

Celebrating
35
YEARS



INTERNATIONAL MANAGEMENT INSTITUTE

NEW DELHI

——— *Shaping global leaders for tomorrow* ———



**Post Graduate Diploma in
Management (Executive)**

Recruiters Guide
2017-18

Mission

to be a premier global management school

Vision

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

Objectives

- To equip middle level managers with management skills necessary for leadership roles.
- To supplement existing expertise of participant with general management and 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 global environment.
- To inculcate values and attitudes which contribute to a socially sensitive and ethical behavior.

Whats inside....



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Message from

DIRECTOR GENERAL

Dear Recruiters,

International Management Institute (IMI), Delhi, steps into its 35th year as a premier business school that provides world class management education and has thus earned a strong reputation for itself, as an Institution of Excellence.

It gives me immense pleasure to introduce to you the batch of Executive PGDM Programme, 2017 (ExPGDM).

The 15-month Executive Post Graduate Programme is designed for experienced middle level managers who aspire to take up leadership position or have been recognized by their organisations for such roles for lateral movements. The Program is accredited by National Board of Accreditation (NBA) and the Institute is accredited internationally by AMBA.

Post Graduate Diploma in Management (Executive) programme concentrates on holistic and experiential learning through sharing and cross cultural exposure through international integration. The course pedagogy, industry based projects and interaction and the curriculum focuses on internationally benchmarked curricula that ensures an interactive and nurturing learning environment.

I am certain that in this class of 2018, you will find competent professionals who will be of immense value to your esteemed organization.

I recommend them for your consideration.

Dr. Debashis Chatterjee
Director General
International Management Institute, New Delhi





Message from

DEAN PLACEMENTS

Dear Recruiters,

I am pleased to introduce to you the batch of ExPGDM 2017. The ExPGDM program is one of the oldest running programs of the institute and today boasts of a distinguished alumni base, spread across various reputed corporates in India and abroad.

These students come from diversified backgrounds of IT / ITES, Operations, International Business, Consulting and Sales & Marketing profile in core sectors.

The rich experience and in class orientation in various functional areas of management hones the students to be effective managers. In addition the students also are sensitized to the social and the ethical aspects of business. 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.

Graduates in the past batches of these programs have excelled in leadership positions across the diverse functions of the industry. I am confident that in this class of 2017.

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. Pinaki Dasgupta
Professor, Marketing Area
Dean -Placements and Corporate Relations
International Management Institute

Message from

CHAIRPERSON

Dear Recruiters,

Greeting from IMI, Delhi! It is a great pleasure for me to present you the PGDM (Executive) batch, 2017-18. The batch consists of highly talented and motivated group of men and women, ready to take up challenges of corporate world.

The ExPGPM programme of IMI is recognized by AICTE and is accredited by AMBA, the Association of MBAs (UK). The programme design and pedagogy is continuously upgraded to keep it relevant and contemporary. The curriculum focuses on grooming tomorrow's leaders who are socially sensitive and ethical. The programme provides general management and functional area orientation by leveraging upon the past experience of the participants. The eclectic participants centered pedagogy - class room interaction, case method, simulation, role play, group work, live projects - is designed to bring the best out of the participants. The batch of 2018 is a diverse group of executives from a variety of industries with business experience ranging from 5 to 15 years. The participants have been groomed at IMI through holistic and experiential learning in a cross cultural setting with participants from 14 different countries. They hone their skills by participating in and managing a variety of extra-curricular activities, which provide them the opportunity to apply concepts learned in the classroom.

I would request you to go through the placement brochure to get an overview of our ExPGDM program. I am confident that you would find the profile of our ExPGPM graduates truly exciting. I would also like to take this opportunity 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 meet you at our campus!

Dr. Sanjay Dhamija
Chairperson
ExPGDM Programme IMI





Eligibility for Admission

Programme

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 Association of MBA's (AMBA) and also by NBA (2016-2018)

Candidates who fulfill the following requirements are eligible to apply for admission:

- **Educational Qualifications:** To be eligible for admission to the Executive PGDM Programme, the participants must possess a Bachelor's 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.
- Minimum 5 years of fulltime, post-qualification, experience as on March 31, 2017.
- Proficiency in written and spoken English.

Participant Profile

Programme 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



EXPGDM : 915+ Contact Hours, 9 Elective Courses + 1 CIS, 22 Core Courses, 3 months Research Project



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 Programme is of 90 credits where each credit corresponds to the equivalent of 10 hours of classroom contact. During this programme, students will complete 22 core courses of 51 credits, and 27 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 classroom 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.

Programme Duration

The Executive Post Graduate Programme 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 accredited by AMBA UK as a MBA provision.

Courses Offered

FINANCE

Core courses:

- Financial Reporting and Analysis
- Financial Markets
- Managerial Accounting for Decision Making
- Corporate Finance

Elective courses:

- 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

MARKETING

Core courses:

- Assessing and Creating Customer Value
- Delivering and Managing Customer Value

Elective Courses:

- 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

INFORMATION TECHNOLOGY

Core courses:

- IT for Managers
- Management Information System

Elective Courses:

- 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

HUMAN RESOURCE AND ORGANISATION BEHAVIOUR

Core courses:

- Managing People at Work
- Human Resource Systems and Processes

Elective Courses:

- 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



OPERATIONS MANAGEMENT/ QUANTITATIVE TECHNIQUES

Core courses:

- Data Interpretation for Managers
- Strategic Operations Management
- Research Method for Business Decisions

Elective courses

- 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

STRATEGY AND GENERAL MANAGEMENT

Core courses:

- Legal Aspects of Business
- Managerial Communications
- Corporate Governance
- International Business
- Competition and Strategy
- Sustainable Development

Elective Courses:

- 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

ECONOMICS AREA

Core courses:

- Micro Economics
- Macro Economics



List of Faculty

Human Resources:

Asha Bhandarker

Ph.D. Business Management
(Osmania University)
M.A. (Psychology Organizational
Behaviour)
Distinguished Professor

B K Srivastava

Ph.D. (Southern Illinois University)
M.Sc. (Ranchi University)
Professor Emeritus

D.K. Khurana

Ph.D (University of Delhi)
Honorary Professor

Irfan A. Rizvi

Ph.D. (University of Delhi)
PGDPM (HR) (FMS, University
of Delhi)
Professor

Jai Prakash Upadhyay

Ph. D. (IIT, Delhi)
Professor

Mamta Mohapatra

Ph.D. (Utkal University)
Professor

R P Ojha

BSc (H) (Patna Science College Patna)
PGPM (XLRI Jamshedpur)
Professor

Sajeet Pradhan

Ph.D. (IIT Kharagpur)
MBA, (KIIT University)
Assistant Professor

Shailendra Nigam

Ph.D. (Agra University)
LL.B (B.U.Jhansi) MBA (B.U.Jhansi)
Associate Professor

Swati Dhir

FPM (IIM Lucknow)
Assistant Professor

V Chandra

Ph.D. (Jamia Milia Islamia)
Professor

Strategy & General Management:

Arun K Rath

Ph. D. (Kalinga Institute of
Industrial Technology)
Professor

Ashutosh Khanna

Ph.D. & M.Sc. (London School of
Economics & Political Science, UK)
Associate Professor

G K Agarwal

PG Diploma (Personnel Management
& Industrial Relations), NIPM
M.S. (Industrial & Management
Engineering), MSU, USA
Professor

G K Kapoor

Ph.D. (Delhi University)
M.Com. (Delhi University)
Professor

Sonu Goyal

Ph.D. (FMS, University of Delhi)
Professor

Vijay Vancheswar

Ph.D. & M.Tech (IIT, Delhi)
Professor

Information Management :

Himanshu Joshi

Ph.D. (AIMA and AMU)
PGDM(IMI New Delhi)
Assistant Professor

Prerna Lal

Ph.D. (Banasthali University)
MBA (IIT Roorkee)
Assistant Professor

Economics :

Arnab K Deb

Ph.D. in Economics (University
of Connecticut, Storrs, USA)
M.Sc. in Economics
(University of Calcutta)
Assistant Professor

Rajeev Anantaram

Ph.D. in Public Policy
(University Of Pittsburgh,PA)
Professor

Operations :

Alok Kumar Singh

FPM (IIM Indore)
Assistant Professor

Arvind Chaturvedi

Ph.D. (IIT Delhi)
M.Sc Statistics (IIT Kanpur)
Professor

Deepak Chawla

Fellow in Management
(IIM Ahmedabad)
M. Stat. (ISI)
Distinguished Professor

Harish Rao

FPM (IIM Ahmedabad)
Assistant Professor

Kakali Kanjilal

Ph.D.(IGIDR, Mumbai)
M.Sc Statistics
(Gauhati University)
Associate Professor

Nikunj Kumar Jain

FPM (IIM Indore)
Assistant Professor

Pradip K Bhaumik

Fellow in Management
(IIM Ahmedabad)
B.Tech (IIT Delhi)
Distinguished Professor

Siddharth Varma

Ph.D. & M. Tech (IIT Delhi)
MBA , AIT Bangkok
Professor

Finance :

Aman Srivastava

Ph.D. (Jamila Milia Islamia)
Associate Professor

Barnali Chaklader

Ph.D. (Bundelkhand University)
MBA (Lalit Narayan Mishra Institute Patna)
Professor

Chhavi Mehta

Ph.D. (IIT, Delhi)
PGDM (T.A. Pai Management Institute, Manipur)
Assistant Professor

Deepak Tandon

Ph.D. (International University of Contemporary Studies, Washington D.C.)
MBA (FMS Delhi University)
LLB, Delhi University
Professor

Gauri Shankar

Ph.D. (Delhi School of Economics)
Professor

Harishankar Vidyarthi

Fellow of Management (Finance) (NIFM, Faridabad)
PGDM (Institute of Public Enterprises, Hyderabad)
Assistant Professor

Prashant Gupta

Ph.D. (Bundelkhand University)
M.M.S, M.Phil, LLB (DAVV, Indore)
Associate Professor

Ravinder Kumar Arora

Ph.D. (IIT, Delhi)
FCS (ICSI), FCMA (ICAI)
MBA (Panjab University)
Professor

Reena Nayyar

Ph.D. (Guru Nanak Dev University)
Associate Professor

Sanjay Dhamija

M.Com. (Delhi School of Economics)
FCMA, FCS, LL.B (Delhi University)
CFA (ICFAI), FPM (IMI, New Delhi)
Professor

Marketing :

