



भारतीय प्रबंध संस्थान बेंगलूर  
INDIAN INSTITUTE OF MANAGEMENT  
BANGALORE

# One-year MBA

Executive Post Graduate  
Programme in Management (EPGP)

**FULL-TIME RESIDENTIAL**



Class of 2022

# #1

**EPGP**  
Ranked **#1**  
across all IIMs  
**#35**  
in the world



FINANCIAL  
TIMES  
Global MBA  
Ranking 2021



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# About IIM Bangalore

Indian Institute of Management Bangalore (IIMB) is a leading graduate school of management in Asia. Under the IIM Act of 2017, IIMB is an Institute of National Importance. IIMB has 150+ faculty members, more than 1200 students across various degree/diploma granting programmes and nearly 5000 annual Executive Education participants. Our logo carries a proclamation in Sanskrit, (tejasvi navadhitamastu), which translates as 'let our study be enlightening'. Our vision is to be a global, renowned academic institution fostering excellence in management, innovation and entrepreneurship for business, government and society. Located in India's high technology capital, we are in close proximity to some of the leading corporate houses in the country, ranging from information technology to consumer product companies, giving us the added advantage of integrating classroom knowledge with practical experience. The Degree Granting Programmes offered by IIMB are:

- ◆ Doctor of Philosophy (PhD), 5 year, full-time
- ◆ Master of Business Administration (MBA), 2 year, full-time
- ◆ Master of Business Administration (MBA), 1 year, full-time
- ◆ Master of Business Administration (MBA), 2 year, weekend
- ◆ Master of Management Studies (Public Policy), (MMS(PP)), 1 year, full-time
- ◆ Master of Business Administration (Business Analytics), (MBA(BA)), 2 year, full-time

## The Certificate Programmes offered by IIMB are:

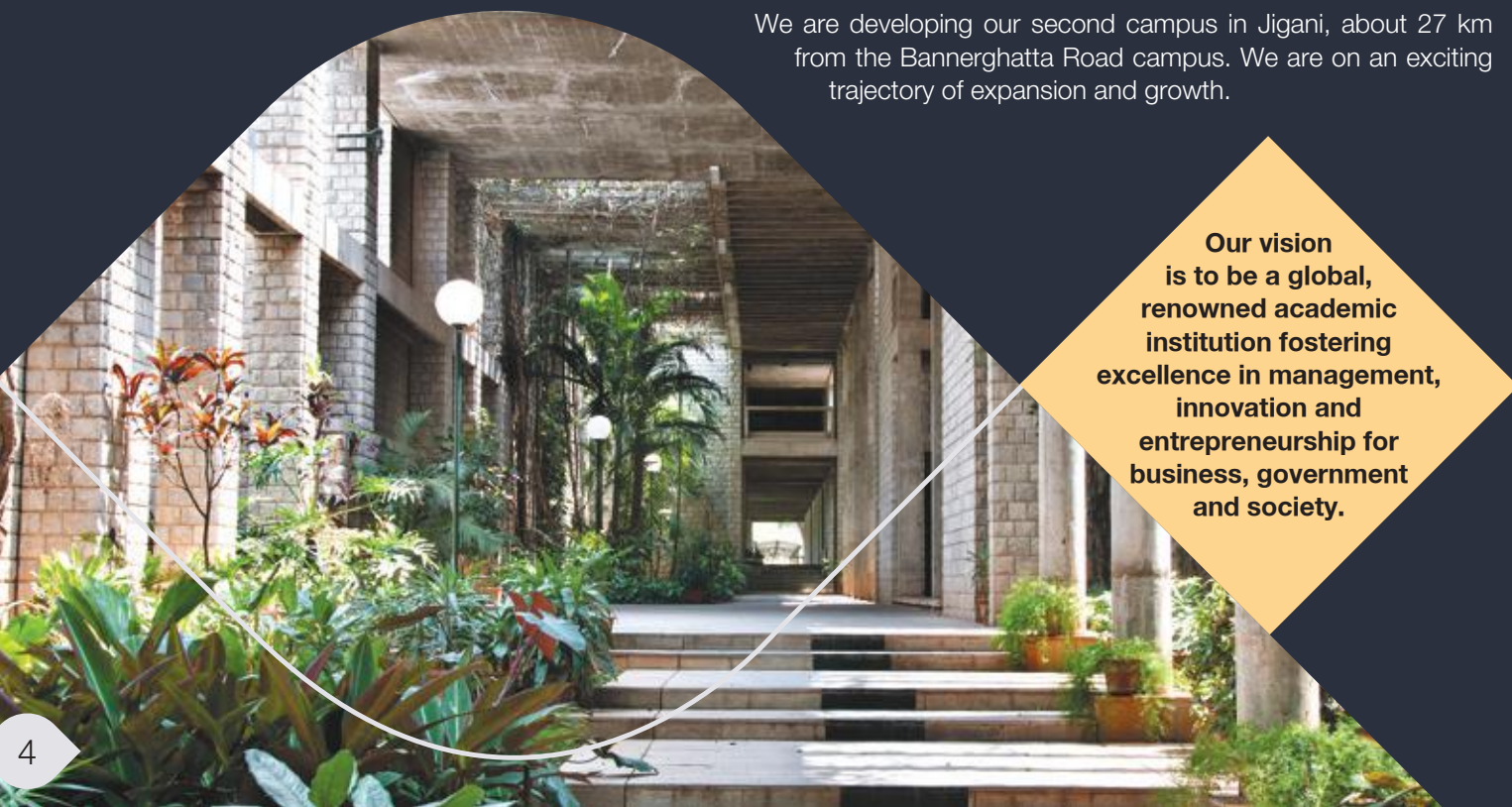
N. S. Ramaswamy Pre-doctoral Fellowship (NSR Pre-doc), a one-year full-time programme which aims to increase social diversity of management academia in India

Mahatma Gandhi National Fellowship (MGNF), a two-year full-time programme which is an opportunity for young, dynamic individuals to contribute to enhancing skill development and promote economic development

All these programmes are very highly rated and IIMB alumni occupy senior managerial and academic positions around the world. Along with 11 disciplinary areas, we have ten Centres of Excellence that offer courses and conduct research on interesting questions facing various sectors of industry. We have key partnerships and collaborations with Goldman Sachs for women entrepreneurship, with Michael and Susan Dell Foundation for incubation of non-profits, and with NITI Aayog for scaling up of new ventures. We are committed to make deep social impact using technology-enabled education. Towards this end, we offer Massive Open Online Courses (MOOCs). We are the first management school in India to offer MOOCs on the edX platform. We are also the coordinating institute for management education for SWAYAM, Govt's online education platform. We are accredited by the EFMD Quality Improvement System (EQUIS). EQUIS is a global school accreditation system run by the European Foundation for Management Development (EFMD) that specializes in higher education institutions of management and business administration. We have a vibrant Student Exchange Programme with several partner universities across North America, Europe, Asia, Australia, and South America. We have deep engagements with international networks, such as the Global Network for Advanced Management, which includes 32 eminent business schools around the world; Academy of International Business, a world body with presence in 86 countries; Association of Management Development Institutions in South Asia (AMDISA), a SAARC recognized body with 251 members, and Shastri Indo-Canadian Institute (SICI), a premier academic bridge between India and Canada with over 100 member institutions.

We are developing our second campus in Jigani, about 27 km from the Bannerghatta Road campus. We are on an exciting trajectory of expansion and growth.

**Our vision is to be a global, renowned academic institution fostering excellence in management, innovation and entrepreneurship for business, government and society.**





## “ Director’s Message

Dear Recruiters,

The One-year Fulltime Executive Post Graduate Programme in Management (EPGP) at IIMB is a specially designed rigorous academic programme that transforms highly accomplished individuals with significant domain expertise into high-performing, impactful managers. It is therefore no surprise that the programme is currently ranked #35 in the *Financial Times* rankings of Global MBA Programmes 2021. I have had the pleasure of interacting with EPGP participants since the programme’s inception and have always been impressed by their analytical abilities, business acumen and ability to execute effectively. The current cohort of EPGP 2021-22 is no different, and I am sure this group will make important contributions to the organizations they join after completing the programme.

Best regards,

**Dr. Rishikesh T Krishnan**

Director, IIM Bangalore





## About EPGP

The full-time Executive Post Graduate Programme in Management (EPGP) is an intensive one-year residential MBA programme created specifically for professionals with remarkable track record and five to 12 years of work experience in a wide range of industries. EPGP aims to enhance skills and capabilities essential for responsible positions at senior management levels. EPGP provides students with the same solid foundation in key management concepts and disciplines as a two-year MBA, with similar rigor, range of electives and grading criteria. A key advantage of the EPGP is that the coursework builds on the diverse and extensive work experience of the students. In today's volatile and competitive economic environment, companies face an increasing need for skilled mid-level and senior executives who have the vision and potential to attain top leadership positions. While deep functional and operational expertise is a prerequisite for such executives, their success is also contingent on their ability to perceive and analyze a situation from multiple perspectives and take timely and effective action.

IIMB designed the EPGP, a challenging and globally-oriented programme, specifically to prepare such forward-thinking and creative managers – the business leaders of tomorrow – who can handle the dynamic corporate environment and create value for their organizations as well as for society.



## Programme Chair

The Executive Post Graduate Programme in Management is a one-year fulltime residential MBA programme designed for professionals with a few years of experience who are transitioning to managerial roles. The EPGP from IIMB offers a cutting-edge curriculum with a set of core courses and a wide range of electives that equip students with the education that is required to help them succeed in the dynamic business world.

The programme attracts students from diverse backgrounds which adds to the richness of the learning environment. Over the years, EPGP graduates have gone on to very successful careers in the corporate sector as well as entrepreneurs. The high global ranking of the EPGP among the top MBA programmes by *Financial Times* and other agencies is a recognition of the high quality of the curriculum, faculty, and students. The EPGP batch of 2021-22 is a group of very talented individuals who have come through a rigorous selection process, and I am confident that they will go on to positively contribute, and create value, for their organizations.

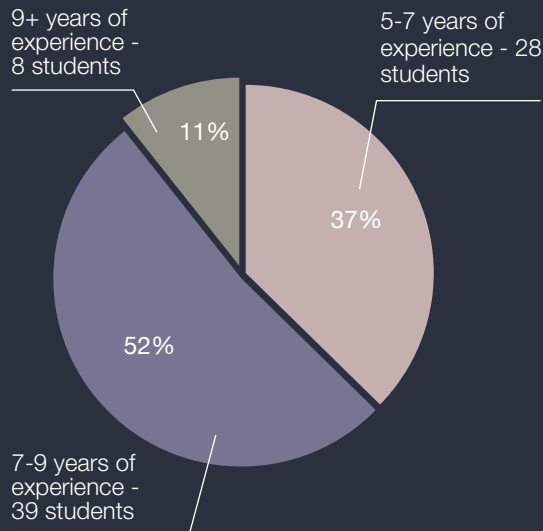
### **Dr. Ashok Thampy**

Chairperson, Executive Post Graduate Programme in Management

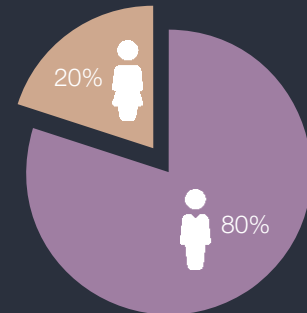


# Batch Profile: Class of 2021-22

## Years of Experience



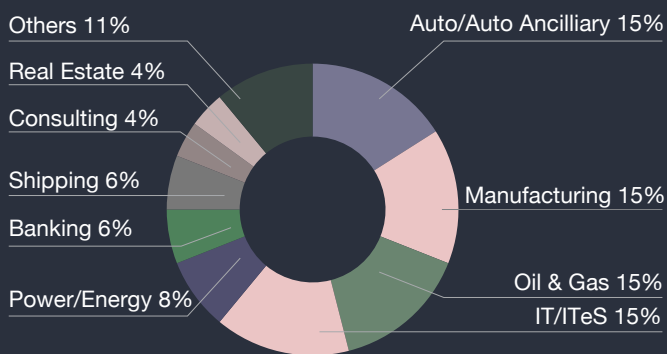
## Gender Ratio



## GMAT Score Range

640 - 770

## Industry



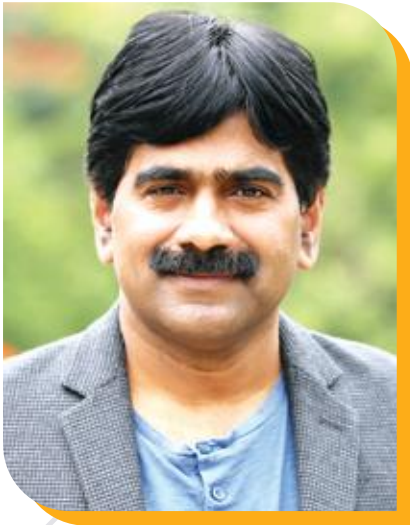
## Across Multiple Geographies



32% of students with international experience in 28 countries with an average of 2.75 years

## Functions





## Career Development Services Chair

The Executive Post Graduate Programme in Management is a one-year fulltime MBA programme offered by IIMB. A rigorous selection process ensures that talented and high performers gain admission into the programme from diverse backgrounds. EPGP has been listed as the best in India by *Financial Times* Global MBA rankings in 2020. It is the only global MBA programme, among its peers in India, to place all its students within the global benchmark of three months after graduation consistently over the past several years. This has been achieved by a dedicated team at the Career Development Office, led by an IIMB alumnus and assisted by the vast networks of alumni, faculty, and officers. A diverse mix of EPGP participants, with enviable GMAT scores and high-quality prior work experience, have found challenging middle management roles with a range of employers – many of whom have been recruiting at IIMB every year. I invite you to participate in the EPGP recruitment process. Our EPGP students will drive your strategy forward and maximize your success.

**Dr. U Dinesh Kumar**  
Chairperson, Career Development Services



# Course Structure

## CORE COURSES

- ◆ Business Law
- ◆ Competition and Strategy
- ◆ Corporate Finance
- ◆ Corporate Governance and Ethics
- ◆ Designing Organizations
- ◆ Decision Sciences
- ◆ Entrepreneurial Management
- ◆ Financial Reporting and Analysis
- ◆ Macroeconomics
- ◆ Managerial Economics
- ◆ Managing People and Performance in Organizations
- ◆ Marketing Management
- ◆ Operations Management

### Information Systems

- ◆ Big Data Analytics
- ◆ Digital Product Management
- ◆ Software Product Management
- ◆ Foundations of Machine Learning

### Marketing

- ◆ Analytical Marketing
- ◆ Consumer Behaviour
- ◆ Brand Management
- ◆ Competitive Marketing Strategy
- ◆ Digital Marketing
- ◆ Product Strategy and Management
- ◆ Research for Marketing Decisions
- ◆ Marketing ROI & Media Metrics

### Organizational Behavior & Human Resources Management

- ◆ Decision Making
- ◆ Leadership in Digital Era
- ◆ Inclusive Business Models
- ◆ Personal Values, Goals, and Career Options
- ◆ Strategic Talent Management

### Production & Operations Management

- ◆ Competition and Cooperation in Business Ecosystems
- ◆ Technology & Operations Strategy
- ◆ Supply Chain Management

### Public Policy

- ◆ Building Sustainable and Livable Cities
- ◆ Classics in Economic and Social Theory
- ◆ Doing Business in Indian Infrastructure
- ◆ Health Economics: Theory and Practice
- ◆ Social Entrepreneurship
- ◆ Business Unusual: Understanding Alternative Business Models

### Strategy

- ◆ Green Business Management
- ◆ Leadership, Vision, Meaning & Reality
- ◆ Strategic Business Transformation
- ◆ Corporate Strategy

## ELECTIVES

### Decision Sciences

- ◆ Analytics for Cross-functional Excellence
- ◆ Business Analytics and Intelligence
- ◆ Spreadsheet Models for Business Decisions
- ◆ Data Visualization and Storytelling
- ◆ MLOps & ML Systems Design
- ◆ Recommender Systems

### Entrepreneurship

- ◆ Developing Leadership Networks
- ◆ New Age Business Models
- ◆ Strategic Partnerships
- ◆ Venture Capital and Entrepreneurship

### Economics & Social Sciences

- ◆ Global Commons Negotiations and Business in Network Technologies
- ◆ Business, Finance and International Economy
- ◆ East and South East Asian Economies
- ◆ Financial Macroeconomics
- ◆ Multinational Corporations
- ◆ Management Paradigms from Bhagavad Gita

### Finance & Accounting

- ◆ Active Investment Management
- ◆ Corporate Governance and Ethics
- ◆ Financial Markets
- ◆ Fixed Income Securities and Its Derivatives
- ◆ Global Securities Markets
- ◆ Project Finance
- ◆ Real Estate Investment Management
- ◆ Valuation



## Faculty Quotes



“ The batch is mastering management skills needed for a highly competitive and diversified business environment, and developing entrepreneurial mindset to take risks with more confidence and evolving as strategic members of the leadership team. ”

**Dr. M Jayadev**

Finance & Accounting

Chairperson, Centre for Capital Markets and Risk Management



“ What is it that distinguishes the EPGP from other programmes? Could it be the fact that the participants come from diverse backgrounds; or is it that they have chosen to be part of a rigorous academic pursuit; or they are giving up a steady career to upskill themselves? Well, all of these could perhaps be found in most other MBA programmes as well. So, what is the element that truly distinguishes the EPGP cohort from the rest of the field? I have had the privilege of teaching Decision Sciences (DS) - a core course for the EPGP 2021-22 batch. The DS course is often construed as a challenging course, given its highly rigorous quantitative nature, but I must admit the in-class interactions were deep, insightful, and the students were able to grasp even the finer elements of quantitative reasoning with elan. Based on my experience, there is a single word that comes to my mind to describe these students: hunger! They are dedicated, motivated, hungry for knowledge, and demonstrate a constant drive to push themselves to the next frontier, while at the same time maintaining composure and respect for others' opinions. There can be no better trait than this in becoming a successful manager. I would unhesitatingly recommend every firm that is looking at recruitment to give these seasoned managers an opportunity to flourish and put the skills that they have learnt in the EPGP to its best use. ”

**Dr. Jitamitra Desai**

Chairperson, Decision Sciences

Chairperson, Supply Chain Management Centre

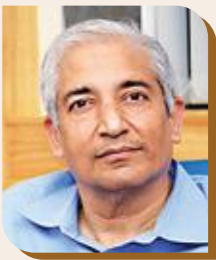


“ The global economy is recovering from the disruption due to the pandemic. With availability of vaccinations improving and the possibility of the entire working population getting vaccinated in the next few months, there is ‘light at the end of the tunnel.’ The industry is optimistic and ready to rebound. It will need a new breed of managers who are capable of operating in the ‘new normal.’ The graduates of the one-year MBA (or EPGP) at IIMB are most suitable for the emerging roles. The programme admits candidates with excellent technical knowledge and experience and overlays that with the most contemporary knowledge in management, much acquired through classroom sessions, and more acquired through real-life projects, and also peer learning.

