India as summer intern
- Launched PG entrance examination Classes (2 batches) for medical professionals at Career Launcher India

8+ years of experience including 5+ years global experience in Project Management, Contract Management and Engineering in the Infrastructure & Utilities and Construction sectors.

#### **Project Manager, Artech Realtors Pvt. Ltd., India**

- Led Project and Contract Management for diverse project packages worth \$0.3 mn for Trivandrum Marriott Courtyard project
- Led Building Management System, ELV System and Communication System packages worth \$0.5 mn for various residential & commercial projects

#### **Asst. Manager - Projects, Trimex Group, Indonesia**

- Led multi-disciplinary teams in feasibility and exploratory studies for a 34 MTPA coal project and 3 MTPA cement plant project
- Led reviews of general Infrastructure, Captive power, and Communication system bids, with a cumulative value of over \$300 mn
- Crafted and executed service and supply contracts worth \$3.5 mn

#### **Engineer, Cimac FZCO (Schneider Electric), Dubai (UAE)**

- Bid management, Engineering & sourcing for Electrical, control & automation packages for the Al Zawrah R.O. Plant, UAE: contract value approx. \$3.3 mn
- Bid management, Engineering & procurement for control & automation packages for the Barwa City District Cooling System, Qatar: value approx. \$2.9 mn
- Other successful contracts in the water, sewage and district cooling sector: cumulative value approx. \$3.0 M



## ANIRUDDHA SRINATH

**Functional Roles:** Strategic Planning, Pre-Sales, Production Engineering  
**Sector/Domain:** Aerospace, Automobile, Industrial Products  
**Past Employers:** Cyient Limited, Toyota Motor (India and Japan)  
**Education:** ME, Manufacturing Engineering, University of Michigan, Ann Arbor, USA.  
BE, Mechanical Engineering, VTU, Belgaum, India



## ANUPAMA NARAYANAN

**Functional Roles:** Global IT delivery, Vendor management, Business Analysis  
**Sector/Domain:** IT-Retail, IT-Banking  
**Past Employers:** Royal Bank of Scotland, Tata Consultancy Services  
**Education:** BE, Computer Science, Anna University, Chennai



## ARJUN SWARUP

**Functional Roles:** Technical Consulting (Telecom), Integration, Managed Services Delivery  
**Sector/Domain:** Information and Communication Technology  
**Past Employers:** Ericsson India Global Services Pvt Ltd.  
**Education:** BE, Electronics & Communications, Thapar Institute of Engineering and Technology, Punjab



## ARNAV SINHA

**Functional Roles:** Operations Management, Quality Management, HR, Planning, and Sales & Business Development  
**Sector/Domain:** Oil & Gas  
**Past Employers:** Schlumberger (India, Saudi Arabia & USA)  
**Education:** BE, (Honors), ME, BITS, Pilani

7+ years of Global experience in Discrete Manufacturing with a focus on planning and execution of new initiatives.

### Deputy Manager, Strategy and Product Realization, Cyient

- As part of Strategic Initiatives, conceptualized and evangelized a Product Realization Business.
- Subject matter expert for conventional and advanced Mechanical Manufacturing, handling various projects on acquisitions, partnerships and capital investment
- Responsible for Pre-Sales activity worth \$20 M

### Production Engineer, Toyota India & Japan

- Subject Matter expert for Toyota India on Vehicle Inspection, responsible for the engineering behind testing of 100,000 vehicles per year
- Managed projects worth \$2 M, primarily in greenfield plants, volume ramp up and new model introduction
- Selected for an Inter-company transfer to Japan while still a trainee.
- Assembly shop leader for Engineering Change requests and shop safety

### Honors and Awards

- Published author for Additive Manufacturing
- Mark of Excellence-2014 at Cyient for being in the top 2% performers in the organization
- Certificate of Appreciation for dousing a fire in the Toyota India Plant

### Certifications

- Associate Systems Engineering Professional, INCOSE
- Japanese Level 3 Proficiency, JLPT

10+ years of experience in global IT delivery, stakeholder management and business analysis including 3 years of international experience (US and UK).

### Senior Business Analyst, Data & Analytics, Royal Bank of Scotland Group (Technology India)

- Managed a 20-member vendor team on a large regulatory divestment program impacting 250k SMEs & 1.8 M personal banking customers
- Delivered a complex debit card Fraud analytics & profiling system with a scope of 3mn multi-channel daily debit transactions and annual savings of \$300 mn in fraud losses
- Among the top 1% of RBS India to be selected for the Management & Leadership Development Program

### Team leader, Tata Consultancy Services (USA)

- Led a cross continental team of 15 in a client facing role for the Retail Analytics & Market Research division of the Nielsen Company, USA
- Drove data acquisition, enrichment and delivery of data pertaining to FMCG products, enabling custom reports and insights, strategic to the Nielsen business

### Achievements

- Living our values: Thinking Long Term award for conducting successful webinars for ~50 stakeholders from multiple business groups
- Recognized in top 2% for 4 years in a row
- Certificate of Appreciation for promoting People Engagement
- Client Achievement Award for an outstanding role as Project leader and Subject Matter Expert

6+ years of diverse and cross-continental experience in Telecom Consulting, Integration and Managed Services delivery.

### Senior Engineer, Consulting & Systems Integration, Ericsson

- Spearheaded deployment of next-generation revenue & subscriber management solutions across telecom operators in India, Africa, Middle East and Europe
- Realigned team competence development roadmap with product life cycle to ramp up delivery quality
- Orchestrated multi vendor "on-the-fly" teams to plan and execute solution delivery
- Built and nurtured a team of 16 engineers to provide Managed Services for pan India Airtel network
- Revitalized product transformation initiative to migrate to cloud based solutions
- Consulted Djibouti Telecom (2012) in implementing go-to market strategy for data and roaming services, which increased subscriber base by 20% in 6 months
- Directed a team of 12 in 20 million subscriber transformation for Zain Telecom, KSA leading to increased ARPU and revenue growth by 15% YoY in Oct 2015

### Achievements

- Received Ace Award (top 1%) in 2012 and 2015 for excellence in client delivery
- Recognized in peer to peer survey as "Best Mentor of the year" in 2014 and 2015
- Achieved annual target of critical issue TAT reduction by 66% in Managed Services project within six months

Accomplished business professional, with 13 years of rich international and uniquely diverse cross-functional experience in senior leadership roles; expert in Energy Domain.

### Equipment Assurance Manager, Schlumberger North America

- Conceptualized, designed, created and developed the Equipment Assurance function in US Land Oil & Gas market to a fully functional unit overseeing a \$220 M business
- Analyzed, redesigned and executed a system which, within 6 months, achieved a 35% improvement in Asset Utilization in US Land
- Planned, proposed and got approved detailed CAPEX plan for a business worth \$220 M
- Reduced 'Cost Run Rate' by 20% and improved Efficiency by over 35% by synchronizing asset plan with business outlook

### Account & Business Development Manager, Schlumberger India

- As a BDM, used a multi-pronged sales strategy to raise Schlumberger market share in India from 50% to over 85% in less than 3 years
- Increased key accounts revenue from \$12M in 2011 to \$40M in 2014
- Architect of high profile tender strategies; won tenders worth more than \$300M
- Introduced Schlumberger Integrated Project Management in 2 key accounts, optimizing customer needs and resulting in a Schlumberger revenue increase of \$40M

**ARPAN DAS**

**Functional Roles:** IT Consulting, IT Product Management  
**Sector/Domain:** IT Products & Services (Banking & Financial Services)  
**Past Employers:** Infosys, Oracle & Capgemini / IGATE  
**Education:** B Tech., Information Technology, Biju Patnaik University of Technology, Odisha

**ASHOK BIRADAR**

**Functional Roles:** Research and Development, Project Management  
**Sector/Domain:** Automotive  
**Past Employers:** Tata Motors Limited  
**Education:** M Tech., Design of Mechanical Equipment, IIT Delhi, BE, Mechanical Engineering, Mumbai University

**ATUL DUBEY**

**Functional Roles:** IT Consulting, IT Product Development  
**Sector/Domain:** IT & IT Services  
**Past Employers:** TCS  
**Education:** BE, Computer Science, SVITS, Indore

**AVIRAL MATHUR**

**Functional Roles:** Project Management, Implementation Consulting  
**Sector/Domain:** IT Product Services, Oil & Gas  
**Past Employers:** Meridium Inc.  
**Education:** M.S., Computer Science, University of Southern California, B Tech., Computer Science, U.P. Technical University

9+ years of diverse and extensive experience in IT Consulting & Product Management for Banking and Financial Services clients.

#### **Senior Consultant, IGATE**

- Conceptualized Data & Validation strategy, guiding IGATE's Governance, Risk & Compliance go-to-market plan with investments of \$2M
- Developed a solution for COTS products evaluation, implemented across three global financial institutions, generating revenue of \$0.5M
- Led a team of four consultants to implement Liquidity Risk solution at an American full service bank

#### **Senior Product Manager, Oracle**

- Product Management for OFSAA - product suite that deals with Anti-money laundering, Liquidity Risk, Basel, Trade Surveillance, Operation Risk etc.
- Led the development of Foreign Account Tax Compliance Act application, creating revenue potential of \$5M
- Led team of 20 to develop Regulatory Reporting application, worth \$2M, used in banks across globe

#### **Senior Associate Consultant, Infosys**

- IT consultant in Columbia Management's merger with Ameriprise Financial
- Involved in the global roll out of Citi Private Bank's Client on-boarding application and Customer risk framework (200+ resources & 30M budget)

10+ years of experience in Automotive R&D with proven ability to lead cross functional teams and manage projects of varying complexity.

#### **Divisional Manager Transmission Design (Tata Motors Limited)**

- Responsible for managing three product portfolios across diverse domains spanning passenger cars, SUV's, Pick up's and Defence vehicles
- Engaged with various stake holders for target setting and agreement on product specifications
- Lead cross functional teams to solve problems spanning various functional areas and this invariably involved conflict management and influencing without authority
- Provided necessary support for resolution of production and field issues
- Provided leadership for various value engineering initiatives by engaging with various internal and external stake holders with a view to motivate them and solicit their support where necessary

#### **Key Achievements**

- Played a key role in successful introduction of automated manual transmission version of Tata Nano in the capacity of lead transmission design engineer

8+ years of global experience in managing IT portfolios, handling IT operations & project delivery for Telecommunications and Equipment Vendor clients, leading cross-functional teams and executing transformational programs.

#### **Project Lead, TCS**

- Led a team of twelve to design and implement one of the world's largest online ordering systems for a leading Networking Equipment Manufacturer
- Spearheaded the technology transition of an e-commerce solution for a Fortune 100 client, improving its business transaction performance by 50%
- Managed a key IT-Sales module for TCS with \$14m annual revenue

#### **Senior Developer, TCS, USA**

- Accomplished end to end IT integration for an electronics manufacturer, post its acquisition by a US networking giant, in record 9 months
- Implemented a centralized pricing & discounting solution for a US multinational, enabling instant online order processing
- Setup a Search Optimization technology centre at TCS to provide technical capabilities across multiple verticals
- Delivered a centralized information system feeding into billing application for a Canadian Telecom provider

#### **Achievements**

- Led a Commerce Digitization Solution which featured in "Forbes" magazine for its technological advancements
- Managed a team which won the "Best Team" award for its overall performance
- Received "Star Performer" and "On the Spot" award for outstanding project deliveries

8+ years of rich international experience in IT Consulting and Project Management with a proven track record of implementing several high profile projects across USA, Malaysia, Singapore & India.

#### **Project Management**

- Spearheaded flagship software projects to define and deploy new inspection work processes across five clients
- Achieved stellar service quality, despite a timeline compressed by 50%, thereby delivering great value within regular budget
- Managed several projects from US\$ 1 - 2 million, delivering outstanding value for the company and client

#### **Consulting**

- As a team leader, defined, created and deployed maintenance work processes in multiple client organizations, resulting in savings / improvements up to 40%
- As an SME, worked with multiple clients, effecting service delivery improvement
- Worldwide first implementation on Meridium's new v4 software platform for a project valued at ₹10 crores
- Consistently delivered value for client, uniquely solving roadblocks. Defined new processes and path for future expansion

#### **Locations / Clients**

- Exxon Mobil, USA, Canada & UK
- Chevron, USA, Singapore
- Reliance Industries, India
- Shell, Malaysia
- Sasol, South Africa
- Santos, Australia

#### **Awards**

- Won the "Challengers" award for managing the KPOC project [100% improvement over projected profit]
- MVP-Consulting [Team of 50], Meridium Inc. 2011

**AYON  
RAY**

**Functional Roles:** Project Management, Product Management, Business Development, Solution Architecture, Account Management  
**Sector/Domain:** Technology Consulting  
**Past Employers:** Pricewaterhouse Coopers Pvt Ltd.  
**Education:** BE, Computer Science & Engineering, Jadavpur University

**CHANDRASHEKHAR  
JOSHI**

**Functional Roles:** Technical Lead - IT Application Development & Maintenance  
**Sector/Domain:** IT & IT Services  
**Past Employers:** IBM India Ltd., Tata Consultancy Services Ltd.  
**Education:** BE, Mechanical Engineering, Govt. College of Engineering, Pune.

**DEBABRATA  
PANDA**

**Functional Roles:** IT Sales & Engagement, Client Consulting and Project Management  
**Sector/Domain:** IT & IT Services  
**Past Employers:** Infosys Limited  
**Education:** BE, Electronics and Telecommunications, KIIT

**DEEPTI  
AGARWAL**

**Functional Roles:** Process Improvement, Project & Contracts Management, Operations Management, Sustainability  
**Sector/Domain:** Energy & Utility  
**Past Employers:** NTPC  
**Education:** B Tech., Production and Industrial Engineering, MNNIT Allahabad

8+ years of industry experience in Technology Consulting, IT Project and Product Management, Business Development and Enterprise Architecture for Media & Entertainment, Financial Service, Government & Public Sector domain.

#### **Principal Consultant, Price water house Coopers Pvt Ltd, India**

- Led an engagement of \$4M per annum, supervising 15-20 cross functional consultants across India, China and US to build a DVR product catering to 10M customers for World's largest cable and broadcasting company
- Conceptualized and built a revenue management product for a leading mass media company in India by reorganizing its sales process leading to an increase in revenue by 20%
- Managed an account across India and US (\$3.6M yearly revenue) with a team of 40, engaged in building a middle market sales platform for a leading US insurance client enhancing business opportunity by 30-40%
- Led a team of 15+ consultants to establish a centralized e-Gov Procurement System in Nepal for nationwide public procurement and tender management
- Headed pre-sales and solution architecture teams and was instrumental in winning multiple major engagements in domestic market
- Oversaw the recruitment and vendor management for strategy & architecture group in PwC across India

#### **Achievements**

- Rated among top 5% performers multiple times in PwC India
- Received "Excellent Contribution" award twice in PwC India

10.5 years of global experience in IT Application Development & Maintenance and People Management.

#### **Assistant Consultant, TCS (India, UK)**

- Steered an Application Development team for a major insurance provider in UK. Designed and led end-to-end execution of solutions for complex business requirements
- Led an Application Support team handling a suite of 20+ critical applications. Continuously improved and maintained the stability of applications to the satisfaction of business

#### **Senior System Engineer, IBM (India, Denmark, Canada)**

- Spearheaded end-to-end change delivery of business critical requirements. Consistently delivered defect-free changes through meticulous execution
- As a part of Global Delivery model, collaborated with IBM Denmark personnel to handle vital applications for the largest insurance provider in Denmark and worked with IBM Canada team responsible for migrating 7000+ application programs to advanced compiler

#### **Career Highlights**

- Acknowledged as 'Employee of the Month' by 'Mainframe Service Area' in IBM for outstanding performance
- Strengthened client relationship facilitating additional positions at onshore and offshore for IBM India
- Received 'On the Spot' awards in TCS for achieving high degree of client satisfaction

A 'fast-tracker' IT professional with over 11 years of cross-continental experience across sales, account management, consulting and project delivery in Energy, Utilities and Telecom domain.

#### **Associate Engagement Manager, Infosys, Europe**

- Engaged and partnered with various strategic clients in achieving their business objectives by leveraging technology and setting value proposition models
- Generated and owned top line business worth US\$18mn/yr with a 23% CAGR through both existing and new clients
- Spearheaded cross-functional Infosys teams and external partners to set up the first Infosys account (US\$2mn/yr) for a subsidiary of Telia Sonera in Kazakhstan

#### **Senior Project Manager, Infosys, Netherlands**

- Established US\$6.4mn 'Managed Service' account at Essent and delivered on-time, on-budget critical Data Centre Migration and Platform Rationalization program
- Managed vendor to vendor service transition and ramped up the team to 54 members within three months to deliver programs with 98% SLAs

#### **Other Achievements, Infosys**

- Successfully led 'Hydrocarbon Portfolio Management' and 'OSS/BSS integration' programs for large UK based companies
- Executed multiple technology consulting assignments with greenfield clients across Europe and New Zealand
- CCNA certified, Whitepaper author and winner of several client & organization level awards

#### **Certification**

- CCNA and CSTE

Management professional with over 6.5+ years of experience in Energy Sector in Process Improvement, Project & Contracts Management, Operations Management, Sustainability. Led and managed teams to achieve business objectives.

