

## INTERNATIONAL MANAGEMENT INSTITUTE

Shaping global leaders for tomorrow





Leaders



If your actions create a legacy that inspires others to dream more, learn more, do more and become more, then, you are an excellent leader.

- Dolly Parton

At IMI, we envision a journey full of tough choices and challenging moments. It is the decisions that we take that make or break the deal. We aim to create not just fine managers, but value adding, socially sensitive, ethical, global individuals who have the grit and the passion to take on the world, the rough with the smooth. We create action centric Thought Leaders who crusade their way through all barriers, pushing their limits farther, beyond the envisioned and emerge as pathfinders who are able to shoulder the power and privilege bestowed upon them with responsibility and élan. We aim to stand apart from the mélange and deliver excellence in each and every sphere.

## **Beyond Limits**

# From the Director's Table, A Message

Ever since its inception in 1981, International Management Institute has been attracting the very best of thetalent from all over the country – be it budding managers or be it top notch faculty who provide holistic and all round development.

We are very fortunate to have in our midst some of the very finest intellectuals inthe domain of Management Education. Along with this intellectual capital, the curriculum structure of IMI has been devised to constantly develop anoutstanding pool of managerial talent capable of effectively leading the organizations.

We are well on our way to fulfill our vision of becoming to be the foremost, premier Globalmanagement B-school in the country by developing socially sensitive, ethical, value addingleaders and organizations through relevant teaching, research, training andconsulting. The students at IMI Delhi are industry ready, taught to lead beyond their limits by challenging themselves continuously with the help of a rigorous academic curriculum as well as constant industry interaction.

The pedagogical philosophy followed by the highly experienced faculty at IMI is consistent with the currentindustry changes and trends, ensuring that the mangers are always prepared to face the challengescoming their way. Distinguished scholars visit togive further insights into the field of management. The various training mechanisms undertaken by thefaculty constantly encourage the students to enhance their creativity and decision making

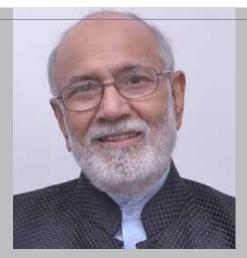
capabilities. Our education curriculum inculcates in our students a higher level intellect and pragmatic reality, thus empowering them to operate effectively and efficiently under any circumstances.

Over the years, IMI has enjoyed the patronage of the Corporate Sector, which bears testimony to our veryimpressive placement record and their increased involvement in executive education besides differentareas of research. We look forward to building on this strong equity, in the years ahead.

IMI Delhi is recognized for its attributes and has received recognition from various institutions and agencies that have vouched for talent and resources. We have been globally accredited by the prestigious AMBA. The recent rankings by NHRDN, CNN-IBN, Business Today, Outlook etc. have all ranked IMI amongst the top 10 Business Schools in India.

Our institution is privileged to enjoy a dominant geographical positioning in an energetic and vibrant metropolis like Delhi which warrants our student community to top quality industry exposure in the form of corporate guest lectures, panel discussions and the likes. These interactions inspire students to think and dream, beyond their regular academic curriculum, of entering the business world which is both brilliant and challenging.

I take immense pride in inviting you to our campus and look forward to a long, mutually enriching association with your esteemedorganization.



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## A message from the Dean, Placements

Dear Recruiters,

We, at International Management Institute, New Delhi, believe in our abilityto develop outstanding managerial talent capable of providing exceptional analysis, effective execution and overall meaningful value addition. Every student passing through theportals of IMI has the zeal to excel and the passion to be a winner.

What separates IMI students from others is not just their capability to manage and lead but their attitude which allows them to dirty their hands, persevere with tenacity and above all stay grounded without a chip on their shoulder. Some of the reasons why we feel the students of IMI deserve to be in your organization are as follows:

- 1. Every Student of IMI is admitted on the basis of merit and through a rigorous process of selection. Most of the students are within the top 5 percentile in the Common Admission Test (test run by the IIMs to admit students). This esoteric group gets further filtered through a slew of selection methods involving psychometric tests, written analysis, extempore and personal interview. The overall batch is a cohort that is academically bright, attitudinally correct, educationally and culturally diverse and endowed with a personality profile perfect for corporate life.
- IMI has more than 65 core faculty members which not only makes it one of the largest in India but also amongst the most exalted in terms of their background. Their intellectual pedigree is such that the research journal of IMI, "the Global Business

Review" published by Sage is the largest circulating academic journal in not just India but also Asia.

- 3. The hallmark of the academic process in IMI is that it seeks to groom industry ready students. Industry professionals not only come in the courses as guest speakers but some of the more passionate experts actually co-create and co-deliver courses. The 3 months Corporate Immersion programme for students in the PGDHRM have also ensured the students of IMI have the appropriate wherewithal to hit the road running.
- 4. IMI believes that the management education should also ensure that its students imbibe the necessary portfolio of attitude and values considered to be the hallmark of professional conduct. It is for this that every student of IMI is not just value adding and ethical but overall self driven and self managed.

You will be glad to know that the current batch of graduating students in the PGDM and PGDM HR have already started making a mark in thecorporate world. After successful completion of their summer Internships, a high percentage of these students have been awarded with pre-placement offers by their respective organizations. They have also held their own and triumphed in numerous inter college competitions amply demonstrating that when benchmarked with their peers, they are second to none.

I take great pride in inviting your esteemed organization to come to our institute, assess and select our students. I am convinced that you will go back with managers who will be winners in times to come.



Dean, Corporate Relations,
Placements & Alumni Affairs

## Shri Sanjiv Goenka

Chairman, IMI Board of Governors Chairman, RP –SG Group

## Shri P.K. Khaitan

Sr. Advocate, Supreme Court

## Shri B.M. Khaitan

Chairman & Managing Director Williamson Magor & Co. Ltd

## Prof. Jagdish N Bhagwati

Professor, Columbia University

## Shri Deepak Khaitan

Managing Director Williamson Magor & Co. Ltd

## Ms. Savitri Kunadi

Former Indian Ambassador to France

## Shri D.H. Pai Panandiker

President, RPG Foundation

## Shri Deepak Parekh

Chairman

HDFC & Infrastructure Finance Dev. Corpn.

## Shri N.K. Singh

Former Member

Planning Commission of India

## Shri Harsh Pati Singhania

Managing Director
J K Paper Ltd.

## Prof. M M Pant

Former Pro-Vice Chancellor, IGNOU

## Shri Harshavardhan Neotia

Chairman, Ambuja Realty

## Shri V C Agrawal

President- Corporate HR RP-SG Group

## Dr. Pritam Singh

Director-General IMI, Delhi

## Prof. Ramesh Behl

Director, IMI Bhubaneswar

## Shri Sunil Mitra, IAS

Independent Director, Edelweiss Financial Services Ltd Former Finance Secretary, Gol

## Shri V K Sharma

Executive Director (Retired), RBI

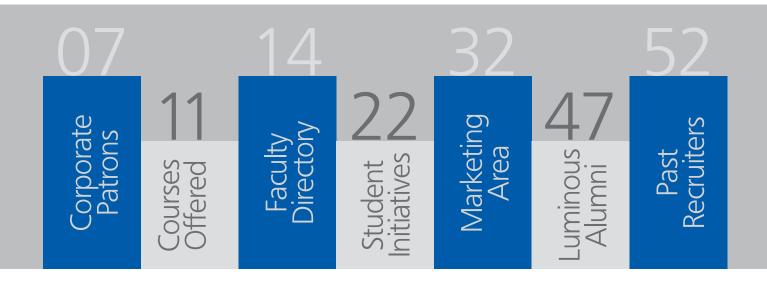
## Nominee of AICTE Regional Office

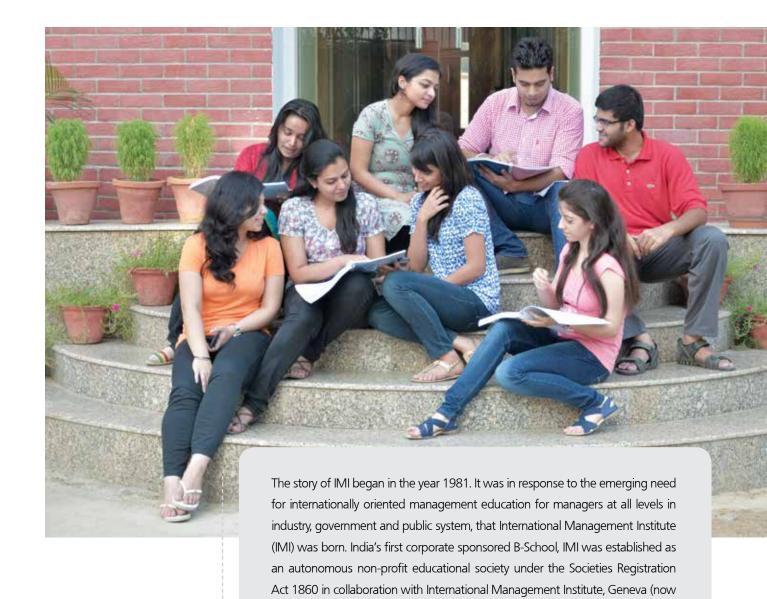
**Nominee of State Board of Technical Education** 



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IMI's educational programs have been recognized by All India Council for Technical Education (AICTE) and Ministry of Human Resource Development, Govt. of India. The reputation that has been carved over 30 years by its internationally renowned faculty continues to attract ambitious young minds.

The recent rankings as released by some of the leading media sources substantiate its stature in the league of B-schools in India.

## The Genesis

IMD Lausanne).



## **RECENT RANKINGS**

S. No.	Magazine	IMI Rankings	2014	2013
		Area wise	Overall	Overall
1	NHRDN-People Matters B-School Rankings	Overall Ranking	6	6
		Academic excellence	4	4
		Leadership & Governance	1	1
		Intellectual Capital		
		Human Resources	1	2
		Marketing	3	3
		Finance	5	5
2	CNBC-TV 18'S	Overall Ranking	4	7
3	BUSINESS TODAY	Overall Ranking	awaited	10
4	OUTLOOK	Overall Ranking	awaited	11
5	BUSINESS WORLD	Overall Ranking	awaited	12

## **ACCREDITATIONS**

IMI's two year Post graduate diploma in management (PGDM) program is approved by AICTE, accredited by NBA, SAQS (South Asian Quality Assurance System) and Association of MBA's (AMBA). The Post Graduate Diploma in Human Resource Management (PGDHRM), the Executive Post graduate program and the post-graduate diploma in management for Working Executives (PGDM-WE) are approved by AICTE and accredited internationally by the prestigious AMBA and the SAQS.

IMI is one of the largest providers of Executive Education in the country. The Executive Post Graduate program at IMI was started in 1984 and is designed for experienced middle level managers who wish to take up leadership roles in the industry and have been identified by their organizations for such roles. The program provides general management and functional area orientation with emphasis on international and cross-cultural exposure. It is a one of its kind program that provides an opportunity for personal as well as professional growth through a rigorous interactive learning environment including a 5 week international study module.

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## Courses Offered

IMI Delhi offers 4 kinds of specialized programs out of which the two year master programs are of prime relevance. A brief outline of the individual courses is drawn below.

## 2-Year Full Time Masters Program

- Post Graduate Diploma in Management, PGDM (Individual or Dual specializations in Marketing, Finance, Operations and Systems.)
- Post Graduate Diploma in Management Banking & Insurance, PGDM(B&I)
- Post-Graduate Diploma in Human Resource Management, PGDHRM

## **Executive Post Graduate Program**

Executive Post Graduate Diploma in Management,
 Executive PGDM

## **Doctoral Programs**

- Fellow Program in Management, FPM
- PhD Program

## Management Development and Executive Development Programs

 Customized programs for Corporate Houses, Public Sector Undertakings, Governmental Organizations

## **ITEC Courses**

Specialized certificate courses in various domains viz.
 Strategy, Corporate Governance, General Management,
 Performance Management, Operations etc.





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MANAGETING TOOLBOX

## 2-Year Full Time Master Program Pedagogy:

- Pre-course reading materials which are in the form of text books, cases, articles, etc. are made available to all participants well in advance. Students are expected to spend 8 to 10 hours per week studying these materials before they come for classes each term.
- Case based teaching: Discussion of case studies sourced from Harvard Business School Publishing which requires the students to apply the concepts learnt by them in sessions.
- Speaker series or visits are organized during the course. Each course has a 20% of their sessions taken by people from the Industry. These interactions complement classroom learning and bring in practical perspectives to management theories.
- Simulations are usually software programs which mimic real-life business situations. The participants, working in teams or alone, are asked to take decisions under conditions specified by the simulation software. These simulations help participants apply theoretical concepts to aid decision making.
- Presentations, assignments and project work are used to make theory execution relevant and easy to grasp.



## Courses

PGDM – CORE COURSES				
Semester I	Semester II	Semester III		
Business Mathematics	Business Statistics	Business Strategic & Competitive Advantage		
Financial Accounting & Analysis	Cost & Management Accounting	Corporate Social Responsibility & Sustainable Development		
Information Technology for Decision Making	Financial Management I	Human Resource Management		
Managerial Economics	Management Information Systems	Financial Management I & II		
Managing Oral Communication	Macroeconomic Theory & Policy	Legal Aspects in Business		
Marketing Management I	Marketing Management II	Operation Management II		
Organizational Behavior I	Operation Management I	Principles & Practices of Corporate Governance		
Written Analysis and Communication I	Organizational Behavior II	Research Methods for Management		
	Written Analysis and Communication II			
PGDMHR - CORE COURSES				
Semester I	Semester II	Semester III		
Behavior in Organizations	Human Resource Information Systems	Organizational Design and Development		
Business Economics	Learning & Development	Operations Management		
Business Statistics	Marketing Management	Competency Management & Assessment Center		
Financial Accounting and Analysis	Personal Growth Lab	Corporate Immersion		
HR Systems and Processes	Performance Management Systems	Conduct of Social Inquiry		
IT for Decision Making	Strategic HRM	Compensation & Reward Management		
Managing Oral Communication	Written Analysis & Communication II	Industrial Relations – I		
Recruitment and Selection	Legal Framework of Employment			
Written Analysis & Communication I				



## **Personal Interview**

**Extempore** 

**Psychometric Test** 

Written Ability Test (WAT)

## Unique Admissions Process at

Receiving more than thirty thousand interested applicants, IMI Delhi narrows it down to approximately three thousand candidates who are called for the next round of tests. These include a Written Ability Test (WAT), Psychometric Test, Personal Interview and an Extempore. IMI Delhi has taken initiative by removing Group Discussions as a medium of judgingand replacing it with a WAT which gives a fairer opportunity for students to express their knowledge on a given topic. IMI also conducts an MBTI (Myers Briggs Type Indicator) Test as a part of its psychometric assessment to gauge future managers and leaders.

To further measurestudent aptitude and to test their ability to handleimpromptu situations, extempore forms an important part of the personal Interview process at IMI.

This revamped procedure along with stringent short listing criteria has ensured that IMI gets the best talent acrossa variety of domains from different parts of the country.

IMI Delhi has majority student population with 95 percentile score in the Common Admission



The faculty at IMI Delhi represent a wide range of backgrounds and intellectual perspectives, with faculty drawn from across the country. They include leading academicians, researchers, professionals, administrators, consultants and managers, and comprise a vibrant learning community that is committed to excellence in teaching and mentoring the students. The combination of faculty – both from the industry as well as purely academic, ensures that the students are industry ready, ready to mix theory with execution and deliver the highest level of professional calibre. The permanent faculty comprises of experienced connoisseurs from the various streams of management, with many of them having industrial and corporate experience. There is also a healthy pool of visiting faculty and professionals from the corporate, which further augments the quality of education leading to the development of industry-ready students.