D. K. Batra

Ph.D. & MBA (FMS, Delhi University)
Professor

Nalin Jain

Ph.D. (IIT, Delhi)
MBA (FMS Delhi University)
Associate Professor

Neena Sondhi

Ph.D. (University of Delhi)
Professor

Pinaki Dasgupta

Ph.D. (Banaras Hindu University)
MBA (Purvanchal University)
Professor

Supriya Kalla

FPM (MDI Gurgaon)
Assistant Professor

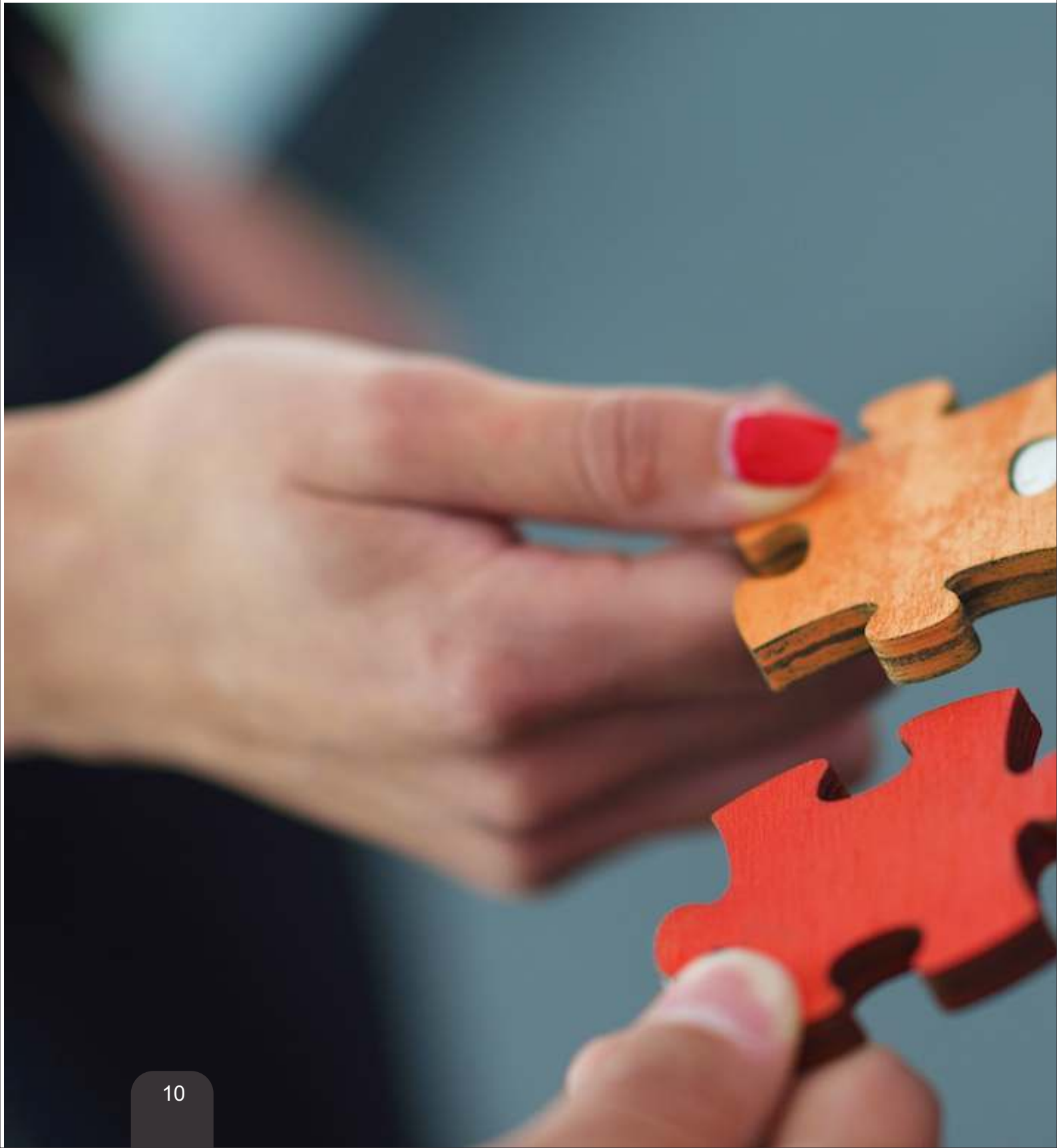
Vinod Kumar

Ph.D. (IIT, Roorkee)
MBA (PTU, Jalandhar)
Assistant Professor

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, 2018.



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) Laussane, 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-schols in Europe, North America, Australia& Asia.

List of Partner Universities

1. **ESPC, Europe**
2. **IDRAC Business School, France**
3. **KEDGE Business School (KEDGE), France**
4. **JAMK University of Applied Sciences, Rajakatu, Jyväskylä, Finland**
5. **ESC Rennes International School of Business, France**
6. **Grenoble Ecole de Management, France**
7. **Zeppelin University, Germany**
8. **Louvain School of Management, Belgium**
9. **Frankfurt School of Finance and Management, Germany**
10. **The Universidade do Estado do Rio de Janeiro, Brazil**
11. **International Centre for Promotion of Enterprises, Ljubljana, Solvenia**
12. **Sichuan Academy of Social Sciences, Sichuan, China**
13. **Suleman Dawood School of Business, Lahore, Pakistan**
14. **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 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, MBA, AACSB), ESCP Europe welcome 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 35 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.

IMI is an AMBA accredited Institution and its Two-year Post Graduate Diploma in Management is approved by National Board of Accreditation. IMI's PGDHRM & Ex-PGDM programs are also accredited by NBA. 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 experience middle-level managers who wish to take up leadership roles in their industry and have been identified by their organizations for such designations. 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..



“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.

Mr. Atul Sobti
CMD, BHEL
Batch – 1986



“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!”

Mr Shashank Randev
Vice President, VC Circle Network
Batch - 2009

I often ponder upon the impact of PGDM course at IMI, Delhi in my life. I would say that at 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"

Mr Akhilesh Verma

Chief Manager (Outsourcing)
Hindustan Aeronautics Limited
Batch - 2009.



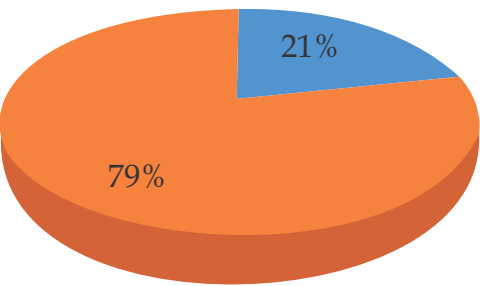
"IMI was a great experience and many of us got jobs and overseas postings. I find that IMI has grown leaps and bounds in the past 30 years or so with the two year full time course perhaps top ten ranking in the country. The institute's reputation and the placement of the graduates is very impressive. I wish the budding managers all the very best."

Mr. B. K. Iyer

Chief Executive and Head of International Syndications
ICICI Bank Ltd., Singapore
Batch - 1985

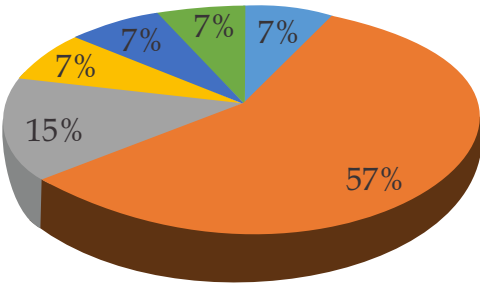
Batch Statistics

INTERNATIONAL EXPOSURE



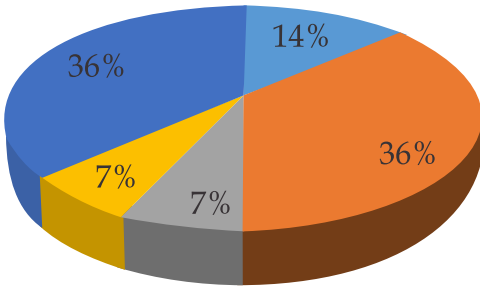
■ NO ■ YES

INDUSTRY



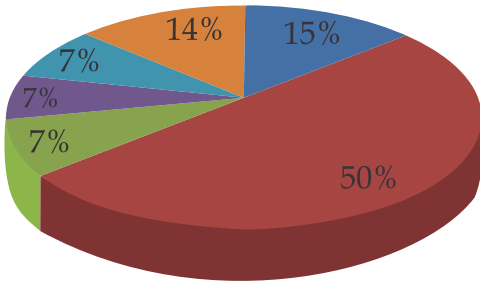
■ OIL & GAS CONSULTING ■ CONSULTING
■ IT ■ MEDIA & ENTERTAINMENT
■ AUTO SECTOR ■ MARKETING & ADVERTISING

WORK EXPERIENCE



■ 50 - 60 MONTHS ■ 81 - 90 MONTHS
■ 61 - 70 MONTHS ■ MORE THAN 100 MONTHS
■ 71 - 80 MONTHS

SPECIALIZATION



■ OPERATION ■ FINANCE
■ MARKETING ■ IT
■ HR ■ STRATEGY



Illustrious Alumni List

NAME	ORGANISATION	DESIGNATION
Mr. Abhijit Pati	Sesa Sterlite Limited	Chief Operating Officer
Mr. Ajay Kapoor	Tata Power Delhi Distribution Ltd.	CFO and Chief 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 Limited	President
Mr. Ateesh Tankha	Citi Enterprise Payments Solutions, Citi	Head of Partnerships
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 & 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 of commodity Sales and Structuring
Mr. Manish Sinha	Becton Dickinson and Company	Director, Talent Management Greater Asia
Mr. Nalin Pant	Elara Capital (India) Private Limited	Head HR
Mr. Nikul Wahi	Philips Morris Management Services	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	Unilever Indonesia	Director OOH - D&E Markets