#### **Process Improvement**

- Achieved cost savings of ₹150 m p.a. by improving boiler efficiency
- Reduced cycle time by 80% by establishing automated system for preparing Annual Sustainability Report
- Reduced process time by 84% by standardizing processes in computing operational & commercial performance
- Implemented Carbon Footprint study at NTPC-Dadri & Sipat

#### **Project and Contracts Management**

- Pioneered NTPC's first ever Sustainability Report - Managed 23 cross-functional teams across India
- Led Sustainable Energy Project, saving 6.2MW/100 lamps and reducing emissions by 5.6 ton/100 lamps p.a.
- Led internal cross functional team to obtain Third Party Assurance for Sustainability Report
- Managed bids worth ₹22 bn for two thermal power projects. Coordinated with 20+ people for bid preparation, pre-bid discussions and bid evaluation
- Managed contracts worth ₹10 bn. Liaised with internal and external stakeholders

#### **Operations Management**

- Developed MIS by analyzing 300+ operational & commercial parameters for 1500 MW plant
- SPOC for implementing Availability Based Tariff system for computing generation based incentives and determining electricity tariff



## DHRITIMAN GHOSH

**Functional Roles:**  
Product Development-Hardware  
Product Management and B2C  
Marketing - E-commerce  
**Sector/Domain:**  
Software & Marketing - E-commerce  
Hardware-Microprocessor & Memory  
**Past Employers:**  
Intel, AMD, SanDisk, ST  
Microelectronics  
**Education:**  
B Tech., Electrical: IIT Kharagpur



## DIVYA GANJOO

**Functional Roles:** IT Delivery, Project Management, Business Analysis  
**Sector/Domain:**  
IT & IT services  
**Past Employers:**  
Rare Mile Technologies, Giant PLC. UK, Infosys  
**Education:**  
BE, Computer Engineering, University of Pune



## GAURAV KUMAR

**Functional Roles:** Procurement  
**Sector/Domain:** Oil & Gas  
**Past Employers:**  
Indian Oil Corporation Ltd.  
**Education:**  
B Tech., Mechanical, NIT Kurukshetra



## GAURAV RANA

**Functional Roles:** Consulting, Operations, Business Development  
**Sector/Domain:** Ports, Logistics & Shipping  
**Past Employers:**  
BMT Consultants India, Shell U.K, Great Eastern Shipping  
**Education:**  
B.Sc., Nautical Science, Master Mariner (F.G)  
PQE from Institute of Chartered Shipbrokers, London, Associate Fellow of Nautical Institute.

10 years of experience in an entrepreneurial spirit ranging from establishing new teams and building innovative products to managing cross-functional teams and strategizing organizational growth.

### Senior Engineer, Intel

- Integral member in setting up Intel India Microprocessor DDR IP team
- Developed strategic partnership with four sites - Hudson, Santa-Clara, Oregon & Malaysia
- Delivered high performance Microprocessor IPs by leading a 12 member cross-functional team
- Well-versed in managing Complex Product Development cycle

### Engineer-II, SanDisk

- Key member in setting up SanDisk India NAND Flash IP team
- Pioneered design automation, 8x run time reduction, and achieved 15% area reduction in analog IP
- Established SanDisk university relationship (IIT, NIT) and Promoted SanDisk at Times Job Fair

### Founder & Product Management: Lokalchat

- Founded an e-commerce hyper local platform for SMBs with a nine member team
- Conceptualised and managed three products - Consumer app, Retailer app, Master Control Manager
- Led partnership with 100+ retail shops and supervised Catalogue management
- Planned Go-to-market strategy (B2C) for online campaigning on Google & Facebook

### Achievement

- Published paper in DTDC - Intel worldwide most prestigious technical conference
- Co-authored paper in ISSCC - IEEE Journal of Solid State Circuits

10+ years of experience, including 6 years of international experience, in Technology Product Development, Project Management and Business Analysis predominantly in Cards and Payments vertical.

### Sr. Project Manager, Rare Mile Technologies, India

- Led development of high-visibility digital marketing portals for a financial analytics client. Created new revenue streams from leads, expanding the account to \$3 M, four times its initial size
- Spearheaded Agile adoption in company's Microsoft Technologies unit with 50+ people

### Project Manager (Consultant), American Express, UK

- Redesigned market's Rewards Redemption program, cutting operational costs by ~10% and significantly reducing risks from fraud, operator errors and system unreliability
- Led a large multi-track analysis for integrating technology operations of Amex and Payback, Germany
- Managed budgets > \$2M leading diverse teams of 30+ people based out of UK, US, Germany, India & Latin America

### Technology Lead, Infosys Ltd, India & USA

- Program Managed projects for a suite of compliance functions related to Anti Money Laundering (AML), Global Sanctions Screening, Politically Exposed Persons (PEPs) Screening, and Foreign Corrupt Practices Act (FCPA)
- Managed budget worth \$2+ M and 20+ member team of analysts and developers

### Certifications

- PMI - PMP
- Scrum Alliance - CSM

6+ years of diverse experience in Sourcing & Procurement, Vendor Management & Logistics in Oil Industry.

### Asst. Manager Purchase - Indian Oil Corporation Ltd.

- Managed capital goods procurement worth \$200 mn. for grass root & revamp projects at oil refineries
- Handled end-to-end contract management for annual/long-term rate contracts for revenue items worth \$150 mn.
- Forecasted Demand & Expense by analyzing past consumption patterns & price indexes for 1000+ of revenue items across eight refineries
- Designated as SPOC for various stakeholders, ensured timely procurement by proactively dealing with bottleneck issues
- Facilitated on time delivery of ordered items at the project site and thus enabled site execution team to meet project timelines
- Led successful implementation of 5S under Office TPM program for entire Materials Department
- Prepared and analysed MIS reports to provide higher management with key insights for executive decisions

### Achievements

- Reduced procurement lead time by 20% by streamlining and standardizing key procurement activities saving 400+ man hours
- Delivered 3% average cost reduction over six years in B2B contract/purchase orders negotiations through Relationship Management and Competitive analysis

15+ years of cross continental, multifunctional experience in Shipping, Port & Logistics Consultancy, Port Operations & Entrepreneurship.

### Achievements - Entrepreneurial front

- Pioneered 1st of its kind website for career transformation of seafarers. It addresses perpetual issues in shipping industry and is endorsed by 58 senior professionals such as ex-Nautical advisor to Govt. of India, CXO's, MD's, etc.
- Partnered with KPMG and CRISIL to bid for technical studies in port projects
- Nominated "Entrepreneur of the year" at 15th Sea-shore awards conducted by Sailor Today

### Professional Fronts - Port and Logistics consultancy, Shipping

- My Idea was among the top three ideas selected by BMT Innovation Board across 60 offices worldwide. I later implemented it for Shell, India
- Among 2% of the employees nominated for Development Centre Conference in UK, for leadership training
- Re-established a business stream and trebled its profits within three years
- One of the youngest master mariner at 28 yrs, to be accorded command of \$100mn ship

### Papers and presentation

- Spoke on 'efficient use of land in port' at the "Vision for Port Led Development of Maharashtra", a conference by MACCIA
- Prepared a paper on "Improving Bridge watch keeping standards at sea". It was presented to, Nautical Institute, U.K. by my mentor



**ISHAN NARAYAN  
CHANNA**

**Functional Roles:** Finance, Commercial, Accounting, Consulting  
**Sector/Domain:** FMCG, Foods, Consumer Goods  
**Past Employers:** KPMG, ITC, Kellogg's  
**Education:** Chartered Accountant (ICAI), Diploma IFRS (ACCA UK) B.Com, Sydenham College of Commerce & Economics



**JOBAN  
MARWAH**

**Functional Roles:** Technology Consulting, Technology Architecture  
**Sector/Domain:** IT and IT Services  
**Past Employers:** First American Financial, TIBCO Software, Infosys  
**Education:** MS, Electrical Engineering, North Carolina State University, B Tech., Electronics Engineering, GGSIPU



**KARUN  
JAIN**

**Functional Roles:** Marketing, Sales, Strategic Partnerships, Consulting  
**Sector/Domain:** Hi-Tech, Engineering  
**Past Employers:** National Instruments (NI)  
**Education:** B Tech., Electronics Engg., Indian Institute of Technology (ISM)-Dhanbad



**KIRAN  
MEDICHERLA**

**Functional Roles:** Process Transformation Leadership, System Integration & Project Management  
**Sector/Domain:** Industrial Automation, Power Electronics & Electrical  
**Past Employers:** General Electric, General Motors  
**Education:** M Tech., Electrical Engineering, IIT Madras, B.Tech, Electrical Engineering, IIT Madras

6+ years of post-qualification experience in Operational, Supply Chain Finance with significant cross functional exposure and team handling experience. 3 years of experience as an articled assistant in audit & tax.

#### **Co-founder and Partner, INCEPTOR FINSERVE LLP**

- Advised an e-commerce start-up on structuring a transaction for infusing equity of US\$100,000
- Secured and successfully executed the valuation exercise of an e-commerce start-up which generated revenue of ₹100,000
- Enabled a 12 month MOU with EKSH OY (Ltd.GmbH), Finland

#### **Manager Finance, Kellogg India Private Ltd.**

- Initiated systems for monitoring payments and achieved efficiency of 0-1 days for 91% transactions
- Developed and implemented systems for improvements in tax reconciliation and payment controls - Savings ₹1.9 Million

#### **Assistant Manager - Commercial, ITC Ltd., Personal Care Products Business**

- Identified gaps in tax accounting, enabling compliance and availing credits of ₹7 Million
- Facilitated filing of capital subsidy claim for Manpura Factory realising ₹3 million
- Enabled division achieve savings of ₹4 Million+ through contract negotiations, rectification of control gaps and process improvements
- Independent finalisation and sign off of divisional cost accounting records

#### **Executive, Advisory - Consumer Markets, KPMG**

- Led team for conducting the risk audit of a leading FMCG multinational

8 years of international experience in IT Consulting & Design for enterprise programs at fortune 500 companies. Worked across verticals like FMCG, Retail, Pharma, Orthopedics & Insurance to define IT Transformation strategies.

#### **Principal Consultant, TIBCO Software Inc**

- Managed \$3M project for mobile integration with legacy system for Allstate insurance company while leading a 5-member team
- Designed frameworks for business integration on a \$2M supply chain project for Abbott Labs while leading 15-member offshore team
- Designed the inventory data model for Kroger's MDM implementation
- Built the TIBCO platform for Zimmer Ortho & helped deliver their first implementation.
- Participated in technical pre & post sales including POC & infrastructure setup for several clients

#### **Senior Systems Admin, First American Title Insurance Company**

- Designed API layer for digital marketplace initiative for FA disrupting existing processes
- Generated leads for new projects & consulted on capacity & design specs
- Successfully established & maintained the four middleware platforms

#### **Associate Systems Admin, PepsiCo**

- Developed code deployment automations for PepsiCo's multi-year OneUp project
- Integrated Driver routing processes with centralized dispatch saving valuable time & money
- Developed data segregation standards to comply with SOX requirements

#### **Certification**

- ITIL V3 Foundation - AXELOS

7.8 years of business management experience, focused on establishing & growing business units in Hi-Tech industry at national scale. Managed 10% of NI's India business while achieving 2nd highest revenue/ employee amongst 10 teams.

#### **Consultative Sales & Business Development**

- Established and managed Direct & Channel sales team across North, West, East India for education segment
- Achieved 55% CAGR over 2010-15 culminating in realizing 10% of national sales in '15
- Closed NI-India's largest univ orders (\$320k in '13 & \$210k in '11) through cross-functional collaboration
- Nurtured and grew 7 new (<\$10k/yr) accounts into \$100k/yr account in 2yrs

#### **Strategic Partnerships**

- As Regional Business Manager, initiated national partnerships with Govt Agencies, Industry Bodies & Hi-Tech firms to accelerate Geo-Expansion
- Led startup-partnerships & skill-development initiatives to establish of 40+ Innovation Centers in India

#### **Marketing**

- Strategized & executed scalable initiatives for multi-touch B2B (Field & Digital) Marketing campaigns via internal MarCom team
- Launched 10 new products at seminars & trade shows
- Speaker at conferences on "Industry-Academic Partnership"

#### **Awards**

- "Circle of Excellence-Gold" from VP-Sales (EM) at Austin, TX
- Recognized by MD-India for achieving highest (74%) QoQ growth amongst 10 regions
- Selected for 5 international NI Training Summits

12 years of experience in leadership roles across multiple functions including spearheading division level business transformation efforts and leading large scale System Integration projects.

#### **Standards & Operations leader**

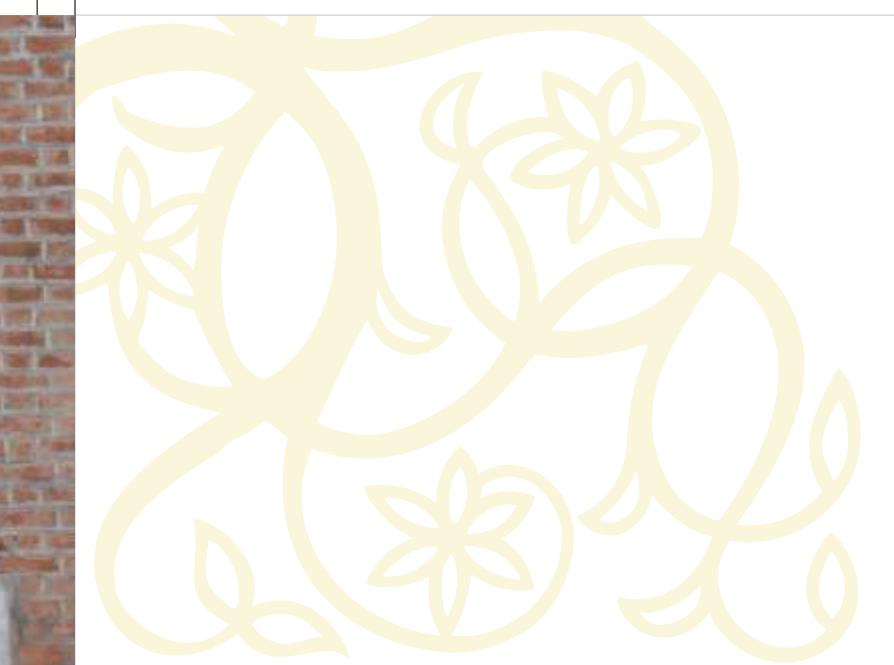
- Established document management system for 1000 employee strong RM division with Capex of approx. \$1 M
- Formulated and implemented division level Engineering Cost-out metrics, driving savings of about \$ 0.5 Manually
- Played key role in Configured-to-Order Power Electronic Drives solutions initiative generating estimated cost savings close to \$ 125 K per Project

#### **Project Lead Engineer**

- Successfully led and executed multiple Indian and Global projects worth over ₹100 Cr/ year for customers such as Jindal Stainless (India), Hindalco HSM (India), Lloyds Steckel Mill (India), Tata Tinplate (India), Dunaferr HSM DC-2 (Hungary), TKS New Star PL-TCM (USA)
- Managed teams of about 15 odd members through complete project life cycles including Tendering, Design, Engineering, Commissioning and Performance guarantees in several Industrial Electrical projects

#### **Achievements**

- Conferred with prestigious GE India Engineer's Day award for 2014 from among 13,000 employees for demonstrating Engineering Excellence
- Received customer appreciation awards in multiple projects for demonstrating customer focus and engineering excellence



“ PGPX provides a unique opportunity to learn about business fundamentals using case study methodology from some of the best instructors in the field, to network with and learn from classmates with diverse background. It prepares you well to solve business challenges and to lead organizations of the future.

Ankur Kanaglekar,  
Country Manager, Boeing  
(PGPX, Class of 2008)



“ It was a pleasure to be associated with the current batch of PGPX while teaching Strategic Cost Management course. The diverse academic background, several years of collective work experience, and a wide range of functional and domain skills across several sectors made the class discussion very rich and fruitful. I was delighted to observe that the participants were able to relate various case situations to their own work environment and could actively participate in the class. I am sure that they would be valuable resources for the organizations.

Prof. Shailesh Gandhi,  
Finance and Accounting Area,  
Dean (Programs)





## KRISHNA CHAITANYA

**Functional Roles:** Strategy, Policy Formulation, Logistics, Aircraft Crash Recovery, Maintenance, Administration & Facilities Mgmt.  
**Sector/Domain:** Aerospace, Defence  
**Past Employers:** Indian Navy  
**Education:** Certificate Course in Business Management, IIM Indore M Tech., Aeronautical Engineering, Cochin University, B Tech., Mechanical and Automation Engineering, I.P University



## KUHELI DE

**Functional Roles:** Consulting  
**Sector/Domain:** Risk, BFS, IT / ITES  
**Past Employers:** KPMG India, Cognizant  
**Education:** B. Sc., Computer Science (Honours), University of Calcutta, Certified Fraud Examiner, 2011



## LOKESH JAIN

**Functional Roles:** Operations Management & Process Improvement, Strategy Planning, Project Management  
**Sector/Domain:** Power & Energy Sector  
**Past Employers:** Vedanta Resources PLC  
**Education:** PGDBA, Operations Specialization, SCDL, B Tech., Power Engineering, NPTI, Ministry of Power



## MANISH CHADHA

**Functional Roles:** Operations, General Management & Customer Relationship Building  
**Sector/Domain:** Oil & Gas  
**Past Employers:** Indian Oil Corporation Ltd.  
**Education:** B Tech., Mechanical, IIT Delhi

10 years of diverse experience in Strategic, Technical, Operations and Logistics management in Aerospace, Marine & Defense systems. Proven track record in successfully leading military missions from national and international arenas.

