



भारतीय प्रबंध संस्थान बेंगलूर  
INDIAN INSTITUTE OF MANAGEMENT  
BANGALORE

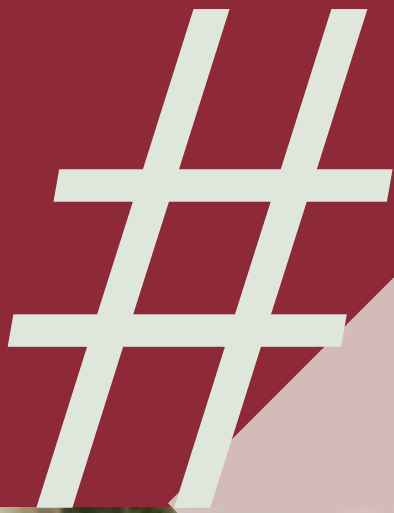


# One-year MBA

Executive Post Graduate  
Programme in Management (EPGP)

FULL-TIME RESIDENTIAL

**Class of 2021**



**EPGP**  
**Ranked #1**  
**in India**  
**#27**  
**in the world**

**FT**

**FINANCIAL  
TIMES**

Global MBA  
Ranking 2020





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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 programmes and nearly 5000 annual Executive Education participants. Our logo carries a proclamation in Sanskrit, (तेजस्वि नावधीतमस्तु 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, IIMB is in close proximity to some of the leading corporate houses in the country, ranging from information technology to consumer product companies, giving the school the added advantage of integrating classroom knowledge with practical experience.

The Degree-Granting Programmes offered by IIMB are:

- Doctor of Philosophy (Ph.D.), 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), which aims to increase social diversity of management academia in India

The Mahatma Gandhi National Fellowship (MGNF), 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

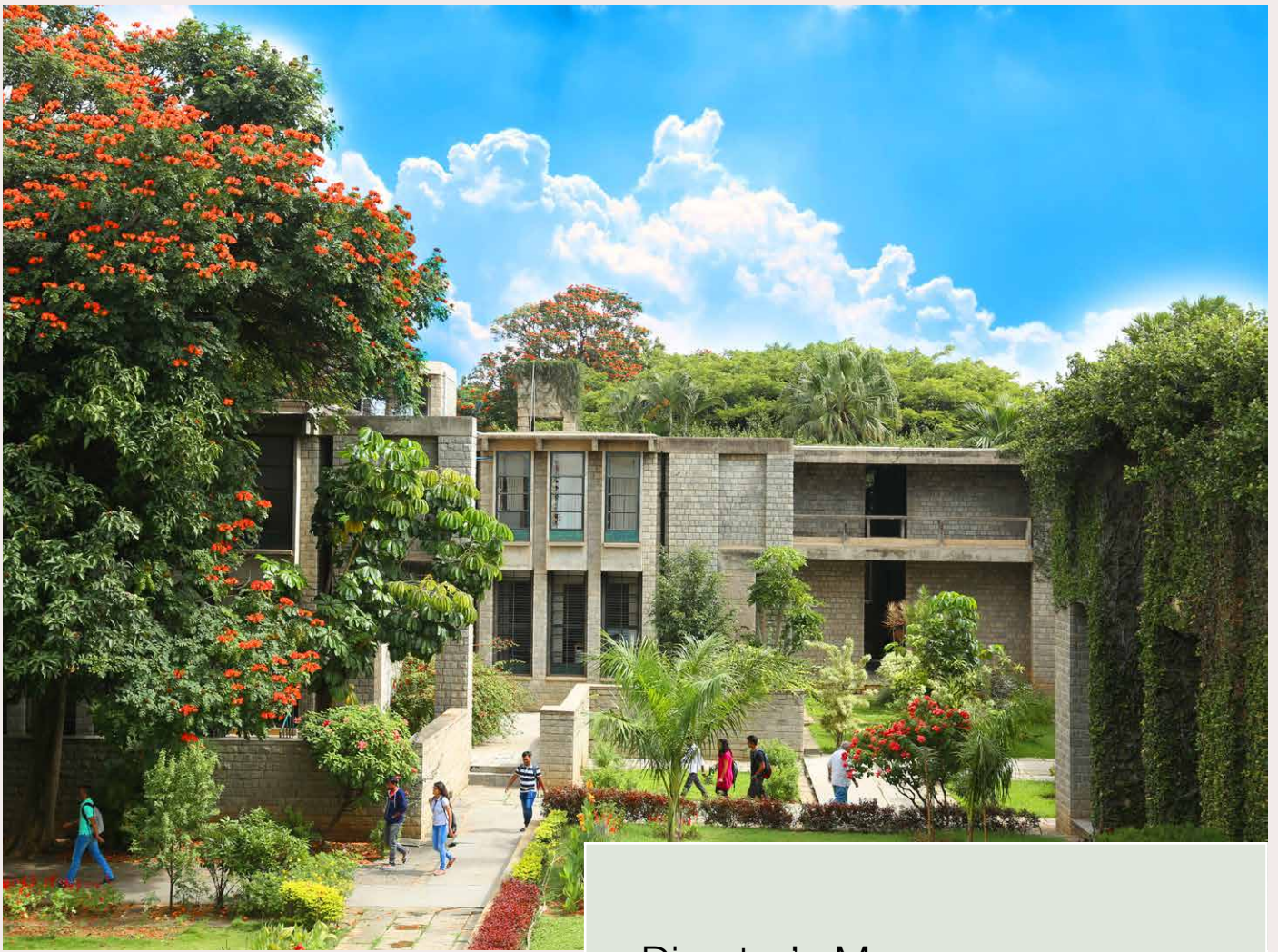
world. Along with 11 disciplinary areas, we have ten Centres of Excellence that offer courses and conduct research on interesting questions facing various sectors of industry. We have key partnerships and collaborations with Goldman Sachs for women entrepreneurship, with Michael and Susan Dell Foundation 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 31 eminent business schools around the world, and the Partnership in International Management (PIM), a consortium of more than 60 leading international business schools across the world.

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,

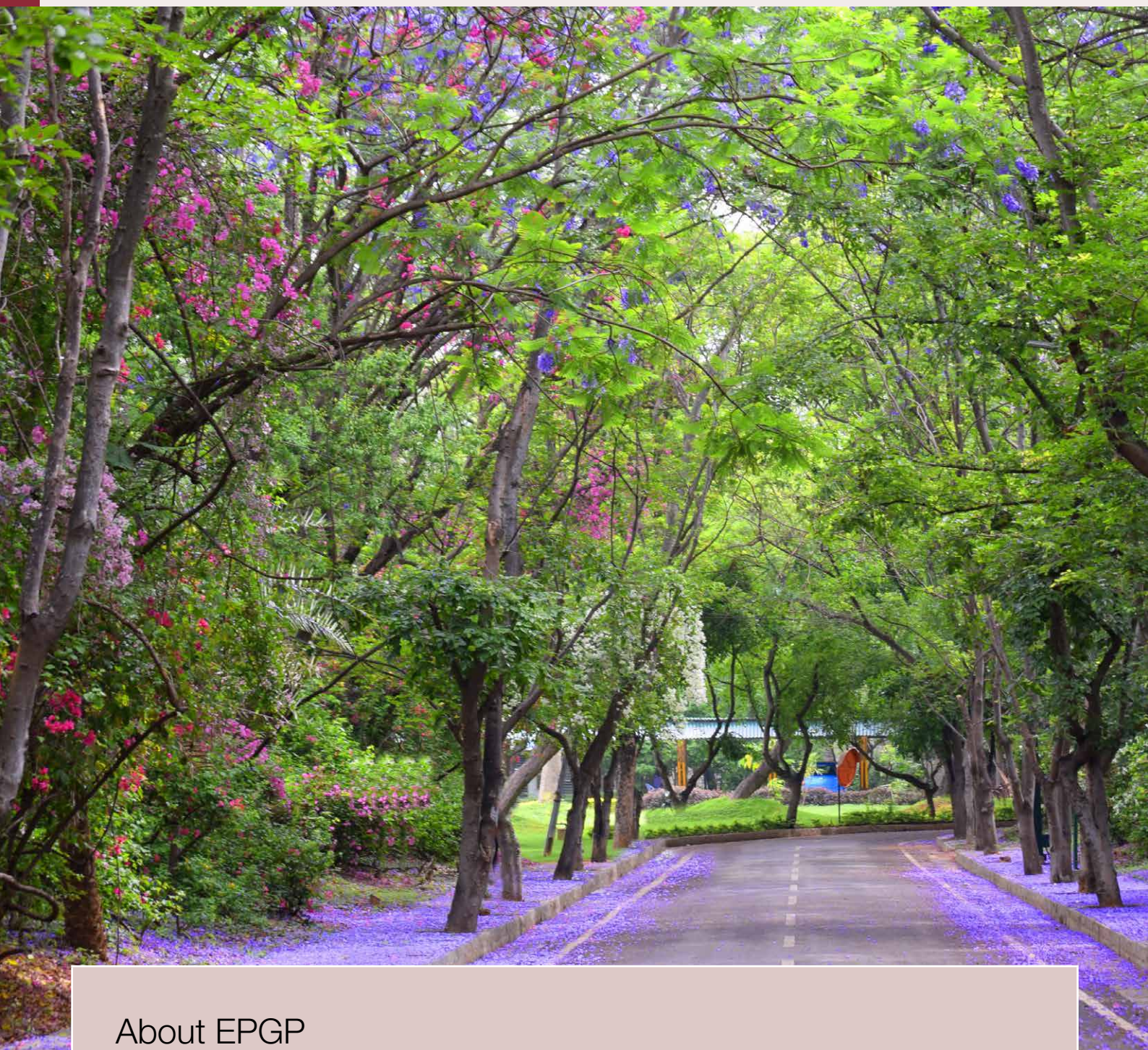
The One-year Fulltime Executive Post Graduate Programme in Management (EPGP) at IIMB is a specially designed rigorous academic programme that transforms highly-accomplished individuals with significant domain expertise into high-performing, impactful managers. It is therefore no surprise that the programme is currently ranked #27 in the *Financial Times* rankings of Global MBA Programmes 2020.

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 2020-21 is no different, and I am sure this group will make important contributions to the organizations they join after completing the programme.

Best regards,

**Prof. Rishikesh T Krishnan**





## 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. The 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 specifically to prepare such forward-thinking and creative managers – the business leaders of tomorrow who will create value for their organizations as well as for society.





## Programme Chair



The Executive Post Graduate Programme in Management (EPGP) occupies an important place in the portfolio of programmes of Indian Institute of Management Bangalore (IIMB). It fulfils the management education needs of professionals who start their career right after completing their first professional degree.

One of the earliest programmes of its kind to be offered in India, in the ten years since it was started, the programme has steadily grown in its international standing. Apart from the high-quality pedagogy that IIMB has taken care to build over the years, the programme also benefits from a bright and talented cohort of students that it onboards through a rigorous admissions process.

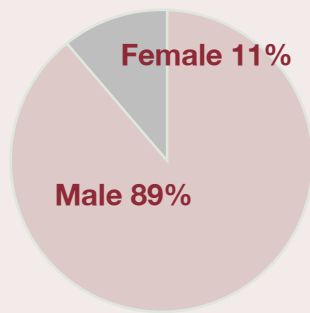
Not surprisingly, the graduates of this programme have done well as managers, leaders and entrepreneurs, in the for-profit, not-for-profit and public spaces.

For professionals who aspire to accelerate their careers and who wish to transition out of their current profiles, the EPGP can provide a powerful competitive advantage.

**Prof. G Sabarinathan**

## Gender

**Batch Strength: 73**



## Batch Profile Class of 2020-21

### GMAT Score Range

**620-750**

## Experience

**Avg. Experience  
7 years 3 months**

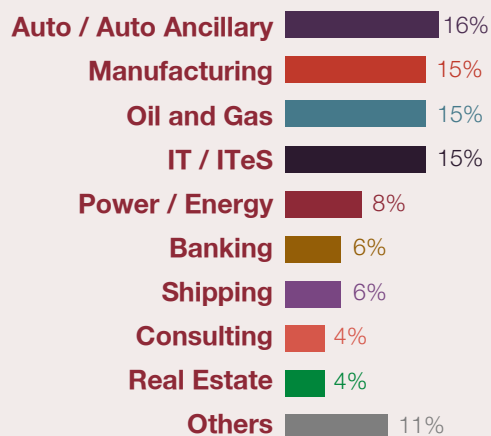
## Across Multiple Geographies



## Functions

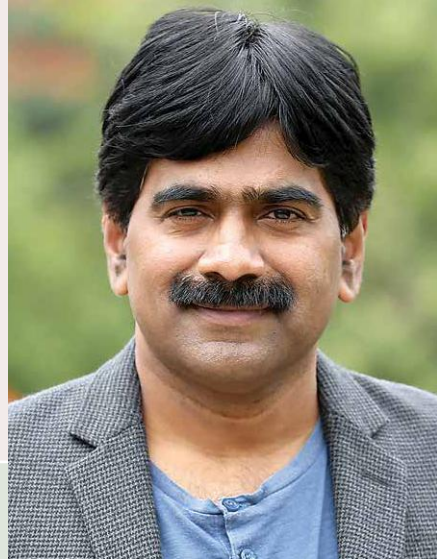


## Industry





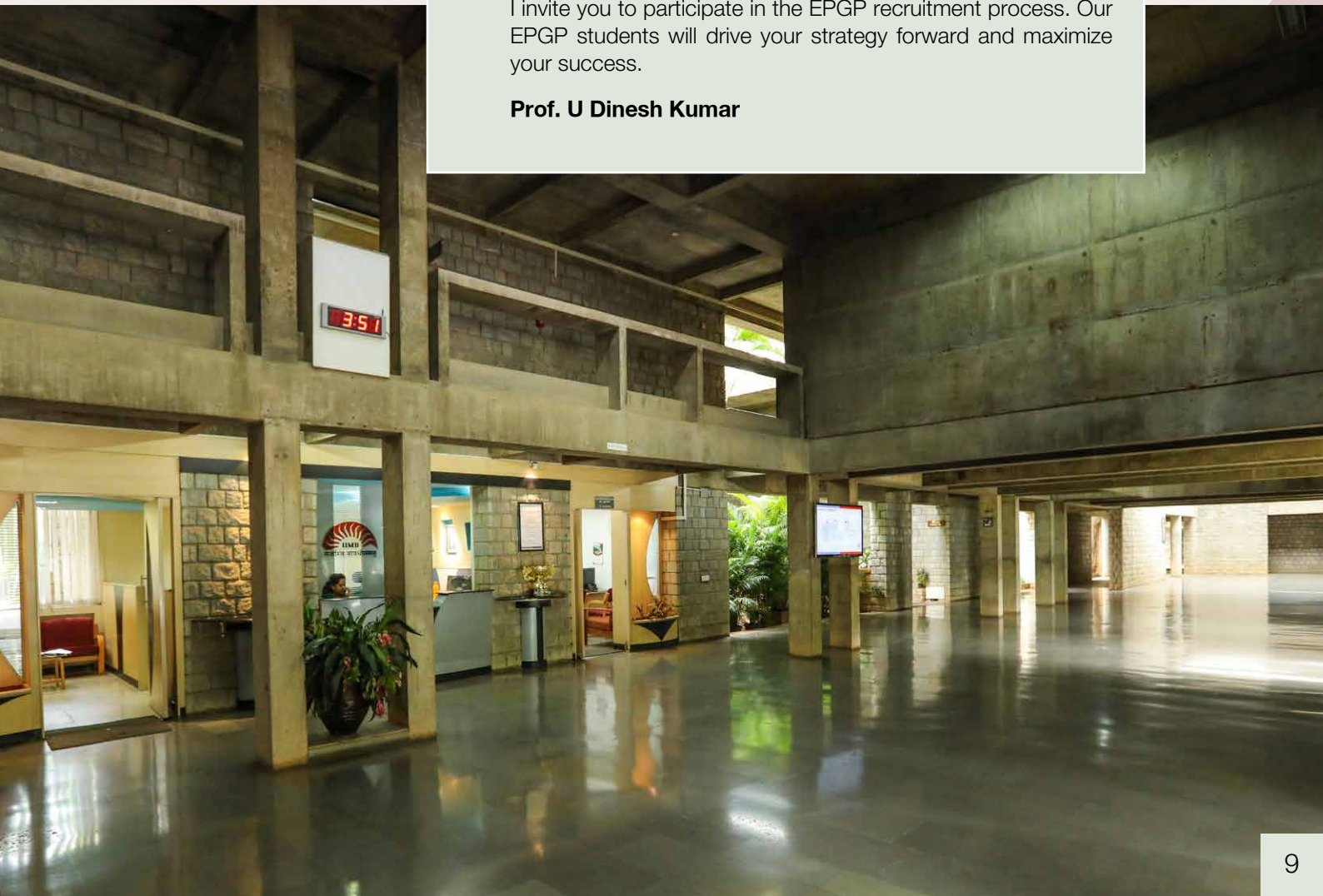
## Career Development Services Chair



The Executive Post Graduate Programme in Management is a one-year full-time MBA programme offered by IIMB. The programme 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 its students within the global benchmark of three months after graduation. 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.

**Prof. U Dinesh Kumar**





# 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

## ELECTIVES

### Competition and Cooperation in Business Ecosystems

- Enterprise Resource Planning
- Healthcare Operations Management
- Management Paradigms from Bhagavad Gita
- Project, Programme and Portfolio Management
- Supply Chain Management
- Technology & Operations Strategy

### Decision Sciences

- Applied Multivariate Data Analysis
- Big Data Analytics with Networks
- Business Analytics and Intelligence
- Business Forecasting
- Creativity in Arts, Design and Science
- Financial Statistics
- Financial Time Series Analysis
- Foundations of Micro Market Structure

### Economics & Social Sciences

- Current Economic Scenario
- East and Southeast Asian Economies
- Economics of Global Commons and Sustainable Development
- International Macroeconomics
- Spirituality and Self Development for Global Managers
- Understanding Indian Culture and Society through Cinema

### Finance & Accounting

- Corporate Valuation
- Cost Management
- Banking, Financial Markets and Systems
- Fixed Income Securities and its Derivatives
- International Finance
- Investment Banking
- Management Commercial Contracts
- Management of Banks and Financial Institutions
- Managing for Value Creation
- New Enterprise Financing
- Project Finance

### Information Systems

- Information Systems
- Science and Management of Big Data
- Software Product Management

### International Course

- Developing Technology Partnership between firms in India and Israel
- The specific core courses and electives offered may vary from year to year

## Marketing

- Analytical Marketing
- Brand Management
- Business to Business Market Management
- Competitive Marketing Strategy
- Customer Acquisition & Retention
- Customer Relationship Management
- Digital Marketing
- E-Commerce
- Entrepreneurial Marketing
- Marketing Communications
- Marketing in the World of Hi-tech and Innovation
- Multichannel Retail Strategy
- Pricing Essentials for Managers
- Product Strategy and Management
- Research for Marketing Decisions
- Strategic Selling Large Accounts
- Strategy, Tactics and Economics of Pricing

## Organizational Behavior & Human Resources Management

- Creating High-Performance Organizations
- Cross Cultural Management-pending with CC
- Ethical Practices in Management
- Human Resource Management
- Innovation and Change in Teams, Organizations, and Ecosystems
- Leader as a Coach
- Learning to Lead: Challenges and Competencies
- Managing Career Success and Transitions
- Managing Self and Career
- Negotiations
- Power and Politics in Organizations: Sources, Strategies, Skills
- Wisdom for Management I
- Wisdom for Management II

## Production & Operations Management

- Analytics for Strategic and Operational Decision Making
- Business Process Improvement

## Public Policy

- Doing Business in Indian Infrastructure
- Doing Business in Risky Countries\*
- Evaluation of Public Policy
- Global Perspectives on Gender
- Infrastructure Development, PPPs and Regulation
- Introduction to Modern Indian History
- Management of Regulations
- Non-State Social Welfare: Governance beyond Government\*
- Principles of Consulting
- Public Policy for Managers
- Social Entrepreneurship
- Strategic Control for Value Creation\*

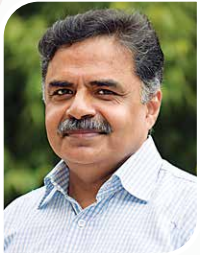
## Strategy

- Corporate Strategy
- Design Thinking
- Digital Business Models and Strategy
- Embedding Leadership Excellence
- Extended Designing Thinking
- Leadership, Vision, Meaning & Reality
- Learning from Corporate Failures
- Platform Business Models
- Strategic Leadership
- Strategic Management of Technology and Innovation
- Strategic Thinking and Decision-making
- Structure and Management of Alliances

\*The specific core courses and electives offered may vary from year to year



## Faculty Quotes



“The global economy is in the middle of disruption due to the pandemic. The Indian industry is adjusting to the new normal. Some significant decisions by the Government of India have already been taken and more are anticipated in order to make India prepare for the emerging context. The industry will need a new breed of managers with a new perspective to establish India as the next hub for global manufacturing, to match its global reputation in services.

