



RP-Sanjiv Goenka
Group

Growing Legacies



2018-19 RECRUITERS GUIDE



INTERNATIONAL MANAGEMENT INSTITUTE
NEW DELHI

Shaping global leaders for tomorrow

EXECUTIVE PGDM
(AICTE Approved)

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ABOUT IMI

Nestled in the Qutub Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD Lausanne). IMI, New Delhi is India's first corporate sponsored business school established with the support of Corporate houses like: RPG Enterprises, Nestle, ITC, SAIL, Tata Chemicals, BOC and Williamson Magor. Over the last 35 years, the Institute has grown in its stature nationally and globally for providing high quality management education. This is evidenced through the Institute's International linkages with UNDP, World Bank, ILO, UNCTAD and Asian Productivity Organisation.

All of IMI, New Delhi's long term programmes are approved by AICTE, Ministry of HRD, Government of India. IMI, New Delhi is internationally accredited by Association of MBAs (AMBA), UK and most of its PGDM programmes are nationally accredited by National Board of Accreditation (NBA).

IMI, New Delhi conducts a large number of Management Development Programmes (MDP's) every year, which include Open Programmes, specially designed In-company programmes and Online programmes in different functional areas. These programmes are aimed at building the capability of senior and top level managers and executives to help them update their concepts and enhance their leadership and managerial skills.

IMI, New Delhi has a diverse and experienced pool of faculty, having a rich combination of academic rigour and corporate exposure and is one of the Institute's distinct strengths. This vast and enriched pool has a special focus on delivering high quality management education, training, research and consultancy.



Mission

To develop socially sensitive, ethical, value adding leaders and organizations through relevant teaching, research, training and consulting that serve stakeholders' interests.

Vision

To be a premier global management school.



IMI RANKINGS

SOURCE	2018
NIRF, Ministry of HRD, Government of India	* Ranked 25th overall among Management Institutions in India Rankings 2018
CSR-GHRDC B-School Survey - 2017	<ul style="list-style-type: none"> * 3rd among Top Private B-Schools of India * 3rd among Ranking of Top 20 B-Schools (Government & Private) by Faculty, Publication, Research, Consultancy, MDP & Other Programs * 3rd among Ranking of Top 20 B-Schools (Government & Private) by Placement (Domestic & Int), USP, Social Responsibility, Networking & Industry Interface * Best Private B-School in Delhi
Business Today	<ul style="list-style-type: none"> * 12th Overall * 6th among private B-Schools in the country * 4th in Learning Experience * 5th in Selection Process * 5th in North Zone * 5th in Delhi-NCR
Outlook Magazine	<ul style="list-style-type: none"> * 12th Overall * 7th among private B-Schools in the country * 10th in Academic Excellence * 10th in Personality Development and Industry Exposure * 4th in Infrastructure & Facilities * Our Executive-PGDM program is ranked 8th among institutes with one year program
MBA Universe	* 9th Overall
Eduniversal Best Masters Ranking	<ul style="list-style-type: none"> * PGDM ranked overall as No. 7 in the Central Asian region * PGDM-HR ranked overall as No. 11 in the Central Asian region * Executive PGDM ranked as No. 17 in the Central Asian region
Business World	<ul style="list-style-type: none"> * 15th Overall * Ranked 6th Among Private B Schools
Indian Management (Business Standard)	* 3rd in Super League-II
NHRDN B-School Ranking Survey 2017	* 17th Overall



MESSAGE FROM CHAIRPERSON

Dear Recruiter,

I am pleased to introduce the Executive PGDM batch of 2018-19.

International Management Institute, Delhi, was a pioneer in India in introducing a one year Full Time Executive PGDM program in 1984, and is the oldest running program of the institute. The program is recognized by AICTE and accredited by the Association of MBAs (AMBA). It has a distinguished alumni base spread across various reputed corporates in India and abroad.

The average work experience of the current batch is about 78 months with a mean age of 29.5. The batch consists of highly skilled and motivated group of young executives, equipped with the necessary acumen to face challenges in the dynamic world of management. The participants have been groomed at IMI through holistic and experiential learning in a cross cultural setting with participants from 14 different countries.

The program has been designed to help the participants accelerate their careers through the advanced management courses as well as a wide array of contemporary electives. The experiential learning through case method, group work and field projects in various functional areas of management, prepares the students for leadership roles. IMI strongly believes in developing socially responsible leaders and focuses on nurturing ethical business values.

I request you to go through the placement brochure to get an overview of our Executive PGDM program as well as the student profile for your consideration. I will like to thank our past recruiters for their continued patronage and welcome new recruiters to connect with us for a mutually beneficial relationship.

I look forward to welcoming your team to IMI Delhi campus.

Dr. Sonu Goyal
Chairperson
Executive PGDM Program IMI





THE PROGRAMME

Started in 1984, the 15 month Post Graduate Diploma in Management (Executive), also referred to as PGDM (Executive) or EXPGDM Program, is designed for experienced middle level managers who wish to take up leadership roles in the industry or 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. The Program would provide an opportunity for personal as well as professional growth through a rigorous interactive learning environment including a 5 week International study module.