The EPGP batch of 2021-22 is unique in that they took the challenge of upgrading their knowledge and skills in the middle of the pandemic and will be graduating when the demand for those with contemporary proficiencies will be high. I had a great time engaging with them in class. I was better prepared for the ‘new normal’ and so were the students - hence the learning context was great. Based on my experience with this cohort, I feel confident that they are highly talented and amongst the most ready to help their employer in conceptualizing and transforming their business for the evolving situation. ”

**Dr. Abhoy K Ojha**

Organizational Behavior & Human Resources Management



“ The EPGP Class of 2022 consists of smart students who have chosen to take a break from their career. I taught them Financial Reporting and Analysis, a Term 1 core course. I was struck by their commitment to learn, despite the severe physical and psychological pressures of online classes. The students put in considerable efforts to prepare for case presentations and enriched the class discussions with their own experiences in resolving moral dilemmas. One of the things I liked about the students is their appreciation of the responsibility of business organizations to the wider society. ”

**Dr. R. Narayanaswamy**

Finance & Accounting





“ The Executive Post Graduate Programme in Management (EPGP) at IIM Bangalore offers an intense and intellectually engaging curriculum in an unmatched learning environment. It carefully selects a cohort of exceptionally bright students with considerable professional experience. I had the pleasure of teaching the EPGP Class of 2021-22. This class is genuinely enthusiastic and vibrant, and carries a tremendous promise for business leadership. Despite the limitations and uncertainty posed by the COVID-19 situation, their courage, planning, perseverance, and creative endeavour made the learning ambience genuinely unparalleled. Their diverse and unique work experiences enabled them to effectively combine real-world phenomena with classroom theories and learn from them. I believe, after receiving IIMB’s rigorous training, they will have significant leadership and management skills, strategic agility, ability to adapt and innovate, and thrive in an ever-changing world of business. ”

**Dr. Tirthatanmoy Das**  
Economics & Social Sciences



“ The EPGP with its emphasis on creating global leaders has been consistently ranked amongst the best in the world. The carefully designed curriculum strikes the right balance between classroom and experiential learning. Our students who are largely mid to senior level managers are exposed to world-class faculty, international immersion, an array of guest speakers, captains of industry and a diverse group of highly motivated classmates. In a world where disruption is the new normal, this programme equips its graduates to challenge the status quo and emerge as the leaders of tomorrow. ”

**Dr. Chetan Subramanian**  
Dean, Faculty  
Economics & Social Sciences



“ I found the EPGP batch of 2021-22 very engaging in terms of class participation and self-reflection. Their ability to assimilate and apply, their level of curiosity and enthusiasm, coupled with prior diverse experience has indeed enriched the class discussion and learning. The EPGP itself has contemporary curriculum that prepares students to take up challenging leadership roles in the industry. I am confident that the EPGP students will add tremendous value to the organizations they work for and will also be capable of taking great challenges. ”

**Dr. Padmini Srinivasan**  
Finance & Accounting  
Chairperson, Centre for Corporate Governance and Citizenship



## Alumni Quotes

“

Associating myself with brand IIMB was the best possible way to start afresh while I was moving back from the US after several years. Practical learning from world-class faculty on real business problems and interaction with the rich talent pool comprising my EPGP batchmates helped transform my perspective and expand my professional network. The EPGP provided me with immense self-belief and strong academic credentials that helped me change by role and function, and set me up in the financial services industry on strong footing.

”

**Abhishek Khandelwal**

*Gold Medalist - EPGP 2009-10, CFO at Snow Leopard Ventures*

“

EPGP was instrumental in launching my venture capital career. IIMB, located in the Silicon Valley of India, provided me access to the best venture investors and entrepreneurs in India. The pedagogy and faculty helped me understand various aspects of businesses which are very useful in analyzing companies for investments. The carefully curated batch of students was a great joy to interact with and learn from. The alumni base of the institute has been incredibly helpful in mentoring as well as helping access the right opportunities. I strongly recommend EPGP at IIMB for any ambitious professional looking to transform their careers.

”

**Abhishek Surendran**

*EPGP 2012-13, Founding Partner, T2D3 Capital*

“

IIMB's EPGP was a year full of learning and evolving. The world-class faculty, the option to choose electives in the later terms, the diverse peer group that also included other IIMB batches, the unique infrastructure especially the unforgettable library, the availability of various platforms such as committees, and summits to learn to organize, manage and network, made the year enriching and worth its while. The course also helped me hone skills such as team work, thinking like a leader, empathy, resilience, and enabling and empowering others. Last but not the least, the networks we built will be valuable in years to come.

**Karishma Parmar**

*EPGP 2017-18, Technology Consulting Manager, Accenture Strategy & Consulting, Germany*

“

EPGP, for a hardcore finance professional like me, was all about gaining a business perspective, an all-round line of thinking and immense peer learning from the rich experiences of my classmates. The world-class faculty of IIMB focus on building a thought process through active discussions and real-life case studies, and not just on going through the course content. That is what makes IIMB one among the most premium B-schools across the world.

**Saakshi Agarwal**

*EPGP 2016-17, Senior Manager, Strategy and FP&A at Wibmo*

”

”

“

During EPGP, the learning does not happen only in the classrooms, but also from the numerous projects and group assignments where you learn from the diverse thought process of your batchmates. The learnings during the course helped me look at different business problems from multiple dimensions and taught me to come up with solutions in a structured manner, a skill which I regularly use at my job. EPGP has been a life transforming experience for me, helping me transition from a hardcore manufacturing background into a product management role at a Fortune 500 tech giant.

**Shaishav Upadhyay**

*EPGP 2018-19, Product Manager at Cisco*

”



## Seminar Series & Events

The EPGP at IIMB aims to nurture and empower the next generation of leaders. The student-driven seminar series is one of our key initiatives towards this goal. The seminars are designed to drive learning outside the classroom and encourage interactions with industry leaders and individuals from all walks of life. Speakers of repute, from recent start-ups to established organizations, address the EPGP students at IIMB during these speaker sessions.

One such insightful session was with Richa Arora, Managing Partner & CEO of ESG Stewardship Services, ECube, who addressed the students on the topic, 'Emerging Trends & Opportunities: Going Beneath the Surface'. The current batch also had the privilege to listen to Vipul Parekh, Co-founder, and Chief Marketing Officer, BigBasket, who spoke about building sustainable internet businesses in India. Professor Ruth Stevens, listed among 100 most influential people in business marketing, held an engaging workshop titled, 'Personal branding: How to position yourself for success' and shared actionable tips that students can use to establish a powerful personal brand.

These student driven initiatives enable the cohort to invite speakers from diverse industries to share their rich industry experience as well as leadership and management lessons with the cohort.



IMPROVING COVERAGE, ENSURING EQUITY  
**MISSION INDRADHANUSH (RAINBOW)**

Reaching the unreached with all vaccines

High Focus districts

- 201 districts in 28 states with 50% of left-outs & drop-outs of India
- Focus on underserved populations/areas
- Four intensified immunization drives held between April & July 2015 targeting all children & pregnant women
- Active engagement of State Government and partners

**ADAPTING TO EMERGING TRENDS**  
Anticipate | Proact | Lead

**BUSINESS CONCLAVE 2021**

A Hybrid approach to the current environment is the need of the hour. It will require leaders to find innovative ways to remodel their businesses to increase productivity, motivation and sustainability while keeping up with the post pandemic world. It has also opened up avenues for more collaboration for employees who have flexibility in when, where, and how they want to work. Most businesses are now pivoting to the much-hyped hybrid work model and this trend is not just about adapting to a change in the working environment.

Attuning to this new hybrid model will require rethinking of long-held assumptions. As leaders from varied fields and with experience in regularly managing unexpected challenges, we invite you to share and brainstorm ideas on how to better adapt to meet the evolving needs and changes laying ahead.

**PAST SPEAKERS**

<b>Lt Gen Madhuri Kanitkar</b> Dy Chief - Integrated Defence Staff (Medical), Ministry of Defence	<b>Viral Acharya</b> C.V. Starr Professor of Economics, NYU - Diwan School of Business, Former Deputy Governor, Reserve Bank Of India	<b>T Kolibriharamar</b> President Coca-Cola India and South West Asia	<b>Gautham Menon</b> Film Director, Screenwriter, Producer and Actor

**OTHER PAST SPEAKERS**

Mr. Willy Bouffier (Chief Commercial Officer, Indigo)  
 Mr. Rakshit Daga (Vice President and CTO, Big Basket)  
 Mr. Sreekanth Lanka (Head Marketing and Strategy, Google)  
 Mr. Subrahmanya Sasthy (Partner, PwC)  
 Mr. Anvish Sabharwal (Managing Director, Accenture Ventures and Open Innovations)  
 Mr. Malik Le Masson (Head Global Product Planning, Hero MotoCorp)

**IIMB Business Conclave**  
INDIAN INSTITUTE OF MANAGEMENT BANGALORE

DIALOGUES FOR A RESILIENT NEXT CHAPTER  
22/NOV/2020

> LEARN  
UNLEARN  
ADAPT  
REPEAT <

**PANEL DISCUSSION**  
**SUPPLY CHAIN DISRUPTIONS**



## Business Conclave

The 'IIMB Business Conclave' is the annual flagship event of IIMB's one-year MBA programme, the Executive Post Graduate Programme in Management. The conclave provides a platform for MBA students and experienced professionals to participate in thought-provoking discussions on new age business and leadership topics. It attracts CXOs, Strategists, Technology Evangelists, Thought Leaders, Entrepreneurs and Professionals.

With the world moving online, the 2020 edition of the IIMB Business Conclave was also conducted online. The event was themed on 'Learn, Unlearn, Adapt, Repeat' and focused on how businesses need to learn new ways, unlearn the old ways, adapt to the circumstances, and repeat this process when faced with new challenges.

**The speakers included dignitaries from diverse backgrounds like:**

**Lt Gen Madhuri Kanitkar** - Dy Chief, Ministry of Defence

**Viral Acharya** - Former Deputy Governor, Reserve Bank of India

**Gautham Menon** - Film Director, Screenwriter, Producer and Actor

The 2021 edition to be held on 19th September, is themed 'Adapting to emerging trends: Anticipate, Proact and Lead'. A hybrid approach to the current environment is the need of the hour. It will require leaders to find innovative ways to remodel their businesses to increase productivity, motivation and sustainability while keeping up with the post pandemic world. Most businesses are now pivoting to the much-hyped hybrid work model and this trend is not just about adapting to a change in the working environment.



## Clubs

Student clubs personify the diversity and depth of industry experience and interests that the participants bring to the EPGP and provide a platform for peer learning. The clubs maintain close association with businesses to enable real-world learning through seminars, panel discussions and an annual summit that bring together the most eminent speakers from the industry and the distinguished alumni base of EPGP.



# Prayaas

“It’s not about perfection, it’s about the effort. And when you put that effort every single day, that’s when transformation happens. That’s how change occurs,” this is what Prayaas, the EPGP social initiative committee, truly believes.

Prayaas is a community to create leaders who are passionate about developing a world of equal opportunities for all.

Following a different approach this year, Prayaas will be leveraging the diverse strengths of the cohort to create skill-based volunteering opportunities that would make a sustainable and meaningful impact for social start-ups and NGOs.

Prayaas also encourages students to volunteer at an orphanage and raise funds for the education of underprivileged children.



# Recruiter Quotes



“Amazon leaders who have joined from EPGP of IIM Bangalore have made a significant impact by continuously inventing on behalf of our customers at scale. The rich experience and knowledge they bring to the team has been a consistent highlight over the years.”

**Suman Yadav, Leader, APAC Student Programs**



“The professionalism with which we have been able to conduct our recruitment process at IIMB is a benchmark for other campuses to follow. The placement team has been completely supportive throughout the course of our interaction, and we look forward to onboarding a lot more talent from the campus in the years to come.”

**Vinayak Talwar, Campus Lead, RPG**



“We have been recruiting from IIM Bangalore for a few years. The diversity of prior experience, dedication to learn and the thirst to excel that we see in the talent that we hire from the institute, have been consistent.

Being an alumnus myself, I am proud to continue this association with my alma mater. It gives me great pleasure to see the way they have upheld their values embodied in ‘Tejasvi Navadhitamastu’.

Quantiphi is committed to nurturing a great partnership with IIMB in the years to come.”

**Vivek Khemani, Co-founder, Quantiphi**





“The quality of students is very good and the ones we have hired are proving to be assets to our organization. Thank you to the team for helping us conduct a smooth virtual placement process.”

**Carina Sequeira, Associate Lead - Talent Acquisition, Infosys**

Infosys®

“The EPGP at IIMB is designed to meet the expectations of experienced professionals taking up challenging roles in the industry. Students recruited from the programme have augured well in different roles such as value stream consulting to technology consulting engagements, and continue to raise the bar within our organization. The programme also enables us to pick professionals from varied domains and backgrounds enabling us to build a diverse set of future leaders.”

**Anirban Mukherjee, Senior Executive – Talent Acquisition, Premier Campus Recruitment Team, Larsen & Toubro Infotech Ltd.**



**L&T Infotech**

“Genpact’s association with the EPGP, IIM Bangalore has been a terrific success every year. We have been hiring great talent for our leadership program and they all have been performing exceptionally well in their respective roles. Prior to joining EPGP, some of the candidates had already accumulated experience in strategy, accounting, consulting, and research roles. This exposure to crucial functions, in addition to their enthusiasm, cultural fitment on collaboration/being vocal, and the ability to go the extra mile, has been a win-win for the candidates and our organization alike.

Despite the pandemic-induced restrictions, the hiring process was extremely smooth last year, and the placement team had managed it very well. We hope to continue our relationship with IIMB in the years to come.”

**Dana Frei, Senior Manager (Recruitment), Genpact**

 **genpact**



## Recruiter Information

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### Recruiters

- ◆ ABB
- ◆ Accenture
- ◆ Aditya Birla Group
- ◆ Airbus
- ◆ Amazon
- ◆ AT Kearney
- ◆ Axis Bank
- ◆ Cisco
- ◆ Citi
- ◆ Cognizant
- ◆ Credit Suisse
- ◆ Dell
- ◆ Flipkart
- ◆ Ford
- ◆ Genpact
- ◆ Gilbarco
- ◆ Google
- ◆ Hero MotoCorp
- ◆ Hindustan Coca-Cola Beverages
- ◆ HSBC
- ◆ IBM
- ◆ ICICI Bank Ltd
- ◆ Indegene
- ◆ Infosys Consulting
- ◆ ITC Infotech
- ◆ KEC
- ◆ KRYFS
- ◆ L&T Infotech
- ◆ The Manipal Group
- ◆ McKinsey & Company
- ◆ Metro Cash & Carry
- ◆ Microsoft
- ◆ Mizuho Bank
- ◆ OpenText
- ◆ PwC
- ◆ Publicis Sapient
- ◆ Quantiphi
- ◆ Samsung
- ◆ Shapoorji Pallonji
- ◆ Shell India Markets Pvt Ltd
- ◆ SigTuple
- ◆ Visionet
- ◆ Wipro
- ◆ Zensar

## Roles Offered in the Past

- ◆ Accounts Lead
- ◆ Assistant Director
- ◆ Associate Manager
- ◆ Associate Vice President
- ◆ BI Consultant
- ◆ Business Development
- ◆ Manager
- ◆ Chief Manager
- ◆ Cluster Manager
- ◆ Delivery Partner
- ◆ Engagement Manager
- ◆ General Manager
- ◆ Group Finance Manager
- ◆ Head of Marketing
- ◆ Head - Technology
- ◆ Implementation Consultant
- ◆ Manager of Excellence
- ◆ Product Manager
- ◆ Product Owner (IT)
- ◆ Program Manager
- ◆ Senior Consultant
- ◆ Senior Financial Analyst
- ◆ Senior Manager (Operational Excellence)
- ◆ Senior Manager - Strategy
- ◆ Specialist Process Design
- ◆ Strategic Trends Lead
- ◆ Vice President