IIMB's EPGP offers industry the management professionals it needs to thrive in this new context. Due to their prior technical training and inner drive, most participants had an excellent career before joining the programme. The programme provides them the inputs on contemporary trends in industry and academic knowledge, and the participants also learn a lot from their peers from different backgrounds and projects they conduct with industry.

The EPGP batch of 2020-21 is special. They displayed true leadership in these uncertain times and decided to quit their jobs and upskill themselves for the new requirements. I enjoyed teaching the batch as, like with earlier cohorts, I had an opportunity to learn while I shared my perspectives. I have no hesitation in encouraging organizations that want to flourish in the emerging context to recruit the EPGP MBA graduates from IIMB to make the organization's journey into the complex future smoother, while providing the graduates careers that are more fulfilling.

**Prof. Abhoy K Ojha, Dean, Academic Programmes**



“The students of the Executive Post Graduate Programme in Management (EPGP) this year have had the unique opportunity of having online sessions. While I, given my method of conversational and Socratic teaching, was apprehensive at first, these apprehensions were found short given the active participation of the students of this batch. Coming from eclectic educational backgrounds and work experiences, their contribution to the class discussions is varied and this has led to some interesting situations in class when the same case and situation has been analyzed from different lenses, with very contrasting viewpoints. No doubt this adds to the richness and variety of thoughts and problem-solving abilities that these students will take from the classes, as they prepare to take up senior managerial positions post-EPGP.

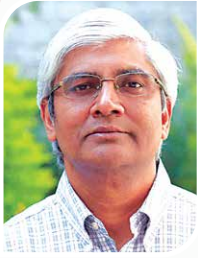
**Prof. Anshuman Tripathy**



“The EPGP Batch of 2020-21 is a highly motivated and enthusiastic batch. The classroom discussions reflected their prior work experience and maturity enhanced by the diversity in the cohort. Their ability to integrate concepts to real-world situations was visible in their case analyses. Every class was engaging, and questions and issues raised were insightful and thought provoking. Given the exposure and the learning in the programme, I am confident they will be successful in their future career endeavors. Best wishes to the batch.

**Prof. Padmini Srinivasan**





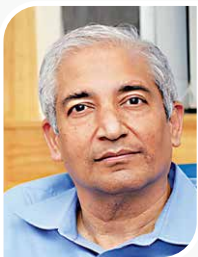
“The EPGP is the one-year MBA programme offered by IIMB and is very distinctively positioned. It is meant for students with deep domain and functional experience who aspire to transition into senior management roles and play a more strategic and impactful role in the organization and the industry they choose to engage with. The programme is designed to leverage the prior knowledge of the students to offer them a challenging learning experience at an accelerated pace. The EPGP students contribute immensely to the peer learning process by bringing in their diverse and unique experiences into the contextual setting of the courses. I have thoroughly enjoyed my interactions with many batches of EPGP students and have always found their enthusiasm and insights to be of very high calibre. The spectacular achievements of the alumni of this programme speak for the great value that this programme offers to the experienced students and the great promise they carry to excel in CXO roles.

**Prof. K Kumar, Dean, Alumni Relations and Development**



“Having taught the participants of EPGP 2021 batch during the first term, I found the group to be highly motivated, engaged with each other, and focussed on the outcomes of learning. The group is dynamic; students are self-driven and are highly motivated to learn, and share their considerable work-life experiences with one another. It has been a pleasure to engage in debates related to organizational strategy with them. I wish them the very best in their future endeavors.

**Prof. PD Jose**



“The Class of 2021 comprises bright and motivated men and women who understand the value of mid-career education. The diversity of students' professional and social backgrounds engenders respect for alternative thoughts and expressions. I had the opportunity to interact with them in the first term as Chair EPGP and as instructor for the Financial Reporting and Analysis course. The students had to take online classes from their homes because of COVID-19. They responded admirably and made the best of the situation despite poor net connectivity, long screen time, great physical stress, and inability to interact with their classmates for most of Term 1.

**Prof. R Narayanaswamy**



“The EPGP Class of 2020-21 is upbeat and vibrant. They infuse the virtual classroom with energy and a sense of shared responsibility towards learning. Owing to their diverse professional backgrounds, they bring unique insights, which spark lively discussions. The curriculum, via academic readings, case discussions and reflective exercises, is designed to make them challenge and question their assumptions. In this quest, the Class of 2020-21 has proved to be diligent and well prepared. The new mode of online instruction required adaptation and flexibility which the participants demonstrated amply. I am proud of them!

**Prof. Ritu Tripathi**



“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 experiences. I had the pleasure of teaching the EPGP Class of 2020-21. This is a genuinely enthusiastic and vibrant class. Despite the uncertainty posed by the COVID-19 situation, their tremendous amount of courage, planning, perseverance, and creative endeavors 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.

**Prof. Tirthatanmoy Das**



## Alumni Event

### Sparsh

'Sparsh 2020', the Alumni Connect Event of EPGP, marked the presence of more than 100 alumni.

The special day saw networking sessions, panel discussions and fun activities for students and alumni. On 5th January 2020, memories were cherished, new bonds were formed and the EPGP family reunited.

## Alumni Quotes

One word, 'partnership', truly defines the quintessential IIM Bangalore experience for me. Having spent seven years navigating the corporate banking landscape in India, I was keen on upskilling my capabilities from a leadership perspective and transition to impact-driven senior management roles. In EPGP I found an ideal partnership that was invested in my success and I built collaborative partnerships with some of the brightest minds in my cohort, who I am lucky to call my friends, confidants and critics. Together we have partnered to dream big, fail big but never surrender in our pursuits. Intellectual partnerships with world-class faculty have stimulated me to view problem solving in non-traditional ways and challenge the status quo. The immediate tangible impact of EPGP is the confidence it instills in one's approach to decision making and the clarity of thought in charting one's career path.

**Animesh Kumar**

*Head-Partner Relations and Business Development, Sub-K IMPACT Solutions Ltd*

Associating myself with brand IIMB was the best possible way to start afresh when I moved back from the US after several years. Practical learning from world-class faculty on real business problems and interaction with the rich talent pool of 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**

*Chief Financial Officer, Snow Leopard Ventures (A PE/VC arm of Kirloskar Group)*



The One-year MBA was an inflection point in my career. It was an experience that helped me reinvent myself when I felt that my IT career of 11 years had plateaued. The insights that I gathered through the pedagogy, frameworks and case studies were an eye opener to the real business world. On top of that, the value that was generated from a diverse peer group and world-class professors was way beyond my imagination. It was a life-changing experience which helped me transition from just another 'IT sales guy' to a well-rounded business professional in a completely different industry. I am proud to be part of this esteemed community.

**Amit Chhabra**

*Vice President – RTM and Indirect Channel Excellence,  
Shell India Lubricants*



After working for five-and-a-half years in the IT industry, I realized that just having the right degree of technical skills would not make the cut anymore. I needed to develop the right mindset and business acumen to accelerate my career and rise to a leadership position. IIMB's EPGP helped me reach this goal. With its world-class faculty and highly experienced peer group, EPGP helped me develop a growth mindset and I can now effectively work in ambiguity, adapt to change, continue to learn every day, and meaningfully contribute to my practice and organization.

**Pragya Dalmia**

*Technology Consulting Manager, Accenture Strategy*

Prior to joining EPGP, I spent eight years in the Customer Service function in the automobile industry. One of the key reasons for joining EPGP was to expand my knowledge base and broaden my perspectives to help me enter the other market facing and strategic functions of the automobile industry. The EPGP has definitely helped me achieve this. Brand IIMB has thus far exposed me to various opportunities in the Marketing, Brand Management and Product Planning functions. While I chose to stick to the automobile industry, EPGP is a great platform which helps get you a foot in the door for roles across industries and functions, especially in a world which believes in straitjacket fit while considering profiles for roles. The best part of EPGP is that it is a great blend of the case study based pedagogy delivered by world-class professors and peer-to-peer learning from students across industries and roles, which helps develop a multi-dimensional perspective towards real business challenges. EPGP is not just a course or a curriculum or a degree programme, it is an unmatched holistic experience of a lifetime!

**Gopalakrishnan D**

*Product Concept Planning for Small Commercial Vehicles at  
Mahindra & Mahindra*

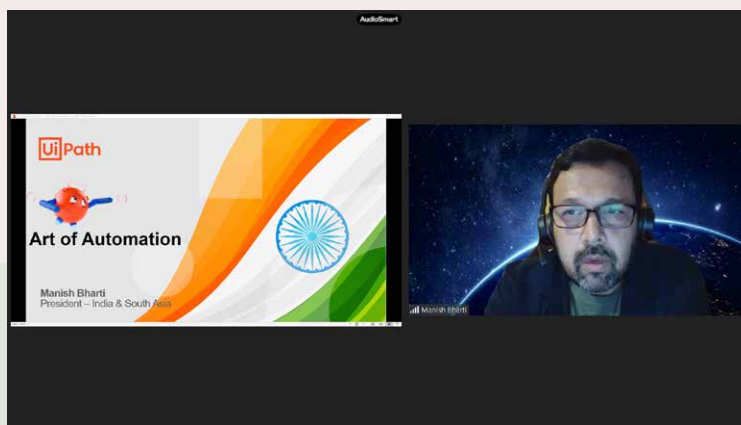


# Seminar Series and Events

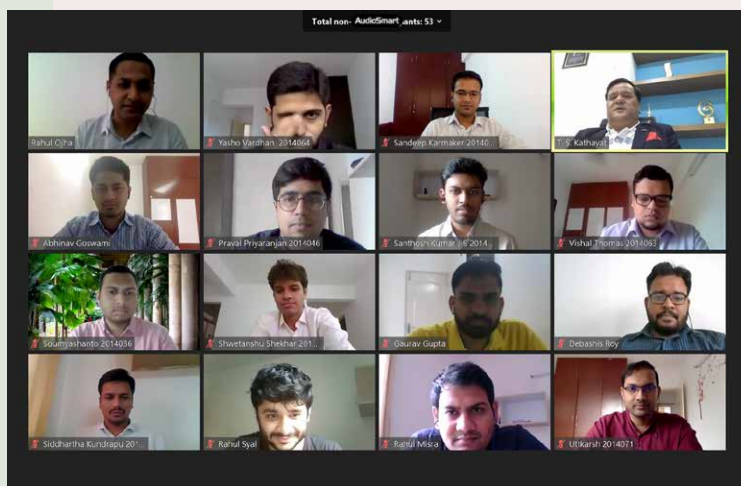
The EPGP at IIMB aims to nurture and empower the next generation of leaders. The student-driven seminar series is one of our key initiatives towards this goal. The seminars are designed to drive learning outside the classroom, and encourage interactions with industry leaders and individuals from all walks of life.

Speakers of repute, from recent start-ups to established organizations, address the EPGP students at IIMB during these speaker sessions.

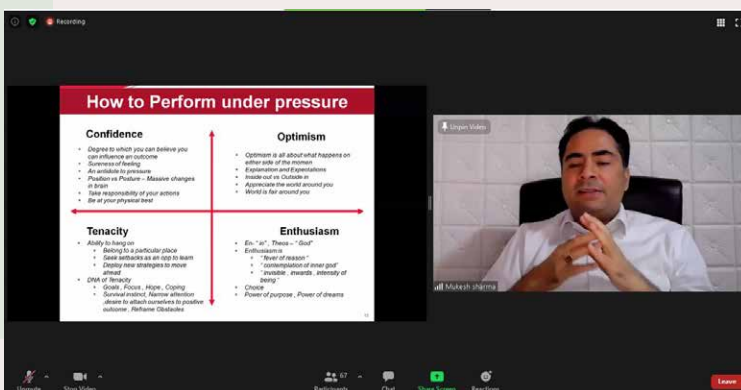
Topics discussed include logistics, healthcare, finance, entertainment and more. This student-driven initiative ensures that speakers are from diverse backgrounds such as Mr. B P Biddappa, Global Vice President – Home Care, New Business Models and Firm of the Future, Unilever, Mr. T S Kathayat, President and Chief Technical Officer at Welspun Corp., Mr. Manish Bharti, President, India and South Asia at UiPath and Mr. Mukesh Sharma, Head, Tech Mahindra IT & Engineering, China and Japan region.



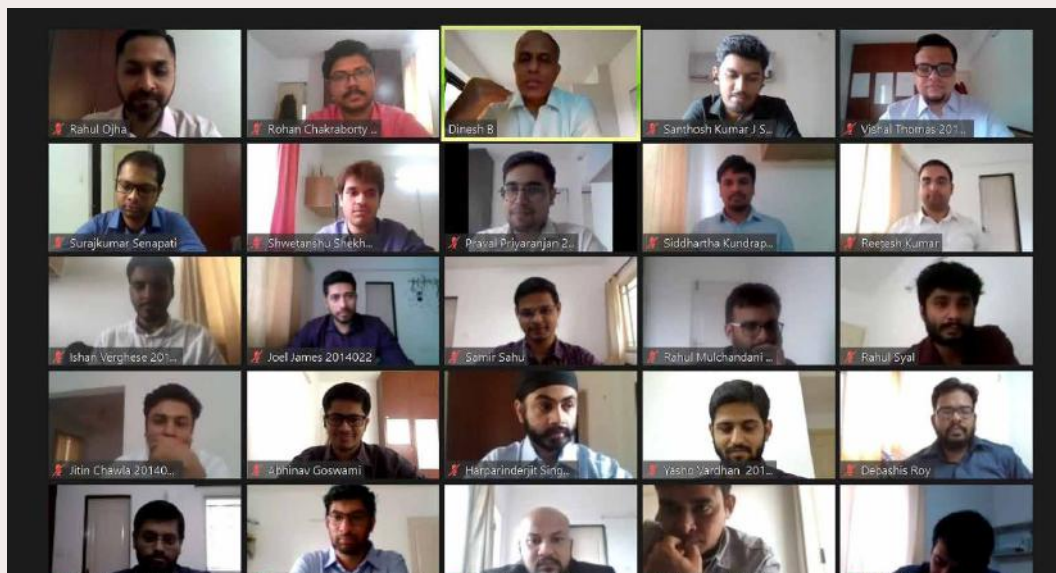
Mr. Manish Bharti, President - India and South Asia at UiPath



Mr. TS Kathayat, President and Chief Technical Officer at Welspun Corp.



Mr Mukesh Sharma, Head, Tech Mahindra IT & Engineering, China and Japan region



Mr. B. P. Biddappa, (Global Vice President – Home Care, New Business Models and Firm of the Future, Unilever), addresses students





## Business Conclave

The 'IIMB Business Conclave' is the much-anticipated annual 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. It gives sharp minds an opportunity to draw inspirational lessons from established business leaders. The 2019 edition of the IIMB Business Conclave with the theme 'India in 2030' focused on the transformations taking place in various sectors enabled by technological advancements shaping the future of the country that is poised to become a \$10-trillion economy by 2030. The speakers included:

**General Dr Vijay Kumar Singh**, Union Minister of State for Road Transport and Highways

**Mr. Anil Swarup**, Ex-Secretary, Department of School Education and Literacy, Government of India

**Mr. Chinmay Pandit**, Head of Vertical – Commercial Vehicles

The 2020 edition, on 22nd November, is themed 'Learn, Unlearn, Adapt, Repeat'.

With businesses having to reimagine their processes, ways of working, and sometimes even the offering itself, companies today need to emerge as robust functioning bodies, that can sustain and traverse through uncertainty in pursuit of longevity by future-proofing themselves. Companies need to learn new ways, unlearn the old ways, adapt to the circumstances, and repeat this process when faced with new challenges.



NK Chaudhary, Founder, Jaipur Rugs



General (Dr) Vijay Kumar Singh - Honourable Union Minister of State for Road Transport and Highways





## International Immersion



China, Fudan

First, selection between Spain, China and Korea was a tough task but upon reflection, I can say that the choice of IE Business School, Madrid turned out to be great. The college had a great line-up of professors not only from across Europe but across the globe to provide us with a truly world-class learning experience. The top two takeaways from all the sessions were the in-depth discussions on the Eurozone including the functioning of the ECB and different perspectives on Brexit. I also realized that the teaching methodology used at IE was similar to what we experience during the EPGP at IIMB which makes our programme comparable to the best globally. Outside of college, we utilized every minute to the fullest, with some excursions planned by the college and a few planned by the cohort.

**Vedant Mimani**  
EPGP 19-20



Spain, IE Business School



Korea, KAIST

The International Immersion module in the EPGP is designed to provide students with insights into the economic, social and cultural spheres of emerging economies or developed countries. Participants are hosted by a top business school in the chosen country for two weeks. They attend lectures with specific focus on business and industry, and make field visits to familiarize themselves with local challenges and opportunities. They also visit historical sites and take part in cultural events to understand the history and culture of the country. After returning from the visit, each participant prepares a report based on his/her key learning about the country. These individual reports are presented in class. In 2019-20, 75 EPGP students visited IE Business School, Madrid, Spain, KAIST, Seoul, S Korea and FUDAN School of Business, Shanghai, China for two weeks of immersion.



## Clubs

Consulting Club

Operations Club

Technology in Business Club

Marketing Club

Finance Club

Communication Club

Sports Club



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 brings 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.

Aimed at celebrating real-life heroes, Prayaas celebrated World Labor Day on the IIMB campus by felicitating the housekeeping staff and Bengaluru Metro construction workers.

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



## Recruiters' Quotes



"Genpact's association with the EPGP at IIM Bangalore has been a long and successful one as we have been hiring top talent for leadership roles from that programme. At Genpact, we look for potential vs. years of experience, for people who are curious, courageous, digitally savvy and have an entrepreneurial spirit, and we have been able to get that from IIMB. The overall hiring experience has been exceptional as we have access to a great talent pool, year on year."

**Mansi Bagga**, Leadership Hiring, Genpact



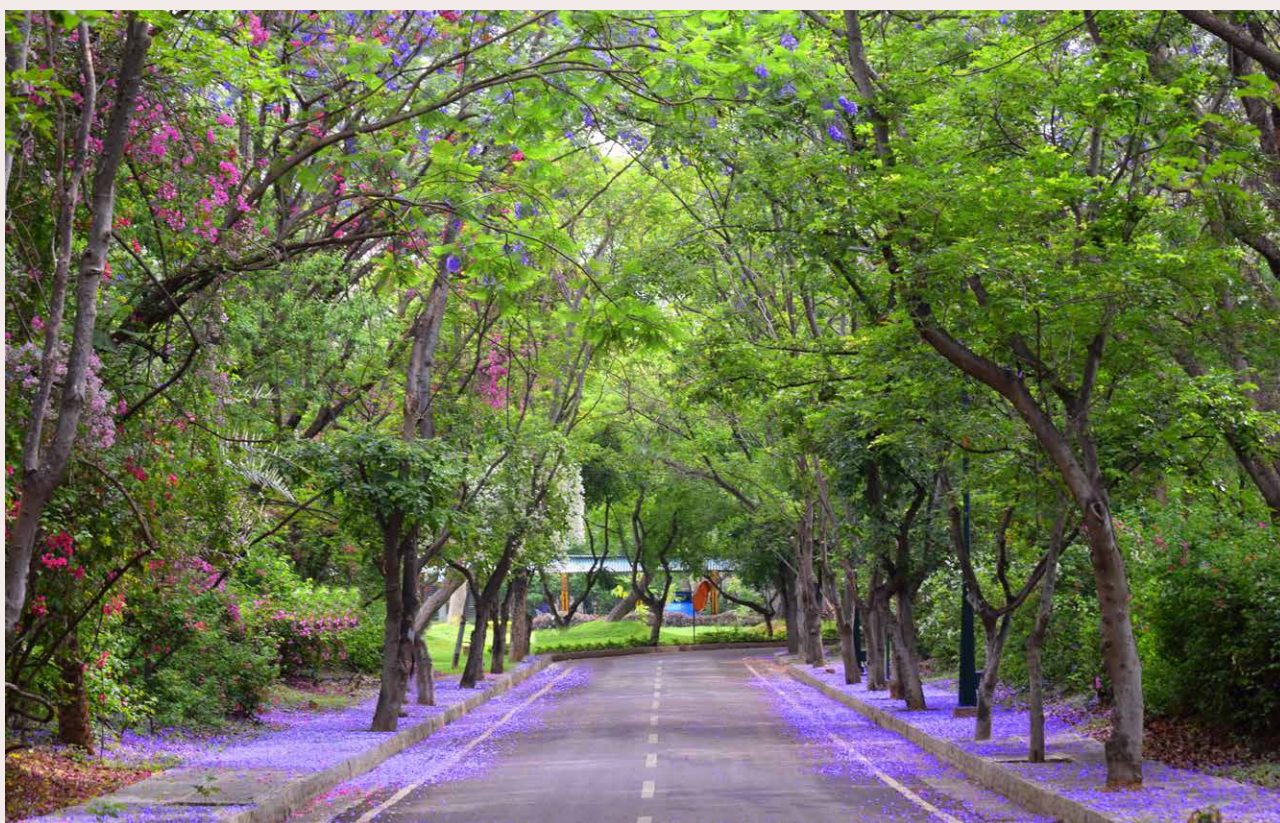
"Invest Punjab has a tradition of offering outstanding services to our investors from across the globe. We were pleased to participate once again in the placement process of IIM Bangalore. The candidates we interviewed from the EPGP course of 2019-2020 were good and we were pleased to meet a diverse set of people with rich experience. Our engagement with the placement team was exceptional and our experience with the IIMB consultants has been wonderful so far."