ADITYA KUMAR SHRIVASTAVA



- Total Work Experience of 8 Years 7 Months in Oil & Gas and Power Industry. (Engineering\Design, Project Management, Estimation, Procurement and Material Management).
- Approx. 3 years overseas experience in Japan, Singapore, London. Attending FAT's at Vendors Factory in Italy and South Korea. In addition, have worked in Multi Office Project Execution (MOPEX) teams, with colleagues from US, Europe, Middle East and Far East.
- Japan Gas Corporation, (Yokohama, Japan) (Feb 2014 Feb 2016), Project Engineer and Person in Charge (PIC) for Electrical Equipment Packages.
- Chicago Bridge and Iron, (Singapore, London and Gurgaon, India) (Feb 2012 to Feb 2014), Project Lead Engineer and Key Facilitator.
- Foster Wheeler, (Singapore and Gurgaon, India) (Sept 2010 to Jan 2012), Project Design Lead Engineer and Key Facilitator.
- Fluor Daniel India Pvt. Ltd, (Gurgaon, India) (July 2007 to Aug 2010), Project Design Lead Engineer and Key Facilitator.
- B-E in Electrical Engineering (2007-2011), (Institution of Engineers, IEL, Kolkata)
- Diploma in Electrical Engineering (2003-2007), (Pusa Polytechnic, Delhi)

INTERESTS

- Business Analyst
- Consulting.
- Operation Management.
- Business Strategy and Planning

KEY EXPERTISE

- Project Planning and Scheduling.
- Strategy and Project Management.
- Resource Optimization by effective Decision Making.
- Client and Vendor Relationship Management.
- Subordinate and Peers Training.

EXPERIENCE

Japan Gas Corporation, Yokohama, Japan

Project Engineer and Person in Charge

- Proposal, Front End Engineering & Detail Engineering for Offshore and Onshore Projects.
- Engineering Co-ordination for multi disciplinary activities.
- Attending Project Progress Meetings, Design Review Meetings.
- Co-ordination with Vendors and Clients for timely completion of projects, including expediting visits, shop inspections, resolving technical issues.
- Preparing Requisition, reviewing vendors bids and preparing Bid Evaluation Report.

Chicago Bridge and Iron, Singapore, London and Gurgaon, India

Project Lead Engineer

- Project planning and execution, attending project progress meetings, design review meetings. Checking and approving project deliverable.
- Providing introduction and detailed training to new recruits GET and DET.

Foster Wheeler, Singapore and Gurgaon, India

Design Lead Engineer

- Project planning and execution, preparing project deliverables for MOPEX jobs.

Flour Daniel India Pvt Ltd, Gurgaon, India

Design Lead Engineer

- Project planning and execution, preparing project deliverables for MOPEX jobs.

ACHIEVEMENTS

- Have worked with Clients across the Globe, which includes, USA, Germany, France, Malaysia, UK, Singapore, Middle East
- Have received many project recognition and excellence awards from both Company and Clients.

AMIT KUMAR



- Total Work Experience of 5 Years 4 Months (IT Sales and Marketing)
- Imagination Learning Systems Pvt. Ltd. (Feb'16-Apr'17)
- Qspear Consultancy Services Pvt. Ltd., Noida (Mar'13-Aug,13)
- HCL Infosystems Pvt. Ltd., Noida/Jaipur (Jun'09-Mar'13)
- B - Tech in Electronics & Instrumentation (2005-2009), Dr. B.C. Roy Engineering College, Durgapur

INTERESTS

- IT Sales & Marketing
- Branding and Positioning
- Strategy and General Management
- Business Development
- Customer Relationship Management (CRM)
- Client Relationship Management
- Marketing Research
- Operation Management
- Consulting

KEY EXPERTISE

- IT Sales & Marketing (B2B/Corporate Sales)
- Sales Forecasting and Brand Positioning
- Enterprise Application Services
- Key Account Management
- Business Development

EXPERIENCE

Imagination Learning Systems Pvt. Ltd., New Delhi **Account Manager**

- Educational ERP Sales (company's own product) in Premier Technical/Business Schools
- Managed Partners and Clients and hunted new business'

Qspear Consultancy Services Pvt. Ltd., Noida **Manager- Technology Sales**

- Responsible for business of Oracle Products Sales i.e. Technology, Applications etc and Services
- Lead generation, lead follow-up and lead closure

HCL Infosystems Pvt. Ltd., Jaipur

Team Lead & Senior Executive- Sales

- Responsible for business in BFSI and "Dead Accounts(Remote Location Business)"
- Promoted & Pitched HCL Branded Products

Infosystems Pvt. Ltd., Noida

Account Executive

- Turnkey solutions in terms of IT Hardware and Software to Telecom Industry
- Managed client relationship, enhanced and developed long-term business
- Maintained relationship with Partner for Business opportunities
- Responsible for business in Government and Private Accounts

ACHIEVEMENTS

- Business Growth of Imagination Learning Systems by 33.33% in 1 year
- Back to Back Tender win in 3 Accounts in the month of Feb'17/Mar'17 worth INR 4+ Crores
- Tie-up with 3 System-Integrators within 3 months of joining (one of the company in Big 4)
- 4 consecutive wins in Government Accounts in Rajasthan in 2012

DEEPAK KUMAR VERMA



Total Work Experience of 9 Years 8 months (Service marketing – After Sales and Supply Chain Management)

- Link Point Infrastructure (Oct '2016 – April 2017)
- Hyundai Dealership consultant (June'2015 – Sep' 2016)
- Hyundai Motors India Ltd. (June '13 – May 2015)
- Honda Cars India Ltd. (Sep' 12 – May'13)
- Tata Motors India Ltd. (July'07-Sep'12)
- B-Tech in Electrical Engineering (2003-2007), National Institute of Technology, Patna

INTERESTS

- Project Management
- Operations Management- SCM
- Business Consultancy – After Sales
- Service Marketing

KEY EXPERTISE

- Service Marketing – After sales
- Quality Service.
- Dealer Relationship Management.
- Team Management.
- Vendor Development & Supply Chain Management.

EXPERIENCE

Link Point Infrastructure: State Head Operations

- Heading the state operations for HSRP and Speed Governor business in Bihar
- Coordinating with the 39 district level office, Monitoring the assignment vs production, Production plan, dispatch and Receiving of HSRP.
- Meeting with various dealers (2 Wheelers, 4 wheeler and commercial) across Bihar to enhance the business across the state.
- Educational ERP Sales (company's own product) in Premier Technical/Business Schools
- Managed Partners and Clients and hunted new business'

Hyundai Motors India Ltd. Area Manager (APSM) – After sales

- Managing the overall operations of around 14 workshop across three state (Chhattisgarh, Jharkhand and Bihar)
- Business Development Activities like Market Analysis, Mystery Shopping, Targeting unexplored territory for network expansion, Formulating new ideas for increasing revenue & CSI Index.
- Dealer Profitability, Revenue, Quality, Warranty, Spare Parts, Customer Handling, Technical complaints, Manpower, Training, Infrastructure & other related issues.