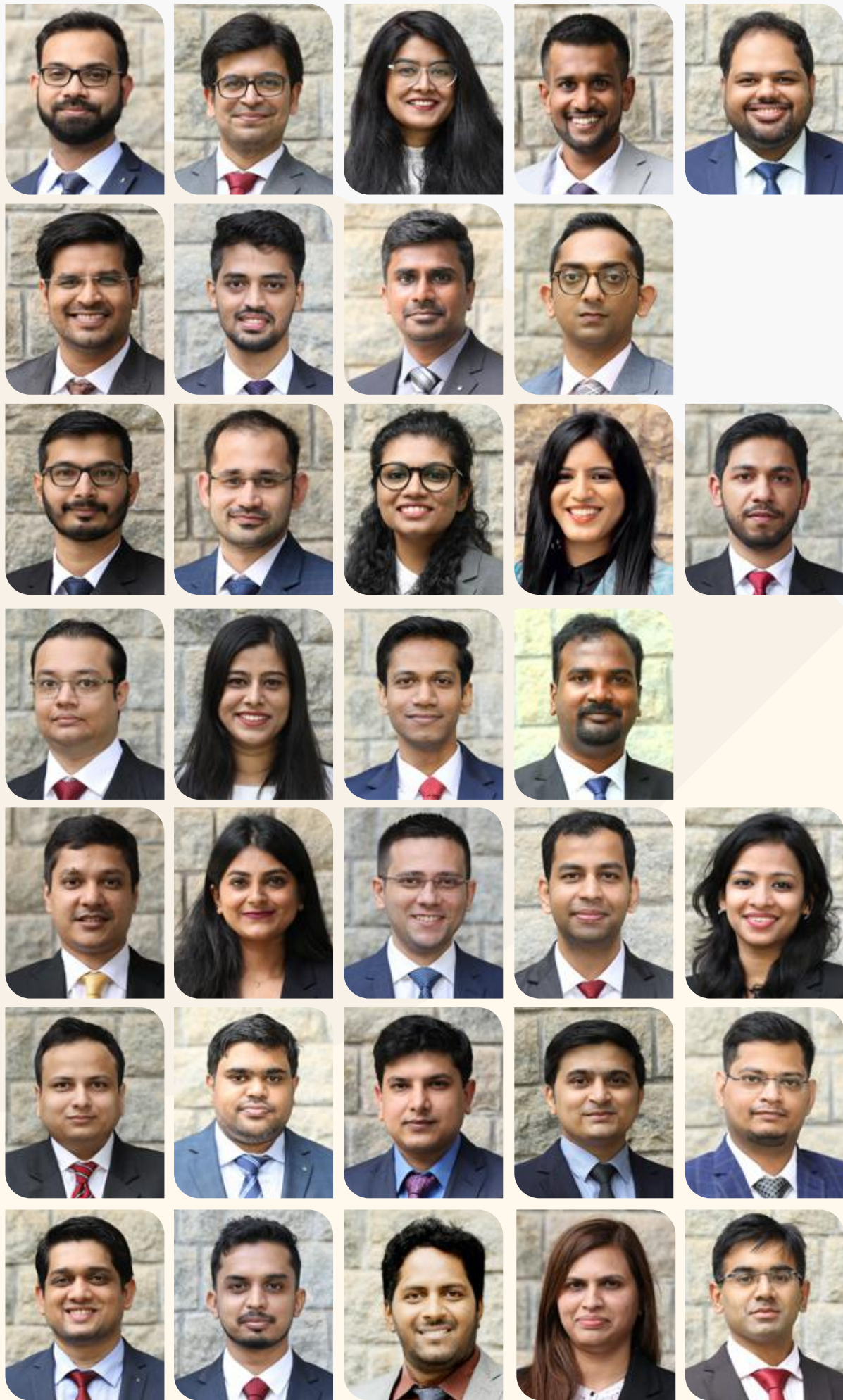
# Snapshot of the Batch

#	Name	Last Organization	Total Work-Ex (Years)	Industry	Function
1	<b>Aadithya Hatwar Hosabettu</b>	Ola	8.5	IT/ITeS	Project/Product Management
2	<b>Abhaya Shenoy</b>	Robert Bosch	16.8	Automotive	General Management
3	<b>Abhinav Sethi</b>	New India Assurance	7.2	Banking/Finance	Finance and Banking
4	<b>Abhinav Tiwari</b>	Cisco Systems India Pvt. Ltd.	8.7	IT/ITeS	IT Products/Services
5	<b>Amit Pandey</b>	TLC Pvt. Ltd.	8.8	Media & Entertainment/ Entrepreneurship	Sales/Marketing
6	<b>Amit Sahu</b>	Trelo	6.3	Allied Logistics Services/ Entrepreneurship	General Management
7	<b>Amitesh Singh Sisodia</b>	Smart Designs	6.5	Construction/Real Estate/ Entrepreneurship	Project/Product Management
8	<b>Anamika Modi</b>	Mohan Clothing Co. Pvt. Ltd.	6.8	FMCG/Retail	Project/Product Management
9	<b>Aneesh Gulati</b>	Urban Company (previously UrbanClap)	6.6	Service Tech-Startup	General Management
10	<b>Anshuman Chauhan</b>	NMDC Limited	5.4	Manufacturing	General Management
11	<b>Anuraag Shetty</b>	Mercedes Benz R&D India	6.7	Automotive	Engineering/Manufacturing/R&D
12	<b>Anurag Pingle</b>	MediaMint Pvt Ltd.	7.3	IT/ITeS	IT Products/Services
13	<b>Apoorv Sharma</b>	Maruti Suzuki India Limited	8.7	Automotive	Sales/Marketing
14	<b>Arijita Sarkar</b>	Cognizant Technology Solutions	8.4	IT/ITeS	IT Products/Services
15	<b>Ashish Purwar</b>	BHEL	10.6	Oil & Energy	Project/Product Management
16	<b>Ashutosh Kumar</b>	SAIL	6.5	Manufacturing	Project/Product Management
17	<b>Ashok Kumar Bendi</b>	IOCL	7.7	Oil & Energy	Project/Product Management
18	<b>Chandramauli Kabra</b>	Incarnation (Own Firm Contracted with QASPL India)	7.0	Service Marketing/ Entrepreneurship	Sales/Marketing
19	<b>Chethan Swamy Gowda</b>	Yokogawa	6.6	Oil & Energy	Engineering/Manufacturing/R&D
20	<b>Debopriyo Ray</b>	TCS	9.0	IT/ITeS	IT Products/Services
21	<b>Deepak Upreti</b>	ExxonMobil	5.3	Oil & Energy	Sales/Marketing
22	<b>Devmalya Mukherjee</b>	Deloitte Audit & Assurance	8.5	Banking/Finance	Finance and Banking
23	<b>Dheeraj Velaga</b>	Marine Fleet Handling	9.5	SCM/Shipping	Operations
24	<b>Dhruv Arora</b>	Dynacom Tankers Mgmt. Ltd.	6.8	Shipping	Operations
25	<b>Divya Tandra</b>	CARE Hospitals	8.8	Healthcare	Project/Product Management
26	<b>DVS Krishna Teja</b>	Sangam Healthcare Products Ltd	8.3	Manufacturing	General Management
27	<b>Gaurav Singh</b>	GAT Pharmaceuticals	8.3	Healthcare	Project/Product Management
28	<b>Harshal Ashok Shinde</b>	Konecranes and Demag Private Limited	7.2	Manufacturing	Project/Product Management
29	<b>Hisham Raja</b>	Maruti Suzuki India Ltd.	7.7	Automotive	Project/Product Management
30	<b>Kalyana Chakravarthy Vadlamani</b>	Deloitte Tax Services India Pvt Ltd	6.6	Consulting	Consulting
31	<b>Lakshmi C Rajeev</b>	SAP Labs	9.7	IT/ITeS	Project/Product Management
32	<b>Mansi Parmar</b>	HSBC	8.0	Banking/Finance	Sales/Marketing
33	<b>Milan Shivhare</b>	Ambrey	5.5	Shipping	Operations
34	<b>Mohammad Farhan Maktabay</b>	Trafigura	8.3	Shipping	Operations
35	<b>Mohammed Omer Farooq</b>	Mitsubishi Electric India	7.8	Technology Products	Sales/Marketing
36	<b>Mridul Nedungottil</b>	Indian Bank	6.2	Banking/Finance	Finance and Banking

#	Name	Last Organization	Total Work-Ex (Years)	Industry	Function
37	<b>Mudit Vaish</b>	Fidelity International	7.8	IT/ITeS	IT Products/Services
38	<b>Nikhil Mandalika</b>	Wozart Technologies/ KPMG	6.6	IoT/Entrepreneurship	General Management
39	<b>Nimisha K S</b>	Nokia and EXL	5.8	IT/ITeS	Project/Product Management
40	<b>Niru Kumari</b>	Freshworks	5.8	IT/ITeS	Sales/Marketing
41	<b>Nishant Gupta</b>	CBRE Group	7.7	IT/ITeS	IT Products/Services
42	<b>Nishant Kanhurkar</b>	IBM	7.7	IT/ITeS	Consulting
43	<b>Nithin Kumar Peratla</b>	Lodha Group/L&T Construction	7.5	Construction/Real Estate/ Operations	Operations
44	<b>Omkar Satapathy</b>	Tata Consultancy Services	7.6	IT/ITeS	Consulting
45	<b>Palash Fendarkar</b>	L&T Finance Ltd.	5.8	IT/ITeS	IT Products/Services
46	<b>Paridhi Saxena</b>	SAIL	11.6	Manufacturing	Sales/Marketing
47	<b>Parijat Roy</b>	NatWest Bank	5.8	Banking/Finance	Finance and Banking
48	<b>Parth Pathak</b>	Panacea Geospatial, Panacea Infosec	8.0	IT/ITeS	General Management
49	<b>Peyush Kumar</b>	Indian Bank	10.3	Banking/Finance	Finance and Banking
50	<b>Prachi Tripathi</b>	Model N	6.8	IT/ITeS	Project/Product Management
51	<b>Prateek Mathur</b>	Tata Steel	6.6	Manufacturing	Engineering/Manufacturing/R&D
52	<b>Rajiv Venugopal</b>	Gmmco Ltd.	7.8	Oil & Energy	Sales/Marketing
53	<b>Ramachandra Iyer</b>	Ram Iyer Ltd, AVL Powertrain UK	8	Automotive	Engineering/Manufacturing/R&D
54	<b>Renganathan Sekar</b>	MFRC, South Korea	7.5	IT/ITeS	Engineering/Manufacturing/R&D
55	<b>Rishubh Binaykiya</b>	JSPL	8.7	Manufacturing	Engineering/Manufacturing/R&D
56	<b>Ritika Sahay</b>	IBM	8.7	IT/ITeS	IT Products/Services
57	<b>Rohan Sawalka</b>	GTZ (India) Pvt Ltd	7.2	Manufacturing	General Management
58	<b>Saily Agarwal</b>	AntWorks	9.0	IT/ITeS	Consulting
59	<b>Samarth Bhatnagar</b>	BPCL	7.5	Oil & Energy	Sales/Marketing
60	<b>Sanan Kumar</b>	HAL	7.3	Manufacturing	Engineering/Manufacturing/R&D
61	<b>Sapna Agarwal</b>	Tata Communications	9.3	Telecommunications	Finance and Banking
62	<b>Sayantan Das</b>	IOCL	5.5	Oil & Energy	Operations
63	<b>Shailaja Murty</b>	Aditya Birla Fashion and Retail	9.3	FMCG/Retail	General Management
64	<b>Sitanshu Mohan Gupta</b>	Shuttl	8.0	Consumer Internet/ Startups	Project/Product Management
65	<b>Sudhanshu Agrawal</b>	Matilda Solutions Pvt. Ltd.	7.0	FMCG/Retail	General Management
66	<b>Surya Nymisha Puvvada</b>	Artha Arbitrage Consulting	5.3	Consulting	Finance and Banking
67	<b>Tarun Dheer</b>	Bajaj Auto	8.7	Automotive	Operations
68	<b>Vatsal Todi</b>	Goldman Sachs, Brand Capital, Pacific Quartz	8.3	Banking/Finance	Finance and Banking
69	<b>Venkata Tejaswi Neelapala</b>	Doughboy LLP. Previous- Schneider Electric	9.1	Oil & Gas/ Entrepreneurship	Operations
70	<b>Vikram Gupta</b>	Intermiles (Etihad Aviation Group)	8.3	FMCG/Retail	Project/Product Management
71	<b>Vikram Singh Tamer</b>	Benori Knowledge Solutions	7.0	Oil & Energy	Project/Product Management
72	<b>Vishal Laxman Bengeri</b>	Enabling Leadership	7.5	Non-Profit/Social Sector	General Management
73	<b>Yash Pandey</b>	Baker Hughes	8.4	Oil & Energy	Engineering/Manufacturing/R&D

# Student Profiles





# EPGP - Class of 2022

## Impact oriented tech professional with leadership experience in product management & data science



1

### Leadership

- Led Allocation Product and Data science verticals at Ola Mobility: responsible for quarterly roadmaps, vision goals and achieving business targets for the marketplace
- Stakeholder Management - Expertise in managing cross functional teams to align overall tech goals and requirements
- Responsible for a team of 15 consisting of data scientists and product managers

### Product Management

- Managed business critical allocation/booking product suite that generated large chunk of overall revenues - Owned complete suite of allocation product KPIs
- Expertise in building platforms and emarketplace. Envisioned AI & Data driven products for optimal trade-offs that increased bookings completion rate

### Data Science

- Data Scientist with proficiency in complete spectrum of data science projects and its lifecycle
- Deep expertise in applying AI, ML algorithms for wide gamut of problems such as Dynamic Pricing, Safety and Tracking, Customer lifecycle management, offer optimisation etc

### Awards and Recognition

- ACM Compass 2020 – Best Paper Award
- Ola City Sense – Data CSR – MoU with Hyderabad for improving road quality
- Eureka awards for Conceptualizing the world's first ride hailing safety system

## Aadithya Hatwar Hosabettu

### Education

B.E. (Computer Science),  
Visvesvaraya Technological University

### Past Employers

Ola and Accenture

### Overall Experience

8 years 6 months



2

## Senior manager with 16 years of experience in leading embedded automotive technology development for electric vehicles and diesel vehicles

### Program Management and Business Development

- Brought in additional business resulting in an 18% revenue growth over a period of one year
- Improved customer satisfaction with effective customer relationship management
- Led a program for the development of Safety critical features for Power Electronics Control in Electric vehicles
- Managed releases by collaborating with teams spread across various geographies, such as Engineering, Product Management, and Sales
- Structured the group and increased its size from 28 associates to 41 to meet business demands and to improve effectiveness
- Carried out staffing, hiring, competency development and deployment of group members

### Project Management

- Monitored costs for a key account and suggested process optimization measures resulting in savings
- Inducted Automated software development to achieve a 50% reduction in timeline and 13% reduction in costs, leading to competitive pricing and increased acquisitions
- Scheduled, monitored, and tracked multiple embedded automotive projects with stakeholders spread across multiple locations
- Piloted and implemented Agile methodologies resulting in improved productivity and optimum utilization of resources
- Revived a sick project using Project Recovery Management techniques

### Certifications

- Project Management Professional (PMP), PMI, USA

## Abhaya Shenoy

### Education

B.E. (Electronics and Communication),  
Visvesvaraya Technological University (VTU)

### Past Employers

Robert Bosch Engineering and  
Business Solutions  
Private Limited

### Overall Experience

16 years 9 months (6  
months in Germany,  
2 months in Austria)



## Seasoned BFSI professional with cross-functional expertise in stakeholder management, process improvement and insurance operations



3

### Stakeholder Management

- Administered 250+ consumer disputes by networking with contributors across 18+ Business Units
- Acted as the single point of contact for multiple business stakeholders (including agents, brokers and web-aggregators) in time critical non-suit claim applications

### Process Improvement

- Streamlined case repositories to identify recoveries of Rs. 50 lacs and implemented mechanisms for corpus realization from various Delhi Consumer Fora, leading to retrieval of Rs. 20 lacs by March 2021
- Developed and executed efficient claims management strategies to offer out-of-court/ negotiated settlements, thereby reducing company payouts by approx. Rs. 18 lacs
- Implemented key strategic initiatives like 'Fast-Track Disposal' focused on reducing Turnaround Time, improving Settlement Ratios, and driving growth

### Insurance Operations

- Strategized company defenses in high-quantum Arbitration matters (Cumulative Amount > Rs. 80 crores) across multiple Lines of Business (including Motor, Fire & Health Insurance)
- Managed cashless network operations of 30+ entities by settling 700+ claims to drive growth in the Motor Insurance vertical

### Certifications

- Lean Six Sigma Green Belt Certification, KPMG, 2021
- Financial Risk Manager (FRM), GARP, 2019
- Fellow of Insurance Institute of India (FII), 2018

## Abhinav Sethi

### Education

B.Tech. (Electrical), Jamia Millia  
Islamia, India

### Past Employers

The New India Assurance Co  
Tata Consultancy Services

### Overall Experience

7 years 2 months



**Software professional with rich experience in designing and developing enterprise-scale software working through various stages of the product development life cycle**

**Product Development**

- Worked across product backlog grooming, planning and execution phases, following Agile methodology of software development
- Actively involved in the architectural and design decisions during the feature development
- Coordinated with various cross-functional teams, leveraging the collective strength of all stakeholders, and ensuring timely execution of assigned tasks
- Gained significant customer exposure through close customer interactions, understanding their requirements and incorporating feedback loops to improve customer satisfaction

**Innovation Initiatives**

- Redesigned the Data Migration Tool used during upgrades, thus eliminating the recurring cost of around 15% of the product backlog
- Spearheaded the design and implementation of a unified interface for monitoring the license usage which could help customers to optimize their resource usage

**Recognition**

- Won 'Most Valuable Professional' award for leading an eight-person team to deliver the License Reporting Management feature ahead of schedule
- Awarded 'Feather In My Cap' for demonstrating quick learning of a complex module and stabilizing the data processing of a newly added Fortune 500 client



4

**Abhinav Tiwari**

**Education**

B.Tech. (Computer Science), Dehradun Institute of Technology

**Past Employers**

Cisco Systems India Pvt. Ltd.  
Wipro Technologies

**Overall Experience**

8 years 8 months



5

**Entrepreneur with diverse experience in launching and running multiple start-ups. Expertise in new product launches, end-to-end product management, digital marketing and content generation**

**Entrepreneurship**

- Conceptualized, built, and launched three companies - The Lightbucket Company, The Wed Post, LBP Films; Generated a cumulative gross revenue of Rs 8.9 Cr (2020)
- Raised Funding of Rs 25L; On-boarded Co-founder; Formulated & Implemented market entry strategies; Led hiring and recruitment for the firm
- Managed 65 employees including Senior Managers, Brand Consultants, Creative Heads in 3 different regional offices across Delhi, Hyderabad & Bangalore

**Marketing and Strategic Leadership**

- Launched Subsidiaries to tap different market segments across various geographical locations
- Generated over Rs 1.8 Cr in revenue by securing over 12 corporate marketing deals from prominent brands such as Vogue, Dabur, IPL and Fashion TV
- Led events, social media and rich media campaigns for image and awareness, lead generations and deal pursuits; Strong command over SEO, SEM, LinkedIn, Facebook, Instagram & Affiliate Marketing

**International Experience**

- Travelled across 36 countries to work on several photography and filmmaking assignments for clients such as BBC Earth, Fox Traveller and Discovery Channel
- Represented India at Commonwealth Asia Alliance of Young Entrepreneurs Summit held in Islamabad, Pakistan

**Recognition and Certifications**

- Gold Medalist from KIIT, Bhubaneswar
- Microsoft Corporations: Comprehensive Project on Enterprise Data Management
- Awarded State Chief Minister's social change maker award

**Amit Pandey**

**Education**

B.Tech. (Computer Science and Engineering) KIIT, Bhubaneswar (Gold Medalist)

**Founder/Co-Founder**

The Lightbucket Company  
The Wed Post  
LBP Films

**Overall Experience**

8 years 10 months



**Serial entrepreneur with outstanding experience across sales and business operations. Competent in team building and scaling up at grassroots level**

**Entrepreneurship**

- Co-founder and CEO -Trello: Founded India's first tech-integrated roadside assistance platform for commercial vehicles. Scaled service network to 1400+ outlets across 4 states
- Raised \$70K angel investment and Rs. 10 Lakhs from ABVIL - Startup India
- Built a team of 27, Onboarding 300+ clients, generating a GMV of Rs. 43 Lakhs within a year
- Partnered with CEAT Tyres to support its national fleet services
- Selected by iCreate incubation to visit Technion university Israel and build entrepreneurial ecosystem at IIT Gandhinagar

**Product Management**

- Conceptualized CRM and built PRDs for four app-based platforms
- Created feedback channel among ops and tech team to build suitable UX

**Business Management and New Product Development**

- Led project to convert scrap into value-added products; Built business plan for 2X YoY growth and set up distribution through cross-selling
- As a P&L head of fledgeling Electrodes vertical in Tata Steel, doubled business revenue to Rs. 12 Cr through VMI campaign for B2B and establishing retail footprint of 500+ resellers across India.
- Silver level accreditation - Tata Business Excellence Leadership Program

**Strategy and Operations**

- Coordinated five-year strategy for a Tata Enterprise
- Handled three outsourced manufacturing units, planning and sales
- Six Sigma Green Belt, TPM Pillar head, and a certified Internal Auditor



6

**Amit Sahu**

**Education**

B.Tech. (Major in Mechanical Engineering with Minor in Management), IIT Gandhinagar

**Past Employers**

Trello (Startup)  
Tata Steel

**Overall Experience**

6 years 4 months



**Accomplished project manager with experience in business development, strategy, sales & marketing, stakeholder management with passion for solving problems**



7

**Entrepreneurship**

- Started a proprietorship firm, 'Smart Designs' with the aim of constructing and running co-living spaces for college students, working professionals
- Planned and developed a fully furnished 85-bed co-living space, in 12 months with more than 20% cost savings via contract enforcement, strategic raw material management
- Devised innovative digital and traditional marketing campaigns to achieve ~95% occupancy, revenue run rate of 5 lakhs per month, achieving a capitalization rate of 14%
- Ideated novel co-living space management system to streamline end to end operations: fee collection, workforce management, raw material procurement and bills payment

**Project Management**

- Created project designs by planning key resources, structure, criteria for success, major deliverables and deadlines
- Led a team of 2 engineers, 5 sub contractors, 100+ labourers to develop multiple residential projects
- Established permanent creche, sanitation, eating facilities, safety measures and insurance for 30+ blue collar workforce on each of the project sites

**Amitesh Sisodia**

**Education**

B.Tech. (Electronics & Communications), NIT Bhopal

**Past Employers**

Smart Designs (Proprietor)  
Atrival Infra

**Overall Experience**

6 years 6 months



8

**Manager with experience handling global clients in the retail industry on category and brand management, strategic planning, product development, and customer engagement (CRM)**

**Business Development and Strategy**

- Managed end to end R&D and execution of high-fashion brands for Shahi Exports, one of the biggest export houses in Asia
- Handled cross-functional processes such as forecasting, sourcing, vendor management, handling buyers, range presentation and selection
- Created and spearheaded successful execution of category plans to grow the brand
- Set-up and led the merchandise planning of a new set-up brand, range planning and targeting right customer in Blackberrys

**R&D and New Initiatives**

- Collaborated with international wash technicians to attain sustainability in washing and reduced water usage from 72 ltrs per denim to 2-15ltrs per denim
- Introduced new vendors in Blackberrys, which resulted in reduced sampling cost
- Initiated and collaborated for new e-commerce section of Blackberrys denim division
- Introduced new product categories such as Ultrasoft denim, Superlite denim, rationalized price points and end of season sale for Blackberrys, accounting for sales increase and cut down overall sampling