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## Faculty

## **FINANCE AREA**

- Aman Srivastava PhD, MBA
- Barnali Chaklader Ph.D., MBA
- Chhavi Mehta Ph.D. (IIT Delhi), PGDM
- Deepak Tandon
   Ph.D, (USA), MBA (FMS, Delhi University)
- Gauri Shankar
   Ph.D. (Delhi School of Economics)
- Harsh Vardhan Ph.D. (FMS, Delhi University), M.Sc. (IIT Kanpur)
- Himadri Das (on sabbatical)
   Ph.D. (Univ. of Virginia, USA), MBA (IIT Delhi)
- Naval Bharti Verma FPM (IIM Ahmedabad)
- Prashant Gupta Ph.D., M Phil,
- R. K. Arora Ph.D (IIT Delhi), MBA

- R.R. Sharma MBA, CAIIB
- Rajeev Seth MBA, CAIIB
- Sanjay Dhamija CFA, FCMA, M.Com.

## **MARKETING AREA**

- D.K. Batra Ph.D., MBA (FMS, Delhi University)
- J.D. Singh On leave Ph.D. (Delhi University)
- Nalin Jain MBA (FMS, Delhi University)
- Neena Sondhi Ph.D (Delhi University)
- P C Mehra PGDM (XLRI)
- Pinaki Dasgupta Ph.D. (BHU), MBA
- Shiva Nandan Ph.D. (University of Texas), MBA
- Supriya M. Kalla FPM, MBA (MICA)

## **OPERATIONS & QUANTITATIVE AREA**

- Alok Kumar Singh FPM (IIM Indore)
- Arvind Chaturvedi Ph.D.( IIT Delhi), M.Sc.(IIT Kanpur)
- Bhimaraya Metri PhD (IIT Mumbai)
- Deepak Chawla FPM (IIM Ahmedabad), M.Stat ( ISI-Kolkata)
- Kakali Kanjilal Ph.D., M.Sc.
- Pradip K Bhaumik
   Fellow (IIM-A), B.Tech (IIT Delhi)
- Siddharth Varma Ph.D., MBA

## INFORMATION MANAGEMENT AREA

- Himanshu Joshi PGDM, B.E.
- Prerna Lal MBA (IIT Roorkee), B.E.
- Prageet Aeron FPM (IIM-A)

Do not follow where the path may lead.
Go instead where there is no path and leave a trail.

- Harold R. McAlindon

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- Ramesh Behl (on sabbatical)
   M.Sc., EDBA
- Shilpi Jain Ph.D., MBA

## **OB-HR AREA**

- Afsha Dokadia MBA
- Asha Bhandarker
   Ph.D., Senior Fulbright Fellow (Darden USA)
- Baldev R. Sharma
   Ph.D., (Michigan State University, USA),
   M.A. (Oberlin College, USA)
- B. K. Srivastava Ph.D. (Southern Illinois University)
- Dinesh Khurana
   Ph.D. (University of Delhi), PGDM
- Irfan. A. Rizvi (on sabbatical)
   Ph.D. (University of Delhi), PGDPM
- Kshitija Wason Phd. (IIT Delhi) M. A. Psychology, (Delhi University)
- Mamta Mohapatra Ph.D., M.A. (PMIR)
- Pritam Singh, Director General Ph.D. (BHU), MBA (Indiana, USA)
- Richa Awasthy Ph.D., M.A. (Psychology)
- R.P. Ojha PGDM (XLRI)
- Satish K Kalra
   Ph.D. (TISS, Mumbai), M.A. (Psychology)
- Shailendra Nigam Ph.D., MBA
- Snigdha Rai Ph.D, (BHU)

- Soni Agrawal Ph.D. (IIT, Kharagpur)
- Subir Verma FPM (IIM-A), M.Phil (Delhi University)

## **ECONOMICS AREA**

- Arindam Banik
   Ph.D. (Delhi School of Economics)
- Arnab K. Deb Ph.D. (University of Connecticut, Storrs, U.S.A)
- Rajeev Anantaram Ph.D. (University at Pittsburgh)
- Rajat Kathuria (on sabbatical)
   Ph.D. (University of Maryland)

## **COMMUNICATION AREA**

- Manaswini Acharya Ph.D. Fulbright Scholar (University of Virginia Charlottesville)
- Sriparna Basu
   Ph.D. (University of Illinois at Urbana-Champaign, USA)
- V. Chandra Ph.D., M.A.

## STRATEGY AND GENERAL MANAGEMENT

- Abhishek Nirjar
   Ph.D (Sheffield University, UK), MBA
- Arun K. Rath, IAS Fellow (AIMA)
- Ashutosh Khanna Ph.D. & M.Sc. (London School of Economics, U.K)
- G.K. Kapoor Ph.D. (Delhi University), M.Com.
- G.K. Agarwal M.S. (MSU, USA ), PGDM

- Sonu Goyal Ph.D. (FMS, Delhi University), MBA
- Vijay Kumar Seth Ph.D. (Delhi University), M.A.

## **ADJUNCT FACULTY**

- P. Dwarkanath
   Former Director Group Human Capital, Max India Ltd.

   Former Director- HR & Admin, GlaxoSmithKline
- Professor (Finance), IIM-A; Assistant Director, Institute of Chartered Accountants; Advisor to the Ministry of HRD; Dean at NMIMS
- Vijay Vancheswar PhD, M.Tech (IIT Delhi), Former Professor IMI Delhi
- Yasho V. Verma
   Ph.D (IIT Khargpur), Former CEO Onida
   & COO LG India
- Somonnoy Ghosh M.Tech ( IIT Kanpur), MBA
- Sunil Maheshwari FPM (IIM Ahmadabad), B.Tech (IIT Delhi)



## Areas

## **FINANCE AREA**

## Overview

At IMI, Finance as a specialization is designed to coach the students to investigate and scrutinize the nuances of the subject while appreciating its innate importance as the fuel for running businesses in the corporate world. The understanding of the financial decision making process is imparted through a mixture of regular industry interactions, case studies, finance workshops and competitions.

- International Finance
- Financial Derivatives
- Management Of Banks
- Security Analysis And Portfolio Management
- Project And Infrastructure Finance
- Management Of Financial Services
- Financial Risk Management
- Structured Finance
- Business Valuation

- Advanced Financial Statement Analysis
- Financial Econometrics
- Mergers And Acquisition
- Corporate Taxation
- Wealth Management And Alternative Investment
- Investment Banking
- Treasury & Risk Management In Banks
- Behavioral Finance
- Quantitative Finance







## **MARKETING AREA**

### Overview

Marketing, at IMI, is one of the most sought after specializations in the country. The curriculum and pedagogy has been designed with flexibility and dynamism, through a balanced blend on case based pedagogy and real life market exposure through industry interactions, to handle the flux in the ever changing corporate world. Students are encouraged to think creatively and out of the box to help them understand the nuances of the local as well as global markets.

- Consumer Behavior
- Marketing Research
- Sales & Distribution Management
- Customer Relationship Management
- Product & Brand Management
- International Marketing
- · Business Forecasting
- Strategic Brand Management
- · Retail Marketing
- Marketing Of Services

- Advertising Management
- Sales Promotions & Stakeholder Relations
- Luxury Brand Management
- Business Marketing
- Managing Corporate Reputation
- Strategic Marketing
- Rural Marketing
- Managing Customer Value
- Digital Marketing
- Semiotics & Brand Communication

## **OPERATIONS AREA**

Here at IMI, students are put through the rigour by extremely well qualified faculty which ensures high quality managers ready to make an impact on the industry. IMI's operations courses offer a distinct pedagogy with a focus on a practical and insightful approach to the curriculum. It is often supplemented by regular interactions with industry experts so as to keep abreast of the latest developments on the ground and learn more of the practical side of the subjects. The interaction with the industry helps offer the courses that are tuned to the demands of the industry. Students are provided opportunities for live projects to have a real time experience of the various applications of their curriculum.

- Logistics And Supply Chain Management
- Service Operations Management
- Time Series Modeling And Forecasting
- Enterprise Resource Planning
- Quality Management
- Project Management
- Logistics Modelling
- Business Forecasting
- Six Sigma
- Applications Of Operations Research
- Operations Strategy







## **INFORMATION SYSTEMS AREA**

## Overview

IMI understands that progressing to the next orbit of management is through information system and hence gives immense importance to superior understanding of IT and skills in data analytics. The Information Management area is designed to provide students with opportunities to further expand their career in IT and Systems domain by leveraging the power of data analytics. The courses offered look to instill a deep understanding of this domain along with a practical outlook to address the needs of this dynamic area of knowledge. This approach ensures a well-rounded student who knows not only to grasp its various aspects but also to interpret, to process and to take timely relevant decisions. The right information and the right decisions drive the students to endeavor to remain on top of their game and deliver excellence.

- Enterprise Resource Planning
- Software Project Management
- E-Business
- Business Analytics
- Economics Of It\*\*
- Data & Information Security
- It Consulting
- Digital Marketing

## General management Area

## **STRATEGY & ECONOMICS**

## Overview

The Strategy and General Management courses at IMI is directed towards enhancing the potential of the students to apply strategic management concepts to combat and conquer any business scenario. The students are kept up to date with ever changing market scenario and requirements. The renowned faulty, highly respected by corporate across the globe, bring a plethora of knowledge to the table, thereby providing the students with a fundamental understanding of being trusted advisors to the industry.

## Courses

- New Venture Creation
- International Business
- Business in Emerging Markets
- Mergers and Acquisition
- Strategic Alliances & Joint Venture
- Game Theory for Business Strategy
- Managing Innovation





## **COMMUNICATION AREA**

## Overview

The Communication area at IMI is geared towards equipping and building communication skills that are best in class and benchmarked to global practices, which are relevant and compatible with the needs of aspiring and practicing managers operating diverse work and business environments.

## **Core Courses**

- Managing Oral Communication ( MOC)
- Written analysis and Communication (WAC)

## **OB-HR AREA**

## Overview

OB-HR area is driven by its mission of "making a positive differencein the life" of all those who come in contact with the group, whether as full-time students, or as participants in the management development programs.

## **Courses**

- Leadership and managerial effectiveness
- Journey to self
- · Managing and negotiating differences
- Building and managing teams

# Student

## **Corporate Relations & Placement Committee**

The Corporate Relations & PlacementCommittee at IMI is a student driven body responsible for building and strengthening corporate relations with organizations to bring the optimum and best-fit career opportunities to the students. It facilitates institute-industryinteractions regularly and provides complete supportfor arranging placement activities on the campus. This includes organizing and facilitating the Summer Internship, Laterals and Final Placement Process. The major focus lies in reaching out to potential recruiters and building a long standing, mutually beneficial relationship with them.

## **Alumni Relations Committee**

The Alumni Relations Committee (ARC) is a student driven initiative which manages alumni relations but whileaugmenting alumni engagement with the institute. The committee invites various eminent alumni to deliver guest lectures and workshops across functional areas and general management, organizing alumni mentorship program and alumni interactive sessions for students, thus enabling students to learn and imbibe from industry relevant experiences.

## **Branding and Media Relations Committee**

The Branding and Media Relations Committee of IMI, Delhi is a part of institute's brand building exercise to ensure its position as a global premier B-school. It endeavours to continuously and consistently build Brand IMI and disseminate awareness about the institution across various media - print, and digital media through an Integrated Marketing Communications approach.











## **Events**

## • The Business Thought Leadership Series.

The Business Thought Leadership series at IMI, Delhi, is a series of corporate talks by top CXO level executives from organizations spanning an array of business sectors. This series continues throughout the academic year. It is organized by the Corporate Relations & Placement Committee.

## Conventus – The Annual Management Conclave

Conventus is a management conclave organized by the student community of IMI and the converging point of the industry experts across business disciples and management leaders of contemporary India. The event promotes industry interface and witness eminent personalities enlightening the students with their experiences. The five day event will include various summits in the world of finance, marketing, operations, HR, economics and entrepreneurship.

## Karmanta, The IT Conclave

A yearly event whichcreates a platform for interaction betweenIT industry experts and future managers, ICT brings innovation which helps in reshaping trends, transforming businesses, people's lives, communities and providing sustainability.

## Kritva

The Annual Inter B-School Management and Cultural Festival of IMI, Delhi is a three day long event, where the finest students across the best Business Schools in the country battle it out to demonstrate passion, creativity and intellectual capital.

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## Clubs

## **Finalyze**



The Finance Club of IMI is a student-run committee dedicated to promote interest in the financial field throughout the IMI student community and help them become the best source of financial intellect. It provides a constructive platform for budding finance warlocks to grow, and blend theoretical concepts with real life application.

## **Mar-Quest**



The marketing club at IMI provides a platform for interaction among students who arepassionate about marketing and want to expand their learningbeyond the classroom. A step in this direction is the annual magazine, Markabuzz, which includes recent marketing trends, articles by faculty, alumni and students on evolving marketing practices.

### Genesis



The Operation Club of IMI, Delhi, with the motto "Strategize and Strike" helps the student fraternity learn and love operations, as a specialization. Ranneeti – the signature event of the club is one of the most celebrated events of the year. Reproducing the thrill of a virtual combat game along with some mind-grueling battles has been the source of acclaim that this event has earned for itself in just 4 years of its inception

## I.M.A.C



I.M.A.C stands for Information Management, Analytics and Consulting Club. The objective of the club is to make students aware of the rapid changes and innovations in the field of information technology and analyze how such developments can be leveraged in corporate world effectively.

## **EconIMI**

The Economics and Consulting club invites thinkers and leaders from the economic society of the country to make students aware of the present and future trends of the economy of India and the global economy as a whole. Arthavaad is the flagship event of EconIMI held annually is into a platform for the confluence of the wisdom of thinkers and leaders from the economic society of the country.

## E-Cell

Another student driven club is the Entrepreneurship Cell, E-Cell, which drives the spirit of innovation and entrepreneurship on campus. E-TNT is the flagship event of the Entrepreneurship Cell, where young entrepreneurs come up with their business idea and compete in a market created by their peers from all over the country.

Leadership and learning are indispensable to each other.





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### **HR Club**

HR professionals, today, need to be "The Total Package". They must demonstrate an authoritative grasp of HR fundamentals, while also possessing the ability to adjust and work in any impromptu situation. The Human Resource Club, the Human Edge, is an enabler of all the qualities which help the student to stretch beyond the basic business needs. It conducts regular industry sessions and organizes competitions for management students across the country.



## **CULSEC - The Cultural Association Of IMI**

IMI Cultural association is the club of IMI which organizes cultural events, promotes interaction among the students and strives to bring happiness and cheer in the students' lives. The club organizes parties and cultural events on the campus across the whole year.



## Varietaz- The Diversity Club

The Diversity Club is the cultural club of IMI that envisions raising the awareness of the Indian fraternity about the beauty of diversity and to embrace and celebrate its rich dimensions by the help of performing arts and educating students about their diverse nature.



## **Jagriti**

At Jagriti, groups of young, self-driven students take it upon themselves to spread awareness across the college and the city. The social club of IMI, this club is dedicated to illuminating lives all over and conducts a range of activities to propagate its agenda. Events like Tree Plantation Drives, Blood Donation Camps, NGO Visits, Blanket Donation Drives are organized regularly by the Jagriti.



