

**Class of 2024**

# Placement

## BROCHURE MBAEX

One-year Full-time Residential Degree Program for Executives



IIM Calcutta's One Year Residential MBA Programme



**Master of Business Administration for Executives 2023-24**  
Indian Institute of Management Calcutta

# CONTENT

01

From The Director's Desk

02

From MBAEx Chairperson's Desk

03

From Placement Chairperson's Desk

04

Academic Pedagogy

11

Batch Statistics

12

Class of 2024

16

Batch Profile

56

Recruitment Guidelines



## FROM THE DIRECTOR'S DESK

*Greetings from IIM Calcutta!*

It is my pleasure to welcome you to the placement activities of the MBAEx program of IIM Calcutta. Earlier known as PGPEX, the 17th batch of the program will be graduating in April 2024. IIM Calcutta is the first triple-accredited B-School in India. The AACSB, AMBA, and EQUIS certifications symbolize our commitment to staying current and relevant in dynamic and competitive environments. The Institute routinely features amongst the top-ranked B schools. These rankings endorse IIMC's strengths and commitment to producing business professionals who will provide visionary organizational leadership.

We began the Post Graduate Programme for Executives, MBAEx in 2006 with the vision of grooming leaders for the industry by drawing from the pool of those with work experience. A minimum work experience of five years is the eligibility criterion for this MBA for executives program. The curriculum is synchronized with changing business needs. Individual research projects, pre-work and workshop modes of teaching, and live projects have been incorporated in the latest revisions.

The programme continues to attract exceptional talent. The 17th batch comprises 77 students with an average age of thirty-one plus years. Their industry backgrounds represent 20+ diverse professional backgrounds, viz., IT/ITES, Telecom, Healthcare, Oil & Gas, Defense, Capital Goods, Education, Social sector, BFSI/ Financial Services, Energy & Power, Media & Entertainment, Agribusiness, E-commerce, Analytics, Consulting, Apparel fashion & Retail, Automobile, Consumer durables, EPCM/ Manufacturing. Out of the total batch strength, about 21% of the students have international experience.

The students are groomed to become leaders to meet the requirements of challenging business environments. The chosen participants are provided with an environment in which they can sharpen their competitive edge. The quality of the candidates and the programme is clear; nearly 1/6th of the graduates occupy C-Suite positions within five years of their graduation. Their success in the industry and other fora is evident from IIMC's MBAEx programme being ranked 3rd in NIRF 2022 Rankings of MHRD, Govt. of India among the top 100 B-schools. The programme ranked 68 globally in FT Rankings 2022 for Global MBA (One-Year) and ranked 1st in BT MDRA Indian B-School Ranking 2022. This programme is the only Indian Partner of Strategic CEMS Global Alliance with 33 Global Partner Business Schools.

Many of you have had a long-term relationship with our institute as recruiters. Your confidence in our institute and its students has helped us be proud of our very successful alumni across the globe. We remain cognizant that success is a journey, not the destination, and look forward to having you partner with us in our journey this year too.

We welcome you to the placement process of MBAEx once again.

Sincerely,

**Prof. Uttam Kumar Sarkar**  
Director  
IIM Calcutta



## FROM MBAEX CHAIRPERSON'S DESK

*Dear Recruiter,  
Greetings from IIM Calcutta!*

Welcome to the Placement process of MBA for Executives (MBAEx) program, a one-year full time General Management Program for experienced executives offered by IIM Calcutta.

The MBAEx program aims to develop Management Talent for middle and senior level leadership positions in diverse industries. The fact that we have been successful in the endeavour is reciprocated by the ready acceptance of our past 16 batches by the industry. The students have been recruited by organizations from wide spectrum of industries ranging from Consultancy, Telecom, Projects, IT, and ITES, Oil and Gas, and FMCG among others. In the past, students have been offered senior roles such as Director, Senior General Manager to name a few. Our MBAEx alumni are our flag bearers who have helped develop the program's visibility and credibility in the industry by their stellar achievements. Many of them are contributing significantly in their positions of leadership and prominence, even though MBAEx is still relatively a young program. The pandemic initiated challenges were aptly rewarded by our resilient students who made the most of the adapted curriculum to meet the industry needs. It is worthwhile to mention that IIMC-MBAEx program is part of the 2023 FT 100 Global MBA (One-Year), that also includes #1 in alumni satisfaction criterion among all Indian B-Schools. We are also proud of being the first Indian B-School to have been triple-crowned with global accreditation, with MBAEx selected as focus program by International Accreditation Agencies.