**Customer Relationship Management**

- Planned customer segmentation and engagement strategies to increase customer retention, delivering repeat business
- Introduced new customers in 3-tier cities and ensured complete satisfaction and maximum utilization of the product or services sold to customers

**Anamika Modi**

**Education**

Bachelor of Design '13  
NIFT, Bangalore

**Past Employers**

Shahi Exports Pvt. Ltd.  
Mohan Clothing Co. Pvt. Ltd. (Blackberrys)

**Overall Experience**

6 years 10 months



**Seasoned professional with 6.5 years of work experience in start-ups, business development, strategy, sales, and operations**



9

**Startup – Leadership (AVP-Business)**

- Setup and led a team of 16, owned P&L of the salon vertical south-east business at UC- generating highest revenue for a city pan India
- Owned P&L of two tier 2 cities which became the fastest cities of UrbanClap to reach 5000 jobs/month
- Led the optical fiber testing of Jio 4G Chandigarh at base transceiver sites(with <2% re-testing) before the soft launch

**Business Development and Strategy**

- Launched 'salon classic' category pan India, restructuring the entire business & pricing model of a vertical, scaling it to 15% orders contributing category within the first 6 months
- Piloted a new centralization process which reduced per professional acquisition cost by 400 INR
- Drafted a 2-year plan for UC supply - revamped the model from outsourcing services to third party businesses to individual partners working full time resulted in 3x higher net earnings for professionals and 30% lower costs to customers

**Operations**

- Launched first two markets in tier 2 cities for UrbanClap with a team of 6 within a span of 25 days
- Led three core categories of UC. Secured 25% revenue growth MOM by adding 300 new partners in a span of 40 days

**Aneesh Gulati**

**Education**

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

**Past Employers**

Urban Company (previously  
UrbanClap), Reliance Jio

**Overall Experience**

6 years 7 months



**Seasoned professional with experience across project management, operations, and change management aimed at cost reduction and increased productivity**



10

**Leadership and Project Management**

- Led a diverse team for installation and commissioning of greenfield steel plant electrical facilities
- Spearheaded inspection of multi-crore worth of electrical equipment in the department; drastically reduced the defect rate
- Maintained zero-fatal accidents work environment in Blast Furnace; prevented waste of thousands of man-hours
- Drafted the technical part of AMCs and operation contracts, led contract discussions with several vendors
- Developed SOPs for multiple operational activities such as material handling

**Digital Transformation and Change Management**

- Spearheaded the department-wide migration from legacy system to SAP/ERP based system, coordinated with multiple teams for implementation of SAP modules such as PM, MM
- Initiated the 'knowledge sharing framework' for workmen and technicians, enhancing their productivity
- Successful liaisoning of the NSC audit with 3+ cross-functional teams for operational readiness

**Recognitions and Achievements**

- Received Director's medal for securing highest marks in B.Tech. (Electrical Engineering) batch across four years; 9+ GPA in 70+ subjects
- Contributed to the 'Draft Safety Guidelines for Iron & Steel Sector': process-based by Ministry of Steel

**Certification**

- Certified in Operation and Maintenance of Power Plant by NPTI (Ministry of Power)

**Anshuman Chauhan**

**Education**

B.Tech. (Electrical Engineering),  
DEI Agra

**Past Employers**

NMDC Limited (Navratna PSU)

**Overall Experience**

5 years 5 months



11

**R&D professional with an experience of 7 years in product development, project management and stakeholder management in the automotive industry**

**Product Development**

- Performed risk analyses, provided solution strategies and validated them in the development of multiple powertrain configurations to attain best-in-class customer comfort levels
- Determined the 'best fit' product structure, by evaluating cost-benefit trade-offs & market requirements, for the powertrain & its components in collaboration with global teams
- Filed a patent in the field of technical solutions for noise & vibration problems in cars

**Project and Stakeholder Management**

- Generated roadmaps for multiple powertrains, which included work projection, timeline estimation & project review requirements as a member of the global team responsible
- Responsible for key decisions on functional feasibility of the powertrain regarding noise & vibration for 3 carlines as part of cross functional teams
- Multicultural work experience in terms of project communication, coordination & alignment of goals with product designers, project leads, test engineers & top management in Germany, China and India

**Highlights**

- Among the 10 people selected from India for the implementation of the Daimler global cultural change initiative at Mercedes Benz R&D India because of my initiatives in the field of Diversity & Inclusivity at the organisation
- Awarded 'Best Employee' in 2019 among 400 employees for outstanding technical contribution, development of a Python digital tool and for leading a global level cultural change initiative
- Awarded for excellent organisational contribution in Diversity and Inclusivity activities in 2020

**Anuraag Shetty**

**Education**

M.Tech. (Automotive Engg.)  
B.E. (Mechanical Engg.)

**Past Employers**

Mercedes Benz R&D India

**Overall Experience**

6 years 8 months  
1 year in Stuttgart at  
Daimler AG



**Seasoned digital marketing professional with experience in multi-channel marketing, digital strategy, analytics and platform account management**



12

**Marketing**

- Developed, implemented, and analysed custom marketing strategies suited to business clients across various functions
- Drafted & managed Google, Facebook & Pinterest Ad Campaigns for Fortune 100 Clients with consistent double-digit ROI. (Eg: Walmart, Amazon, AT&T, JP Morgan, Lowe's etc.)
- Worked with platform enhancements teams to improve customer experience (Pinterest measurement tag optimizations resulted in 35% increase in ROI.)
- Received client appreciations for maximizing customer engagement and brand recall for the advertisers in small medium business segment (remarketing campaigns)

**Operations**

- Coordinated training team operations and tweaked the structure into modules to facilitate quick training of resources in cases of unforeseen and immediate client requirements. (65+ resources in a quarter)
- Co-Managed knowledge sharing operations for cross functional client teams
- Worked with process teams on customer DSAT RCA to improve process quality

**Skills and Awards**

- Skills - Google Ads and Analytics Certified, Interactive Advertising Bureau Digital Marketing Certified, Facebook Ads, LinkedIn Ads, Google Merchant Center & Pinterest Catalogs Awards- Cognizant Unicorn Award, All Rounder Award (TPS), SPOT Award (MM)

**Anurag Pingle**

**Education**

B.Tech. (Mechanical), Global Institute  
of Technology, Jaipur

**Past Employers**

MediaMint Pvt Ltd, Cognizant  
Technology Solutions, The Phone  
Support (Systweak)

**Overall Experience**

7 years 3 months



**Sales and marketing professional with holistic experience in channel partner management, network planning, and brand management**



13

**Channel Sales**

- Handled dealers worth Rs. 1000+ crores. portfolio in urban and upcountry markets contributing 15% to region volume
- Achieved a market share of 30% within 3 months of the launch of Small Commercial Vehicles in Madhya Pradesh by conceptualizing and driving its Go-to-Market strategy
- Identified and evaluated potential territories for expansion to improve channel penetration and gain Market Share

**Branding and Marketing**

- Held concurrent role of Brand Manager of Ertiga - Delivered retail growth of 26% and wholesale growth of 17%
- Generated significant Brand Awareness by organizing region-wide BTL marketing events such as Mega Carnivals, Mileage Rallies and Customer and Corporate Connect
- Spearheaded roll out and on-boarding of dealers for Hyperlocal Marketing. Improved digital lead management resulting in  $\geq 80\%$  of leads being addressed within 30 minutes

**People Management**

- Led a team of 200+ Relationship Managers and 45+ Senior Relationship Manager across urban and rural markets of Gujarat
- Instrumental in dealer appointment and recruitment of key dealer manpower like CEO, General Manager and Quality Care Manager
- Trained and developed dealer staff in sales and soft skills and ensured high motivation level in the team

**Apoorv Sharma**

**Education**

B.Tech. (Mechanical Engineering)

**Past Employers**

Maruti Suzuki India Limited  
Honda Cars India Limited  
Ashok Leyland Limited



**Overall Experience**

8 years 8 months



14

**Seasoned IT professional with comprehensive experience in project consultation, stakeholder management, program management, digital transformation initiatives, and quality engineering**

**Digital Transformation and Innovation**

- Led team to implement Digital Transformation in areas of Agile, Salesforce CRM, DevOps, and CI/CD - reducing turnaround time by 40% and improving Y-O-Y Innovation Efficiency by 120%
- Designed an AI enabled 'Knowledge Cafe' that reduced resource onboarding cost by 33%
- Built a business case for moving from 'Time and Material' to 'Fixed-Bid' pricing model, increasing revenue by 25%
- Secured a \$2M contract by establishing a 'Mobile Testing' lab for maintaining 140 client mobile applications

**Stakeholder Management**

- Demonstrated company capabilities and built a cost-effective delivery plan to acquire a \$8.2M contract from competition, increasing billable headcount by 200%
- Created Request for Proposal for the winning bid of a \$22.7M for Hong Kong based insurance client acquisition
- Developed strategic roadmaps for Automation and Innovation - to have a clear pathway for achieving targets
- Managed end-to-end software lifecycle - both Agile and Waterfall - collaborating between cross-functional teams across multiple geographies

**Awards**

- 'Global Project of the Year' in Digital Business category in 2019
- 'Community Catalyst' for making a social impact in 2018

**Arijita Sarkar**

**Education**

B.Tech. (Electronics and Communication Engineering), RCC Institute of Information Technology, West Bengal

**Past Employers**

Cognizant Technology Solutions

**Overall Experience**

8 years 5 months



**Multi faceted power industry professional with diverse experience in operations management, project management, and procurement & outsourcing**



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**Operations and Project Management**

- Led a team of 15 staff, 7 subcontracting agencies, and 70+ contract workers to manage 24x7 Electrical Operations & Maintenance of township comprising of 6500 housing units and 32 public buildings
- Commissioned programmable auto-changeover switches to improve energy management, reliability, and power quality, reducing energy expenses by 12%
- Oversaw processes & resource availability for multiple stakeholders from 17 manufacturing units of BHEL for timely execution of one of India's largest greenfield power project

**Procurement and Outsourcing, Vendor Management**

- Reduced re-tendering by 75% by implementing standardised processes and introducing checklists for Procurement and Outsourcing
- Led B2B vendor development, and introduced rate-contracts to attain cost reduction and efficiency in Procurement

**Digital Initiatives**

- Led replacement of traditional energy-meters with smart meters in BHEL township, enhancing annual revenue collection by 8%
- Led my department's role for making contracts management online, resulting in savings of up to 28% on item cost

**Awards and Certifications**

- 'Par-excellence award' in All India Quality Progress Quality Circle seminar (QPRO-QC)-2014, and inter-unit Quality Circle conventions, 2014 & 2016
- Six Sigma Green Belt & Black Belt certified

**Ashish Purwar**

**Education**

B.E. (Electrical Engineering)  
Thapar Institute of Engineering and Technology, Patiala

**Past Employers**

Bharat Heavy Electricals Limited  
Reliance Power Limited



**Overall Experience**

10 years 7 months



**Professional with cross functional experience in strategic planning, stakeholder management and operations**



16

**Strategic Planning**

- Led cross functional teams for product engineering changes for B2B marketplace transformation through controlled experiments
- Optimized Department Procurement strategy using supervised ML; 5 million INR cost reduction
- Designed and developed an end-to-end vehicle leasing model, saved 20 million INR
- Conceptualized AI and IoT based solutions for Fleet Management, using live performance metrics
- Key Project Driver of Capital Assets Procurement worth 18 million INR

**Stakeholder Management**

- Defined department strategy with an annual budget of 55 million INR and 470 employees
- Standardized the Tax structure and Corporate Rebate by liaisoning with internal and external stakeholders for procurement deals worth 20 million INR, 8% average rebate with ~25 OEMs
- Benchmarked Spares across OEMs and developed an Inter Vehicle Spare Database; saved 8 million
- Brought end-to-end visibility of the captive stores, increased the availability of spares by 10% YoY

**Operations**

- Led a team of 120+ employees to cater to 24X7 deployment of vehicle and equipment
- Implemented concept of Quality Circle in fleet operations, solving various recurring problems
- Engineered maintenance SOPs to monitor adherence levels; breakdown time decreased by 30%
- Developed vendor cost optimization model and escalation matrix causing 20% YoY cost reduction

**Certifications/Recognitions**

- Six Sigma Black Belt Certification
- Appreciation letter/ Excellence Award/QC awards - SAIL
- Selected in CDS-II/2013 - INDIAN ARMY (137 DE)/IMA-D

**Ashutosh Kumar**

**Education**

B.Tech. (Mechanical Engineering)

**Past Employers**

Steel Authority of India Limited

**Overall Experience**

6 years 6 months



17

**Experienced project management professional with around 7.5 years of experience in handling greenfield/brownfield cross-country oil & gas pipeline infrastructure projects**

**Leadership and Project Management**

- Led projects worth of INR 200 Cr in diverse and challenging geographies as Site-In-Charge for Crude Oil, White Oil and LPG pipeline installations
- Worked on national importance projects directly monitored by Prime Minister Office
- Ensured timely completion of project milestones by effectively managing multinational EPC vendors and contractors- L&T HCC, IOT Anwasha, Kalpataru etc
- Managed projects over its complete contract life cycle ranging from planning, monitoring, statutory clearances, vendor management to material management, billing, quality control, safety compliance and contract closure
- Led teams of 250+ members from work sites and cross-functional departments for 8 contracts

**Stakeholder and People Management**

- Obtained way-leave permissions across 400 KM stretch crucial to lay cross-country pipeline by dealing with government, public and private sector authorities
- Strategically handled over 4000 farmers and district administration officials in 50 KM pipeline stretch
- Ensured overall boundary management by coordinating with internal and external stakeholders to resolve work front issues

**Recognition**

- Consistent professional achievements include 'outstanding' performer, academic achiever (2nd rank), consecutive merit scholarship recipient and DAAD WISE 2012 scholarship awardee

**Ashok Kumar Bendi**

**Education**

B.Tech. (Civil), NIT Warangal

**Past Employers**

IOCL

**Overall Experience**

7 years 8 months



**Entrepreneurial experience in direct sales & client servicing; specialize in recruiting, training and mobilizing an effective sales & marketing team**

**Entrepreneurship Experience | New Business Development & People Management**

- Acquired 6000+ new customers & raised INR ₹2Cr for the client, Save The Children India, by executing Campaigns (B2B, B2C, Events, Tele-calling) pan India
- Built a Sales Force of 30 from scratch in Ahmedabad & Kolkata while heading the firm and handling Marketing, Operations, Finance & HR
- Coached 1200+ Franchisee Associates to become Sales & Team Leaders by conducting workshops on Direct Sales & Recruitment across India
- Reduced Attrition Rate by more than 20% for several franchises by developing innovative Incentive & Leadership Programs and Sales Training Modules for Associates & Team Leaders

**Sales & Marketing | Leadership**

- Won numerous weekly sales competitions while acquiring quality customers through Sales Calls to 100 people/day on the field
- Increased Recruitment by 2x for 20+ franchises by creating an Office-in-a-Box Toolkit consisting of Training, Recruitment and Retention manuals for New Franchise Owners

**Key Achievements | Awards**

- Awarded Best New Franchise for raising the maximum revenue & having the lowest reject rate among 70 Franchises pan India
- Won Best Team Leader award for having the highest Sales Averages and lowest Attrition Rate



18

**Chandramauli Kabra**

**Education**

B.Tech. (Computer Science & Engineering), LNM Institute of Information Technology, Jaipur

**Past Employers**

Incarnation (Sole Proprietorship)

Floyd (Franchise Partner-QASPL India)

**Overall Experience**

7 years



**Instrumentation professional with global experience in stakeholder management and designing of safety instrumented systems for oil and gas industries**



19

**Engineering and Product Development**

- Designed Emergency Shutdown Systems (ESD) for global Oil & Gas industry giants such as Saudi Aramco, ADNOC, Novatek, and TechnipFMC
- Managed stakeholder interactions with EPC contractors and end-users during Distributed Control Systems design. Conducted application testing for clients and provided on-site commissioning/start-up support leading to successful installation
- Co-ordinated and mentored cross-functional UI teams to design advanced graphics for ESD systems.
- Designed and developed logic and UI of ESD and Fire and Gas (FGS) system of a \$2.8B Ammonia Fertilizer plant in India

**Team/Stakeholder Management**

- Led a cross-cultural group of technicians for commissioning and start-up activities at two Oil and Gas sites in UAE, and Saudi Arabia
- Spearheaded a team of 7 engineers to efficiently execute pre-Factory Acceptance Test of control systems at a \$6B Oil Refinery. Ensured on-time implementation of design upgrades
- Directed a team of 4 engineers towards logic generation and debugging of Control Systems vendor package for a \$27B LNG facility at Russia, achieving 18% savings in engineering costs

**Chethan Swamy Gowda**

**Education**

B.E. (Instrumentation Technology), SJCE, Mysore

**Past Employers**

Yokogawa India limited

**Overall Experience**

6 years 8 months (24 months of international experience in The Netherlands, Russia, UAE and Saudi Arabia)



20

**IT Consulting & ERP professional with experience in digital transformation programs for global clients, Agile and DevOps, solution designing, and stakeholder management**

**ERP Implementation**

- 6 years of international experience in client-facing roles - led cross-functional teams in a multi-vendor environment, and delivered projects, both Agile and Waterfall
- Led a 12-member ERP migration team comprising functional experts, data analysts, security consultants, and developers, for a client's digital transformation program
- Performed ERP system due diligence for a client's acquisition of 2 power plants and led the post M&A ERP system integration
- Managed continuous improvement initiatives, conceptualized process optimization and product improvement to bring down IT operational costs

**Application Design and Development**

- Designed 20+ customized SAP ERP workflows and built applications to support critical business processes in areas such as Payroll, HR, HS&E, and Reward & Recognition
- Integrated 5+ external software with SAP ERP, and acted as primary point of contact for 30+ ERP processes, impacting 8000+ employees
- Led the delivery of an operationally critical HSE Incident and Risk management application that reduced average event lifecycle by ~50%, while increasing user adoption by ~25%
- Authored 100+ technical documents, conducted design workshops with product owners and engineers to identify project requirements, analyse gaps and define enhancements

**Business Development**

- Created proposal in the successful bid for an A\$ 2mn project contract for a client's SAP Application Maintenance Services
- Ensured client retention by building a project pipeline aligned with client's strategic roadmap

**Debopriyo Ray**

**Education**

B.Tech. (Electronic & Instrumentation), West Bengal University of Technology

**Past Employers**

Tata Consultancy Services Ltd. (Kolkata, Sydney, Melbourne)



**Overall Experience**

9 years



21

**Dynamic sales & marketing professional with a solid record of leading organizational growth across geographies through superior client-relationship management**

**Business Development and Growth Initiatives**

- Achieved a ~14% growth over \$25M account portfolio through up-selling, cross-selling & bundling
- Co-led a 4-member team in APAC to acquire 7 new clients (\$1M additional annual revenue) by building strong relationships across the value-chain
- Secured 100% growth at 4 clients (\$600K) by ensuring business continuity through covid-19 by prudent forecasting & smooth channel management
- Boosted margins by ~20% by pioneering annual contracts and negotiating with regional HQ for rebate slabs

**New Product and Application Development**

- Co-led a 6-member cross-functional team to design a positioning strategy for a new product launch across 3 cities facilitating quick adoption with 30+ clients within 5 months
- Built an exploratory business pipeline (\$9M potential) in untapped market segments by liaising with R&D, regulatory stakeholders
- Unlocked a global market segment by product validations with a new customer & creating a breakthrough customer value-proposition