## **Sports Club**

The Sports Club at IMI has the vision of instilling a healthy spirit of competition in every student of IMI amidst the intense pursuit of academia. The events ensure a healthy combination of study and play and capture memorable moments to last a lifetime.



The International Student Exchange Committeeis the face of IMI for international exchange programme. The committee is responsible for facilitating the exchange process of outbound students and hospitality of inbound students and works towards building new collaborations and fostering new tie-ups with universities and institutes the world over.



## Achievements & Awards

If it doesn't challenge, it doesn't change you.

A B-School is known and judged by the calibre and merit of its students. The professionalism and competitive spirit that typifies a successful manager has been brought forth by the many laurels that the students of IMI bring to the institution by continuous participation in competitions across the country. The students test their mettle against the some of the brightest minds in the country in their journey to achieve prime positions in events conducted by corporates and other B-schools. During the past one year, many of them achieved new heights and etched their name not only on nationally, but internationally as well.

Some of the students who blazed a clear trail of achievements in the past year have been awarded the following awards:

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Organization	Award	
RPG Enterprises	National Level	
Johnson and Johnson	National Level	
CFA Institute , USA	International Level	
Bloomberg Institute	International Level	
Wesleyan University, award sponsored by Stanford University (CCARE)	International Level	
HCL Technologies, Delhi	National Level	
DSCL	National Level	





## **PGDHRM**

## Overview

The PGDHRM program at IMI was started in the year 2006 with a view to create HR professionals who are value adding, socially sensitive and ethical. The course is crafted to create leaders who would hit the ground running as soon as they entered the organization as that is what is required in today's competitive corporate world. The course curriculum has been developed and is kept abreast with the latest needs of the industry by a special panel which comprises of academic as well as the corporate stalwarts. Importance is given to both theoretical and hands-on learning to provide aspiring young HR professionals the right environment for application based learning. The focus of the course is to foster and supplement the potential of the students in the spheres of knowledge, outlook and competency.

The National HRD network has ranked IMI New Delhi as the 6th best business school in India; this in itself speaks volumes about the course and the professionals who are the end products of the course. The course structure is a mix of core courses and electives. Mainstream management courses also form an integral part of the curriculum. The PGDHRM program at IMI New Delhi ensures that the students are sensitized to the ever changing business environment as much as the knowledge in the field of HR.

# Why PGDHRM @ IMI New Delhi?

- Corporate Immersion Programme: The Corporate Immersion programme
  is an integral part of the PGDHRM curriculum at IMI, and provides
  opportunities for students to rellect, apply and integrate acquired skills
  to work situations in different organizations. Students are placed in
  different organizations across different industry sectors, during the third
  trimester of the programme and visit the organization twice a week. It
  thereby serves as an interface between theory and practice.
- NGO nternship: The young people today are very sensitive to the needs
  of the society and the community. Also, IMI has strong foundations in
  giving back to the community. We try and match the zeal of young
  students and the values of IMI through the NGO Internship Program,
  undertaken by the students in the final trimester of the programme. The
  objective of the PGDHRM programme at IMI is to developstudents into
  professionally competent and socially sensitive management graduates.
- Co-creation and Co-delegation of courses: Academia & Corporates are individually a dark hole. It is only through effective partnership that both worlds can converge and create impactful learning for the new generation eager and hunger to learn and also grow. IMI has collaborated with various distinguished corporate houses- Mercer, Max Group, L&T and others for the same

## Courses in Organization Behavior and Human Resource Management:

- Behavior in Organizations
- Business Economics
- Business Statistics
- Competency Management & Assessment Center
- Corporate Social Responsibility & Sustainable Development
- Corporate Immersion
- Conduct of Social Inquiry
- Compensation & Reward Management
- Corporate Social Responsibility
- · Ethical Issues in HR
- Employee Relations I & II
- Financial Accounting and Analysis
- Human Resource Information Systems
- HR Systems and Processes
- IT for Decision Making
- International HRM & Cross Cultural Management
- Industrial Relations I & II
- Leadership
- Learning & Development
- · Legal Framework of Employment
- Management of Change
- Managing Oral Communication
- Marketing Management

- · Organizational Design and Development
- Operations Management
- Principles & Practices of Corporate Governance
- Personal Growth Lab
- Performance Management Systems
- Recruitment and Selection
- Strategic Management
- Strategic HRM
- Written Analysis & Communication I & II
- Career and Succession in Management
- Talent Management
- Journey to Self
- Power, Ethics, and Politics
- Business Negotiation
- Measurement in HR & IR
- Psychometric Testing
- Role of HR in Mergers and Acquisition
- Coaching and Mentoring
- Industrial Jurisprudence
- Diversity Management
- Leadership and Managerial Effectiveness
- Self Discovery and personal Growth
- HR Analytics
- Managerial Compensation





Mr. Anantha Narasimhan	Director, Marketing Strategy & Planning, Dell
Mr. Ateesh Tankha	Marketing Director, Citi Cards N.A.
Mr. BS Shantharaju	CEO, Indus Towers
Ms. Dipali Naidu	Executive Director- Human Resources, The Nielsen Company
Mr. Jayant Dua	Group Exec President, Ultratech Cement
Mr. Nakul Wahi	Director Marketing , Philip Morris International
Mr. Piyush Patodia	Exec Director, Grant Thornton
Ms. Pooja Sharma	HR Head - Business Process Outsourcing, Philippines, Accenture
Mr. Prashant Janaswamy	CIO - Field Services & CIO Middle East & Africa, GE Energy
Mr. Rajesh Bhatia	Managing Director-Sales, Fedex
Mr. Sanjay Dutt	Executive Managing Director- South Asia, Cushman & Wakefield
Mr. Santhosh Unnikrishnan	CEO, Costa Coffee
Mr. Vikram Goel	CEO, HDFC Realty
Mr. Vikram Sharma	Director Retail South East Asia, The Walt Disney Company (South East Asia ) Ltd
Mr. Abhijit Pati	Chief Operating Officer, Vedanta Aluminium
Mr. Ajay Kapoor	CFO, Tata Power Delhi Distribution Ltd
Mr. Ashok Wadhawan	President - Manufacturing Business, Punj Lloyd Limited
Mr. Atul Sharma	President - Human Resources and Administration, Bajaj Electricals Ltd
Mr. Devendra Malladi	COO & Head of Services Sales, SAP Education, Asia Pacific & Japan
Mr. Harbinder Bindra	Executive Director - Global HR Services , J P Morgan Chase
Mr. Harpreet Singh	Director, Bank of Singapore
Mr. Madhav Shankar	MD, Global Head of Commodity Structuring, Standard Chartered Bank
Mr. Manish Sinha	Director, Talent Management - Greater Asia, Becton Dickinson and Company
Mr. Nitish Lal Bhasin	Managing Director, North India , Jones Lang LaSalle
Mr. Pushkar Chaudhri	Director OOH - D&E Markets, Unilever
Mr. Rahul Bhushan	Director, Standard Chartered Bank
Mr. Rahul Mehta	Head – Learning, Leadership Development & Talent Management, Barclays, India
Mr. Rajesh Kumar Kathuria	Director - Q&R, Philips Healthcare
Mr. Rajiv Bhalla	Director - Sales and Marketing, Intel India Technology Pvt Ltd
Mr. Ramanpreet Singh	Director Clobal Operations, AT&T India
Mr. Rohit Diwan	Director Operations, HCL Technologies
Mr. Saurabh Vatsa	Director - Marketing & Product Planning, General Motors India
Ms. Shilpa Vaid	Head HR, Bharti AXA General Insurance
Mr. SubhrangshuNeogi	Director - Brand and Communication, Religare
Mr. SukantRatnakar	Chief Marketing Officer - International Business, Essar Projects Limited (MMD)
Mr. Sunir Kumar Dutt	COO - Greater China, GE Capital
Mr. Taranjit Sabharwal	MD, CMBS Trading, Deutsche Bank
Mr. Vishal Vijay Malhan	Chief - Marketing, Pidilite Industries Ltd.
Mr. VivekMenon	COO, Investment Banking Europe & Corporate Finance UK, BNP Paribas

## Partial List of Past Recruiters

- A.T. Kearney Ltd.
- Accenture Services Pvt. Ltd.
- Adidas India Marketing Pvt. Ltd.
- Aircel
- Altisource
- Asian Paints (India) Ltd.
- Automatic Data Processing
- Avasant Consulting
- · Avery Dennison
- · Axis Bank Ltd.
- · Axis Risk Consulting
- · Bajaj Electricals
- · Bank of America
- Barclays Bank PLC
- Barclays Global Shared Services
- Berger Paints India Ltd.
- Bloomberg-LP
- Capgemini
- CB Richard Ellis South Asia Pvt. Ltd.
- Cognizant Technology Solutions India
   Itd
- CRISIL Ltd.
- Dabur India Ltd.
- DCM Shriram Ltd.
- Deloitte Consulting India Pvt. Ltd.
- DHL Express (India) Pvt. Ltd.

- Enrnst& Young Pvt. Ltd.
- Fractals Analytics
- GE
- Genpact
- Google
- Havells
- HCL Technologies
- HDFC Bank Ltd.
- HDFC Standard Life Insurance Co. Ltd.
- Hennes and Mauritz AB
- Hero MotoCorp
- Hindustan Coca Cola Beverages Pvt. Ltd.
- HSBC
- HT Media
- ICICI Bank Ltd.
- ICRA Ltd.
- IL&FS
- IMRB International
- Infosys Limited
- ITC Hotels
- JP Morgan Services India Pvt. Ltd.
- Jumbo Electronics Co. Ltd. (L.L.C)
- Kotak Bank
- Larsen &Tuobro Ltd.
- Latent View Analytics

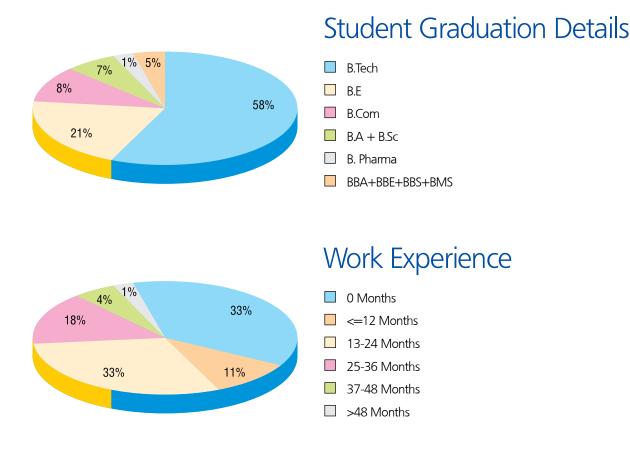
- Magma Fincorp
- Mahindra Comviva
- Make My Trip
- MarutiUdyog Ltd.
- McKinsey Knowledge Centre India
- Micheal Page
- Mother Dairy
- New Holland Tractors
- Orient Flectricals
- · Panasonic India Pvt. Ltd.
- Peoplestrong
- Philips India Ltd.
- Pitney Bowes
- Pricewaterhouse Coopers Pvt. Ltd.
- Ranbaxy Laboratories Ltd.
- Randstad Mafoi
- RPG Enterprises
- RPG-SG Group
- Safari Industries
- Sonalika Tractors
- Tata Consultancy Services Ltd.
- TNS Global
- Trident Group
- Whirlpool
- · Wipro Infotech Ltd.
- Zee Group
- Zomato



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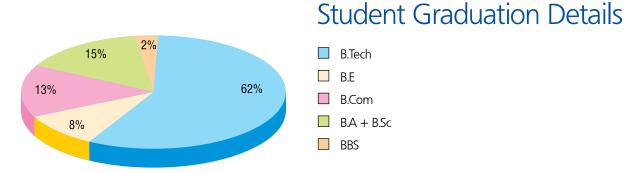


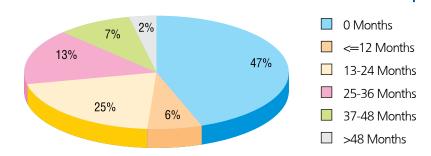
The vibrant and diverse student community of PGDM batch comprises of 184 future managers. The students chosen for PGDM have made splendid contributions in their respective sectors prior to arriving here in IMI Delhi. A high CAT score, personal psychometric test, extempore and a drilling interview ascertains that the students chosen are well equipped for the rigour of the program and the challenges of the future. The curriculumencompasses live case discussions, collaborative projects, classes, interactions with industry leaders promoting critical thinking and leading to unparalleled exposure.



## PGDHRM Batch Statistics

The PGDHRM batch comprises of 61 future managers with some being freshers and many others having prior work experience in manufacturing, automobile, banking, IT, retail, health care, media, and consulting sector. These students have been engaged in Live Projects with Accenture, Airtel and other reputed organizations over their first year of the PGDHRM course. The curriculumencompasses live case discussions, collaborative projects, classes, interactions with industry leaders promoting critical thinking and leading to unparalleled exposure.





Work Experience

## Ajesh G S

## **Specialisation**

Finance

## Graduation

B.Tech (Electrical and Electronics)

## **Summer Internship**

Bajaj Capital Ltd

## **Summer Project**

Brokerage Reconciliation For Mutual Funds

### **Work Experience**

64 Months

Cognizant Technology Solutions, Founding Minds Software Pvt. Ltd.

## Akanksha Gupta

## **Specialisation**

Marketing

Finance

### Graduation

B.Tech

(Electronics & Telecommunication)

## Summer Internship

Reserve Bank of India

## **Summer Project**

Assessment of customer service standards at banks as identified through Incognito visits/scrutinies and suggestions for improvement.

## **Work Experience**

0 Months

## Akanksha Gupta

## **Specialisation**

Finance

## Marketing **Graduation**

B.Tech (Information Technology)

## **Summer Internship**

Bank of Baroda

## **Summer Project**

Sickness in SME sector - Reasons and Remedies

## **Work Experience**

21 Months

Computer Sciences Corporation, Siemens Technology and Services Put Ltd

## Alekhya Kasturi

## **Specialisation**

Marketing

## Graduation

B.Tech (Electrical and Electronics)

## **Summer Internship**

Daikin India

## **Summer Project**

Establishing touch points, lead generation and understanding market perception of Daikin's product profile

## **Work Experience**

31 Months

Tata Consultancy Services Ltd

## **Anagh Dutt**

## **Specialisation**

Marketing

Operations

## Graduation

B.E (Mechatronics)

## **Summer Internship**

Hindustan Coca-Cola Beverages Pvt. Ltd.

## **Summer Project**

Expansion of On-Board business in the Railways Channel

## **Work Experience**

10 Months

Honda Cars India Ltd.

## **Anirudh Harisinghaney**

## **Specialisation**

Finance

Marketing

## Graduation

B.Tech (Information Technology)

## **Summer Internship**

Ernst & Young LLP

## **Summer Project**

Studying the trend of private equity and power sector IPO's in India for the last ten years and determining the attractiveness of Indian power sector/segment(s) vis-à-vis private equity firms

## **Work Experience**

0 Months

## **Ankit Arora**

## **Specialisation**

Marketing

Graduation

B.Com(Hons.)