The Program is approved by AICTE and accredited by Association of MBA's (AMBA)

PROGRAMME OBJECTIVES

- To equip middle level managers with management skills necessary for leadership roles.
- To supplement existing expertise of participant with general management & functional area knowledge.
- To enhance analytical skills for effective decision making.
- To provide a learning platform to handle cross-cultural issues in managing a business in a global environment.
- To inculcate values and attitudes which contribute to a socially sensitive & ethical behavior.

ELIGIBILITY FOR ADMISSION

- **Educational Qualifications:** To be eligible for admission to the Executive PGDM Program, the participants must possess a Bachelor's degree or equivalent recognized by the Association of Indian Universities with a minimum of 50% aggregate marks.
- Minimum 5 years of full time, post-qualification, experience as on March 31, 2018.
- Proficiency in written and spoken English



PARTICIPANT PROFILE

Program is open to individuals from all nationalities and applicants could be:

- Self-Sponsored Candidates
- Company Sponsored from Private/Public
- Sector/Government Departments
- Entrepreneurs or those from Family owned businesses
- Non-Resident Indians (NRIs) / Persons of Indian Origin (PIOs) working for an organization or enterprise
- Defence Personnel who have retired or will be retiring shortly
- International Professionals from any country

915+ Contact Hours || 10 Elective Courses || 18 Core Courses
3 Months Research Project = 6 Credits

CURRICULUM

The Program is spread over 15 months with flexibility of following two options:

1. Executive PGDM with International module: This option consists of 12 months of course work over 4 trimesters of 11 to 12 weeks each, and three months of field research project at the end of the course work. Of the 12 months, 5 weeks of course work will be carried out at our partner Business School in Europe and the balance will be on campus in Delhi.
2. Executive PGDM without international module: This option also consists of 12 months of course work over 4 trimesters of 11 to 12 weeks each, and three months of field research project at the end of the course work. The entire course work is held on campus in Delhi.

The complete Program is of 90 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact. During this program, students will complete 18 core courses of 54 credits, and 24 credits of elective courses as well as a field research project. Participants opting for the International module will do two courses with the international partners. Other participant will do two elective courses at IMI in lieu of the international module. A student also has an option to pursue a Course of Independent Study in lieu of two elective subjects, as per the norms defined in the student's handbook. Classes are of ninety minutes duration and each course (of 3 credits) would have twenty such sessions which means 30 hours of class room interaction. The entire program is normally completed over a 15 month period, with a maximum allowed duration for completion being 2 years from the date of enrollment.

COURSES OFFERED

The list of core courses offered in Executive PGDM (2018-19) is:

TERM 1

- Data Interpretation for Managers
- Financial Reporting and Analysis
- Financial Markets
- Managing People at Work
- IT for Managers
- Microeconomics
- Legal Aspects of Business
- Managerial Communications
- Assessing and Creating Customer Value

TERM 2

- Competition and Strategy
- Macroeconomics
- Corporate Finance
- Human Resource Systems and Processes
- Delivering and Managing Customer Value
- Strategic Operations Management
- Research Method in Management
- Management Information System

TERM 3

- Managerial Accounting for Decision Making
- Corporate Governance
- International Business

TERM 4

- Sustainable Development

Elective Courses:

Wide array of elective courses, across functional areas, are offered in Term III & Term IV to enable a participant to pursue his/her area of interest. An indicative list of electives offered in EXPGDM is as follows:

FINANCE

- Management of Banks
- Security Analysis and Portfolio Management
- Financial Derivatives and Risk Management
- Project and Infrastructure Finance
- Advanced Financial Statement Analysis
- Management of Financial Services
- Private Equity and Venture Capital
- Micro Finance
- Working Capital Management
- Wealth Management and Financial Planning
- Tax Planning and Management
- Strategic Profit and Cost Management
- International Finance

MARKETING

- Sales and Distribution Management
- Marketing of Services
- Consumer Behavior
- Product and Brand Management
- B2B Marketing
- Digital Marketing
- Customer Relationship Management
- International Marketing
- Strategic Marketing
- Marketing to the Bottom of the Pyramid



OPERATIONS

- Research for Marketing Decisions
- Logistics & Supply Chain Management
- Quality Management
- Service Operations Management
- Simulation Modeling
- Business Forecasting
- Time Series Modeling
- Marketing Research
- Project Management
- Operations Strategy
- Quantitative Techniques For Decision Making
- Excellence in Operations Management

INFORMATION TECHNOLOGY

- Enterprise Resource Planning
- E-Business
- Data & Information Security
- Enterprise Data warehousing & Intelligence
- Introduction to R Programming
- IT Consulting (Visiting Faculty)
- Software Project Management
- SMAC (Social Media, Analytics & Cloud)
- Enterprise & Business Simulation
- Business Analytics

STRATEGY AND GENERAL MANAGEMENT

- Business Modeling
- In-organic Growth through M&A
- Business in Emerging Markets
- Enterprise Risk Management
- Recent Trends in Corporate Governance
- Competitive Strategy
- Business Ethics and Ethical Behaviour
- Strategy Execution and Change
- Digital Business Strategy
- Entertainment Business Strategy