**Data-driven Business Strategies**

- Improved sales productivity by ~11% by creating MIS reports, Salesforce dashboards to track sales pipeline & forecasting activities
- Handpicked as Executive Assistant to the National Sales Manager to enable business decisions vis-à-vis latest market trends by extensive internal, external data analysis
- Achieved top 1% in customer feedback score by analyzing VOC data & empathy maps, enabling inventory optimization, and troubleshooting quality concerns

**Deepak Upreti**

**Education**

B.Tech. (Chemical Engineering), Uttarakhand Technical University (Gold Medalist)

**Past Employers**

ExxonMobil, Polyplex

**Overall Experience**

5 years 3 months



**Seasoned finance professional with extensive experience in auditing, financial monitoring and analysis, and business development across geographies**



22

**Devmalya Mukherjee**

**Education**

CPA (US), B.Com (Hons), SRCC, Delhi University

**Past Employers**

Deloitte Touche & Tohmatsu

**Overall Experience**

8 years 6 months



**Auditing and Financial Monitoring**

- Managed a diverse client portfolio of Fortune 500 companies (Market cap ~ \$600B+) across industries such as Real Estate, Mining, Commercial Services, Investment Management, etc.,
- Supervised cross-functional teams of 10-12 members, as a manager, in areas such as planning, substantive testing, internal controls, and financial reporting process developing expertise in IFRS, US GAAP and COSO frameworks
- Worked in US and Canada, directly dealing with the Financial Controllers and client's accounting team – increased engagement hours for the Indian offices from 5,500 to 10,000 hours

**Transformation and Delivery Excellence**

- Spearheaded implementation of data analytics and artificial intelligence on Real Estate clients to increase profit margins (> 15%) by reducing total engagement hours
- Executed multiple business proposals and delivered pitches to facilitate client acquisitions – won two private real estate clients based in Canada

**Stakeholder Management**

- Played an instrumental role in setting up of a Centre of Excellence (COE) for the Real Estate industry
- Worked with senior leadership team to strategize solution to improve performance appraisal system and reduce staff attrition (~4%) of the firm across the India offices



23

**Cross-functional professional with strong international experience in operations & maintenance within the shipping and ports space**

**Operational Leadership**

- Exported 3 million tons of Aggregates by acting as the owner for 85 Consignments
- Increased capacity from 450 to 800 TEUs per hour by leading the engineering team in procurement and commissioning of equipment
- Saved 10.2 Cr by leveraging data analytics to optimize usage of warehouse space and spares inventory

**Stakeholder Management**

- Created a sustainable trading ecosystem valued at \$30 million by advising the chairman's office on reinvestment and by eliminating bottlenecks in the supply chain
- Generated annual turnover of \$200 million by negotiating trade deals with government bodies of Qatar, UAE, and Oman
- Shortened shipment turnaround time by 20 days by liaising with multiple internal and external stakeholders
- Trained 300+ reports in functional processes

**Business Strategy and Change Management**

- Generated incremental revenue of \$80 million by setting-up business operations in Oman from scratch during the Qatar blockade
- Increased operational efficiency by developing KPI and productivity Scales
- Executed a project valued at Rs 192 million by building its implementation strategy for ABB's Full-Service team

**Certificates**

- Youngest to attain Certified Maintenance and Reliability Professional, by SMRP USA
- Six sigma - Green Belt (DMAIC)
- ABB Full Service - Maintenance

**Dheeraj Velaga**

**Education**

B.E. (Mechanical), CBIT

**Past Employers**

Marine Fleet Handling, Oman  
BTC, Qatar  
National Container terminals, KSA  
ABB, India

**Overall Experience**

9 years 6 months



**Maritime professional with international operations experience in the oil and gas industry, with expertise in operations, stakeholder, and crisis management**



24

**Dhruv Arora**

**Education**

B.Sc. (Nautical Science), IGNOU

**Previous Employers**

Dynacom Tankers Mgmt. Ltd.

**Overall Experience**

6 years 10 months



**Operations and Stakeholder Management**

- Improved operational efficiency of a retrofitted critical equipment by value stream mapping
- Saved \$250K by refocusing investment on extending product lifecycle of kaput pumps
- Clocked 8% expense reduction by improved process efficiency during asset renewal

**Project Management and Strategic Innovation**

- Piloted a 3-month repair project (Budget: \$5Mn) whilst leading a 14-member multinational team:
  - Achieved manhour reduction and early asset availability worth \$200K
  - Reduced garbage expenditure by \$100K through restructured production and disposal
- Realized \$1.8 Mn per annum by increasing cargo capacity through remodeled process flow
- Saved \$200k by indigenizing a rainwater harvesting solution to compensate for clean water shortage

**Leadership and Crisis Management**

- Handled a medical emergency (quarantined patient) and coordinated with authorities to grant medical relief
- Led the emergency response after an accident in Suez Canal; averted a disaster worse than the 'Ever Given' incident while working with the underwater team
- Managed a navigational emergency in Singapore straits and averted multiple collisions, saving 28 lives and preventing damages worth \$400Mn
- Successfully completed a pre-MBA internship (2 months) with Ncube Logistics (NISPL), the logistics arm of SAR group

**An oncologist with strong domain expertise and experience of working across a wide spectrum of healthcare delivery formats**



25

**Operations, Strategy and Execution**

- Successfully catapulted the Radiotherapy department to one of CARE Hospital's highest revenue-generating units and improved the patient inflow by 150%
- Conceived the strategy of 'AI on the cloud' to boost accessibility & adoption of the Cancer treatment solutions
- Improved revenue by 30% & reduced staff attrition at Manasa Nursing Home

**Innovation and Initiation**

- Initiated one-of-a-kind research project (STAR), i.e., Stereotactic Radiotherapy to treat Cardiac Arrhythmias to reduce economic burden by ~15 lakhs per patient
- Instrumental in creating a user-friendly version of 'CancerApp' by incorporating features addressing patients' pain points

**People Management**

- Effectively managed multiple stakeholders – a cross-functional team of doctors, para-medical staff, finance, and marketing professionals across various branches of CARE Hospitals
- Streamlined the existing intra and interdepartmental workflow by effectively delegating the tasks leading to a significant reduction in treatment initiation time

**Recognition and Awards**

- Best Scientific Paper Award - Young Radiation Oncologists Conference, 2015
- Short-listed for Dr. M S Gujral Gold medal - AROICON, 2015
- One of the few oncologists in the country to offer the Novel Customized immunotherapy

**Dr Divya Tandra**

**Education**

MBBS  
DNB Radiation Oncology, Certificate Course - Pain and Palliative Medicine - MNJIO, Hyderabad

**Past Employers**

CARE Hospitals, Hyderabad

**Overall Experience**

8 years 9 months



26

**Entrepreneur with diverse experience in operations management, procurement, new product development, and business development in med-tech industry**

**Entrepreneurship | Operations Management**

- Managed family business with INR. 25 crores in annual revenue, employing 150+ workers in a manufacturing plant producing 20+ medical device products
- Met 100% monthly production targets and achieved an increase of 90,000 units/month
- Optimized the production process of 6 critical care products – Increase in monthly production quantity by 27%, yearly revenue by 2.7%
- Reduced manufacturing cost of 2 products by 20% by initiating and implementing the new moulds development project in the factory – reduced the bottleneck in assembly with improved product quality

**Procurement | Vendor Management**

- Extensively involved in supplier selection, sourcing, planning, and negotiation. Signed contracts with strategic suppliers for critical materials- reduced operations lead time by two weeks
- Got 5 new suppliers on board to reduce costs, improve quality and supply reliability by assessing suppliers' financial and operational viability
- Sourced critical medical device components from 3 new international vendors – Reduced product cost by 15%

**Business Development | New Product Development**

- Won a multi-year supply contract worth INR. 1 Crore/annum from a major hospital group at Hyderabad by taking key pricing decisions and negotiating with the hospital procurement team
- Developed and successfully launched five new products in the market by leading a cross-functional team

**DVS Krishna Teja**

**Education**

B.Tech. (ECE), S.R.M University, Chennai

**Past Employers**

Sangam Healthcare Products Ltd, Hyderabad. (Family Business Enterprise)  
Tata Consultancy Services, Mumbai

**Overall Experience**

8 years 3 months



**Seasoned product manager with extensive cross-functional experience in growth strategy, business transformation, cost optimization, & supply chain management**

**Product Management/Growth Strategy (Pharmaceutical Startup)**

- Owned P&L for 125+ SKU portfolio; delivered ~30% CAGR during 4-year tenure
- Designed & implemented a 3-year growth roadmap; added 700 new prescribers by targeting newer patient profiles
- Developed a fresh e-commerce sales pipeline; generated ₹3mn revenue within 6 months using digital marketing campaigns
- Conceptualized sell-out programs, tactical interventions & trade marketing initiatives, like Diwali bonanza, IPL rundown, and others; achieved ~50% MoM sales increase during offer periods

**Operations/Supply Chain Management (Large Consumer Durable Company)**

- Accomplished 1.2% gross margin improvement; introduced lean methodologies in material management via data-driven demand forecasting, agile workflow design & just-in-time scheduling
- Reduced ~6% logistics cost by revamping high cash-burn segments and analyzing contract/route profitability; managed inventory distribution across 30+ warehouses within 25 states

**Business Transformation/Cost Optimization (Boutique Consulting)**

- Defined transformation strategy for a \$50mn used-car marketplace; redesigned omni-channel customer journey via digital merchandising, in-store promotional collaterals & online doorstep test-vehicle booking
- Prevented inventory loss of ~\$700k/year on product packaging damages by formulating a local packaging replacement process for a leading wellness company



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**Gaurav Singh**

**Education**

Chemistry (Hons.), Sri Venkateswara College, Delhi University

**Past Employers**

GAT Pharmaceuticals  
Virtuous Vision  
Panasonic India

**Overall Experience**

8 years 3 months



**Product management & sales professional with expertise in product lifecycle management, sales management, business analysis & stakeholder management**

28



**Harshal Shinde**

**Education**

B.Tech., College of Engineering, Pune (COEP)

**Past Employers**

SKF India Ltd  
HelpUsGreen  
Konecranes and Demag Pvt. Ltd.

**Overall Experience**

7 years 2 months



**Product Management**

- Developed and executed Product Pricing, Promotion, Positioning, and Marketing strategies for a product portfolio of INR 800Mn. Responsible for end-to-end Product Lifecycle Management
- Achieved 20% CAGR with a 21% price premium by focusing on IoT, Smart products, and automation
- Led a team of four engineers working on design, costing, budgeting, and profitability of capital goods
- Spearheaded four product launches by collaborating with 25+ members from cross-functional teams
- Exceeded the revenue target by 170% in a strategic initiative to promote cranes in the steel sector
- Led one product harmonization project (INR 10Mn savings) and one product localization project (24% cost reduction)

**Sales and Sales Management**

- Implemented commercial and sales excellence initiatives like Assigned Account Program, Value Selling workshop, Win Plans, and Sales KPI audits
- Curated Go-To-Market strategy to increase market penetration and avoid intracompany cannibalization
- Analysed sales data to improve market penetration by 15% and YoY profitability by 12%
- Key user for Siebel CRM and QlikView. Trained 30+ salespersons on effective usage of CRM
- Recommended top management team on annual planning and strategic initiatives based on market insights and industry trends

**Channel Management**

- Trained 25+ frontline sales executives to improve their commercial and technical competencies.
- Conducted technical training for key customers. Trained 150+ participants
- Formulated and Implemented 24hr delivery concept to reduce delivery time by 75%

**Certifications**

- Lean Six Sigma Green Belt

**Seasoned manager with superior capability in operations, project management, stakeholder management & product management**

29



**Hisham Raja**

**Education**

B.Tech., Jamia Millia Islamia

**Past Employers**

Maruti Suzuki India Ltd

**Overall Experience**

7 years 8 months



**Operations Management**

- Directed 20+ global and local suppliers by process and design streamlining
- Reduced incoming warranty cost of vehicle chassis system by 20% through process redesign and upstream business alteration
- Implemented new simplified workforce training protocols at PAN India workshop, resulting 10% reduction in learning cycle and 19% labor expenditure
- Reduced workforce and cycle time of dealer personnel by 75% through designing 'S-cross' platform and tools thereby, enhancing the ease of repair activity

**Project Management and Stakeholder Management**

- Spearheaded India's major product recalls (50K+ Maruti models) with 95% penetration within three months
- Slashed cycle time by 12% and improved operator ergonomics by restructuring the engine assembly process
- Achieved 31% warranty cost-reduction in Vitara Brezza by collaborating with internal Product team to strengthen target parameters through benchmarking of design and supplier process

**Product Management and Innovation**

- Saved INR 25Mn annually while handling 20+ products across vehicle platforms aimed at customer-satisfaction and cost-reduction through Root cause analysis and Six-Sigma approach
- Granted a patent for solving a chronic problem in the steering system of Maruti flagship model through design-innovation
- Reduced warranty & labor expense by INR 10Mn annually through revamping design concept of Swift and Ciaz to improve business position

**Experienced tax management consultant with the U.K. member firm at Deloitte; operations lead for the teams based in Hyderabad and Belfast**

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**Kalyan Vadlamani**

**Education**

B.Com., Osmania University

**Past Employers**

Deloitte Tax Services India Pvt. Limited

**Overall Experience**

6 years 7 months



**Tax Management Consulting**

- 6.5+ years of experience in Tax Management Consulting advising a diverse portfolio of Corporate clients across industries such as Healthcare, Premier League Football clubs, Travel and Leisure in the U.K. generating annual revenue of ~GBP 1.3Mn
- Designed the end to end compliance process for large (including FTSE listed) corporate clients. Extensive experience in client, team, and stakeholder management and working directly with senior leaders such as Directors and Partners
- Extensive experience in tax reporting under International Financial Reporting Standards (IFRS)

**Leadership Experience**

- Led a team of 22-25 professionals stationed across Hyderabad and Belfast. Ensured 75-80% team utilisation consistently MoM versus the benchmark of 70%
- Coached multiple junior team members in charting their yearly goals and managing their career transitions
- Headed the training program for new recruits (~25 each year) on tax technical concepts
- Worked on-site alongside senior client personnel to design and implement the client's end to end tax compliance process
- Spearheaded the onboarding program of new hires during the pandemic – liaised with multiple stakeholders including leadership, vendors, new hires, and HR to ensure on time onboarding of new hires in June 2020

**Additional Experience**

- Content developer for new hires' technical training
- Worked on a 14 month project to implement 'Mercury', an automation tool, with the target of reducing tax return preparation time by ~30% leading to an estimated annual cost saving of GBP 250k

Seasoned professional with experience in project and stakeholder management in cloud ERP



31

Customer Enablement in Cloud

- Agile practitioner: As scrum master, led a team of 12 that designed and implemented reference applications showcasing latest features of SAP Cloud Platform
Customer Engagement: Actively built customer rapport and engagement through workshops and lectures at technology conferences like TechEd and DKOM since 2013
Stakeholder Management: As SPOC, coordinated with global teams to ensure smooth release of applications
Content Creation: Collated requirements from multiple stakeholders to create relevant content to increase adoption of cloud products

Process Improvements

- Ideated, designed and developed an application to optimize test scope for support packages, resulting in savings of ~20 Person-Days per release.
Pioneered the first Automation Framework for UI5 applications, reducing manual testing efforts by ~80%
Core team member of Project23 that led to SAP Labs, India winning the 'The Great Place to Work' multiple times over past decade
Led the Global workstream to improve Diversity and Inclusion
Led Employee Engagement and Rewards & Recognition initiatives within business unit

Certifications and Recognitions

- Certified Agile Leadership - Organization
KPMG SixSigma Green Belt
IoT-Chef Winner (2016)

Lakshmi C Rajeev

Education

B.Tech. (Computer Science), Amrita School of Engineering, Coimbatore

Past Employers

SAP Labs, India

Overall Experience

9 years 8 months



32

BFSI professional with leadership experience in corporate lending, managing global subsidiaries, business development and digital transformation

Business Development, Managing Global Subsidiaries and SME/Corporate Lending

- Onboarded 14 MNC subsidiary clients from the US and Germany with a total FDI of which have contributed to 45% of the revenue of the Gujarat market
Onboarded asset portfolio with zero delinquency and enriched the margin for HSBC bank and achieved 25% y-o-y growth under intense competition from 9 banks
Led team of 6 sales executives and spearheaded commercial credit portfolio for Gujarat market
Managed foreign currency treasury and lending for corporate clients across sectors

Leadership and Digital Transformation

- Steered Digital transformation by the migration of major MNCs to Digital platform for Import/Export, Supply Chain and Cash Management
Spearheaded the training of new joiners and created process notes for Trade Finance Product
Collaborated with management consulting firms to strategize and implement large scale agile transformation and digitization projects
Co-founded a social enterprise and built an old age home 'Vatsalyadham' and raised INR 15 Million through digital penetration with 2 million reaches during Covid.

Awards and Recognitions

- Awarded 'Dynamo winner' at HSBC
Received PAN India Shooting Star award for achieving 600% of revenue target

Mansi Parmar

Education

B.Tech. (Electronics and Communication)

Past Employers

HSBC, Citi, Humanity First Foundation

Overall Experience

8 years



Seasoned maritime professional in sustainable operations management in global supply chain, with expertise in project management, risk management, stakeholder management and business development



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Project Management

- Led multinational teams in 50 plus supply chain operations each valued at over \$70Mn, ensured zero commercial downtime
Achieved 0% accident rate while leading cross-functional team in operations and maintenance of ship's Power plant
Hand-picked to a team responsible for optimising and facilitating purchase operation of assets worth \$45Mn at Korea
Led the design and development of native ERP for the entire fleet of ships

Process Improvement, Risk Management and Procurement

- Led cross-functional teams for bunkering operations with zero oil spill incidents, managed global vendors and planned procurement
Prevented losses due to machinery failure by conducting voluntary process checks during the guarantee period for new ship delivery
Achieved reduction in inventory costs by conducting demand analysis of spares for the vessel
Identified cost saving opportunities in fuel optimisation by better utilisation of resources

Business Development

- Head Commercial Manager for APAC region, managing clients such as Maersk, Scorpio, Great Eastern Shipping
Consistently got industry highest numbers of the region in sales by regular digital engagement with clients

Milan Shivhare

Education

B.S. (Marine Engineering), BITS Pilani

Past Employers

Ambrey, MMS Maritime Pvt. Ltd., Tolani Shipping Company Limited

Overall Experience

5 years 6 months



**Maritime Captain experienced in leading global supply chain operations, with expertise in project management, business development and process improvement**

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**Mohammad Farhan Maktabay**

**Education**

Master Mariner (Govt of India)  
B.Sc. (Nautical Science), Mumbai University

**Past Employers**

Trafigura Global Services, Synergy Maritime

**Overall Experience**

8 years 3 months



**Operations Management and Business Development**

- Managed a large team of senior ship's captains and chief engineers to plan and execute operations of a fleet of 25 ocean-going ships, generating over \$150 MM of annual revenue
- Led an international team of techno-commercial and legal experts to negotiate an acquisition contract for gas ships worth \$250 MM
- Led concept-to-execution of generating a new line of revenue worth an annual \$20 MM by establishing a marine fuel sales company

**Project Management and Strategic Innovation**

- Executed five major projects for repairs on large ships of up to 80,000 tons, leading teams of 300 persons
- Achieved annual CO2 emission reduction of 100 thousand metric tons, using innovative techniques for fuel optimization
- Conceptualized security strategy for West Africa for the complete fleet, ensuring safety and realizing cost-saving of \$ 1 million annually

**Leadership and Crisis Management**

- Led cross-functional team of various nationalities for managing 60+ extreme high risk, high-cost marine operations of transporting 60,000 tons of highly flammable LPG fuel, achieving 0% accident rate
- Achieved 20% improvement in safety-conscious behaviour of the crew by introducing evaluation and corrective action procedures
- Rescued three personnel onboard a distressed sailing vessel in the Mediterranean Sea by leading a team of 6 members in a rescue boat



35

**Dynamic sales professional with strong techno commercial skills and 7+ years of experience in the sales and marketing of technology projects and products**

**Mohammed Omer Farooq**

**Education**

B.E, (Mechanical), Muffakham Jah College of Engineering & Technology, Osmania University, Hyderabad

**Past Employers**

Mitsubishi Electric India Pvt Ltd, Fujitsu General India Pvt Ltd

**Overall Experience**

7 years 9 months



**Sales and Marketing**

- Spearheaded the B2B, B2C Sales and Marketing activities for the Centralized Air-conditioning segment in Telangana, increasing the market share from 12% to 35% over three FY's
- Responsible for revenue growth, P&L and price management. Achieved 26% Y-O-Y growth in FY20, surpassing the annual target of \$ 2.4M
- Streamlined the sales strategy through market mapping and analysis of competitors' data; increased the sales growth from -48% to 69% in FY18 and stabilized the gross profit.
- Enhanced the forecast accuracy from 65% to 88% - the highest in the organization - reducing inventory costs by 12%
- Secured coveted contract worth \$1M from HDFC Bank, ending four years of duopoly competition
- Generated \$200k in incremental revenue through strategic marketing campaigns in Telangana

**Stakeholder Management**

- Collaborated with 5 cross functional business units and generated new business worth \$330,000 - Highest in organization
- Established and nurtured relationships with external stakeholders-30 key accounts, 18 channel partners and a network of 15+ consultants, achieving the highest customer retention rate

**Achievements**

- Received Crore Club award for 2 consecutive years for displaying exceptional sales performance. The youngest and one of the only 2 recipients
- Received Award of Excellence- Awarded to the top 3% performing employees across all Business units

**BFSI professional with extensive exposure in SME lending, credit appraisal, TEV study, and relationship management skills**

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**Mridul Nedungottl**

**Education**

B.Tech. (Mechanical), Govt. Engineering College, (Thrissur); Certified Credit Professional (IIBF)

**Past Employers**

Indian Bank  
Utility Powertech Limited – JV of NTPC Ltd. & Reliance Infra. Ltd.