### Deputy Station Air Engineer Officer, INS Hansa

- Led multifunctional teams of 100+ sailors across divergent portfolios such as Dornier & Chetak Second line, Central Ground Support Equipment, and Crash & Salvage
- Developed a proposal for modernising and augmenting legacy Aircraft Crash Recovery Procedures
- Championed engineering negotiations for acquisition of 16 new Dornier Aircraft with Hindustan Aeronautics Limited
- Advised Bangladesh Navy on formulating key engineering strategies to setup their aviation facilities
- End-to-End negotiation and execution of Government contracts to the tune of ₹40 lakhs per year, to ensure 100% serviceability of critical airfield equipment

### Senior Technical Officer, INAS 310

- Ensured sustained coastal surveillance of Indian Western Seaboard in the post 26/11 security scenario
- Performed technical vulnerability assessment of new and unconventional Forward Operating Air Bases

### Awards & Certifications

- Awarded the prestigious Flag Officer Commanding-in-Chief (South) Commendation in 2009 for professional competence and innovation

Analytics professional with 11+ years of diverse industry experience in IT, BFS, Government, Retail, Manufacturing, Insurance & Telecom across India, US and UK.

### Manager, Risk Consulting, KPMG - Gurgaon

- Performed data analytics for conducting financial fraud investigations and analysing financial statements for audit
- Managed large-scale forensics projects - US FCPA investigation of the leading US multinational retail corporation, UK SFO directed investigation, interacting directly with clients/attorneys across geographic locations
- Standardized in-house capabilities for Employee Master, Vendor Master, Procure to Pay analyses
- Developed SOPs for clients/attorneys to use while performing document review
- Led business development initiatives by preparing RFIs, RFPs and pitch packs for over 50 clients. Conducted workshops for various financial institutions and an international delegation of the iCISA (CAG, India)
- Deputed to KPMG USA & UK for short-term engagements

### IT Programmer Executive, Cognizant - Kolkata & New York

- Consultant to the Private Banking division of the largest bank in the US
- Onsite SPOC for business users and functional teams for multiple banking applications

### Awards & Certifications

- DELFA1, 2011
- Associate of the Quarter, 2006, Cognizant
- Super Team awards, 2010, 2011 & 2013, KPMG

Effectual Professional with 6.5 years in two large sized thermal power projects. Exposure to diverse roles spanning Strategy Planning, Project Management, Process Management, MIS & Operations.

### Strategy Planning

- Strategized O&M Philosophy at TSPL by benchmarking with similar sized plants. Gains - ₹36 Cr/annum
- Handpicked by COO to assist him with annual business plan of 2400 MW Power Project
- Ensured high degree of equipment availability through forward planning, root cause & failure mode analysis & inventory management

### Project Management

- Overall In-Charge of various Engineering Improvement Project (₹28 Cr)
- Managed Projects end to end starting from Engineering, Cost Benefit Analysis, Vendor Assessment, Negotiations, Stakeholder Engagement and Execution

### Operation Management

- Built & Led Team of 49 personnel for Operations of Ash Handling Function. Annual Budget ₹17 Cr
- Achieved COP Reduction by 2% through stringent process controls  
→ Improved Utilization & Auxiliary Power Savings

### Achievements

- Amongst 7% of 30,000+ Employees to be Awarded ESOPs for Outstanding Performance (FY 2012, 13, 14 & 15)
- Employee of the Month for Engineering & Execution of Ash Handling Project within limited timespan of Annual Overhaul (40 Days). Estimated Gain - ₹25 Cr/Year
- Key Contributor in setting of Guinness Record of planting ₹2 lac trees in less than 1 hour

9+ years of leadership experience in Facility Management, Operations, Quality Management and Customer Relationship Management in downstream oil and gas sector.

### Senior Manager, Aviation Fuelling Station (AFS) Bikaner, IOCL

- Independent In-charge of AFS, Bikaner. Managed yearly Aviation Turbine Fuel (ATF) sales of approx. \$12 mn
- Attained highest single day ATF sale of 318 Kilolitres (KL) and highest monthly sale of 3804 KL for AFS, Bikaner
- Achieved highest Customer Satisfaction Index of all Indian Air force (IAF) installations for the year 2014-15
- Pioneered the installation of solar power system for office lighting in entire northern region with over 35 locations
- First in entire region to conceptualize and install a new strainer in the fuel receipt system

### Assistant Manager, AFS Kanpur, IOCL

- Identified and mitigated the pilferage issues to convert the AFS from a loss making entity to a profitable one in 2009-10
- Improved average key performance metrics from 81.5 to 94.6 by resolving long-standing non conformances

### Achievements & Certifications

- Awarded letter of appreciation (LOA) by Air Officer Commanding, IAF for able leadership in maintaining uninterrupted supply chain
- Awarded LOA by Chief Engineering Officer, IAF for maintaining stringent fuel quality standards
- Certified Petroleum Manager, ISPE Delhi



**MANISH  
KULKARNI**

**Functional Roles:** Product Innovation, Technology Development, Presales, Customer Support, University Relations  
**Sector/Domain:** Automotive, Off Highway Equipment, Engineering Software Products  
**Past Employers:** John Deere, ANSYS, Tata Motors  
**Education:** M Tech., Mechanical Engineering, Indian Institute of Technology, Bombay, B Tech., Mechanical Engineering, Government College of Engineering, Karad



**MAYANK GERA**

**Functional Roles:** Intellectual Property Consulting, Engagement Management, General Management, Operations  
**Sector/Domain:** KPO / LPO, Consumer Durables, Manufacturing - Automotive  
**Past Employers:** Thomson Reuters, GE, CPA Global, Hero Motocorp  
**Education:** BE, Mechanical Engineering, MANIT Bhopal



**MIHIR PAREKH**

**Functional Roles:** Project Management, Engineering Consulting, Business Excellence  
**Sector/Domain:** Infrastructure - Ports & Harbour  
**Past Employers:** TATA Consulting Engineers Limited  
**Education:** B Tech., Civil Engineering, IIT Roorkee



**NANCY PAUL**

**Functional Roles:** Supply Chain Management, Operations and Quality Systems  
**Sector/Domain:** Automotive, White Goods, Oil & Gas  
**Past Employers:** Ashok Leyland Ltd, Hindustan Unilever Ltd, Reliance Industries Ltd  
**Education:** B Tech. (Mechanical Engineering) HBTI Kanpur

11+ years of experience in product development, project management, presales and customer support.

#### **Sr. Manager, John Deere**

- Led a team of nine engineers (\$800 K budget) to deliver global tractor programs
- Contributed to creation of John Deere's 2020 roadmap for rice farming in Asia by tailoring the product portfolio to suit rice value chain
- Led engagement with Rahuri University and enabled 4 invention disclosures
- Reduced GET attrition by ~10% by developing right talent mix

#### **Customer Support and Consulting, ANSYS**

- Managed automotive accounts portfolio of \$1.1Mn in India and South East Asia
- Realized sale of \$100K by working with sales team
- Won business from a leading automotive OEM by positioning ANSYS as a complete solutions provider against a previously favoured competitor

#### **Sr. Engineer, Tata Motors**

- Developed India's first mechanically controlled BS III compliant twin cylinder engine which saved ₹2000 per Tata Ace vehicle
- Led homologation of Tata Ace Engine with ARAI
- Ensured defect free Start of Production of engines by proving design at assembly line

#### **Achievements**

- Persuaded leaders from India, US, Germany to bridge silos across cultures, and delivered five enterprise engineering practices
- John Deere India Star of Month award for top 1% performers

12+ Years of diverse experience in consulting, engagement management and business development in Intellectual Property domain, and production and quality control in manufacturing domain.

#### **Intellectual Property Consulting**

- As Senior Manager at Thomson Reuters, led a team of nine analysts and managed two major client engagements
- Worked with the sales team for designing, scoping, pricing, SOW preparation and delivery of pilot projects to bring new business
- Provided key inputs through Patent Analysis to Product Management, Technology and Legal teams to support in new product launches at GE
- Managed outsourced patent analytics projects for GE and implemented quality system which improved FPY from 60% to 91%

#### **Production & Quality**

- Commissioned a new robotic manufacturing line at Hero Motocorp along with a team of five Engineers
- Implemented a system to reduce consumables cost from ₹2.40 to ₹0.99/vehicle
- Improved the production capacity of Crank Case line from 1500 to 2100 components/day through lean manufacturing principles

#### **Awards & Certifications**

- Above and Beyond awards in GE in 2011 and 2014
- Values Champion award at CPA Global in 2009
- Recognition Certificate for people development at Hero Motocorp in 2007
- Sig Sigma Green Belt
- Certified Patent Information Specialist

6 years of experience in Managing Consulting Assignments, for Infrastructure (Ports) projects, including 2 years of conducting business excellence assessments for a leading conglomerate in India.

#### **Project Manager, TATA Consulting Engineers Limited (TCE)**

- Led multi disciplinary teams from engineering, project management and market research to co-ordinate Techno Economic Feasibility Studies and Detailed Project Reports, for development of Greenfield and Brownfield Port projects in India
- Worked extensively on project financial analysis and project structuring for PPP projects in Ports sector
- Managed Project Management Consultancy (PMC) works for the largest capital dredging project (~₹1700 Cr) in South Asia at JN Port, India
- Coordinated preparation and administration of internationally accepted FIDIC contracts for infrastructure projects
- Participated as Speaker in national and international business conferences on Ports, Dredging, Container Logistics and Inland Waterways

#### **Additional achievements and contribution**

- Youngest employee at TCE to be awarded Gold Standard Certification for TATA Business Excellence Model (TBEM) by TATA Sons
- Participated in two business excellence assessments of TATA Group companies

6.5 years of experience in Operations, Supply Chain, Quality Systems and Project Management.

#### **Senior Manager, PMO, Reliance Industries Ltd, Mumbai**

- Established PMO for 'Supply Chain Vertical' of Petrochemical Logistics
- Co-ordinated process automation projects worth INR 500 crore

#### **Factory Manager, Hindustan Unilever Ltd, Pune**

- Established green field production facility for Purelt water purifiers: achieved 90% capacity utilization in 3 months
- Led team of 10 to manage end-to-end plant operations including Production, Quality, Cost Control, Resource Planning and New Products Delivery
- Collaborated with Brand Development, Marketing, Sourcing and R&D teams to scale up new products to superior quality levels

#### **Deputy Manager, Ashok Leyland, Pune / Pantnagar**

- Conducted 'Quality System Audits' at suppliers' end
- Benchmarked and deployed best practices to improve process efficiency at 3 suppliers
- Led team of 15 to establish Tool Management System for Engine Machining Shop: reduced production downtime due to tool failures by 95%

#### **Career Highlights**

- Won award by Director-Water Business for delivering launch volumes of Ultima RO+UV in 30 days
- Led 'Lean Six Sigma project' with annual savings of INR 26 lakhs and ranked amongst best 3 LSS at Pantnagar plant



**NEHA  
SHARMA**

**Functional Roles:** IT Solutions, Consulting, Business Process Re-engineering, Strategic Initiatives  
**Sector/Domain:** Life Sciences, Pharmaceutical, Retail  
**Past Employers:** Tata Consultancy Services, Rajshee Publication  
**Education:** PGDM-Exec, IMT Ghaziabad  
B.Tech, Indira Gandhi Institute of Technology, Delhi,  
ITIL v3 Foundation, Certified Informatica Professional



**NEIL  
DUTTA RAY**

**Functional Roles:** Program Management, SAP Technology Consulting  
**Sector/Domain:** IT Services  
**Past Employers:** TCS, Deloitte Consulting, Cognizant Technology Solutions.  
**Education:** B.Tech, Information Technology, University of Kalyani, West Bengal



**NIKITA  
SINGHVI**

**Functional Roles:** Engineering and Project Management for Automation of Control Systems  
**Sector/Domain:** Energy, Oil & Gas  
**Past Employers:** Siemens Ltd, Honeywell Automation India Ltd.  
**Education:** BE, Instrumentation Engineering, Mumbai University



**PRAKEET  
SINGH**

**Functional Roles:** Project Management, New Product Development, Product Life Cycle Management  
**Sector/Domain:** Manufacturing  
**Past Employers:** Larsen and Toubro  
**Education:** B Tech, Mechanical Engineering, Amrita School of Engineering, Coimbatore

Accomplished professional with ~7 years of experience in IT Consulting & Delivery, Business Process Re-engineering, Strategic Planning, Project Management and Client Engagement.

#### **Process Reengineering and Consulting**

- Led account wide team of experts, providing business process consulting and integrated IT solutions
- Re-engineered clinical disclosure process, reducing 25% cost
- Introduced integrated reporting solution; idea led to product development, generating \$6Mn revenue
- Conceptualized social media analytics based monitoring solution to improve alignment with client's strategic vision, saving \$500K/Year

#### **Strategic Planning**

- Involved in Strategy Formulation, Business Development, Account Farming and Proposal Management
- Identified strategic growth areas in client core operations; won projects worth \$3Mn

#### **Project Management and Client Engagement**

- Set-up and managed \$5Mn Global Data Sharing project
- Managed operations for \$25Mn account; led projects end to end, did resource planning & vendor management
- Managed client engagement at senior management level for top pharmaceutical client

#### **Achievements**

- Improved Informatica development methodology, saving 60% cost
- Optimized inventory management solution, saving \$4Mn/Year
- Among top 5% in TCS; Youngest SME for critical business modules
- TCS 'On the Spot' award

11.5+ years of Global experience in Customer Engagement, Program Management and SAP Technology Consulting.

#### **Service Delivery Manager, TCS (UK and India)**

- Managed SAP application support, multi country SAP roll outs, SAP CRM on HANA (Big Data) implementation and SAP Fiori (Enterprise Mobility) implementation at Glaxo Smith Kline
- Directly led a team of 60+ individuals, spread across India, UK, USA and Malaysia and managed revenue worth 4 million GBP
- Generated revenue of 0.85 Million GBP in new business from GSK in the financial year 2015-16
- Designed solutions and cost-effort estimates for several RFPs across multiple verticals

#### **Technology Lead, TCS (Germany and India)**

- Designed and implemented solutions using Enterprise-SOA architecture to build and enhance mobile app and website for SAP AG's Education Business

#### **Technology Lead, Cognizant Tech Solutions (USA, Netherlands and India)**

- Led technical teams in SAP ERP implementations at Staples, Nike and Kimberley Clark
- Involved in fit-gap analysis, solution design and development for the SAP implementations

#### **Technology Analyst, Deloitte Consulting (India)**

- SAP CRM implementation consultant at Sage software in one of the earliest SAP CRM implementations globally

#### **Achievements**

- Leading Light award in CTS for leading the Kimberley Clark development team

7+ years of experience in management of global Oil & Gas offshore and onshore automation projects.

#### **Senior Executive and Lead, Siemens Ltd.**

- Executed setting up of Global Engineering Centre for Automation of Control System in Siemens, Oil & Gas, Mumbai
- Led 7-member team of engineers for execution and commissioning of global offshore HMI Upgrade projects within short timeline specified
- Managed planning, scheduling, engineering and cost estimation for 3 global projects
- Initiated and standardized Project Execution Process in Global Engineering set-up leading to reduction of 18% man-hour cost
- Built client relationship as Project Co-ordinator for Siemens Norway to ensure sustainability in projects during Oil & Gas economic slowdown
- Performed quality control checks and created Standard Operating Procedures, guidelines and checklists for all STATOIL projects, increasing 20% productivity and achieving 85% quality control

#### **Automation Engineer, Honeywell Automation India Ltd.**

- Designed logic for complex loops as a part of cross functional teams
- Conducted hardware Factory Acceptance Tests and successfully managed the risks involved
- Received Bravo Star Awards for successful implementation of Shell AOSP SU EX1 and Skikda LNG projects

7+ years of experience in New Product Development and Product Life Cycle Management in Electrical products domain.

#### **Assistant Manager - L&T**

- Led a team of three to conceptualise and develop external accessories to MCCBs (Moulded Case Circuit Breakers), thereby providing automation solutions for fast electrical supply changeover
- Worked with marketing to capture VOC, provide product demonstrations and training, and to address product queries
- Worked as Single Point of Contact for field issues and feedbacks from customers, collaborating with Service Management to plan site restoration activities
- Led a cross functional team to improve First Time Yield from 66% to 90% for MCCB accessories through SOP improvements, application of six sigma tools such as DFMEA and Ishikawa, and tighter quality acceptance criteria
- Developed an innovative product testing framework to capture field failure scenarios and envisage contingencies in product design, reducing customer complaints by 30%
- Part of a team of three chosen to identify product opportunities for L&T's foray into solar power business as a switchgear equipment supplier

#### **Achievements:**

- Inventor/co-inventor for four patents filed with Indian Patent Office

#### **Certifications:**

- Passed Level 2 of the CFA program



**PREETY AGARWAL**

◆  
**Functional Roles:** Project Management  
**Sector/Domain:** IT Services, Aviation, Banking, Telecom  
**Past Employers:** Nagarro, OnMobile Global Ltd.  
**Education:** B Tech., IIT Roorkee



**PRITISH PILLAI**

◆  
**Functional Roles:** Technology and Software Products  
**Sector/Domain:** Technology Services & Consulting  
**Past Employers:** Capgemini, Reliance  
**Education:** BE, Information Technology, Mumbai University



**PUMMY SINHA**

◆  
**Functional Roles:** Project Manager, Senior Analyst  
**Sector/Domain:** Energy (Oil & Gas) / Engineering Consultancy  
**Past Employers:** Technip, Air Liquide (formerly Lurgi)  
**Education:** B Tech., Mechanical & Automation, GGSIP University, New Delhi, Project Management Professional, PMI, USA,



**RAHUL NATARAJAN**

◆  
**Functional Roles:** IT Project Lead  
**Sector/Domain:** IT & IT Services  
**Past Employers:** TCS  
**Education:** B Tech., Information Technology, Anna University

IT and technology professional with 7 years of diverse experience serving top tier banking, aviation and telecom clients across Europe and India. Certified Scrum master.