HUMAN RESOURCES AND ORGANIATIONAL BEHAVIOUR

- Employees Relations in the Global Context
- Personal Growth Lab
- Competency Management
- Talent Management
- Diversity Management
- Leadership and Managerial Effectiveness
- Team Building & Conflict Management
- Business Negotiation Skills
- Performance Management
- Management of Organizational Change: Issues & Challenges
- Strategic Human Resources Management
- Coaching and Mentoring
- Meaning, Happiness and Well-being at Work



BATCH of 2009

Mr. Akhilesh Verma

Chief Manager (Outsourcing)

Hindustan Aeronautics Limited



I often ponder upon the impact of PGDM Course at IMI, Delhi in my life. I would say that at the Professional front, this course has sharpened my ability to handle stress and ability to work under multi-dimensional constraints. The theoretical underpinnings of contracts and negotiations have been of tremendous use in my role as Head of Commercial and Vendor Development Group of my Organization's Outsourcing Department. On personal front, this course has added in me the ability to look at things holistically. The ability of analysis and problem solving gained through the rigorous projects, tests and presentations at IMI has helped me in becoming a more complete individual who is responsive and agile to the environment. I have no words to express my gratitude towards IMI for helping "me" to become a better "me".

BATCH of 1986

Mr. Atul Sobti

CMD

BHEL



IMI has played a crucial role in my career and the way I reached here on this position. I want to thank IMI on the Distinguished Alumnus Award been given to me by the institute. Believing in one's self Hard work, Learning's from failure, Vision of what one wants to achieve, learning from peers and Balance in your professional and personal life are the 7 mantras to success in life.

BATCH of 1992

Mr. Krishnan H Iyer

Senior Consultant

Freelance



It's been 25 years and I still recall my days at IMI vividly. It was a great decision to join IMI and be a part of the institution. I can definitely say that it helped me build my career and identify my real strengths. It acted as a catalyst to boost my confidence and helped in over-all personality growth. It gives me immense pride to have been associated with the institute that has continued to grow and serve the society till date.



BATCH of 2005, Gold Medalist

Ms. Shilpa Dureja Puri

Director Marketing - Digital & Experiential

Microsoft India

Everyone was different. The motivation for pursuing an MBA were many and varied – someone was ready to make a significant career change or perhaps looking for a fast-track or just move industries or excel as a leader. Every entrant at IMI PGDM Batch of 2005 had one thing in common – a desire to challenge and harness themselves in a diverse, multi-cultural class of high-potential achievers! It was the rich intellectual capital – classmates and professors at IMI, New Delhi that made my learning experience both stimulating and challenging. These learning years offered me a transformational experience igniting the fire within to go chase big bold dreams!



BATCH of 2009

Mr. Shashank Randev

Vice President

VC Circle Network

Attending IMI was a transformational experience. The environment was dynamic, diverse, multi-cultural and stimulating. I remember taking up international marketing and entrepreneurship as electives which really helped me in developing a broader mindset and led me to join a startup right after passing out!



BATCH of 1985

Mr. B K Iyer

**Chief Executive &
Head International Syndications**

ICICI Bank Limited, Singapore

IMI has played a crucial role in my career and the way I reached here on this position. I want to thank IMI on the Distinguished Alumnus Award been given to me by the institute. Believing in one's self Hard work, Learning's from failure, Vision of what one wants to achieve, learning from peers and Balance in your professional and personal life are the 7 mantras to success in life.

ILLUSTRIOUS ALUMNI LIST

NAME	ORGANIZATION	DESIGNATION
Mr. Abhijit Pati	Sesa Sterlite Limited	Cheif Operating Officer
Mr. Ajay Kapoor	Tata Power Delhi Distribution Ltd.	CFO and Cheif Legal Regulatory
Mr. Amanpreet Bajaj	Airbnb	Country Manager, India
Mr. Anantha Narasimhan	CA Technologies	Senior Director, Marketing Technology & Analytics
Mr. Ashok Wadhawan	Manufacturing business, Punj Lloyd Ltd.	President
Mr. Atul Pahwa	Direct - Business Development	Tetra Pack India
Mr. Atul Sharma	Bajaj Electricals Ltd.	President Human Resources and Administration
Mr. Atul Sobti	BHEL	CMD
Mr. B S Shantharaju	Indus Towers	Retired, CEO
Mr. Devendra Malladi	SAP, Education, Asia Pacific & Japan	COO and Head of Sales Services
Mr. Dinesh Anand	PWC	Partner and National Forensic Leader
Ms. Dipali Naidu	PitStop Consultancy Pvt Ltd.	Director
Mr. Harbinder Bindra	J P Morgan Chase	Executive Director, Global HR Services
Mr. Harpreet Singh	South East Asia, Bank of Singapore	Executive Director & Team Head of NRI Markets
Mr. Jayant Dua	Ultratech Cement	Group Exec President
Mr. Madhav Shankar	Standard Chartered Bank	MD Global Head, commodity Sales and Structuring
Mr. Manish Sinha	Becton Dickinson and Company	Director, Talent Management Greater Asia
Mr. Nalin Pant	Elara Capital (India) Pvt Ltd.	Head HR
Mr. Nikul Wahi	Philips Morris Management Service	Director Marketing and Sales Development
Mr. Piyush Patodia	GrantThornton India LLP	Exec Director
Ms. Pooja Sharma	BT	Director HR, Global CBS and India
Mr. Pushkar Chaudhri	Uniliver Indonesia	Director OOH- D&E Markets



INTERNATIONAL LINKAGES

INTERNATIONAL STUDY MODULE

The International Study Module is conducted in collaboration with leading business schools across the globe, with the objective of enhancing cross-cultural knowledge and to understand challenges being faced by Global Managers. In this five-week International study module students will undergo course work equivalent to 6 credits at the collaborating institution, visit industries, interact with business leaders, attend workshops and explore various business opportunities. This module will tentatively take place in April-May, 2019.