The Class of '24 comprises an eclectic mix of youth and experience. Under the able guidance of the country's leading management faculty, a passion for continuous learning synergizes with experiences from diverse industry backgrounds to create an enriching learning environment. MBAEx curriculum has been supplemented with several industry-academic events unique to IIM Calcutta in particular. Experiencing Workshop modes of teaching and case-based learning, having industry stalwarts as guest lecturers in Leadership Talks with CEOs teaching students

in one-of-a-kind 'Being a CEO' course, including recent industry-related electives in #tech and #digital spaces, scaling up the only Asian business symposium conclave – Lattice, creating YouTube chapters on Futures of Work, recording organic growth of MBAEx LinkedIn page, and contributing in Live Projects on sustainability; these are some of the unique revisions incorporated into the dynamic program structure. We included new elective courses in 2023-24. The international immersion program with site visits to L'Oréal Beauty Tech Square in Paris with Essec Business School and Industrial houses like BASF SE, Hager Group, and Heidelberger Druckmaschinen with Mannheim Business School are the highlights on Global Industry Exposure. MBAEx Review is now in its 5th year of expanding its reach as a recognizable Business Magazine developed by the students.

The cohort diversity has been growing in the last couple of years and that is a positive sign of a maturing academic program. We have had in recent years' students with experience as diverse as lawyers, dentists, architects & defence, apart from the expected aspirants – IT / ITES! The Class of '24 is a fine mix of Oil and Gas, Petrochemicals, Audit, Financial Services, Banking, Defence, IT/ITES, Manufacturing, Automotive, Education, Power, Mining and Energy, Agribusiness, Construction, Electronics, Telecommunication, Insurance, Travel and Tourism, among others.

The students of MBAEx are ready once again to develop their own unique learning curve, and with them, we at IIMC re-learn that it takes a lot more than any, to watch, imagine and support the 'future-in-progress'! We look forward to YOUR continuous support, interest and contribution as always in probably the most dynamic activity that exists between IIMC-MBAEx and Industry – as recruiters you help us contribute meaningfully to academia, industry and world at large.

Warm Regards,

**Prof. Pragyan Rath**  
Chairperson  
MBAEx (Indian Institute of Management Calcutta)



## FROM PLACEMENT CHAIRPERSON'S DESK

*Dear Recruiter,*

IIM Calcutta extends its heartfelt greetings and welcomes you to the placement process of IIMC's MBAEx (formerly PGPEX) class of 2024. For the last 16 years this program has distinguished itself in developing the leadership and management capabilities of graduates with prior work experience. The program's contribution to augmenting and enabling mid-career professionals to progress towards senior/top management roles in the industry has been borne out by the standing of the program in the market.

One-sixth of the MBAEx alumni have occupied CXO positions within five years of graduation. IIMC's MBAEx ranks 68th globally in 2022 FT Survey and 3rd in the NIRF 2022 ranking of Government of India. It has been ranked 1st in the BT MDRA Indian B-school ranking of 2022.

IIM Calcutta's triple-crown accreditation and status as the only Indian strategic partner of CEMS Global Alliance in Management Education speak highly of academic prowess and the programme structure. The institute provides an intense learning atmosphere, global perspective through an international immersion programme, live projects, and continued interactions with industry leaders in formal and informal settings.

The current batch has 77 candidates. An average profile represents a 31.5-year-old graduate with 8.6 years of work experience who entered the program with an average GMAT score of 691. The participants come from 20+ diverse industry backgrounds (IT, Automobile, Manufacturing, Banking & Finance, Energy/Oil & Gas, Infrastructure/Construction, Consulting, Healthcare, Media & Telecom, Defense, E-commerce, Education, Insurance, Mining, Shipping, and Sports), making the class interactions truly vivid and enriching even for faculty colleagues.

I am sure this batch will bring in the richness of strategic thinking and action orientation your organization needs to succeed in these challenging times. I am delighted to invite you to be a part of Placement efforts for MBAEx 17th batch. You are a key part of our quest for excellence, and your support helps us feel proud of our institute's accomplishments. It would be our pleasure to help you scout the best talent for your business needs.

Sincerely,

**Nimruji Jammulamadaka**  
Chairperson – Career Development and Placement Committee  
& Professor – Organizational Behavior Group

## ELIGIBILITY CRITERIA

Executives with graduate degree (minimum 3 years duration) in any discipline (or equivalent qualification) from a recognized University

- At least 5 years of full time post-qualification Managerial / Professional experience
- A valid GMAT score (taken within the last 36 months at the time of application)
- Proficiency in English

## SELECTION PROCEDURE

Selection will be based on Academic Background, Professional Experience, GMAT Score, Personal Interview, Statement of Purpose and Recommendation Letters from two referees who hold senior academic or managerial positions.

## MODE OF DELIVERY OF THE PROGRAMME

Course delivery through an appropriate mix of classroom lectures, case studies, individual and team assignments. The programme will be delivered by IIMC faculty along with international faculty of repute.