## Summer Internship

SBI Life Insurance Company Ltd

## Summer Project

Analysis of Insurance Distribution Channel

## **Work Experience**

0 Months

## **Ankit Kaushik**

## **Specialisation**

Marketing

Finance

## Graduation

B.Tech (Electrical and Electronics)

## **Summer Internship**

**HCL** Technologies

## **Summer Project**

Analysis of the Bid Management Cycle for HCL's ALT ASM

## **Work Experience**

20 Months

**HCL** Technologies

## **Ankit Sehgal**

#### **Specialisation**

**Finance** 

Marketing

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

Mckinsey & Company Knowledge Center

#### **Summer Project**

Strategy formulation (imperatives development) for multinationals on how to win in Indonesia

## **Work Experience**

35 Months Infosys Limited

## **Anuj Singla**

#### **Specialisation**

Marketing

Operations

#### Graduation

B.E

(Electronics & Telecommunication)

#### **Summer Internship**

GlaxoSmithKline Consumer Healthcare

#### **Summer Project**

Identification and Evaluation of Indirect Spend Synergies across Purchases of all three plants of **GSKCH** 

#### **Work Experience**

22 Months

Tata Technologies

## **Apoorva Kamath**

#### **Specialisation**

Marketing

Operations

## Graduation

B.F

(Electronics and Communication)

## **Summer Internship**

TanjaiTech Infra Ltd

#### **Summer Project**

Creating cognizance among the target customers to experience the high end solutions by Ingenius

## **Work Experience**

18 Months

Cognizant Technology Solutions

# Arpit Kesarwani

#### **Specialisation**

Marketing

Operations

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

Makemytrip (India) Pvt Ltd

## **Summer Project**

Car Scalability Project

#### **Work Experience**

21 Months

Infosys Limited

## **Ayesha Chaudhary**

#### **Specialisation**

Marketing

#### Graduation

B.A(Hons.)(Economics)

## **Summer Internship**

**KPMG Advisory Services** 

# **Summer Project**

Defining best practices for developing Business Model across channels by conducting external assessment

#### **Work Experience**

0 Months

# **Chetan Marwaha**

#### Specialisation

Finance Operations

# Graduation

B.Tech (Chemical)

## **Summer Internship**

Sabah Forest Industries Sdn Bhd

## **Summer Project**

Estimation and analysis of working capital requirements and cash management

#### **Work Experience**

22 Months

Infosys Limited

#### **Chitra Batra**

## Specialisation

Marketing

## Operations Graduation

B.Tech (Computer Science)

#### **Summer Internship**

Giftxoxo

#### **Summer Project**

"1. Business Development: Expanding and managing the product line as well as vendor base of the company

2. Brand Marketing: Promotion through ATL and BTL activities"

# **Work Experience**

0 Months

#### **Chitvan Oza**

## Specialisation

Finance

#### Graduation

B.Tech (Computer Science)

## **Summer Internship**

East India Securities Ltd

## **Summer Project**

Impact of currency fluctuation and hedging on IT sector financials and fundamental analysis of Mindtree

## **Work Experience**

24 Months

Infosys Limited,

AFCO Investment Pvt. Ltd.

## Deepali Dani

#### **Specialisation**

Finance

Operations

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

J. P. Morgan Chase

#### **Summer Project**

End to End analysis of Exception Handling System and performing tactical enhancement to increase STP rate

#### **Work Experience**

24 Months

HCL Technologies.

## **Dhanendar Dugar**

#### Specialisation

Finance

#### Graduation

B.com(hons), CA

#### **Summer Internship**

Bajaj Capital Ltd.

#### **Summer Project**

Brokerage reconciliation of mutual fund products

#### **Work Experience**

0 Months

## Dhiraj Nayak A

#### **Specialisation**

Marketing

# Operations **Graduation**

B.E (Mechanical)

#### **Summer Internship**

Emami Ltd

## **Summer Project**

Measuring Effectiveness of BTL Promotional Activities (Door to Door & Van) and Consumer Insights with respect to Navratna Cool Oil Brand in Solapur Region of Maharashtra

#### **Work Experience**

32 Months Larsen & Toubro

## Divya Jain

#### **Specialisation**

Marketing Finance

# Graduation

B.Tech (Computer Science)

## **Summer Internship**

Agro Tech Foods Ltd

#### **Summer Project**

Time and Motion Study of the Sales Officer's Time Spent in the Market

#### **Work Experience**

8 Months

**HCL** Technologies

# **Durga Prasad Aggarwal**

#### **Specialisation**

Finance

Marketing

## Graduation

B.E (Manufacturing Process and Automation)

#### **Summer Internship**

DCB Bank Ltd.

## **Summer Project**

Customer attrition analysis and improvement in casa ratio at DCB bank

## **Work Experience**

14 Months

India Yamaha Motors Pvt. Ltd.

# Etika Punj

## **Specialisation**

Marketing

# Graduation

B.Tech (Information Technology)

## Summer Internship

Rasna Beverages

## **Summer Project**

Managing promotional activities and finding out the signature flavour for Rasna Ju-C

# Work Experience

17 Months Infosys Limited

## **Harminder Singh Puri**

#### **Specialisation**

Marketing Operations

#### Graduation

B.Tech

(Electronics and Communication)

#### **Summer Internship**

Asian Paints

# Summer Project

Understand admix and Gyspum/ POP market and recommend product strategy for APPS products in these categories

#### **Work Experience**

0 Months

## Hemajyothi Valluru

## **Specialisation**

Marketing

#### Graduation

B.Tech (Computer Science)

## **Summer Internship**

BMW India Pvt. Ltd.

## **Summer Project**

Designing and implementing process for technical change management - VPS roll out, value stream analysis for defect reduction

# **Work Experience**

16 Months

Tata Consultancy Services Ltd

## **Jewel Varughese**

#### **Specialisation**

Finance

#### Graduation

BBA (Accounting and Finance)

#### **Summer Internship**

Genpact

#### **Summer Project**

- 1. Forecasting People Function Costs
- 2. Bench Ageing and Analysis

#### **Work Experience**

13 Months

Arivum Trading Solutions Pvt. Ltd.

## Jhankar Mehra

#### **Specialisation**

Marketing

#### Graduation

B.Com(Hons.)

#### **Summer Internship**

FCB Ulka Advertising

## **Summer Project**

An ethnographic study to understand the psyche of urban Indian women by cataloging, analyzing and probing on the items found on and inside their dressing tables

#### **Work Experience**

4 Months

J. Walter Thompson

## Poojitha Gupta K

#### **Specialisation**

Finance

Operations

#### Graduation

B.Tech (Mechanical)

# Summer Internship

Bajaj Capital Ltd.

## **Summer Project**

Business Requirement Document, Feasibility Study and Work Flow Design for the Online Mutual Funds Integrated Solution for all the Industry Platforms

## **Work Experience**

20 Months

Cognizant Technology Solutions

## Meher Divya Kolli

#### **Specialisation**

Finance

Operations

# Graduation

B.E

(Electronics and Communication)

#### **Summer Internship**

**HDB Financial Services Limited** 

#### **Summer Project**

Improving file quality in the loan documentation process

## **Work Experience**

22 Months

Tata Consultancy Services Ltdv

# Kshitij Jain

## **Specialisation**

Marketing Operations

#### Graduation

B.Tech

(Electrical and Electronics)

#### **Summer Internship**

Hughes Systique India Pvt. Ltd.

#### **Summer Project**

Assist the Sales team for Market Development of the Asia Pacific Region

## **Work Experience**

22 Months

Cognizant Technology Solutions

# Lakshit Kumar Mahajan

#### **Specialisation**

Marketing Operations

#### Graduation

B.E (Electronics & Electrical Communication)

## **Summer Internship**

Moser Baer India Ltd

#### **Summer Project**

A Study on MoserBaer LED Lighting Products in Electrical Channels for Chandigarh

#### **Work Experience**

0 Months

## Madhulekha Tallapudi

#### **Specialisation**

Marketing Operations

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

BMW India Pvt. Ltd.

#### **Summer Project**

Value Added Production System (VPS) roll out for continuous improvement in Total Vehicle Quality Management

# **Work Experience**

23 Months

Tata Consultancy Services Ltd, Amazon Development Center

#### **Manas Srivastava**

#### **Specialisation**

Marketing

Finance

## Graduation

B.Tech (Electronics)

# **Summer Internship**

Parentune

## **Summer Project**

Business development by building a healthy pipeline of brands for Parentune and getting them on board

## **Work Experience**

34 Months

Infosys Limited

## Manuj Mehra

#### **Specialisation**

Finance Marketing

## Graduation

B.Tech (Information Technology)

#### **Summer Internship**

Religare Finvest Ltd

#### **Summer Project**

Analysis of funding pattern and cost of funds of RFL vis a vis market peers

# Work Experience

35 Months Infosys Limited

#### **Mohanish Ranjan**

#### **Specialisation**

Marketing Operations

#### Graduation

B.Pharma

(Pharmaceutical Sciences)

#### **Summer Internship**

DCB Bank Ltd.

## **Summer Project**

Alternate Way of Banking -Customer Survey and migration to channels

## **Work Experience**

22 Months

Dr. Reddy's Laboratories Ltd.

## Nikhil Nanda

#### **Specialisation**

Marketing

#### Graduation

B.Tech (Information Technology)

#### **Summer Internship**

Hughes Systique India Pvt. Ltd.

#### **Summer Project**

Assist the US Sales team in activities which would propel the company towards greater Market Penetration, focused Business Development through live targeted campaigns and increased success rate in the face of competition

#### **Work Experience**

35 Months Infosys Limited

#### Nikitha Ramesh

#### **Specialisation**

Marketing Operations

#### Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

BMW India Pvt. Ltd.

#### **Summer Project**

- 1. Value Stream Mapping of Information flow within the organization as part of Quality Steering.
- 2. Defining a process for Technical Change Management as part of Value-added Production Systems (Lean Manufacturing)

## **Work Experience**

22 Months

Tata Consultancy Services Ltd

#### **Parth Vasisht**

#### **Specialisation**

Finance

Marketing

## Graduation

B.Tech (Computer Science)

## **Summer Internship**

ICICI Securities Primary Dealership

## **Summer Project**

Issuance of Debentures through Private Placement by Companies

## **Work Experience**

18 Months

Accenture Services Pvt. Ltd.

## **Pawan Paliwal**

#### **Specialisation**

Marketing

# Finance **Graduation**

B.Sc (Biotechnology)

#### **Summer Internship**

Central Bank of India

#### **Summer Project**

Understanding the framework adopted by the bank before the disbursal of advances to the customers

## **Work Experience**

20 Months

Bruker Daltonics (I) Pvt. Ltd.

## Pooja Teotia

#### **Specialisation**

Finance

Marketing

## Graduation

B.Tech (Computer Science)

## Summer Internship

ICICI Bank

## Summer Project

Study of banking operations and the financial products offered at the bank branch

## **Work Experience**

30 Months Infosys Limited

#### Prachi Jain

## **Specialisation**

Marketing

Finance

## Graduation

B.Tech (Information Technology)

## Summer Internship

BMW India Pvt. Ltd.

## Summer Project

1. Defining and Implementing a process for Technical Change Management as a part of Value Added Production Systems (Lean Manufacturing)

# 2. Value Stream Mapping of Product Audit information to Assembly line.

#### **Work Experience**

20 Months

Tata Consultancy Services Ltd

## **Pragnya Singh**

#### **Specialisation**

Marketing

Finance

#### Graduation

B.B.E(Hons.)

(Finance, Project Management and Entrepreneurship)

## **Summer Internship**

Schneider Electric

#### **Summer Project**

Structuring the Busway Business to Realise the Strategic Business Objectives

#### **Work Experience**

0 Months

#### Pranshu Malik

#### **Specialisation**

Marketing

**Finance** 

Graduation

BBE (Business Economics)

#### **Summer Internship**

Edelman India Pvt Ltd

#### **Summer Project**

To engage in working and understanding the effectiveness of PR with respect to Hospitality and Retail brands such as Taj Hotels and Titan under consumer portfolio

## **Work Experience**

0 Months

#### **Prateek Bhandula**

#### **Specialisation**

Marketing

**Finance** 

#### Graduation

B.Tech

(Information Technology)

#### **Summer Internship**

Friends Steel

#### **Summer Project**

Market growth strategy and Need Gap Analysis

## **Work Experience**

22 Months

Computer Sciences Corporation

#### R Samira

#### **Specialisation**

Marketing

Operations

#### Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

BMW India Pvt. Ltd.

#### **Summer Project**

VPS roll out for continuous improvement in Total Vehicle Quality Management at BMW Plant by: 1. FMEA for defect analysis, 2. designing a technical change management

# **Work Experience**

11 Months

Tata Consultancy Services Ltd

#### **Rahul Nair**

## **Specialisation**

Marketing

Finance

#### Graduation

B.E (Instrumentation & Control)

#### **Summer Internship**

Hughes Systique India Pvt. Ltd.

## **Summer Project**

To Develop a Market Development Strategy for Connected Devices Unit of Hughes Systique across the **Europe Region** 

#### **Work Experience**

32 Months

Infosys Limited

# Rasmi Edupuganti

## **Specialisation**

Marketing

### Graduation

B.E (Electrical and Electronics)

## **Summer Internship**

Careers360

# **Summer Project**

Category Management for the online educational ecommerce platform

#### **Work Experience**

32 Months

Infosys Limited

#### Ravi Kumar

## Specialisation

Marketing Operations

#### Graduation

B.Tech (Information Technology)

#### **Summer Internship**

Indian Oil Corporation Limited

## **Summer Project**

Study of LPG Sales and LPG Operations.

#### **Work Experience**

18 Months

Wipro Technologies

## **Ritika Pandey**

## **Specialisation**

Marketing

Operations

# Graduation

B.Tech (Information Technology)

### **Summer Internship**

National Geographic Channel

## **Summer Project**

**Developing Business Relations** with the Corporate to expand the domain through different Business **Development Projects** 

## **Work Experience**

33 Months

Infosys Limited

#### Saurabh Khurana

#### **Specialisation**

Marketing

# Finance **Graduation**

B.Tech (Computer Science)

#### **Summer Internship**

Tata Capital Financial Services Ltd

#### **Summer Project**

Consumer Durables (CD) Summer Dhamaka – Opportunity to exhibit real managerial skills in strategizing, planning end to end product delivery & executing the same in a highly competitive environment with measurable indexes.

#### **Work Experience**

24 Months

Corporate Infocom Pvt. Ltd.

#### Shikhar Mehrotra

#### **Specialisation**

Marketing Operations

## Graduation

B.Sc(Hons.) (Geology)

#### **Summer Internship**

Arvind Lifestyle Brands Ltd.

#### **Summer Project**

Customer Engagement through Digital Promotions

## **Work Experience**

0 Months

#### **Shivam Arora**

#### **Specialisation**

Marketing Operations

# Graduation

B.Tech (Computer Science)

## Summer Internship

Jaipur Rugs Co. Pvt. Ltd.

#### **Summer Project**

Realigning Product & Designer Brands in Premium Value Proposition

# **Work Experience**

33 Months Infosys Limited

## **Shivam Gupta**

#### **Specialisation**

Finance

Marketing

## Graduation

BBS

#### **Summer Internship**

J. P. Morgan Chase

#### **Summer Project**

Hedge Funds Financial Reporting Automation

## **Work Experience**

0 Months

#### Shruti Khanna

#### **Specialisation**

Finance

Operations

## Graduation

B.E (Computer Science)

### **Summer Internship**

Genpact

## **Summer Project**

Design and Operationalize a remote knowledge transfer model to minimize FTE travel intended for knowledge transfer - Smart KT Model

## **Work Experience**

31 Months Larsen & Toubro IDPL, Mahindra Satyam

#### Siddharth Sharma

#### Specialisation

Finance Marketing

# Graduation

B.Tech (Computer Science)

## Summer Internship

New Holland Fiat India Pvt Ltd.

