



RP-Sanjiv Goenka
Group
Growing Legacies

“With global wings even sky is not the limit”



Recruiters Guide

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>



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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



Dear Recruiter,

At this critical juncture in India's Growth story, where it looks to leverage its demographic dividend over the next decade, management education for Business executives plays a significant role, as they are set to become the next generation leaders. International Management Institute, New Delhi helps prepare Business executives to tackle modern day challenges and equip them to take critical and strategic decisions by making them more knowledgeable, innovative and versatile.

The Executive PGDM program at IMI, New Delhi supplements the existing functional domain knowledge of a participant and also augments their analytical skills. It provides a platform for them to handle cross functional issues in the business environment. The classroom learning paves a way for out-of-the-box thinking and promotes the entrepreneurial spirit.

Making the learning more holistic, IMI New Delhi focuses on value based learning and helps in grooming a socially sensitive and ethical professional.

We, at IMI, look forward to hosting you at our campus.



Dr. Abhishek Nirjar

Buddhiraja Chair Professor - Strategic Management
Dean - Executive Education and International Relations
International Management Institute, New Delhi

Dear Recruiter,

For the past 31 years, IMI Delhi has been providing high quality, competent professionals to the corporate world. The competencies required to deliver sustained performance in the world of business have evolved over the years and the process has been highly demanding and equally rewarding, with most of the participants of our different programs making a name for the Institute and for themselves at various official positions, both national and global, in their respective functions.

We, as an Institute have constantly endeavored to ensure that we are abreast with the topical developments of the corporate world by taking up new initiatives and by introducing fresh courses for our students, year on year. Our students have always supported us by putting their faith in us and orienting themselves to extract the maximum value out of what we have to offer.

We have ensured that we nurture global leaders with a thought to what is required of them today and what is most likely to be needed of them tomorrow. We have tried to shape them in such a way that they are able to acclimatize themselves better in VUCA times. I am confident that our students can take any and every kind of professional challenges head-on and come up with a solution for the same in reasonable amount of time. Not only that, they understand the importance of being social and ethical creatures, striving hard to match the reality to the ideal as closely as possible, based on their acumen.

Having said that, IMI is now awaiting and preparing for its next wave of professionals to be inducted into the corporate world. I take this opportunity to welcome you to our campus and identify those who you think can carve a niche for themselves in your organization by delivering output for you.

Dr. Manaswini Acharya

Professor - Marketing
Dean - Corporate Relations & Placements
International Management Institute, New Delhi



vision

to be a premier global management school

mission

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

PROGRAM

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).



ELIGIBILITY

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 accredited by AMBA UK as a MBA provision.





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



MENTORS

Economics:

Arnab K. Deb
Ph.D. in Economics from
University of Connecticut, Storrs
(U.S.A.)
Assistant Professor

Dr. Bakul H. Dholakia
Ph.D. (M S University, Baroda)
Director General

Vijay P. Ojha
Ph.D. in Economics, University
of Delhi
Professor

Finance:

Aman Srivastava
Ph.D. (Jamia Milia Islamia)
Associate Professor

Barnali Chaklader
Ph.D. (Bundelkhand Univ),
FCMA, MBA, M.Com (DU)
Associate Professor

Chhavi Mehta
Ph.D. IIT Delhi
Assistant Professor

Deepak Tandon
Ph.D. Finance (International
University of Contemporary
Studies, Washington D.C.,
U.S.), MBA (FMS) DU, LLB –
DU, CAIIB
Professor & Programme Chair –
PGDM (B&FS)

Dr. Gauri Shankar
Ph.D. Delhi School of
Economics
Professor

Harsh Vardhan
Ph.D. Finance (FMS, Delhi
University)
Associate Professor

Prashant Gupta
Ph. D. (Bundelkhand
University), M. Phil, LLB, MMS
(DAVV, Indore)
Associate Professor

R. K. Arora
Ph.D. (IIT Delhi), FICWA, FCS,
MBA
Professor

Sanjay Dhamija
M.Com. (Delhi School of
Economics), FCMA, FCS, L.L. B
(Delhi University), CFA (ICFAI)
Professor