#### **Project Manager, Nagarro**

- Led a team of 20+ across multiple projects worth \$1mn for a key aviation client
- Spearheaded SDLC, led client communication, developed project roadmaps, assessed risks, mitigation and contingency plans
- Created and standardised processes for the development team, leading to 80% improvement in quality of deliverables
- Doubled team efficiency by setting up a prioritization protocol to deal with parallel tasks

#### **Technical Lead, Nagarro**

- Led a nine member team to deliver six web and mobile applications over three years
- Led the team to establish an offshore development centre to handle banking applications for 6 mn retail customers for a European financial services provider
- Built client relationship and trust with quality of deliverables, leading to business opportunities worth \$300,000

#### **Achievements**

- Led the turnaround of a delayed project, paving way for Nagarro as a priority vendor and a \$2 mn long term contract
- Two fast track promotions at Nagarro
- Best Technical Lead award from client for on-time delivery with < 1% production bugs
- Achieved highest rating A+ consecutively for 2.5 years

10+ years of global experience in managing Systems Integration, SAP Consulting and leading cross functional and distributed teams.

#### **Senior Manager - Systems Integration**

- Led and managed CRM systems integration with a new e-commerce platform and Vendavo price manager

#### **Senior Consultant - Deliveries & Pre-sales**

- Managed and led cross cultural distributed team across India and Italy for successful deliveries during 13 European roll outs
- Led the systems integration in a Land & Expand group initiative, resulting in distributed delivery model and reducing overall project cost by 40%
- Led potential IP (company asset) development as an offshore lead to win contracts worth €8M
- Led the systems integration proposal team during the due diligence process to win a key account worth €100M for 5 years
- Built and led competency team on a niche solution area to develop knowledge base, resulting in increased FTE for different customer engagements
- Initiated and conducted workshops for the client to identify an optimum solution to support localized business requirement, thus reducing IT expenditure by 25%

#### **Awards & Certifications**

- Project star for deliveries: Birds Eye and Fiat Chrysler Auto
- Bravo ACE award for outstanding performance at Organizational level in India
- SAP Certified Enterprise Architect and Consultant
- Engagement Management - Level 1 Certified

8 years of extensive work experience in Project Management, Strategic Planning and Engineering Consultancy for Petrochemical Plants in India and abroad.

#### **Area Lead / Senior Stress Analyst, Technip, India**

- Co-ordinated project for \$1.8 billion Methanol Plant, NW Innovation Works, USA
- Oversaw all phases of a \$13 Billion EPC expansion project for Reliance Jamnagar Refinery
- Led a team of stress engineers to analyse pipelines of highly critical equipment like turbines, compressors, air-coolers and columns
- As technical expert, evaluated vendors' submissions for speciality items

#### **Project Engineer / Senior Piping Engineer, Air Liquide, India**

- As Project Manager, coordinated 180,000 TPY distilled Fatty Alcohol Plant, Indonesia
- As Senior Field Engineer, supervised field construction site work and coordinated with 50+ site engineers for Coal Gasification Plant, JSPL Orissa
- Spearheaded development of digital Piping Material Database for NWR, Canada Project at Lurgi, Frankfurt
- Instituted knowledge sharing sessions and technical discussion forums

#### **Awards & Honors**

- Mentored B. Tech students and contract employees seeking jobs in Oil & Gas Sector
- Awarded 'Competent Leader' by Toastmaster International, USA
- Fast track promotions in Technip
- Rated as "High Potential Employee" by Air Liquide in 2013

#### **Certifications:**

- Risk Management certification, Technip

7 years of global experience in leading IT projects for telecom clients.

#### **IT Project Lead, TCS**

- Spearheaded a team of 20 associates involved in maintaining and upgrading BSS applications worth £0.5 million for a leading telecom company
- Managed rationalization of legacy applications and infrastructure through migrations, integration and decommissioning activities resulting in annual savings of £0.15 million for client
- Led a core team to evaluate and mitigate risks in mission critical legacy service provisioning application, which helped achieve 99.9% system availability

#### **Lead Developer**

- Designed and implemented a high performance data warehouse system capable of handling more than a billion records per day, allowing near real time monitoring of performance of RAN networks.
- Derived performance KPIs for RAN networks by analysing call data records which resulted in reduction of network outages and improvement of call quality

#### **Achievements**

- Rated consistently among the top 5% performers in the organization
- Received Star Performer award for excellence in technical execution

**RAJ  
TIWARI**

◆  
**Functional Roles:** Product Strategy and Planning, Program Management, New Product Development  
**Sector/Domain:** Automotive  
**Past Employers:** Volvo Eicher, Caterpillar, Tata Motors  
**Education:** M Tech., Mechanical Engineering, Indian Institute of Technology, Guwahati, B. Tech, Mechanical Engineering, Kanpur University, PMP® - Project Management Institute (USA)

10 years of strategy, project management and new product development experience in the automotive sector with expertise in cross functional team leadership in global environments.

**Chief Project Manager, Volvo Eicher Commercial Vehicles**

- Successfully developed and launched four major vehicle platforms as per QDCF (Quality, Delivery, Cost, Feature) targets for PRO series (investment of 2500 Crore INR), leading to highest market share in LMD segment
- Achieved 86% efficiency improvement in industrialisation of new vehicles through improvements in range management and risk management by conceptualizing and implementing strategic methods and tools

**Manager, Caterpillar**

- Managed entire Project Life Cycle as per vehicle schedule and led integration of work with distributed teams located in: Decatur- North America, Tasmania-Australia, Grenoble-France, Peterlee-UK, Wuxi-China, Akashi-Japan
- Generated NPV of more than \$5 MN by executing 770/772/773 E model project for QCT trucks in APAC region
- Contributed to cooling system development for 10 models as part of a global \$4.2 BN project to transition more than 100 models from Tier-3 to Tier-4 emission norms
- Configured new models for Underground Mining truck business which resulted in 5% market share gain in Australian market

**Manager, Tata Motors**

- Led development of low floor CNG buses

**RAJEEV  
ANNALURU**

◆  
**Functional Roles:** Strategic Planning Engineer  
**Sector/Domain:** Utilities, Power and Renewable Energy, Non Profit Organizations  
**Past Employers:** California Independent System Operator, NSTAR Electric & Gas (now Eversource Energy)  
**Education:** MS, Electrical Engineering, Kansas State University, B Tech., Electrical Engineering, JNTU Diploma in Advanced Software Technology, CMC Ltd.

Seasoned power industry professional and a non-profit leader with 11 years of international experience who excels at identifying and solving problems.

**Strategic Planner - California ISO**

- Led a team of 15 people to evaluate the interconnection of 6000+MW of renewable energy projects to California grid.
- Conceptualized \$300+ M of transmission system improvements for Pacific Gas & Electric system
- Spearheaded a team successfully to evaluate the roof-top solar potential in California that facilitated new distributed generation rules implemented by California Energy Commission
- SME and advisor to legal team in development of generation and energy storage policies at California ISO

**Senior Planning Engineer - NSTAR**

- Managed a team to design a \$1.2B transmission line to bring 1500 MW of wind energy into New England grid
- Created unique mathematical model to rank NSTAR's annual capital budgeting proposals worth \$200+ M

**Non-Profit Management / Leadership**

- President/CEO of a multinational NGO, Asha for Education from 2012-2014 (\$3+ M annual grants, touching lives of 100,000+ underprivileged kids each year)
- Advisor to the board from 2014-15
- Led a global team of 1000+ volunteers to turn around the organization, increasing grants by 50%, expanding project portfolio by 35%

**RASHMI  
TIWARI**

◆  
**Functional Roles:** Project Management, Product Management, IT Consulting  
**Sector/Domain:** IT & IT services  
**Past Employers:** Infosys, Tech Mahindra  
**Education:** BE, E&C Engineering, UIT, Barkatullah University

10+ years of international experience in consulting and management of projects and products involving business transformation, process enhancement, quality assurance and M&A consultation for Fortune 500 organizations.

**Project/Product Manager**

- Spearheaded technology and process consultation to help client with systematic mergers of subsidiaries, thereby creating downstream revenue potential of \$5Mn
- Headed teams for roadmap creation, annual projections and RFPs especially for business expansion across Healthcare domain
- Implemented predictive data analytics for a 60 Mn migration program resulting in 40% cost & 35% effort reduction

**Technical Lead/Consultant**

- Led multi-vendor teams based in India, China and US for web applications projects administering various MCO & CDHP solutions for 3200 clients & 2 Mn individuals
- Led teams for projects implementing various healthcare mandates and Selenium based regression automation creating annual cost savings of anywhere between \$250 k to 500 k

**Business Analyst**

- Collaborated with stakeholders and ombudsman to implement \$60 Mn program migrating state sponsored business for 8 US states that involved 3.5 Mn members and 500,000 providers
- Led UAT programs of up to \$4Mn managing delivery discipline and data procurement across 6 vendors and 15 systems
- Led customer engagement to win contracts worth \$2 Mn in Healthcare and Life sciences domain

**Certifications**

- ISTQB and AHIP Certified (Advanced Level)

**RAVI  
VENTRAPRAGADA**

◆  
**Functional Roles:** Engineering & Operations Management, R&D, Quality, Six Sigma  
**Sector/Domain:** Automotive, Off-Highway, Earthmoving & Construction Equipment  
**Past Employers:** Caterpillar Inc. (USA)  
**Education:** MS Mechanical Engineering, Bradley University, USA, B Tech. Mechanical Engineering, JNTU, India

11 years of experience in improving Operational Effectiveness of Engineering Value Chain in a Fortune 50 Company.

**Engineering Project Leader, Caterpillar, USA**

- Transformed machine development process at proving grounds through automation and Six Sigma. Improved R & D efficiency by 25% and reduced costs by \$250K/year
- Led engineering, supplier and operations teams to develop Hydraulics systems for Bulldozer and Scraper Machines. Resolved complex issues during NPI and Product Sustenance cycles

**Senior Engineer**

- Managed R&D operations of 3 Power System Labs and a 5 member team, with \$1M revenue, to improve productivity and emission compliance of Caterpillar machines
- Augmented NPI and NTI development process of Tier4 Diesel Engines by designing Lab control system software to develop machine power management software

**Product Engineer**

- Developed Caterpillar's first Common Rail Fuel System to meet performance and reliability goals. Designed field issue resolution process, saving \$500K/year in warranty
- Increased throughput yield by 30%, improved order fulfilment and saved \$2M in material costs by improving process capability and resolving supplier quality and production issues

**Recognition**

- Played a key role in ISO17025 Quality accreditation for Caterpillar's R&D Labs

**Certifications**

- Certified Six Sigma Black Belt
- CSCP, Certified Supply Chain Professional, APICS

**RISHI SINHA**

**Functional Roles:** IT Operations & Project Management, Product Development  
**Sector/Domain:** IT Products & Services, Health care, Finance  
**Past Employers:** Cerner Corp, Cognizant, Infovision, TELCON  
**Education:** Masters, Electrical Engineering, Cornell University, USA  
 BE, Electrical & Electronics Engineering, BIT Mesra, Ranchi

**ROHINI PIMPLE**

**Functional Roles:** Intellectual Property (IP) Management, Pharmaceutical R&D, Business Intelligence  
**Sector/Domain:** Pharmaceuticals  
**Past Employers:** Lupin Ltd, Emcure Pharmaceuticals Ltd  
**Education:** Masters, M. Pharmacy, Pharmaceutics, Pune University; B. Pharmacy, Pune University.

**ROLI SRIVASTAVA**

**Functional Roles:** Clinical Data Analyst, SAS Programming, Lecturer  
**Sector/Domain:** Data Analytics involving Phase 1-4 Clinical Trials, Academia  
**Past Employers:** Novartis Healthcare Pvt. Ltd, Sri JNPG College Univ. of Lucknow, MRPSP Women's PG College Univ. of Faizabad  
**Education:** MSc Plant Science Univ. of Lucknow, PG Diploma in Bio-informatics IBAB Bangalore

**RUPESH SINGH**

**Functional Roles:** General Management, Operations Management, Project Management  
**Sector/Domain:** Mining & Steel  
**Past Employers:** Tata Steel Limited  
**Education:** B Tech., Mineral Engineering, IIT (ISM) Dhanbad

10+ years of experience in IT Project Management, Product Development, Database Administration, and Electrical Engg. across Healthcare, Finance, and Technology domains.

**Project Leader, Cerner Corporation, USA**

- Conceptualized an in-house diagnostic tool and led cross-functional teams to test and implement the same across Cerner saving \$500K in S/W licensing cost
- Led 28 database projects each worth up to \$4M to successful completion
- Represented Cerner at client sites during go-lives to help hospitals deploy Cerner S/W to transition to Electronic Medical Record
- Mentored and trained 21 new and senior associates to improve productivity

**Operations Manager, Cognizant, USA**

- Headed a 12 member international team for service improvement initiatives leading to enhanced security and reduced response times to improve client satisfaction scores
- Increased revenue by \$1M by identifying 6 new positions onsite and recruiting

**Database Administrator, Infovision Tech, USA**

- Introduced and championed a novel process at HP (client) to reduce the database migration time by 40% in a major data center consolidation project worth \$1B

**Engineer, TELCON, India**

- Compiled key issues during client visits and implemented design changes to boost sales

**Achievement**

- Received Above & Beyond twice at Cerner, Above & Beyond & Star Performer award at Cognizant

**Certification**

- ITIL v3 Foundation; Oracle Certified Associate DBA 9i & 11g, Business Communication.

Over 10 years of deep, proven expertise as an intellectual property team leader and R&D scientist in the pharmaceutical industry.

**Principal Scientist, Lupin**

- Directed company's IP strategy and portfolio development by designing strategies for Paragraph IV litigations and product life cycle management
- Successfully executed several litigation settlements with brand companies
- Worked with cross-functional teams as key IP representative to execute a major distribution agreement with a US-based Gastroenterology brand
- Led the IP due diligence for a \$58mn agreement with a US-based dermatology company
- Managed company's patent portfolio including USFDA listing of patents for its brands
- Led the IP team to create patent landscapes, product launch dates and to provide competitive intelligence to the business development group, creating new business opportunities
- Was responsible for mentoring and coaching of team members along with three direct reportees

**Research Associate, Emcure**

- Designed formulation of dosage forms including tech-transfer from laboratory to commercial scale

**Accomplishments**

- Co-inventor of four granted patents and a pending application
- Co-author of two research papers
- Awarded ESOP in 2011 for excellent performance
- Consistently received "Above Plan" ratings in appraisals

9+ years of experience across Academics, SAS programming, Clinical Trials and Drug Development with expertise in Big Data and CDISC standards.

**Statistical Programmer at Novartis Healthcare Pvt. Ltd.**

- Led programming activities on large, complex global projects across multiple trials and therapeutic areas
- Had frontline interactions with Regulatory Authorities (chiefly FDA) on Blockbusters leading to approval of the drug across the globe
- Conceptualized and led a cross functional team to implement process improvement of end to end Clinical Data Flow Process
- Handled Vendor management as Trial Domain Expert to ensure seamless conduct of the Outsourcing Model in accordance with the company policies

**Lecturer in Plant Sciences/Biotechnology**

- Operationalized the Science Department at MRPSP College in the rural belt of UP. Felicitated by the University Vice Chancellor for the same
- Conducted Annual Examinations of the University as Assistant Magistrate of the Centre and facilitated examinations in over 30 under and post graduate subjects over a period of 3 months involving more than 2000 students

**Awards and Achievements**

- University Topper
- Sudha Murthy Commendation for Best Overall Performance, PGDB
- Recognized by the organization for efficient and speedy address of health authority queries

7.5+ years of diverse professional experience in General Management and in the fields of Operations Management, and Project Management. Certified Lead Auditor in QMS as per ISO 9001:2008.

**Executive Assistant**

- Led a team to develop a new Quality Management System for the coal division, leading to "The Deming Grand Prize" for Tata Steel
- Led cross-functional teams to prepare five year long term plan and annual business plan for the coal division
- As Divisional Coordinator for Risk Management, identified short term and long term risk and developed mitigation plan
- Conceptualised an IT based MIS for tracking of Daily Management KPI

**Senior Manager, Project Management**

- Introduced the concept of Cost Cap Agreement in HEMM procurement, leading to 10% cost savings over the equipment life cycle
- Prepared five year Capital Expenditure Plan for coal division by working with operations, capital planning and finance department
- Member of task force responsible for developing capacity augmentation plan from 7 mtpa to 9 mtpa

**Manager Operations, Iron Ore Plant**

- Led a team of 90 employees to operate a 4.5 MTPA plant
- Designed and implemented the "Daily Management" framework in iron ore processing plant to improve KPIs

**Awards and Achievement**

- Recognised at Apex Level by MD, Tata Steel for implementing a new procurement strategy, reducing idle capacity and saving ₹20 Cr per annum

**SAHIL  
VERMA**

◆  
**Functional Roles:** General Management, Operations  
**Sector/Domain:** Oil & Gas  
**Past Employers:** Hindustan Petroleum Corporation Ltd.  
**Education:** B Tech., Instrumentation & Control, NIT - Jalandhar

**SAMBHAV  
GARG**

◆  
**Functional Roles:** Operations and Project Management  
**Sector/Domain:** Energy and Power  
**Past Employers:** Bharat Heavy Electricals Limited (BHEL)  
**Education:** B Tech., Energy Engineering, IIT Kharagpur

**SANDEEP  
GHOSH**

◆  
**Functional Roles:** Product Owner  
**Sector/Domain:** IT Services and Financial Services  
**Past Employers:** Tata Consultancy Services  
**Education:** B Tech., Information Technology, MANIT, Bhopal

**SANDEEP  
SHAH**

◆  
**Functional Roles:** Incident Management, Vulnerability Assessment, Anti-terror Operations, Criminal Investigation  
**Sector/Domain:** Police, Law & Order Enforcement, Physical Security  
**Past Employers:** Delhi Police - Minister of Home Affairs  
**Education:** Bachelor of Science (CBZ), Rajasthan University, Jaipur

7.5+ years of cross-functional experience spanning General Management, Engineering, Operations & Maintenance and Projects.

