Executive Education Programmes

“With global wings even sky is not the limit”

International Management Institute,
B-10, Qutab Institutional Area,
Tara Crescent Road,
New Delhi - 110016

For complete information, visit our website www.imi.edu/delhi and apply online at http://admission.imi.edu
Dear Recruiters,

I am pleased to introduce to you the batch of ExPGDM 2015.

IMI strongly believes in developing socially responsible leaders. The Institute constantly and consistently focuses on nurturing ethical business values and at the same time, equipping the students with the business acumen necessary to become challengers in these volatile times.

The 15-month Executive Post Graduate Program is designed for experienced middle level managers who wish to take up leadership roles in their industry or have been identified by their organisations for such roles.

This program focuses on cross cultural exposure by international integration. The close knit classroom sessions and the rich intellectual capital of IMI, New Delhi ensures a rigorous learning environment.

Students in the past batches of this program have excelled in leadership positions across diverse functions of the industry. I am confident that in this class of 2015 you will find professionals who will be a great value addition to your organization and to the society as a whole.

I recommend them for your consideration.

Dr. Bakul Dholakia
Director General
International Management Institute
The faculty of IMI, New Delhi welcomes professionals from across the globe for the ExPGDM Program. We at IMI aim at nurturing our students into socially responsible global leaders and our continuous efforts are towards modifying the program so that the students learn to lead the change and not just be a part of it.

Nestled in the Qutub Institutional area, the strategic location of IMI in Delhi makes it accessible to the hub of industry. We at IMI provide you with one of the finest intellectual capital that is offered across the leading B-schools in the country. The academia is carefully facilitated by a faculty which comprises of the best amalgamation from the field of academics and corporate, giving the students an insightful and relevant learning environment. The college itself is a self-sufficient entity, providing state-of-the-art infrastructure, like the richly equipped library and numerous journals.

The college can boast about attracting professionals from various countries who bring with them diverse, global experience; and catalyzed by the atmosphere provided here, it amplifies the process of learning. We have also started placement procedure for the students who are not sponsored by the industry and the response is nothing less than exhilarating.
Started in 1984, the 15 month Executive Post Graduate Programme 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 Programme provides general management and functional area orientation with emphasis on international and cross-cultural exposure. The Programme 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 Programme is approved by AICTE and accredited by SAQS (South Asian Quality Assurance System) and Association of MBA’s (AMBA).

Educational Background: To be eligible for admission to the Executive PGDM Programme, the participants must possess a Bachelors degree or equivalent recognized by the Association of Indian Universities with a minimum of 60% aggregate marks. The bachelors’ degree or equivalent qualification obtained by the candidate must entail a minimum of three years education, after completing higher secondary schooling under the 10+2 system or equivalent.

Work Experience: Minimum 5 years of full time, post-qualification, experience as on March 31, 2016.

Other requirements: Proficiency in written and spoken English is required. The candidate must possess a valid passport with expiry not earlier than December 2017.
DURATION & CURRICULUM

IMI is one of the premier 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 their 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.

EXPGDM
915+ Contact Hours || 9 Elective Courses+ 1 CIS || 22 Core Courses||
3 Months Research Project

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 91.5 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact. During this program, students will complete 24 core courses, 9 elective courses + 1 Choice of Independent Study (CIS) and a field research project work besides either two International module courses or two elective courses at IMI. 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 enrolment.

PROGRAM DURATION

The Executive Post Graduate Program is a full time Program spread over 15 months.

Case based teaching: Case studies sourced by Harvard Business School Publishing Corporation are discussed within the class which require the students to apply the concepts learnt by them.

Speaker series or visits are organized during the course. Each course has 20% of their sessions taken by people from the industry. These interactions complement classroom learning and bring in practical perspective to management theories.

A number of workshops are also conducted for students to give them hands-on experience to apply various concepts.