## THE SALIENT FEATURES OF MBAEx

- Open to executives of all nationalities
- One-year full time residential programme
- Strong focus on analytical and problem-solving pedagogy
- Emphasis on developing communication, team-building and leadership skills
- Learning in a cross-cultural environment
- Immersion module with a pre-immersion project component
- Live Projects at IIMC campus with Industry/Faculty/Start-Up/Thought leaders/mentors
- World class management education at Indian price

The MBAEx programme fulfils the criteria to be considered as MBA as per global accreditation organizations and features in the coveted 'Global MBA Ranking'. The programme is of international repute and competes in the one-year MBA section of global rankings viz. Financial Times. Moreover, IIM Act also encourages the Institute to compete globally.

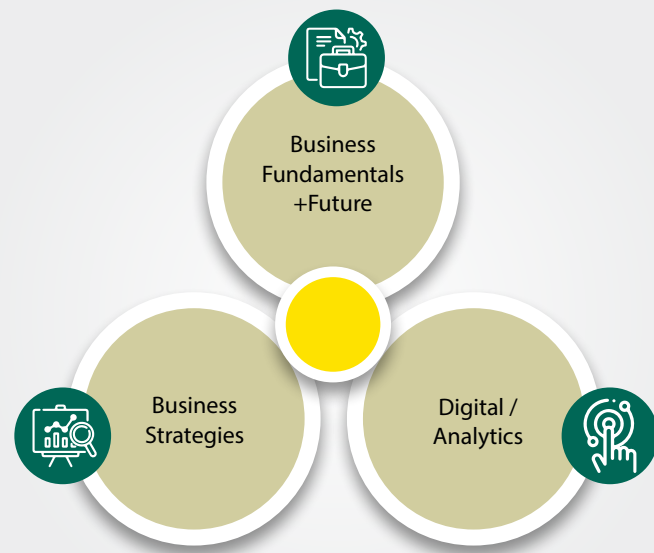
The programme has been continuing since 2006, and over the years, an integrated course package for this programme has been developed and updated annually. The students come with diverse work experience from various backgrounds and industries, making peer learning much more nuanced than a regular MBA programme. Several notable alumni of this programme are placed in leadership positions in various organizations.

Graduating students and new applicants to the programme may note that IIM Calcutta is engaged with the Ministry of Education (MoE) and other IIMs to address the concerns of the MoE related to the programme. Being fully owned by the Government of India as an institute of eminence, IIM Calcutta has sought the Ministry's support in running its best-positioned programmes. The final status of the certificate (Degree or Diploma) will be contingent on the outcome of the deliberations with the Ministry.

# MBAEX PROGRAMME AS SYNERGY, DIFFERENTIATOR & INSTITUTION BUILDER

MBAEx is the # Live Learning as Class of '24 has molded itself into activity verticals that contribute to IIM Calcutta-Institute building activities – content developers to event managers to engagement network to equity leadership - the live training for leadership role is on.

## MBAEx Differentiator: Fundamentals+Future



## MBAEx Differentiator: Classroom+Live Projects



## MBAEx Differentiator: Data+Behavior



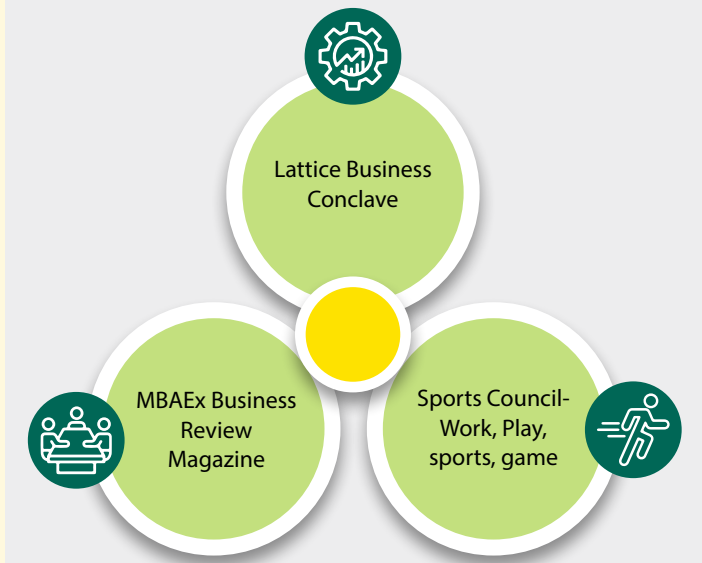
## MBAEx Differentiator: Academics+Industry Network