Honda Cars India Ltd. Area Manager (Customer Satisfaction) – After sales

- Analyzing the JDP Study findings and proposing the suitable actions to the management.
- Strategic Action Planning and Policy/Circulars formulation for giving the customers a premium after sales service through carrying out a detailed PDCA.
- Formulating Incentive Structure for dealers to motivate them for achieving the targets set by HONDA. Organizing Overseas Trips and / or Cash Incentives or Facility upgradation

Tata Motors Ltd. Customer Support Manager – After sales

- Channel Partner improvement through DQCTC (Diagnostics, Quality, Cost, Time, and Courtesy) and Channel Upgradation Audit programs resulting in improvements in manpower skill level, Vehicle diagnostic capabilities, dealer infrastructure, service processes and customer experience.
- Responsible for Warranty management and quality improvement.
- Monitoring and improving Spare part offtake, reach time and optimization of Inventory in the assigned area.

Vendor Development & Supply Chain Management:

- Responsible for Vendor-Development & procurement of electrical and hardwires components for small car production.
- Resolving quality (incoming) related, Supply related problems for
- Electrical and Hardware components

ACHIEVEMENTS

- Integrated Cost Reduction Certificate at Tata Motors Ltd.
- Successful launch of first Tata Nano from Uttarakhand (Pantnagar Plant)

EKTA SHAILENDRA



Total work experience 7 years & 5 months
in Operations & Analytics .

- **TOYOTA GROUP**
TOYOTA INDIA PVT LTD
(Apr'12~Mar'17)
- **BHARTI GROUP**
BHARTI INFRATEL LTD
(Jun'10~Aug'11)
- **HONDA GROUP**
HONDA MOTORCYCLE INDIA
PVT LTD (Feb'09~Jun'10)
- **BBA -Finance & Marketing**
BIRLA INSTITUTE OF
TECHNOLOGY

CERTIFICATIONS

- Certified as Oracle database 10g:PL/SQL fundamental
- Certified as Google Adwords

INTERESTS

- Business Analyst (Financial)
- Operation management (SCM))
- Strategy management & Planning
- Digital marketing (Analytics)

KEY EXPERTISE

- Cost-Reduction Strategies
- Internal Customer Management
- Complaint Handling & Resolution
- Front-End Supervision

EXPERIENCE

- Managing front-end operations to ensure friendly and efficient transactions in the system.
- Vendor management-Selection, Negotiation, Agreement & cost reduction Planning & monitoring of back office operations.
- Trained team members for smooth operation.
- Report analysis on performance of team.
- Commercial activities for revenue generation.

ACHIEVEMENTS

- Awarded by " BEST SUPPORT MEMBER" for outstanding performance.

HIMANSHU NARANG



- Total Work Experience of 5 years & 2 Months (Software Development, Business Operations-Learning, Knowledge and Management)
- Accenture (Sep'14-Feb'17)
- Wipro Technologies (Jan'12-Aug'14)
- B. Tech – Electronics and Communication Engineering (2007-2011), MDU, Rohtak

CERTIFICATIONS

- BCS certified business analyst.

INTERESTS

- Project Management
- Product Management
- Operations Management
- Business Analytics
- Strategic HR Management

KEY EXPERTISE

- Client Engagement
- Quality Management
- Team Management
- Software Development and support
- Operations Management

EXPERIENCE

Technologies, Greater Noida **Software Engineer**

- Handled projects for CITIBANK.
- Converted business requirements into technical solutions.
- Requirement gathering, designing, integration, team coordination, estimations and client interaction.
- Support, maintenance and enhancement of production support projects.

Accenture, Pune

Technology Education Analyst

- Handled projects for T-Mobile and Sanofi Pharma.
- Software design and development.
- Trained new joiners with end to end business and application development.
- Provided support during Go-live stage for successful project release.
- Worked in Learning, knowledge and management domain for driving Accenture's multiskilling initiative across all Accenture locations.

ACHIEVEMENTS

- Dream Team Award in Wipro for significant contribution to finance solutions.
- Multiskilling Award in Accenture for getting more than 10,000 employees multi-skilled in various technologies.

ISHAN JAIN



- Total Work Experience of 5 Years (Environmental consulting and Sustainability strategy for various industrial projects).
- Ace Engineers and Consultants, Environmental Consultant, (June'12 – May'17)
- Rays Enserv, Partner, (August'16 – May'17)
- B-Tech in Civil Engineering (2008-2012), Faculty of Engineering and Technology, SRM University, Chennai, Tamil Nadu

INTERESTS

- Climate Change and Sustainability Services
- Corporate Responsibility.
- Risk Management.
- Energy Auditing and Carbon Strategy.
- Environmental Impact Assessment Studies.

KEY EXPERTISE

- Environmental Impact Studies and Analysis.
- Waste Management and Treatment.
- Energy Auditing.
- Project Management.
- Team Leadership.
- Corporate Responsibility.
- Environmental Policy Implementation.
- Strategic and Objective Advisory

EXPERIENCE

Ace Engineers and Consultants, Punjab

Environmental Consultant

- Team Leader for energy audit for various industrial firms including Refineries and Distilleries.
- Conducting Environmental Impact Assessment Studies.
- Corporate Social Responsibility advisory as per prevailing laws.
- Waste Treatment and Design Management.
- Energy Resource Management Advisory.

Rays Enserv, Punjab

Partner

- Project Valuation for Investment feasibility.
- Technical Evaluation Preparedness for the project evaluation by TIFAC under TIFAC SRIJAN programme by Department of Science and Technology, Govt. of India.
- Project Clearance by Ministry of New and Renewable Energy, Govt. of India.

ACHIEVEMENTS

- Accredited Functional Area Expert by NABET under Ministry of Industry & Commerce in 2017.
- Awarded 5% equity in the waste to energy startup named Rays Enserv in 2016.
- Selected for Business Incubation Programme by Nexus (Powered by IC² institute of The University of Texas at Austin)

KUMAR SAURABH



- Total Work Experience of 9 years & 4 Months (Technology Consulting, Enterprise Architect, Business Transformation Consultant and Presales).
- Onsite exposure in the European region with workshops, business engagement programs and training sessions from process maturity and compliance perspective.
- Infosys Limited (February 2012 – April 2017), Senior Consultant.
- Keane Inc, a NTT Data Company (July 2011 – January 2012), Senior Software Engineer.
- Accenture India Private Limited (July 2010 – July 2011), Software Engineer.
- Tata Consultancy Services (November 2007 – June 2010), Assistant Systems Engineer.
- Bachelor of Engineering (B.E.) – Electrical & Electronics (2003-2007) with (Honor's) degree from University of Technology of Madhya Pradesh Bhopal.