Information Systems:

Himanshu Joshi
Submitted Ph.D. (AMU), PGDM
(IMI), B.E. (Bangalore
University)
Assistant Professor

Prageet Aeron
FPM (IIM - Ahmadabad)
Assistant Professor

Prerna Lal
MBA (IIT Roorkee) BE
(Computer Technology)
Lecturer

Marketing:

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

Manaswini Acharya
Ph.D. Fulbright Scholar
(University of Virginia
Charlottesville)
Professor & Dean (Corporate
Relations)
Chairperson (Branding & Media
Relations)

Nalin Jain
M. B. A. (FMS, Delhi
University), B. Tech.(IIT BHU),
Submitted Ph.D. (IIT Delhi)
Associate Professor

Neena Sondhi
Ph.D. (University of Delhi)
Professor

Pinaki Dasgupta
Ph.D. Banaras Hindu
University, MBA Purvanchal
University
Professor

Supriya Kalla
Fellow in Management (MDI)
Assistant Professor

Operations and Quantitative Methods:

Alok Kumar Singh
FPM, IIM Indore
Assistant Professor

Arvind Chaturvedi
Ph.D. (IIT Delhi), M.Sc Stat
(IIT Kanpur), M.A. (Eco)
Professor

Bhimaraya Metri
Ph.D. (IIT Mumbai)
Professor & Dean (Academics
& Alumni Relations)

Deepak Chawla
Fellow in Management (IIM-
A), M.Stat. (ISI)
Distinguished Professor &
Dean (Research & FPM)

Kakali Kanjilal
Ph.D. (IGIDR-Mumbai), M.Sc.
Associate Professor

Pradip K Bhaumik
Fellow in Management (IIM-A)
B.Tech. (IIT Delhi)
Distinguished Professor

Siddharth Varma
Ph.D. (IIT Delhi), M. Tech (IIT
Delhi), MBA (AIT, Bangkok),
B.E. (IIT Roorkee)

Organization Behaviour and Human Resources

Afsha Dokadia
Ph.D. (TISS), MBA
Sr. Lecturer

Asha Bhandarker
Ph.D. Business Management
Osmania University, M.A.
(Psycho-Organizational
Behaviour)
Distinguished Professor

B. K. Srivastava
Ph.D. (Southern Illinois
University)
Professor

Irfan. A. Rizvi
Ph.D. (University of Delhi)
PGDPM (FMS), MSc (BHU)
Professor

Mamta Mohapatra
Ph.D. (Utkal University)
Professor

R.P. Ojha
B.Sc. (Honours), Patna Science
College, Patna
Post Graduate Honours
Diploma, XLRI, Jamshedpur
Professor

Richa Awasthy
Ph.D. (Jamia Hamdard
University)
Assistant Professor

Shailendra Nigam
Ph.D. (Agra University), MBA,
L.L.B
Professor
Chairperson – Admissions

Snigdha Rai
Ph.D. (BHU)

Soni Agrawal
Ph.D. (IIT – Kharagpur)
Assistant Professor

V. Chandra
Ph.D. (Jamia Milia Islamia)
Professor

Strategy and General Management

Abhishek Nirjar
Ph.D. (Sheffield University UK)
MBA, (Lucknow Univ.)
Buddhiraja Chair Professor
Dean- International Relations &
Executive Education

Arun K. Rath
Ph.D. (Kalinga Institute of
Industrial Technology)
Professor

Ashutosh Khanna
Ph.D. & MSc, (London School of
Economics and Political
Science, U.K)
Associate Professor

G.K. Kapoor
Ph.D. (Delhi University), M.Com
Professor

G.K. Agarwal
M.S.(Industrial & Management
Engineering), M.S.U., USA,
B.Tech.(IIT Kanpur)
Professor

Sonu Goyal
Ph.D. (FMS, Delhi University)
Professor

Vijay Seth
Ph.D. Delhi School of
Economics
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, 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) 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-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