## MBAEx Differentiator: Student Positions of Responsibilities (PoRs) + Engagement Managers



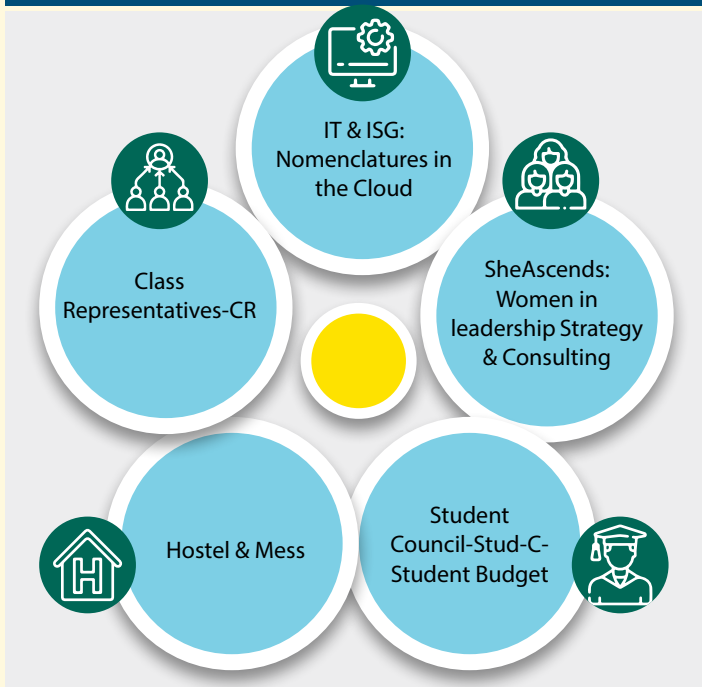
## MBAEx Differentiator: Student Positions of Responsibilities (PoRs) + Event Developers



## MBAEx Differentiator: Student Positions of Responsibilities (PoRs) + Academic Verticals



## MBAEx Differentiator: Student Positions of Responsibilities (PoRs) + Diversity, Equity & Inclusion



## BEING A CEO SERIES

As part of the "Being a CEO" lecture series, the students interact with top management industrialists and business luminaries and learn about what it takes to be a leader. It is a compulsory course of 10 sessions, each session token by an eminent CEO with students submitting reflective notes on the same.

## MBAEx LEADERSHIP TALKS -SPEAKER SERIES

The special Leadership Lecture series coordinated by the Social Networking Student Team (SNC) has Industry / Corporate / Social Leaders sharing their knowledge with the cohort.



## MBAEx ADMISSIONS WEBINARS

With an aim to reach out to prospective applicants who wish to apply for the next batch, the MBAEx student admission team (SAC) organize historically well-known theme-based webinar sessions during the admission cycle. Webinars were hosted as panel discussions on various topics:



These panels include industry alumni who have worked in the related area, the Programme 'Chairperson / faculty members and current cohort. The floor is opened for Q&A at the end of each panel discussion.

## INTERNATIONAL IMMERSION

The 16th MBAEx batch (batch 16: AY 2022-23) visited Mannheim Business School in Germany and ESSEC Business School in France for the immersion module between March 06 and March 18, 2023. As per earlier years, students were at the business schools for two weeks: the 2 weeks at the business schools included classroom lectures, industry visits, and group project work, the topics and scope of which were decided by faculty member(s) from the business schools. The students worked on the topics in groups and made presentations when they were at the business schools.

These projects were evaluated by the immersion partner schools.

ESSEC Business School, France organized the module "Doing Business in France" while Mannheim Business School, Germany organized, the "Global Immersion Module".

The ESSEC module comprised of lectures on: "Global strategy in the European Context", "Luxury Branding", and "Why is France the perfect place for entrepreneurs" among a few, and visits to companies like L'OREAL, French Ministry of Finance (Bercy), Cergy ESSEC Ventures, among others. Students had also gone to Mannheim and attended lectures on, "The German mindset and cultural identity as drivers behind Europe's economic powerhouse", "Success factors of the German Mittelstand", "Entrepreneurship from a German Perspective" and so forth and visited companies like Hager Group, BASF, Mafinex, along with others.



## LATTICE: MBAEx BUSINESS CONCLAVE

Lattice is the premier annual business symposium for IIM Calcutta and in South Asia. It is a one-day event with industry stalwarts and students and academia for relationship building and interactions organised by the Lattice Student Team. It has a broad theme with Keynotes, Panel & Round Tables, Quizzes and Case Competitions, Cultural programme, networking lunch and get-together dinner.

## HOMECOMING: MBAEx ALUMNI EVENT

The alumni networking event is organised by the Alumni Team. The event has earlier MBAEx cohorts as special invitees to share their memory of MBAEx with Current cohort and faculty. It includes Keynotes, Faculty- Student reunion, Sports and Get-Together Dinner

## LOUNGE SESSIONS

An informal discussion with Faculty / Industry / Alumni is a spontaneous tadka to a high intensive programme.