## **Summer Project**

Financial Planning and Analysis-Study of month end financial reporting process

#### **Work Experience**

8 Months

FuturesFirst Info Services Pvt. Ltd.

## A.V.V.L Snigdha

#### **Specialisation**

Marketing Operations

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

Becton Dickinson India Pvt Ltd

## **Summer Project**

Analysis of systemic bottlenecks in the labor and delivery space and devise a potential go-to-market model for the Odon device

# **Work Experience**

23 Months

Deloitte Consulting India Pvt Ltd

## Somya Kaila

## **Specialisation**

Marketing

#### Graduation

B.Tech (Information Technology)

## **Summer Internship**

**HCL** Technologies

## **Summer Project**

Shiv Nadar Foundation's Digital Media Strategy for Financial Year 2014-15

#### **Work Experience**

40 Months

Infosys Limited, Sana Associates Pvt. Ltd.

#### Supriya Tanwani

#### **Specialisation**

Marketing Operations

## Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

BMW India Pvt. Ltd.

## **Summer Project**

- 1. Defining and Implementing a process for Technical Change Management as a part of Value Added Production Systems (Lean Manufacturing)
- 2. To steer the quality of the vehicle produced by identifying the potential areas contributing towards defects.

## **Work Experience**

17 Months

Tata Consultancy Services Ltd

## Surabhi Chatterjee

#### Specialisation

Marketing

Operations **Graduation** 

B.E (Environmental Engineering)

#### **Summer Internship**

Parentune

#### **Summer Project**

Transformers-Promotion of proparent services

#### **Work Experience**

0 Months

#### Suraj Kumar Jain

## **Specialisation**

Marketing

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

New Holland Fiat India Pvt Ltd.

#### **Summer Project**

Financial Planning & Analysis -Study of process, procedures and Strategic Business Planning

#### **Work Experience**

43 Months

Tata Consultancy Services Ltd

## Tanvi Sanjeev Johri

#### **Specialisation**

Marketing

Finance

#### Graduation

B.Sc(Hons.) (Chemistry)

## **Summer Internship**

**HSBC** 

#### **Summer Project**

Cluster Scoping & Industry Analysis of Delhi & NCR Markets

# Work Experience

0 Months

# W.Ketan

## **Specialisation**

Marketing

#### Graduation

B.Tech (Mechanical)

## **Summer Internship**

DCM Shriram Ltd - Fenesta Building Systems

#### **Summer Project**

Market Sizing & Brand Health check for Fenesta Projects

#### **Work Experience**

30 Months

Tata Hitachi Construction Machinery, Kotak Mahindra Bank

#### **Aanchal Tiwari**

## **Specialisation**

Marketing

# Finance

**Graduation**B.E (Electrical and Electronics)

#### **Summer Internship**

Videocon Industries Ltd.

#### **Summer Project**

Market study of positioning of videocon FPD's(Flat panel display's) viz a viz competitors in Delhi-NCR market

# **Work Experience**

0 Months

#### Aastha Khurana

#### **Specialisation**

Marketing Operations

#### Graduation

B.Tech (Instrumentation Engineering)

## **Summer Internship**

Edelman India Pvt Ltd

#### **Summer Project**

Corporate Reputation Management for the Tata Corporate Group

#### **Work Experience**

11 Months

Air Liquide, Sarita Vihar (Lurgi India Pvt Ltd)

## **Aayush Chopra**

## **Specialisation**

Marketing

#### Graduation

B.Tech (Mechanical & Automation Engineering)

#### **Summer Internship**

International Tractors Limited

#### **Summer Project**

Research on Expansion Strategy
- Estimating the Market Potential,
potential barriers, exploring the
partners and feasibility study for
Solis Brand of International Tractors
Limited in European Union markets.

# **Work Experience**

18 Months

Accenture Services Pvt. Ltd.

## **Abhijit Singh**

#### **Specialisation**

Marketing

#### Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

Edelman India Pvt Ltd

#### **Summer Project**

To engage in working and understanding the effectiveness of PR with respect to technology clients such as Truecaller, Symantec, VMware etc.

#### **Work Experience**

0 Months

#### **Abhishek Jain**

#### **Specialisation**

Marketing

# Graduation

B.Tech (Computer Science)

#### **Summer Internship**

KPMG India

#### **Summer Project**

Market Research in analytics and integration of Business Intelligence with analytics

## **Work Experience**

18 Months

Accenture Services Pvt. Ltd.

#### **Abhishek Sarkar**

#### **Specialisation**

Marketing

## Operations

**Graduation**B.Tech (Metallurgy)

# Summer Internship

Baskin Robbins

#### **Summer Project**

Consumer Ice cream buying behavior and Franchisee Management

## **Work Experience**

33 Months

ESSAR Steels India Limited

#### **Abhishek Sinha**

#### **Specialisation**

Marketing

## Operations

**Graduation**B.Tech (Mechanical)

# Summer Internship

SPT Sports Management Pvt. Ltd.

#### **Summer Project**

To study the existing event management process and suggest improvements to promotional activities undertaken

#### **Work Experience**

25 Months

Accenture Services Pvt. Ltd.

## Aditi Tripathi

#### **Specialisation**

Marketing

Finance

## Graduation

B.E (Electronics and Communication)

#### **Summer Internship**

Randstad India Ltd

## Summer Project

Enhancing the Value Chain and Ensuring Deeper Penetration for Sales Force and Trade Marketing Solutions

## **Work Experience**

0 Months

#### **Akarsh Prasad**

## **Specialisation**

Marketing

## Graduation

B.Com(Hons.)

# Summer Internship

Perfetti Van Melle

# Summer Project

Benchmarking Retail Operations

#### **Work Experience**

13 Months Amazon

## Akshay Jagga

## **Specialisation**

Marketing

# Graduation

B.Sc(Hons.) (Mathematics)

## **Summer Internship**

Kellogg's

## **Summer Project**

To increase the sale by increasing the number of retailers and distribution expansion

#### **Work Experience**

0 Months

## **Akshay Sharma**

#### **Specialisation**

Marketing

Finance

# Graduation

B.E (Electronics and Communication)

#### **Summer Internship**

Baskin Robbins

#### **Summer Project**

Competitors analysis, consumer buying behavior study and analysis of big chill summer campaign

#### **Work Experience**

18 Months

Videocon Telecommunication Limited

## Aman Bajaj

#### **Specialisation**

Marketing Operations

## Graduation

B.E (Electronics and Communication)

#### **Summer Internship**

Bank of Baroda

#### **Summer Project**

Driving use of alternate delivery channels without customer disconnect

#### **Work Experience**

36 Months Infosys Limited

#### **Ankur Sharma**

#### **Specialisation**

Marketing Operations

#### Graduation

B.Sc (Physical Sciences)

## **Summer Internship**

BMW India Pvt. Ltd.

#### **Summer Project**

Value Added Production System (VPS) roll out for Continuous Improvement in Total Vehicle Quality Management

## **Work Experience**

36 Months

Tata Consultancy Services Ltd

## **Ankush Arya**

#### **Specialisation**

Marketing Finance

## Graduation

B.Tech (Computer Science and Engineering)

#### **Summer Internship**

International Tractors Limited

#### **Summer Project**

Research on Expansion Strategy
- Estimating the Market Potential,
potential barriers, exploring partners
and feasibility study for the Solis
Brand of International Tractors
Limited in Non-European Union
markets

## **Work Experience**

0 Months

#### Anurika Arora

#### **Specialisation**

Finance

Marketing

#### Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

J. P. Morgan Chase

#### **Summer Project**

Designing process flows and automation of modules of FX Investigation Processes to achieve STP (Straight Through Processing)

## Work Experience

34 Months

Compro Technologies Pvt Ltd.

#### Anushree

#### **Specialisation**

Marketing Operations

Graduation

B.Tech (Computer Science)

## Summer Internship

BMW India Pvt. Ltd.

#### **Summer Project**

Defining and Implementing a process for Technical Change Management as a part of Value Added Production System (Lean manufacturing)

#### **Work Experience**

23 Months

Accenture Services Pvt. Ltd.

#### **Denis Jose**

## **Specialisation**

Marketing

Graduation

B.Tech (Computer Science)

## **Summer Internship**

Edelman India Pvt Ltd

# **Summer Project**

A bigdata based media intelligence platform for generating PR leads

## **Work Experience**

20 Months Infosys Limited

## **Divya Dave**

## **Specialisation**

Marketing Finance

#### Graduation

B.E (Electronics and Telecommunication)

# Summer Internship

GAIL (India) Limited

#### **Summer Project**

To analyse the impact of domestic gas allocation to CGDs of Gujarat on the end consumer.

# **Work Experience**

11 Months

Compute and Compile

## Drishty jaiswal

## **Specialisation**

Marketing

# Operations **Graduation**

B.Sc. (Hons) Microbiology

## **Summer Internship**

Punjab National Bank

## **Summer Project**

Analysis of Credit Appraisal for Term Loan and Working Capital Financing

# **Work Experience**

0 Months

#### **Gaurav Kararia**

#### **Specialisation**

Marketing

## Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

Hindustan Times Learning Center, Studymate

#### **Summer Project**

BTL Promotions West Delhi, Preparation of Sales handbook

## **Work Experience**

20 Months Infosys Limited

#### **Gaurav Vivek Arora**

#### **Specialisation**

Finance

Marketing

#### Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

India Ratings and Research Private Limited - A Fitch Group Company

#### **Summer Project**

Marketing of Financial Services

#### **Work Experience**

0 Months

## Girish R

#### **Specialisation**

Marketing

# Operations **Graduation**

B.E (Production)

## **Summer Internship**

Water Health International

## **Summer Project**

Cost estimation and Optimization of control

#### **Work Experience**

0 Months

# **Hardrisht Singh Chawla**

#### **Specialisation**

Marketing

## Graduation

B.Tech (Computer Science)

#### **Summer Internship**

MSD India Pvt Ltd

## **Summer Project**

To assess the brand equity of Januvia(Oral Anti-Diabetic) vis-avis competitor brands in terms of salience and brand imagery through market research

#### **Work Experience**

21 Months Infosys Limited

## Ipsa Arora

#### **Specialisation**

Marketing

#### Graduation

B.Tech (Information Technology)

## **Summer Internship**

Giftxoxo

#### **Summer Project**

Brand marketing and media planning of Giftxoxo

## **Work Experience**

0 Months

# Kaavya Saluja

## **Specialisation**

Marketing

# Graduation

BA (Arts)

## **Summer Internship**

Armani (Genesis Luxury Fashion Pvt. Ltd.)

#### **Summer Project**

Study, recommendations and implementations in luxury marketing and CRM practices for international brands

# **Work Experience**

6 Months

OneStepUp Education Services

Pvt. Ltd.,

Better Homes and Gardens, Media TransAsia Ltd.

#### Kanav Jerath

## **Specialisation**

Marketing

### Graduation

B.Tech (Mechanical)

## **Summer Internship**

SCHNEIDER ELECTRIC

#### **Summer Project**

Product Positioning for the Lighting Busway

#### **Work Experience**

30 Months

Tata Consultancy Services Ltd

#### Kartik Murli

## **Specialisation**

Marketing

# Graduation

B.Tech (Electrical and Electronics)

## **Summer Internship**

Fractal Analytics

## **Summer Project**

Assortment optimization in CPG domain

## **Work Experience**

16 Months

Cognizant Technology Solutions

# Koushik Krishnaswamy

#### **Specialisation**

Marketing

# Finance **Graduation**

B.E (Mechanical)

#### **Summer Internship**

Genpact

#### **Summer Project**

The study and recommendation of lean methods to enhance the collections processes in the Account Receivables division for a leading global pharma client

#### **Work Experience**

27 Months Assab Sripad Steels Ltd., Aban Offshore Ltd

## Lipi Singal

#### **Specialisation**

Finance

Marketing

## Graduation

B.Sc(Hons.)(Computer Science)

#### **Summer Internship**

ICICI Prudential AMC Ltd.

#### **Summer Project**

Identify opportunities and assist in implementation of 'Investor Awareness Programme' as per SEBI's guidelines

## **Work Experience**

0 Months

#### Manas J Pai

#### **Specialisation**

Marketing

# Operation **Graduation**

B.Tech (Mechanical)

## **Summer Internship**

Hindustan Times Learning Center, Studymate

## **Summer Project**

Analysis of Lead Management System

## **Work Experience**

0 Months

#### **Mohsin Yousuf**

#### **Specialisation**

Marketing Finance

# Graduation

B.E. (Electronics and Communication)

#### **Summer Internship**

Water Health International

#### **Summer Project**

Execute comprehensive plant dossiers for all operational WHCs

### **Work Experience**

32 Months Infosys Limited

#### Monika Vaid

## **Specialisation**

Marketing Operations

# Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

Hindustan Times Learning Center, Studymate

### **Summer Project**

Understanding and increasing effectiveness of BTL activities and leading Call Center operations

#### **Work Experience**

0 Months

# Munika Garg

## **Specialisation**

Finance

Marketing

# Graduation

B.Com(Hons.) (Commerce)

## Summer Internship

Tata Capital Financial Services Ltd

## **Summer Project**

Review of data migration from Satnam to Winyatra

# **Work Experience**

20 Months Infosys Limited

#### Nikhil Arora

## **Specialisation**

Marketing

Finance

# Graduation

B.Com (Commerce)

#### **Summer Internship**

SBI Life Insurance Company Ltd

## **Summer Project**

E-Commerce in Insurance Industry-Market Research and Online Customer Experience

#### **Work Experience**

11 Months

KPMG Global Services

## **Palak Agarwal**

## **Specialisation**

Marketing

### Graduation

B.Tech (Information Technology)

## **Summer Internship**

Rasna Beverages

## **Summer Project**

Managing promotional activities and finding out the signature flavor of rasna Ju-C

#### **Work Experience**

0 Months

## **Payal Sharma**

#### **Specialisation**

Marketing Operations

## Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

J. P. Morgan Chase

#### **Summer Project**

Standardization of comments across all utilities in TLM(Transaction Life cycle management)

#### **Work Experience**

32 Months

Tata Consultancy Services Ltd

## Prachi Ghiya

#### **Specialisation**

Marketing **Finance** 

## Graduation

B.E. (Electronics and Communication)

#### **Summer Internship**

Firstsource Solutions Ltd

#### **Summer Project**

Untying the NOTs - To identify the key challenges in Pricing function at Firstsource and to provide appropriate solutions

#### **Work Experience**

23 Months

Robert Bosch Ltd., Bangalore

## Pulkit Durgvanshi

#### **Specialisation**

Finance

Marketing

## Graduation

B.E (Electrical and Electronics)

## **Summer Internship**

DCB Bank Ltd.