**Overall Experience**

6 years 2 months



**Credit Management**

- Assessed & allocated multiple credit facilities of over Rs. 25 Cores each
- Undertook company-specific research, due diligence, and comprehensive industry analysis for minimizing risks to acquire quality assets
- Prepared concise technical reports/viability studies and apprised top executives to enable prudent credit decision making
- Experience in improving TAT with strong networking with senior bank executives, clients and third-party stakeholders at various levels

**Leadership/Business Development/Strategic Initiatives**

- Organized programs focused on canvassing fresh business for Indian Bank in coordination with various MSME Associations-FICCI/District Industries Centre (DIC)/government stakeholders
- Designed and implemented customer/cluster specific loan products
- Negotiated for better deals with clients and strategically analyzed requirements to determine the best approach for sanctioning adequate credit facilities
- Coordinated with 70+ branches to facilitate acquiring new business accounts through field visits, liaising between - customers/internal/external stakeholders
- Streamlined existing processes for better implementation of time bound government schemes.
- Experience in tendering/procurement for NTPC powerplant maintenance

**Certifications**

- Business & Financial Modeling, Wharton Online (University of Pennsylvania); Certified Associate of Indian Institute of Banking & Finance (CAIIB)

**IT professional passionate about reinventing and differentiating businesses with digital capabilities creating incredible experiences to spur customer delight**

37



**Mudit Vaish**

**Education**

B.Tech. (Computer Science & Engineering), Vellore Institute of Technology (Vellore)

**Past Employers**

Fidelity International  
Ford Motor Private Limited

**Overall Experience**

7 years 9 months



**Product Development/Business Analysis**

- Developed product roadmap prioritizing product features of an e-contracting platform following the Kano model in consultation with product manager and product owners
- Performed A/B testing with target user groups through prototypes and visual designs of products developed in collaboration with product designers and engineering teams
- Led the e-contracting product launch in the European market by configuring, customizing, and enhancing product features to attain product-market fitment

**Quality Assurance Management**

- Ensured 98% test coverage with defect density of 0.2% for a new product, which offers ride-sharing service for office goers, by adopting an automation testing framework
- Created a cross-browser test automation system that resulted in 50% reduction in testing hours for a cloud-based Meeting Management platform for portfolio managers
- Created an innovative Knowledge Sharing Ecosystem to exchange new ideas and technologies within the department by establishing the QA Guild forum

**Innovation Initiatives**

- Awarded Ford's Innovation Patent Award for developing 'Smart Wheels', an assistive technology smart wheelchair for visually impaired people
- Spurred Innovation by securing first place in Ford IT Best Practices Fair by creating an online application that made it possible for users to access all project-specific information efficiently



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**Skilled management professional with leadership experience in project management, process transformation, strategy & marketing in IoT, social and consulting domains**

**Start-up Leadership**

- Prepared & implemented the go-to-market strategy for home automation products and generated 40x returns on marketing spend
- Established and managed a channel partner network across 8 cities generating a revenue of \$200k in 4 months
- Led a team of 17 employees to work across sales, marketing, account handling, R&D and HR
- Led institutional sales to CXO's, HNI's and entrepreneurs to convert over \$400k in revenue
- Primary representee for Wozart at conventions, networking & thought-leadership events. Amassed a network of 1000+ influential individuals

**Process Transformation and PMO**

- Assisted in process redesign for a trading conglomerate across 17 countries and for an international bank by preparing unified process flows. Established KPI's & SLA,s for governance
- Led the PMO for an organizational structure overhaul with 30 managers for a reinsurance giant impacting 5 functions and 270 employees
- Initiated the scope diversification of a PMO engagement to include process transformation. Contributed to \$100k revenue increase

**Recognitions**

- Pitched & Won 'Best gadget-2018' award from Vice-President of India
- Won 'Above & Beyond' and 'Super-Team' awards at KPMG
- Fellow, Make-a-difference. Led a 100+ volunteer team

**Professional Certifications**

- Project Management Professional - PMP
- Lean Six Sigma – Green Belt

**Nikhil Mandalika**

**Education**

M.Sc. (Biological Sciences)  
B.E. (Chemical), BITS Pilani

**Past Employers**

Cofounder & CMO, Wozart Technologies  
Associate Consultant, KPMG

**Overall Experience**

6 years 7 months



**Seasoned professional with product management expertise in video-on-demand industry and consulting experience in banking sector**

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**Nimisha K S**

**Education**

B.Tech. (Information Technology), Government Engineering College, Trivandrum

**Past Employers**

Nokia  
Velocix  
EXL Analytics

**Overall Experience**

5 years 9 months



**Product Ownership**

- Conceived and Implemented features for existing and new products for customers in on-demand video sector
- Converted customer contracts through partnership with multiple products and pre-sales teams by conducting customer demos and co-authoring product documentation
- Drove scrum responsibilities such as product backlogs prioritization, defining acceptance criteria, and conducting sprint cycles
- Created an automation pipeline for new features in Video Business unit reducing the man hours for testing by 60%

**Project Management and Process Improvement**

- Managed end-to-end releases collaborating with different teams, such as Engineering, sales, and customer support
- Redesigned the delivery process for new releases reducing the go-to-market time by 75%

**Consulting**

- Designed underwriting criteria for credit card applications setting personalized credit limits and offer structure to improve profitability
- Covid Credit Tightening: Implemented new credit criteria to limit losses due to deteriorating macroeconomic conditions with an EBIT Impact of \$1.85MM
- Optimized the credit card application process and reduced the process time by 30%

**Achievements**

- Runner-up in Inter-NOKIA Technical Paper Presentation for IOT based Intelligent Transportation System

**Business development professional with expertise in B2B sales, SaaS, market expansion, CRM, software implementation and CX digital transformation**



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**Territory Sales**

- Setup Indonesia sales team and lead sales from mid-market and enterprise companies
- Handled sales accounts and drove marketing activities in collaboration with marketing functions, regional agencies, and technology partners, leading to increase in revenue by 62%
- Onboarded reseller partners, technology partners, and system integrators
- Designed 'Rules of Engagement' with resellers by collaborating with stakeholders including sales leadership, marketing, and channel partners

**Account Management**

- Primary contact of customers, spearheading sales by collaborating with internal and external stakeholders. Achieved 141% of annual sales target
- International experience of selling in geographies such as Europe and Indonesia
- Created Go-To-Market strategies for new products and emerging markets

**Digital Transformation in Customer Experience**

- Moved businesses from traditional software to SaaS products and improved metrics in agent performance, customer satisfaction, and resolution time
- Implemented software products by collaborating with Solution Engineers, Product Managers, and Implementation Managers
- Increased campaign response rate by two times by moving from traditional channels to messaging channels

**Achievements**

- President Club: Top 10% performers
- Star Performer Award: Consistency in performance-120%+ target attainment

**Niru Kumari**

**Education**

B.Tech. (Civil Engineering), SASTRA University

**Past Employers**

Freshworks Inc.

**Overall Experience**

5 years 10 months



41

**Technology consulting professional with expertise in IT strategy, program management, stakeholder management and digital transformation**



**Nishant Gupta**

**Education**

B.Tech. (Computer Science & Engineering), SRM University

**Past Employers**

Capgemini, CBRE Group

**Overall Experience**

7 years 8 months



**Program Management and Digital Transformation**

- Conceptualised strategies and roadmaps to streamline and automate business processes by developing technology solutions and managing global-rollouts
- International work experience in managing a large scale Digital Transformation program. Managed a 30 member team to automate several key offline processes and decommission 10 legacy systems
- Deployed cloud-based Recruiting solution and AI chatbots for end to end digitization of hiring process leading to a 25% cost reduction and improved productivity

**Technology Consulting**

- Spearheaded a cloud-based Payroll System implementation project for a US client with 20K+ employees, leading to a 30% cost reduction for financial management
- Led a cloud-based performance management tool implementation for a large client, leading to reduction in global attrition from 30% to 22%
- Led a project to implement RPA for automatic ticket triaging to technology support teams, leading to savings of 3 FTEs

**Business Development**

- Designed solutions for multimillion-dollar RFPs and travelled to 7 countries to deliver presentations to clients
- Secured a 2 year contract extension with a large multinational client by engaging with multiple stakeholders from onsite

**Awards**

- Service Delivery Excellence Award - Awarded by the CEO - Capgemini India
- Excellence and Innovation Award - Awarded by the CEO - Capgemini UK

**Technology professional with functional expertise in business process management, stakeholder management, digital strategy, and IT solution delivery**



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**Business Process Management and Stakeholder Management**

- Managed end-to-end changes in the business process to track certain customers in the client's IT system, enabling the Energy client in UK to avoid regulatory fines
- Interviewed cross-functional Business Leads to understand reasons for and impact of the proposed changes in business process and to capture business requirements
- Formulated scenarios to analyze gaps between current and future business processes
- Managed and interacted with cross-geo stakeholders from the client, product vendor, and IBM Solution implementation teams for solution delivery

**Market Research and Pre-Sales**

- Developed solution proposals for IBM Enterprise Accounts to proactively increase the number of signings with potential clients
- Analysed client's industry, business performance, and key challenges during Market Research
- Keyed out client's major pain points and proposed relevant IBM solutions to address them

**Business Strategy Formulation**

- Formulated and presented business cases to client's Senior Leadership to secure investment for system upgrade; Proposed multiple options and identified the risks and benefits of each option
- Recommended appropriate option based on cost-benefit analysis and net present value analysis

**Digital Strategy**

- Furnished actionable insights by analyzing social media data to address client's business objectives
- Built social analytics proof-of-concept and recommended IBM solutions

**Nishant Kanhurkar**

**Education**

M.Tech. (Applied Mechanics), IIT Madras  
B.Tech. (Civil), IIT Madras

**Past Employers**

IBM India Pvt. Ltd.  
IBM UK Pvt. Ltd.

**Overall Experience**

7 years 8 months



**Multifaceted professional with experience in project management & planning, contract administration, process improvement, stakeholder management & marketing in the real estate industry**

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## Nithin Kumar Peratla

### Education

M.Tech. (Construction Technology & Management), IIT Madras; B.Tech., (Mechanical Engineering), Acharya Nagarjuna University, Guntur

### Past Employers

L&T Construction  
Lodha Developers Ltd

### Overall Experience

7 years 6 months



### Project Management and Contract Administration

- Led planning division for Mechanical, Electrical & Plumbing (MEP) of six buildings with G+65 floors
- Developed project specific monitoring tools like DPR, MPR; replicated in similar projects across BUs
- Streamlined invoicing procedures in collaboration with sub-contractors and client; improved cash conversion cycle from 60 to 30 days
- Part of SAP migration team for Macrotech IPO, leading to integration of contract administration systems
- Secured additional revenues of 15 Crore INR at Crescent Bay by proactive contractual communications.

### Stakeholder Management

- Collaborated with architects, procurement and costing teams for works requiring techno-commercial evaluation of latest technologies
- Led diverse project teams for increased efficiency, delivered MEP works of Palava City, saving above 20% on total cost
- Ensured timely completion of delayed project by leading 4 engineers, 15+ vendors & 80+ workforce; developed 3 vendors for critical tasks
- Handled procurement and led a two-member team; supported brand-campaigns of Macrotech Developers

### Brand Management

- Increased followership by 2% MoM by implementing digital marketing campaigns such as success stories, LinkedIn posts
- Part of Branding Team for GTM campaigns of Lodha Group

### Accomplishments

- Founded Excel-EDUCON, online platform that support rural-students academically
- Selected among 30 candidates, as Build-India-Scholar for Masters at IITM by L&T

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**IT consulting & ERP professional with 7.5 years of experience in ERP business process transformation, process consulting, stakeholder management, business intelligence**



## Omkar Satapathy

### Education

B.Tech. (Electronics & Telecommunications Engineering), VSSUT Burla, India

### Past Employers

Tata Consultancy Services

### Overall Experience

7 years 7 months



### IT Consulting - ERP Implementations

- Completed 5+ successful rollouts of both on-prem and cloud ERP solutions across various domains – Oil & Gas, Education, TTH, and Govt, with total value of USD 2.7 million
- 3 years of international exposure at client locations in UAE and Saudi Arabia geographies
- Implemented a payroll reporting module worth USD 250K for a UK based international cruise line, resulting in customer savings of more than USD 1+ million over 5 years
- Led a team of 25 people responsible for a USD 1.7 million production support for a KSA based military organization. Ensured zero escalations, 98+ percent SLA adherence, and 65+ percent decrease in repeat tickets
- Implemented a customized global work-structures module for KSA localization, worth approx. USD 500K. The solution solved a major product limitation of Oracle eBusiness Suite HCM

### Business Development

- Led a team of 15 to implement TCS's first ever cloud-based Oracle ERP in South Africa. Ensured further revenue of USD 300K from various customers in South Africa and Botswana
- Ensured additional revenue of USD 1.1 Million in 2 years from various KSA customers, owing to successful project implementations & support in key government & ministry accounts

### Stakeholder Management

- Led various CXO level project negotiations. Successful in negotiating with the CIO of a UK based oilfield services provider and converting a USD 4 million cloud implementation project
- Resolved a major quality of delivery escalation of a payroll implementation for a Qatar based government organization. Averted the conflict and ensured repeat business

**Marketing and customer analytics professional with experience across retail and lending domain**

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## Palash Fendarkar

### Education

B.E. (Electrical)-2014, North Maharashtra University

### Past Employers

L&T Financial Services Ltd  
Razorpay Software Pvt Ltd  
Algonomy Software  
Private Limited (formerly Manthan)

### Overall Experience

5 years 10 months



### Retail Analytics Consulting

- Performed pre-launch and post-launch analyses for multiple products and collaborated with brand managers to develop marketing strategy for an FMCG firm
- Developed and analysed marketing campaigns to drive up-sell/cross-sell across stores and products, bringing in incremental sales and footfalls
- Brought down the time spent by customers on POS during billing, significantly improving the customer satisfaction level during the checkout process
- Designed product bundling offers and assortment plans by performing product affinity analyses, resulting in incremental sales

### Credit Risk and Lending Analytics

- Led a team of 3 members to perform monthly portfolio analysis to generate insights for credit policy and product management teams
- Improved turnaround time for micro-loans disbursement by identifying bottlenecks at each step of the sourcing funnel
- Implemented customer prioritization techniques to improve collection efficiency at regional level, resulting in improvement of ~11%
- Identified instances of fraud using geo-spatial analysis, leading to audit of ~350 field level officers

### Achievements

- Awarded for working on the most impactful project of the year 2016-17 by Cartesian Consulting Pvt Ltd.