AFFILIATIONS

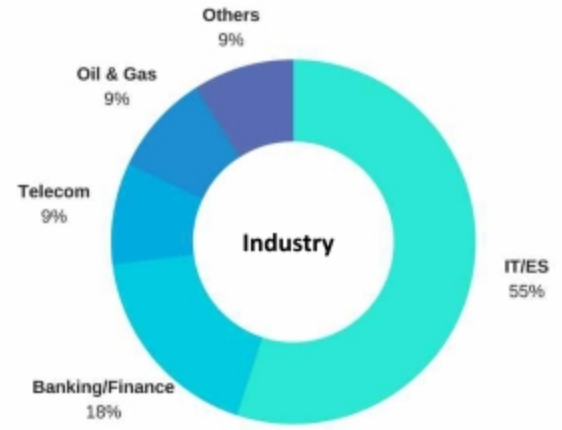
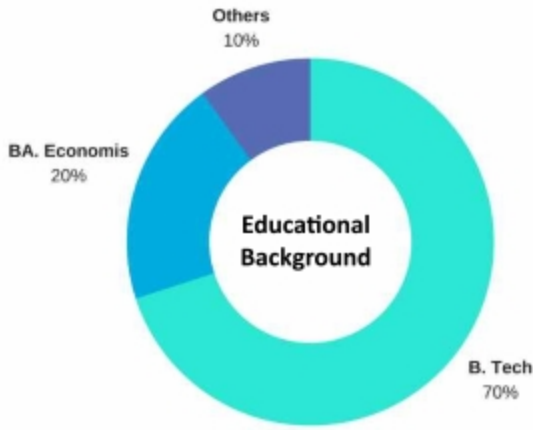
With a view to continually benefit professional interactions with some of the well-known Business Schools, IMI, New Delhi has consciously fostered academic linkages covering exchange of students and faculty, curriculum development, institution building, and joint research and training. It has been fortunate to have had collaborations with some of the leading International Institutions and several accredited business schools like Montpellier Business School, France, Frankfurt School of Finance and Management, Germany, Grenoble Ecole de Management, France, ESC Rennes, France, Louvain School of Management, Belgium, Sichuan Academy of Social Sciences, China, KEDGE Business School, France, ICPE, Slovenia to name a few. IMI has been conducting numerous Executive training programs with global business schools such as Rotman School of Management, Canada, ESCP, Europe, ESSEC Europe.



LIST OF PARTNER UNIVERSITIES

- Academy of Public Administration under the aegis of President of the Republic of Belarus
- ESC Rennes International School of Business, France
- Frankfurt School of Finance and Management, Germany
- Grenoble Ecole de Management, France
- IDRAC Business School, France
- IGS-RH School of Human Resources, Paris, France
- International Centre for Promotion of Enterprises, Ljubljana, Slovenia
- JAMK University of Applied Sciences, Rajakatu, Jyväskylä, Finland
- Kedge Business School (KEDGE), France
- Louvain School of Management, Belgium
- Montpellier Business School (MBS), France
- NJCU School of Business, New Jersey City University, USA
- Russian Presidential Academy of National Economy and Public Administration, Russia
- Sichuan Academy of Social Sciences, Sichuan, China
- Suleman Dawood School of Business, Lahore, Pakistan
- The Universidade do Estado do Rio de Janeiro, Brazil
- University of Guelph, Canada

BATCH STATISTICS







ANKIT AHUJA

INTERESTS

- Project Management
- Strategic Operation Management
- Corporate Strategy & Planning
- IT Consultancy
- Business Analytics

KEY EXPERTISE

- Business Development & Strategic Planning
- Project Management
- Project Planning / Scheduling
- Consulting
- Client Relationship Management

EXPERIENCE

DXC Technology, Noida

Professional 1: Application Designer | Client: PRUDENTIAL Financial, USA

- Client relationship management which involved requirement gathering and analysis
- Extensive client facing experience, involving managing client expectations, prioritizing tasks and delivering timely results
- As a team lead, worked on creating a healthy team environment through weekly games, Friday newsletters which helped in keeping the team engaged and motivated.
- Developed a tool for project which helped in the cost reduction.
- Managed work breakdown structures for a team of 10 onsite and 6 offshore developers
- Involved in team mentoring, planning and strategizing the project requirements
- Provided weekend support to the client teams for critical activities.

NIIT Technologies Pvt Ltd., Noida

Senior Software Developer | Client: Thrivent Financial for Lutherans, USA

- Proactively communicating in multi-cultural environments, to resolve incidents faced by the client and accommodating their frequent change requests.
- With the process of Decommissioning, I helped my organization in saving the cost.