## MBAEX BUSINESS REVIEW

The 4th edition of the MBAEx online was revived with an amalgamation of messages by the Director, MBAEx Chairperson, articles by faculty members and students of batch-16, alumni interviews, a candid overview of the MBAEx (formerly PGPEX) journey — Down Memory Lane, Glimpses of Life at Joka, and industry-expert interviews, The theme of the magazine was India @ 75. The magazine is developed by MBAEx Student Magazine Team.

## MBAEX 17 INITIATION OF SHEASCENDS

Women in Leadership Team: In view of equity leadership, SheAscends is a Batch 17 initiation into understanding and celebrating women in leadership.



## MBAEX 17 INITIATION OF ACADEMIC VERTICALS

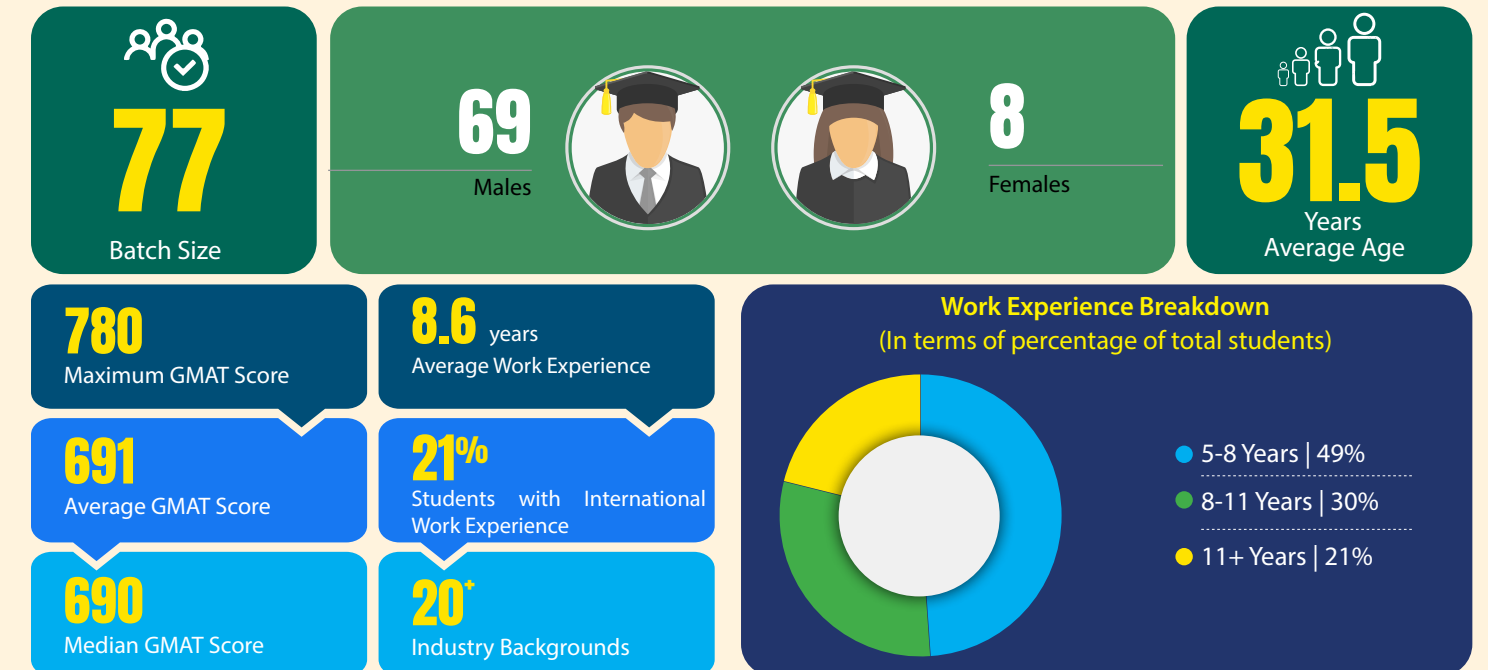
Academic verticals are student teams that set up virtual / offline training and learning activities with industry, alumni and faculty for internal preparation of the student cohort.