#### **Senior Engineer/Deputy Manager, Pipeline Headquarters, HPCL**

- Led team of 120 officers for operations & maintenance of 1500 km pipeline network across 12 plants
- Strategized services to be outsourced, enhancing personnel efficiency by 15%
- Teamed up to strategize & implement reverse pumping for first time in HPCL, improving pipeline capacity utilization by 20%
- Introduced innovative solutions for refining operating practices, saving 10M INR
- Economized 20% of budgeted cost by rationalizing vendor management system
- Managed mega projects worth 100M INR p.a.; responsible for entire life cycle: requisition, bid evaluation, project execution & asset capitalization
- Led instrumentation teams to commission three cross-country pipelines spanning 550 km
- Managed audits/certifications-ISO 9001,14001,18001 & 50001

#### **Operations Officer, Pipeline Station, HPCL**

- Awarded Best Performer of Year (2010-11)-Operations
- Led team of 8 officers to implement Security Tracking System, introduced for first time in industry
- Automated the Fire Fighting system, done for first time in standalone station, leading to improved safety and savings of 500 man-hours p.a.

Accomplished professional with 6+ years of cross-functional expertise across procurement, project management, execution and process designing in Energy and Power domain.

#### **Senior Engineer, R&M Project Management**

- Managed Renovation and Modernization (R&M) projects (worth ₹320 cr) of multiple power stations for Obra, Barauni and Harduaganj
- Collaborated with Clients, other BHEL units and Vendors for integrated project planning and execution
- Responsible for project initiation and procurement processes including RFP, Vendor Selection & Management
- Ensured high quality and before-time commissioning of project through innovations, process rationalization, effective handovers and conflict management

#### **Engineer, Project Execution**

- Led a team of 7 sub-engineers for Technical System Analysis for Gap Identification, and Solution Design & Execution
- Responsible for Concept and Commissioning of Automation of Protection & Control System for NTPC Barauni, first ever automation project for the division
- Awarded 'Best Engineer' for leading the project

#### **Other Achievements**

- Contributed to the growth of the new R&M Unit of BHEL, from a 20 to a 130-member team, with a turnover growth from ₹5 Cr to ₹230 Cr between 2009 to 2016
- Designed and implemented various standards for equipment life assessment resulting in smooth project execution

8+ years of global experience in IT consulting and product ownership in IT services and financial services domains with a proven record of providing innovative solutions to reduce cost and drive profit and productivity for clients.

#### **Product Owner, TCS USA and India**

- Led a 9-member team to develop an efficient loan-auditing platform, generating revenue of ~\$1M annually
- Improved loan on-boarding process efficiency by 75% by automating the existing processes
- Spearheaded the transformation of software development process from Waterfall to Agile; enhanced delivery time by ~40%
- Led a new initiative to improve the client's digital offerings to enhance advisor productivity

#### **Project Leader, TCS USA**

- Designed and implemented a Performance Management Dashboard; earning revenue of \$1M
- Led a 12-member multi-cultural team to reduce the client's loan monitoring process run time by 25% saved approximately \$130K per year
- Responsible for a portfolio of projects worth \$2M and executive engagement

#### **Team Leader, TCS India**

- Managed project delivery for critical regulatory projects (mandated post 2008 crisis) within stringent timelines
- Developed a product, iQRM, which helps traders increase risk adjusted returns by pooling closed loans

#### **Awards and Achievements**

- Awarded TCS "Star of the month" twice for exceptional performance
- Govt. of India merit scholarship awarded during B.Tech and MBA

Police officer with 8 years of experience across Law & Order enforcement, VIP security management, Anti-terror operations and criminal investigation.

#### **In-charge functions, Home Minister security cell**

- Responsible for security of Union Home Minister of India with 350+ Police personnel under command
- Planned & managed security of large scale national and international events such as Indo-African summit

#### **In-charge SWAT commando team, Special cell**

- Trained as anti-terror commando by Para commandos of Indian Army
- Led anti-terror operations and was awarded six commendations rolls from Commissioner of Police, Delhi for exceptional handling of operations
- Won best team captain award in 2nd All India Police Commando Competition, Difu, Assam

#### **Division officer, Police stations, South west district, New Delhi**

- Served in active police duty, investigated 150+ criminal cases and represented their prosecution in the court of law
- Was involved in extensive public handling under severe resource deficit circumstances
- Served in field operations for emergency response duty and arrested 200+ criminals

**SANDEEP SHARMA**

**Functional Roles:** Technology Consulting, Pre-sales, Business Development  
**Sector/Domain:** IT Product & Services  
**Past Employers:** Oracle Corporation (EMEA & USA), Accenture India  
**Education:** BE, Computer Science, RV College of Engineering, Bangalore

**SANDEEPA SINHA**

**Functional Roles:** Quality Assurance Management, IT Consulting, Business Analysis & Development  
**Sector/Domain:** IT Consulting & Services (Telecom, Control Systems Engineering, Enterprise Workforce Management solutions), Oil & Gas  
**Past Employers:** Click Software, Direct Energy (Houston, USA), Invensys Process Systems (USA), TCS (India & USA)  
**Education:** B Tech., Electrical Engineering, NIT Kurukshetra

**SARVESH PRASAD**

**Functional Roles:** Operations, Training & Development, Project Management, Strategic Planning, Capital Procurements  
**Sector/Domain:** Defence Services, E-commerce  
**Past Employer:** Indian Navy, Dee's Alley  
**Education:** Bachelor of Science, Naval Sciences, Goa University

**SAURABH DESHMUKH**

**Functional Roles:** Marketing & Sales Strategy  
**Sector/Domain:** Manufacturing  
**Past Employers:** Forbes Marshall Pvt. Ltd., Bank of America NA  
**Education:** PGDM, Symbiosis Institute of Management Studies  
B.A., Economics, University of Pune

10 years of IT Consulting, Sales and Business Development experience in Financial Services, Telecommunications, Retail and Public Sectors including 8 years of international experience across Europe, Middle East and USA.

#### **Cloud Architect and Product Manager, Accenture India**

- Initiated and led a \$10M cloud migration project for a Singapore-based client, resulting in a 500% increase in employee productivity in the initial 3 months
- Managed a budget of \$200k as the Product Manager of a proprietary software development accelerator

#### **Senior Principal Consultant, Oracle USA and Oracle EMEA**

- Lead enterprise IT architect and trusted advisor for Fortune-500 clients in retail, energy and finance sectors across USA
- Spearheaded one of Oracle's biggest Platform-as-a-Service (PaaS) solution that served over 8 million customers across 8500 stores for 7Eleven in North America, winning the prestigious Innovation Award at OpenWorld 2014
- Led advanced Oracle implementations for clients in UAE, Japan, Singapore, UK, Belgium, Germany and Netherlands for over six years and received four awards for outstanding performance
- Instrumental in securing a \$1M hardware and licensing deal from a Dutch banking client in addition to a \$400k consulting opportunity from a large Belgian telecom client

10 years of rich international experience in IT consulting and services, with focus on Project Management, Customer Relationship Management and Quality Management Systems.

#### **Professional Services QA Lead, Click Software**

- Led teams of more than 25 in several multi-million dollar projects to successful completion
- Documented organization-wide quality guidelines and best practices that aided in reducing project delivery time by 20%.
- Designed detailed position strategies on projects related to customization of ClickSoftware products

#### **QA Lead, Direct Energy**

- Maiden foray into running an IT consultancy business, QLogix Solutions LLC
- Successfully led and delivered a \$1.5M project on system & module integration of all Direct Energy acquired companies with that of the parent company
- Conceptualized QA strategy, encompassing project scope, schedule, resources & milestones of several multi-million dollar projects

#### **Business / System Analyst, Tata Consultancy Services**

- Led corporate initiatives towards Recruitment, internal Training, Mentorship & Quality Management Systems
- Led documentation and internal audits for compliance to CMMI, PCMMI, ISO: 9001:2000 standards

A Fighter Pilot and entrepreneur with 13 + years of Proven Military Leadership skills. Diverse experience in Operations, Training, Capital Procurements and e-commerce. Lead teams of 150 + personnel in highly dynamic and challenging situations.

#### **Co-founder, Dee's Alley ([www.deesalley.com](http://www.deesalley.com))**

- Co-founded www.deesalley.com, a web portal for ethnic clothing for Indian women, in June 2014
- The site ranked first in select product categories on google, ahead of more established players in less than 2 years of its inception

#### **Deputy Director, Aircraft Acquisitions-Integrated Headquarters, MOD (Indian Navy)**

- Program Manager for Fighter Aircraft and Weapons Acquisition for Indian Navy, with a budgetary outlay of \$52 M
- Led Capital Projects, Contract Negotiations and issue of RFPs in accordance with the Defense Procurement Procedure (DPP)
- Carried out extensive contract/price negotiations with foreign arms vendors

#### **Training Officer, School for Naval Aviation, Indian Navy**

- Training-In-Charge for Naval Officers selected for flying training on Hawk AJT
- Conceptualized, Designed and operationalized a six Station flying simulator for Pilot training

#### **Fighter Pilot, Operational Squadrons, Indian Navy & Indian Air Force**

- Awarded Chief of Naval Staff Gold Medal for the Best Trainee
- Flew 10 different type of fighters including MiG-21, Sea Harrier and Hawk Advance Jet Trainer under highly dynamic and demanding conditions

#### **Certifications**

- Full Naval Watch Keeping Ticket, Qualified Flying Instructor

10 Years of experience in Corporate Strategy, Marketing & Sales in leading and executing strategic initiatives for improving top-line, bottom - Line and overall performance.

#### **Business Unit Leader, Forbes Marshall Pvt. Ltd.**

- Responsible for creation of the new 'Air Efficiency Solutions' business unit
- Spearheaded development and launch of 4 new Energy Efficiency products
- As business unit head achieved 40% Y-o-Y revenue growth compared with 8% average growth for the company
- Created the unit's three-year strategy – including assessments and suggestions on markets, target industries, key customers and new products
- Managed business across 4 countries India, Bangladesh, Sri Lanka and Indonesia

#### **Internal Consultant – Marketing & Strategy, Forbes Marshall Pvt. Ltd.**

- Owner of the Balanced Scorecard evaluation process
- Automated the Balanced Scorecard evaluation system
- Led the development and implantation of marketing and sales strategy with results of ~20% Y-o-Y growth (starting from ~ ₹100 Crores)
- Drove a key initiative to improve receivables and cash flow levels

#### **Executive Assistant to Director/Owner, Forbes Marshall Pvt. Ltd**

- Designed & Implemented the Balanced Scorecard as a strategic tool to measure organisational performance
- Worked with leadership on several cross-functional initiatives



“ Having attended PGPX program at IIM Ahmedabad after a brilliant stint of more than 23 years in the Indian Army was a unique experience for me. In a short time, it gave me the much needed professional boost, giving me deeper insights into managerial skills to transition to a corporate life. During the course, I gained new perspectives with peers and faculty in a collaborative environment both within and outside the class. I chose to undergo this course for its unique pedagogy, course content, optimal infrastructure, diverse candidates and experienced faculty with global experience.

This program, with its diverse experienced global candidates, is ideally suited for very senior professionals such as me. The overall experience was incredible and I feel very confident at the end of it. Needless to say, the course not only inspired me to think out of the box, but also its right mix of candidates, distinguished faculty, unique pedagogy and an optimum learning environment, make it an ideal course for candidates such as me looking to excel in the dynamic global business environment.

**Hemraj Parmar,**  
Chief Operating Officer,  
Global Health City, Chennai  
(PGPX, Class of 2013)





**SAURABH SHEKHAR**

**Sector:** Energy - Oil & Gas, Technology Start Ups  
**Past Employers:** Halliburton (Product Management), Baker Hughes (Field Operations), Start Ups - Antezen and Ketsel (Business Development)  
**Education:** B Tech. - IIT Roorkee



**SHAON BANDYOPADHYAY**

**Functional Roles:** Technology Product Manager, Business Analyst, Project Leader, Module Lead, Developer  
**Sector/Domain:** IT & IT Services  
**Past Employers:** Tata Consultancy Services Limited  
**Education:** BE, IT, Indian Institute of Engineering Science and Technology, Shibpur



**SIDDHARTH SINGH**

**Functional Roles:** Project Management, Project Engineering  
**Sector/Domain:** Energy - Power generation  
**Past Employers:** NTPC Limited  
**Education:** BE, Mechanical with Distinction, Delhi College of Engineering



**SNEHA CHAKRABORTY**

**Functional Roles:** Senior Analyst, DWBI Specialist  
**Sector/Domain:** Information Technology, Telecom  
**Past Employers:** Accenture, Motorola Mobility, TCS  
**Education:** BE, Electrical and Electronics, Visvesvaraya Technological University, Bangalore

7 years of experience in the Energy sector. Accomplished and motivated leader with proven expertise in Product Management, Operations Strategy and Business Process Improvement, drawing estimated revenues of \$200M.

#### **Product Management & Consulting - Singapore & US**

- Spearheaded a \$10 Million technology project - 'Array Tool' that measures resistivity of geological formation, resulting in \$80M production projects and deployment of 60 tools world-wide
- Led 6 cross functional teams of 30 members across 4 continents and implemented the tool for contracts worth \$300M
- Strategized Deployment Risk in project for ExxonMobil and Shell, leading to savings worth \$1.5M

#### **Field Operations Management-Papua New Guinea, Australia, Malaysia, US, UK, UAE, India**

- Steered 150+ operations for drilling and data evaluation of oil wells around the world, drawing revenues of \$120M in Asia Pacific and \$90M in India
- Successfully headed business partnerships with ONGC and Reliance in East India, achieving revenue growth of 3.5X to \$ 15M in 2010

#### **Achievements**

- Awarded 'MVP - Most Valuable Personnel' (3 out of 30 people) for the project in 2015
- Achieved \$9M savings for Conoco and Exxon - Production Wells - through cost efficient processes and innovative contingencies
- Conferred 'Best Safety Personnel' in 2010. First engineer from 'Batch of 2008' to be promoted to Senior and later to General Field Engineer

8.5 years of IT experience with 4.6 years in the US, managing technology implementation of products worth \$30 million annual revenue. Proven success in Technical Product Management and Project Management with cross-functional teams.

#### **Technology Product Manager, TCS, US**

- Defined roadmap/schedules and led technology implementation of digital learning products in US K-12 school education space
- Led a diverse team of engineers, architects, researchers, content authors. Worked in close collaboration with business product/program managers, sales & marketing and customer support divisions
- Facilitated direct customer communication for large contracts, added new state level contracts to product portfolio
- Actively collaborated/contributed in client's decision making process around products and strengthened TCS' business relationship

#### **Project Leader, TCS, US/India**

- Implemented process improvements that saved 20% cost for clients and increased TCS' revenue
- Successfully designed/delivered robust and scalable web applications with enhanced usability and performance
- Built a highly productive team of 20+ associates through close mentoring in subject matter expertise and J2EE/Oracle technology stack

#### **Awards**

- Winner of TCS Star Performer and On the Spot awards, consistent top ranker in annual appraisals
- Platform received CODiE award for "Best Student Assessment Solution" twice

Over 6.5 years of experience in Energy sector in administering power projects across India, leading cross functional teams and managing vendors across the globe.

#### **Deputy Manager, NTPC Limited (Corporate Centre)**

- Handled 14 packages for 7 projects, ranging from 200-800 MW, with a combined worth of ₹1100 Cr, from feasibility to commissioning stage
- Conceptualised a new plant layout for Tanda project reducing the erection time by 16% and project cost by ₹10 Cr
- Optimised the water consumption of new and existing plants by effectively reusing the wastewater and adopting best industrial practices, thereby reducing water usage by 14%
- Led a 4-member team to standardize the contracts for 660MW projects, reducing the document approval time from four days to two days
- Convinced management to reduce system redundancies and design margins without compromising on the risk aspects, saving ₹1 Cr per project
- Spearheaded the adoption and assessment of new technologies to increase the efficiencies and reduce the life cycle cost

#### **Achievements**

- Certified Energy Auditor cum Energy Manager (top 2.5%)
- Successfully conducted 2014 General Elections in Dadri district as a Magistrate, amidst hostile and sensitive environment
- Rated among Top 15% for performance by NTPC Ltd in 2013

6+ years in client-facing roles, leading teams in software development, collaborating with teams across geographies to provide data-driven solutions.