Accreditations: The Programme is approved as a Full Time MBA by
### MARKETING

**Core courses:**
- Understanding Customers
- Marketing

**Elective Courses:**
- Consumer Behaviour
- Business Forecasting
- Digital Marketing
- Marketing of Services
- Business Marketing
- International Marketing
- Advertising and Sales Promotion
- Customer Relationship Management (CRM)
- Sales and Distribution Management

### HUMAN RESOURCES

**Core Courses:**
- Managing People at Work
- Strategic Human Resource Management

**Elective Courses:**
- Employees Relations in the Global Context
- Personal Growth Lab
- Leadership and Managerial Effectiveness
- Change Management
- Business Negotiation Skills
- Managing Executive Compensation
- Team Building for Excellence

### INFORMATION TECHNOLOGY AREA

**Core Courses:**
- IT for Managers
- Management Information Systems
- Business Analytics

**Electives Courses:**
- Enterprise Resource Planning
- E-Business

### OPERATIONS AREA

**Core Courses:**
- Strategic Operations Management
- Excellence in Operations
- Quantitative Techniques for Decision Making
- Quantitative Analysis for Decision Making

**Electives Courses:**
- Logistics and Supply Chain Management
- Quality Management
- Business Forecasting
- Project Management

### STRATEGY AND GENERAL MANAGEMENT

**Core Courses:**
- Creating & Sustaining Competitive Advantages
- Macroeconomics
- Managerial Economics
- Legal Aspects in Business
- Growth Strategies
- Enterprise Risk
- Managing Oral Communication
- Written Analysis & Communication

**Electives Courses:**
- Blue Ocean Strategy
- Principles and Practices of Corporate Governance
- Managing Innovation & Technology
- Business Modelling
- Competitive Strategy
- In-Organic Growth through M&A
- Managing Strategic Alliance
- Business in Emerging Markets

### FINANCE

**Core courses:**
- Cost and Management Accounting
- Financial Accounting and Analysis
- Corporate Finance

**Elective courses:**
- Management of Banks
- Management of financial services
- Advanced financial statement analysis
- Tax planning & Management
- Wealth management & Alternative investment
- Working capital management
INTERNATIONAL LINKAGES

International Study Module

The International Study Module is conducted in collaboration with one of the leading business schools in Europe 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, 2017.

Affiliations

With a view to continually benefit from professional interactions with some of the well known Business Schools, IMI has consciously fostered academic linkages covering exchange of faculty, curriculum development, institution building and joint research and training. It has been fortunate to have had collaborations with International Institute for Management Development (IIMD) Lausanne, Switzerland, Faculty of Management, McGill University, Montreal, Canada, and Manchester Business School, U.K. In addition, IMI has very active Student Exchange Programs with various B-schools in Europe, North America, Australia & Asia.

INTERNATIONAL PROGRAMS

- ESC Rennes International School of Business, France
- Grenoble Ecole de Management, France
- Zeppelin University, Germany
- Louvain School of Management, Belgium
- Frankfurt School of Finance & Management, Germany
- The Universidade do Estado do Rio de Janeiro, Brazil
- International Centre for Promotion of Enterprises, Ljubljana, Slovenia
- Sichuan Academy of Social Sciences, Sichuan, China
- Suleman Dawood School of Business, Lahore, Pakistan
- Russian Presidential Academy of National Economy and Public Administration, Russia
ABOUT ESCP EUROPE

Established in 1819, ESCP Europe is the world's oldest business school and has educated generations of leaders and entrepreneurs.

With its five urban campuses in Paris, London, Berlin, Madrid, and Torino, ESCP Europe's true European Identity enables the provision of a unique style of cross-cultural business education and a Global Perspective on international management issues.

ESCP Europe’s network of around 100 partner universities extends the School's reach from European to worldwide. The School is founding partner of heSam, a cluster of well-known institutions for research and higher education structured around the Sorbonne University.

Triple-crown accredited (EQUIS, AMBA, AACSB), ESCP Europe welcomes 4,000 students and 5,000 executives from 90 different nations every year, offering them a wide range of general management and specialised programmes (Master, MBA, PhD and Executive Education). The School's alumni network counts 45,000 members in 150 countries and from 200 nationalities. Together with its long-standing relationships with national and multinational companies, this network allows ESCP Europe to provide unique career opportunities on an international scale.

ABOUT IMI NEW DELHI

Nestled in Qutab Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD, Lausanne). IMI is India’s first corporate sponsored Business School with sponsorship from corporate houses like RPG Enterprises, Nestle, ITC, SAIL, Tata Chemicals, BOC and Williamson Magor etc. Over a period of time in the last 33 years the Institute has acquired a truly global status. The Institute received UNDP assistance for promoting internationally oriented management education. Besides this it has also various other international linkages with bodies like World Bank, UNDP, ILO, UNCTAD, Asian Productivity Organization etc.

Besides this IMI is one of the empanelled Institute of the Ministry of External Affairs, GOI, for special Commonwealth Assistance Programme under which the Institute gets the executive MBA students from various Afro – Asian countries for its 15 months Executive Post Graduate Programme in Management.