## STUDENT PARTICIPATION IN COMPETITIONS AND CAMPUS CLUBS

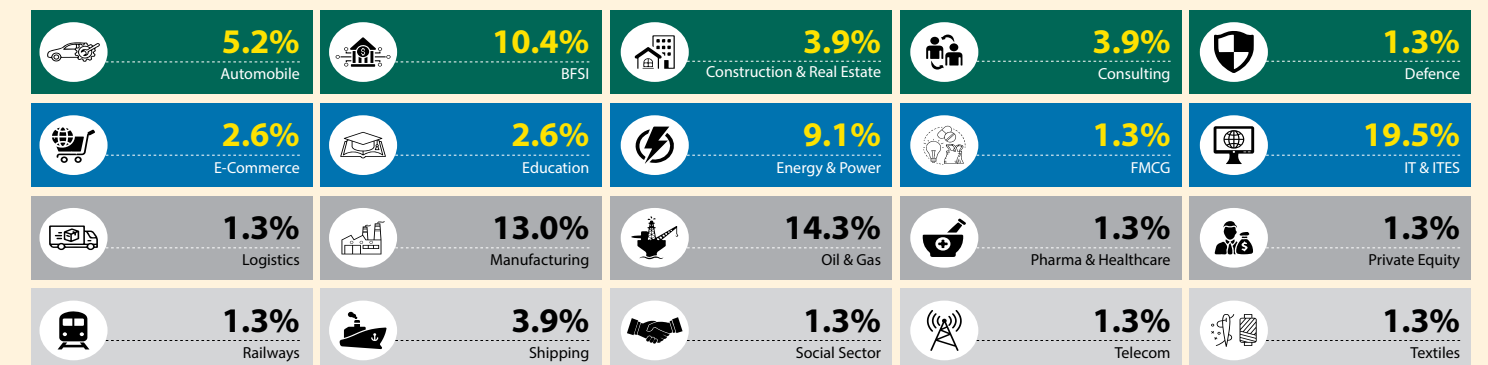
From Toastmasters & Consult-Clubs to Sports, we have it all.



## CLASS OF 2024



### Co'24 Industry wise Profile (Percentage Composition)



### Pre-MBA Roles

Assistant Director  
Partner (Technology)  
Branch Head  
Category Manager  
Chief Engineer  
Chief Operating Officer  
Deputy General Manager  
Lead Technology  
Senior Associate Consultant  
National Sales Manager  
Platform Product Owner  
Product Manager  
Senior Consultant  
Senior Manager  
Zonal Head - Business Development

### Previous Employers



## PROFILE: CLASS OF 2024

Work Ex. (In Years)	Previous Industry	Full Name	Functional Areas	Previous Organisation (s)
5 - 8 years	Automobile	Arunesh Yadav	Business Process Reengineering, Project Management, Product Planning & Development, Digitalization, Operations Excellence, Lean Transformation, Vendor Management, Business Strategy	Maruti Suzuki India Limited
	Automobile	Chinni Satya Venkata Lokesh	Digital Manufacturing, Product Ownership, Product Design, Product Development, Value Engineering, Product Innovation, Design Thinking, Cross-Cultural Stakeholder Management	Hyundai Motor India Engineering Pvt. Ltd.
	BFSI	Aadhar Gupta	Marketing Strategy, Market Research, Marketing Intelligence, Business Development, Agile Marketing, Customer Engagement, Digital Transformation, Operations Management	Punjab National Bank, Volvo Eicher Commercial Vehicles, YES Bank, Diagnostic Enterprises
	BFSI, IT & ITES	Kamath Aniruddha	Product Management, Software Design & Architecture, Digital Transformation, Design Thinking	Barclays, Oracle
	BFSI, IT & ITES	Sayantan Mitra	Digital Lending, Change Management, Risk Mitigation & Compliance, IT Consulting, Business Development	State Bank of India, IBM India, ITC Infotech India Ltd.
	Building materials	Aadit D Jain	Corporate Strategy, Marketing, Sales, Digital Transformation, Financial Hedging	Futura kitchen sinks
	Construction & Real Estate	Tushar Joshi	Process Consulting, Project Management, Vendor Management, Negotiations, Digital Champion, MIS & Budgeting, Strategy Execution	Larsen & Toubro Limited
	Defence	Parikshit Bawa	Project Management, Operations, Strategy Development and Execution, Process Excellence, People Management	Indian Army
	E-Commerce, IT & ITES	Luckshya Dagar	Product Management, Business Development, Marketing	Mezora Consumers Pvt. Ltd., Safe Security
	Education	Agarwal Avinash	Business Development, Product Management, Category Management, Customer Success, Instructional Design & Delivery, Collaborative Leadership, Education Consulting	Unacademy, EduTap, CivilsTap Himachal Pradesh, Sher IAS Academy
	Education	Suhasini Dayal	Domestic & International Sales, Early Stage Business Building, People Relations, Social Impact, Professional Cricket	Open Door Education, Teach For India
	Energy & Power	Patel Jinesh Vasanthbhai	Cleantech Professional, Strategic Procurement, Market Research, Contract Governance, Process Excellence, Digital Transformation, Data Analytics	Adani Green Energy Limited
	Energy & Power, Automobile	Gandhi Ayush Bharatbhai	Operations Management, Energy Management, Lean Six Sigma, Project Management, Supply Planning, Digitalisation, Engineering Consultancy, Product Design & Development	Gujarat State Electricity Corporation Ltd. (State PSU), Tata Technologies Ltd.
	FMCG, Manufacturing	Rahul Ponnuri	Project Management (CAPEX), Process Development, Continuous Improvements, Design Engineering, Procurement, Vendor Management, Manufacturing Digital Transformation (Industry 4.0)	Schwans Company, Baldwin Richardson Foods, Inline Engineers, Direct Conveyors
	Infrastructure	Dangeti Viswateja Ashish	Consultant Reviewer, Project Management, Strategy to Execution, Conflict Management, Procurement & Vendor Management, Contract Management	National Highways Authority of India
	IT & ITES	Abhishek Madem	Enterprise Content Management, Product Management, Innovation, Stakeholder Management, Strategy to Execution, Project Management, Digital Transformation, Cloud Services	Wipro, Accenture
	IT & ITES	Kuchibhotla Madhavi	Business Analyst, Agile Management, Client Engagement, Software Development Life Cycle, Tech Consultant	LTIMindtree, Cognizant, Infosys
	IT & ITES	Muzumdar Tanvi	IT Consulting (Cloud), Project Management, Product Development, Agile	Deloitte USI Consulting
IT & ITES	Pradyot Aramane	Cybersecurity Consulting, Project Management, Business Development, Innovation AI/ML, Risk Mitigation	Deep Trace Cybernetics, PwC	