CERTIFICATIONS

- Certified as Oracle E Business Suite R12.1 Human Capital Management PreSales Specialist
- Certified as Oracle Fusion HCM 2014 (Human Capital Management) PreSales Specialist
- Certified as Oracle Fusion HCM 2014 (Human Capital Management) Sales Specialist
- Certified as Oracle Taleo Enterprise Cloud Service 2013 PreSales Specialist
- Certified as Oracle Taleo Enterprise Cloud Service 2013 Sales Specialist

INTERESTS

- Business Strategy Consulting
- Change Management
- Business Analytics
- Branding and Positioning
- Business Development

KEY EXPERTISE

- Business Transformation
- Functional Implementation Consultant
- Enterprise Technology Architect
- Presales Consultant
- Capacity Planning

EXPERIENCE

- Lead solution consultant for Human Resource Information Systems (HRIS) product for a retail customer in Middle East region with cumulative project revenue of 3 million USD.
- Deployed proposed HRIS system with a functional cross-over across product lines and legislations (US, Kuwait, Finland, Denmark, Germany).
- Completed Business Transformation for a pure turnkey project delivering auto enrollment facility for insurers & employees utilizing HRIS product that impacted 900 users.
- Articulated own point of view based on assessment of multiple considerations with respect to customer operating business model.
- HR Transformation: Designed an operating model and global & local processes for multi-country roll-out on the back of shared services setup and/ or system implementation.

ACHIEVEMENTS

- Received INSTA award in August 2015 at Infosys for outstanding contribution to a cloud implementation project for a semiconductor client in the North America region.
- Received BRAVO award in August 2013 by Infosys Utilities practice unit for an on premise HRIS implementation in the North America region.
- Received runner's medal at Infosys Marathon Run organized in Bangalore Delivery Centre in December 2015.

MEDHAVI SAHARAN



- ✦ Total work experience of 4 years 8 months (Project Management, Database Management, Administration and development)
- ✦ Ericsson India Global Services Pvt. Ltd. (Sept 2012-April 2017)
- ✦ B. Tech - Computer Science (2008-2012), Banasthali University, Banasthali (Raj.)

CERTIFICATION

- SQL Developer - Ericsson Technical Certification Program
- Certified as Associate IP Networking from Ericsson India Global Services Pvt. Ltd.

INTERESTS

- Customer Relationship Management
- Consultancy
- Business Analysis
- Marketing Research
- Human Resource Management

KEY EXPERTISE

- Client engagement and requirements elicitation
- Customer handling
- Software development using Agile methodology
- Business development
- Team management

EXPERIENCE

Ericsson India Global Services Pvt. Ltd., Gurgaon

Technical abilities:

- Worked in database management system in telecom domain.
- Analysed client's business requirements through documentation and initiated discussions with project stakeholders and business partners to identify the business needs and provided high quality and cost effective solutions.
- Performed RCA to identify fluctuating networks and degrading sites spread across geographic locations at various network levels.
- Designed efficient network performance analyser tool (ESPA) for various clients like Clearwire USA, MTN Nigeria, Vodafone Netherlands etc.

Project management and leadership abilities:

- Proactively communicated in multicultural environments to resolve incidents faced by the client and accommodated their frequent change requests at short notice.
- Trained a team of 10 UI and DB developers to improve the application development processes.
- Prepared solutions for business proposals for projects.

ACHIEVEMENTS

- Won "Ace Award" for two years for exceeding production goals.
- Negotiated a cost cutting plan with the Clear wire, USA that helped them cut office expenses by 20% annually.
- Reduced application testing time (by 35%) by tuning database processes and automating engines.
- Improved employee participation in Corporate Social Responsibility initiatives by 60% by launching a multi-phase awareness campaign.

Volunteer experience

- Supported victims affected in the Uttarakhand floods of 2013.
- Animal Shelter Volunteer.

PRATEEKSHA SINGH



- Total Work Experience of 5 Years 5 months
- Maya Academy Of Advanced Cinematics-A division of Aptech Ltd (Jan 2013-August 2016)
- Aptech Learning (April 2011-Dec 2012)
- Intern at Aptech Learning (Jan 2011-Mar 2011)
- Master in Business Administration (Distance Learning) from Mahatma Gandhi University-Meghalaya (2012-2014)
- Bachelors in Business Administration from FMCA (affiliated to Dr. B.R Ambedkar University) (2007-2010)

CERTIFICATION

- Marketing Management from IIM Bengaluru (edx)

INTERESTS

- Brand Management
- Brand Building
- Brand Communication
- Product Management
- Strategic Planning

KEY EXPERTISE

- Brand Building
- Brand Communication
- Product Management
- Strategic Planning
- ATL/BTL Campaigns
- Consumer Behavior

EXPERIENCE

Maya Academy of Advanced Cinematics

Academy Manager

- Expertise into integrated marketing campaigns & demand generation.
- Driving effective strategies for augmenting brand image & business potential.
- Creating new business avenues and product promotion by using STP approach.
- Responsible for profit center management.
- Ability to lead & motivate a diverse team towards customer satisfaction

Aptech Learning

Assistant Manager

- Implementing sales & marketing activities for revenue generation.
- Implemented ATL/BTL campaigns
- Market research & I2R2 analysis.

ACHIEVEMENTS

- Outstanding Performance- year 2014
- Outstanding Performance- year 2015

RAJAT JOSHI



- Total work experience of 5 years and 3 months (Software development)
- Next Big Technology (Dec'11 – April'17)
- B-Tech in Information Technology (2007-2011), SKIT, Jaipurdisha

INTERESTS

- Consulting
- Customer Relationship Management
- Operations
- Business Analyst
- Presales

KEY EXPERTISE

- Client Engagement
- Requirement Analysis
- Resource Management
- Quality Management

EXPERIENCE

Next Big Technology, Jaipur **Product Developer**

- Communicate with client for understanding requirement and reviews
- Quality Control
- Testing
- Plugin development
- Lead a team consisting of 8 members
- Software design and development
- Recommendation of new tools
- Managed the complete development pack for various releases
- Contributed for various projects during Go-live stage for successful closure of the project.
- Speed optimization.

ACHIEVEMENTS

- Delivered Zero Defect product.
- Received Employee of the year (2015).
- Received client appreciation certificate for project contribution.