Today, IMI enjoys the place of esteem among the leading management institutions and the patronage of reputed business organizations in the country. The aim, approach and activities of IMI are guided by all its stakeholders’ students, alumni, corporate patrons and society in general.
APPLICANT PROFILES

INDUSTRY MIX
- Consumer Electronics
- Financial Market
- FMCG
- Maritime
- Printing & Publishing
- EPC
- Healthcare
- Manufacturing
- IT

FUNCTIONAL MIX
- Quality
- Clinical Research
- Entrepreneur
- Project Management
- Sales & Marketing
- Project Delivery

INTERNATIONAL EXPOSURE
- With International Exposure
- Without International Exposure

WORK EXPERIENCE
- 60-70 Months
- 70-80 Months
- 80-90 Months
- 90-100 Months
- 100-110 Months
ANU KAUSHIK RAMNIWAS SHARMA  
M.Sc. Microbiology, Ahmedabad  
Gujarat University  

6 YEARS OF RICH EXPERIENCE IN FMCG SECTOR WITH DIVERSE EXPOSURE IN SUPPLY CHAIN FUNCTION

CERTIFICATIONS  
- Operational Excellence ASSOCIATE level certification.  
- Certified as MICROBIOLOGIST from COCA-COLA INDIA.  
- Certified as SENSORY LEADER from COCA-COLA INDIA.

INTERESTS  
- Project Management  
- Business Excellence  
- Supply Chain management  
- Business Strategy and Planning

KEY EXPERTISE  
- Quality Management System, Plant Operation  
- TPM, Continuous Improvement, ISO22000, PAS220, FSSAI  
- Internal Audits, QMS, FSMS, HACCP monitoring and verification  
- Trend analysis of Quality parameters, Water Usage Ratio, Consumer Related Concerns  
- Lean Manufacturing

EXPERIENCE HIGHLIGHTS  
Hindustan Coca Cola Beverages Private Limited  
Executive, Supply chain function  
- Implementing Quality Standards for RMPM, intermediate product and finished product  
- Validation and verification for new processes and products  
- Continuous Improvement, cost optimization, waste reduction  
- Operational Excellence Projects & Workshops  
  - Beverage & Packaging quality Improvement  
  - CIP time reduction in PET production line  
  - To Achieve WCM Cleaning & sanitation time as well as C/O time in RGB production line  
  - Optimizing the Miscellaneous consumables  
  - CO2 yield improvement  

ACHIEVEMENTS  
- Awarded as EMPLOYEE OF THE YEAR in 2012 in north zone.

AZAD KUMAR  
PGDBM & Bachelor Of Information Technology,  
MAHE Manipal  

ENERGETIC AND DYNAMIC SALES MANAGER WITH 8 YEARS OF EXPERIENCE IN B2C PRODUCT SALES, NEW PRODUCT LAUNCH AND POSITIONING, CHANNEL SALES & DISTRIBUTION MANAGEMENT

CERTIFICATIONS  
- Pursuing CFP course from ICFP, New Delhi, registered under FPSB, India

INTERESTS  
- Management Consulting  
- Marketing  
- Consumer Banking  
- Analytics

KEY EXPERTISE  
- Key Account Management  
- Channel Sales & Distribution Management  
- Financial Planning  
- Team Building & Leadership  
- Consumer Product Management

EXPERIENCE HIGHLIGHTS  
Savex Computers Ltd  
ASM  
- Business Data Analysis and providing meaningful insights for Channel Expansion.  
- Actively participated in the Launch of New Models and conducted meetings of Dealers & Channel Partners for enhancing sales in my area of operation.  
- Pivotal in enhancing MOP with INDUCTING SRP in my area.  
- Trained & Lead a team of 50 Sales People including Channel partners & FOS.  
- Designed Marketing activities for 1000+ Dealers.

Max Life Insurance  
ADM  
- Recruitment and Development of Advisors.  
- Business Development for the given Area.  
- Market research and building proof of concepts for New Customer Acquisition.  
- Worked on IFTIS to provide customized solutions to clients

ACHIEVEMENTS  
- Achieved 100% Monthly Sales Target.  
- "Employee Of The Month" Award in RCOM (May 2011).  
- "Vodafone Superstar" (Rajasthan—Sales) Award (Feb 2008)
BIDYUT KUMAR MANA
B.Sc. In Hospital Management
M.Sc. In Clinical Research
Post Graduate Diploma in clinical research Management
5 YEARS EXPERIENCE IN HEALTH CARE & CLINICAL RESEARCH APOLLO GLENEAGLES HOSPITAL LIMITEDS