**Rajat Agarwal**, IAS, CEO, Invest Punjab



"I have been hiring for the last two years from the EPGP for our Business Development and Delivery functions. We have found outstanding talent for our organization. The diversity of experience and backgrounds of EPGP candidates has consistently impressed me. Many of our EPGP hires have proven to be high performers and have contributed strongly to Quantiphi's growth."

**Vishal Bhaskaran**, Delivery Head, FSI



## Past Recruitment Information

### Recruiters

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

S/N	Name	Total Work-Ex (Years)	Last Organization	Industry	Function
1	Abhinav Goswami	8.5	Fyle	Startup - IT Products	General Management
2	Abhinav Gupta	6.8	HCL Technologies UK Ltd.	IT and ITeS	Product Management
3	Abhirup Roy Choudhury	8.8	Ford Motor Pvt. Ltd.	Automotive	Product Development
4	Abhishek Ranjan	9.8	Reliance Industries Ltd.	IT Products	Product Development
5	Ajitesh Mathur	6.7	British Petroleum	Shipping	Operations
6	Akanksha Garg	8.7	Bharat Electronics Ltd.	Defence PSU	Product Management
7	Anmol Shrivastava	5.7	Coal India Ltd.	PSU/Mining	Operations
8	Apurva Yadav	7.7	Bajaj Auto Ltd.	Automotive R&D	Product Development
9	Arijit Roy	5.9	Indian Space Research Organisation	R&D	Operations and Project Management
10	Aritro Banerjee	9.6	Mercados Energy Markets India	Energy	Strategy
11	Ashish Devpura	5.8	SAP Labs India	IT Products	Product Development
12	Ashwin Tare	7.5	Tata Motors	Automotive	Operations
13	Aswinpratap Narayanasamy	5.8	IHS Markit	Automotive and Market Research	Product Development and Market Research
14	Aweek Mandal	8.5	Shapoorji Pallonji	Real Estate/Infrastructure	Operations
15	Chandrasekar Venkatesan	6.5	Ford Motor Pvt. Ltd.	Automotive Manufacturing	Supply Chain and Operations
16	Debarpit Chandra	6.2	Oil and Natural Gas Corporation Ltd. (ONGC)	Energy	Operations
17	Debashis Roy	7.7	BENFED (The West Bengal State Co-operative Marketing Federation Ltd.)	Government Infrastructure	Project Management
18	Dharmesh Kumar	8.8	Caterpillar India	Manufacturing	Product Development and Management
19	Gaurav Gupta	5.8	Honda Motorcycle and Scooter India	Automotive	Operations
20	Harparinderjit Singh	7.7	Bechtel	Oil and Gas	Project Management
21	Irfan Khan	5.3	Mitsui OSK Lines	Shipping	Operations
22	Ishan Verghese	7.5	Maersk Line	Transportation	Operations
23	Jitin Chawla	6.8	Fluor Daniel	Oil and Gas	Project Management and Operations
24	Joel Mathew James	5.5	Ford Motor Pvt. Ltd.	Automotive	New Product Development
25	Karthik Velu	7.2	Barclays	BFSI	Finance
26	Manibhushana Rao Gadiya	10.0	Wipro Technoogies	IT and ITeS	Project Management and Product Development
27	Manish Kumar	5.8	Bharat Petroleum Corporation Ltd.	Oil and Gas	Operations
28	Mansi Grover	6.7	Hughes Systique Pvt. Ltd.	IT and ITeS	Product Management
29	Mayank Runthala	5.3	Singapore Technologies Engineering Ltd.	Manufacturing	Operations
30	Mudit Gaur	7.4	KPMG	Mergers and Acquisitions	Financial Due Diligence
31	Murtaza Maimoon	7.5	AMA Group, Nagpur	Manufacturing	Operations
32	Naman Garg	6.5	Gagan Developers	Real Estate	Sales and Marketing
33	Namrata Pandey	5.7	KPMG Global Services	Market Research	Research and Consulting
34	Nikita Jain	5.7	Citicorp Services India Pvt. Ltd.	BFSI	Analytics
35	Nishtha Jaiswal	8.2	National Fertilizers Ltd.	Fertilizer and Chemical	Operations and IT Products
36	Pankaj Arjun Khadse	8.8	Reliance Industries Ltd.	Oil and Gas	Operations
37	Prashant Kumar Jha	8.5	Rashtriya Ispat Nigam Ltd. Visakhapatnam Steel Plant	Manufacturing	Operations

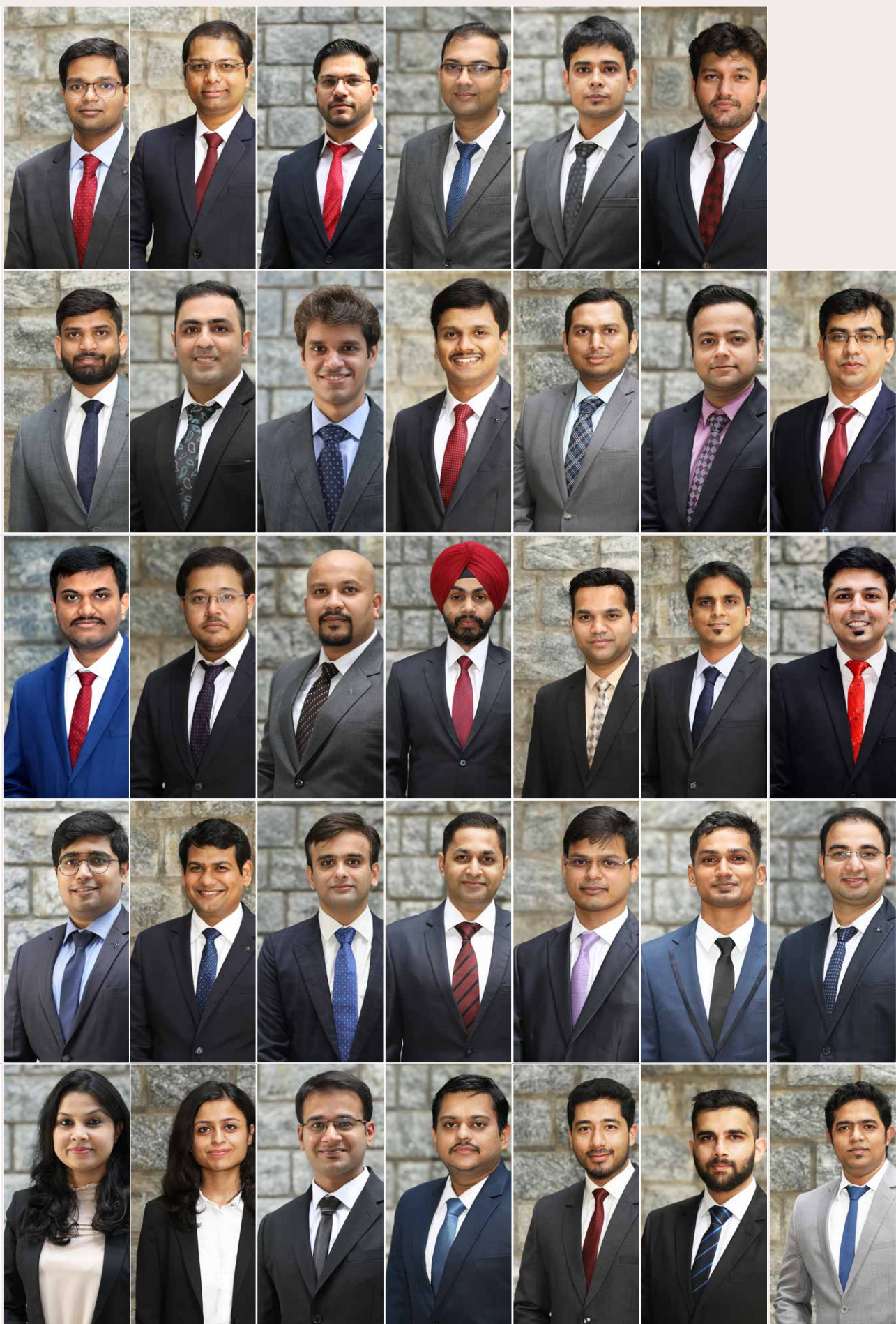
S/N	Name	Total Work-Ex (Years)	Last Organization	Industry	Function
38	Praval Priyaranjan	7.7	Coal India Ltd.	Mining and Metals	Consulting
39	Rachna Khanduja	10.5	Carrier Midea India Pvt. Ltd.	Manufacturing	Finance
40	Rahul Kumar Misra	7.5	India School Leadership Institute	Education	Program Management
41	Rahul Mulchandani	9.5	TCS	IT and ITeS	Finance
42	Rahul Ojha	8.6	TORM A/S	Oil/Logistics/Maritime	Operations and Supply Chain Management
43	Rahul Syal	5.8	Reliance Industries Ltd.	Oil and Gas	Operations
44	Ravi Varma Kasturi	5.3	SAP Labs	IT Products	Consulting
45	Reetesh Kumar	8.5	BHEL	Manufacturing	Sales and Marketing
46	Rishi Suresh Ranka	6.5	Rankas Texfab Pvt. Ltd.	Manufacturing	Sales and Marketing
47	Rohan Chakraborty	6.5	West Bengal State Electricity Distribution Co. Ltd.	Power/Energy	General Management
48	Rupam Paul	7.0	State Bank of India	BFSI	Finance
49	Saikishan Das	9.5	Mercedes-Benz	Automotive	Product Development, Project Management
50	Samiksha Behera	11.3	HSBC Bank	BFSI	Finance
51	Samir Kumar Sahu	6.8	ExxonMobil	Oil and Gas	Operations Consulting
52	Sandeep Karmaker	7.4	Tata Elxsi Ltd.	Engineering Services - Automotive	Product Development
53	Santhosh Kumar J S	6.6	Robert Bosch Pvt. Ltd.	Automotive	Product Development
54	Saurav Kar	5.5	Synechron Technologies Pvt. Ltd.	IT Products	Technology Consulting
55	Shinu Sam George	9.3	Hindustan Petroleum Corporation Ltd.	Oil and Gas	Operations and Project Management
56	Shivangi Newatia	5.5	Fluor Daniel	Oil and Gas	Operations
57	Shubham Kathuria	6.9	Anglo Eastern Univan Group	Shipping	Operations
58	Shwetanshu Shekhar	6.3	Jubilant Enpro	Oil and Gas	Business Development
59	Siddhartha Naidu Kundrapu	6.1	L&T Construction	Construction and Infrastructure	Operations
60	Soumyashanto Mandal	7.6	Indian Institute for Human Settlements	Urban Development/Research	Consulting
61	Sounak Chakraborty	6.7	Tata Technologies Ltd.	Engineering Services - Automotive	Project Management
62	Sourav Biswas	8.2	Tata Steel Ltd.	Manufacturing	Operations
63	Sudeep Siddharth	8.6	BHEL	Energy and Automobile	General Management
64	Sumit More	9.8	Price Waterhouse (PwC network firm)	Professional Services	Audit and Advisory Services
65	Sundararajan B	7.2	Indian Army	IT Consulting	Product Development
66	Sunil Ganesan	6.6	Microsoft	IT Products	Product Consulting
67	Surajkumar Senapati	9.6	Reliance Power Ltd.	Power/Energy	Operations and Project Management
68	Umang Sharma	7.5	Honda Cars India Ltd. (R&D)	Automotive R&D	Product Development
69	Uttkarsh	7.5	Indian Oil Corporation Ltd.	Oil and Gas	Operations and Project Management
70	Vaibhav Shukla	7.3	Affluent Global Services	IT and ITeS	Product Development, Project Management
71	Vijay Kumar	6.8	Steel Authority of India Ltd.	Manufacturing	Operations
72	Vishal Kuruvilla Thomas	7.8	Brandscapes Worldwide	Market Research and Consulting	Marketing Analytics and Strategy Consulting
73	Yasho Vardhan	5.5	Steel Authority of India Ltd.	Manufacturing	Operations



## Student Profiles







# EPGP - Class of 2021



**Professional with experience in Startups and Global Organizations with capabilities across operations, sales, analytics, finance and technology implementation**

**Capacity Building and Process Improvements**

- Analyzed product alternatives and implemented technology applications across Finance, Marketing, Sales, Human Resource functions - Fyle, Treebo Hotels
- Set up processes and controls across business functions. Advised on process improvements and SOPs, disseminated best practices among business units – ITC Limited

**Leadership**

- Managed organizational culture and processes over 6X increase in company size from 18 to 100+ employees (Glassdoor ratings of 4.9/5)
- Anchored Investor communications and relationship management
- Assisted in strategic initiatives across processes focused on cost optimization, technology adoption and enhancing efficiencies and driving their achievement

**Business Analytics**

- Prepared financial and business models for different projects and scenarios for evaluating economic feasibility and resource planning
- Analyzed and reported on business performance. Built dashboards for analyzing business and operational performance for various stakeholders

**Financial Management**

- Managed compliance, coordination and due diligence across Series A to C rounds of equity and debt funding with various legal, financial service providers and vendors
- Managed risk for key revenue and support functions for business division with over \$200 Million annual revenue – ITC Limited
- Setup structure for financial and management accounting of inter-company and intra-company transactions across geographies



1

**Abhinav Goswami**

**Education**

Chartered Accountant  
B.Com. (Hons.) Commerce,  
University of Delhi

**Past Employers**

Fyle; Treebo Hotels  
ITC Ltd  
World Bank  
Ernst & Young

**Overall Experience**  
8 years and 6 months



2

**IT professional with experience in Internal Product Management, Process Improvement, Stakeholder Management, DevOps and Cloud Architecture**

**Project and Internal Product Management**

- Led a multicultural team of 8 and collaborated with 4 business units and 7 global IT teams to architect the Cloud infrastructure for hosting applications
- Led a cross-functional team of 5 and worked with 3 vendors to integrate enterprise applications with the cloud; reduced downtime by 90% and improved the response time by 30%
- Led a multi-national team of 9 to develop internal products based on the DevOps framework to integrate applications with other products such as the Team Foundation Server, SonarQube, and Jenkins in the firm
- Led the migration and support of 20+ intranet applications to automated test, build, and release; worked with 4 business units, end-users, and cross-functional IT teams spread across India, China, USA, UK, and Germany

**Systems Engineer**

- Led a team of 4 to administer 50+ web and application servers, 80+ global intranet applications that are globally hosted
- Consolidated the server, code versioning, licensing, and knowledge repository for applications; improved efficiency by 25%

**Database Administrator (DBA)**

- Set up database standards, aligned the databases to company standards, and configured high availability for databases; reduced efforts by 30%

**Abhinav Gupta**

**Education**

B.Tech. (Computer Science),  
Gautam Buddh Technical University

**Past Employers**

HCL Technologies UK Ltd.

**Overall Experience**

6 years and  
10 months (23  
months in UK)



**Automotive Industry Professional with experience in New Product Design, Supplier Management and Product Launch**

**Product Design and Development**

- Experienced in automotive interior and exterior trims design. Worked on models like Ford EcoSport, Figo Aspire, and Maruti Suzuki Vitara Brezza
- Co-ordinated with cross-functional divisions to accommodate design aesthetics, vehicle safety, production compatibility and engineering requirements
- Led vehicle launch activities in Ford plants in Sanand, India and Camacari, Brazil, by ensuring manufacturing issue resolution, meeting quality requirements and managing geographically dispersed suppliers
- Spearheaded design of vehicle cockpit structures in collaboration with global R&D teams for Ford Ranger, coordinated launch activities in 5 plants across continents
- Conducted extensive customer clinics and surveys and employed analytical techniques to capture the voice of Indian customers in order to enhance the usability of vehicle interior space

**Cost Optimization**

- Executed cost-efficient center-console of India specific vehicles in Ford, catering to unique market requirements by innovation in design, extensive use of CAE analysis, and component localisation, leading to cost savings of INR 10.6 crore/year
- Collaborated with Ford purchasing division for strategic sourcing for future Ford vehicles to achieve 5% cost efficiency over base vehicles

**Certifications**

- Six-sigma Green Belt Certification from KPMG



3

**Abhirup Roy Choudhury**

**Education**

B.E. (Mechanical Engineering),  
Jadavpur University

**Past Employers**

Ford Motor Pvt. Ltd.  
Maruti Suzuki India  
Limited

**Overall Experience**  
8 years and 9 months



**Expert software professional with rich experience in designing and developing large-scale software systems, leading large teams, and developing product strategy**



## Abhishek Ranjan

### Education

B.Tech. (Computer Science and Engineering) – SASTRA, Thanjavur

### Past Employers

Reliance Industries Limited (Jio Platforms); Shaadi.com  
Lister Technologies  
Tata Consultancy Services

**Overall Experience**  
9 years and 9 months



### Product Development

- Designed and developed highly scalable and reliable software systems to support millions of users for some of the most popular apps in India, such as JioCinema, JioTVplus, Shaadi.com
- Worked with cross-functional and cross-border teams from multiple OTT platforms in India and abroad to finalize technical specifications for integration into JioTVplus. Led end to end backend product design and development for JioCinema and JioTVplus
- Reduced operational costs by replacing proprietary systems with in-house components built with open source technologies, by designing microservices, and by improving overall efficiency
- Carried out cost restructuring of other OTT platforms from the Reliance group. Worked with the leadership, product, and technical teams of those companies to identify scope, migration plan, and implementation plan

### Process Improvement

- Enhanced agile software development practices at Jio by implementing continuous integration and continuous development pipeline in the software development lifecycle
- Improved operational efficiency and reliability of Jio's media applications by optimizing video processing, packaging, and delivery workflows

### Training and Recruitment

- Collaborated with the HR teams at Jio for campus recruitment activities at tier-1 and tier-2 engineering institutes in the country
- Developed training plan for new campus hires for the engineering team at Jio
- Streamlined the recruitment process for lateral candidates in Jio

**Experienced professional with expertise in Global Operations, Project Management and Risk Management, leading multinational teams in the Maritime segment of the Oil and Gas Industry**



## Ajitesh Mathur

### Education

B.S. Marine Engineering, BITS  
PILANI

### Past Employers

British Petroleum  
D'Amico Ishima Shipping  
World Tankers Pvt.  
Ltd.