ACHIEVEMENTS

- Received a SPOT Award along with a bonus, DXC Technology – 2017.
- Received a 'Critical Mercury Award' for the managing the Claims Conversion Decommissioning project, NIIT Technologies Pvt. Ltd. – 2013.
- Organized the Annual Festival 'Avensis 2010' and bagged the First Prize in Soft Impact (Project Presentation).
- Received an award for Coordinating the event, 'Best Event of the Festival' - Avensis, MSIT.

- Total Work Experience - 6 years 9 months

- B. Tech – Computer Science, Maharaja Surajmal Institute of Technology, Guru Gobind Singh Indraprastha University, New Delhi

CERTIFICATIONS

- Certified as Mainframe developer from DXC Technology
- Certified in Information Security from Appin Technology Lab





ANKUR NEHRU

INTERESTS

- Business Analytics
- Total Quality Management
- Supply Chain Management
- Operations Management

KEY EXPERTISE

- Supply Chain Management
- Operations Management
- Resource Planning
- Project Management & Release Management

EXPERIENCE

Praxair India Pvt. Ltd., Bangalore & Bhilai **Process Engineer & Production Engineer**

My Assignments:

- Worked on AutoCAD drawings
- Prepared piping instrumentation diagrams of plant
- Design & operation of air separation plants for supply of Oxygen, Nitrogen & Argon
- Created safety manuals

My Internships:

- Worked for 1 month at Haldia's naphtha cracking unit

ACHIEVEMENTS

- Scored 100% in Mathematics in 10th CBSE Board Exam
- Awarded 2 Gold Medals in Quiz Competition at Nagpur
- Participated in Blood Donation Camps

- Total Work Experience - 7 years (Lead Engineering Technician)

- Praxair India Pvt. Ltd. (Sep 2010 – Jun 2018)

- B. Tech. – Chemical Engineering (2005-2009), Laxminarayan Institute of Technology, Nagpur, Maharashtra

CERTIFICATIONS

- Certified in C++ programming from DOEACC



ARYA BASU

INTERESTS

- Project Management
- Operation Management
- Quality Management Systems
- Supply Chain System
- Deployment of IT based Services

KEY EXPERTISE

- Project Planning and execution
- Supply Chain Management System
- Risk and Disaster Management System
- Formulation of Safety Rules and Procedures for Vendors / Contractors
- Handling product support desk for customers across the Globe
- Resource planning and optimization of the same as per the requirements

EXPERIENCE

CESC Limited, Kolkata

Assistant Manager

- Handling RMU (Ring Main Unit) Automation project covering the total licensed area of the company
- Preparation of CAPEX (Capital Expenditure) and OPEX (Operational Expenditure) budgets based on the yearly allocated funds
- Implementation of Integrated Management System (IMS) in daily operational activities
- Project planning and execution – SCADA systems for EHV/HV Stations
- Handled safety related operational issues
- Managing the ERP based inventory system in support of project related activities
- Evaluating team members based on Performance Management System
- In charge for commissioning and breakdown maintenance activities of Optical Fibre based Communication System (covering around 1700 Kms) supporting the Enterprise data transportation

Nokia Siemens Networks / Alcatel Lucent Managed Solutions India Private Limited/ Huawei Communication

Senior Specialist / Deputy Manager:

- Responsible for managing the NSS (Network Sub System) Core team for Commissioning, installation, preventive maintenance, and project related activities in support of mobile subscribers for Telecom Operators like Vodafone/ RCOM/RTL/MTS
- Core Trainer for Multi-Vendor Carrier switches

ACHIEVEMENTS

- Project Manager for RMU automation project
- Worked as a team member in Projects like 2G Swap, 3G, and MNP (Mobile Number Portability) implementations
- Responsible for commissioning of data network for IT based services in support of National Smart Grid project

- Total work experience - 10 years 5 months (Project Management in Telecom / Power Utility domain)

- 1½ years of international exposure (in Countries like Germany, Austria, Vienna) in handling the German Desk for support of Siemens make convergence switches

- B. Tech – Electronics and Communication Engineering (ECE), Institute of Engineering and Management, Kalyani University, West Bengal

CERTIFICATIONS

- Cisco Certified Network Associates (CCNA)

- Integrated Management System(IMS)





DEEPTI KHATRY

INTERESTS

- Strategic Management
- Operations Management
- Project planning and budgeting/costing.
- Finance Management
- Business Analytics

KEY EXPERTISE

- Problem, Release and Change Management.
- Software distribution and monitoring through SCCM and SCOM Tools.
- Resource Planning and costing.
- SLA Management

EXPERIENCE

Accenture Technologies Pvt Ltd.

Senior Software Engineer

- SCCM software distribution and log analysis
- SCCM Administration – Site management, Software Distribution, Reports, DCM Baselines.
- SCCM and WSUS integration – patch deployment
- SCOM administration – Management Pack creation, Monitor Creation, Auto-Assignment, Alerting
- Active Directory – Object Management, Organizational Unit (OU), Group Policies.
- Regular Environment Health Checks of servers like drive space, memory utilizations, critical services.
- Payment Terminal Management System (TMS) – Creating applications and modifying/uploading terminals.
- Release and Change Management -Change meetings; approvals and change log maintenance
- Release notifications and communications
- Incident and Problem Management
- Quality – Surveys, Ticket Quality Checks, Feedbacks, KPI Tracking, reporting.
- Data Analysis - Provide forecast and improvement plans based on the data analysis
- SLA Management
- Application Server management
- Incident life cycle Management, Assignment, Tracking (ITSM/SM9/Service now tools)
- Team mentorship for 7 resources which includes mentoring, documenting and tracking goals.