INTERESTS
- Marketing Management
- Consulting
- Operations Management
- Market research

KEY EXPERTISE
- Business Development & Strategic planning
- Client Relationship Management
- Project Management & Regulatory Affairs
- Clinical Process Management
- Patient Recruitment & Retention Management
- Quality Assurance & Project Monitoring
- Technical Training and development
- Team Building & Leadership capability
- Multitasking Activity

EXPERIENCE HIGHLIGHTS
- Project planning & implementation in Clinical, collaborative, epidemiological and basic research
- Investigator selection, Study feasibility and budget finalization
- Management of research patients counseling & retention
- Managed more than 200 research participant successfully
- Successfully managed more than 30 research project different therapeutic area
- Ability to manage multiple project at time with different therapeutic area and indication
- Bridged strong relationship with Sponsor & CRO for future business
- Continuous communication with all parties and solving the issue
- Successfully completed DCGI & JCI audit more than 2 times
- Organizing meeting with Sponsor/CRO & investigator
- Management of DNB thesis work activity
- Organized national level seminar & CME
- Participated more than 15 national & international seminar

ACHIEVEMENTS
- Letter of appreciation from sponsor for best study team performance
- Certificate for best contribution in clinical research from sponsor company
- Awarded best employee of research department

DEEPAK ABRAHAM
B.Tech - Computer Science Engineering
International Exposure: 1.3 years
5.3 YEARS OF EXPERIENCE IN IT SERVICE DELIVERY, QUALITY ASSURANCE & SITE ROLES IN BANKING AND MOBILITY DOMAINS

CERTIFICATIONS
- ISTQB, ITIL

INTERESTS
- IT Consultancy
- Client Engagement
- Business Analytics
- Quality Management

KEY EXPERTISE
- Software Quality Assurance
- Technical Analyst
- Client Engagement
- Resource Management in projects

EXPERIENCE HIGHLIGHTS
Tata Consultancy Services
I.T Analyst
- Onsite Team lead for applications which provide Foreign Exchange capability in Commonwealth Bank of Australia, Sydney
- Responsible for driving discussions with project stakeholders and partners to identify the business needs and developing high-quality, cost-effective and correct solutions
- Led continuous improvement initiatives & server hardware upgrade projects and have received client appreciations
- Oversees Test and Defect management process and ensure that the deliverables conform to Quality requirement within the stipulated deadline

Rapid Value Solutions
Senior QA Engineer
- Onsite Team lead for applications which provide Foreign Exchange capability in Commonwealth Bank of Australia, Sydney
- Responsible for driving discussions with project stakeholders and partners to identify the business needs and developing high-quality, cost-effective and correct solutions
- Led continuous improvement initiatives & server hardware upgrade projects and have received client appreciations
- Oversees Test and Defect management process and ensure that the deliverables conform to Quality requirement within the stipulated deadline

ACHIEVEMENTS
- Implemented solutions that reduced occurrence of high severity incidents and business outages providing cost saving of $100K
- Started new client engagements in QA space with Fidelity which gave additional revenue growth
- Successfully completed Go Live implementations for projects
NITESH KUMAR
B.Tech - Electronics and Communication Engineering

8 YEARS EXPERIENCE OF PROJECT MANAGEMENT IN ENERGY SECTOR

INTERESTS
- Operation Management
- Marketing
- Supply chain management
- Strategy Management

KEY EXPERTISE
- Project Management
- Engineering Database Maintenance
- L2 Planning/Scheduling
- Vendor Management

EXPERIENCE HIGHLIGHTS
Tata Projects Limited
Dy. Manager
- Worked on Balance of Plant area of Power Generation Plant
- Material Handling
- Cost Management
- Project Coordination with end customer
- Value Engineering
- Vendor Development
- Financial Management

ACHIEVEMENTS
- Part of one of the largest BOP package of 2X800 MW Appenico Krishnapatnam project
- Appreciation and reward from organization on completing 2X500 MW Mahagenco- Bhusawal project within schedule time
- Appreciation and reward from organization for cost saving of project
- Strong vendor Database
- ERP implementation team member

DR. RAHUL S DESHPANDE
B.D.S (Bachelor of Dental Surgery) (Maharashtra University of Health Sciences)
DMMK (Diploma in Marketing Management), (Welingkar’s Institute of Management and Research, WeSchool, Mumbai)