**Overall Experience**  
6 years and 8  
months (Worldwide)



### Project Management and Stakeholder Management

- Managed cross-functional teams of more than 50 people, successfully delivering BP Shipping's shipbuilding project worth over \$100 Mn in South Korea
- Planned and executed a \$2M major maintenance project at Nantong, China. Delivered multiple sub-projects liaising with more than 100 multinational workers

### Inventory Management and Digital transformation

- Managed BP Shipping's Warehousing and Inventory digital innovation project worth over \$10Mn, implementing it on 14 ships
- In-charge of inventory management on ships; Conducted demand analysis of spares for the vessel and formulated the ship's spares budget for the year

### Operations Management, Procurement and Process Improvement

- In-charge of the safety of vessel operations. Designed operations plan to reduce TAT of oil tankers by 20%, saving more than \$2Mn annually
- Managed spares procurement contracts from global vendors; Negotiated contracts for BP shipping's various projects saving close to \$1Mn across 14 ships
- Designed ship power generation optimization plan for the fleet to reduce fuel costs over \$200k across 14 ships
- Led multinational crew to plan and execute complete maintenance of auxiliary engines, low/medium pressure boilers and ancillary equipment worth over \$3Mn
- Carried out maritime safety audits for BP shipping to secure global contracts

### Certifications

- Management level Engineer Certification (MCA, UK); Lean Six Sigma (Green Belt) KPMG

**Seasoned IT professional with experience in managing a complete Product life cycle with a keen interest in Data Science and Analytics**

### Product Development

- Initiated and implemented in-house development of a highly specialized simulator for the Indian Navy worth Rs 2cr/ship for a contract of 25 ships
- Led a team of 8 for research and development of an advanced simulator for radars, saving around 20% live testing costs at IAF sites
- Solely managed the end to end development of an air simulator with a team of 5, completing it under strict deadlines
- Implemented mathematical modelling techniques to simulate advanced aircraft maneuvering in formations for a pan India project
- Customized standard global simulation tools (STAGE tool) to meet Indian Defence Standards and protocols
- Managed and monitored a team of 8, deployed at various IAF sites for the maintenance of projects

### Innovation

- Innovated and developed specialized software to solve issues at IAF sites remotely, saving hundreds of man-hours
- Worked on Sensor Modelling for the first time in the organization, winning accolades and support
- Accelerated bug fixing by 15% by developing a personalized software to view highly specialized communication between several modules

### Awards

- Won R&D Excellence Innovation Award for the successful development and implementation of an Integrated Health Monitoring Unit



## Akanksha Garg

### Education

B.Tech. (Computer Science and Engineering), Kamla Nehru Institute of Technology, Sultanpur

### Past Employers

Bharat Electronics Limited  
TATA Consultancy Services

**Overall Experience**  
8 years and 8 months





**Multi-faceted Coal Industry professional with experiences during times of structural changes: technological transition, HR optimization, doubling targets and environmental changes**



7

**Anmol Shrivastava**

**Education**

B.Tech. (Mechanical Engineering),  
NIT Surathkal

**Past Employers**

Coal India Limited

**Overall Experience**

5 years and 8 months



**Maintenance, Operations and Process Improvement**

- Crisis management skills as led maintenance team (30-35 personnel) of a machine named Dragline, having an opportunity cost of lost operations of approximately 3 lakh INR/ hour
- Delivered sustained high performance by bringing in the transition from ad-hoc frugal engineering measures to well-recognized maintenance techniques. The transition demanded both mindset change and skills reorientation
- Authored a report, "Reforms at Coal India Limited," highlighting 'digitization' and 'automation' as levers of higher efficiencies

**Procurement and Inventory Management**

- Ensured inventory optimization by moving from a decentralized procurement setup to a matrix management model to balance out centralization and autonomy
- Contributed to significant logistic gains by working on negotiations on the company's first-ever DEPOT agreement for procurement
- Nominated as company's representative in policy-making conclaves for bringing in efficiency, transparency, equity and greening of the supply chain
- Improved demand forecasting by incorporating advanced analytical capabilities in the material management module of ERP through collaboration with consultants from Tech Mahindra and IIT Kharagpur academicians

**Stakeholder Management**

- Associated with multiple CSR projects, including an initiative to push sports infrastructure in a village for a multiplier effect
- Negotiated with labor unions to drive away ignorance and to not allow them to spread propaganda by strong tactical communications



8

**Seasoned automotive professional with expertise in product development and stakeholder management**

**Apurva Yadav**

**Education**

B.Tech. (Mechanical Engineering),  
IIT Bombay

**Past Employers**

Bajaj Auto Ltd

**Overall Experience**

7 years and  
8 months



**Product Design**

- Worked on the development of testing rigs to match vehicle testing conditions with actual market conditions
- Designed and implemented ergonomic brake pedals in 3 wheelers to reduce long term health issues for drivers
- Designed Parking brakes for 10+ new 3-Wheeler projects globally
- Executed design improvement and cost reduction projects for Brakes and suspension parts
- Reduced design cycle time for developing new parking brakes for 3 wheelers platforms by converting key elements of design into processes
- Created standard operating procedures for part assembly at plant and dealerships

**Stakeholder Management**

- Conducted benchmarking and warranty analysis with vendor and plant QA teams for defect reduction in shock-absorbers for 3 Wheelers
- Undertook field visits to understand customer requirements and improvement areas for Brakes and suspension
- Timely resolution for field issues through root cause analysis and vendor engagement
- SPOC for new shock-absorber development with vendors for 3 Wheelers

**Ex-scientist, ISRO; experienced in leading high-stake operations, large-scale projects, procurement management and R&D for the Indian space programme**



9

**Arijit Roy**

**Education**

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

**Past Employers**

Indian Space Research  
Organisation

**Overall Experience**

5 years and  
11 months



**Operations Management**

- Led high-stake, zero-defect, real-time launch operations for 30+ successful space missions, facilitating timely accomplishment of missions
- Achieved 20 % reduction in the lead time of launch vehicle interface operations by implementing Poka-Yoke techniques and reducing nonvalue-added activities
- Accomplished an annual cost saving of 50 lakh INR through increased material utilization and inventory reduction

**Project Management**

- Led a 20-member team to conceptualize, design and realize a safety-enhancement project for PSLV rockets, to avoid potential explosion at launchpad
- Spearheaded execution of 3 major developmental projects within 2 years to automate PSLV launch operations, resulting in a reduction of mission countdown time by 37% and increased operational safety
- Managed the development of a state-of-the-art rocket integration facility, aimed to increase the annual launch frequency by 150%

**Procurement and Vendor Management**

- Oversaw procurement deals worth 20+ Cr. INR, working with ~25 domestic and international vendors. Finalized contract specifications, conducted vendor evaluation, techno-commercial evaluation of bids, price negotiation, and quality assurance, leading to deal closure.
- Achieved 30% reduction in procurement cost by developing new domestic vendors for indigenised production of flow components

**Extracurricular**

- Author of the poetry collection "A Young Petal & Gustly Winds", available on Amazon and Flipkart

**Seasoned professional in the Energy domain with expertise in Corporate Strategy, Consulting, Regulatory Compliance and Stakeholder Management**



10

**Aritro Banerjee**

**Education**

B.E. (Electrical Engineering),  
Jadavpur University

**Past Employers**

Mercados Energy Markets India  
CESC Limited

**Overall Experience**  
9 years and 7 months



**Corporate Strategy and Advisory**

- Spearheaded the MVCA mechanism for recovery of actual variable charges vis-à-vis the approved normative level, reducing working capital requirement by INR 12 Crores
- Developed pricing strategy for category-wise consumer tariff to achieve a revenue increase of 8% while balancing cross-subsidy within the stipulated levels
- Developed the risk-payoff matrix for bidding strategy during the re-acquisition of coal block post-Supreme Court deallocation

**Consultancy and Project Management**

- Provided policy advocacy support to the Central Electricity Regulatory Commission for framing and amendment of Regulations
- Led the Billing Team of UDAY project for UPPCL, improved the billing efficiency post rural electrification scheme by 14% within 4 months.
- Advised Vedanta Limited in RPO compliance strategy saving INR 200 crores

**Operations and Supply Chain**

- Optimized coal grade procurement under existing FSAs through to reduce fuel cost by INR 20 Crores
- Re-engineered the bidding process for imported coal procurement, reducing foreign exchange variation by INR 8 Crores
- Avoided CapEx spending of INR 50 lakhs through improved HT demand forecasting
- Conducted field study for setting up of biomass supply chain for cofiring at Vedanta power plant

**Awards and Certifications**

- Certificate of Recognition for strategic responses-2014,2018
- Lean Six Sigma Green Belt by KPMG India



11

**Product developer with expertise in Master Data Management, Intelligent Asset Management, Asset Intelligence Network, Cloud Integration areas of SAP**

**Product Development and Consulting**

- Lead a team of 4 to develop and deliver Multiple API's in the area of Enterprise Asset Management, Asset Intelligence Network and Predictive Maintenance (IoT)
- Consulted large SAP customers to migrate from old ERP to a new S4 Hana solution by automating the process, saving ~US\$18 million for customers who used third party help for the same
- Designed and delivered a proof of concept (POC) of seamless user experience for new generation Fiori Apps of SAP Cloud, adapted across SAP as an official design framework
- Integrated S4Hana cloud and AIN for Machine Learning use cases for Predictive Maintenance and Intelligent Asset Management

**Innovation, Leadership and Teamwork**

- Automated test case creation process for CDS views (Core Data Services) reducing manual effort by 90%; granted a patent for the same
- Started Innovation Forum for a team of 15 to shape ideas for successful products; 2 process improvement ideas out of 10 successfully patented

**Ashish Devpura**

**Education**

B.Tech. (Computer Science),  
Jaypee University of Information  
Technology

**Past Employers**

SAP Labs India  
Infosys Limited

**Overall Experience**  
5 years and  
9 months



**Automotive Professional with experience in Operations Planning and Management, Project Management and New Product Launch**



12

**Ashwin Tare**

**Education**

B.Tech. (Production and Industrial  
Engineering), NIT Bhopal

**Past Employers**

Tata Motors Limited

**Overall Experience**  
7 years and  
7 months



**Process Engineering**

- Developed processes and standards for the simultaneous engineering of passenger vehicle projects based on JLR benchmarks
- Led BU-wide Cross-Functional Team on raw material and tool cost rationalization for 3 passenger vehicle projects. Achieved CapEx savings of Rs. 15 Cr and cost savings of Rs. 300 per car

**Process Planning and Production Engineering**

- Responsible for RFQ, ordering, process and design buyoff for in-house stamping dies for 2 passenger car projects
- Jointly developed manufacturing process strategy for Body-in-White for Advanced Modular Platform architecture set to underpin 8 of the company's upcoming models

**Operations Management**

- Coordinated with internal and external stakeholders for the delivery of pilot and pre-production batches for the flagship SUV programme
- Responsible for volume ramp-up for the final assembly shop. Achieved an increase from 40 cars/shift to 120 cars/shift by debottlenecking
- Responsible for meeting Product Attribute Targets in process for the model, including NVH, craftsmanship, drivability, etc.
- Led Cross-Functional Team for launch issue resolution in new products and processes. Achieved benchmark resolution timelines

**Achievements and Certifications**

- Selected in the company's Fast Track Selection Scheme for High Potential Future Leaders. Underwent a year-long leadership development programme
- Lean Six Sigma- Green Belt Certified by KPMG



**Product Development and Market Research expertise in Automotive Powertrain and Electric Mobility with experience in Operations, Vendor Development and Competitive Benchmarking**



13

**Aswinpratap Narayanasamy**

**Education**

B.Tech. (Mechanical Engineering),  
SASTRA University, Thanjavur

**Past Employers**

IHS Markit  
Ford Motor Pvt. Ltd.

**Overall Experience**  
5 years and 9 months



**Product Development and Management**

- Improved User experience by customizing 3 product features for Indian market through Voice of customer analysis and gap benchmarking - Reduced total cost of ownership by \$3.5/car
- Led cross-functional teams for implementation of product engineering changes through MVP testing, business case studies and control experiments
- Designed and developed a modular platform for Fuel caps by creating use-case based feature list for 4 vehicle models sold across 50+ countries

**Market Research**

- Led the Primary and secondary research of South-Asian E-mobility market and supply chain technologies - Conducted Consumer survey analysis for 8 countries
- Created Sales-based Forecast of Charging infrastructure in 25+ countries by analysing their macro-economic and regulatory environment

**Operations and Vendor Development**

- Led the On-site launch activities for Figo, ensuring on-time achievement of all KPIs. Facilitated cross functional resolution of design and quality issues.
- Championed setup of a new in-house sub assembly process for fuel tank using digital pre-assembly studies, reducing supplier inventory and bailment costs
- Led the development of Greenfield and Brownfield suppliers for global programmes- Reduced supplier complexity and landed cost by \$2.5M/year

**Recognitions and Certifications**

- Ford's Quality Invention Disclosure award – 2 Patents – IOT and augmented reality
- Ford customer driven Six sigma Green belt certified



14

**Professional with hands-on experience in Project Management, Operations Management, and Stakeholder Management in the Infrastructure sector**

**Aveek Mandal**

**Education**

B.E. (Civil Engineering), Bengal  
Engineering and Science University,  
Shibpur

**Past Employers**

Shapoorji Pallonji Real Estate



**Overall Experience**

8 years and  
7 months



**Project Management**

- Managed timely completion of Shapoorji Pallonji Experience Centre Project, worth over INR 50 million, for a display to potential clients and customers at Mohali, Punjab
- Involved in the construction management of India's largest mass housing project, SP Sukhobrishti, successfully handing over more than 320 affordable units
- Developed interior commercial space of ~0.3 Million Square feet, meeting client specific requirements
- Operations Management
- Led a Production team of ~130 workers, at Precast Concrete Manufacturing Plant in Maharashtra, resulting in 60% month-over-month growth in the production
- Mapped potential contractors and suppliers to attain cost reduction and efficiency for project operations, successfully completing business transactions worth INR 5 million with top vendors in Construction Materials and Industrial Paints (Kohler, Akzonobel, Ultratech Cement, etc.)

**Stakeholder Management**

- Liaised and built a healthy professional relationship with bureaucrats from the Government of Punjab and obtained "Entry Tax Certificate" on the purchase of 1050 KVA DG (Saving INR 4 million)
- Co-ordinated with various internal and external stakeholders associated with the upcoming premium Housing Project, Mohali, to rework the budget of the project significantly

**An Auto-IT professional with comprehensive experience in Stakeholder Management, Supply Chain and Logistics, and Operations Management**



15

**Chandrasekar Venkatesan**

**Education**

B.Tech. (Mechatronics), SASTRA  
University, Thanjavur

**Past Employers**

Ford Motor Company  
TCS - Engineering and  
Industrial Services

**Overall Experience**  
6 years and 6 months



**Operations and Stakeholder Management**

- Led the Plant Structuring and Execution Control on its change coordination front and managed end to end delivery of several fixed-price projects for multiple high-value clients (GE Power, GE Wind, GE Water) through TCS Engineering and Industrial services
- Carried out change management and release co-ordination of critical power system components in multiple ERP environments (COPICS, PLM Enovia, BAAN) involving multi-functional stakeholders with 100% FTY expand

**Supply Chain and Logistics Management**

- As a part of Material Planning & Logistics (MP&L), responsible for part procurement, supplier selection, and validation, BOM and bailment structuring for Ford Ranger, Raptor, and Everest vehicles in AAT and FTM, Thailand
- Spearheaded multiple strategies, planning and implementation for supply chain optimization, supplier change, supplier development, demand forecasting and new product launches
- Led the launch of Ford Endeavour BSVI from the MP&L front, ensuring 100% BOM accuracy and bailment structuring, implementation and control of change releases

**Certifications**

- MITx Micromasters in Supply Chain Management, Expected Completion March 2021
- TCS-GE certified Six Sigma green belt. Awarded for completing three projects for significant cycle time reduction with a cumulative savings of over \$2.5mn
- Scrum master certified from International scrum institute

**Experienced in Operations and Project Management in one of India's largest hydrocarbon assets with proven experience in strategy formulation**

**Project Management**

- Achieved 2x output increase by managing end to end solutions of 2 development projects worth 200+ million USD
- Ensured timely delivery of 2 offshore projects worth 220 million USD through techno-commercial feasibility analysis
- Optimized financial models of multiple ONGC projects under various pricing regimes
- Achieved Digital Transformation and Automation in Risk Management process for Deutsche Telekom by synchronizing data aggregation from 60 countries

**Operations Management**

- Ensured maximum daily output with daily revenue of ~1.5 million USD by leading a 3-member team for operations in ONGC's 3<sup>rd</sup> largest offshore oilfield. Successfully published innovation and competencies in a paper for the International Society of Petroleum Engineers
- Achieved zero output downtime by ensuring supply lines of critical equipment by collaborating with in-house and multinational Original Equipment Manufacturers
- Realized savings of ~3 million USD/replacement by redesigning SOPs to increase the time between failure of critical equipment from < 1 year to 3+ years
- Ensured enhanced monitoring mechanisms by establishing and integrating data analytics framework into existing MIS

**Strategy**

- As part of the Government of India's 10% import reduction exercise, collaborated with various agencies for devising strategy
- As part of field dockets for NITI Aayog, ideated futuristic growth options with multinational experts to prepare a long term strategy



**Debarpit Chandra**

**Education**

B.E. (Petroleum Engineering), Maharashtra Institute of Technology, University of Pune

**Past Employers**

Oil and Natural Gas Corporation Limited

**Overall Experience**  
6 years and 3 months



16



**Debashis Roy**

**Education**

B.E. (Civil Engineering), Jadavpur University

**Past Employers**

BENFED (The West Bengal State Co-operative Marketing Federation Ltd)  
NHAI; L&T Ltd

**Overall Experience**

7 years and 7 months



17

**Seasoned professional with specialization in rural infrastructure projects with proven skills in project management, stakeholder engagement and supply chain management**

**Project Management and Operations Management**

- Led a team of 15 Engineers in end-to-end implementation of Storage infrastructure projects worth INR 250 crore, engaging 50+ vendors and 1000+ workers in the rural agricultural sector
- Successfully implemented and executed World Bank-funded Multipurpose Storage project, worth INR 40 crore, first in the cooperative sector in West Bengal, through co-ordination with cross-functional departments and vendor management
- Implemented under Rural Krishi Vikas Yojana scheme, allocation and delivery of farm equipment to cooperatives

**Project Design and Business Process Optimization**

- Achieved a 25% reduction in annual maintenance cost by introducing smart components through massive scale restructuring of assets throughout 12 districts across West Bengal
- Conceptualized and designed INR 300 crore prefabricated warehouses with a lead time reduction of 50% and cost savings of 25%
- Contract Management and Stakeholder Engagement
- Coordinated tendering, contracts, and vendor selection for projects worth INR 400 crore, generating revenues of INR 5 crore in the process
- Coordinated procurement and supply chain of agro-products coordinating with farmers and managing storage and product handling in warehouses /cold storages
- Co-ordinated with high-level Government bureaucrats and Forest Department officials for pre-project approvals in Six laning of the NH-2 project with National Highway Authority of India Ltd.

**Certifications**

- Lean Six Sigma (Green Belt), KPMG; Digital Transformation, BCG



**Dharmesh Kumar**

**Education**

B.Tech. (Manufacturing Science and Engineering), IIT, Kharagpur

**Past Employers**

Caterpillar India

**Overall Experience**

8 years and 10 months (5 years in Japan)



18

**Global Manufacturing Project Management Professional with experience in New Product Development, Process Improvement, Business Development and Quality Assurance**

**Product Development and Quality Assurance**

- Led concept designing, prototyping, cost estimation, mass production activities in the global launch of a next-generation Hydraulic excavator
- Standardized manufacturing process by incorporating modular chassis design
- Rationalized localization feasibility of hydraulic excavator components using performance and cost analysis for India Market
- Carried out Advanced Product Quality Planning (APQP), Built-in quality (BIQ) initiative workshops to meet Quality management standards and boost in house manufacturing efficiency

**Leadership and Business Development**

- Led Kaizen initiative for predictive analysis of heavy machinery components lifecycle; saved \$1M in annual warranty cost
- Led digital transformation of customer site live data analysis across 6 sites globally
- Trained 20 Engineers in skills required to design heavy structure at Caterpillar India
- Planned engagement for 5 different supporting value streams to provide global engineering solutions by forecasting work volume and product launch schedule

**Vendor Management**

- Managed 10+ global suppliers for prototype/pilot development programmes and developed strategy for cost reduction and capability enhancement

**Patent and Certifications**

- Patented the co-invented methods to strengthen large hydraulic excavator chassis frame
- JLPT N3 certified (Japanese Language Proficiency Test) professional



**Automotive professional with strong Problem Solving and Analytical Skills.  
Comprehensive experience and sound domain knowledge in Market Quality Control**



19

## Gaurav Gupta

### Education

B.Tech. (Mechanical Engineering),  
VIT University, Vellore

### Past Employers

Honda Motorcycle and Scooter  
India Pvt Ltd

**Overall Experience**  
5 years and 9 months



### Operations Management - Quality Control

- Experienced in Market failure Root Cause Analysis and implementation of corrective actions
- Expertise in warranty management and data analysis in two-wheeler industry
- Resolved 100+ market complaints through Six Sigma and PDCA approach
- Reduced annual warranty costs of approx. INR 3 million by eliminating a critical market problem in the Activa model of scooters
- Formulated and implemented a novel discrete communication process between Headquarter and quality team of 4 different production units for improved coordination and feedback mechanism on enhancing the quality of products and processes

### Project Management

- Spearheaded the project of Market Recall of 56,194 units of Scooters in February 2018 and Recall of 50,034 units of Scooters and Motorcycles in July 2019
- Conceptualized and led the construction of Honda's state-of-the-art Centralized Warranty Room to improve analysis efficiency, to streamline claim part's management, and to reduce manpower fatigue
- Managed Capital and Revenue annual budget of approx. INR 7 million for Market Quality division

### Recognition and Achievement

- Secured 3<sup>rd</sup> Position in Honda Annual Quality Circle Convention 2017 and represented in Honda International Quality Circle Convention 2017, in Vietnam for the theme "Elimination of Handle Cover Gap in Activa Model"

### Certification

- Certified KPMG- Six Sigma Green Belt



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**Accomplished plant design professional with experience in Project Management, Stakeholder Management, Engineering Consulting and Process Improvement in the Oil and Gas industry**

### Project Management

- Managed a team of 5+ engineers and designers for end to end plant design activities in the development phase of \$3.1 bn ADNOC refinery project
- Ensured timely completion of the PETRONAS project worth \$16 bn by releasing 8000 engineering drawings to the construction site
- Reduced the vendor-data validation cycle time by 15 days for the LNG project by implementing a unique value engineering solution at the regional office level
- Improved cross-functional efficiency by redefining quality control methods for a task force of 90+ engineers

### Process Improvement and Digital Innovation

- Achieved savings of average 160 manhours per month by restructuring an improved quality 3D modeling technique for data progression across different functions
- Reduced manhours requirement for Bill of Material report generation by 20% by developing automated 3D modeling procedures

### Stakeholder Management

- Provided On-site engineering support to construction team of Takreer CBDC project worth \$2.47 bn in UAE
- Single point of contact with Saudi Arabia client for data transfer to the client's server for Nitrogen Gas Injection Plant worth US \$160 million, successfully implemented the project
- Supported in-house Business Development team by optimizing technical bid estimates in the bidding phase of the US-based LNG project

## Harparinderjit Singh

### Education

B.E. (Mechanical Engineering), PEC  
University of Technology

### Past Employers

Bechtel India  
Samsung Engineering India



### Overall

### Experience

7 years and  
9 months (3 months  
in UAE)



**Experienced maritime professional with expertise in Risk and Emergency Management, Multi-National Crew Handling and Critical Operations in Global Supply Chain**

### Leadership, Crisis, and People Management:

- Spearheaded a team of 12 members under perilous circumstances to rescue 3 personnel on-board a distressed sailing vessel in the Pacific Ocean
- Saved \$25 Million in potential losses and avoided a loss of reputation to the company by preventing the grounding of a fully-loaded LPG tanker in the Panama Canal
- Successfully defended against attack by pirates off Nigeria through active engagement with the Nigerian Navy and initiated evasive maneuvers, saving the lives of 23 crewmembers and potential savings of around \$25 Million

### Operations and Supply Chain Management:

- Managed more than 50 operations of loading, storage, and unloading of high-value LNG cargo, stored at -162 degrees centigrade
- Realized substantial fuel cost-saving by optimizing the voyage route by 150 Nautical Miles between the Persian Gulf and Japan
- Achieved a 0% accident rate while leading a team of multi-nationals onboard ships to complete more than 50 high-value end-to-end Gas supply chain operations

### Project Management and Process Optimization:

- Implemented eco-friendly practices by reducing on-board plastic consumption by more than 75% through monitoring of store orders and eliminating excess plastic components
- Managed a significant renovation project of LPG ship worth \$3 Million and completed the project 15% ahead of schedule by collaborating with contractors, surveyors, and suppliers in Singapore



21

## Irfan Khan

### Education

B.Sc. (Nautical Science), IGNOU

### Past Employers

Mitsui O.S.K. Lines Maritime (India)  
Pvt. Ltd.  
Anglo Eastern Ship  
Management (India)  
Pvt. Ltd.