#### **Summer Project**

Identifying banking potential to come up with a new branch in Kalol, Gandhinagar, Gujarat

#### **Work Experience**

19 Months

Cognizant Technology Solutions

#### **Puneet Gupta**

#### **Specialisation**

**Finance** 

## Marketing

Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

**Knowlarity Communications** 

## **Summer Project**

To study and implement the budget and to do competitor analysis based on Financial Metrics

#### **Work Experience**

35 Months Infosys Limited

#### **Rachita Churiwal**

#### Specialisation

Finance

Marketing

## Graduation

B.Tech (Computer Science)

## **Summer Internship**

IPE Global Pvt Ltd

## **Summer Project**

Direct Technical Assistance for effective implementation of the Umbrella Scheme for education of Scheduled Tribe Students

## **Work Experience**

3 Months

Tata Consultancy Services Ltd

# Radhika Sharma

## **Specialisation**

Marketing

#### Graduation

B.Tech (Computer Science)

## **Summer Internship**

HDFC ERGO General Insurance Company Limited

#### **Summer Project**

Market Mapping: Analysis of Competition Agents

#### **Work Experience**

0 Months

## Rashi Agrawal

## **Specialisation**

Marketing

#### Graduation

B.E. (Civil Engineering)

## **Summer Internship**

Philips India

## **Summer Project**

1. Representation of the Philips Lighting Academy services through Dynamic Dashboards

2. Primary Research on Reception and Perception of "" Partners in Progress"" Program by Philips for its channel partners

## **Work Experience**

0 Months

#### Rishabh Mehta

#### **Specialisation**

Marketing

**Finance** 

# Graduation

B.Com (Commerce)

#### **Summer Internship**

Giftxoxo

# **Summer Project**

1. Business Development: Expanding and managing the product line as well as vendor base of the company

2. Brand Marketing: Promotion through ATL and BTL activities

# **Work Experience**

0 Months

## Sandesh Gupta

#### **Specialisation**

Marketing

# Finance **Graduation**

B.E. (Computer Science)

#### **Summer Internship**

Friends Steel

#### **Summer Project**

1. Business development in Gujarat: Market growth strategy and need gap analysis

2. Brand Marketing: Promotion through ATL and BTL activities

#### **Work Experience**

40 Months

Tata Consultancy Services Ltd

## Sanjay Agrawal

#### **Specialisation**

Marketing Finance

#### Graduation

B.Tech (Electronics and Communication)

#### Summer Internship

Ascentaz Consulting

# Summer Project

Sales increment and Distribution enhancement of Capital Foods in NCR and associated regions

## **Work Experience**

30 Months Infosys Limited

## Sanjog Dash

#### **Specialisation**

Marketing

#### Graduation

B.Tech (Electronics and Telecommunication)

#### **Summer Internship**

Britannia Industries Ltd

#### **Summer Project**

To understand the potential of biscuit category in low market share area

## **Work Experience**

18 Months

Oracle Financial Services Software

## Saurabh Pilkhane

#### **Specialisation**

Marketing

# Operation

**Graduation**B.E. (Mechanical)

## **Summer Internship**

**BHP** Billiton

## **Summer Project**

To create a 'Global Scrap Steel Availability' model

#### **Work Experience**

12 Months

Godrej & Boyce manufacturing co ltd

#### Saurabh Chawla

#### **Specialisation**

Finance

Marketing

## Graduation

B.E. (Civil Engineering)

### **Summer Internship**

U2opia Mobile Private Ltd.

## **Summer Project**

Improvement of internal analytics portal

## **Work Experience**

41 Months

Evalueserve.com Private Limited

## Sesha Pavan Tejaswi Thakasi

#### **Specialisation**

Finance

Marketing

## Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

J. P. Morgan Chase

## **Summer Project**

Identify risk and enhance controls across Asset Management Operations

## **Work Experience**

0 Months

#### **Shruti Sharma**

## **Specialisation**

Marketing

Finance

# Graduation

B.Com(Hons.)

#### **Summer Internship**

Deki Electronics Limited

#### **Summer Project**

1. B2B market research

2. International Marketing (Secondary Research)- Exploring Export Opportunities in Latin American Countries

## **Work Experience**

0 Months

#### Shruti Farmania

# Specialisation

Marketing

#### Graduation

B.E. (Computer Science)

## Summer Internship

Baskin Robbins

## **Summer Project**

Effective Execution of the Big Chill Campaign

## **Work Experience**

10 Months

Toshiba Software India Private

Limited

## Sudipta S

#### **Specialisation**

Marketing **Operations** 

## Graduation

B.Tech (Applied Electronics & Instrumentation)

#### **Summer Internship**

**IRIS Business Services** 

#### **Summer Project**

Implementation of CRM Structure in the organization

#### **Work Experience**

Fresher

#### Suneel Krishna Misra

#### **Specialisation**

Marketing

#### Graduation

B.Tech (Information Technology)

#### **Summer Internship**

Tetra Pak India Pvt. Ltd.

#### **Summer Project**

TFA100 Post launch evaluation for Coca cola - West Bengal

#### **Work Experience**

18 Months Infosys Limited

## Surbhi Goyal

#### **Specialisation**

Finance Marketing

# Graduation

B.E. (Computer Science)

#### **Summer Internship**

Altius Finsery Pvt. Ltd.

#### **Summer Project**

Investment banking: Debt Syndication

## **Work Experience**

Fresher

## **Tushar Jha**

#### **Specialisation**

Marketing

#### Graduation

B.E. (Mechanical)

#### **Summer Internship**

DCM Shriram Ltd - Fenesta Building **Systems** 

#### **Summer Project**

To understand showroom fabrication and various running processes as part of Fenesta's retail business and use lean project management to focus on delivering values with reduced time, money and manpower while constantly maintaining quality standards.

## **Work Experience**

3 Months

Accenture Services Pvt. Ltd.

#### Vidhi Kamlesh Amin

#### Specialisation

Marketing

### Graduation

B.B.A.(Hons.) (Marketing)

## **Summer Internship**

Fisher and Paykel

# **Summer Project**

To conduct a feasibility analysis for built in kitchen appliances in the hospitality, luxury and super luxury residential projects in NCR

## **Work Experience**

Fresher

## Vineet Kalra

#### Specialisation

Finance

Marketing

## Graduation

B.Tech (Computer Science)

### **Summer Internship**

IPE Global Pvt Ltd

## **Summer Project**

1. Services For Capacity Building for Urban Development

2. District Level Public Expenditure Review of NRHM Program in Bihar

## **Work Experience**

Fresher

#### Vitika Jain

## Specialisation

Marketing

#### Graduation

B.Tech (Information Technology)

## **Summer Internship**

Asian Paints

## **Summer Project**

WoodTech Studio: Approach & implementation of consumer microsite for AsianPaints Wood Finishes products

## **Work Experience**

23 Months

SAP LABS Gurgaon

#### Vivek Prakash

#### **Specialisation**

Marketing

## Operation

Graduation B.Tech (Mechanical)

## **Summer Internship**

Dexter Consultancy Pvt Ltd

## **Summer Project**

Understanding the different stages of a Market Research Project

#### **Work Experience**

42 Months

Steel Authority of India Limited, Indraprastha Gas Limited

# Yaswanth Reddy Kalusani

#### **Specialisation**

Finance Marketing

#### iviarketing

**Graduation**B.Tech (Mining)

#### **Summer Internship**

Learnmile

#### **Summer Project**

Approach and implementation of Sales promotion of a digital magazine & Primary research of E-learning programs implementation

#### **Work Experience**

12 Months

Intergraph Consultancy Private Limited

## **Abhay Agrawal**

#### **Specialisation**

Marketing Finance

#### Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

Baskin Robbins

## **Summer Project**

A Comparative Study of Baskin Robbins & its Competitors in Organized Parlor Segment A Study on Consumer's perception/ preferences about Various Ice Cream Brands

## **Work Experience**

33 Months

Tata Consultancy Services Ltd

#### **Abhishek Bansal**

#### **Specialisation**

Finance

Marketing

#### Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

Altius Finserv Pvt. Ltd.

## **Summer Project**

Investment Banking: Debt Syndication

## **Work Experience**

24 Months Infosys Limited

#### **Amit Bhatia**

## **Specialisation**

Finance

# Marketing **Graduation**

B.Tech (Electronics and Communication)

## **Summer Internship**

Jabong

#### **Summer Project**

Risk Analysis and Fraud Management

#### **Work Experience**

17 Months Infosys Limited

#### **Anish Gokul S**

#### **Specialisation**

Finance

Marketing

# Graduation

B.E (Electrical and Electronics)

### **Summer Internship**

DCB Bank Ltd.

## **Summer Project**

Banking Potential in Dholka, Gujarat

## **Work Experience**

35 Months

Cognizant Technology Solutions

# **Ankit Gupta**

## **Specialisation**

Finance

## Graduation

B.Com(Hons.) (Finance)

## Summer Internship

HDFC Ergo General Insurance Company Limited

## **Summer Project**

Market Mapping - Analysis of Competition Agents

#### **Work Experience**

Fresher

#### **Anshul Nasa**

## **Specialisation**

Marketing

# Operations **Graduation**

B.Tech (Computer Science)

#### **Summer Internship**

Indian Oil Corporation Limited

## Summer Project

Penetration of LPG cylinders in rural markets

#### **Work Experience**

11 Months

Compro Technologies Pvt Ltd.

# Ashish Jain

## **Specialisation**

Marketing

Finance

# Graduation

B.Tech (Information Technology)

#### **Summer Internship**

Firstsource Solutions Ltd

## **Summer Project**

Automation of Financial Reporting

## **Work Experience**

24 Months

Ims Learning Resources

## **Ashish Jain**

#### **Specialisation**

Finance

Marketing

## Graduation

B.Tech (Mechanical)

#### **Summer Internship**

PTC India Ltd.

#### **Summer Project**

Development of service assessment model by customer need analysis

#### **Work Experience**

Fresher

## Ashita Gupta

#### **Specialisation**

Finance

Marketing

#### Graduation

B.E. (Computer Science)

#### **Summer Internship**

J. P. Morgan Chase

#### **Summer Project**

Account Management & Client Services

## **Work Experience**

Fresher

## **Asmita Vilas Moghe**

#### **Specialisation**

Finance

Marketing

# Graduation

B.M.S. (Finance)

#### **Summer Internship**

Tata Capital Financial Services Ltd

#### **Summer Project**

Market analysis of system of issuance of loans to individuals and recommending improvements for benchmarking in Financial Services Domain

#### **Work Experience**

14 Months

Pricewaterhouse & Co.

## **Astha Garg**

#### **Specialisation**

Marketing

# Finance **Graduation**

B.E. (Electronics Instrumentation & Control)

#### **Summer Internship**

Reserve Bank of India

#### **Summer Project**

To study and analyse the innovative financial services by NBFCs registered with RBI Delhi office and challenges faced by them

#### **Work Experience**

23 Months

Alstom India Limited

## **Deeva Choudhary**

#### **Specialisation**

Marketing

Finance

#### Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

SPT Sports Management Pvt. Ltd.

#### **Summer Project**

Online Marketing and Content

#### **Work Experience**

7.5 Months Alstom T&D

## **Dipesh Jain**

## **Specialisation**

Finance

## Graduation

B.E. (Electronics and Telecommunication)

#### **Summer Internship**

Crisil Limited

#### **Summer Project**

A Competitive Analysis of core competencies, business evolution strategies, financials & talent pool, of leading knowledge process outsourcing companies, vis-à-vis CRISIL Global Research and Analytics

# **Work Experience**

19 Months

Hewlett Packard India

#### Gurubaran J

## **Specialisation**

Finance

Marketing

# Graduation

B.E. (Electronics and Communication)

#### **Summer Internship**

DCB Bank Ltd.

## **Summer Project**

Market Study of Non-Resident Indians from Kerala to expand DCB Bank's NRI Customer base

## Work Experience

35 Months

Cognizant Technology Solutions

## Indrajit Saha

## **Specialisation**

Finance

#### Graduation

B.Tech (Computer Science)

## **Summer Internship**

Makemytrip (India) Pvt Ltd

## **Summer Project**

Expansion of Car Services in Domestic Holiday Packages of MakeMyTrip

#### **Work Experience**

## Ishita Kapoor

**Specialisation** 

Marketing

Graduation

B.Tech (Bio-Medical)

**Summer Internship** 

Fisher and Paykel

**Summer Project** 

To conduct a feasibility analysis for built in kitchen appliances in the hospitality, luxury and super luxury segment residential projects and mapping the potential of built-in kitchen appliances in Kolkata

**Work Experience** 

Fresher

#### Kannan M

**Specialisation** 

Finance

Marketing

Graduation

B.E. (Electronics and Communication)

**Summer Internship** 

Central Bank of India

**Summer Project** 

Credit appraisal process for corporate clients at Central Bank of India

**Work Experience** 

34 Months

Cognizant Technology Solutions

#### Karan Yadav

**Specialisation** 

Finance

Marketing

Graduation

B.A(Hons.) (Economics)

Summer Internship

HSBC

**Summer Project** 

Evaluating Opportunities for Business- Market study in the Melennium City

**Work Experience** 

Fresher

#### Khushboo

**Specialisation** 

Finance

Marketing

Graduation

B.Tech (Computer Science)

**Summer Internship** 

punjab national bank

**Summer Project** 

Credit Appraisal and Risk

Management

**Work Experience** 

Fresher

# Kushal Makhija

#### **Specialisation**

Finance

Marketing

Graduation

B.B.E. (Hons.) (Business Economics)

**Summer Internship** 

Central Bank of India

**Summer Project** 

Assessment and Implication of Consortium Credit Proposal – Insights at Central Bank of India

**Work Experience** 

Fresher

# Medha Gupta

## **Specialisation**

Marketing

Operations

Graduation

B.Tech (Computer Science)

Summer Internship

BMW India Pvt. Ltd.

**Summer Project** 

Defining and Implementing a process for Technical Change Management as a part of Value Added Production System (lean manufacturing)

**Work Experience** 

22 Months

Accenture Services Pvt. Ltd.

## **Modhura Roy**

Specialisation

Marketing

Graduation

B.Tech (Electronics and Instrumentation)

**Summer Internship** 

Penn Schoen Berland

**Summer Project** 

1. Understanding the impact of Education on different aspects of life 2. Supporting an end-to-end Media Campaign for a client from the Insurance Industry

**Work Experience** 

30 Months

Cognizant Technology Solutions

#### **N.Sanketh**

## **Specialisation**

Marketing

Operation

Graduation

B.Tech (Industrial Biotechnology)

**Summer Internship** 

Orchid Educational Solutions

**Summer Project** 

Market research on computer science textbooks & emerging trends in computer education

Work Experience

#### Navisha Varma

#### **Specialisation**

Marketing

## Graduation

B.Com(Hons.) (Commerce)

#### **Summer Internship**

Edelman India Pvt Ltd

#### **Summer Project**

Designing a Social media marketing strategy for a luxury tea brand

#### **Work Experience**

Fresher

#### **Neelesh Pande**

#### **Specialisation**

Marketing

# Graduation

B.Tech (Mechanical)

#### **Summer Internship**

Fisher and Paykel

## **Summer Project**

To conduct a feasibility analysis for built in Kitchen Appliances in the hospitality, luxury and super luxury residential projects in NCR (Geographical Area: Noida, Greater Noida and Ghaziabad).

#### **Work Experience**

Fresher

## Neha Agarwal

## **Specialisation**

Marketing

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

**Futurestep** 

#### **Summer Project**

Market Evaluation, demand generation of the new product, Forte and developing a branding framework as a revenue generation potential for business in global technology market

#### **Work Experience**

23 Months Infinite Technologies, Infosys Limited

#### Neha Mehrotra

#### **Specialisation**

Marketing Operations

## Graduation

B.Tech (Computer Science)

## **Summer Internship**

BMW India Pvt. Ltd.

#### **Summer Project**

Defining and Implementing a process for Technical Change Management as a part of Value Added Production System (Lean Manufacturing)

## **Work Experience**

31 Months

Accenture Services Pvt. Ltd.