8+ YEARS OF WORK EXPERIENCE IN HEALTHCARE INDUSTRY AND 10 MONTHS WORK EXPERIENCE IN CLINICAL RESEARCH INDUSTRY

INTERESTS
- Strategic Marketing Management
- Hospital (Healthcare) Operations Management (Excellence in Quality)
- Business Development for service industry
- Product Management for Medical Devices, Material Industry and Pharmaceutical industry

KEY EXPERTISE
- Cosmetic Dental Surgical Procedures like Gingivoplasty, Crown Lengthening, advanced smile designing etc
- Full Mouth rehabilitation in geriatric patients and diabetic patients
- Operations management for dental hospital/clinic
- Team management and supervision of specialized and general paramedical staff for dental hospital/clinic
- Organization of Health camps and workshops
- Detection of SUSAR (suspected unexpected serious adverse event) in clinical drug trials for Roche pharmaceuticals at TCS

EXPERIENCE HIGHLIGHTS
- Handled successful dental practice with various treatment options provided under single roof
- Operations, Paramedical staff and inventory management at Lion’s Medical Centre, Mumbai
- Management of dental practice for optimize, efficient functioning & increased revenue generation as well as cost reductions in daily operations
- Training junior doctors in clinical practice
- Teaching soft skills to the chair side assistants
- Single cases assessment of serious adverse events in clinical & spontaneous cases & to establish causal relation between study drug and the adverse event while associated with TCS as Senior Drug Safety Analyst

ACHIEVEMENTS
- Certificate of appreciation in Colgate Palmolive Oral care camp
- Mumbai Board Honor Certificate for State topper in Chemistry, HSC examination
- Topper of the batch with A+ grade in all subjects at Welingkar’s Institute of Management and Research, WeSchool, Mumbai
RAHUL GUPTA
B.Tech - Electrical Engineering

5.2 YEARS OF EXPERIENCE IN BUSINESS INTELLIGENCE TOOLS AND
SOFTWARE DEVELOPMENT IN IT INDUSTRY

INTERESTS
- Business Development
- Technology Consulting
- Business Analytics
- Digital Marketing

KEY EXPERTISE
- Requirement Gathering, Technical Analysis
- Product Development, IQA, EQA
- ETL and Reporting Services (SSIS, SSRS)
- Microsoft SQL Server database design and development
- Team management
- Strong analytical and communication skills

EXPERIENCE HIGHLIGHTS
TCS Gurgaon
IT Analyst, Offshore Module Lead
- Responsible for feasibility study, requirement gathering, effort estimation, project status tracking and reporting
- Translated functional requirements to technical specifications for the team
- Responsible for Integration and Deployment of product to production environment
- Analysed complex issues and developed solutions to meet client needs
- Conducted peer reviews
- Identified and followed best practices that add value to the project delivery
- Maintenance of systems and provided support to customers
- Handling daily stand-up calls with client and scrum master
- Prepared and present high level / low level design documents and user documents
- Responsible for training junior and new team members on Microsoft Business Intelligence Tool and SQL Server
- Handling of internal project activities like IQA, EQA, timesheet, and training activities
- Maintaining and updating project documents

ACHIEVEMENTS
- Published technical white paper on SQL Server internal architecture
- Received “On The Spot Award” multiple times
- Received “Service & Commitment Award”
- Received “Best Team” award
- Contributed various database and BI tools components in reuse platform

RAJESH KUMAR
B.E - Mechanical Engineering, Manipal Institute of Technology, Manipal

7.8 YEARS EXPERIENCE IN PROJECT MANAGEMENT OF GREEN FIELD
PROJECTS IN METAL SECTOR, PROCESS IMPROVEMENT & PLANT
MAINTENANCE

INTEREST
- Project Management
- Consulting
- Project finance
- Strategic operation and supply management

KEY EXPERTISE
- Project planning & execution
- Technical analysis of offers and comparative report
- Resource management, optimization and requirement analysis
- Plant operation & Maintenance, Breakdown & root cause analysis
- Optimization and Requirement Analysis

EXPERIENCE HIGHLIGHTS
JSW Steel Ltd
Project Engineer
- Mapping Project requirements, debottlenecking, critical path analysis
- Overseen Multiple projects across all phases of developments
- Handled cross functional teams and consultants to execute projects with JFE, Siemens, ABB, Mecon, TZ heavy industries, SMS-Siemag, SMS-Concast etc
- Reengineering activity for cost reduction and standardization
- Vendor development, vendor evaluation, Contract finalisation
- Prepared technical Specifications and Technical rating amongst the suppliers
- Trained team members and development processes