**Overall Experience**  
5 years 4 months  
(Worldwide)



**Maritime Professional experienced in Operations and Supply Chain Management and Project Management, with expertise in Process Analysis, Improvement and Sustainability**

**Operations and Supply Chain Management**

- Led a cross-functional team in operations and maintenance of ships with an asset value of 70 million USD, ensured zero commercial downtime
- Realized 2% fuel savings by improving the operating efficiency of the main propulsion engine through optimization of fuel consumption
- Revised reorder point for essential stores and spares to eliminate high-cost air freight

**Project Management, Process Improvement and Sustainability**

- Oversaw the successful implementation of a waste heat recovery project whilst at sea and ensured zero operational disruptions
- Indigenized a solution for removing water from contaminated thermal oil resulting in savings of ~350,000\$
- Developed a process to minimize oily sludge waste generation by 15%, resulting in 5% more energy savings per year

**Crisis and Stakeholder Management**

- Achieved a 0% accident rate while leading multinational teams in over 200 plus supply chain operations, each valued at over 100 million USD
- Saved 23 lives and prevented total asset loss by leading the immediate response to a major flooding incident onboard in inclement weather conditions
- Chosen to a team responsible for restoring Maersk Kiel to operational condition after it suffered a major fire



**Ishan Verghese**

**Education**

B.E. (Marine Technology), Birla Institute of Technology, Mesra

**Past Employers**

Maersk Line A/S

**Overall Experience**

7 years and 6 months  
(Worldwide)

22



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**Seasoned Energy and Chemicals sector professional with experience in Engineering Consulting, Project Management, Procurement and Digital Transformation**

**Project Management**

- Led teams on engineering, procurement, and construction activities in greenfield and brownfield capital projects (medium to large-scale)
- Worked as a single point of contact for external clients from various renowned petrochemical companies such as Exxon, BASF, South Louisiana Methanol, on projects across geographies
- Managed plant shutdown activities in Kuwait, led a 50+ member cross-cultural team, and achieved successful completion ahead of schedule
- Extensively involved in the procurement of critical vendor packages from quotation to commissioning stage, communicated and negotiated with 40+ vendors across the globe; ensured cost, quality and schedule, and placed purchase orders of over \$50 million on various projects
- Liaised with global Fluor Corporation offices, ensured effective communication and implementation to reduce bottlenecks

**Digital Transformation**

- Created Data Standardization practices and developed engineering reference databases for brownfield plants for clients such as Exxon and BASF
- Developed advanced data packages for various modules on 3rd Gen Modularization projects, reduced effort hours during module assembly by the contractor (~10%)

**Work Process Improvement**

- Ideated and developed a utility, using historical project data, led to a reduction of 25% effort hours on the project. Utility now used across all projects
- Led functional benchmarking activities to analyse the root causes of delays in project delivery, re-designed the quality procedures to reduce effort hours spent (~4%)

**Jitin Chawla**

**Education**

B.Tech. (Instrumentation), I.I.E., Kurukshetra University

**Past Employers**

Fluor Daniel India Pvt. Ltd.

**Overall Experience**

6 years and 10 months (1.5 months international experience)



**Auto Industry professional with experience in New Product Development, Leveraging Customer Insights, and Stakeholder Management**

**New Product Development**

- Launch Leader for a Major Global Program (Ford Figo, Aspire and Freestyle) and six microprograms between 2015-19, including Aspire CNG and a BEV program
- Acquired a deep understanding of the operations of a vehicle assembly plant as part of issue resolutions during new product launches. Primary focus on Vehicle Quality testing
- Led Fuel Economy Target Setting for new models and supported homologation for BS 6.1 Emissions and Fuel Economy certifications

**Leveraging Customer Insights**

- Led Vehicle Engineering deliverables for Total Value Management on two vehicle lines in India. Primary focus on attribute performance vs. customer satisfaction trade-off judgment
- Led the India systemic issues workstream involving in-market research to identify high customer dissatisfaction issues
- Participated in multiple customer surveys and engagements for Ford Figo
- Supported development User Experience targets for new models

**Stakeholder Management**

- Organised and led multiple drive events for prototype testing during new model launches
- Led the media launches for the Ford Mustang, Ford Figo, Aspire and Freestyle in the capacity of a product expert
- Led issue resolution and supported conflict management between sub-attribute teams during launches



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**Joel Mathew James**

**Education**

B.Tech. (Mechanical Engineering) (spec. In Energy Engineering) Vellore Institute of Technology, Vellore

**Past Employers**

Ford Motor Private Limited

**Overall Experience**

5 years and 7 months  
(6 months in Australia)





## Credit Manager with strong Financial Analysis Skills and experience in Corporate Lending, Customer Relationship Management, Marketing and Deal Structuring

### Credit and Financial Analysis

- Extensive Commercial Credit underwriting experience at Bank of Baroda and Barclays across industries including Textile, Auto Components, NBFC, Aquaculture, etc. in India; and Real Estate and Manufacturing in the UK
- Handled credit underwriting at Barclays for three relationship directors from London, having a combined portfolio of ~£90 million
- Received recognition at Barclays from the Director for framing the SOP for the newly formed Real Estate Credit Analysis Team

### Business Development and Stakeholder Management

- Acquired key clients at SME Loan Factory, Chennai - for working capital and project finance- leading to more than 100% increase in loans sanctioned (aggregate sanction of ~Rs.250 crores) during FY 2017-18
- Regularly liaised with Top Management of the companies, we were funding and negotiated the terms of sanctions - such as interest rate, collateral requirements, and loan covenants with the creditors
- SPOC for Supply Chain Finance Vertical in Chennai. Duties included cold calling the dealers and vendors of Major corporates for working capital finance, negotiating the deal and underwriting the loan. Successfully converted leads worth ~Rs.50 crores

### Achievements and Certificates

- Handpicked for the prestigious internal leadership program (Sayajirao Gaekwad Scholar's Programme) at Bank of Baroda in 2018
- CAIIB (Risk Management), Moody's Certification in Commercial Credit



**Karthik Velu**

### Education

CFA Level 3 Candidate (CFA Institute, USA)  
B.E. (Electronics and Instrumentation), St. Joseph's College of Engineering, Chennai

### Past Employers

Barclays; Bank of Baroda; Cognizant

### Overall Experience

7 years and 2 months



25



**Manibhushana Rao Gadiya**

### Education

B.Tech. (Mechanical Engineering), JNTU, Hyderabad

### Past Employers

Wipro Technologies Ltd.

### Overall Experience

10 years (3 years 4 months in USA, 6 months in Canada)



26

## Seasoned IT professional with Global experience in Project Management and Quality Assurance Management

### Quality Assurance Management

- Led three cross-functional, geographically dispersed teams to support quality for the reporting system. Achieved a perfect CSAT (Client Satisfaction) score of 7.0
- Trained teams on the usage of tools such as JIRA, RTC, QC, CQ and cots Products TLM, Data Stage
- Reduced production deployment wait time from 3 months to 2 weeks by implementing the latest agile methodologies
- Reduced proactively the cycle time by 70% through the implementation of orthogonal array test strategy
- Created a new file compare tool to perform the data validation which reduced the validation life cycle by 90%
- Executed projects in Banking, Securities, and Insurance domains with clients from various geographies

### Project Management

- Defined, Standardized, and automated metrics (Defects inflow/outflow, Change tickets, Test automation reports, etc.) for reporting to top management
- Established project management process from scratch, resulting in improved efficiency and quality through measured and reported progress.
- Scheduled, monitored, and tracked multiple projects and deployed more than 100 enhancements successfully
- Reduced the project budget on tools by substituting the third-party testing tools with less expensive options

### Recognition

- Best Agile Team Award (2017)
- Certified scrum master and Lean Six Sigma Green Belt



**Manish Kumar**

### Education

B.Tech. (Instrumentation and Control Engineering), NIT Tiruchirappalli

### Past Employers

Bharat Petroleum Corporation Ltd.

### Overall Experience

5 years and 10 months



27

## Seasoned Supply Chain professional with expertise in Procurement, Vendor Management and leading Digital Transformation Initiatives in the Oil and Gas industry

### Procurement and Supply Chain Operations

- Led the sourcing and negotiation of contracts worth 50 crores annually for procurement of Instrumentation, Electrical, Communication and IT items across refineries
- Managed inventory of more than 4000 SKUs and coordinated with 200+ vendors supplying spares and equipment
- Responsible for global sourcing of materials worth 1.4 million USD annually from countries such as Italy, the UK, Singapore and the USA

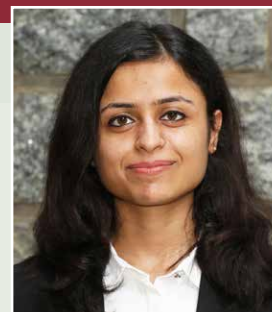
### Project Management

- Project manager for procurement performance improvement program led by Deloitte. Achieved procurement cycle time reduction and improved service level through initiatives such as performance dashboard, service level agreements, vendor evaluation framework
- Received "Smiley Way Award-2017" for leading the overall procurement of 60 Cr. INR material for Process Plant Turnaround jobs

### Strategic and Digital Transformation Initiatives:

- Implemented the Robotic Process Automation (RPA) in Procurement by automating the requisition to purchase order process
- Spearheaded the company-wide implementation of "Govt. E-Marketplace (GeM)" procurement and its integration with SAP system
- Led the GST implementation by designing a new work process with 100% compliance in all purchase orders
- Led the rollout of Digital Invoicing and Centralized Payment processing project for the Business Process Excellence Centre (BPEC) of BPCL
- Nominated as "Digital champion" for leading the future digital initiatives in 2019

**Experienced technology professional with expertise in Product Management, Team Handling, Alliance Growth, and Cloud Product Ownership**



28

**Mansi Grover**

**Education**

B.Tech. (Computer Science),  
Jaypee University of Engineering  
and Technology

**Past Employers**

Hughes Systique Pvt. Ltd.,  
Accenture Services  
Pvt. Ltd.

**Overall Experience**  
6 years and 7 months



**Product Ownership and Alliance Management**

- Generated new revenue streams by devising a deployment strategy for the product on Azure and acting as a bridge for a strategic alliance between Adobe and Microsoft
- Optimized costs by developing a cloud-based infrastructure management module, leveraging AWS resources and Azure Monitor APIs, respectively
- Developed a feature for network management systems to monitor the availability of nodes using heartbeat mechanism through google maps API integration
- Improved performance by 50% by deriving product topologies on AWS and managing a team of four members across different geographical locations
- Slashed release qualification time from 7 days to 4 hours by developing a framework that used Ansible and Terraforms to allow cloud-agnostic automated deployments

**Agile Delivery and Process Improvements**

- Achieved a 30% reduction in sprint spillover through effective team management as Scrum Lead
- Engineered a 20% reduction in service level escalation issues by leading a team of four members and fixing more than 60 recurring production issues in 6 months

**Publication**

- Co-authored a paper on "The impact of digital technologies on the insurance industry" in Accenture



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**Global professional with cross-functional experience in Operations and Supply Chain Management and Project Management in the Manufacturing domain**

**Mayank Runthala**

**Education**

B.Tech. (Ocean Engineering and  
Naval Architecture),  
IIT Kharagpur

**Past Employers**

Singapore Technologies  
Engineering (Marine)  
Ltd.

**Overall Experience**  
5 years and 4  
months in Singapore



**Operations and Supply Chain**

- Led a team of 90 multinational supervisors and workers to deliver steel processing and fabrication works on naval ships
- Designed and implemented a new construction sequence for a 145MW floating power plant project, leading to a 3.8% improvement in the project schedule
- Implemented Robotic Welding Automation in Shipbuilding process resulting in \$475,000 annual saving
- Achieved a significant reduction in accidents and injuries over a period of 2 years as operations safety coordinator

**Project and Stakeholder Management**

- Led the project development of fast patrol boats for the Singapore Police Coast Guard project
- Coordinated with a cross-functional team of 30 design, production and commissioning engineers, Inspection and Owner representatives to streamline project activities in a cross-cultural working environment
- Managed over 25 external stakeholders (EPC contractors and OEMs) and reduced on-site delivery delay by 12%
- Scheduled, monitored and tracked project milestones, prepared monthly project reports for Management review

**Process Improvement**

- Enhanced block erection productivity with net project saving of \$396,000, awarded Best Kaizen Project 2016
- Introduced advanced dimension control measures in the construction process of new-build and repair vessels with 30% productivity improvement

**Certifications**

- Marine Project Management, Ngee Ann Polytechnic Singapore
- Lean Six Sigma Green Belt by KPMG India

**Seasoned Finance professional with 7+ years of experience in Financial Due Diligence and Management Consulting domain**



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**Mudit Gaur**

**Education**

Chartered Accountant, ICAI  
B.Com. (Hons) Commerce, Delhi  
University

**Past Employers**

KPMG  
Evaluserve  
Wone Management  
Systems

**Overall Experience**  
7 years and 4 months



**Mergers and Acquisitions**

- As part of the offshore team, worked on US-based projects – \$28 billion oil and gas deal; the scope included preparation of division-wise and region-wise financials, customer analysis, profitability analysis through EBITDA bridges and other operating metrics (revenue and net income per rig/crew/frac stage, etc.)

**Management Consulting**

- Preparation of Absorption Costing Statement for a green-field ACP manufacturing plant – cost and pricing of 21 grades of the product were calculated. Competitor analysis and project viability statements were prepared for top management. The company is now one of the largest in India in this segment
- Set up costing for entire repair and maintenance operations of a service center for trucks- calculating the cost of each maintenance process and benchmarking it to industry standards helped take outsourcing vs. in-house decision

**Leadership**

- Led the offshore team on a 3-billion-dollar deal involving multiple resources and tight project deadlines; had daily calls with client and target management discussing and finalizing the deal, culminating in a final report consisting of earnings adjustments



## Experienced in Operations, Vendor Management and Sales in the Industrial Explosives Industry



31

### Murtaza Maimoon

#### Education

B.Tech. (Mechanical Engineering),  
IIT Guwahati

#### Past Employers

AMA Group Nagpur, Tata  
Technology Ltd

#### Overall Experience

7 years and 6 months



#### Operations Management

- Designed and implemented maintenance plans for different explosive manufacturing units and accessories. Reduced Break down time by 10%
- Formed cross functional teams for detonator and cartridge explosive manufacturing unit to optimize manpower utilization
- Managed a team of 150, improved efficiency, and reduced wastages due to improper handling of goods by 50%. (Saving of 2 million INR/Annum)
- Conceptualised and Commissioned a critical manufacturing unit within a record time of 18 months
- Led a team to design and install a novel filling pressing unit to increase production capacity of detonators by 100 million number
- Responsible for implementing cloud-based ERP solutions and integrating it with the production and inventory management system, resulting in cost savings of 1 million INR per annum

#### Vendor Management

- Sourced an international vendor for Ammonium Nitrate to reduce costs and improve reliability
- Developed local vendors for packaging raw materials to improve quality and reduce lead times and inventory costs (savings of 20%)

#### Sales

- Devised the sales strategy for bulk explosives and accessories for the retail sector and achieved 150 million in revenue in the first 2 years



32

## Marketing Professional with considerable experience in brand management, strategic planning, and project management in the Real Estate sector

### Naman Garg

#### Education

PGDP in Fashion Marketing, Pearl  
Academy, New Delhi  
BBA, Pune University

#### Past Employers

Gagan Developers  
Marvel Realtors  
Elitify.com

#### Overall Experience

6 years and  
8 months



#### Marketing and Branding

- Planned and implemented a marketing strategy for 10+ projects and corporate brand, which led to an increase in quarterly leads and YoY bookings. Also, reduced project marketing cost by 10% from the estimated budget
- Ideated and executed performance marketing campaigns, social media marketing (SMM), and affiliate marketing to generate quality leads and increase customer engagement - Resulted in a decrease in overall cost per lead (CPL) by 40%
- Revamped the corporate website to improve customer experience leading to a decrease in the bounce rate by 70%
- Revamped brand identity to create brand differentiation and brand recognition in the market

#### Strategic Planning and Project Management

- Strategized and managed end to end marketing activities for 15+ projects to meet estimated lead target requirements and to reduce the sales cycle time
- Designed workflows for the lead management system to enhance productivity and improve lead quality. Automation led to a decrease in T.A.T by 24 hours and an increase in qualification ratio of leads by 30%

#### Team Management/Stakeholder Management

- Played a crucial role in establishing a marketing division for Gagan Developers and led a team of two marketing professionals
- Got 30+ new vendors on board to increase the quality and efficiency of work done - Saved costs by 25% through improved business negotiations

## Analyst experienced in assisting clients in navigating complex business situations across industries through rigorous research and distinctive insights

#### Research and Consulting

- Worked on management consulting modules such as company analysis, industry analysis, competitor benchmarking and M&A assessment across industries
- Supported development of research ideas, framed hypotheses, analysed quantitative and qualitative data for thought leadership to be published externally
- Executed and managed projects end-to-end, including scoping, planning and tracking, quality assurance and stakeholder communication
- Contributed to internal consulting projects aimed at identifying future growth opportunities (amongst the Big4 and other consulting firms)
- Worked on projects across industries such as healthcare and life sciences, retail and consumer goods, and energy

#### Business Development

- Identified gaps in the existing product portfolio and developed new service offerings and capabilities
- Delivered business development pitches for services proposed, based on the consultative approach of mapping client requirements with the customized services offered

#### Process Improvement

- Evaluated efficiency improvement potential of multiple product lines by mapping key technologies. The automation led to the reduction of the turnaround time by over 50% for these products Publications
- Co-authored thought leadership on 'African Powers of Consumer Products 2016' in collaboration with Deloitte South Africa member firm



33

### Namrata Pandey

#### Education

B.Tech. (Electrical), JSS Academy  
of Technical Education  
Master of International Business,  
Delhi School of Economics

#### Past Employers

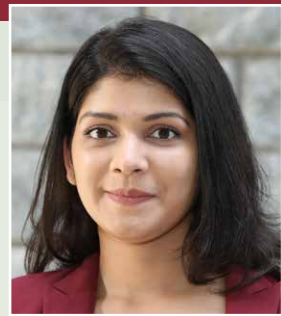
KPMG Global Services  
Deloitte USI; Tata  
Consultancy Services

#### Overall Experience

5 years and 8 months



## Marketing and Analytics Professional with More Than 5 Years of Experience Spanning Across Large BFSIs, Tech Start-up and Own Business



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### Nikita Jain

#### Education

B.A. Programme (Economics and Computer Application), Lady Shri Ram College for Women, Delhi University

#### Past Employers

Citicorp Services India Pvt Ltd  
American Express India Pvt Ltd

Crownit  
Naman Enterprises  
Kanoor Lal Trust

**Overall Experience**  
5 years and 8 months



#### Analytics Experience at a Large BFSI

- Implemented a critical database dimension resulting in a reduction of revenue leakage in reported collections from more than 10% to less than 1%
- Developed a suite of MIS reports to track third-party collections and recoveries from Corporate and Consumer Credit Card portfolios, respectively, across six leading global markets
- Collaborated with Operations and Technical teams to develop new MIS for Merchant loan Portfolio of US

#### Digital Marketing and Operations Experience at Early Stage Start-up

- Identified user groups by customer segmentation for targeted marketing campaigns, managed end-to-end user acquisition campaign execution and content across both app and website
- Optimized process flows and developed a performance dashboard for Compliance and Operations teams - reduced lead time by 40% and average error rate by 80%
- Developed comprehensive response framework and performance metrics, conducted training and quality audits for the customer support team
- Anchored service agreement negotiations, account onboarding, and management for service partners

#### Sales and Client Relationship Management

- Independently managed family-owned telecom distribution business for Idea and Vodafone in Central Delhi; increased retail network by 30%

#### Recognition

- University Rank Holder - 3rd Rank (BA Programme, Delhi University)



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## Seasoned Chemical Industry and IT Professional with experience in Product Testing, Operations and Contracts Management

### Nishtha Jaiswal

#### Education

B.E. (Electronics and Instrumentation), SGSITS, Indore

#### Past Employers

National Fertilizers Limited  
Infosys Limited

**Overall Experience**  
8 years and 5 months



#### Operations and Contract Management

- Responsible for structuring and awarding projects worth INR 1 Crore for repair and maintenance for critical plant operations at National Fertilizers Limited units across two states
- Managed a 3-member team responsible for QC and QA while supporting an INR 300 crore worth project for Thermax
- Managed a 10-member team that achieved an unprecedented 25% reduction of downtime in a critical plant section at National Fertilizers Limited
- Ensured compliance with critical pollution parameters while leading a 7-member team

#### Stakeholder Management

- Responsible for evaluating and allocating funds up to INR 500 Crores to inhouse departments
- Single Point of Contact responsible for ensuring delivery from external service providers including Honeywell, Yokogawa and Emerson

#### Application Development and Testing

- Responsible for Product Testing of 3G/4G related application software for Hitachi-Communication Technologies America at Infosys Limited
- Executed pilot project for new feature development for 4G related applications. This included the implementation and execution of the test plan for the same
- Developed Application Programming Interfaces for 3G/4G core functionality in Infosys Limited
- Simulated end-user testing environment and tracked down failures for Precertification of Android-based product for Comcast Telecommunications

## Supply Chain Management professional with experience in Shipping Operations, Contract Management, Smart Transformation and Project Management in the Oil and Gas Industry



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### Pankaj Arjun Khadse

#### Education

B.E. (Mechanical Engineering), Government College of Engineering, Karad, Maharashtra

#### Past Employers

Reliance Industries Limited, John Deere

**Overall Experience**  
8 years and 9 months



#### Supply Chain Management

- Managed end to end multi-modal supply chain, for importing coal worth USD 250 Million per annum from 5+ countries for three manufacturing divisions
- Developed 120 days inventory plan to ensure visibility, continuous availability of material and regular inventory turnover

#### Smart Transformation

- Led the digital transformation of truck movement operation to reduce the TAT and increase accuracy of SCM metrics
- Initiated the digital transformation for automating the business process using SAP to reduce the operational exposures by 99%

#### Contract and Vendor Management

- Executed Contracts with suppliers, vessel owners, third-party service providers, and terminals, and ensured strict compliance with all the contractual and regulatory requirements
- Played a key role in establishing shipping agency networks across the globe for improved vigilance and getting first-hand information on port congestions

#### Project Management

- Executed multiple engineering projects from scope development to commissioning and developed a cross-functional project coordination framework for fast track projects, resulting in 30% reduction in manpower requirement.