#### **Senior Analyst/Lead, Accenture**

- Championed the roll out of business solution for a US Telecom Giant
- Led the offshore effort to gather intelligence required to form the KPIs
- Spearheaded a team of 5 to build solution resulting in annual cost savings of \$1M by enabling clients to make data-driven decisions
- Established structured procedures that helped reduce development and review turn-around-time by 30%

#### **Analyst/Application Lead, Motorola Mobility**

- Led a 3-member team to build solution to track faulty parts and identify corresponding vendors, thereby facilitating compensation of over \$150K to stakeholders
- Delivered solution that enabled Business Heads to track shipment and forecast delays, consequently containing overhead costs upwards of \$100K

#### **Systems Engineer/Developer, TCS**

- Delivered a solution for a UK Telecom giant that empowered it to gauge the performance of its line managers and agents and suitably award them
- The commensurate recognition and training resulted in 30% increase in Sales of high-margin and bundled products



**SNEHAL SANJAY  
DEVASTHALI**

◆  
**Functional Roles:** Software Product Design and Development  
**Sector/Domain:** IT Products and Services  
**Past Employers:** IBM, Zimbra  
**Education:** B Tech. (IT) - COEP, Pune University.



**SONALI  
DASGUPTA**

◆  
**Functional Roles:** Consulting, Onsite Lead, Client Engagement  
**Sector/Domain:** IT Services / IT Consulting  
**Past Employers:** Infosys Limited  
**Education:** Bachelor of Chemical Engineering, Jadavpur University, Kolkata



**SOUBHAGYA  
MOHAPATRA**

◆  
**Functional Roles:** Product and Platform Management  
**Sector/Domain:** Financial Services (Retail & Commercial Banking), IT & IT Services  
**Past Employers:** Barclays PLC, Capgemini Financial Services  
**Education:** B Tech., Metallurgical and Materials Engineering, NIT Rourkela



**SRIRAM  
NAGARAJAN**

◆  
**Functional Roles:** IT Consulting & Services, Product Development / Design, Pre-Sales  
**Sector/Domain:** Technology, Financial Services, Retail  
**Past Employers:** PricewaterhouseCoopers, Manthan, Robert Bosch  
**Education:** MS, Computer Science, University of Southern California, Los Angeles, USA  
BE, Electronics & Communications, PES Institute of Technology (Visvesvaraya Technological University) Bangalore, India

6.8 years of experience in leading software product development and innovation.

**Senior Software Engineer, Zimbra**

- Conceptualized and implemented "Zimbra Email Client", a product that impacted 50K users
- Managed the initiative of adopting Agile SDLC resulting in 15% savings in product release cycle time

**Staff Software Engineer, IBM**

- Led development initiatives for "IBM Notes" and "IBM Verse", enterprise collaboration products that impacted 100 million users in 10 countries
- Cross collaborated with multi-cultural IBM sales and support teams for managing 2 key clients
- Awarded with "IBM Bravo" certificate for clinching \$1million deal with La Bank Postale, a major French client
- Led performance improvement initiative for reducing launch time of Notes by 30%
- Co-hosted a product launch webinar for 75+ clients across Asia
- Authored technical articles on designing product extensions that have been published on IBM Wiki

**Achievements**

- Nurtured innovation culture in the team by organizing ideation meets, helping the team to submit 5 patents to US PTO
- Received "Invention Achievement Award" of \$1500 from IBM CEO
- Awarded with the prestigious "Best of IBM" certificate for collaborating with business partners to develop new product add-ons

IT professional with 10 years of experience in global technology consulting, client engagement, team building and project management in Financial Services and Healthcare domain.

**IT Consultant and Data Conversion Lead, Infosys Public Services (IPS), US**

- Spearheaded design solution for data migration of District of Columbia Department of Human Services clients as part of Affordable Care Act implementation and modernization of existing legacy system
- Extensively coordinated with DC State clients, Business leads, Functional leads and Technology leads across various state benefit programs to formulate the overall data conversion road map

**Onsite Lead, Infosys, US**

- Successfully handled a leading Financial Services client's business critical applications that entailed managing massive databases and services exposed therein as well as supporting external interfaces
- Managed client and stakeholder relationships and coordinated with teams located across multiple geographies (US, Canada, UK, India and Australia) to ensure 24/7 application availability
- Improved application performance culminating in year-on-year annual savings to the tune of \$250K

**Achievements**

- Awarded 'Most Valuable Player' in IPS unit (awarded to less than 1% of 1000+ employees) for driving the data migration solution

10+ years of cross-functional and cross-continental expertise in Product Management, Platform Management, Solution Architecture and Subject Matter Consulting in Financial Services and IT Services domains.

**Platform Delivery Manager, Barclays PLC**

- Set up and led Retail Credit Risk centre of excellence for Barclaycard UK business unit with global team of 15 members
- Conceptualized solutions for key projects such as ApplePay Integration and Regulatory and Mandatory requirements for Barclaycard UK, US and Germany
- Performed product comparison and ROI analysis, and negotiated with product suppliers on cost and delivery of services worth 14 million USD
- Successfully devised framework to deliver to Bank's strategic and transformational agenda of reducing external consulting costs by 1 million GBP and improving speed to market by 30%

**Product Manager and SME, Capgemini FSGBU and Barclays PLC**

- Managed a team of 20 to deliver 3 flagship projects in Payments domain with yearly budget of 2 million GBP, delivering an average of 1 million GBP annual benefits
- Built business cases and led projects for deploying leading Credit Risk products: TRIAD, Falcon, Instinct, and Intellinx for 3 major Global banks

**Achievements**

- Silver medallist of 2005 batch at NIT Rourkela
- Awarded Capgemini India's Top-250 talent (2011-12) for spearheading the Credit Cards product domain transformation

9+ years of combined experience in the knowledge industry and academia, spread across the entire spectrum of Business Intelligence, Database, Data Warehousing, Reporting and Analytics.

**Senior Associate (Business Intelligence), Price water house Coopers**

- Led a team of 12 data warehousing and analytics professionals who were responsible for developing technical analytics solutions for over 15 lines of businesses for large US P&C insurance and financial services clients, each budgeted at over 5 million US dollars
- Designed & delivered pilot/POC projects that aided in identifying potential new areas of growth and business opportunities
- Rated 5/5 on Global Acumen, Technical capabilities, and Relationship building as part of the 2014-2015 feedback review. Received the 'Instant Recognition Award' for my role as Technical Project Lead for a large US P&C insurance client

**Consultant (Business Intelligence), Manthan Software Services**

- Managed Client relationships and accounts over \$7mn and delivered high quality analytics solutions for retail customers in the South-East Asian markets, primarily Philippines, Malaysia and Singapore
- Worked with CTO/CIO of large Retailers to help formulate IT/Analytics strategy and roadmap
- Involved in several pre-sales activities covering "RFI", "RFQ" and "RFP"

**Certifications**

- Certified Scrum Master
- Passed Level 1 of the CFA Program (2017 Level 2 Candidate)
- Microsoft Certified Solutions Expert (Business Intelligence and Data Platforms)



**SUBHADIP  
MUKHERJEE**

**Functional Roles:** Business Development, Design, Solution Architect, Module Lead  
**Sector/Domain:** IT & IT Services  
**Past Employer:** TCS  
**Education:** BE, Computer Science and Engineering, Jadavpur University, Kolkata



**SUBHAYU  
MUKHERJEE**

**Functional Roles:** Telecom R&D, Customer Support, Consultant, Solution Architect, Trouble-shooter & Telecom Trainer  
**Sector/Domain:** Telecom Product Development (R&D) & Support Services  
**Past Employers:** Ericsson India (EIL), Ericsson India Global Services (EGI)  
**Education:** B Tech., Electronics & Communications Engineering, MCKV Institute of Engineering, West Bengal University of Technology, Kolkata



**SUHAN  
SAHA**

**Functional Roles:** R&D Product Development & Project/ Product Management  
**Sector/Domain:** Telecom  
**Past Employers:** Intel, Nokia, Wipro  
**Education:** BE, Power Engineering, Jadavpur University, Kolkata



**SUMIT  
SRIVASTAVA**

**Functional Roles:** Sourcing & Procurement, New Model Cost Management  
**Sector/Domain:** Automobile Engineering  
**Past Employers:** Maruti Suzuki India Limited  
**Education:** B Tech., Mechanical Engineering, Dayalbagh University, Agra

7+ years of experience in Business Analysis, Solution Design & Architecture in Telecom Domain.

#### **Module Lead, Telecom, TCS**

- Led and mentored a team for a critical transformational project for Saudi Arabia's largest Telecom Provider
- Planned and architected server set-up, system configuration and data migration
- Proactively analysed and informed clients on the issues they might face in future and provide short-term and long-term solutions to mitigate problems
- Introduced checklists and best practices to ensure seamless execution of different parts of SDLC
- Conceptualized and defined generic processes to reduce development and testing efforts for new requirements and increase quality of deliverables

#### **Solution Designer, Telecom, TCS**

- Contributed providing solutions to client organizations in business requirement gathering and project scope definition
- Negotiated with clients on effort estimates and feasibility of change
- Analysed and ensured zero-defect delivery by proper validation through Design and Business

#### **Awards and Achievements**

- Awarded "Star of The Month" twice in recognition of contribution to the team on coordinating and delivering critical assignments
- Awarded "On the Spot" twice for successful implementation and delivery
- Received "Best Team" award for consistently delivering under pressure and meeting client expectation

Close to 8 years of holistic expertise across eight countries and three continents, primarily in end-to-end Telecom Solution Development & Deployment, Consulting, Customer Support and R&D, as well as in delivering Telecom Trainings.

#### **Specialist- EGI**

- Spearheaded deployment of IMS Centralized Services in T-Mobile, US as Team Lead piloting a cross-functional team of 8 members from 3 countries
- Inducted in Ericsson Training Academy as youngest certified Telecom Trainer from Customer Support
- Stewarded the 1st Global Workshop on Ericsson's flagship 'Network Level Competence' program in Russia
- As SME, collaborated with automation teams & ISI statisticians on big data analytics for pre-emptive support
- Conducted numerous interviews as a core member of Ericsson's interview panel

#### **Sr. Engineer- EGI/EIL**

- Spearheaded infusion of Blade Technologies in Jakarta, Athens, & Dhaka as Team lead cum Architect
- Led several cutting edge telecom technology projects within and outside India
- Started designing Telecom Features for R&D in Germany; youngest engineer with 4 years of experience to be part of this team averaging 13 years

#### **Engineer Support- EIL**

- Provided Technical Support to Operators & developed strong rapport with them
- Liaised between Operators & Product Developers

#### **Awards**

- Rockstar, Ace, & Power awards
- Star Award for Mentoring & Innovation
- "Cert. of Recognition" from VP, Ericsson
- 2 consecutive mid-term appraisals (rare)

#### **Certifications**

- ETCP certified on IP & IMS

10 years of accomplishments, including 5.5 years of international experience (German PR holder), in delivering cutting edge products and solutions to solve complex problems in Telecom industry; managed various stages of SDLC.

#### **Module Lead, Intel Deutschland GmbH, Munich**

- Recognized for helping Intel launch its 1st LTE multimode solution shipped in 40 million tablets
- Managed platforms-bring-up and stabilization activities done by 5 cross-functional teams and 2 ODCs consisting of 75+ senior engineers located across India, UK, USA, and Germany
- Led a team of 10 senior developers and consultants for development of ARM, DSP and TenSilica based 3G and LTE HW simulations
- Helped Intel Marketing position tablets and 2-in-1 laptops in social media

#### **R&D Module Owner, Nokia India Pvt. Ltd, Bangalore**

- Managed design, development and maintenance of ARM based decoder which powered 3G chipsets of billions of Nokia smartphones
- Point of contact for first level analysis of customers and fields escalations
- Managed conceptualization-to-launch of a S60 app which was ranked in the top 3 in popularity

#### **Consultant, Wipro Technologies, Bangalore**

- Improved productivity by 40% by executing a series of optimizations in testcase development process
- Led a team of 3 engineers to develop and execute strategies for code quality improvements

#### **Achievements**

- Received "Kudos", "Wireless Modem Technology Roadshow" awards in Nokia and 4 recognitions in Intel
- Filed 3 invention reports for patents

9 years of professional experience in Strategic Sourcing, Price Negotiations, New Project Feasibility Study & Cost Management with India's largest passenger car manufacturer.

#### **Model Cost Management**

- Monitored & delivered a 240 Mn USD project in 2015, the first ever Premier Compact Vehicle for Maruti Suzuki: BALENO within the target budget. Played pivotal role in the detailed feasibility study with Suzuki Counterparts at Hamamatsu Japan
- Provided cost impacts of new features and upcoming technologies in passenger cars to Product Planning department for compelling positioning & pricing of the products
- Conceptualized and designed an automated commercial database system to simulate total cost of new models at varying forex and raw material rates for real time cost analysis

#### **Sourcing & Procurement**

- Global sourcing of wide variety of automobile components including conventional plastic parts and proprietary electrical/electronic components & air conditioning system

#### **Benchmarking & VAVE**

- Involved in generating & analysing Value Analysis / Value Engineering (VA/VE) ideas in conjunction with engineering departments to maintain cost competitiveness of models
- Designed process flow for Component Benchmarking to effectively generate cost down ideas



**SURANJAN  
PAI**

**Functional Roles:** Project Management, New Product Development  
**Sector/Domain:** Manufacturing, Infrastructure, Entertainment  
**Past Employers:** Larsen & Toubro, WET, Enesco, Jagath Boilers  
**Education:** MS, ME, Syracuse University, NY  
BE, Mechanical Engineering, Manipal University, India



**SWATI  
NAGPAL**

**Functional Roles:** Planning & Design Consulting, Project Management, Marketing & Business Development  
**Sector/Domain:** Architecture & Planning  
**Past Employers:** Building Design Partnership (BDP), Pradeep Sachdeva Design Associates (PSDA), SAKA, EDSA, FL  
**Education:** Masters in Landscape Architecture, University of Illinois at Urbana-Champaign, USA  
Bachelor of Planning, School of Planning & Architecture, New Delhi



**TARUN  
JAIN**

**Functional Roles:** Project Management, Service Management, Business Analysis  
**Sector/Domain:** IT and IT Services, BFSI  
**Past Employers:** Cognizant Technology Solutions, Tata Consultancy Services  
**Education:** BE, Computer Science, Anna University Chennai



**TULIKA  
VERMA**

**Functional Roles:** Cross functional team leadership, R&D Project Management, Product Development  
**Sector/Domain:** Healthcare (Medical Devices)  
**Past Employers:** Philips Electronics India Ltd.  
**Education:** BE, Information Technology, Manipal Institute of Technology

11+ years of diverse global experience in technology development, product innovation & project delivery.

#### **Project Manager, Jagath Boilers, India**

- Worked closely with Marketing to develop product, service and go-to-market strategies
- Led a cross functional team of 12 to deliver projects worth INR 25 M; managing project planning, execution and status reporting
- Co-ordinated with client and vendors to understand client's technical & functional requirements and manage overall expectations
- Participated in proposal writing, estimated costs & evaluation for project bids

#### **Senior Engineer, Enesco Inc., USA**

- Managed design, development, assembly & testing of components, involving challenges in shock, vibration & structural fatigue
- Led cross-geographical engineering teams to ensure timely delivery of projects

#### **Mechanical Product Engineer, WET Design, USA**

- Employed mathematical models to estimate and resolved structural risk to product installations
- Initiated & implemented a document management system; saving costs of \$2Mn

#### **Machine Tool Designer, Larsen & Toubro, India**

- Developed designs for mechanical components and electromechanical interfaces
- Ideated and developed support tools and database solutions, reducing design turnaround time by 30%

#### **Certifications**

- Project Management Professional (PMP)

10 years of experience in planning, designing, managing and delivering integrated solutions for large scale projects including residential townships, mixed-use developments and public realm precincts.

#### **Senior Landscape Architect, BDP, New Delhi**

- Directed and coordinated seven-member team towards efficient project delivery while managing staffing needs and schedules
- Led client and consultant interactions and liaised with external project teams
- Identified business leads and prepared bid documentation including tenders and preliminary proposals for prospective projects
- Designed and conducted marketing efforts for the landscape team and also led recruitment efforts in department
- Carried out construction administration for projects on issues affecting budget, schedules and time lines as well as liability related aspects

#### **Landscape Consultant, PSDA, New Delhi**

- Design Lead on all planning projects, developing solutions for complex sites using urban best practices and detailed technical analyses
- Managed multiple projects simultaneously, coordinated communication between all consultants and prepared strategic plans for project delivery and implementation
- Managed live sites and supervised construction schedules to ensure timely project delivery

#### **Achievements**

- Conceptualized, formulated and presented design strategy that led to winning a 500Cr public sector project through a two-stage QCBS tendering process

10+ Years of experience in Software Project Management, Business Analysis, Software Development, Process improvement and Service Delivery for Fortune 50 banks and Insurance services clients.

#### **Project Manager, Cognizant, India**

- Managed a project worth \$1.5-2 MM with 18-member team for a Business Insurance client (Fortune 100), handling dashboard and reports for field and business users including CEO's office
- Anchored process improvement (PI) savings of \$300 K/year in Business Insurance team
- Instrumental in contouring practices for process improvement and cost savings for entire offshore centre on Business Insurance client

#### **Project Lead, TCS, USA**

- Led the technology team for credit card application decision engine of a Fortune 10 bank with a dual hot site ensuring zero down time
- Partnered with 10 clients in handling different aspects of credit bureau reporting thereby minimizing credit related fraud
- Delivered POC of a new delivery model for a client. Helped in establishing presence and laying the foundation for future growth

#### **Lead Business Analyst, TCS, Qatar**

- Streamlined payment system for a major bank by implementing a BPM tool thereby minimizing manual intervention

#### **Achievements**

- Awarded 'Guardian of Delivery' which recognized the role played in improving processes
- Awarded 'Galaxy of Thanks' by clients, for 100% defect free deliveries

6 years of product development, project management and cross-functional team leadership experience in the medical devices industry.