Maintenance Engineer
- Streamlining standard operating procedures to improve productivity
- Prepared capital budget and supporting documentation for evaluation
- Scheduling and planning of predictive, preventive maintenance for process plants & root cause analysis including budgeting and cost control activities
- Lead team of 25 members through cost reduction of maintenance, consumable and waste utilization

ACHIEVEMENTS
- Lead 20 engineers in green-field steel project And successfully Commissioned India’s one of the largest steel making shop project (project cost 350 Cr) in scheduled record time and set benchmark
- Appreciation & Rewards from organization for Best employee
- Leader of sports club - Captain JSW tennis team
Ex-PGDM

SAMARJIT SINGHA
B.E. - Electronics and Communication Engineering
International Exposure: 2 years

7.9 YEARS OF EXPERIENCE IN SOFTWARE DEVELOPMENT AND IT PROJECT MANAGEMENT

INTERESTS
- Business Analytics
- IT Process Consulting
- Enterprise Resource Planning
- Digital Marketing & Web Analytics

KEY EXPERTISE
- Mainframes System Architecture
- BigData Architecture
- Business Data Analysis
- Data Segmentation and building business report
- Database Query Design and Development
- Customer Relationship Management Domain

EXPERIENCE HIGHLIGHTS
American Express Technologies
Onshore Project Lead
- Implemented end-to-end multiple projects at American Express Technologies, Florida
- Gathered business requirements and mapped to technical solutions
- Business data analysis and providing meaningful insights
- Actively participated in Application Architecture envisioning
- Project estimation and budget negotiations

Infosys Limited
Technology Analyst
- Software design and development
- Project estimation and forecasting
- BigData research and building proof of concepts
- Worked with Employee Relations DC HR for employee engagement activities

ACHIEVEMENTS
- Online Certifications from BigData University.
- Acquired IBM Badges for BigData Explorer
- Infosys Rising Star Award
- Infosys Spot Award
- Leader of Cultural Committee – Infosys Dance Club

Ex-PGDM

SHIVANG MANDLOI
B.E.- Mechanical Engineering, Rajiv Gandhi Technical University, Bhopal
Marine Engineer (Garden Reach Shipbuilders & Engineers, Kolkata)

6.5 YEARS OF EXPERIENCE IN BUSINESS DEVELOPMENT, SALES & MARKETING IN MARITIME, POWER PLANT & INDUSTRIAL SECTORS AND DOTCOM COMPANY

CERTIFICATIONS
- Marine Certifications as per STCW 95 rules

INTERESTS
- Business Development
- Marketing
- International Sales
- General Management

KEY EXPERTISE
- Business Development

EXPERIENCE HIGHLIGHTS
Fuji Technical Services Private Limited
Senior Engineer - Sales & Marketing
- Handling Key account for Maritime sector, executing Pre-Sales & after Sales activities
- New Business Development in Global Market via collaboration with International & Domestic OEMs as well as development of customers in new sectors

Naukri.com (Info Edge India Ltd.)
Sales Executive
- Handling complete Sales cycle of the career services offered by Naukri.com & Naukrigulf.com in International & Domestic Market

Beacon Enterprises
Sales Executive
- Handling Sales cycle of Industrial Consumables in the Territory

Bernhard Schulte Ship Management
Marine Engineer (5th/ Eng.), Operations & Maintenance (onboard Ship)
- Generation, Utilization of Power on Ship’s Plant & Maintaining Balance of Plant
- Carrying Preventive or Breakdown Maintenance & Operation of onboard machineries

ACHIEVEMENTS
- Successful collaboration & secured Representation license from 4 new foreign Manufacturers for sales and service of their products in India
- Pilot of Productivity (Highest Target Achiever) & Rising Sun (Fastest Target Achiever)
- Team Record- hold the unbroken ‘Highest ever billed in a month’ Nov. ’12 for Gulf market
SHRUTI TIBREWAL
Bachelor of Business Management,
Bangalore University

9 YEARS EXPERIENCE IN DERIVATIVES TRADING & RISK MANAGEMENT

CERTIFICATIONS
• MPWE – IIM Bangalore
  • Introduction to Financial Planning - FPSB
  • Bloomberg Product Certification
  • NISM – Currency, Commodity, Derivatives, Capital Market

INTERESTS
• Business Consulting
  • Financial Modeling & Risk Management
  • Investment Banking
  • Corporate Finance

KEY EXPERTISE
• Financial Modeling & Operations
• Team Management
• Derivatives Trading & Risk Management