## PROFILE: CLASS OF 2024

Work Ex. (In Years)	Previous Industry	Full Name	Functional Areas	Previous Organisation (s)
5 - 8 years	IT & ITES	Praneeth Surisetty	Product Management, Data Analysis, Product Design, Product Marketing, Account Management, Geographical Market Penetration, KPI Development	Ostranenie Products & Management Consulting Services, Allen Digital, BYJU'S
	IT & ITES	Shivam Parashar	IT/SaaS Sales and Business Development, Business Strategy, Key Account Management, IT Consulting, Channel Partnerships	Oracle, Knowlarity Communications Pvt. Ltd. (a Gupshup company), SHL
	IT & ITES	Shubhankar Bhardwaj	Digital Transformation, Business Analytics, Global Client Engagement, Project Management, Account Management, IT for Pharmaceuticals	Quantiphi, Avizva, TCS
	IT & ITES	Soumya Ranjan Dixit	IT Consulting, Project Management, Agile Transformation, Client Relationship Management, DevOps, IT for Banking	Infosys Ltd.
	IT & ITES, BFSI	Sourabh Bhattacharya	IT Support/Troubleshooting & Legacy Maintenance, Credit Appraisal, Risk Management, Audit & Compliance, Digital Migration	Cognizant Technology Solutions, UCO Bank, State Bank of India
	Manufacturing	Kartik Maheshwari	Project Management, Operations Management, Production Management, Strategic Process Improvement	Hours Overseas Pvt Ltd, Tangerine Design Pvt Ltd
	Manufacturing	Nishant Anand	Operations Management, Process Excellence, Leadership, Project Management, Contract Management	NMDC Ltd.
	Non-Profit	Tushar Singh	Program Management, Portfolio Management, Open Innovation, Corporate Venturing, Key Account Management, Start-up Investment, Collaborative Governance	IIM Lucknow Enterprise Incubation Centre, Shiv Nadar AIC Research Foundation
	Oil & Gas	Anuranjan Mishra	Strategic Planning, Market Research, Network Expansion, Business Development, Design Thinking, Product Management, GTM Strategy, Digital Transformation, ESG	Bharat Petroleum Corporation Limited
	Oil & Gas	Preetam Singh	Project Management, Digital Transformation, Process Improvement & Engineering Consulting	Hindustan Petroleum Corporation Limited
	Oil & Gas	Shruti Jha	SCM, Digital Transformation, Project Management, Strategic Planning, Business Engagement, Green Energy, Continuous Process Improvement, Change Management, Quality Control Audit	Bharat Petroleum Corporation Limited
	Oil & Gas	Sumit Singh	Operations Excellence, Project Management, Digital Transformation, Quality Control, Environmental Compliance	Bharat Petroleum Corporation Limited
	Pharma & Healthcare	Akshat Kumar	Chartered Accountant (CA), Finance Strategy, Business Finance, Internal Audit, Risk Assessment and Mitigation, Compliance, Business Partnering	Dr. Reddy's Laboratories Limited, Ernst & Young (EY)
	Pharma & Healthcare	Prakash Bharati	Healthcare Consulting, GTM, Sales Force Effectiveness, Business Analytics, Process Excellence & Automation	Eli Lilly, ZS, IQVIA, Abbott
	Railways	Ronak	Project Management, Contract Management, Operation Management, Digital Transformation	Ministry of Railways, POWERGRID, Vedanta Ltd
	Shipping	Pranav Chadha	Project Management, Process Excellence, Conflict Management, Risk Management, Strategic Process Improvement, Operations Management, Adaptability & Resilience	Anglo Eastern Ship Management Ltd.
	Space Agency	Trivedi Harsh Shardul	Cybersecurity, Artificial Intelligence, Web Development, Design Thinking, Project Management, Product Management	Space Applications Centre, Indian Space Research Organization
	Telecom	Chandan Kumar	Program Management, Category Management, Procurement, Digital Marketing, Key Account Management, Operations Excellence, Contract Governance	Airtel, Collegedunia Web, Bharti Infratel Limited