#### **R&D and Integral Project Manager, IntelliSpace Breast Solutions**

- Set up and led the cross-functional team to complete transition of program ownership from Netherlands to India in a period of 3 Months
- Led the product cross-functional team to achieve business milestones

#### **Software-side Product LifeCycle Manager, Microdose Mammography**

- Led the cross-functional team for the execution and delivery of software-related FCOs (Field Change Orders)
- Established a process to handle field changes for the software organization reducing turnaround time by 42%

#### **Project Lead, Philips Support Connect, Diagnostic X-Ray**

- Led a cross-business team to deliver and integrate a common serviceability framework for Philips modalities, reducing serviceability effort by 8%, and improving system uptime by 17%

#### **Other Initiatives and Achievements**

- Multiple Quarterly Staff Awards for going beyond the call of duty, team work and leadership
- Employee champion for an HR initiative to re-evaluate and revamp employee policies to make Philips a 'Great Place to Work'. Received a CEO award for displaying all three Philips values for the same



## TUSHAR SHANKER SRIVASTAVA

**Functional Roles:** Operations, Project Management and Technical Support for Sales & Marketing  
**Sector/Domain:** Energy - Oil & Gas  
**Past Employers:** Schlumberger  
**Education:** B Tech. in Mining Engineering, Indian School of Mines, Dhanbad



## UDIT JOSHI

**Functional Roles:** Product Development, Project Management, Supplier Management  
**Past Employers:** Maruti Suzuki India Ltd. (MSIL)  
**Education:** B Tech. (Electrical Engineering), College of Technology, GBPUA & T, Pantnagar, Uttarakhand



## VARUN RAO KOPULLA

**Functional Roles:** Physician, Administrator, Consultant, Trainer  
**Sector/Domain:** Health Care, Business Consulting, Education  
**Past Employers:** Focus Old Age Home  
**Education:** MBBS, Osmania Medical College



## VARUN PARCHURE

**Functional Roles:** Research and Development, Customer Support  
**Sector/Domain:** Defence R&D, Automobiles  
**Past Employers:** Defence Research and Development Organization (DRDO), Tata Motors  
**Education:** B Tech., Mechanical Engineering, VNIT-Nagpur

7+ years of work experience in Operations, Project Management and Technical Support for Sales & Marketing in Energy Sector. Lead project engineer and line manager for 20 field engineers and 15 vendors for execution of 6 well-testing projects worth \$12mn USD in 2 years from feasibility to contract closure.

### Lead Project Engineer, Schlumberger, India

- Secured sales, managed timely project delivery and executed post commissioning services of 40+ customized multiphase flowmeters (MPFM) for clients such as ONGC, Cairn India Ltd, British Gas, etc
- Conceptualized and implemented lean initiatives to increase the year-on-year profitability of segment operations by 5%
- Interfaced with global product centres as key technical sales support engineer for implementation of new flow-metering technology and product quality assurance

### Lead Field Engineer, Schlumberger, Qatar

- Planned, prepared and executed critical well-testing operations such as Shell's Pearl GTL II – the highest single gas production platform in the world

### Achievements:

- Received personal recognition from ExxonMobil for leadership initiative during a critical well operation in Qatar
- Received team recognition from President, Schlumberger for maintaining 100% market share for sale of MPFM's in India in 2012 and 2013
- Received personal recognition from VP, Schlumberger for standardizing MPFM project delivery procedure, which led to a two-week reduction in delivery time and potential cost savings of \$57k USD

6.5 years of work experience in product development, project management and supplier management in India (4.5 years) and Japan (2 years).

### Deputy Manager, Maruti Suzuki India Ltd.

- Led product development team for product range of \$20 million annual buying for EMEA, APAC and LAM markets
- Successfully collaborated with Suzuki Japan and global suppliers in timely delivery of over half a dozen new product introduction under dynamic and complex situation
- Executed end to end project management of electrical parts for Ritz, Alto800 and Vitara Brezza
- Interfaced with global product centres as key technical sales support engineer for implementation of new flow-metering technology and product quality assurance

### Planning and Advisory, Power of Knowledge & Education (NGO)

- Implemented industry practices and approaches in NGO, leading to growth of over 200% in 1 year
- Conceptualized and managed new projects and crowd-funding campaigns.

### Achievements

- Awarded "Maruti Suzuki Achievement Award" 3 times for the contribution in cost reduction
- Developed e-learning module on development cycle of electrical components, a first at Maruti Suzuki

Over 8 years as Physician, Managerial role in Healthcare, Business Consultant, GMAT training with extensive cross functional experience in healthcare, training, management and consultant.

### Physician

- Started and successfully ran DAYS – Doctor At Your Service – Health care delivery at door step primarily for the elderly
- Handled more than 10000 emergencies in ER department
- In-house physician for customers of Focus Old Age Home

### Manager

- Expanded focus old age home from a one-branch 20 inmate old age home to two branch 100 inmate establishment
- Supervisor in-charge of all night operations of Durgabai Deshmukh Hospital, supervising over 400 employees

### Trainer

- Trained and successfully delivered 700+ scores for more than 20 students for GMAT
- Guest faculty of Quantitative section for engineering colleges for Campus Recruitment

### Business Consulting

- Along with a partner, doubled the revenues within 2 months and maintained the income steadily for a Premium salon
- Decreased the cash collection time, and streamlined the work flow process of a B2B beauty care product vendor

Creative problem-solver, who has evolved from designing components to integrating products over a period of 8 years.

### Design and Development of products for Military applications at DRDO

- Spearheaded product integration and technical documentation of a ₹4Cr project
- Led mechanical design activities to develop a 30% smaller, 7% lighter and 30% easier to assemble product - Achieved first attempt qualification of product for military aircraft operation
- Led a multi-domain team to develop experimental platforms for advanced military research - Instrumental in developing a 100% indigenous system - Achieved \$800K savings
- Initiated manufacturing process improvement - Achieved 5% improvement in output quality
- Established drafting process workflow - Achieved 70% better productivity
- Youngest individual in mechanical design group to receive Technology Development Award
- Received Outstanding Promotion (3 years vs. an average of 4.5 years)

### Management of channel partners to deliver customer support at Tata Motors

- Enabled channel partners to deliver 10% faster service by application of CRM analytics
- Led ISO 9001:2008 QMS implementation team for Area Office

### Extracurricular Interests

- Product Design, Sketching & DIY fabrication of innovative ideas



**VATSALA  
MISHRA**

**Functional Roles:** Architectural & Design Consulting, Project Management  
**Sector/Domain:** Architectural Design, Construction, Bank Operations  
**Past Employers:** MA Architects, Atkins, SORG, HKS, RNDPA, UTI Bank, SVC  
**Education:** B Arch., 2002, Architecture, School of Planning and Architecture, Delhi, Deemed University



**VIBHOR  
MITTAL**

**Functional Roles:** Project, Delivery & Program Management  
**Sector/Domain:** Telecom and IT Services  
**Past Employers:** Tata Communications, Infosys Technologies, Oracle Corporation  
**Education:** ME (Computers) - Delhi College of Engineering, Delhi University  
MCA - Institute of Computer Science, Ujjain University



**VIBHOR  
PANDIT**

**Functional Roles:** Project based General Management, Pre-sales support, Technology deployment, Best practices benchmarking  
**Sector/Domain:** Infrastrucutre / Mobility (Urban Transport)  
**Past Employers:** Siemens Ltd. India  
**Education:** B Tech., Electronics & Telecommunication, Amity University



**VIJAY  
JAISWAL**

**Functional Roles:** Product Design, Program Management, Executive Leadership  
**Sector/Domain:** Manufacturing- Automobile & Construction Equipment  
**Past Employers:** Eicher Motors, JCB India, VE Commercial Vehicles  
**Education:** Master of Design, Product Design, IIT Kanpur  
BE, Electronics & Communication, Dr. B R Ambedkar University, Agra

12+ years of global experience in leading and managing diverse architectural project types for institutional and individual clients while co-ordinating with cross-functional teams.

#### **Senior Associate, MA Architects**

- Managed two key high-rise residential projects of 10 lac sqft. each in Jaipur and Bangalore. Supervised design and development activities including construction drawings and site execution
- Led client, consultant and vendor coordination. Constantly monitored and reviewed work and progress of Structural, MEP, Landscape and Interior consultants
- Mentored interns and junior architects, ensured adherence to drawing standards and provided training in Revit software

#### **Highlights/Achievements**

- Senior team member of GWP primary school, Didcot; shortlisted as one of five most innovative projects at Atkins in 2014
- Collaborated with Jurong International of Singapore, while at HKS, to develop a Masterplanning proposal for Singapore General Hospital in 2013
- Won project bid for Montessori, Durham, while at RNDPA. Spearheaded feasibility report for school expansion and was active participant in the job interview
- Effectively communicated with cross-cultural teams across different geographies
- Led detailed R&D and execution for 'Modular Housing' concept at MA Architects
- Lauded for increase in efficiency of projects at RNDPA

14 years of diverse managerial experience, including 4 years in Europe, in Project, Delivery and Program Management for IT Services and Telecom industry.

#### **Senior Manager- Tata Communications Ltd - India**

- Managed mid-size teams for several large and complex IT projects
- Implemented Global Delivery Model by leading the transition of software development from Canada to India
- Successfully led Agile transformation in Voice Engineering department
- Steered SaaS based product development with a potential revenue of \$5-6mn each year
- Established Innovation Management practices to groom ideas and delivered \$500K incremental innovations in first year
- Led several business and process improvements to reduce revenue leaks of \$70K-100K per quarter

#### **Project Manager/Senior Consultant - Infosys Technologies Ltd - India, Spain, UK**

- Led team of 20+ software developers assigned to different projects, in a geographically distributed environment
- Improved SLA compliance by 14%, helping Infosys establish application support factory

#### **Achievements**

- Received ACE award by Senior Leadership (CEO and GMC) for contribution towards "Innovation & Creativity" initiatives
- Received multiple Bravo awards from Group Director for "Focus on Execution" & "People Development" categories

#### **Certifications**

- Innovation Management - Symbiosis (SIBM)
- PMP - Project Management Institute (PMI)
- CSM - Scrum Alliance

7 years of diverse experience in stakeholder management, technocommercial contracting, process management and engineering in Infrastructure & Cities domain.

#### **Senior Executive, Siemens Ltd.**

##### **Project Execution & Management**

- Part of onshore (India) Project team for mega investment urban transport projects (including Delhi Airport Metro Express, Rapid Metro Gurgaon) delivering automation contracts, global worth \$10-30 Mn
- Engaged on customer's requirements with consultants, off-shore product management teams and interface partners from project's concept to realization
- Worked through cycles of project's technical scope, engineering, quality ramp-up, sub-contract deployment, turn-over projections, GOP metrics and site management ensuring 100% milestone completions
- Spearheaded on-shore procurement and costing efforts improving Profit Improvement Plan indices of local deliveries to the tune of 10% against bid budgets
- Assisted Sales in creation of local procurement plans, BOQ's and tender constructs for local project proposals worth INR 10 Mn+

##### **Business Excellence Initiatives**

- Handpicked to work at Mobility division-Project Management Office to liaison with Division's segment heads, Legal-contracts, Strategy and Head-Quarters in mapping division's business operations with globally benchmarked practices

12 years of rich cross-cultural experience in Product Design & Innovation, cross functional organization and executive leadership with focus on strategic initiatives.

#### **Head-Styling & Virtual Reality, Product Design & Development, VE Commercial Vehicles**

- Part of Aggregate leadership with cross functional scope & interface with VOLVO
- Core member for a dashboard project accomplished in 40% of industry standard time and a budget of \$1.5 M
- Led Styling development for a CV range spanning 3 product segments/ brands with a budget of \$1.8 M
- Led a pioneering innovation in CV industry, involving a futuristic polymer
- Part of finalist team in two consecutive Innovation Awards
- Represented VECV in SIAM Styling & Design group
- Speaker at International Conference on Life cycle management-2015

#### **Head-Industrial Design(ID), India Design Centre, JCB India Limited**

- Managed ID scope for JCB India as part of global ID team
- Established ID & Advance Visualization function at JCB India with strategic outlook
- Product cost reduction with innovative concepts around brand DNA
- Led Indian Market Intelligence research for global ID Programs

#### **Manager-Styling & Trim Design, Product Design & Development, Eicher Motors**

- Established Styling Design function
- Promoted twice in three years with multiple excellence awards
- Developed modular design concepts with INR 2K/vehicle saving



**VIJAY SHANMUGAM**

**Functional Roles:** Business Transformation, SAP Consulting, Project Management and Presales  
**Sector/Domain:** IT & IT Services  
**Past Employers:** SAP America, Smartsoft International USA  
**Education:** MS, Industrial Engineering, University of South Florida  
B Tech., Production Engineering, Anna University



**VIKAS KUKREJA**

**Functional Roles:** Product Development, Business & Strategy Development  
**Sector/Domain:** Manufacturing/Automotive  
**Past Employers:** Maruti Suzuki India Limited, Suzuki Motor Corporation, Japan  
**Education:** B Tech., NIT Kurukshetra



**VINIT TOSHNIWAL**

**Functional Roles:** Operations and Supply Chain Management  
**Sector/Domain:** Manufacturing  
**Past Employers:** Cummins, John Deere  
**Education:** MS Manufacturing Systems Engineering, University of Wisconsin-Madison, USA  
B Tech. Mechanical Engineering, COEP -Pune University



**VISVA SHASHANK BHAVARAJU**

**Functional Roles:** Program Management, Project Management, IT Service Delivery  
**Sector/Domain:** BFSI, IT Services  
**Past Employers:** Wells Fargo India Solutions, Computer Services Corporation (CSC), Computer Vision Labs  
**Education:** B Tech., Electronics and Instrumentation, Jawaharlal Nehru Technological University Hyderabad

12+ years of experience in SAP Business Process Consulting, Business Transformation, Project Management and Presales across 25 customers from Fortune 10 Organization to US State Government (US Citizen with OCI).

#### **Principal Business Process Consultant, SAP America**

- Advised C-level Executives on Implementation Strategy, IT Roadmaps, Business Process Improvements
- Led 15+ Consultant team in multiple large business transformation projects - State of Mississippi (\$60M), Fairfax County (\$40M)
- Led Logistics team that formulated Business Transformation Strategy and Roadmap for 80 Agencies in Government of Canada
- Managed first Assemble to Order Methodology project (\$2.5M) that won Project of the Quarter Award
- Played an instrumental role in Presales team on various Sales Pursuits in RFP Preparation, Customer Presentations and Demos
- As Practice Knowledge Management Lead was responsible for Practice Activities, Knowledge Sharing, Asset Creation. Presented in SAP NA Annual Consulting Conference

#### **Achievements**

- Won Innovation Idea Competition, received \$100k internal funding and developed a new Rapid Deployment Service to integrate On-premise and Cloud solutions
- SAP Winners Circle - Top 1% of the Global Employees and SAP High Potential Program (2013, 2014 and 2015)

#### **Certifications**

- PMP, ITIL, TOGAF, Business Transformation Program Manager, SAPSRM, SAP HANA, Business Process Management

8.5 years of experience with 2+ years in Suzuki, Japan focusing on Product development, Business & Strategy development in automotive industry for Global and Domestic markets.

#### **Manager, Vehicle Dynamics Division**

- Led team of 7 engineers on New Product Development (Concept to Production Stage) in Active Safety domain for Vitara Brezza
- Formulated Value Engineering Strategy leading to cumulative cost saving of US\$1.2 million in Active Safety System
- Spearheaded Active Safety development of Celerio and S-Cross through successful collaboration with Suzuki Japan
- Led a CFT that achieved 90% reduction in warranty claims for Brakes Noise issue in a highly successful product
- Coordinated with global agencies (ARAI & IDIADA, Spain) for Product Certification, achieving 4 successful product approvals
- Led Techno-Commercial negotiation for facility procurement worth US\$ 1 million through coordination with various global suppliers

#### **Achievements**

- Finalist in National Management Business Simulation competition Representing Maruti Suzuki India Ltd. in Northern Region, India
- Awarded Maruti Suzuki "Director & MEO Award" for commendable performance in active safety product development
- Awarded "Maruti Suzuki Achievement Award" twice for Successful Product certification

#### **Certifications**

- NCFM certified in Investment analysis & Portfolio Management and Equity Research (Expert level)

6+ years of work experience, including 5 years in USA, in leading global cross-function teams in forecasting, supply chain analytics, developing manufacturing strategy, optimizing logistics & inventory and installing new plants.

#### **Supply Chain Management**

- Forecasted annual revenue of \$2.8B, COGS, volumes and inventory for Power Generation division, 15% of Cummins revenue
- Reduced six-month forecasting bias from 25% to 3%
- Implemented synchronized planning of resources across 3 product divisions, 10 sales regions and 13 plants globally
- Reduced lead time of filters from 90 to 40 days
- Improved data compliance of orders, production and inventory from 45% to 85%
- Improved in-plant logistics; reduced inventory by 30% and aisle traffic by 40%

#### **Operations Management**

- Led manufacturing strategy, forecasting, long term investment planning, relocation of products and make/buy decisions for Cummins Filtration
- Collaborated internationally in design, integration and installation of six new filter lines with capacity ranging 1 to 24 Million/year and costs up to \$5 M per line
- Developed facility plan to achieve 140% increase in capacity to 72,000 tractors
- Doubled capacity of a planter line from 22 to 44 per day with 7000 tasks and 6 million product combinations

#### **Certifications**

- APICS CPIM (Certified in Production and Inventory Management)
- APICS CSCP (Certified Supply Chain Professional)
- Six Sigma Green Belt

11+ Years of work experience in Global Program Management for a Fortune 50 Bank and Software Development & Service Delivery for a financial services client. Led over 10 project managers and relationship managers.