EXPERIENCE HIGHLIGHTS
Energetic Financial Research Private Limited
Branch Head
• Headed team of Traders, trading in Currency, Commodity & Interest rate derivatives markets at CME, EUREX, LIFFE etc.
• Implemented hedging mechanisms to monitor & control fluctuations in exchange rates
• Conducted training programs to enhance operational efficiency of the team

Nakamichi Securities Limited
Trading Head
• Risk Management System & process for daily monitoring of Exposure, MTM PNL
• Setting up an arbitrage desk

Futures First Info Services Private Limited
Sr. Derivatives Trader
• Traded Interest Rate Futures and Fixed Income Securities in US and Eurozone Markets

ACHIEVEMENTS
• Interview published in a book “Biz Inked”
• Part of Organizing Committee of 5th ANMI International Convention in 2010. Shri Pranab Mukherjee was the key-note speaker at the event

TAPAS KESARWANI
B.E - Electronics & Communication Engineering

5 YEARS EXPERIENCE IN MARKETING, SALES & BUSINESS DEVELOPMENT

CERTIFICATIONS
• Embedded Systems and Robotics

INTERESTS
• Strategic Marketing
• Sales and Branding
• E-Commerce
• Project Management

KEY EXPERTISE
• Customer Relationship Management
• Sales Improvement
• Market Research
• Product Development
• Team-building & Training
• Cost-Reduction Strategies

EXPERIENCE HIGHLIGHTS
Kazmi & Associates (SME)
Manager, Sales & Marketing
• Retail operations & distribution management
• Client management
• Vendor development & cost negotiation
• Implemented quality management
• Formed policies & did cost-analysis in the bid process for various tenders
• Recruited sales staff and trained them to be customer-focused

ACHIEVEMENTS
• Handled a sales team of 10 employees for promotion of books and increased sales by 30% over three years
• Efficiently helped in reduction of overall-cost and delivery time by distributing books samples via book-posts
• Managed & coordinated a team of more than 80 employees and helped the firm in achieving a benchmark in field of Security Printing
• Exceeded sales targets of INR 1,20,00,000 and achieved an overall sale of INR 1,80,00,000 in just one month
• Obtained 10 new clients which resulted in increase in sale of INR 42,00,000
TOULICK KUMAR LASKAR
B. Tech, Computer Science and Engineering

7.5 YEARS EXPERIENCE IN SOFTWARE DEVELOPMENT AND IT PROJECT MANAGEMENT

INTERESTS
• Process Consultant
• Technology Consultant
• Business Analyst
• Business Development

KEY EXPERTISE
• Core Java/J2EE Developer
• Extract, Transform, Load (ETL) development
• UNIX OS platform developer
• Sybase IQ database developer

EXPERIENCE HIGHLIGHTS
Wipro Technologies Ltd.
Offshore/Onsite Project Lead
• Handled multiple network performance management projects for LM Ericsson Ltd, Ireland.
• Converted business requirements into technical solutions
• SPOC for around 650 network vendors around the globe using our network performance measurement solution
• A 9 month onsite stint at LM Ericsson Ltd, Ireland
• Coordinator for my team of 15 with the higher management

Senior Software Developer
• Software design and development
• Research and recommend new software tools.
• Maintaining positive client interactions.

ACHIEVEMENTS
• The Best Performer Award in the BU, 2014-15
• The Top Knowledge Collaborator Award, 2013
• The Transformer’s Award for “making a difference” in Client Account, 2013-14
• The Best Project Delivery Award in the BU, 2009
• Sports awards for TT at school level

VIZAL GUPTA
B. Tech, Computer Science and Engineering

2 YEARS EXPERIENCE IN SOFTWARE DEVELOPMENT AND IT PROJECT MANAGEMENT

INTERESTS
• Process Consultant
• Technology Consultant
• Business Analyst
• Business Development

KEY EXPERTISE
• Core Java/J2EE Developer
• Extract, Transform, Load (ETL) development
• UNIX OS platform developer
• Sybase IQ database developer

EXPERIENCE HIGHLIGHTS
Wipro Technologies Ltd.
Offshore/Onsite Project Lead
• Handled multiple network performance management projects for LM Ericsson Ltd, Ireland.
• Converted business requirements into technical solutions
• SPOC for around 650 network vendors around the globe using our network performance measurement solution
• A 9 month onsite stint at LM Ericsson Ltd, Ireland
• Coordinator for my team of 15 with the higher management

Senior Software Developer
• Software design and development
• Research and recommend new software tools.
• Maintaining positive client interactions.