#### Nidhi Bhatia

## Specialisation

Marketing

### Graduation

B.Tech (M.Tech 5 Year Integerated) (Biotechnology)

#### **Summer Internship**

Think Future Technologies

#### **Summer Project**

Business Development and Marketing of TAXI121, an Instant Taxi Booking Mobile Application

#### **Work Experience**

Fresher

## Nikhil Kumar Gupta

## **Specialisation**

Marketing

## Graduation

B.Tech (Computer Science)

## Summer Internship

Metro Wholesale Cash&Carry

# **Summer Project**

Private Lables Marketing strategies

#### **Work Experience**

22 Months

Computer Sciences Corporation

## Nikhita Todupunuri

#### **Specialisation**

Marketing Operations

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

Kapil Food Pvt Ltd

#### **Summer Project**

Competitor analysis and steps to overcome competition

#### **Work Experience**

22 Months

Tata Consultancy Services Ltd

#### Nitul Kirti Mehta

#### **Specialisation**

Marketing

Finance

# Graduation

B.Com (Finance)

## **Summer Internship**

DCB Bank Ltd.

## Summer Project

Customer Attrition Win Back and Business Development activities done at DCB Bank

## **Work Experience**

58 Months JMR Infotech India Pvt. Ltd., Capgemini

# Parina Kalra

**Specialisation** 

Finance

Marketing

Graduation

B.Com(Hons.) (Commerce)

**Summer Internship** 

Doctor on call pvt ltd

**Summer Project** 

Business Development and Growth

Strategy

**Work Experience** 

Fresher

#### Pintu Mitruka

**Specialisation** 

Finance

Graduation

B.Com(Hons.) (Finance)

**Summer Internship** 

**ITC Paper Division** 

**Summer Project** 

Reduction in Procurement To Pay cycle and Creditors Management-Án ITC Tribeni Case Study

**Work Experience** 

Fresher

#### Prateek Bihani

**Specialisation** 

Marketing

Graduation

B.Com(Hons.)

(Accounting and Finance)

**Summer Internship** 

Macneill Engineering Ltd.

**Summer Project** 

Marketing of Electric Rickshaw, Marketing of Material Handling Equipments as against imports and Marketing of Tea Coffee Premix

**Work Experience** 

Fresher

#### Radhika Koolwal

**Specialisation** 

Marketing

Graduation

B.E. (Computer Science)

**Summer Internship** 

HectorBeverages

**Summer Project** 

Cracking and Maintaining key accounts for paperboat drinks. It involves premium outlets like QSRs in Malls, Institutional counters, Book cafes

**Work Experience** 

32 Months Infosys Ltd.

# **Rahul Gupta**

Specialisation

Marketing

Operation

Graduation

B.Tech (Electrical)

**Summer Internship** 

Daikin India

**Summer Project** 

Meeting Primary and Secondary HVAC( Heating, Ventilation and air- conditioning) Influencers viz. Architects and interior designers to promote DAIKIN products

**Work Experience** 

34 Months NHPC Ltd.

# **Rahul Tiwari**

Specialisation

Marketing

**Finance** Graduation

B.Tech (Computer Science)

**Summer Internship** 

Cavinkare Pvt Ltd

**Summer Project** 

Food and beverage trade channel outlet expansion

**Work Experience** 

21 Months Infosys Limited

#### **Ravi Pramod**

Specialisation

Marketing

**Finance** 

Graduation

B.Sc(M.Sc 5 year Integrated)

(Chemistry)

**Summer Internship** 

Edelman India Pvt Ltd

**Summer Project** 

Design and Execution of PR Strategies in Healthcare and Pharmaceutical Sectors

**Work Experience** 

Fresher

#### Riddhika Sand

**Specialisation** 

Marketing

Graduation

B.Tech (Computer Science)

**Summer Internship** 

Baskin Robbins

**Summer Project** 

Formulate an action plan to increase the customer value and top line at Baskin Robbins

**Work Experience** 

9 Months

Tanishq (under Umed Fashion)

## Sakshi Agrawal

#### **Specialisation**

**Finance** 

Marketing

#### Graduation

B.Tech (Computer Science)

#### **Summer Internship**

Religare Securities Ltd

## **Summer Project**

Equity valuation of fmcg sector

## **Work Experience**

23 Months

Cognizant Technology Solutions

#### Sarthi Mittal

#### **Specialisation**

Marketing

#### Graduation

B.E. (Electronics Instrumentation and Control Engineering)

#### **Summer Internship**

Britannia Industries Ltd

#### **Summer Project**

Increase off-takes of Dahi and yoghurt by doing activation in selected markets and add sales in institutional channel in Delhi NCR

## **Work Experience**

12 Months

Deloitte Consulting India Pvt. Ltd

#### Saumitr Rai

#### **Specialisation**

Marketing Finance

# Graduation

B.Tech (Computer Science)

#### **Summer Internship**

Cummins India Ltd.

## **Summer Project**

Implementing a process of capturing opportunity through CDOS and review mechanism at dealerships

## **Work Experience**

39 Months

Computer Sciences Corporation

## **Shadab Ashfaq**

#### **Specialisation**

Finance

Marketing

## Graduation

B. Tech (Information Technology)

#### **Summer Internship**

New Holland Fiat India Pvt Ltd.

## **Summer Project**

Analysis of existing dealer network strategy and recommendations to improve it.

## **Work Experience**

24 Months Tech Mahindra

# **Shashwat Goyal**

#### **Specialisation**

Marketing

Finance

#### Graduation

B. Tech (Information Technology)

#### **Summer Internship**

Futurestep

## **Summer Project**

Market research on the Oil & Gas sector in India. Market research on the auto and auto components manufacturing industry in Pune.

#### **Work Experience**

22 Months

Wipro Technologies

## Shikha Agrawal

#### Specialisation

Finance

Marketing

## Graduation

B.Com(Hons.) (Commerce)

## **Summer Internship**

Baskin Robbins

## **Summer Project**

Assessment of Working Capital & Analysis of Cost

## **Work Experience**

Fresher

#### **Shiv Shankar Nath**

## **Specialisation**

Marketing

Operations

# Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

Dexter Consultancy Pvt Ltd

# Summer Project

Understanding the Different Stages of a Market Research Project

#### **Work Experience**

16 Months

Tata Consultancy Services Ltd

#### **Shobhit Lohia**

#### **Specialisation**

Finance

Marketing

# Graduation

B.B.E. (Finance and Project

Management)

## **Summer Internship**

HDFC Ergo General Insurance Company Limited

## **Summer Project**

Market Mapping - Analysis of Competition Agents

## **Work Experience**

# **Shruti Gupta**

**Specialisation** Marketing

Operation

Graduation

B.Tech (Computer Science)

**Summer Internship** 

Dexter Consultancy Pvt Ltd

**Summer Project** 

**Exploring Business Development** opportunities for Market Research services.

**Work Experience** 

18 Months

**HCL** Technologies

## **Shubham Agarwal**

**Specialisation** 

Marketing

**Finance** 

Graduation

B.Tech (Chemical) **Summer Internship** 

**Summer Project** 

Business Development and B2B

Sales

**Work Experience** 

21 Months Cognizant Technology Solutions

## Siddhartha Chatterjee

**Specialisation** 

Marketing

Operation Graduation

B.Tech (Electrical)

**Summer Internship** 

Baskin Robbins

**Summer Project** 

Competitor analysis and marketing prospects for Baskin Robbins in

Kolkata

**Work Experience** 

43 Months

Cognizant Technology Solutions

#### **Sneha Biswas**

**Specialisation** 

Marketing Finance

Graduation

B.Tech (Electronics and Communication)

**Summer Internship** 

Macmillan Publishers India Ltd.

**Summer Project** 

Competitive Analysis and market

feedback

**Work Experience** 

Fresher

# Sonali Gupta

## **Specialisation**

Marketing

Finance

Graduation

B.Sc (Hons.) (Physics)

**Summer Internship** 

Lowe Lintas and Partners

**Summer Project** 

To design a communication and channel strategy for the re-launch of Unilever dessert mixes

**Work Experience** 

12 Months Career Launcher

## **Sukhpreet Singh**

## **Specialisation**

Marketing

Finance

Graduation

B.Tech (Computer Science)

**Summer Internship** 

**HDB Financial Services Limited** 

**Summer Project** 

Reducing System errors in the Loan Disbursement process at HDB Financial Services Limited

**Work Experience** 

22 Months Infosys Limited

#### Surbhi M Rathi

## Specialisation

Marketing

Graduation

**B.Pharmacy** 

**Summer Internship** 

GAIL (India) Limited

**Summer Project** 

Creating value for polymer customers and consignment stockists of GAIL (India) limited

**Work Experience** 

Fresher

## Tejesva Dugar

## **Specialisation**

Marketing

Graduation

B. Tech (Information Technology)

**Summer Internship** 

TanjaiTech Infra Ltd

**Summer Project** 

To understand the market and develop clients for automation and audio visual solutions in Bangalore

**Work Experience** 

9 Months

Accenture Services Pvt. Ltd.

## Tushar Rustagi

#### **Specialisation**

Finance

Marketing

#### Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

J. P. Morgan Chase

## **Summer Project**

Fixed Income Trades Middle Office Operational and Business Risk Optimization: Client Data Recertification

#### **Work Experience**

23 Months

Accenture Services Pvt. Ltd.

## Vasundhara Chauhan

#### **Specialisation**

Marketing

Finance

#### Graduation

B.E. (Electronics and Communication)

#### **Summer Internship**

Hindustan Coca-Cola Beverages Pvt. Ltd.

#### **Summer Project**

Increase the productivity of TelSell in Indirect Distribution Market

## **Work Experience**

16 Months Microland Pvt Ltd

#### Vidur Anand

## Specialisation

Marketing

#### Graduation

B.B.S. (Marketing)

### **Summer Internship**

Randstad India Ltd

#### **Summer Project**

Enhancing the Value Chain and Ensuring Deeper Penetration for Sales Force and Trade Marketing Solutions

## **Work Experience**

24 Months

Synovate India Private Limited, Nielsen India Private Limited

## Vignesh Balakrishnan

#### **Specialisation**

Marketing Operation

# Graduation

B.E. (Production)

#### **Summer Internship**

Fractal Analytics

## **Summer Project**

Industry Research and Benchmark study on Inventory Optimization of Consumer Packaged Goods Industry

# **Work Experience**

35 Months

Cognizant Technology Solutions

# Yasheeka Sabharwal

## **Specialisation**

Marketing Finance

rinance

# Graduation

B.Tech (Computer Science)

## **Summer Internship**

Cushman & Wakefield

## **Summer Project**

Communication and Branding Management

#### **Work Experience**

Fresher

# Yogesh Sikri

## **Specialisation**

Finance

Marketing

## Graduation

B.Tech (Dairy Technology)

### **Summer Internship**

Emami Ltd

## **Summer Project**

Measuring effectiveness of promotional activities (Door to Door) and understanding rural markets with respect to Navratna Extra Thanda & Navratna Oil in Kanpur region of Uttar Pradesh

## **Work Experience**

## Aakanksha Garg

#### Graduation

B.E (Electronics and Communication)

#### **Summer Internship**

New Holland Fiat India (Pvt) Ltd.

#### **Summer Project**

1. Roles and responsibilities of a training coordinator

2. Management of Off-Roll employees (White Collar) through service providers

#### **Work Experience**

Fresher

## **Akshita Mangal**

#### Graduation

B.Com

#### Summer Internship

Micromax Informatics Ltd

#### **Summer Project**

Designing the Induction Programme and Developing the HR Scorecard and Dashboard

#### **Work Experience**

Fresher

## Ananyo Bhattacharya

#### Graduation

B.Tech (Electronics and Telecommunication)

# **Summer Internship**

Anthroplace Consulting Pvt. Ltd.

#### **Summer Project**

Understand and perform the Recruitment in a recruitment consultancy firm and suggest ways of improvement in the process of recruitment

## **Work Experience**

Fresher

## Antara Basu

#### Graduation

B.A(Hons.) (Psychology)

#### **Summer Internship**

Tata Steel Limited

#### **Summer Project**

 Define an employee value proposition for prospective lateral hires of Tata Steel

2. Design an employee counselling programme for all employees of Tata Steel

# **Work Experience**

Fresher

#### **Antriksh Sudan**

## Graduation

B.Tech (Computer Science)

## **Summer Internship**

ITC Hotels

## **Summer Project**

Organizational Structure and Manning for ITC Hotels' new venture: ITC Green Bharat

#### **Work Experience**

19 Months Infosys Limited

## Anu Jagga

## Graduation

B.Tech (Bioinformatics)

## Summer Internship

FutureQuest Consulting

## **Summer Project**

1. Design career progression roadmaps across industries and functions

2. Design & implementation of teacher competency framework for school teachers

# **Work Experience**

24 Months

Accenture Services Pvt. Ltd.

## **Anurag Kumar**

## Graduation

B.Tech (Electrical)

## **Summer Internship**

PTC India

## **Summer Project**

1. Culture assessment using OCAI instrument

2. Recognition policy design

#### **Work Experience**

Fresher

#### Anushka Bhatia

## Graduation

Bachelor of Business Studies (Management)

## **Summer Internship**

Genpact

## **Summer Project**

Induction and Training Roadmap

## **Work Experience**

## Aparana Gupta

#### Graduation

B.Tech (Biotechnology)

#### **Summer Internship**

Maruti Suzuki India Limited

#### **Summer Project**

- 1. HR diagnostics in MSIL key vendor companies
- 2. Stay interview analysis 2013-2014
- 3. Compilation and verification of code of business conduct and ethics

#### **Work Experience**

41 Months HCL Technologies

## **Arpita Bahl**

#### Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

Radisson BLU Hotel

## **Summer Project**

To study the best practices in recruitment being followed by competitor hotels and to suggest a value addition in the process in use at radisson

#### **Work Experience**

Fresher

## **Arushi Parasher**

#### Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

Maruti Suzuki India limited

#### **Summer Project**

Training Effectiveness at MSIL FY 2013-14 on Kirkpatrick Model and Recommendations

## **Work Experience**

Fresher

## **Ashwary Rastogi**

#### Graduation

B.Tech (Information Technology)

#### **Summer Internship**

ITC Hotels

#### **Summer Project**

Manning & developing organization Structure and compensation structure for ITC Grand Bharat using success profiling

## **Work Experience**

Fresher

#### Chandni Mishra

## Graduation

B.Tech (Computer Science)

## Summer Internship

SBI Life Insurance

## **Summer Project**

A study of the employee self service portal and recommendations for enhancement based on benchmarking

## **Work Experience**

13 Months Accenture Services Pvt. Ltd., Tech Mahindra

#### Chetna Maan

## Graduation

B.E (Computer Science)

## Summer Internship

Absolutdata

## **Summer Project**

Redesign organisation structure and develop an EVP program

## **Work Experience**

33 Months

**HCL** Technologies

## Deepali Gupta

## Graduation

B.Tech (Computer Science)

## Summer Internship

FIAT India Automobiles Ltd

## **Summer Project**

Conducting competency assessment exercise and assessing the effectiveness of the competency assessment system

#### **Work Experience**

Fresher

#### Diksha Malik

## Graduation

B.Tech (Information Technology)

## Summer Internship

BMW India Pvt Ltd

## **Summer Project**

Job Grading and Streamlining Training and Development processes

#### **Work Experience**

35 Months Infosys Limited



## Disha Aggarwal

Graduation

B.A(Hons.) (Economics)

**Summer Internship** 

Aircel Ltd

**Summer Project** 

Designing a training Module

**Work Experience** 

Fresher

## **Falak Sood**

Graduation

B.Tech (Electronics and Communication)

**Summer Internship** 

First Source Solutions Ltd

**Summer Project** 

Recruitment- Finding Fatal Hiring

Errors

**Work Experience** 

Fresher

## Garima

Graduation

B.Sc(Hons.) (Mathematics)

**Summer Internship** 

MapmyIndia

**Summer Project** 

Enhancing effectiveness of training

programs

**Work Experience** 

Fresher

## Iti Dhamija

Graduation

B.Com(Hons.)