#### **Program Manager, CTO's Office, Enterprise Global Services Program of Wells Fargo**

- Championed the roll out of the CTO's Office
- Established the operating model and Governance Structure of the CTOs Office with several partners of Information Security, Finance etc.
- Represented the CTO's Office in various infrastructure projects

#### **Program Manager, Technology Transitions Lead**

- Led the Global Technology Transitions Team, across India, USA and Philippines
- Spearheaded the roll out of the Technology Transitions Program
- Offshored more than 1000 positions through 200 new teams to India; and over 200 positions to Philippines and Costa Rica, thereby, saved over \$ 50mn for the organization

#### **Service Delivery Manager, Computer Services Corporation**

- Managed a team of 21, delivering Application development projects and maintenance
- Reduced the average ticket backlog from 8 to 1 per month
- Handpicked to establish the operating model for a new account

#### **Interests & Accomplishments**

- Oratory – Most viewed Toastmasters Video of India
- Led the team that set the Limca book of records – 'Longest impromptu speeches'

#### **Certifications**

- Project Management Professional – Project Management Institute, USA



## CHAITRA CHANDRASHEKAR



**Functional Roles:**  
Business Analysis, Project Management  
**Sector/Domain:** IT & IT Services  
**Past Employers:** Infosys, IBM  
**Education:**  
BE, Information Science, Visvesvaraya Technological University

10 years of global experience in Business Analysis, Project Management and Client Engagement in Financial services and Telecom domains and a brief stint in social entrepreneurship.

### Founder, Start up

- Developed village based travel and lifestyle service offerings for Corporate, educational institutions and individuals, to create additional source of income for rural residents
- Formulated and executed various aspects of business strategy

### Business Design Consultant, IBM India

- Led a team of 16 comprising of End-to-End System Engineers, Business Process Modelers and Data Thread Analysts
- Led successful execution of 20 large and critical projects for 4 major telecom enterprise products across Sales, Service Delivery, Billing and Service Assurance

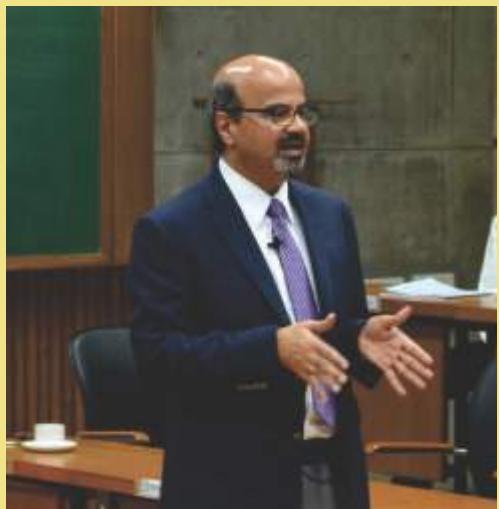
### Business Analyst, Infosys, USA

- Lead business analyst in integration and co-marketing of home equity with other product relationships, to improve customer needs assessment and solution recommendations
- Part of the Business Analyst team to create a "single" platform for Home Equity sales capabilities, to be used from the first contact with a prospect until fulfillment
- Actively collaborated with cross-functional teams in a global delivery model

### Achievements and Certification

- Awarded Young IIMAverick Fellowship for the startup idea, from CIIE, IIM-A [2015]
- Certified ITIL V3 Foundation [2013]





## LEARNING FROM LUMINARIES

The PGPX Program has an active industry interface that enables participants to gain insights from eminent business leaders. These stalwarts interact with the class through platforms such as the HRPI, Connexions and Speaker Series. A few of the dignitaries who have visited campus in the recent past are:

- **Late Dr. APJ Abdul Kalam** • **Abhijeet Barse**  
Former President, CEO Co-Founder, Slum Soccer  
Republic of India
- **Dr. Pawan Goenka** • **R.K. Mathur**  
Executive Director, Chief Information Commissioner,  
Mahindra & Mahindra Government of India
- **Ajay Banga** • **Richard Rekhy**  
CEO, Mastercard Chief Executive Officer,  
KPMG India
- **Ronnie Screwvala** • **Sridhar Chunduri**  
CEO, UTV Chief Technology Officer,  
Wells Fargo India
- **Harsh Nanda** • **Dharmakirti Joshi**  
Executive Director, Chief Economist, CRISIL  
Goldman Sachs
- **Suman Bery** • **Ajay Srinivasan**  
Former Chief Economist, CEO,  
Royal Dutch Shell Aditya Birla Financial Services
- **H.S. Malhi** • **Shankar Krishnan**  
Group President and CEO, Group Head - Strategy,  
Reliance Defence Systems Shapoorji Pallonji  
Pvt. Ltd.
- **Kiran Karnik** • **Anil Iyer**  
Chairman, Head Global Operations and  
CII National Committee on Board Member, Novartis  
Telecom & Broadband and Healthcare Pvt Ltd.  
Former President, NASSCOM
- **Naresh Shah** • **Raza Beig**  
President, EG India R & D, Director, Landmark Group and  
Hewlett Packard CEO, Splash & Iconic
- **Raghu Raman** • **Sumit Khanna**  
President (Risk, Security and New  
Ventures), Reliance Industries Ltd.  
Senior Director & Head, Investment Banking, Deloitte
- **Sorabh Agarwal**  
Catalyst, Esha Foundation

## INDUSTRY CONNECT

### HRPI

HR Practices in India: A Practitioner's Perspective (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.

### 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 enrich the debate with strikingly different perspectives. Novel ideas and solutions are provided to these right, ambitious minds, poised as they were, in their journey to leadership roles and positions. It is no surprise that the event also attracts huge media attention.

### Speaker Series

The Speaker Series is one of the key forums where our participants interact with industry leaders at close quarters. Indian and Global heads of businesses travel to our verdant and iconic campus to be part of the confluence between current and future industry leaders. Each speaker brings a unique perspective on business, management and leadership – the participants pick up valuable learning as the speakers narrate their personal journey embedded in trailblazing success stories. In every session the story of an individual, a company or an industry comes to life with the energy, wisdom and insight of the speaker.

# THE FACULTY

## Business Policy

- **Ashish Nanda**  
Ph.D. (Harvard University)
- **Anurag K Agarwal**  
LLM (Harvard Law School),  
LLD (Lucknow University)
- **Ajeet Narain Mathur**  
Ph.D. (IISc, Bangalore)
- **Karthik D**  
Fellow (IIM Ahmedabad)
- **M R Dixit**  
Ph.D. (IIT Kanpur)
- **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)
- **Vaibhavi Kulkarni**  
Ph.D. (Rutgers University)
- **Meenakshi Sharma**  
Ph.D. (Queensland University)

## Economics

- **Satish Deodhar**  
Ph.D. (Ohio State University)
- **Sebastian Morris**  
Fellow (IIM Calcutta)

- **Viswanath Pingali**  
Ph.D. (Northwestern University)
- **Errol D'Souza**  
Ph.D. (Jawaharlal Nehru University)

## Information Systems

- **Rekha Rani Jain**  
Ph.D. (IIT Delhi)
- **Subhash Bhatnagar**  
Fellow (IIM Ahmedabad)

## Finance & Accounting

- **Joshy Jacob**  
Fellow (IIM Lucknow)
- **Sidharth Sinha**  
Ph.D. (University of California, Berkeley)
- **Sobhesh K Agarwalla**  
Fellow (IIM Ahmedabad)
- **Shailesh Gandhi**  
Fellow (IIM Ahmedabad)
- **Jayanth R. Varma**  
Ph.D. (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)
- **Deepti Bhatnagar**  
Fellow (IIM Ahmedabad)
- **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)
- **Samir K Barua**  
Fellow (IIMA)
- **Debit Roy**  
Ph.D. (Univ. of Wisconsin-Madison)
- **Karthik Sriram**  
Fellow (IIM Bangalore)

- **Apratim Guha**  
Ph.D. (University of California, Berkeley)

- **Sachin Jayaswal**  
Ph.D. (University of Waterloo, Canada)
- **Ravichandran N**  
Ph.D. (IIT Madras)
- **Sundaravalli N**  
Ph.D. (IIT Bombay)

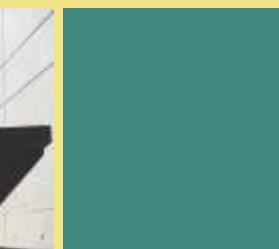
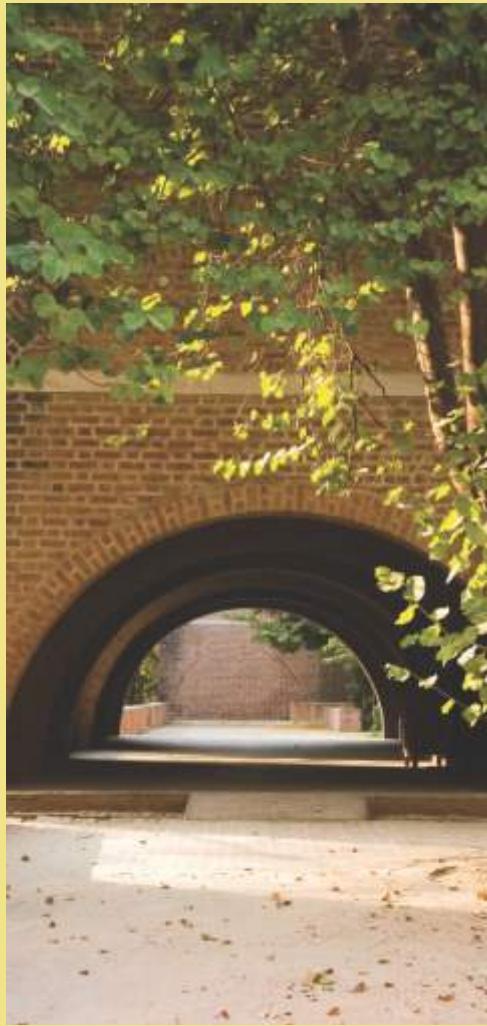
## Personnel & Industrial Relations

- **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)





## 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 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, with a copy to the candidate.

### **Reporting Standards Compliance:**

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

### **Recruitment Fees:**

There is a fee for the recruitment process, levied as a charge per successful hire (actual amount will be informed by the placement committee member). 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.



- Ideals oriented – strongly favourable
- Achievements oriented



## PLACEMENT PROCESS AND POLICIES

### Placement Process

At IIMA, placements are handled by the Student Placement Committee under the supervision of the faculty through a process that optimizes the interests of both the students and the companies. The student committee gets 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-placements talk starting 1st October, 2016. 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 interviews and making job offers to suitable candidates.

This year the placement season commences on 14th November, 2016. Companies can approach Student Placement Committee for scheduling an on-campus placement session. The committee members can also be approached for guidance on the transport and lodging facilities on campus.

**Pre-Placement talks from : 1st October, 2016**

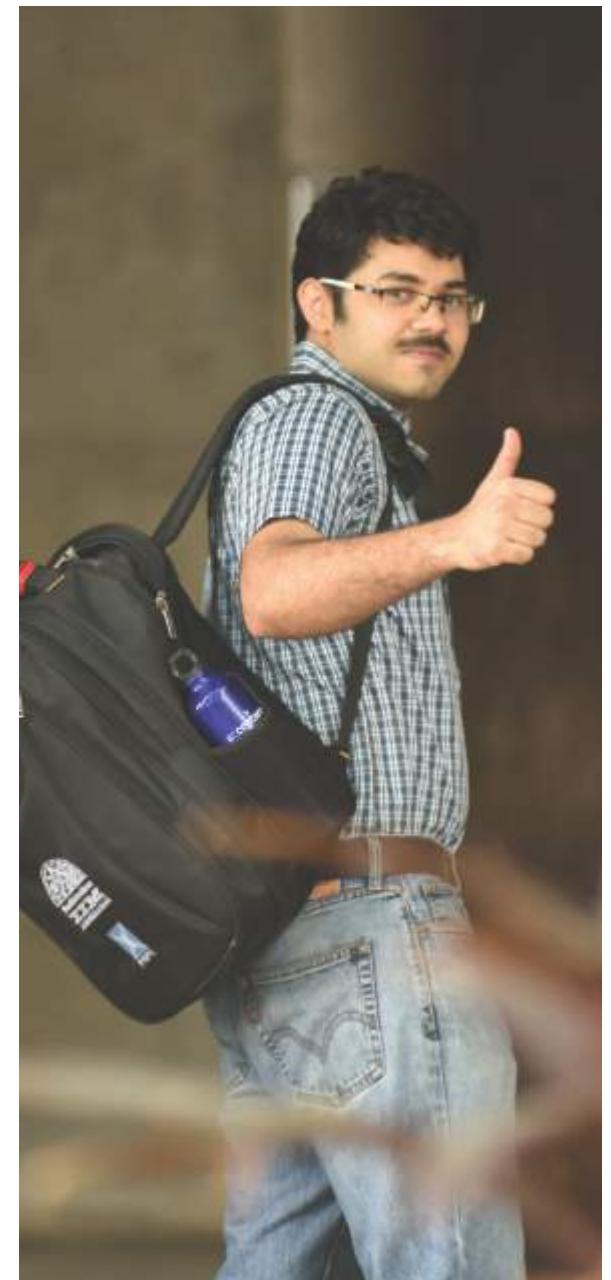
**On-Campus Recruitment from : 14th November, 2016**





## PAST RECRUITERS

- Accenture
- Prime Minister's Office
- Agilent Technologies
- Halliburton
- Airtel
- Hero Motocorp
- Alstom
- Hitachi
- Amazon
- IBM
- American Express
- Infosys
- J P Morgan
- BCG
- KPMG
- Boeing
- L&T
- Capgemini
- LinkedIn
- Caterpillar
- Mahindra
- Coca-Cola
- McKinsey & Company
- Cummins
- Mastercard
- Cognizant
- Microsoft
- Cytel
- Mindtree
- Deloitte
- Omnipath Health Tech
- Deutsche Bank
- Philips Healthcare
- PWC
- Reliance
- Dr. Reddy's
- Enzen Global
- Roland Berger
- Ericsson
- Sears Holdings India
- Ernst & Young
- Shapoorji Pallonji
- Flipkart
- Tata Capital
- Fortis Healthcare
- Tata Motors
- Genpact
- TCS
- Tech Mahindra
- Goldman Sachs
- Thermax
- Google
- Many More...





## OTHER IIMA PROGRAMS'

### PGP

Selected through the most rigorous admission procedure, the participants of IIMA's PGP go through a thoroughly challenging and enriching academic experience during their two years on campus. The PGP constantly strives to remain on the cutting edge of modern management education, instilling teamwork, a global focus, an ability to innovate and above all, an unflinching stress on excellence in its students. The curriculum exposes the students to a number of real life situations and contemporary tools of analysis that have been perfected through the case method of pedagogy. The PGP class represents a rich gamut of socio-cultural and educational backgrounds, in addition to a healthy mix of fresh graduates and candidates with prior work experience. They choose diverse career interests ranging from Finance, Marketing, Consulting, Technology, General Management, Policy Making and even Non-Profit Sectors. Recent years have also seen a surge in the entrepreneurial spirit with a growing number of graduates deciding to pursue their own dreams.

### PGP-FABM

IIMA is one of the few management schools in the world which offers a two-year full-time Post-Graduate Program in Food & Agri-Business Management (PGP-FABM). Students choose from courses including Agricultural Finance, Strategic Food Marketing, Public Policy, Agri-Business and Energy Markets, Management of Micro Finance, Carbon Finance and more. The program has been consistently ranked Number One in Agri-Business and Food Industry Management program in the World by Eduniversal, France. The program has evolved to become a leader in Agri-Business management and goal is to remain a premier program in educating the sector's decision-makers. The program provides comprehensive exposure to the managerial concepts, tools, and techniques required by the food and Agri-Business sector and prepare students for management positions in this increasingly complex field. The program also exposes students to the rural environment, society and institutions through an innovative Rural Immersion module in which students spend about 4 weeks in typical rural areas and undertake live projects.

### FPM

The Fellow Program in Management (FPM) is the doctoral program of the Indian Institute of Management, Ahmedabad. The objective of the program is to provide students with necessary skills to identify and conduct research on complex issues in the field of management.

Course work in the first year provides a general management overview and develops basic skills to analyse managerial problems. In the second year, students take advanced doctoral level courses in their areas of specialization. The doctoral dissertation, over the next couple of years, provides them with an opportunity to make original contribution to an area of management or to one of its source disciplines.

The program is strongly committed to preparing thought leaders both for the academic and corporate world. IIMA's world-renowned faculty brings relevant managerial issues into the classroom and in their research, creating an exceptional environment for developing a research program that can build sound theory for analysing complex managerial problems.



“ The special services motto 'Men apart, every man an emperor' could well be used to describe the participants and faculty at PGPX. It was a treat to study with and to be taught by some of the most brilliant, experienced and diverse minds in the country - in fact, the whole world.

The famous IIM (A) rigor, pedagogy and the tough grind of a year ensures that the end product is a quality Swiss watch which needs no advertising. The PGPX program is a positive life changing experience.

**Sanjay Chhibber,**  
Deputy General Manager,  
RJ Field Operations, Cairn India Ltd.  
(PGPX, Class of 2008)

9