ACHIEVEMENTS
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• The Top Knowledge Collaborator Award, 2013
• The Transformer’s Award for “making a difference” in Client Account, 2013-14
• The Best Project Delivery Award in the BU, 2009
• Sports awards for TT at school level

EXPERIENCE HIGHLIGHTS
ABB India Ltd
Sales & Marketing Engineer
• Business Development/ Sales in Global & Local Market
• Techno-commercial Proposal writing
• Target Pricing & Cost Estimation
• Revenue & Cash Flow Estimation & Budgeting
• Power & Energy Market Capture
• Government & Private customer market capture
• Dealer & Consultant management
• Green Field & Brown Field projects order acquisition
• Spares and Operation & Maintenance Contracts

ACHIEVEMENTS
• Got first breakthrough order for R&M worth 90 million
• Closed 3 breakthrough contracts for 5000 MW Power Plant O&M
• Star Performer Award 2012
VIJENDRA SINGH
B.Tech. - Electrical Engineering

8.2 YEARS EXPERIENCE IN OPERATIONS & PROJECT MANAGEMENT

INTERESTS
- Strategic Operations management
- Supply chain management
- Quality management
- Project appraisal & financing

KEY EXPERTISE
- Resource planning & budget control
- Energy Management
- Vendor Management
- Plant operations management

EXPERIENCE HIGHLIGHTS
Hindustan Zinc Ltd.
Associate Manager
- Operation management
- 6-sigma projects for reduction in specific power consumption
- Vendor development
- Headed ENCON cell of metal smelter
- Scheduling and planning of proactive, preventive maintenance for process plant including inventory management

ACHIEVEMENTS
- Implementation of SAP PM module
- Implemented project for increase in dust load for E.S.P.
- Lead cross functional team for reducing NMI inventory and reduction in proprietary spare items
- Implementation of project for reduction in lead emissions in air

VISHAL SHARMA
B.Tech. - Electronics and Communication Engineering

4 YEARS OF EXPERIENCE IN SOFTWARE DEVELOPMENT AND 1.5 YEARS OF BUSINESS IN EDUCATION SECTOR

INTERESTS
- Management Consulting
- Business Analytics
- Strategy & Planning
- Data & Technology Consulting
- Risk Management
- Digital Marketing

KEY EXPERTISE
- Project Planning
- Requirement Analysis, Effort Estimation, Product Development
- Resource Planning & Mapping business to functional requirements
- Project & Release Management
- Process Innovation
- Team Leadership
- Human resource management

EXPERIENCE HIGHLIGHTS
Software Engineer
- Integration of Siebel, PeopleSoft and Maximo in smartphones
- Development of smart applications for internal use of Cadence & GE Capital
- Phonebook application for NTT DoCoMo, Japan
- Handled and published the “Million Moments” application for SONY

Business
- Started own business for the enhancement of technical knowledge for students. Main motto was to bridge the skill gap between college studies and industrial demands
- Has been involved in training and qualification of over 1500 students

ACHIEVEMENTS
- Star of the month award from BirlaSoft
LIST OF PAST RECRUITERS

- ABN AMRO
- ACC Ltd.
- Accenture
- American Express
- Bharti Airtel
- Bharti Reality
- Capital IQ
- Citi bank
- Convergys Inc.
- Crescent Shipping
- DE Shaw
- Deutsche bank
- Educomp
- Escorts-Ecel
- Essar Group
- Evaluseerve
- Ford Asia Pacific and Africa
- Genpact
- Glenmark Pharma
- Grail Research
- GVK Biosciences Pvt Ltd.
- Haldia Energy Ltd.
- Hero Honda
- Honda Siel Cars
- HP
- IBM
- ICICI Bank
- IFMR Ventures Pvt Ltd.
- Infosys Limited
- Jet Airways
- Jindal Projects
- John Crane Sealing Systems India Pvt Ltd.
- Johnson and Johnson
- Kansai Nerolac Paints
- Kotak life Insurance
- LG
- MagnetiMarelli India Pvt Ltd.
- Maruti Suzuki India Ltd.
- Minda
- NCI Information Systems
- NCR Corporation India Ltd.
- Newgen Software
- Philips Carbon Black
- QAI
- Royal Bank of Scotland
- RPG Group
- Saint Gobain
- Sapient Corporation
- Standard Chartered
- TCS
- Tech Mahindra
- UB Group
- Videocon
- Whirlpool
- Wipro
- Xansa
- Yes Bank