**Summer Internship** 

Adidas

**Summer Project** 

Scope of social media in talent

acquisition

**Work Experience** 

Fresher



# Jayati Varma

Graduation

B.Tech (Electronics and Communication)

Summer Internship

Raymond Ltd

**Summer Project** 

Sales Force Automation & Effectiveness

**Work Experience** 

21 Months Infosys Limited Kritika Sobti

Graduation

B.Tech (Electronics)

Summer Internship

Raymond Ltd

**Summer Project** 

Manpower Optimization in Lifestyle division of Raymond

**Work Experience** 

20 Months

Mediatek India Pvt Ltd.

Mahima Sushil

Graduation

B.Tech (Information Technology)

**Summer Internship** 

Coca-Cola India Pvt. Ltd.

**Summer Project** 

Design and Implementation Plan of Campus Engagement Framework

**Work Experience** 

35 Months Infosys Limited Malvika Gera

Graduation

B.Com(Hons.)

**Summer Internship** 

Genpact

**Summer Project** 

Talent Management for Critical Skills

**Work Experience** 

9 Months Ernst & Young

# Manoj

#### Graduation

B.Tech (Electrical and Electronics)

#### **Summer Internship**

FutureQuest Consulting

#### **Summer Project**

Career Progression and Competency Framework & Assessment

#### **Work Experience**

38 Months

Tata Consultancy Services

#### **Mohita Sabharwal**

#### Graduation

B.Com(Hons.)

#### **Summer Internship**

PeopleStrong

#### **Summer Project**

Enabling creation of platform based integrated ecosystem for recruitments - identifying the sourcing strategy

#### **Work Experience**

Fresher

#### Nalini Bansal

#### Graduation

B.Com(Hons.) (Statistics)

#### **Summer Internship**

**Futurestep** 

#### **Summer Project**

Business Development & Creating Dashboards for client review

#### **Work Experience**

Fresher

## Nayan Aswal

#### Graduation

B.Sc(Hons.) (Physics)

#### **Summer Internship**

ICICI Bank

#### **Summer Project**

Enhancing Applicant Experience for Job Applicants and Productivity Analysis for Value and Privilege Bankers

## **Work Experience**

Fresher

#### **Nikita Rawat**

## Graduation

B.Tech (Computer Science)

## **Summer Internship**

Capgemini

## **Summer Project**

Benchmarking of Internal Promotions, Career Framework of Finance Department

#### **Work Experience**

6 Months CDAC

## Nikitha Reddy Kandala

#### Graduation

B.Tech (Information Technology)

## Summer Internship

BMW India Pvt Ltd

## **Summer Project**

Designing pay structure, job position profiling, designing assessment center, designing birthday proposal, automation of documents using MS-Access

#### **Work Experience**

22 Months Infosys Limited

## Oindrila Sinha Roy

## Graduation

B.Tech (Electrical)

## **Summer Internship**

Anthroplace Consulting Pvt. Ltd.

## **Summer Project**

Assessing the latest trends and requirements across the Indian Banking and Insurance Industry in the field of Strategic Talent Acquisition & Talent Management

#### **Work Experience**

20 Months

Cognizant Technology Solutions

#### **Pallak Sharma**

## Graduation

B.com(Hons.) (Economics)

## **Summer Internship**

HCL Infotech Ltd.

## **Summer Project**

To improve the evaluation of the effectiveness of the training programs & to benchmark the best practices in T&D across industries.

# Work Experience

# Parul Balana

**Graduation**B. Tech (Computer Science)

Summer Internship

FIAT India Automobiles Ltd

**Summer Project** 

1. Developing an SOP Manual for the HR policies and initiatives taken under Employee Engagement 2. Designing a Data Handbook (reference manual) for the HRD

**Work Experience** 

Fresher

## Poulami Basu

Graduation

B.Tech (Information Technology)

**Summer Internship** 

NA

**Summer Project** 

Improve Sony's global recruiting activity and the career and talent training for global employees

**Work Experience** 

Fresher

## **Pranjal Singh**

Graduation

B.Tech (Bio-Technology)

Summer Internship

U2opia Mobile Private Limited

**Summer Project** 

Redesigning and Implementation of Induction Program

**Work Experience** 

Fresher

## Priyanka Gupta

Graduation

B.Sc(Hons.) (Mathematics)

**Summer Internship** 

Mercer

**Summer Project** 

New Hire Assimilation

Effectiveness

**Work Experience** 

Fresher

# Priyanka Sachdeva

Graduation

B.Tech (Bio-Technology)

**Summer Internship** 

MakeMyTrip (India)

**Summer Project** 

Redesigning Hiring Manual of MakeMyTrip and benchmarking the Employee Benefits provided in E-Commerce Sector

**Work Experience** 

Fresher

#### Rahul Bhutani

Graduation

B.Tech (Electronics and Communication)

**Summer Internship** 

Baskin Robbins

**Summer Project** 

Employee satisfaction, brand perception and training

**Work Experience** 

23 Months

Accenture Services Pvt. Ltd.

## Rakesh Mohapatra

Graduation

B. Tech (Computer Science)

**Summer Internship** 

Rays Culinary Delights Pvt. Ltd. (Sattviko)

**Summer Project** 

Benchmarking and implementation of PMS

**Work Experience** 

43 Months

Tata Consultancy Services

#### Rashmi Rekha Dash

Graduation

B.Tech (Electronics and Telecommunication)

**Summer Internship** 

BMW India Pvt Ltd

Summer Project

1. Workforce optimization using analytics

2. Design of Position Profile

3. Design of assessment centre for HR managers.

**Work Experience** 

32 Months Infosys Limited

#### Ritika Akhouri

#### Graduation

B. Tech (Computer Science)

#### **Summer Internship**

Fractal Analytics Pvt Ltd

#### **Summer Project**

1. Hands on Talent Acquisition Process

2. Campus Analytics

#### **Work Experience**

35 Months Infosys Limited

## Sandeep Ray Chaudhuri

#### Graduation

B.E. (Mechanical)

#### **Summer Internship**

IPE Global Pvt Ltd

### **Summer Project**

Conducting Training Need Analysis for IPE Global

## **Work Experience**

32 Months Infosys Limited

## Sarjana Singh

## Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

PeopleStrong HR Services Pvt. Ltd.

#### **Summer Project**

A Market Facing Case Study in the form of a sales pitch on HRSSC and Technology Verticals of PeopleStrong

## **Work Experience**

22 Months Infosys Limited

## Shivali Agrawal

#### Graduation

B.E. (Electronics and Communication)

#### **Summer Internship**

Tata Power- DDL

#### **Summer Project**

To analyze the overall effectiveness of rewards and recognition scheme of the organization

## **Work Experience**

22 Months Infosys Limited

#### Shivani Goel

## Graduation

B. Tech (Computer Science)

## **Summer Internship**

ST Microelectronics Ltd

## **Summer Project**

An OD approach for improving organization effectiveness and bringing in transformation

#### **Work Experience**

40 Months Infosys Limited

## Shivani Gupta

#### Graduation

B.Tech (Electronics and Communication)

## Summer Internship

McKinsey & Company

## **Summer Project**

To do cultural diagnostic of a client, prepare a compendium of cases on organizational imperatives, and create a talent repository of the leadership team of top 40 companies in India

# **Work Experience**

Fresher

## Shreya Bishnoi

## Graduation

B.Tech (Bio-Technology)

## **Summer Internship**

Perpetuuiti Technosoft Services

## **Summer Project**

- 1. Creating a prototype of HR Portal System
- 2. Benchmarking Leave policy and Framing employee policies on Leave, Attendance and Exit.
- 3. Designing a Performance Appraisal System

# **Work Experience**

18 Months MAAC

## Shruti Priya

#### Graduation

B.Sc(Hons.) (Chemistry)

## Summer Internship

RITES Ltd.

## **Summer Project**

To create KRA/KPI for the personnel division

## **Work Experience**

#### **Shruti Sharma**

#### Graduation

B.Tech (Electronics and Communication)

#### **Summer Internship**

Hero MotoCorp Limited, Dharuhera (HMCD)

#### **Summer Project**

Document the IR history of HMCD
 Training and development of

permanent workers on shop-floor of HMCD

**Work Experience** Fresher

## Shubhangi Shekhar

#### Graduation

B.Tech (Electrical)

**Summer Internship** 

Altisource

#### **Summer Project**

Strategic Talent Management

## **Work Experience**

19 Months Infosys Limited

#### Srikanth R

#### Graduation

B.E. (Mechanical)

# Summer Internship

Renault Nissan Technology Business Centre India PVT LTD

#### **Summer Project**

Study on Onboarding methodologies

## **Work Experience**

18 Months

Hyundai Motors India Ltd

## Swadha Ojha

#### Graduation

B.A(Hons.) (Economics)

#### **Summer Internship**

Foundation for MSME Clusters

#### **Summer Project**

1.Study, analyse and recommend changes in the existing HR SOP's 2. Explore and improvise systems and processes for decision making within the organization

## **Work Experience**

Fresher

#### Swati Kanwar

## Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

NA

#### **Summer Project**

Internal Communication at POWERGRID- Enhancing the effectiveness

## **Work Experience**

31 Months Infosys Limited

#### Tanvi Sharma

## Graduation

B.Tech (EElectrical and Electronics)

## **Summer Internship**

Raychem RPG

## **Summer Project**

1. Performance System Roll out & Review

2. Induction Module covering all the plants & offices of Raychem RPG in India

#### **Work Experience**

7 Months

Cummins India Limited

#### Vaneet Kaur

## Graduation

M.Sc (Zoology)

## **Summer Internship**

KAZO Fashion Ltd

## **Summer Project**

1. Recruitment, Designing and Conduction Employee Satisfaction Survey and Engagement Activities and Compensation BenchmarkingA) Recruitment: Conducting Telephonic Interviews and Coordinating the Selection Process

2. Designing and Conduction

Employee Satisfaction Survey and Engagement Activities

3. Compensation Benchmarking

## **Work Experience**

Fresher

#### Varsha Jain

## Graduation

B.Com(Hons.) (Commerce)

## **Summer Internship**

First Source Solutions Ltd

## **Summer Project**

Increasing the effectiveness of the performance management system and expanding the scope of the internal mobility practices

# Work Experience

6 Months

Berkshire Hathaway India

## Varsha Ramachandran

#### Graduation

B.Tech (Electronics and Communication)

## **Summer Internship**

Godrej & Boyce Mfg. Co. Ltd.

#### **Summer Project**

Improving Training Effectiveness in the Process Equipment Division

## **Work Experience**

18 Months Infosys Limited

## Vipul Kumar Omar

#### Graduation

B.Com (Commerce)

## **Summer Internship**

Mercer GOSS

#### **Summer Project**

New Hire Orientation and HR Curriculum

#### **Work Experience**

32 Months

TATA Power Delhi Distribution Limited

## **Vishal Singh**

#### Graduation

B.Tech (Electrical and Electronics)

## Summer Internship

Maruti Suzuki India Limited

#### **Summer Project**

Training Need Analysis

## **Work Experience**

58 Months

Tata Consultancy Services

#### Vishruta Mattu

#### Graduation

BA(Hons.) (Economics)

## **Summer Internship**

Genpact

#### **Summer Project**

Compensation and benefits structure and cost

#### **Work Experience**

23 Months

Bain Capability Centre, The HR Company

## Yashi Bhatnagar

## Graduation

B.Tech-M.Tech Dual Degree (Bio-Technology)

## **Summer Internship**

Imperia Health Pvt Ltd

## **Summer Project**

Development of assessment tools for soft skills training need analysis amongst diverse patient facing staff in hospitals
 Design & development of training kits for soft skills training amongst diverse patient facing staff in hospitals

## **Work Experience**

## THE CORPORATE RELATIONS AND PLACEMENT COMMITTEE

Dr. SubirVerma

Professor of Organization Behaviour

&

Dean, Corporate Relations, Placements & Alumni Affairs

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Kartik Murli

**Amrish Sharma** 

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(M) +91-9810625842

## **Student Placement Committee Members**

Sarjana Singh	+91-9711119147	Modhura Roy	+91-7838230630
Somya Kaila	+91-9711119157	Mahima Sushil	+91-9711119156
Supriya Tanwani	+91-9711119152	Payal Sharma	+91-9711119154
Tushar Jha	+91-9811546995	W. Ketan	+91-9711119153
Sanjog Dash	+91-8800538357	Koushik Krishnaswamy	+91-9818423848

Email:corporaterelations@imi.edu Tel Dir: +91-11-47194181



# THE PLACEMENT PROCESS AT IMI, DELHI

## Phase-I

Contact is established between the Corporate and IMI. The Institute encourages corporates to participate in its campus connect programs such as IGNESCO - The Business thought Leadership Series-, INSIGNIA - The Corporate Case Study Competition,

Corporate Immesion Program and Conventus, the Annual management conclave

# Phase-II

Student profiles and other relevant information are shared with our potential recruiters

#### Phase-III

The company is invited on campus to conduct Pre-Placement talks and to give the details of the roles and profile offered

## Phase-IV

Companies conduct their selection proceses which typically may include CV shortlisting, psychometric and other assessment tests, GD and Personal interviews.

## Phase-V

Companies conduct their selection proceses which typically may include CV shortlisting, group discussion and one to one interviews, following which the final results are announced

#### **Phase-VI**

Thank you letters are sent to all the recruiters alongwith the expression of our commitment to have a long term and fruitful relationships with them

## **PLACEMENT DATES**

Summer Placements	September 22nd, 2014	
Final Placements	November 16th, 2014	
Lateral Placements	December 1st, 2014	

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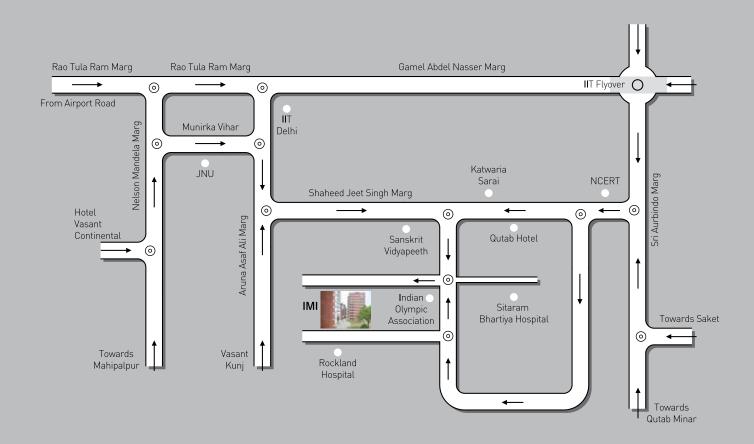
LATERALS November 2014						
S	М	т	W	Т	F	S
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2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29

FINA	LS	D	ecember 201	4		
S	М	Т	W	Т	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

#### Distance from:

- Indira Gandhi International Airport (Domestic Terminal) 8.5 Km
- New Delhi Railway Station 13 Km







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