HCL Technologies

Specialist

- SCOM administration – Management Pack creation, Monitor/Rules Creation,
- Alert Tuning, Performance report of servers
- Hardware monitoring through HP SIM tool and Application monitoring.
- Change Management.
- Mentoring team of 4 in terms of day to day activities and knowledge sessions.

ACHIEVEMENTS

- Received a ACE award from Accenture for client value creation.
- Received Star Award Award for my contribution in one of the project in Accenture
- Received ACE Award for outstanding work from Accenture.

• Total Work Experience - 7 years (IT operations, Incident and Change Management)

• B. Tech – Electronics and Communication Engineering (2007-2011), Mody Institute of Technology and Science

CERTIFICATIONS

- SCCM 2007(Microsoft tool) Certified
- SCCM 2012(Microsoft tool) Certified
- ITIL Certified by People soft



DIVYA MANOCHA

INTERESTS

- Project Planning & Management
- Strategic Operation Management
- Business Analytics
- Data Analytics
- Marketing
- Managing Resources

KEY EXPERTISE

- Project Planning & Management
- Resource management, optimization and requirement analysis

EXPERIENCE

IDEA Cellular Ltd.

RF Planning Manager

- Radio network planning and design, nominal planning, site selection, validation and final design.
- Spectrum Cleanliness Drive Test to ensure that there is no un-authorized usage of spectrum
- RF Planning tool 'Asset' to generate accurate and reliable predictions of the RF coverage only after thoroughly calibrating / tuning the propagation model.
- Network expansion for coverage & capacity and network dimensioning
- Interference, traffic and capacity analysis.
- Co-ordination of vendor teams working in field (RF Survey)
- Site database preparation, frequency planning, neighbor list creation, handover optimization, parametric optimization.
- Drive test data, and call path trace analysis in order to troubleshoot drop calls, call failures, handover failures, TCH/SDCCH congestion, bad quality, poor coverage, hardware faults, Timing advance, power increase/decrease, antenna tilt/orientation, add/remove neighbors, co/ad-channel interference and frequency retune.
- Responsible for testing the radio performance for newly integrated sites.
- Optimization of new sites and handling problems like call drop, interference, handover failure.
- Analysis of TCH and SDCCH Blockings on daily basis and implementing the resolutions by addition of TRXs, replacing faulty TRXs, Expansion recommendations or addition of new sites etc.
- Checking the parameters and definitions for the improvement of Hand-Over Performance rate.
- Recognizing, analyzing and solving the top offenders in the BSC on the basis of daily performance reports from OMC.
- Traffic Analysis & Performance Management of existing network using various key performance indicators

ACHIEVEMENTS

- Received Excellence award analyzing traffic trends and traffic redistribution
- Received Excellence award for reducing blocking improving customer perception

- Total Work Experience - 6 years 6 Months (Radio Frequency Planning and Optimization at IDEA Cellular Ltd., India)

- B. Tech – Electronics and Communication Engineering

CERTIFICATIONS

- GSM BSS Radio Network Features
- OSS RC 13 B Operations
- WCDMA Fundamentals
- .Net





HIMANSHU GOGIA

INTERESTS

- Risk management
- Treasury / Foreign Exchange
- Business Analytics
- Credit Delivery

KEY EXPERTISE

- Risk management.
- Fraud containment.
- Credit Appraisal, monitoring & Recovery.
- Service Delivery.
- Business Development.
- Customer Due Diligence.

EXPERIENCE

Kotak Mahindra Bank Ltd. (Branch Operations Manager)

- Branch operation in charge.
- Risk Management and fraud containment.
- Managing controls Catalogue: Based on procedures and walkthroughs, maintaining internal controls and mapping them to key risk areas.
- Ensuring regulatory & internal compliance(s), Coordinating internal control, audit and governance
- Cost Control & Co-owner of Branch budgets.

IDBI Bank Ltd Service & Operations Manager (Assistant Manager)

- Supervise & Monitor branch operations
- Credit Appraisal, Delivery, Monitoring and Recovery.
- Responsible for understanding Bank's risk policies and procedures & managing risk, internal control and governance.
- Customer Due Diligence, Fraud Containment & Reporting to FUI-IND & Regulatory, maintaining Statutory compliances.

Oriental Bank of Commerce

- Retail Banking - Managing the entire gamut of operations in the branch.
- Credit appraisal, Credit recovery, monitoring & reconciling branch office & suspense accounts,
- Accepting, scrutinizing & verifying the AOF/CC/OD/Cash/FD forms for KYC & AML adherence.
- Offering financial/ investment/working capital advisory services to the existing clients.

Corporation Bank

- Managing entire branch operations
- Credit due-diligence, appraisal & recovery
- Monitoring & Reconciling branch office & suspense accounts
- Accepting, scrutinizing & verifying AOF/FDOD/Cash/FD forms for KYC and AML adherence, Inward/outward clearing/IOCC etc.