RANJIT SHANKER S



Total Work Experience of 10 years
(Application Development,
Operations support, Project
Management)

Infosys (2005-'06 to 2015-'16),
Technology Lead

B. Tech - Electronics and
Communication Engineering (2005),
MG University, Kerala

CERTIFICATION

- Basics of Retail Credential, National Retail Federation
- Infosys Technology and Domain certifications

INTERESTS

- Business Strategy Consulting
- Business Analytics
- Business Development

KEY EXPERTISE

- Operation Support
- Application Development
- Project Management
- Knowledge Management
- Risk Management
- Mentoring
- Data warehousing

EXPERIENCE

Infosys Limited

- **Project: Sears Marketplace**
 - Offshore lead for a 12 member team, involved in identifying bugs in application and enhancing the features of the application.
 - Automated recurring tasks and created reusable tools to save considerable expenses and man hours. An automation tool to reduce effort spent on analysis of merchandise going offline, saved the client \$50,000 on an ongoing basis.
 - Mentored the new joiners, and team members in improving their technical, domain and soft skills.
- **Project: Sears Data Warehouse**
 - Offshore lead for a 4 member team, involved in designing a data warehouse model for a one time data load of millions of merchandise into database and handle a daily load of data of 10,000+ items, with performance, stability and impact on dependent systems being critical parameters.
 - Provided 18x7 support during US holiday season for the E-COM website, and helped the retailer achieve \$5 million online sales during Thanksgiving week without any glitch.
- **Project: KMART Store Signage**
 - Sole member of the project for design and development of a data warehouse model to extract data from various legacy systems and load into the production database. Migration to new platform reduced the time needed for item prices to get reflected on the electronic displays in stores.
 - Played the role of consultant to other projects as a Subject Matter Expert (SME) for Data Warehouse technology.
 - Conducted interviews for prospective job seekers to the Company.
- **Project: Advance Auto Parts Point of Sale Application**
 - Offshore lead of project involved in fixing bugs and improving features of Point of Sale application (APAL).
 - Developed a Local Area Warehouse (LAW) application. LAW was deployed in 3400 stores and the application reduced the order delivery time and increased earnings to the client during recession year.
- **Project: Telenet Operations Support System**
 - Provided Level 2 and 3 supports for Telenet. Identified root causes for recurring problems in their Operation Support System (OSS).
 - Worked on re-architecting of Telenet's OSS. Redesign of OSS architecture reduced order intake time and number of people involved in back office activities, improved quality of customer data by eliminating duplicate customer information, and better control on inventory.

ACHIEVEMENTS

- Won the Most Spirited Team award in my capacity as Team Building Anchor.
- Recognized to be in the top 25% band among the entire workforce for 3 consecutive years.

SANTOSH KUMAR



- Total Work Experience of 6 Years in Project Management.
- Larsen & Toubro Limited, (Dec-2010 to Sept 2016).
- M3M India Limited, Gurgaon, (Sept'16-Feb'14) Assistant Manager (Planning Head)
- Jaypee Associates Limited, Jaypee Sports City, Greater Noida (Jan'14-March'13) Senior Engineer-Project management.
- Nestlé India Limited ,Egmont -2 Project, Sonapat (Feb'13-July'11) Project Engineer
- Light Industries Division, Segment Head Office, Hyderabad, (June'11-Dec'10) Project Co-coordinator.
- B-Tech in Mechanical Engineering (2006-2010), Manipal Institute of Technology, Manipal University, Manipal, Karnataka.

INTERESTS

- Project Management
- Strategic Operation Management
- Strategy & General Management
- Consulting
- Business & Finance

KEY EXPERTISE

- Project Management
- Supply Chain Management
- Business Development & Strategic planning
- Resource management
- Vendor Management, Purchase & Sourcing

EXPERIENCE

Larsen & Toubro Limited, Gurugram **Assistant Manager**

- Gained experience in handling project activities entailing resource management, tender evaluation and contract management for large sized projects.
- Project Management: Developing project baselines; monitoring and controlling projects with respect to cost (cash liquidity), resource deployment, time over-runs and quality compliance to ensure satisfactory execution of the same.
- Formulating operating budgets and managing overall operations for executing projects within cost & time norms
- On Site Management: Anchoring on-site activities to ensure completion of project within the time & cost parameters and effective resource utilization to maximize output.
- Supervising all activities that include technical inputs for methodologies and maintaining coordination between site activities
- Purchase / Sourcing Operations: Developing vendor base for obtaining timely procurement of materials at favourable terms and preparing purchase schedules for timely procurement of raw materials & capital equipment
- Preparing purchase/ work orders, formulating comparative statements, analyzing quotations, checking all bills, finalizing them as per purchase terms and forwarding the same to concerned department
- Delivered a dynamic breakthrough in managing the projects of diversified nature across the career span with proficiency in swiftly ramping up them with competent cross-functional skills.
- Proven abilities to create, lead, train, motivate and maintain high performance teams to work under various constraints

ACHIEVEMENTS

- Initiated and completed a project on Management Planning & Control Systems (MPCS) at KCP Limited.
- Completed Supervisory Management Development Programme (SDP) offered by L&T Ltd.
- Completed a certified course in CATIA.
- Appreciation and reward from organization L&T for cost saving of the project.

SUDEEP KUMAR RANA



- Total Work Experience of 6.4 years (IT Pre-sales, Delivery and Consulting)
- Tata Consultancy Services Ltd. (Dec'2010 – May'17)
- B. Tech – Electronics and Communication Engineering (2006-2010)
- SJPMI Institute of Engineering & Technology, Kurukshetra (Haryana)

CERTIFICATION

- TCS Business Domain Academy
- Certificate in Pharma Management
- Certificate in Business Skills
- TCS Leadership Training Program 'ASCENT'

INTERESTS

- Consulting
- IT Pre-sales
- Business Development
- Customer Relationship Management
- HR Management

KEY EXPERTISE

- Business Analyst
- Project Planning and Resource Management
- Quality Management
- Client Engagement, Requirement Elicitation

EXPERIENCE

Tata Consultancy Services Ltd., Tokyo, Japan

Senior Test Consultant

- To provide testing services for Veeva CRM implementation to leading pharmaceutical client
- Project start up and Team Resourcing
- Schedule and scope management
- Overall testing framework planning
- Tracking and Management of Risks and Issues
- Client and internal stakeholder management
- Offshore delivery management

Tata Consultancy Services Ltd., Gurgaon

Business Analyst

- Liaised with business partners, compliance/regulatory teams, technical and architecture user groups for laying initial grounds for defining process maps for customization of applications (Insight Publisher and eCTDExpress) used for publishing submissions to Regulatory Authorities.
- Facilitated requirement elicitation sessions and business workflow modelling followed by concise documentation.
- Ensured end to end delivery of stepwise deliverables and coordinated interim BA activities of design reviews, QA testing, UAT and deployment.
- Developed an auditing tool in IBM Rational DOORS using dxl scripting to generate compliance reports, create test summary reports, and notify users in case of any possible SLA breach.