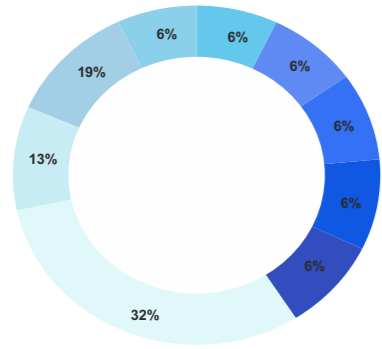
Nestled in Qutab Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD, Lausanne). IMI is India's first corporate sponsored Business School with sponsorship from corporate houses like RPG Enterprises, Nestle, ITC, SAIL, 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

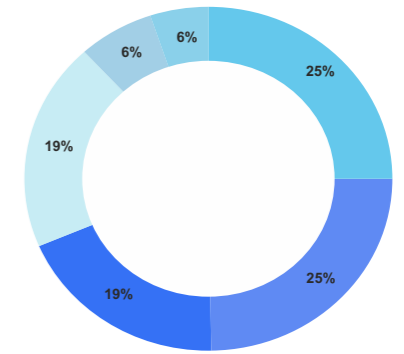


INDUSTRY MIX

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

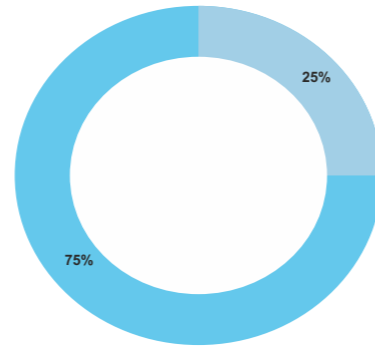
FUNCTIONAL MIX

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



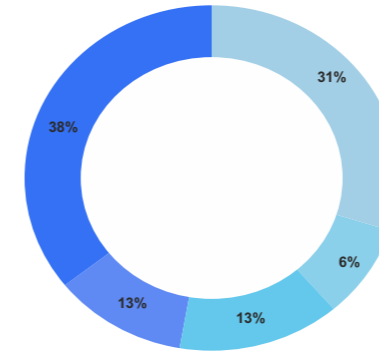
INTERNATIONAL EXPOSURE

- 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

6ENERGETIC 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 ICOFP, 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

- Handled Distribution Management for Samsung India Electronics Pvt. Ltd. For Ajmer Bhilwara & Nagaur Districts of Rajasthan.
- 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 Affair
- 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 & ONSITE 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 up gradation projects and have received client appreciations
- Oversee Test and Defect management process and ensure that the deliverables conforms to Quality requirement within the stipulated deadline

Rapid Value Solutions Senior QA Engineer

- Team Lead managing android, windows, iOS and BlackBerry apps testing projects
- Implemented proactive strategy for findings defects in iOS apps
- Spearheaded Test automation tool trainings among team members as part of competency improvement initiative

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 Apgenco 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

(Private Dental Clinic & Lion's Medical Centre)

- 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 from Ministry of Information & Broadcasting, Government of India for oral health camp under National Rural Health Mission
- 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
- Oversee 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

- Streamline 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



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



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
- Industrial, Institutional, B2B, B2C, International Sales, Marketing

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



VARUN GANOTRA

B.E. - Electrical & Electronics, Maharshi Dayananad University, Rohtak

5 YEARS EXPERIENCE IN SALES AND MARKETING IN POWER & ENERGY SECTOR

CERTIFICATIONS

- Certification of Risk Review Manager
- Certification of Bid Management

INTERESTS

- Sales & Marketing
- Management Consulting
- Business Analytics
- Corporate Strategy & Planning

KEY EXPERTISE

- Sales & Marketing (B2B, B2C)
- Business Development
- Techno – Commercial Proposal Writing
- Contract Negotiations & Closure

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

Ion Exchange Ltd

Operation & Maintenance Engineer

- Maintenance of Power Plant Equipment
- Preventive Breakdown modeling & Completion

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
- Evaluesserve
- 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