#### Certification

- Six-Sigma Green Belt by KPMG



## Seasoned Operations and Project Management professional with extensive experience in Process Improvement, Technology Development and Stakeholder Management

### Operations / Process Improvement

- Awarded with Green Award by RINL for 96% reduction of critical pollutants using the tools of 'Lean Six Sigma' while operating a 'Polluted Water Treatment Plant'
- Process optimization by achieving zero downtime during production of Coke from Coal
- 55% reduction in concentration of toxic components in chimney exhausts
- Enabled Predictive Planning of machines and ensured their availability '24\*7'

### Project Management / Stakeholder Management

- Cross Functional Team Management to ensure timely commissioning and stabilization of a 'Polluted Water Treatment Plant' and managed that for 2 years
- 15 years life enhancement of a 'Coke Oven Battery' by managing a critical project of 'hot repairs'
- Managed a capacity expansion project worth \$22 bn with global partners

### Technology Development / Predictive Planning

- Quality improvement by reducing residue during polluted water treatment by developing a cost-effective method for 'Cyanide Treatment'.
- Inventory management by optimizing the flow distribution of 150000 Nm<sup>3</sup>/ hr of heating gas of calorific value 4500 Kcal/ Nm<sup>3</sup>

### Awards / Certifications

- Gold medallist of 'The Department of Chemical Engineering' at NIT Durgapur
- PRINCE2- Foundation and Practitioner certified



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## Prashant Kumar Jha

### Education

B.Tech. (Chemical Engineering),  
NIT Durgapur

### Past Employers

Rashtriya Ispat Nigam Limited -  
Visakhapatnam Steel Plant

### Overall Experience

8 years and 6 months



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## Engineering Consultant with expertise in business development, operations management, project planning, contract management and CXO level stakeholder management

### Consultancy and Project Management

- Planned and designed critical high-value infrastructure projects, including a key Coal Handling Plant (CHP) project worth INR 3 Billion for Singareni Collieries (SCCL), while acting as a core member of the consultancy team
- Facilitated 100% electrification objective of Indian Railways by solving a complex problem of routing the overhead wire network at CIL projects
- Generated revenue of INR 10 Million by planning sustainable development projects such as Solar Parks and Waste Management Plants

### Digital Transformation and Business Development

- Successfully digitized tendering procedures and contracts formulation leading to improved efficiency and transparency by handling pilot projects worth INR 5 Million.
- Developed new revenue channels worth INR 5 Million by taking up Bridge Engineering projects

### Stakeholder Management and Contract Management

- Handled legal cases and board agenda for Head of Engineering Division by coordinating with top management and external stakeholders
- SPOC – for seven regional offices and responsible for high priority jobs under civil engineering division

### Awards and Achievements

- Awarded by company for Best Report Preparation: Infrastructure Planning, 2018
- Member of the Birsa Tribal School Administration Committee

### Education

B.Tech. (Civil Engineering), NIT,  
Rourkela

### Past Employers

Coal India Limited- Central Mine  
Planning and Design Institute (CMPDI)

### Overall Experience

7 years and  
8 months



## Praval Priyaranjan

## Dynamic finance professional with experience across Services and Manufacturing sectors

### Taxation Compliance

- Managed end-to-end Direct Tax compliance for corporates - including audits, statutory filings and assessments. Work involved close interaction with CFO, Financial Controller and consultants
- Liaised with Tax authorities to resolve tax demands
- Handled statutory filings under Global Transfer Pricing laws - maintaining records for all related party transactions and advising management about tax implications of proposed transactions with group companies
- Handled Indirect Tax compliance under the Service Tax regime

### Projects / System Migration

- Worked on Oracle-to-SAP as well as non-ERP-to-Oracle migrations from Finance user perspective for defining system requirements, data migration as well as testing of new systems
- Acted as SPOC for Finance for billing system migration for telecom organization.
- Successfully designed system and process changes for various new tax regulations by working closely with cross-functional teams

### Business Excellence

- Held process audits as part of the Quality Assurance team for the record-to-report process
- Conducted process, soft skill and ERP training for 300+ employees

### Achievements and Certifications

- Hold the Lean Six Sigma Green Belt certification
- Awarded Team extra-miler award for contribution to Quality Assurance at Vodafone
- Recognized as star performer twice at Vodafone



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## Rachna Khanduja

### Education

Chartered Accountant, ICAI  
B.Com., Panjab University

### Past Employers

Carrier Midea India Pvt. Ltd.  
Sistema Shyam Teleservices Ltd.  
Max Life Insurance Co. Ltd.  
Vodafone (India).

### Overall Experience

10 years and  
6 months



**Seasoned professional with experience in Program Management, Educational Consulting, Coaching and Mentorship. Co-Founder of an Ed-tech start-up**

**Program Manager, India School Leadership Institute**

- Led the implementation of the flagship program in 35 schools impacting the learning outcomes of 20K students
- Planned and Conducted workshops for 110 school principals every month
- Coached 35 school principals to enhance their leadership and data-driven analytical skills
- Managed the third-party impact assessment by "Education Initiatives" across 54 schools

**Fellow, Teach For India**

- Achieved average class growth of 3 grade level in comprehension and 23% to 65% in mathematics
- Started a year-long project "Prayogshala" to provide experiential learning to 1200 students at 6 schools, got it funded by the CSR department of Sonalika International
- Led a team of 4 TFI fellows to create sustainable structures in the school for better growth

**Co-Founder, www.yourcolumns.com**

- Led a team of 4 to develop an online learning platform and launched it for the IIT-JEE segment
- Partnered with 12 coaching institutes to provide their content on our platform

**Senior Software Engineer, IGATE**

- Handled the development of a new product, "Indexed Universal Life," for client Genworth Financials
- Merged various activities to improve the efficiency of web-enabled policy administration SaaS system, CyberLife
- Ensured the smooth running of the live production cycle for updating data files of 10 million policies using CyberLife



**Rahul Kumar Misra**

**Education**

B.Tech. (Chemical Engineering),  
NIT, Jalandhar

**Past Employers**

India School Leadership Institute  
Teach For India  
IGATE

**Overall Experience**

7 years and 6 months  
(including 1 year of  
Entrepreneurship)



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**A seasoned finance professional with experience in handling large Forex flows and Investments with experience in banking**



**Rahul Mulchandani**

**Education**

Bachelor of Commerce, Mumbai  
University  
MBA, Pune University

**Past Employers**

Tata Consultancy Services  
State Bank of India  
Epitome Global  
Services

**Overall Experience**

9 years and  
6 months



**Foreign Exchange**

- Handled over \$ 20 billion of annual Foreign exchange flows in TCS and SBI
- Analysed risks and provided inputs to the Global Head of Treasury in TCS on a continuous basis to address issues that could affect the forex earnings of the company
- Kept track of national and international developments to improve utilisation of derivatives budget in TCS
- Worked with futures and various option combinations to hedge and trade as per mandated risk management policies of TCS and SBI

**Investments**

- Handled investments for TCS, its provident fund and its gratuity fund
- Oversaw, as part of a team, a portfolio of over Rs. 40,000 crores and tracked key portfolio metrics
- Negotiated with brokers and other market participants in the less liquid segments of the bond market to buy and sell bonds

**Banking**

- Worked in various aspects of the banking field as part of training as a Probationary Officer at State Bank of India
- Worked majorly in personal banking and mid-corporate banking groups in the first year of probation
- Worked in a rural branch in Ratnagiri, Maharashtra district, for about 14 months handling personal segment customers

**Certifications**

- CFA Level 3, CFA Institute
- CAIIB

**Accomplished Maritime professional with onshore corporate experience of handling operations in oil industry and offshore experience of global supply chain, and project management**

**Operations Management**

- Facilitated market leadership of the organization, achieving revenues of \$2 million/day while managing fleet of 28 ships for chartering with oil majors such as Shell, BP, and Saudi Aramco
- Reduced ship operational expenditure by \$25,000 /year by optimizing procurement cycle and re-order point of critical stores
- Realized savings of \$80,000 in fuel expenses by achieving 2% reduction in voyage distances between West African and Asian ports and its fleetwide implementation

**Project Management and Leadership**

- Steered deal for multiple contracts with Exxon for 4 ships by formulating clearance strategy for business generation
- Secured savings of \$45,000/year by leading implementation of recycle project for safety appliances on N-Class ships
- Clocked business for a 22-year old ship, unprecedented in industry vis-à-vis ship's age, with Shell for their largest offshore LNG facility
- Executed fleetwide project of transition to Digital Navigation systems, encompassing equipment compatibility and officer's competency, in record time

**Business Process Improvement and Crisis Management**

- Deputy lead for ship security; managed security operations of 30+ ships in threat regions of Africa
- Achieved market tradeability of Ships to over 99%, leading among peers, ensuring tactical clearances of mandatory inspections
- Led Risk Management and control implementation for 15+ notified critical operations



**Rahul Ojha**

**Education**

B.Sc. (Nautical Science) T.S.  
Chanakya, Mumbai University

**Past Employers**

TORM A/S; Pacific International  
Lines (Singapore) Pvt Ltd; Bernhard  
Schulte; Shipmanagement

**Overall Experience**

8 years and 7  
months (7.4 years  
of International  
Experience)



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**Seasoned Oil and Gas professional with experience in Project Management, Operations Management and Digital Transformation**



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**Rahul Syal**

**Education**

B.Tech. (Electrical Engineering),  
NIT, Allahabad

**Past Employers**

Reliance Industries Limited

**Overall Experience**

5 years and 8 months



**Project Management**

- Liaised with Licensor and EPC teams to commission equipment installations worth INR 30 crores of the largest refinery off-gas cracker complex in the world
- Conceptualized and led detailed engineering activities of LPG bottling facilities at Sanand and Rajkot, each with a capacity of 100 MT
- Led optimization and design of the power distribution network of the VCM Incinerator Project at Hazira, which led to an aggregate cost savings of INR 10 lakhs

**Operations Management**

- Ensured uninterrupted operations of 300+ equipment installation by managing a team of 20 technicians
- Formulated and implemented a preventive maintenance strategy for 500+ equipment installations through collaboration with cross-functional departments
- Implemented a 5S system in an electrical substation, resulting in a reduction of troubleshooting time by 20%
- Trained 40+ plant personnel on electrical safety while acting as an electrical safety representative for the ethylene complex at RIL, Jamnagar

**Digital Transformation**

- Coordinated with cross-functional teams for implementing complex-wide SAP based work order, permit to work and isolation management systems
- Codified MRO spares and updated their bill of material in SAP to administer automatic stock level determination
- Awarded R Samman for optimizing inventory levels for newly codified spares leading to cost savings of INR 53.6 lakhs



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**Technology Consultant with experience in SAP Implementation, Cloud Computing and IT Operations with a passion for Data Science and Analytics**

**Ravi Kasturi**

**Education**

B.Tech. (Metallurgical Engineering),  
JNTU, Hyderabad

**Past Employers**

SAP Labs India,  
Accenture Solutions

**Overall Experience**

5 years and 3  
months (5 months in  
Germany, 1 month  
in Austria)



**Technology Consulting**

- Implemented custom SAP Solutions across multiple functional modules such as Extended Warehouse Management, Apparel and Footwear Services. Gained domain insights by working for clients from Pharmaceutical, FMCG and Retail industries and different geographies like US, EMEA and APAC
- Collaborated with PwC to automate SAP Auditing for a major apparel manufacturer of Germany, reducing the manual efforts of Auditing by 60%
- One amongst the three-member cross-organizational team to work on SAP Performance Tuning reduced the average downtimes of SAP Systems by 70% and saved EUR 200,000 in Infrastructure costs
- Implemented customized SAP Integrated Business Planning solutions for multiple global customers on SAP cloud platforms such as HANA Enterprise Cloud, Converged Cloud
- Worked onsite in a client-facing role in Germany as an SAP Performance Tuning and Integration expert

**Awards and Accomplishments**

- Received the prestigious Accenture "Pinnacle" award in the year 2016

**Certifications**

- Amazon Web Services Certified Solution Architect - Associate

**Volunteering and Other Interests**

- HBR Ascend Select Member



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**Reetesh Kumar**

**Education**

B.E. (Production Engineering), BIT,  
Mesra, Ranchi

**Past Employers**

Bharat Heavy Electricals Limited,  
TRF Limited, A Tata Enterprise

**Overall Experience**

8 years and 7 months



**Seasoned professional with diverse experience in Marketing, New Product Development, Supply Chain Management and Operations in the Capital Goods sector**

**B2B Marketing, New Business Development and Project Management**

- Cracked bulk deals worth ~INR 2.0 bn for BHEL in Oil and Gas Sector from non-established product offerings. Activities included supplier enlistment, company's and competitors' capability mapping, costing, bidding and negotiation based on core competencies
- Successfully managed and delivered projects worth ~INR 1 bn to major Oil and Gas clients. Activities included project monitoring, contract management, stakeholder management and timely cash realization
- Finalized collaboration agreements with major steel producers and technology providers for indigenous manufacturing of identified capital goods required in Steel Plants. Led a cross functional team of 20 executives for identification of these capital goods based on market demand and manufacturing feasibility.

**Operations and Supply Chain Management**

- As a section in-charge of the machine shop of TRF, led a team of 40 workers, including unionized employees and contract workers to meet record production targets of the plant through innovative process improvement
- As a procurement officer, responsible for overall contract negotiation, costing and procurement of critical items to ensure 100% production run time

**Recognition and Certifications**

- Passed CFA (Chartered Financial Analyst) Level 2 exam in 2018
- Six Sigma Green Belt-KPMG
- 'Digital Transformation' by Boston Consulting Group and University of Virginia

**Cross-functional experience in a leadership role across Business Development, Operations, Sales and Marketing, International Business, and Project Management**



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## Rishi Suresh Ranka

### Education

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

### Past Employers

Rankas texfab. Pvt. Ltd.  
Digitas LBi (Publicis Groupe)

**Overall Experience**  
6 years and 5 months



### Strategic Business Development and Marketing / Business Leadership

- P&L ownership including costing, pricing, and revenue management
- Managed end-to-end export processes including sales and marketing, finance, production and quality, logistics, and customs handling, managing teams of 250+ employees
- Developed export division of RTPL with an incremental business of USD 5 million/annum, managing a turnover of 12 million USD/annum and brought in clients including retail chains such as WALMART, ALDI, LIDL, Primark, etc.
- Enabled RTPL to become one of two factories in India to get production licensing for Disney branded bed linen merchandise
- Developed the E-commerce retail arm of RTPL, Atelier Home, creating a presence on Amazon, Flipkart and Snapdeal
- Expanded product portfolio and set up the shirt division from scratch

### Operations Strategy and Supply Chain Management

- Introduced lean methodologies and Pull system in resource management, freeing up capital worth INR 1.5 Cr
- Executed modular production, outsourcing processes to specialized units across India, freeing up resources
- Worked with the design team to incorporate CMYK printing techniques on existing machines, saving INR 1.25 Cr and increased market share
- Set up transparent and environmentally sustainable supply chain processes from crop to product adhering to BEPI and CPI2 standards



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## Power Distribution professional with cross functional experience in management – Revenue and Finance, Project, Digitization, Consumer and Stakeholder, Operations

### Revenue Management and Finance

- Increased revenue collection by 47.67% from Mar'14 to Mar'20 with CAGR of 6.95% using trend analysis, defaulter segregation, power theft reduction
- Reduced aggregate Technical and Commercial Loss by 14% and Transmission and Distribution Loss by 15% in 6 years by energy auditing and energy balancing

### Project and Vendor Management, Digitization

- Managed vendors like L&T, Voltas to execute Govt. projects like Integrated Power Development Scheme, Deen Dayal Upadhyaya Gram Jyoti Yojana, SOUBHAGYA
- Managed digitization with SAP-ISU, ERP-PM, PS, and GIS based consumer indexing and asset mapping

### Consumer and Stakeholder Management

- Led a team of 8 staffs and 5 agencies with manpower of around 200 to manage revenue and operations
- Successfully defended WBSEDCL against Writ Petitions related to Electricity Act/ WBERC, at Higher and Lower Courts by preparing SOFs, documentation and liaising with legal practitioners
- Redressed consumer grievances and organised large-scale events for public awareness, attended by consumers and dignitaries like MPs, Municipality Chairmen and others

### Operations Management

- Managed operation and maintenance of L.T. network of R/L approx. 400 KMs and H.T. network of R/L approx. 50 KMs to provide uninterrupted power supply to downstream consumers

### Certification

- KPMG Lean Six Sigma Green Belt

### Education

B.Tech. (Electrical Engineering), Kalyani Government Engineering College / WBUT

### Past Employers

West Bengal State Electricity Distribution Co. Ltd.