Tata Consultancy Services Ltd., Mumbai

Technical Lead

- End to End Management of Business Processes in Financial Inclusion project (KBS) for various banking clients which includes Application design/deployment/Testing
- Facilitate client specific customization of the middleware application (TCS Kiosk Banking Solution)
- Implementation and solution of CRs/Bugs
- Handled various technical discussions, requirement analysis meetings and UAT with clients.
- Ensured on-time delivery of the project: met cost /quality / delivery targets and took initiatives to enhance project profits, provided process improvement initiatives and created strategic plans to improve top line.

ACHIEVEMENTS

- Service and Commitment Award in recognition of 5 years of dedicated service at Tata Consultancy Services
- Received Star of Quarter for outstanding contribution to organisation
- Received a CSI (Customer Satisfaction Index) of 99% for flawless application deployment in time bound manner.

TIRUPATI PADHY



- Total Work Experience of 5 Years 3 months (Software Testing)
- VaaaN Infra Pvt. Ltd. (Feb'16 – Apr'17), Faridabad
- V3I Technologies Pvt. Ltd.(Dec'11-Feb16), New Delhi
- B-Tech in Information Technology (2007-2011), Roland Institute Of Technology, Berhampur, Odisha

INTERESTS

- Sales/Pre-Sales
- Digital Marketing
- Business Development
- IT Consultancy
- Operations Management
- Customer Relationship Management (CRM).

KEY EXPERTISE

- Project Planning and Scheduling
- Customer Relationship Management
- Project Management
- Quality Management
- Operation Management
- Software Development Life Cycle

EXPERIENCE

VAAAN INFRA & TECHSYSTEMS PVT. LTD.

Software Testing Engineer (Team Lead)

IHMCL (Indian Highways Management Company Limited)

- It is the implementation of Electronic Toll Collection (ETC) on National Highways in India using Passive RFID (Radio Frequency Identification) technology. It's an automated toll collection system.
- Communicate with client regarding change requests and issues.
- Design Test Plan / Write test cases / Execution of test cases / Prepare Traceability Matrix/ Prepare test reports.
- Execute different type of testing like Smoke Testing, Integration Testing, System Testing, Database testing, Functional Testing, Regression Testing, Sanity Testing and UAT etc.
- Review of SRS for better clarity in SRS.
- Participation in Kick off meetings.

V3I TECHNOLOGIES PVT. LTD.

Software Testing Engineer

CRM (Customer Relationship Management).

- Customer relationship management (CRM) is an approach to manage a company's interaction with current and future customers. The customer relationship management approach tries to analyze data about customers' history with a company, in order to better improve business relationships with customers, specifically focusing on retaining customers, in order to drive sales growth.
- Understanding the Product using Software Requirement Specification and the Prototype Model.
- Requirement Analysis in co-ordination with development.
- Database maintenance and database testing.
- Providing Technical and functional information.
- Updating Test Cases based on review comments.

ACHIEVEMENTS

- Awarded Employee of the year (V3I technologies) in 2014.
- Organized tech fest. UTKARSH during B.Tech in 2008.

TRUDY TRICIA DSOUZA



- ✦ Total Work Experience of 9.5 Years (5 years in Digital Marketing & CRM)
- ✦ Convomax - Lead PPC Strategist (June 2014 - April 2017)
- ✦ Nishank Web Studio - Content Strategist & CRM Lead (Sept 2012 - May 2014)
- ✦ Animal Aid Charitable Trust - Assistant Manager (Sept 2010 - April 2012)
- ✦ goTrip India - Assistant Manager - Travel (Sept 2009 - Sept 2010)
- ✦ E-gurus Solutions - Customer Service - After Sales (Oct 2006 - March 2009)
- ✦ Bachelor Of Arts (Hislop College, Nagpur University, 2003 - 2006)

CERTIFICATIONS

- Google Adwords Certified
- Google Shopping Certified
- Google Analytics Certified
- Google Display Certified
- Bing Accredited Professional
-

INTERESTS

- Digital Marketing
- Marketing Analytics
- Customer Acquisition & Retention
- Business Analytics
- Consumer Behaviour

KEY EXPERTISE

- Customer Relationship Management
- Online Branding & Engagement
- Team Management & Conflict Resolution
- Pay Per Click Planning, Optimisation and Reporting
- Ecommerce Merchandising

EXPERIENCE

Convomax, Nagpur

Lead PPC Strategist

- Increased customer acquisition rate by 15%.
- Increased the customer base of Mercedes-Benz Auto Hangar Nagpur & Raipur by 23% & 36% respectively .
- Increased lead generation for a U.S middle school by 19%.
- Conducted a 5 days workshop on 'Harnessing the power of Social Media' for Nagpur Police - Cyber Branch.
- Handled client publishing needs using CMS (Wordpress).
- Lead a team of 5 that developed & implemented online marketing strategies on various ad platforms including Google, Bing, Facebook & Instagram.
- Conducted regular client audits - website audits, ppc account audits, landing page optimisation etc

Nishank Web Studio

Content Strategist & CRM Lead.

- Developed and implemented the lead generation and follow up strategy for the company and its overseas clients.
- Managed a team of 9 including 3 offshore executives & 1 web developer.
- In charge of overall business development and revenue generation.
- Successfully harnessed the power of CRM to identify specific customer interests and offer them relevant products.
- Completed a report on the profitability of offering Search Engine Marketing services to our clients.

Animal Aid Charitable Trust

Asst Manager, Humane Educator & Volunteer Coordinator

- Managed a staff of 33 including 3 veterinarians and 5 veterinary nurses.
- Developed and implemented the volunteer program.
- Successfully increased public participation in our volunteer program.
- Liaised with government organisations, public and private stakeholders in matters of compliance and law with regard to animal welfare.

ACHIEVEMENTS

- Won 'Best Performer of the Year' for my contribution at E-gurus Solutions Ltd.
- Part of a 3 member team that successfully de-escalated a mob attack (20+ people) on a woman's house.
- Conceptualised and implemented a volunteer engagement strategy that resulted in the donation of 80+ kgs of contributory items in a short period of time.

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.
- ✦ INDIA PVT. LTD.
- ✦ INFOSYS LIMITED
- ✦ JET AIRWAYS
- ✦ JOHN CRANE SEALING SYSTEM
- ✦ JOHNSON AND JOHNSON
- ✦ KANSAI
- ✦ KOTAK LIFE INSURANCE
- ✦ LG
- ✦ LIBSYS
- ✦ MAGNETIMARELLI INDIA PVT. LTD.
- ✦ MARUTI SUZUKI INDIA LTD.
- ✦ MINDA
- ✦ NCI 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
- ✦ TCS
- ✦ TECH MAHINDRA
- ✦ UB GROUP
- ✦ VIDEOCON
- ✦ WHIRLPOOL
- ✦ WIPRO
- ✦ XANSA
- ✦ YES BANK

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