ACHIEVEMENTS

- Played a pivotal role in upgrading the audit rating of the Branch (IDBI Bank) from "Satisfactory" to "Good"
- Garnered annual appraisal rating of "Very Good" for two consecutive years in IDBI Bank
- Cleared the Bank Probationary Officers (P.O.) exam of various nationalized banks

- Total work experience - 5 years 3 months

- MBA (Financial Management)

- Post Graduate Diploma in International Business

- BCA from JAMIA HAMDARD

CERTIFICATIONS

- Certificate in Trade Finance from Indian Institute of Banking & Finance (IIBF)

- Certificate examination in Quantitative Methods for Banking & Finance from Indian Institute of Banking & Finance (IIBF)





NILIMA GURNANI

INTERESTS

- Ecommerce, Digital Marketing & Strategic Planning
- Consulting
- Business & Data Analytics
- Business Analysis – Banking Finance Domain
- Research Analysis

KEY EXPERTISE

- Providing IT Business Solutions for Web and Mobile Platforms
- Client Relations
- Business Analysis, Data Analysis, and Process Improvement
- Product Owner of Multiple Web and Mobile Applications
- Communications
- Creation of Knowledge Centre Management of the Company

EXPERIENCE

Capgemini, Pune

Consultant – Business Analyst

- Worked for clients in India and Overseas - Supplement them with best in-time consultation and solution.
- Project Management Activities – Defined Scope, Set Timelines for Deliverables, Created Charter for Process Improvement for “Resource Cutting” in Support team.
- Product Owner – With thorough knowledge of systems, Performed Product Facelifts, Risk Assessment vis-à-vis Business Benefit, Created Low-Fidelity Prototypes.
- Requirement Gathering and Handling in Change Management - Deep working knowledge of Development, Testing, and Support, Lifecycle in Agile and SDLC Models.
- Conducted Trainings for iGate Team Members during iGate – Capgemini Merger.
- Interfaced with Diverse Business Verticals: Finance, Delivery, and HR domain.

Meditab Software Inc.

Technical Author/Implementation Specialist

- Knowledge Centre Management for the Meditab - India, US, and Philippines office.
- Editor for the Company Newsletter and Managed the Knowledge Management System (CBTs) for training of US based Healthcare Practitioners.
- Liaised with Marketing and Branding team for Web Content, Taglines, and Logos.

ACHIEVEMENTS

- Promoted within Capgemini to Consultant, January 2016.
- Capgemini - OEIT Excellence Award for Superior Performance, January 2014.
- Top Contributor Award from TeamX – A Cross Talent Sharing Platform for Capgemini Q3, 2014.
- Nomination by COO of Meditab Software Inc., for Project Management Training, December, 2012.
- Part of CEO's Agile Team for Filing the US Based Patent for Innovation in Healthcare Product.

- Total work experience - 6 years 7 months (Business Analysis & Communications within the IT domain)

- B. Tech – Computer Engineering (CE), Nirma Institute of Technology, Nirma University, Ahmedabad, Gujarat

CERTIFICATIONS

- Certificate of Participation – Project Management Training





PUJA SINGH

INTERESTS

- Marketing
- Branding
- Operations
- Project management

KEY EXPERTISE

- Project management
- Resource planning
- Marketing management
- Strategic planning
- Season forecasting (for new trends)
- Adobe Photoshop (logos , designs, posters)
- Vendor management

EXPERIENCE

FUSCIA (New Delhi) (Designer cum Merchandiser)

- Market research & trend analysis, & forecast study
- Marketing (branding & costing) & Merchandising
- Vendor management & Operations
- Strategic planning & resource planning

Voylla Retail Pvt. Ltd.(Jaipur) (Merchandiser)

- Marketing
- Merchandising
- Operations & Vendor management
- Project management

JHARCRAFT - Jharkhand Silk Textile & Handicraft Development Corporation Ltd. (Designer - bridal wear collection)

- Designing and Branding
- Costing (including labor)
- Sourcing raw materials according to the trends.
- Surface embellishments

VIBE APPARELS PVT. LTD.(Noida) (Designer casual wear)

- Market study & Costing
- Trend analysis development of new designs
- Surface embellishments

ACHIEVEMENTS

- Best innovative and creative concept in graduation collection in Amity University. (Theme – Tribal Art and Culture)
- Top ranker in the batch with highest pointers

- Total work experience - 5 years 5 months

- B.Sc in fashion designing and technology (2009-2012) – Amity University, Lucknow

CERTIFICATIONS

- Certification of merits in schools and colleges (extra curriculum activities)
- Certification in office automation



RITU JHA

- Total Work Experience - 5 years 7 Months (Linux system administration)

- B.Tech(Hons.) in Computer Science and Engineering

CERTIFICATIONS

- RHCSA and RHCE on RHEL 6 (Certificate number) : 140-086-810

- OVM3 for x86 Implementation Specialization

- Trained as networking professional from "Nettech Private Limited-2011"

INTERESTS

- IT Consultancy
- Branding and Positioning
- Supply Chain Management
- Project Management
- Strategic Operation Management
- Resource management, optimization and requirement analysis

KEY EXPERTISE

- Business Development & Strategic planning
- Supply Chain Management
- Channel Sales & Distribution Management
- Resource Planning & Management
- Project Management

EXPERIENCE

HCL Technologies Limited-Senior Analyst

- In HCL worked for "Brisbane City Council" –an Australian Government based Project . and worked for managing the Linux Servers, their maintenance and new server builds.