### Overall Experience

6 years and 6 months



## BFSI professional with extensive experience in SME and Retail Lending, Sales and Marketing, Business Development, and Digital Transformation. IT experience in Quality Assurance

### Business Development, Sales and Marketing

- Spearheaded commercial credit portfolio for 37 branches in a region
- Appraised 50+ projects with a cumulative worth of INR 75 Crore across agricultural, automotive, FMCG, and manufacturing sectors
- Acquired new clients as a part of the SBI sales and marketing team and achieved 25% y-o-y growth under intense competition from 13 banks
- Served as a SPOC for electronic dealer financing scheme for dealers of HCCB, Maruti Suzuki, IOCL, etc., and managed the supply chain finances for the dealers

### Digital Transformation and People Management

- Led the region for SBI's digital transformation via YONO App and stood first in the entire circle for cumulative retail loans processed digitally (632 in 7 days).
- Worked with management consulting firm for the digital transformation of the credit appraisal process in the commercial credit sector
- Led branches and teams of varied capacity in multiple geographies across India

### Quality Assurance and Application Support

- Handled Quality Assurance for banking application of a UK Based Mortgage Banking Client

### Entrepreneurial Experience:

- Co-founded C/O Clay Studio: an initiative promoting pottery as art and mindfulness activity
- Handled operations and finances for the venture

### Certification

- MOODY's certified credit analyst, 2018



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## Rupam Paul

### Education

B.Tech. (Electronics and Communication Engineering), West Bengal University of Technology

### Past Employers

State Bank Of India  
TCS Ltd

**Overall Experience**  
7 years





**Accomplished automotive professional with expertise in Product Development, Innovation, Digital Transformation and Project Management**



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**Saikishan Das**

**Education**

B.Tech. (Mechanical Engineering),  
National Institute of Technology,  
Rourkela

**Past Employers**

Mercedes-Benz Research and  
Development India  
Ashok Leyland

**Overall Experience**

9 years and 7 months  
(12 months in  
Germany)



**Product Development and Innovation**

- Managed end-to-end product life cycle for global design and development of front suspension system for Mercedes-Benz cars
- Resolved field failures in international market by managing the development of new suspension system for Ashok Leyland buses
- Led standardisation of automotive components across vehicle platforms to reduce component cost by 13% and inventory types by 10%

**Project Management and Stakeholder Management**

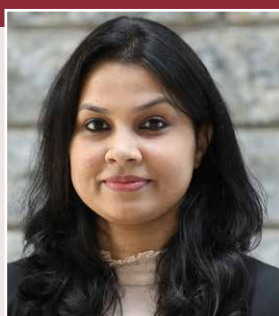
- Led the Value Engineering initiatives and achieved a Bill of materials cost reduction of ₹500 million for commercial vehicle components. Received Chairman's Award for the accomplishments
- Developed new suppliers in European countries for suspension systems of Mercedes-Benz electric and autonomous car platforms

**Digital Transformation**

- Led the team for optimizing vehicle development lifecycle of Mercedes Benz cars, by integrating physical and digital vehicle ecosystem.
- Conceptualized and built digital dashboards using Digital Transformation tools to improve operational efficiency of the team

**Certifications and Skillsets**

- Patent holder for two design solutions for shock absorbers.
- Lean Six Sigma – Green Belt Certified
- Proficient in German language (read, speak, write) till B1 level



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**Accomplished Professional with leadership experience in Corporate Sales, Client Relationship Management, International Trade Finance in the Banking Industry**

**Samiksha Behera**

**Education**

MBA, Biju Patnaik University of  
Technology;  
B.Sc., Sambalpur University

**Past Employers**

HSBC Bank Ltd; Axis Bank,  
Deutsche Bank,  
ICICI Bank

**Overall Experience**

11 years and  
4 months



**Key Account Management**

- Advised senior executives of major global and Indian corporate houses on business problems/corporate finance pertaining to Imports, Exports, Foreign Remittances, Supply Chain financing, etc.
- Structured financial products and solutions for corporates across various industries, by leveraging knowledge and experience of Trade Finance products and ensured strict compliance under RBI guidelines and AML

**Marketing and Business Developments**

- Acquired new clients and strengthened existing corporate relationships to generate incremental Treasury business. Managed sales pipeline, monthly sales forecast, and identification of new business opportunities
- Defined market strategy across segments and regions. Analysed market trends and developed sales plan to increase brand awareness
- Managed marketing of Inland and cross border trade finance products, driving tradeshows, campaigns and other promotional activities

**Leadership**

- Steered Digital transformation by the migration of major MNCs to Digital platform for Import/Export, Supply Chain and Cash Management; conducted training and workshops to equip clients with Trade knowledge.
- Spearheaded the training of new joiners and created Process notes/ job cue cards for Trade Finance product

**Awards and Recognitions**

- Awarded "Dynamo winner" twice at HSBC
- Recognised as best performer pan India in Transaction Banking Premier League at Axis Bank

**Seasoned Professional with experience in Consulting and Innovation, Stakeholder Management, and Project Management in the Energy Industry**



51

**Samir Kumar Sahu**

**Education**

B.Tech. (Chemical Engineering),  
NIT, Rourkela

**Past Employers**

ExxonMobil, Honeywell UOP,  
Samsung Heavy Industries

**Overall Experience**

6 years and 9 months  
(6 months in Korea)



**Consulting and Innovation**

- Reduced 10% in costs by identifying process inefficiencies and suggesting an alternative design and process improvements in a Natural Gas refinery
- Standardized a model structure for online training assessments; Developed the online test formats in collaboration with HR and IT departments, leading to a reduction in human intervention

**Stakeholder and Project Management**

- Resolved critical customer issues by engaging with top management and streamlining communication between sales and project execution teams, thereby establishing realistic projects costs
- Led a four-member cross-functional team for equipment re-engineering, saving 50% in construction costs
- Acted as a project coordinator between India and Korea offices to discuss key project updates and participate in planning initiatives

**Organizational Excellence**

- Designed and executed re-launch of online Customer Satisfaction Surveys for design and fabrication phases of EPC projects; Awarded Honeywell Bronze Award for their successful Implementation
- Mentored an Intern through 2 months on Gas Processing Technology, helping him to qualify for the pre-placement process and secure a job with Honeywell
- Led and coached a team of sixteen for compliance to ISO 9001 Quality Management System for Samsung Heavy Industries

## Seasoned professional with multi-domain product development experience in automotive and consumer durables sectors in project leadership roles

### Product Development

- Created R&D plans based on fluid and structural simulations, reducing development costs by 30% by reduction of prototyping stages for a consumer durables product
- Improved energy efficiency of the refrigerator product line by 23%, by executing a collaborative development schedule between physical testing and computer simulations
- Achieved process cycle efficiency in projects for improving the crashworthiness of specific automotive models in Japanese, ASEAN and Indian markets
- Optimized prototyping costs by reducing the total number of physical crash tests through accurate reproduction of tests in a simulation environment

### Leadership and Stakeholder Management

- SPOC for all communication with Japanese stakeholders in both Suzuki Motor Corp tenure and Panasonic Appliance Company projects
- Led a team to develop 3 first-to-market add-ons for a refrigerator line by translating consumer priorities to product level objectives
- Collaborated with the development team in Japan and ASEAN development centers to procure simulation work packets, improving resource utilization in India from 60% to 75%
- Strategized an improvement to brand recognition, via a two-pronged approach – energy efficiency and usability enhancements

### Intercultural Appropriation

- Quickly learnt and adapted to Japanese language and culture to improve execution efficiency
- Recognized for culturally appropriate interactions with English and Japanese clients



**Sandeep Karmaker**

### Education

Masters in Science (Automotive Engineering), Coventry University  
B.E. (Automotive Engineering), Maharishi Dayanand University

### Past Employers

Tata Elxsi Ltd; Behr Hella Thermocontrol Pvt Ltd

### Overall Experience

7 years and 2 months  
(2 years in Japan)



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## Technology professional with International experience in Applications Engineering, New Product Development and Client Engagement in the Automotive sector



**Santhosh Kumar J S**

### Education

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

### Past Employers

Robert Bosch  
Rane TRW Steering Systems Pvt Limited

### Overall Experience

6 years and  
8 months (13  
months in Germany)



### Product Development

- Designed Hydraulic and Electronic Power Steering systems (HPS and EPS) for passenger cars and LCV's based on customer specifications, industry codes and company standards
- Actively involved in the procurement cycle, coordinated with vendors for the design and development of supplier parts
- Created spreadsheet automation to reduce 150+ manual work hours of the design cycle

### Proposal Development and Client Engagement

- Created technical design proposals and design packages for implementation in the next generation steering gears
- Visited customers in China to understand the new project requirements. Successfully completed the design activities for six customer projects with a combined annual market volume of 120k units

### Strategic Initiatives

- Carried out pre-launch market and competitor product studies, which were instrumental in creating a new product line in the MUV segment for the company
- Conducted vehicle field trials, collected road level data, and documented end-user experience of a new HPS developed for LCVs; resulting into a new business opportunity with an annual volume of 80k steering gears

### Leadership and Innovation

- Mentored a three-member international team to handle steering design projects
- Co-authored a patent, "A Steering Assist Device for a Steering System of a Vehicle," filed at the Indian patent office

## Technology professional with experience in Consulting, Pre-sales, Product Management and Solutions Designing

### Technology Consulting and Pre-Sales

- International experience in 5 different countries in Africa for clients in the banking sector
- Handled end-to-end implementation of Oracle banking products – managed requirement gathering, solutions design, data migration and product customization; led training for business users
- Single-handedly completed 3 digital transformation projects – integration of core banking with external channels such as internet banking, mobile banking and two-factor authentication systems

### Product Management

- Worked closely with product developers and cross-functional client teams to design the architecture and build the solution of an in-house automation testing product.
- Agile practitioner with experience in leading squads for sprint planning
- As the community manager in a crowdsourcing AI startup, managed the ideation, planning and execution of 2 successful campaigns to train students on AI/ML and get them onboard our platform. Formulated and implemented digital marketing strategies using Google Analytics, achieving a 10% increase in monthly user signups

### Extra-Curriculars and Certification

- Proven leadership track record, holding varied positions of high responsibility during undergrad – Elected head of Institute Fest Committee, Head of Student Placement Cell, Institute Cricket Captain.
- Certified Six-Sigma Green Belt (KPMG)



**Saurav Kumar Kar**

### Education

B.Tech. (Computer Science and Engineering), NIT Rourkela

### Past Employers

Synechron Technologies Private Limited, Oracle Financial services

### Overall Experience

5 years and 6  
months (18 months  
of international  
experience)





**Veteran professional with experience in Project, Stakeholder and Operations Management as well as procurement in the Energy Sector**



55

**Shinu Sam George**

**Education**

B.Tech. (Electrical and Electronics Engineering), College of Engineering Trivandrum, Kerala University

**Past Employers**

Hindustan Petroleum Corporation Limited, Deloitte India

**Overall Experience**  
9 years and 4 months



**Project Management**

- Worked with a Project Management Consultant (Toyo India) to manage 4 large scale Engineering Procurement and Construction contracts. Oversaw the installation, testing and commissioning of all Electrical facilities worth INR 475 million as part of the INR 25 Billion Diesel Hydro Treatment Project
- Designed and implemented a retrofit of the refinery Electrical control system to achieve Automated Power Generation Control. The project resulted in annual savings of INR 25 million via reduced electricity and fuel costs

**Operations and Maintenance Management**

- Led a team of 20 technicians and handled regular maintenance of Continuous Process Plant Equipment and Substation with about 30 Megawatt of connected load
- Handled multiple plant turnarounds Planning, Execution and Handover to the Operations team in time

**Procurement Management**

- Handled Emergency Procurement worth INR 45 million to meet planned shutdown deadlines while also handling regular plant maintenance responsibilities across 2019-20
- Identified and proposed alternatives to existing proprietary equipment for optimization of Inventory, enabling a transition to open tendering over proprietary purchases. This led to eventual cost savings of INR 1 million over 4 year



56

**Professional with global experience in Project Management, Procurement, Stakeholder Management and Mechanical Equipment Design in the Oil and Gas industry**

**Shivangi Newatia**

**Education**

B.Tech. (Mechanical and Automation), Indira Gandhi Institute of Technology/GGSIPU

**Past Employers**

Fluor Daniel India Pvt. Ltd

**Overall Experience**

5 years and 4 months (1 month in UK)



**Project and Stakeholder Management**

- Managed vessel vendor changes, expedited reengineering and fabrication to deliver equipment to module yard in Korea within record time. The timelines were critical due to transportation dependency with Kazakhstan later in the value chain and seasonal transportation constraints in the Caspian Sea route
- Led a team of 40 engineers in New Delhi and Kazakhstan for the Tengizchevroil Project. The work involved coordination with the Fluor London office, a client in the United States (Chevron), a module yard in Korea and 25 leading equipment fabricators dispersed across Europe, Kazakhstan and India

**Procurement**

- Managed Technical and Commercial contracts (RFQ) and Vendor Bid Evaluations for multi pound equipment package (Pressure Vessels, Silencer, Heat Exchangers etc) for Fort Hills, KNPC and TCO project
- Managed change orders and cost negotiations with vendor to save \$1 Mn in procurement cost for the client

**Business Solutions**

- Resolved cross-discipline design bottlenecks due to a vendor engineering fallacy. Reduced project cost and delay in project schedule by avoiding rework on anchor plates of 34 Chemical Injection Skids for Kuwait National Petroleum Corporation

**Recognition**

- Awarded 'Certificate of Recognition' from Chevron for outstanding work in fulfilling vendor data gaps in a brief period for the 3rd Gen Modularized Future Growth Project and Well Head Pressure Management Project



57

**Shubham Kathuria**

**Education**

B.E. (Marine Engineering) Marine Engineering and Research Institute, Kolkata/ Jadavpur University

**Past Employers**

Anglo Eastern Univan Group

**Overall Experience**

6 years and 9 months (Worldwide)



**Accomplished Maritime and Logistics professional with experience in Global Operations, Process Improvement and Project Management**

**Project and People Management**

- Facilitated purchase operation for U.S.D 15.2 million worth vessel by preparing a takeover report while acting as a technical expert
- Achieved 7% hike in vessel freight rate by Conceptualising and executing end to end solution for conversion of fuel oil tanks, ensuring regulatory compliance in US and Canadian waters
- Supervised installation project for Ballast water treatment plant worth \$5Mn at Varna, Bulgaria

**Operation Management and Process Improvement**

- Generated 5% reduction in monthly operational cost of the ship through improved Inventory management
- Achieved 60% reduction in the number of accidents by improving safety processes for 30 engine room jobs
- Led a 25-member team to conceptualize and implement a waste-management plan, reducing operational costs by 1.5% and thus winning the Best Turn Over Ship Award-2015
- Reduced 30 minutes of daily labour hours and saved \$10K+ monthly on fuel oil cost by optimising changeover of the Fuel oil transfer system

**Awards and Certifications**

- Awarded the prestigious Annual Green ship Award for reducing carbon footprint by 22.5 MT for cargoes delivered
- Best All-rounder award for consistent performance in undergraduate college
- Awarded for Best Technical paper presentation on futuristic engine manufacturing technology
- Maritime Resource Management (ALL Academy) and Lean Six Sigma Green Belt Certified

## Accomplished energy domain professional with experience in Project Management, Business Development, Client Engagement, and Account Management

### Business Development and Stakeholder Management

- Negotiated and secured contracts for technical services worth \$3.15 billion with the state-owned oil company- Nigerian Petroleum Development Company (NPDC) for development of an Oil and Gas block in Nigeria
- Managed proposal building through coordination and collaboration with multiple stakeholders, on integrated service contracts in Oil and Gas to ensure contract awards worth \$5.5 billion
- Provided techno-commercial support encompassing market research, competition analysis, proposal and bid preparation, to Swiss-based Offshore Drilling Rig Contractor- Transocean
- Identified new business opportunities, prepared feasibility reports in potential new markets, offering synergy with core businesses, like Well Engineering, Project Management, Seismic Exploration, FPSO
- Advised top management on strategic initiatives to expand the portfolio of services offered to clients

### Project and Contract Management

- Led the execution of 2 key contracts worth 7.5 million USD for Offshore Service Vessels operating in the Asia Pacific and the Indian Subcontinent
- Negotiated services and manpower contracts to optimize project costs resulting in cost savings of around USD 5000/day

### Awards and Certifications

- Completed postgraduate dissertation and project on multi-step prediction model of future oil prices; Secured the highest in-class GPA during M.Tech
- Lean Six Sigma Green Belt by KPMG India



**Shwetanshu Shekhar**

### Education

M.Tech. (Petroleum Management), and B.Tech. (Petroleum Engineering), IIT Dhanbad

### Past Employers

Jubilant Enpro  
Sterling Oil

### Overall Experience

6 years and 4 months  
(15 months in Nigeria)



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**Siddhartha Naidu Kundrapu**

### Education

B.Tech. (Electronics and Instrumentation), GITAM University

### Past Employers

Larsen & Toubro Ltd  
(L&T Construction),  
Conduira Online

### Overall Experience

6 years and 1 month



59

## Multifaceted professional adept at Operations Management, Stakeholder Management, Project Bidding and Evaluation, and Digital Transformation

### Operations Management

- Devised strategy and follow through for indigenization of foreign-supplied instruments to nuclear power plants by developing local vendors, leading to significant cost savings of ₹ 1.5 Cr
- Used data driven approach to trouble shoot and resolve process bottlenecks in the electrical execution of nuclear-powered submarines, reducing average operating cycle time by 8 hours
- Led a team of 9 professionals for the successful installation of various inter-dependent packages across multiple nuclear power plants in India
- Designed, optimized and created process flow for three critical systems of the first ever fusion based experimental nuclear reactor, ITER

### Stakeholder Management and Contracts Management

- Co-ordinated with various departments, OEM suppliers, regulatory agencies, and clients to streamline project activities, ensuring flawless execution and improving FTR
- Acquired a contract worth Rs. 29.94 billion for construction of the reactor building of nuclear power plant, contributing to 30 % of the business unit's target revenue for the FY 2018-2019

### Strategy - Digital Transformation

- Devised and Implemented Strategy to help an Ed-Tech start-up digitize its product portfolio, enabling it to gain 2 % of the online market share in India within one year

### Awards, Achievements and Certifications

- Gold medal recipient during under graduation
- Elected and served as the 'Vice President of ISTE Student Chapter' during under graduation
- Lean Six Sigma Green Belt – KPMG Certified



**Soumyashanto Mandal**

### Education

Master of Planning – CEPT University  
(Gold Medalist)  
B.Arch., NIT Tiruchirappalli

### Past Employers

IIHS, NIT Calicut  
Royal Haskoning DHV  
Edifice Consultants

### Overall Experience

7 years and 7 months



60

## Accomplished Urban Development professional with experience in government advisory, infrastructure planning, sustainability, design

### Strategic Consulting, Government Advisory, Stakeholder Management

- Formulated physical and social infrastructure development strategies and regulatory policies for 'Bangalore Master Plan 2031', for an impact area of 1200 sq. km
- Conceptualised perspective plan for Machilipatnam port area-based urban development (Andhra Pradesh Government); created a sustainability framework to address Sustainable Development Goals
- Developed country-level tourism development strategy for Malawi in Africa
- Led stakeholder's consultation for Bangalore masterplan and Machilipatnam perspective plan – collaborated with citizen groups, NGOs and government departments; held focus group discussions across 28 villages in Andhra Pradesh to understand and address development issues

### Public Policy And Academic Research

- Researched on India's Industrial Corridor Projects, as part of a global multi-disciplinary study on sustainable cities, funded by the UK Government
- As a visiting researcher to the University of Oxford, led a study on green space accessibility in London and Bangalore; presented preliminary findings at a research retreat at Medellin, Colombia

### Design

- Designed several architectural projects across institutional, residential, and commercial categories
- Planned an integrated township for Tata Power in Jharkhand

### Awards

- Was awarded Gold Medal in Urban and Regional Planning – CEPT University, 2012
- Conceptualised the design of a high-rise building that was shortlisted at World Architecture Festival-2015



**Engineering services professional skilled in project management, process planning, with experience of developing end to end production system for automobiles**



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**Sounak Chakraborty**

**Education**

B.E. (Production Engineering),  
Jadavpur University

**Past Employers**

Tata Technologies Limited

**Overall Experience**

6 years and 8 months



**Pre-Engineering, Process Planning and Improvement**

- Planning and validation of complete BIW assembly lines for underbody, front and rear floor, body side inner and outer, framing, roof, door, etc. for top 3 American and major German OEMs
- Simulation of robotic work-cells involving joining techniques such as spot, arc and laser welding, riveting, clinching, hemming, etc., thereby reducing shop floor integration cost by ~30% and the system delivery time by ~25%
- Ensuring adherence to client-specific maintenance and safety standards
- Weld distribution and product feasibility study; validation and ordering of weld guns, sealing nozzles and other equipment; layout design and foundation plan release; robot offline programming, documentation and delivery
- Assembly process analysis, capacity maximization, cycle time optimization, line balancing, etc. based on production rate/JPH requirement specified by clients
- Coordination with the tool design team for validation and release of tools including jigs and fixtures, part handling grippers and other stationery and mobile part holding and transfer mechanisms

**Project Management**

- Led project teams of 8-10 engineers, complying with SLA and deadlines, improving turnaround time from project kick-off to simulation buy-off
- Acted as a SPOC with European and US-based clients (Automotive OEMs and Tier 1 suppliers)
- Set up a project execution team in 2016 for an American client and spearheaded its growth to become a ~35-member team earning annual revenue of 1 million USD



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**Seasoned professional from the manufacturing sector with expertise in operations and project management, process improvement and Industry 4.0 digital transformation**

**Sourav Biswas**

**Education**

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

**Past Employers**

Tata Steel Ltd  
Hindustan Zinc Ltd  
(Vedanta Resources)

**Overall Experience**

8 years and  
2 months



**Operations Management and Process Improvement**

- Led a team of 4 Assistant Managers and 20 engineers for conditional diagnostic and predictive maintenance of electrical equipment to increase Overall Equipment Effectiveness from 90% to 97% over 2 years
- Executed a process-improvement initiative using DMAIC methodology with a cross-functional team for reducing plant stoppage by minimizing equipment downtime and saving 1633MT of liquid metal per year
- Implemented Quality Management system ISO 17025:2017 in a testing facility to obtain NABL accreditation to turn it into a revenue generation centre

**Digital Transformation**

- Managed digital transformation initiatives in collaboration with McKinsey & Co. by implementing a digital asset management system, smart sensors and validating predictive models in Tata Steel Kalinganagar- the first steel plant in India to earn industry 4.0 leadership status from World economic forum