**Seasoned sales & marketing professional with strong bias for action and expertise in market penetration, negotiation, contracts, and customer experience**



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**Sales and Contract Negotiations**

- Contributed to annual turnover of 130-150 crores per year
- Bagged high NSR bulk orders, playing instrumental role in saving >10 crores for SAIL by negotiating with key clients - L&T, KEC, TATA, SHREE CEMENT, IOCL & Railways
- Diligently supplied to critical projects of strategic national importance, latest being HRRL
- Opened doors for sales of 2 products by astute assessment of pricing for e-tender bids

**Market Research**

- Increased Market share by 30% in 2 products by analyzing end-user patterns applying first principles.
- Tripled sales of 2 products within 3 years, by preparing potentially profitable industries' database.
- Developed strategy for launch of 3 new products, made SAIL hotspot for 2
- Added 40 MSME customers in a year; provided rich customer experience that established loyal customer base

**Strategy**

- Conceived 'Architects and Professor's Meet' and influenced professor-cum-consultants and indirect structural designers to replace conventional sections with new NPB
- Experimented with alternate logistic models that 'Optimized inventory, Strengthened forecasting mechanisms and Saved operational costs'

**Ideation**

- Conceptualized e-negotiation modules as WFH solution for SAIL
- Voluntarily proposed framework for digital transformation like ERP customization

**Paridhi Saxena**

**Education**

B.Tech. (Metallurgy), IIT BHU

**Past Employers**

Steel Authority of India Limited

**Overall Experience**

11 years 7 months



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**Accomplished professional with diverse experience in finance, risk management, and digital transformation across global banks**



**Parijat Roy**

**Education**

B.Tech. (Electrical and Electronics Engineering), IIT Guwahati

**Past Employers**

NatWest (RBS) India  
Goldman Sachs India

**Overall Experience**

5 years 10 months



**Model Risk**

- Went through Model Documentations and Regulation Standards to decide fitness/compliance of Risk/Pricing models for business use at the rate ~12 models per year
- Communicated the findings to stakeholders (Model owners, Head of Model Risk). Upgrades from findings resulted in ~10% reduction in capital requirement
- Developed ~10 independent challenger models in python to verify output from production models

**Risk Modelling**

- Designed and developed liquidity outflow model for Goldman Sachs Asset Management (GSAM) for regulatory compliance
- Led a team of 4 to update model documents for various risk models to regulatory compliant format. Liaised with colleagues from various teams across the world to get the required information

**Digital Transformation**

- Migrated daily Value-at-Risk (VAR) process from a proprietary platform to Murex making the Risk reporting process more holistic and state of the art

**Leadership/Stakeholder Management**

- Liaised with developers to define features for proprietary Model Risk Management System (MRMS) for issue tracking and capability improvement of the team
- Led a team of 5 to validate ~25 models in 2 years leading to 50% reduction in backlog

**Deep tech entrepreneur & product builder with CTO & CIO experience in creating startups, R&D, consortium-building, thought leadership: in AI SaaS, Fintech, Geospatial**



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**Leadership, General Management, Entrepreneurship**

- Created Product, R&D teams from scratch and led new venture creation, for AI-based enterprise SaaS, Fintech, and Geospatial technology companies in Singapore, Netherlands, and India
- Won multi-Million-dollar national Geospatial projects, led strategy for project bids totaling \$15+ million, as CTO of Panacea Geospatial. Led 20-member+ consortium teams
  - Won and implemented Gov. of India's pioneering National Data Registry project (analogous to UPI for India's spatial sector); built a key foundational platform for India's Smart City Mission
  - Co-led consortium team to win GOI's landmark National Geospatial Cloud project
- Thought leader for Panacea companies in national CII conferences (co-organizer/moderator/panellist)

**Product Management, Technology Strategy**

- Launched cybersecurity IT products to 500+ worldwide enterprise client-base and led product strategy as Chief Innovation Officer at Panacea Infosec
- Led development of Fintech products as Director of Business Solutions of Newgen Payments
  - Closed multi-crore technology IP licensing deals with a leading European payment provider enterprise client for our conversion optimization Fintech solution. Led IP negotiations

**New Product Development, R&D**

- Led R&D, patent filing, and go-to-market strategy of next-generation Spatial Registry platform
- Led development of Sensitive Information cybersecurity product, deployed across 20+ institutions
- Led R&D of AI-powered behavior anomaly detection (UEBA) solution for institutional BFSI clients
- VC Research project with Prime Venture Partners: Key Upcoming Trends in Indian Startup Ecosystem

**Parth Pathak**

**Education**

Bachelor of Computing with Honors in Information Systems (Dean's List)  
National University of Singapore

**Past Employers**

Panacea Geospatial Solutions,  
Panacea Infosec,  
Newgen Payments,  
Workforce Optimizer

**Overall Experience**

8 years



**A business finance professional with 10+ years of rich experience in corporate finance, commercial banking operations, credit & risk management**

**Corporate Finance/Credit & Risk Management**

- Corporate Credit underwriting experience spanning across diverse industries like Manufacturing, Infrastructure, NBFC, Power, Real Estate etc.
- Acquired, appraised and disbursed 500+ Proposals amounting to \$170 Mn by undertaking company research & credit analysis (Financial Statements Analysis, Working Capital Management & Project Finance assessment)
- Managed 8 Key Corporate Accounts; Provided complete credit solutions

**Operation Management/Leadership**

- Led Teams and Branches, optimized business processes, control & compliance Performance, customer complaints
- Managed Zone's Centralized Credit Processing Centre; reduced TAT by 30%
- Managed Zone's Credit Monitoring Department; achieved 20% reduction in SMA
- Managed Circle's Risk Management department; enforced Risk Management Policy in 300+ Branches

**Strategy Implementation/Business Development/Stakeholder Management**

- Implemented Customer Acquisition & Business Development Strategy for B2B, B2C and Government Departments at Branch and Zonal Level & achieved significant Business Growth
- Implemented FI initiatives of GOI; ensured effective coordination with various stakeholders
- Managed Zone's HR Capacity Building activity
- Managed Change and acted as Change agent during Merger of Allahabad Bank with Indian Bank

**Certifications**

- CAIIB (IIBF), Credit Management (NIBM), Risk Management (NIBM)



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**Peyush Kumar**

**Education**

B.A. (H) (Functional English), Patna University  
PGDBA (Finance), SCDL

**Past Employers**

Indian Bank  
Allahabad Bank  
State Bank of India

**Overall Experience**

10 years 4 months



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**Product manager with expertise in product design, development and strategy, and stakeholder management in the IT industry**

**Product Management**

- Managed end-to-end delivery of a Revenue Management solution for Pharmaceutical and Medical device manufacturers with complete ownership of product development, delivery, launch, maintenance, and stakeholder negotiation
- Spearheaded initiatives to facilitate the transition of the existing customers to the cloud offering which improved the Net Promoter Score of critical customers
- Led multiple product releases in requirement gathering, product planning, product roadmap definition, solution designing, backlog management, and creating marketing collaterals
- Streamlined requirement specification process by establishing SOPs for product planning and requirement definition

**Product Design and Development**

- Reduced test cycle time to 50% by establishing test automation and execution processes, that resulted in early recognition of potential defects
- Improved accuracy and performance of system process by fixing critical product defects

**Stakeholder Management**

- Improved internal stakeholder engagement for multiple projects by establishing customer feedback mechanism
- Conducted workshops and training with various internal and external stakeholders and customers to align them with the product vision and implementation

**Certifications**

- Certified Scrum Product Owner (CSPO)
- Innovation of Products and services: MIT'S Approach to Design Thinking

**Prachi Tripathi**

**Education**

B.Tech. (Computer Science and Engineering), Jawaharlal Nehru Technological University  
M.Tech. (Computer Science), Jawaharlal Nehru Technological University



**Past Employers**

Model N India Pvt. Ltd.

**Overall Experience**

6 years 9 months



51

**Operations management professional with experience in value chain optimization, project management, data analytics, and R&D**

**Project Management**

- Led R&D for development of a new product made from plant wastes, improving fuel efficiency of iron making units by 1.5%
  - Executed trial campaigns and facilitated projects team for setting up an industrial unit
  - Published 3 technical papers in a national journal
- Managed technology and process development effort in India for a new sustainable iron making technology (Hlsarna)

**Data Analytics**

- Developed an empirical model for increasing internal consumption of steel by-products while maintaining the product quality, saving ₹16 cr/annum in reagents
- Deployed logics in the Level-2 Automation System for minimizing raw material consumption in iron making units based on material availability and process constraints, saving ₹14 cr/annum

**Operational Improvement**

- Identified opportunities for operational improvements and implementation of new technologies in the steel plant using data-based approaches and domain knowledge
- Executed over 25 critical data-driven projects in iron making domain such as mitigating captive iron ore mines closure with imported ores, building quarterly coal baskets for import

**Recognition and Certifications**

- Certified Full Stack Data Scientist from Jigsaw Academy
- Won 3 Apex level awards from CEO & MD during FY'20-21

**Prateek Sanjay Mathur**

**Education**

B.Tech. (Metallurgical and Materials Engineering), VNIT Nagpur  
M.Tech. (Steel Technology), IIT Bombay

**Past Employer**

Tata Steel Limited

**Overall Experience**

6 years 7 months



**Seasoned professional with experience in key account sales, digital/traditional marketing, and product management across BFSI, IT product and energy sectors**

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## Rajiv Venugopal

### Education

B.Com., MBA (Marketing)

### Past Employers

DLF Pramerica Life Insurance, Ramco Systems, Gmmco Ltd

### Overall Experience

7 years 9 months



### Sales and Business Development

- Generated an incremental contribution of 13% in annual insurance sales through existing/new accounts.
- Increased DPLI's business potential by Rs. 60 L by securing a prospective tie up with one of the division's largest NBFC distributors
- Generated the largest enquiry (~USD 50 m.) within a month of joining the Industrial sales team at Gmmco; Became the first employee of non-technical background to join the team

### Marketing Management

- Generated a 7% increase in enquiry conversion and 21% improvement in revenue by leveraging digital marketing tools
- Improved customer engagement by 7X through rule-based automated social media/email campaigns on "Hubspot"
- Experienced in driving product launch initiatives through a mix of marketing activities (PR, digital marketing, events, roadshows, cross-promotion etc.)

### Product/Category Management

- Drove a digital transformation/change management project to transform end-user's post-purchase experience and generate incremental revenue
- Youngest employee in 2017 to get selected into Gmmco's CEO Circle to help grow the firm's technology solution
- Improved market participation by 8% by implementing six sigma processes Experienced in developing market penetration strategy – achieved 91% of budget in 2019
- Streamlined data collection and communication processes to facilitate improved inventory planning



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**Independent automotive engineering consultant with experience in U.K., Germany, and Austria for product launch of JLR, Mercedes and TATA**

### Product Development and Management

- Independent consultant– developed patent for hydrogen fuel engine
- Developed AI based intelligent optimisation for cooling performance of vehicle
- Introduced novel concept for regression analysis-based optimization of vehicle emissions performance to JLR
- Technical Specialist: Responsible for delivery of road to rig transient testing facility

### Leadership

- Lead a cross functional team at JLR to deliver cost saving of £500k to the fleet launch via the transient rig facility project
- Mentored engineers on the data analytics process for vehicle performance optimisation
- Identified process gap in development process and championed the analytics procedures for vehicle performance optimisation. Reduce time to series launch by 3 weeks
- Competitor benchmarking and product launch requirements analysis for patent pending Hydrogen engine developed

### International Experience

- Worked primarily in Germany, U.K. and Austria for last 10 years.
- Accustomed to handling clients and teams of multi-cultural background

### Extra Curricular

- Hiking – cycled to Khardung La pass at 18000ft

## Ramachandran Iyer

### Education

M.Sc. (Automotive Engg) RWTH Aachen, Germany, B.Eng. (Hons) (Mechanical) BITS Pilani - Dubai

### Past Employers

AVL Powertrain UK Ltd  
Ram Iyer Ltd

### Overall Experience

8 years



**Software professional with international work experience in technical sales, business development, customer support, digital marketing, R&D, and project management**

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## Renganathan Sekar

### Education

B.E., PSG Tech, India  
M.Sc., RWTH Aachen, Germany

### Past Employers

MFRC, South Korea  
WZL, Germany  
VOLVO Trucks India

### Overall Experience

7 years 6 months



### Digital Marketing, Project Management

- Increased web-traffic by 153% by implementing digital marketing campaigns with an array of self-authored marketing assets (Blog posts, white papers, success stories, LinkedIn posts)
- Commercialized 5 software modules and reduced product development time by 30% by managing 12+ stakeholders and 8 projects across multiple geographies

### Technical Sales, Business Development

- Accomplished an YOY 25% growth in number of users, 32% revenue growth for 3 years in USA and Germany by presenting engineering solutions and driving new user acquisitions
- Increased top line by INR 22 Mn by driving the Go-to-Market strategy for our software in India and by selling perpetual licenses to 4 Indian forging companies in 2.5 years
- Trained 500+ engineers across Auto OEMS & component manufacturers on advanced forging simulation technology (attendee satisfaction rate of 95%)

### International Work Experience

- Worked primarily in South Korea and Germany for the past 5.5 years
- Linguistic interface between German customers and Korean co-workers at technical, sales meetings
- Attended 15+ trade shows, globally, to demonstrate product value proposition to booth visitors

### Recognition

- Best of class award for outstanding academic achievements in RWTH Aachen University, Germany
- Self-published a book on Python Scripting on Amazon and a course on Udemy

Seasoned professional from the manufacturing sector with expertise in operations management, process improvement, project management and digital transformation



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#### Operations Management and Process Improvement

- Led a team of engineers to reduce % FeO in the EAF Slag by 5% that led to the increase in the process yield
- Implemented process modification along with a cross-functional team to reduce coal consumption in DRI that led to 5% cost saving
- Devised a strategy to reduce the venting of cold air from 20% to 5% and executed it by the support of executives across various departments

#### Project Management and Stakeholder Management

- Managed execution of the waste heat recovery project in Blast Furnace that led to fuel saving worth 8 crores
- Timely co-ordinated with various internal and external stakeholders to implement a project that reduced power consumption by 500 kw in BFP

#### Digital Transformation

- Guided the SAP BI team to build a dashboard for monitoring the energy consumption
- Conceptualised & built a model to evaluate financial feasibility of an energy saving project

#### Recognition and Certifications

- Awarded Executive of the month by JSPL in 2014
- Passed CFA Level 2 exam in 2017

### Rishubh Binaykiya

#### Education

B.Tech. (Metallurgical & Materials Engineering), IIT Kharagpur

#### Past Employers

Jindal Steel & Power Limited

#### Overall Experience

8 years 8 months



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Extensive experience in administration of DB2 client databases, expertise in client level stakeholder management

### Ritika Sahay

#### Education

B.Tech. (Computer Science and Technology), NIT Agartala

#### Past Employers

Cognizant  
IBM

#### Overall Experience

8 years 8 months



#### Database Administration

- Worked on the administration of db2 databases (5 production, 5 QA and 3 development) of US based client ACCO Brands while working with Cognizant
- Worked on the migration of one their databases to the Azure
- Worked on administrating the multi partitioned databases (8\*8 partitions) of UK based client H3g while working with IBM

#### Process Innovation and Management

- Led the implementation of automation of HADR on client databases from scratch thereby reducing the possibility of downtime by 75%. Conducted knowledge transition sessions for the same
- Automated several processes thus reducing efforts involved by almost 95%
- Led a cross functional task force, involving 3 teams and 20 members, for database pruning that stretched over 2 months, thereby reducing database size by around 2TB
- Worked directly on client requests for query tuning reducing the cost and time of query 50-90%

#### Awards

- Received 'Job Well Done' Award from the client, ACCO Brands while working for Cognizant (September 2015)
- Won Manager Choice Award (May 2017), Deep Skill Adder Award (Dec 2017), Certificate of Recognition (May 2018), and Performance Award (2020) while working with IBM

General manager with experience in heading sales, operations, projects and taking director level strategic decisions



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#### General Management

- Part of board of directors' decisions to finalise various investment decisions including a 12-crore investment plan to be implemented over 3-years
- Enhanced production capacity by 100 % in our polymer division, and stores capacity by 200 % by leading the project to match forecasted growth
- Enhanced Research and Development facilities by leading the project and being a part of lab design team

#### Sales

- Made the textile chemicals division profitable by implementing an aggressive cost to market strategy
- Increased sales volume per client by 75%, by acquiring our competitors share through incentivised pricing

#### Operations and Processes

- Increase in dispatch achievement by 20% by increasing productivity and output. This was done to tackle cancellation and delay of orders
- Reduced effluent treatment costs by 20% by leading a cross functional team of chemists and various HODs to reduce effluent generation

#### Purchase and Procurement

- Reduced the cost of materials by reducing the number of single vendors sources by 100 through the implementation of a multi-vendor system.
- Increased the number of credit days by average of 15 days per supplier by providing incentives to vendors to do so

### Rohan Anant Sawalka

#### Education

B.S. Engineering (Industrial & Operations Engineering), University of Michigan Ann Arbor, USA

#### Past Employers

GTZ (India) Pvt Ltd

#### Overall Experience

7 years 2 months



**A professional with experience across corporate strategy, project management, stakeholder management, and market intelligence with interest in technology sector**



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#### Corporate Strategy

- Led strategy and market intelligence for the CEOs office of a dynamic and fast-paced global RPA start-up
- Developed a performance measurement model, implemented across 14 departments and 8+ geographies and a competitive threat dashboard that dynamically tracked 10 competitors every month.
- Developed strategies for threats & opportunities arising from COVID-19 in the process automation sector.

#### Market Research and Competitive Intelligence

- Led cross-organizational teams to conduct primary and secondary research and presented deliverables to clients, helping them win multi-million-dollar deals
- Instrumental in landing a new client in the healthcare sector, converting to recurring revenue of US\$60k per year
- Led projects spanning B2B branding, M&A target identification, market sizing for clients ranging from a Japanese chemical manufacturer to a US Oil & Gas company

#### Project Management

- Managed and created an optimal process for international relocation of 30 employees across 6 countries for a global tech start-up
- Developed a recommendation for organizational structure and collaborated with HR to implement a hybrid model of operation
- Managed end-to-end delivery of complex projects from scoping to client presentations

### Saily Agarwal

#### Education

B.A. Honours (Mathematics),  
Lady Shri Ram College for Women,  
University of Delhi

#### Past Employers

AntWorks  
Infiniti Research  
Evaluserve

#### Overall Experience

9 years



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**A sales and marketing professional with expertise of multi-channel marketing, BTL activations, and business development in lubricants industry**

### Samarth Bhatnagar

#### Education

B.Tech. (Mechanical Engineering),  
Uttar Pradesh Technical University

#### Past Employers

Bharat Petroleum Corporation  
Limited

#### Overall Experience

7 years 6 months



#### Sales and Business Development

- Responsible for the Top-Line and Bottom-Line targets for 10 Districts & 1 Union Territory in Gujarat across three different sales channels with 330 channel partners
- Drafted and orchestrated product-specific channel schemes & campaigns targeted at customers across multiple channels
- Increased Spread of Primary Distributor Network from 2 to 9 Districts

#### Marketing Management

- Developed Long-term stakeholder (Mechanic / Retailer / Fleet Customers) engagement programs to build upon their loyalty, thereby arresting chronic undercutting
- Recognized as one of the top 5 Officers All India for successful implementation of pan India Marketing campaigns in the two-wheeler segment
- Single handedly designed and executed an Innovative & cost-effective Company Branding campaign (Budget: 67 lacs) during the Kumbh mela - 2019, Allahabad (Largest peaceful gathering in the world)

#### Process Improvement

- Designed an Excel-based IT - CRM tool for increasing quarterly billing of channel partners to reduce long term Overdues
- Conducted sales and business strategy training for various stakeholders in the value chain - Retail outlet dealers, their managers, Delivery salesmen, Distributor Sales representatives, and Distributors

**Accomplished professional with specialization in process planning, procurement & inventory management, and product development in aerospace and defence industry**



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#### Planning and Product Development

- Conceptualized and developed the Progressive forming technique for fabrication of components of Environment Control System of the Tejas aircraft
- Led the Capacity Requirement Planning of Tejas MK-II, involving consolidation of capacity status, process planning, and loading schedules
- Achieved 20 % reduction in the lead time of Indigenous Engine Exhaust System by incorporating PDCA methodology and reducing non-value-added activities
- Led high-stake testing and integration of bombs on Tejas aircraft at IAF site

#### Digital Transformation

- Managed Project Parivartan in collaboration with Tech Mahindra by implementing centralized ERP
- Conceptualized and built digital dashboard to improve operational efficiency, reducing turnaround time of aircraft by 25%

#### Procurement and Inventory Management

- Oversaw procurement deals worth +20 Cr. INR from an ecosystem of more than 20+ global vendors Finalized contract specifications, conducted vendor evaluation, techno-commercial evaluations of bids, and price negotiations
- Achieved 15 % reduction in contract execution time by implementing demand forecasting model

#### Achievement and Certification

- Patented welding fixture of a critical assembly of landing gear of Tejas
- Lean Six Sigma Green Belt by KPMG
- Digital Transformation by BCG

### Sanan Kumar

#### Education

B.E. (Mechanical Engineering)  
Amravati University

#### Past Employers

Hindustan Aeronautics Limited

#### Overall Experience

7 years 3 months



**Finance professional with expertise in financial planning and budgeting, cost optimization and strategy formulation**



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**Sapna Agarwal**

**Education**

Chartered Accountant, ICAI  
Company Secretary, ICSI  
Cost Accountant, ICMAI (Gold Medalist)  
B.Com (Honors), Lucknow University

**Past Employers**

Tata Communications  
Vodafone Cellular Ltd  
Aircel Limited

**Overall Experience**

9 years 4 months



**Leadership and Strategy**

- Internal sales strategy consultant to APAC & Media Segment Sales Head. Improved sales team productivity by 5%-6% by driving processes pertaining to customer segmentation and sales role coverage
- Due diligence of sales pipeline by analysis of products, deal life cycle and customer potential. Improved the deal conversion rate by 2% by highlighting the improvement areas