Tata Consultancy Services, Gurgaon - IT Analyst

- In TCS worked for "Express Scripts" – a US based pharmaceutical company managing their Linux infrastructure, new changes deployed and daily tasks handling.

Linux administration expertise and experience: -

- Installation, Configuration and Administration of RHEL 4/5/6/7, Oracle Linux 4/5/6, SuSE Linux 9/10/11, HP UX 10/11, AIX servers, Oracle VM 2/3, Management of LVM, QUOTA, ACLs.
- Management of LVM, QUOTA, ACLs, Virtualizations.
- Management of FTP, NFS, Apache, YUM servers,
- Management & Configuration of SAMBA, NFS share.
- Analyzing server health check-up and analyzing CPU, swap utilization.

ACHIEVEMENTS

- Received gems in TCS for team applaud.
- Worked as "Technical Instructor" in a program organized by Nettech Private Limited at United College of Engineering and Research, Allahabad Campus
- All over India 5th rank in "Royal Australian Chemistry Quiz Contest"





VAIBHAV GUPTA

INTERESTS

- Research
- Finance
- Consulting
- Business Analytics
- Operations

KEY EXPERTISE

- Business Development & Strategic planning
- Research
- Project Execution
- Cost Calculation
- Project Design
- Report Making

EXPERIENCE

PropEquity, New Delhi

Research Analyst

- Handled Media and Research component in the department.
- Report making: Preparing presentations & reports for feasibility studies and for studying market performance of different asset classes within the residential and commercial market segments.
- Analysis: Undertaking qualitative and quantitative analysis such as project feasibility, project benchmarking, micro & macro analysis, and project SWOT analysis.
- Research: Initiating time consistent research on city/catchment area study, government policies.
- Data collection & organization: Organize data pertaining to supply, absorption, and unsold inventories of various micro markets in terms of budget, size and area; Helping clients + media personnel to understand the depth of the same.
- Wrote company press releases and prepared presentations for the business development team.

S&P Global Market Intelligence, Gurgaon

Research Associate

- Conducted qualitative secondary research of global public/private companies and industries & sectors.
- Extracted information/data from relevant and qualified data sources such as SEC filings, Annual Reports, Company website, News articles, and Industry reports.
- Actively worked with various data terminals such as Capital IQ, Lexis Nexis, Merger Market, Factiva.

ACHIEVEMENTS

- First Runner up at Orion Debate Competition
- Received Certificate of Appreciation at S&P.
- First Runner up at Thespian AD-Mad Competition

- Total Work Experience - 4 years 6 Months (Research Associate, Business Development, and Research Analyst.

- BA. (Hons). Economics from Amity University, Noida, Uttar Pradesh.

CERTIFICATIONS

- Financial Markets
- Investment Analysis & Portfolio Management

LIST OF PAST RECRUITERS



- * ABN AMRO
- * ACC LTD.
- * ACCENTURE
- * ADECCO
- * AMERICAN EXPRESS
- * BHARTI AIRTEL
- * BHARTI REALITY
- * CAPITAL IQ
- * CITI BANK
- * CONVERGYS INC
- * CRESCENT SHIPPING
- * CUSHMAN & WAKEFIELD
- * DE SHAW
- * DEUTSCHE BANK
- * EDUCOMP
- * ESCORTS-ECEL
- * EVALUESERVE
- * FIRSTSOURCE
- * FORD ASIA PACIFIC AND AFRICA
- * GENPECT
- * GLENMARK PHARMA
- * GRAIL RESEARCH
- * GVK BIOSCIENCES PVT. LTD.
- * HALDIA ENERGY LTD.
- * HCL
- * HDFC
- * HERO HONDA
- * HP
- * IBM
- * ICICI BANK
- * ICICI PRUDENTIAL
- * IFMR VENTURES PVT. LTD.
- * INFOSYS LIMITED

- * JET AIRWAYS
- * JOHN CRANE SEALING SYSTEM
- * JOHNSON AND JOHNSON
- * KANSAI
- * KOTAK LIFE INSURANCE
- * LAVA
- * LG
- * LIBSYS
- * MAGNETIMARELLI INDIA PVT. LTD.
- * MARUTI SUZUKI INDIA LTD.
- * MINDA
- * MCI INFORMATION SYSTEM
- * NCR CORPORATION INDIA LTD.
- * NEROLAC PAINTS
- * NEWGEN SOFTWARE
- * PHILIPS CARBON BLACK
- * QAI
- * REPL (SWINDON)
- * ROYAL BANK OF SCOTLAND
- * RPG GROUP
- * SAINT GOBAIN
- * SAPIENT CORPORATION
- * STANDARD CHARTERED
- * SQUARE YARDS
- * TCS
- * TECH MAHINDRA
- * UB GROUP
- * UJAAS ENERGY LIMITED
- * VIDEOCON
- * WHIRLPOOL
- * WIPRO
- * XANSA
- * YES BANK





CONTACT DETAILS

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