**Project and Vendor Management**

- Managed end to end execution of a 400KV automated Substation project worth INR 110crores by co-ordinating with cross functional global teams and managing a site execution crew of 100
- Managed service contracts worth INR 2crores and reshaped the overall contracting strategy of the department saving 20% in department budget

**Certifications**

- Six Sigma Green Belt certification
- Certified QMS (ISO 17025: ) auditor by FICCI



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**Sudeep Siddharth**

**Education**

B.Tech. (Mechanical Engineering),  
Cochin University of Science and  
Technology

**Past Employers**

Bharat Heavy Electricals Limited  
Mahindra & Mahindra

**Overall Experience**

8 years and 6 months



**Energy and Automotive sector professional with cross functional experience in Business Process Improvement, Operations and Artificial Intelligence**

**Operations and Project Management**

- Led 100+ technicians and experts across geographies while working alongside GE and SIEMENS to commission 12 Gas and Coal based Turbines of cumulative installed capacity 5 GW
- Streamlined work routines between vendors, clients and engineering agencies to facilitate timely project execution

**Digital Transformation and Artificial Intelligence**

- Channelized digital transformation drive within the company through implementation of Contractor Performance Monitoring System and Online Bills Processing System
- Used Artificial Intelligence (NLP) to find reasons for project delays from unstructured data of project feedback reports

**Business Process Improvement and Stakeholder Management**

- Organized CXO level client engagement to arbitrate on conflicts leading to debottlenecking of project execution
- Prepared and managed strategic meetings for deliberation on planning and execution of organizations long term strategy plans
- Formulated and Implemented initiatives to ensure growth in revenue and profits for Mahindra and Mahindra automobile Service Center

**Lead client service director with extensive experience in auditing, financial analysis, risk assessment, internal controls, business development, and people development**



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## Sumit More

### Education

Chartered Accountant, ICAI  
B.Com. (Hons), St. Xavier's College,  
University of Calcutta

### Past employers

Price Waterhouse (Member  
firm of PwC Network)

**Overall experience**  
9 years 10 months  
(Excluding articleship)



### Leading client engagements

- Led statutory audits of 18 clients across diverse sectors including the firm's largest audit client (Part of Nifty; global revenues US\$ 22 billion+) with a cross-functional team of 50+ members
- Led accounting framework transition projects of 5 clients (3 listed) and internal controls framework implementation projects of 3 clients (2 listed)
- Collaborated with teams across 7 Indian offices and 10 global territories and liaised with multiple experts (tax, valuation, IT) for audit

### Business development and transformation

- Spearheaded Firm's East pursuit activities to win 12 clients, securing INR 3 Crore+ annual revenues, contributed towards the firm's largest audit client win with INR 30 Crore+ annual revenues
- Increased profit margin by reducing engagement hours by more than 30% through transformation initiatives, close supervision, and monitoring

### People development

- Delivered numerous accounting and auditing trainings (up to 50 participants)
- Conceptualized 'Kolkata Assurance Conclave', a unique employee discussion forum, anchored 10 sessions (up to 40 participants)

### Recognitions and certifications

- Secured All-India 4th Rank (Eastern Region 1st Rank) in the Chartered Accountant (Intermediate) Examination
- Certified Financial Modelling and Valuation Analyst (CFI); Certificate in International Financial Reporting (ACCA); Lean Six Sigma Green Belt (KPMG)



65

**Technology professional experienced in creative solution building, technical consulting and project delivery with demonstrated cross functional leadership in the Indian Army**

## Sundararajan B

### Education

PG Diploma – Defence Management  
and Strategic Studies  
B.Tech. (Information Technology),  
Anna University, Chennai

### Past Employers

Indian Army  
Tata Consultancy  
Services

**Overall Experience**  
7 years and 1 month



### Project Management and Product Development

- Led in-house R&D project to develop two JQuery based widget being utilized in various applications, enhanced user experience and avoided the purchase of widget from third party vendors
- Awarded "Scholar Warrior" for Conceptualizing and developing two Android applications that reduced the operation time by 10% and one of which was approved for Army wide usage
- Steered multiple POCs in AWS S3, DL Keras and ML models and demonstrated the value proposition of incorporating these technologies to high level Govt. dignitaries
- Re-Architected QMS application to fix the memory leakage issues and reduced latency time by 15

### Agile Delivery and Stakeholder Management

- Experienced in sprint planning and prioritized product backlog by convincing stakeholders
- Worked closely with General rank officers from various verticals of Army - successfully planned and executed end-to-end user acceptance tests for critical applications used pan Army

### Operations and Event Management

- Headed Operations of Artillery Missiles and coordinated Air-Sorties for disconnected posts in Siachen OP-Meghdoot
- Played a pivotal role in the trials of a USD 7 million Battle system being inducted into the Army

### Certifications and Volunteering

- AWS Certified Solution Architect
- Professional Scrum Master
- OCJP
- Led TCS CSR-team to support underprivileged kids

**Technology specialist experienced in Fortune 500 company engagements. Created trust and increased adoption of Business Critical applications like SharePoint and M365**



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## Sunil Ganesan

### Education

B.Tech. (Electronics and  
Communication Engineering),  
SASTRA University

### Past Employers

Microsoft India

**Overall Experience**  
6 years and 6 months



### Stakeholder Management and Technical Leadership

- Took ownership of high-stake customer accounts of various Fortune-500 companies as well from across the globe; assisted in program managing their cloud migrations
- Collaborated with engineering, sales, and accounting teams frequently to suggest design and features improvements as well as bug fixes for mission-critical B2B products
- Performed a dual role as a full-time Engineer as well as a Partner-Technical-Advisor wherein I Led the offshore vendor team. Successfully reduced partner escalations to <10% and helped achieve a consistently high Customer Satisfaction Rating of 4.8

### Initiative and Strategy

- Generated additional revenue for my business unit by foraying into a new dimension of infrastructure Risk assessment; presented risk assessment reports to client CTOs of US Public Sector companies
- Co-lead the Growth Mindset vertical of the Culture track in MWAM-India, an initiative to help people imbibe the Growth Mindset culture
- Ran an Info Series project called 'The CSS Info Series' to influencers in the Microsoft Modern workplace-India org on the Digital Transformation, the Product and Services Industry is undergoing and how to adopt the changes. I furthered delivered a second session on 'Microsoft Performance And development' Philosophy

### Certifications

- ITIL V3 certified; Kepner Tregoe certified



**Seasoned Energy Sector professional with diverse experience in Operations Management, Process Excellence, Risk Assessment and Project Management**



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**Surajkumar Senapati**

**Education**

B.Tech. (Mechanical Engineering)  
NIT Surat  
Cost and Management  
Accountant, ICMAI

**Past Employers**

Reliance Power  
Limited

**Overall Experience**  
9 years and 7 months



**Operations Management and Process Excellence**

- Managed an 11 member team for Turbine operations of a 300 MW Power Plant, ensured equipment availability above 95%
- Spearheaded first-time in-house implementation of ISO 50001, collaborated with different departments and top management, improving energy efficiency by 0.2%
- Handled operational emergencies averting unit outages, avoided losses of approximately INR 7.5 Mn
- Identified actionable root-causes and developed control measures for reducing process water consumption by 25% through Lean Six Sigma methodology

**Project Management and Risk Assessment**

- Collaborated with the greenfield project commissioning team, averted unprecedented critical equipment failures by implementing vital modifications in Boiler and Turbine control system
- Initiated digitization of the Plant Performance Deviation reporting system, developed the dashboard for enhancing real-time performance deviation monitoring
- Conducted more than 20 ISO QHSEE Internal Audits, avoided major non-compliances by identifying significant areas of concerns
- Achieved zero violations and accidents by developing and implementing risk mitigation strategies through environmental impact and hazards risk assessment

**Recognition and Certifications**

- Won Excellence Award twice leading teams at National Convention on Quality Concepts case study competitions organized by Quality Circle Forum of India
- Certified Lean Six Sigma Black Belt, Certified Internal Auditor-ISO QHSEE Management systems



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**Automotive professional with experience in Product Development for Global markets, Market Research for Future product lineup and Strategy in operations**

**Umang Sharma**

**Education**

B.Tech. (Mechanical Engineering),  
IIT, Jabalpur

**Past Employers**

Honda Cars India Ltd (R&D)  
Honda R&D Ltd, Japan  
Cyient Ltd

**Overall Experience**

7 years and  
7 months (24  
months in Japan)



**Product Development**

- Led a 4-member engine development team for a successful launch of BS6 compliant product in the Indian Market, working in collaboration with Honda R&D, Japan and Honda R&D, Thailand
- Two-years of international experience at global Honda R&D Japan. Handled development of 4 Honda models for various markets, including Japan and North America. Appointed Domain expert post-return to India
- Represented the Powertrain department in Cross Divisional operation for quick response to market problems for the top-selling models. Implemented running change for mass production
- Carried out competitor benchmarking and presented detailed reports with analysis and recommendation for new product features and improvement points to the Top management

**Market Research**

- Conducted market research for Electric Vehicle Feasibility for Indian Market, analyzing market requirements and infrastructure, benchmarking against International regulations, and competitors
- Implemented new technology adaptation of IS (Idle Start Stop) and DPF (Diesel Particulate Filter) for the Indian market, through big data analytics and real-world data collection of more than 1000 customers
- Organized trips for extreme weather testing to Leh and Jaisalmer to analyze current performance and provide key insights for future models

**Achievement**

- Driving Committee Leader for Honda R&D India, trained more than 50 employees
- Youngest to earn Grade B Honda Internal Driving License
- N3 certified Japanese Speaker

**Seasoned Oil and Gas professional with extensive experience in Project Management and Execution, Operations, Procurement and Supply Chain Management**



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**Uttkarsh**

**Education**

B.E. (Electrical and Electronics  
Engineering), Birla Institute of  
Technology, MESRA, Ranchi

**Past Employers**

Indian Oil Corporation Limited

**Overall Experience**  
7 years and 5 months



**Operations and Supply Chain Management**

- Managed critical operations and maintenance of India's 2<sup>nd</sup> largest oil terminal. Led a team of 3 engineers
- Achieved savings of ₹ 0.5 crores in annual terminal maintenance costs in collaboration with AT Kearney
- Ensured efficient resource management and work scheduling during major shutdowns at Panipat Refinery (L/LLDPE unit) and predictive maintenance at Jalandhar Terminal
- Ensured 99% supply fulfilment of fuel demand in three states of North India

**Project Management**

- Executed TAS digital transformation and automation project worth ₹ 24 crores at Jalandhar terminal with partner Honeywell
- Performed offer invitation, negotiation and work execution for Terminal Automation contract
- Commissioned Level-1 terminal automation system comprising of tank farm automation, flow measurement digitization and IoT implementation for pumps, mass flow meters and industrial equipment
- Liaised with EIL, Honeywell, AT Kearney and Indian Railways for commissioning of a new semi-automated rake unloading Railway siding

**Procurement and Stakeholder Management**

- Ensured procurement of capital goods viz. pumps, automation equipment and new fire engines through bid invitation and tendering worth ₹ 5 crores
- Managed CXO level OEM stakeholders while performing negotiations during vendor selection meetings
- Managed procurement, AMCs and budget planning for automation spares, ensuring > 90% reliability

**Accomplishments**

- Lean Six Sigma Green Belt, KPMG

**Certified CRM consultant, with experience in product development, solution architecture, mobile and cloud solutions; Proficient in Client and Stakeholder Management**

**Technology Consulting and Solution Architecture**

- Solution Architect for digitization project of judicial procedures of South Africa using dynamics CRM and Azure solutions (Logic Apps, Web Jobs, Azure Functions), and for projects of public Bank of South Africa and shell refineries
- Developed a User-friendly Software Development Kit to allow customers implement CRM solutions as per their Business Model
- Managed change management initiatives, requirement gathering and Led a 12-member team to implement CRM for Healthcare and manufacturing businesses for German clients

**Stakeholder Management, Product Management and Project Management**

- Led End-to-end product lifecycle of various CRM implementations, Coordinated Solution and Infrastructure Delivery Methodologies including traditional SDLC and Agile; using DeVops tools such as TFS and GitHub
- Responsible for Sprint planning, creating user stories, project backlog management, feature prioritization, and managing deliverables in an Agile project
- Managed stakeholders from Germany, South Africa and Redmond and managed cross functional and outsourced teams and delivered CRM solutions for their business implementations

**Application Design and Development**

- Developed analytics-based automation efforts for solution deployment without human interaction, saving billing for one team
- Developed add-on tools for clients as part of IOA (Innovation, origination and Automation) team
- Led the design and development of eCommerce Platform for British Telecom



**Vaibhav Shukla**

**Education**

B.E. (Computer Science), Bhilai Institute of Technology

**Past Employers**

Affluent Global Services  
Accenture  
Tata Consultancy Services

**Overall Experience**  
7 years and 3 months



70



**Vijay Kumar**

**Education**

B.Tech. (Metallurgical and Materials Engineering), Visvesvaraya National Institute of Technology, Nagpur

**Past Employers**

Steel Authority of India Limited  
Rashtriya Ispat  
Nigam Limited

**Overall Experience**

6 years and  
10 months



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**Experienced Operations and Supply Chain Management professional with a demonstrated history in the Steel Industry**

**Operations Management**

- Managed the operations of the Blast Furnace Department (4.3 MTPA capacity) as a Shift Manager by leading a team of 200 associates from 4 primary production zones to ensure maximum customer satisfaction
- Identified key bottlenecks in the logistics systems serving immediate downstream units and reduced the recirculation time of hot-metal transfer ladles by 15%

**Process Optimization**

- Reduced the shutdown downtime by 20% by parallel job identification and by implementing routine inspection of critical equipment in each shift
- Studied the effects of hot-blast temperature and other process parameters on the productivity of blast furnaces and implemented the findings to optimize the process in production. This resulted in the improvement of Key Performance Indicators of the system by 7% and a reduction of the cost of hot-metal by 10%

**Change Management**

- Liaised between shop Personnel department and Labor Unions to incorporate new trade practices such as flexible leaves and job rotation to ensure maximum worker satisfaction and productivity

**Recognitions and Achievements**

- Started a single classroom school in the year 2016 to teach children of Safai Karmachari and evening classes for these working people
- Youngest Shift Manager in the history of Blast Furnace of Bokaro Steel Plant

**Market Research and Consulting Professional with experience in Insights Mining, Business Strategy Analytics and Client Engagement with FMCG majors**

**Marketing Analytics and Consulting**

- Led a team of 8 analysts in the design, creation, and maintenance of multiple brand and new launch trackers across geographies through an in-depth study of sales, retail, consumer, and financial data from multiple sources
- Part of a team tasked with evolving market success definitions for The Coca-Cola Company by creating a framework that changed how the company segmented its key markets and revise growth targets commensurate to their standing
- On-site consulting engagement with Unilever Indonesia to identify white space and capture share in the ice cream category through commercial and marketing execution optimization strategies with a focus on pack and price architecture
- Led a team that analysed the effects of pricing change on market share, sales, and consumer perceptions for The Coca-Cola Company

**Product Management**

- Led the development of a growth simulator tool for Unilever that allowed category and brand managers to set targets for future years for 11 categories in 30+ markets. Managed the on-boarding of over 200 brand and category managers onto the platform
- Supported the Commercial function at Coca-Cola and led the development and delivery of a dashboard to track commercial performance across 40 key markets



**Vishal Kuruvilla Thomas**

**Education**

M.Sc. Management, Manchester Business School;  
B.Tech. (ECE) VIT, Vellore

**Past Employers**

Brandscapes Worldwide  
Marlabs Software and  
Tech Mahindra

**Overall Experience**  
7 years and 9 months  
(11 months in USA, 2  
months in Indonesia)



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**Operations manager with experience in continuous processes optimization, project execution, and change management aimed at cost reduction and increased productivity**

#### **Leadership and Operations Management**

- Led a team of 12 executives and over 50 unionized employees to improve the TMT rolling mill yield from 96% to 98%
- To gain market competitiveness for our product, spearheaded the process testing and parameter optimization of a new micro-alloy free grade of TMT bars, achieved input cost reduction of 25%
- Collaborated with multiple departments for production planning and dispatch of various grades of plain and TMT rods
- Imbued a customer-focused approach in workforce and procedures to reduce the frequency and variety of customer complaints

#### **Process improvement and Change Management**

- Initiated analysis of rejection data to generate insights and used them to eliminate the root causes of rejection such as surface defects and mechanical defects, bringing down the total mill rejection from 1.75% to 1.25%
- Negotiated with multiple inter and intra-departmental agencies to optimize the schedule maintenance shutdowns and achieved a 15% reduction in downtime
- Took the initiative to mitigate the problem of mill yield loss and reduced it from 4.3% to 3% through modifications in Standard Operating Procedures
- Motivated junior managers and unionized employees to align with the organizational change of increased emphasis on automation and workforce reduction

#### **Certification**

- Lean 6 Sigma Green belt certified



**Yasho Vardhan**

#### **Education**

B.Tech. (Metallurgical and Materials Engineering), NIT, Jamshedpur

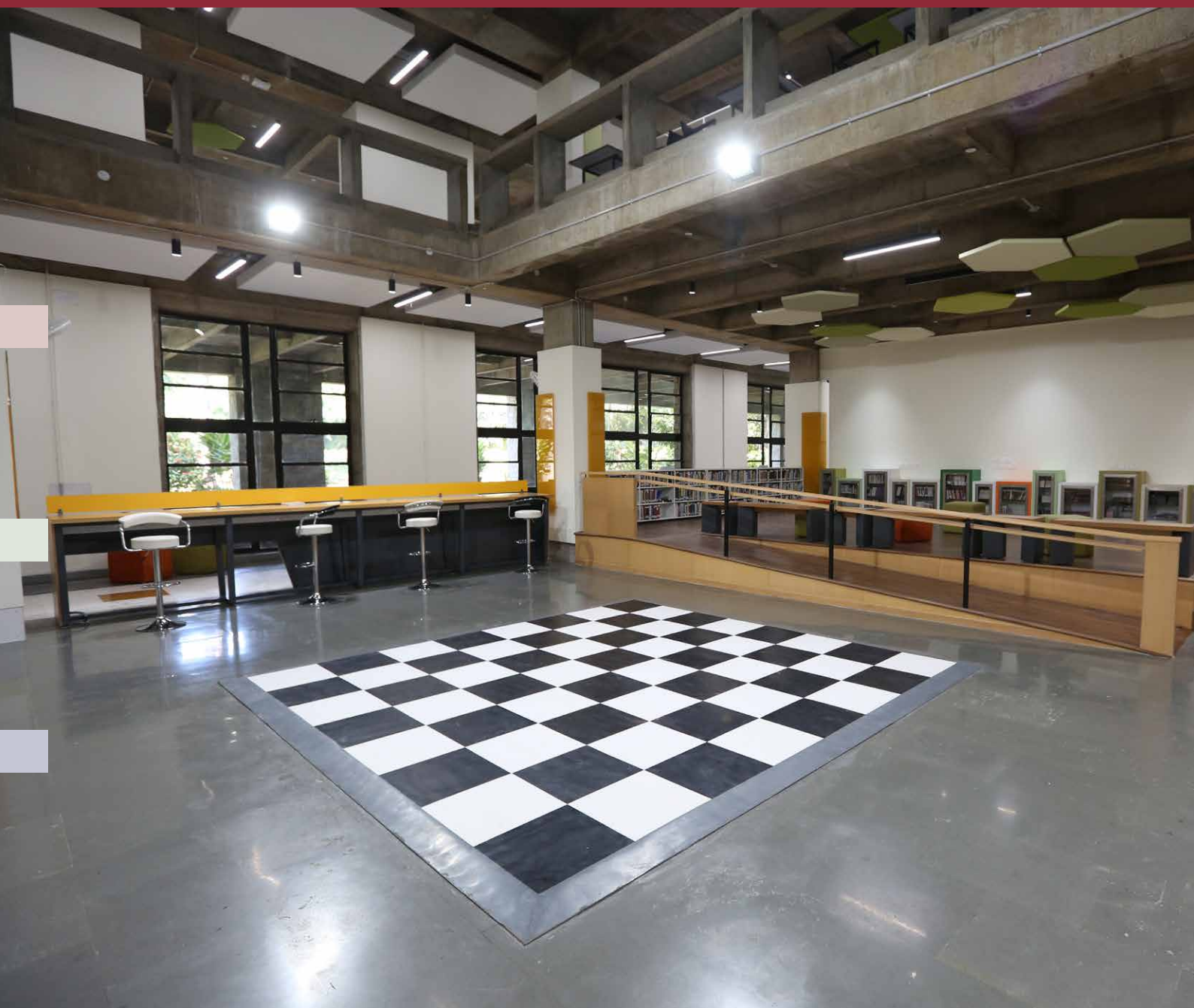
#### **Past Employers**

Steel Authority of India Limited

#### **Overall Experience**

5 years and 6 months

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# Placement Process



## Important Dates

Pre-Placement Talks for the current batch start by **November 2020**

Final interviews start on **December 8, 2020**

## 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 Talks

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 December. 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

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## Placement Committee Members

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