**Financial Planning and Decision Making**

- Led the annual budgeting exercise for a large business unit with over \$100M annual turnover including forecasting income statement (assessment of revenue potential, cost drivers and EBITDA management). Achieved forecast accuracy of +/-1% against the company average of +/-2.5%
- Data driven decision making support to map cost optimization areas. Spearheaded financial evaluation of customer service cost by reevaluating conventional modes of customer interaction, thereby reducing it by ~7%
- Periodic reporting to key stakeholders highlighting the key performance indicators, variance analysis and providing business plans for bridging the gaps



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**Seasoned operations professional with extensive experience in operations, quality assurance, stakeholder management and digital transformation**

**Sayantan Das**

**Qualification**

B.E. (Honours) (Metallurgical Engineering), Bronze Medallist

**Past Employers**

Indian Oil Corporation Limited

**Overall Experience**

5 years 6 months



**Operations and Quality Assurance**

- Led cross functional team, planned and ensured on-time completion, implementation of various maintenance activities
- Headed a committee of 3 executives in Procedure Qualification Test for quality assurance during pipe production
- Conducted 45+ feasibility analysis, initiated and executed 35 proposals of above INR 33 crore

**Digital Transformation**

- Played pivotal role in digital integration of pipeline data for approximately 1300kms of pipeline, a strategic initiative of the organisation
- Analysed the static and dynamic variables, flow conditions, external and internal factors and increased the pipeline availability from MoU target of 95% to 98.7%

**Leadership**

- Handled workers tool down, negotiated with workmen and contractors in difficult environment to find a feasible solution
- Mentored senior executives and peers in various training programmes

**Awards**

- Shankar Kumar Das Memorial Bronze Medal for securing Third position in B.E. in Metallurgical Engineering from Jadavpur University

**Management professional with expertise in retail & e-commerce industry. Experience in brand strategy, planning and category management for global brands and markets**



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**Shailaja Murty**

**Education**

B.F.Tech, NIFT, Hyderabad;  
Executive PG Certificate, IIFT, Delhi

**Past Employers**

Aditya Birla Fashion & Retail,  
Landmark Gulf, Marks & Spencer,  
Shopclues.com

**Overall Experience**

9 years 4 months  
(2 years 4 months in  
United Arab Emirates)



**Business Strategy and Planning**

- Held accountability for Revenue, Profit and Gross Margin goals for Ecommerce, Brick & Mortar and Franchisee models
- Managed multiple stakeholders to control value chain for international Fashion Brands with varied scale of operations
- Led Go to Market Strategy to launch Max Fashion in north African countries
- Institutionalized Business processes for Internationalising Brands in new markets
- Extensively travelled to multiple countries for Market Discovery & Competition Landscaping

**Category Management**

- Led Planning vertical and delivered Key Performance Indicators for 100+ stores of global retail clothing brand with annual turnover of INR 200 Crores
- Managed Merchandise Planning for 200+ stores brand across 12 countries in MENA and Asia region for Business size of USD136 Million
- Led teams for developing Sales Forecasting, Assortment Plans, Pricing Strategy, Markdown cycles and Inventory Management
- Spearheaded the cosmetic registration process for 3000+ stock keeping units, by mobilising stakeholders across the value chain in multiple countries

**E-Commerce**

- Managed end to end customer Experience and growth for Category, Gross Merchandise Value and Spend Management targets
- Scaled up Category by Brands and partners Onboarding, Catalogue curation and designing targeted Campaigns

**Business analytics professional and former entrepreneur with expertise in data analytics, client engagement, growth, program management and data driven cross functional roles**

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**Sitanshu Gupta**

**Education**

B.Tech., IIT-BHU Varanasi

**Past Employers**

Shuttle, Flathood (Self venture), TheSmartCube, Grail Research

**Overall Experience**

8 years



**Program Management**

- Established and nurtured a 6-member pan India efficiency team at Shuttle, which managed and executed route design changes, bus addition, and improved occupancy at city level. Execution involved working with multiple teams like Acquisition, Analytics, Supply and Operations
- Part of the core team which helped the business grow 6x in 2 years, helped launch five cities
- Played a pivotal role in scaling pan India bookings by >500%, managed addition of ~500 buses to increase supply 2x
- Prepared quarterly strategic plans and executed them to achieve occupancy targets (NCR region) and improving gross margins

**Entrepreneurship**

- Co-founded and built 'Flathood', a real estate transactional platform in NCR. Grew the business to a revenue run rate of 2.5 lakhs a month, with a 14-member team. Worked on sales, operations and product during the stint

**Analytics, Client Management**

- Client-facing roles in digital marketing, business research and data modelling for US, UK and Japan based clients
- Familiarity with various analytics tools such as Excel VBA, SAS, Python and SQL



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**Start-up founder with expertise in building and managing cross-functional teams; product development experience in the commercial vehicle and FMCG space**

**Sudhanshu Agrawal**

**Education**

B.S. (Mechanical Engineering), The Ohio State University

**Past Employers**

Matilda Solutions Pvt. Ltd. (Start-up), Hendrickson Commercial Vehicle Systems, Chicago, USA

**Overall Experience**

7 years



**Entrepreneurship and Strategy**

- Founded a beverage start-up called 3Sisters with five variants of non-alcoholic beer. Single-handedly established entire supply chain for raw materials, manufacturing and distribution
- Created company vision and built a team of 20 for operations, marketing and sales
- Scaled the business to 7 cities across 5 states and an annual revenue of US\$ 250,000, gross profit margin of 80% and an operating margin of 15%
- Made key strategic decisions on brand identity establishing strong online and offline presence through targeted marketing campaigns and promotional activities
- Sold the business in January 2021 for a cash and royalty deal

**Product Development**

- Worked in close coordination with various business units, departments and manufacturing plants in Mexico and Canada through the development process from initial customer request to prototype and finally to production launch of leaf springs
- Worked on next-gen ultralight composite leaf springs and benchmarked them to existing steel springs
- Established PLM best practices for design repository and worked on implementation across business units
- Conducted root cause failure analysis and developed FMEA protocols for future product offerings

**A chartered accountant by profession, with diverse experience as an Angel Investor, financial consultant, entrepreneur and auditor**

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**Surya Nymisha Puvvada**

**Education**

Chartered Accountant B.Com., Andhra University

**Past Employers**

Artha Arbitrage Consulting, Prathishta Business Solutions Pvt Ltd, Price Waterhouse Coopers

**Overall Experience**

5 years 3 months



**Financial Analysis**

- Raised funds worth INR 22 Cr under two different investments - South Indian movie production company and a new K12 school, working with banks and investors
- Reduced effort and time taken by 20% in making business decisions - by providing financial analysis of data by designing and implementing flexible and dynamic models
- Built financial models and pitch decks for startups after identifying client advantage by conducting deep industry and market research.
- Evaluated 15 profiles of different sectorial startups, charted out their next steps and recommended actions

**Project Management and Operations**

- Led a team of 80 people for project implementations, setting up organisation structures, processes, and quality assurances in a manufacturing company - a co-packer for PepsiCo India
- Reviewed project cost reports and devised creative strategies to cut costs and meet budgets, thereby generating additional profit of 3.75% for stakeholders
- Designed the organizational and HR structure, created corporate hierarchies enabling effective communication and quick resolutions for three divisions of the firm

**Recognition**

- Instrumental in helping the company win Caleb Bradham Award and represented the company in the award ceremony

**Operations management professional with diverse experience in strategic sourcing, vendor management, channel sales, dealer development and rural marketing**



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**Tarun Dheer**

**Education**

B.Tech. (Mechanical Engineering),  
NIT Allahabad

**Past Employers**

Bajaj Auto Limited  
Maruti Suzuki India Limited

**Overall Experience**

8 years 8 months



**Supply Chain Management**

- Managed procurement operations for over 600 automotive parts across different categories with an annual turnover of approximately 200 Cr INR.
- Successfully executed strategic Sourcing of over 250 auto components for 5 new models
- Accomplished yearly cost reductions to the tune of 12 Cr for 3 years in a row through Value Analysis, Value Engineering, and localization activities.
- Developed alternate sources and restructured share of business for critical vendors to make the supply chain more robust, resulting in almost total elimination of quantity and quality defaults
- Instrumental in establishing a proactive approach to Supplier Risk management by working with BCG Consultants on development of Supplier Risk Management Module for in-house use

**Sales and Marketing**

- Identified potential opportunities in assigned territory, increased market share by 7% and number of channel outlets by 45% in a span of 2.5 years.
- Consistently achieved a high level of customer satisfaction by implementing comprehensive customer engagement initiatives, resulting in reduced customer complaints by 86%.
- Pioneered brand building efforts for new and existing models in rural markets.
- Selected as an emerging leader in marketing and sales team of two-wheeler business of Bajaj Auto and identified for fast-track growth and succession pipeline.



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**Professional with experience in investment banking, and private equity with capabilities across M&A, start-up valuations, financial analysis and growth strategy implementation**

**Financial Modelling and Analysis**

- Prepared robust financial models at Goldman Sachs for clients across sectors as part of the Middle East and London teams
- Analysed and evaluated early stage start-ups in upcoming sectors using traditional plus unconventional qualitative and quantitative methods

**Leadership**

- Handled client servicing for deals valued at more than \$350 million by being the SPOC and connecting all stakeholders across the target and acquiror teams
- Led the process to backward integrate by acquiring a company involved in the mining of the primary raw material of the production process with the goal to increase operating margins

**Business Analytics**

- Developed and implemented a master assets under management (AUM) database that overhauled the existing manual input system
- Created complex database solution methods that allowed team members to access and analyse data swiftly, thereby reducing turnaround time by 10% and enhancing team efficiency

**Implementation**

- Proposed strategies to drive profitability and enhance returns from local operations as part of a firmwide efficiency project
- Developed B2B strategy and identified key partners to launch into the local market for an export-oriented business

**Vatsal Todi**

**Education**

B.Com. (Commerce), University  
of Mumbai

**Past Employers**

Goldman Sachs,  
Brand Capital,  
Pacific Quartz  
Surfaces

**Overall Experience**

8 years 4 months



**Chemical engineer with experience in engineering consulting and project management. Entrepreneur with experience in operations and brand building**



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**Venkata Neelapala Tejaswi**

**Education**

B.E. (Chemical Engineering).  
M.Sc. (Chemistry (Hons)), BITS Pilani

**Past Employers**

Schneider Electric Software India  
Pvt. Ltd.; Founder/  
Co-Founder - 100N

**Overall Experience**

9 years 1 month



**Process Consulting**

- Managed the development of functional and concept technical design specifications and provided technical leadership on all phases of delivery on the Gas Plant project for an international client worth 5million USD
- Identified critical concerns in operations and ensured the implementation of the application without any risks

**Project Management**

- Led a 10-member team to execute projects and maintained project-specific standards by reviewing the project standards and quality documents
- As a part of delivery milestones traveled to the site in Kuwait and Korea and finished execution there while communicating with the team in India
- Contributed substantially to end-to-end development of Operator Training System of Greenfield and up-gradation of Brownfield projects

**Vendor Management and Client Engagement**

- Led cross-functional teams by coordinating with clients for tender preparation and techno-commercial evaluation of Bids amounting to 3 million USD
- Managed simultaneously the clients and 3 teams across different technology functions to deliver multiple high value projects

**Entrepreneurship**

- Generated revenues worth 18 million INR per year in the second year of 100N by focusing on developing a good product and developing a trust-based relationship with the consumers

**Experienced analytics & consulting professional with expertise in creating outstanding data-driven/technology solutions. Proficient in stakeholder, project & team management**

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## Vikram Gupta

### Education

B.Tech. (Computer Science and Engineering)

### Past Employers

Intermiles, MakeMyTrip, American Express, ZS Associates, TCSL

### Overall Experience

8 years 3 months



### Analytics and Implementation

- Implemented 7+ end-to-end data and reporting solutions with highly complex process flows for multi-million-dollar projects for Pharma, Banking & Insurance behemoths
- Leveraged data for process optimizations & helped cut costs by ~10% & raise the sales metric from ~10 to ~5000 during COVID-19 at MMT
- Designed workflows, end-to-end SAS codes for Card Incentive Systems (CIS) & Spend Leakage controls on Amex Credit Cards using SAS, SQL
- Conceptualized & Implemented plug-&-play Data Quality frameworks
- Enabled Cross-Functional data, e.g., Clicks & Impressions data from marketing to drive sales
- Developed a prototype of a Heart-Attack prediction system with a 60% fit at ZS

### Leadership and Project Management

- Led hotel Analytics and Strategies team at MMT; Spearheaded analytics reporting, catering to 350+ team members with 50+ 360-degree reports
- Product Liaison for Hotel's Management product and real-time competition-crawl tools at MMT; Product Owner for Client Incentive System at Amex
- Led data teams for multiple Spend Categories at Intermiles; Registered an increase of 5% in repeat customers, thereby improving NPS
- Managed high-profile clients directly with frequent communications around requirement gathering, project implementation, and process improvements



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**Certified project management professional with experience in market research and analysis, engineering consulting and operations management**

### Project Management

- Led multi-disciplinary teams of 15 engineers to execute end-to-end engineering projects including procurement and construction support activities
- Conducted review meetings with cross-functional disciplines and proposed cost-effective techno-commercial solutions resulting in savings worth \$2 Mn across projects

### Market Research and Analysis

- Managed end-to-end execution of primary and secondary research, internal data collation, market and competitor analysis to successfully guide sales and marketing decisions
- Led a team of analysts to execute a \$25K market research project for KPMG Bahrain, providing actionable insights about medical education landscape in the GCC region

### Process Improvement

- Spearheaded several initiatives for incorporation of automation into project execution geared towards work process optimization in the EPC industry
- Implemented an improved framework for data sharing and recording between disciplines leading to substantial reduction in man-hours consumption

### Operations Management

- Managed operations of a steel forging plant by planning production activities and ensuring on-time delivery of finished mild steel products

### Professional Certifications

- PMP®, PMI, 2021; CSPO®, Scrum Alliance, 2021; Lean Six Sigma Green Belt, KPMG, 2017

## Vikram Tamer

### Education

B.Tech. (Chemical Engineering),  
Constituent College, Nagpur University

### Past Employers

Benori Knowledge  
McDermott International  
Fluor Corporation

### Overall Experience

7 years  
(3 months in Italy)



**A sustainability-driven professional proficient in building innovative & scalable solutions, management advisory, organizational growth and people management**

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## Vishal Laxman Bengeri

### Education

B.E. (Mechanical Engineering),  
University of Pune

### Past Employers

Enabling Leadership (NGO)  
Mahindra & Mahindra  
Ltd

### Overall Experience

7 years 6 months



### Leadership, Strategy and Organizational Growth

- As a City Lead for 3 urban & rural sites, I led the planning, program deployment, budgeting & hiring, and catered to 60+ schools, 2000+ under-resourced kids, through a 51-member team
- Institutionalized the Expansion, Operations & Technology Strategy as a member of Leadership Committee
- Built the city-team from scratch & mentored them, fostering a culture of growth & excellence, resulting in the lowest employee attrition rate for past 3 years. Forged sustainable partnerships & managed relationships with the government & corporates to secure long-term funding & move towards policy advocacy

### New Product Development

- Led the Design & Development of BS4 After-Treatment Systems for M&M's new range of Intermediate Commercial Vehicles achieving 21% weight reduction & 30+ lacs of tooling cost savings
- Youngest in a 4-member team selected to work with AVL in Austria, and provide consulting support to the Truck and Bus management in preparing a BS-6 technology & compliance roadmap
- Filed patent for a unique muffler design by implementing a new design philosophy, which resulted in 90% improvement in effectiveness

### Extra-Curricular

- Ball to All Ambassador – Been using football as a medium to promote social and gender inclusivity among under-resourced children

Seasoned oil and gas professional with 8 years and 5 months of experience in operations, technical sales, and cross-functional experience in new product development

#### Operations Management

- Led a team of 25+ people on-site to execute capital-intensive production enhancement operations for clients across India, UAE, Iraq, and KSA
- Managed P&L for multiple projects in the functional unit, incorporating cost reduction methods through vendor management and strategic resource allocation
- Increased operational efficiency for projects by addressing key bottlenecks, reducing costs by 25% every month

#### Technical Sales

- Generated revenue by driving the entire cycle, from research and testing, to selling of a novel product, achieving significant savings for the customer
- Increased the scope of service requirement in the contract that later evolved to be the benchmark for future bids which led to increased revenue for the company
- Responsible for pricing techno-commercial bids and collaborating with functional departments to bid in integrated projects
- Provided consultation services for client in evaluating suitable service providers by auditing contractor's operational conduct

#### Achievements and Certifications

- Awarded the title of Sales champion by the Director – Middle East & Asia-Pacific for growing NPR (New Product Revenue worth USD 1.5Mn) in India
- Author of four published research papers
- Selected for the company's HIPO program-LEAD, a four-year leadership training



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### Yash Pandey

#### Education

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

#### Past Employers

Baker Hughes, Essar Oil

#### Overall Experience

8 years 5 months



## Placement Process



Pre-placement Talks for the current batch start by **September 2021**

Final interviews start on **November 09, 2021**



### Placement Fee

A fee of INR 1,00,000 (plus GST) per accepted offer is charged to companies participating in the placement process on the first day of placements. No fee is charged for placement interviews scheduled after the first placement day.





### **Pre-placement Talk**

The Pre-placement Talk (PPT) helps companies and students interact with each other. The representatives of companies share information relating to the profile of their company, key aspects of business, work environment and opportunities available to the students. The presentation is followed by a Q&A session, where students interact with company officials to get a better understanding of the company and potential roles. A typical PPT session is scheduled for 90 minutes. In view of the academic calendar of the students, the sessions are normally scheduled after 4 pm on weekdays, and between 8 am and 8 pm on weekends.

### **Application and Shortlists**

In response to job descriptions floated by companies, interested students apply through the CDS (Career Development Services) Office. A detailed resume is submitted by the students as part of the application process. On the basis of student applications, companies are required to send shortlists to the CDS Office at least a week prior to their final placement interviews.

### **Placement Interviews**

The final placement process is conducted over a period of time beginning in the first half of November. Companies can interview the students they have shortlisted, on the date provided by the CDS Office. The final placement interview gives the company and the student an opportunity to discuss the role in detail and make the right choice. Since the EPGP student pool comprises experienced individuals with deep domain and functional expertise, companies are allowed to meet students prior to their allotted final interview date and carry out preliminary assessments.

### **Offers and Acceptance**

The company can make an offer to the student after the final interview. For an offer to be valid, it should include details of role, location, remuneration, and other relevant terms and conditions required by the candidate to make a decision. The offer is communicated by the company to the CDS Office, which in turn communicates it to the selected student. The acceptance of an offer is governed by placement rules of the EPGP which are framed at the beginning of the academic year and may vary from year to year.



## Placement Contacts

### Career Development Services (CDS)

Prof U Dinesh Kumar, Chair, CDS	dineshk@iimb.ac.in	+91-8026993005
Ganapathy Sharma, Senior Manager, CDS	ganapathy.sharma@iimb.ac.in	+91-8026993655, +91-9900211624
Robin Lewis, Assistant Manager, CDS	robin.lewis@iimb.ac.in	+91-8788380424

### Placement Committee Members

Apoorv Sharma	apoorv.sharma21@iimb.ac.in	+91 7772875557
Chethan Gowda	chethan.gowda21@iimb.ac.in	+91 7892879091
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 Facebook: <http://on.fb.me/1zWioPp>  YouTube: <https://bit.ly/1zWi8Qk>  LinkedIn: <http://linkd.in/1G31q38>

 Twitter: <https://bit.ly/2LuODNn>  Instagram: <https://bit.ly/2koNKK3>  Blog: <http://blog.iimb.ac.in/>