## PROFILE: CLASS OF 2024

Work Ex. (In Years)	Previous Industry	Full Name	Functional Areas	Previous Organisation (s)
8 - 11 Years	Automobile	Sahil Agnihotri	Digital Transformation, Growth Strategy, Project Management, Process Excellence & Automation, Business Analyst, Business Development, B2B Sales, P&L, Demand Planning	Honda Cars India Ltd, Maruti Suzuki, VE Commercial Vehicles Ltd.(Volvo-Eicher JV)
	BFSI	Atul Anand	Digital First Process Improvement and Transformation, Change Management, Strategic Leadership, Corporate Finance, Risk Management, Business Development, Customer Centricity	Punjab National Bank
	BFSI	Purnendu Shekhar	Business Development, Digital Transformation, New Clients Acquisition, Credit Appraisal, Risk and Recovery Management, ESG	Canara Bank, Sarvodaya Constructions
	BFSI	Shivam Kumar Tiwari	Credit Appraisal, Business Development, Risk Management, Digital Transformation, Compliance Audit, Process Improvement, Growth Strategy, Customer Centricity, Change Management	Bank of India, Tata Motors Ltd.
	BFSI	Vishal Agarwal	Chartered Accountant, Financial Analysis, Credit Underwriting, Risk Assessment, Due Diligence, Compliance, Customer Relationship Management, Business Development	Union Bank of India, Private Practice
	BFSI, IT & ITES	Tushar Kaushik	General Management, Business Development, Product Development, Customer Engagement, Digital Transformation	State Bank of India, Medulla-Soft Technologies Pvt Ltd
	Construction & Real Estate	Rishi Patel	Business Development, Project Management, Procurement, Contract Management, Negotiations, Change Management, Cost Management, Quality Management, Value Engineering	CBRE, Savills
	Consulting	Akash Gupta	Chartered Financial Analyst (CFA), Business Strategy, Operations Management, Financial Planning and Analysis, Project Management	Deloitte Consulting, Trafalgar, Vedanta Limited
	Consulting	Hiteshraj Vyas	Business Development & Diversification, Project Management Consultancy, Engineering Consulting, Procurement and Vendor Management, Quality Audits	WAPCOS Limited (PSU)
	Energy & Power	Chavan Ashwini Gajanan	Procurement, Team Leadership, Vendor Coordination, Revenue Strategy, Operations Excellence, Inventory Turnaround, Design Consulting, Project Execution, Customer Relationship	Maharashtra State Electricity Distribution Company Ltd.- State PSU, L&T- EAIC
	Energy & Power	Nabarun Ghosh	Operations Management, Process Optimisation, Project Management	Bokaro Power Supply Company (P) Limited
	Energy & Power	Piyush Kumar Sinha	Strategic Sourcing, Contracting, Procurement, Vendor Management, Business Process Re-Engineering Through Digital Initiatives, Data Analytics and Commercial Negotiation	Vedanta Limited
	Energy & Power	Soumik Roy	Corporate Strategy & Planning, Corporate Communications & Liaising, Digital Transformation, Change Management, Operations Management	Damodar Valley Corporation (Ministry of Power)
	Energy & Power, Consulting	Sayan Mukherjee	Business Development, B2B Sales, GTM Strategy, Bid Management, Program Management & Digital Transformation	Bajaj Electricals, Shemar Power, Sterlite Power, Feedback Infra, KEC, KPTL
	IT & ITES	Kallam Govardhan	Product & Project Management, Cloud Consultant, Client Management	Cdk, Deloitte, Infosys, ibm
	IT & ITES	NV SatyaHariPriya K	Product Development, Product Migration, Project Management, Tech Consulting, Cloud Migration, Project Implementation Strategy	Infosys, Capgemini, DSTWS, Synechron
	IT & ITES	Sandipta Karmakar	Digital Transformation, Agile, BFSI, Global Client Management, Team Management	Credit Suisse, L & T Infotech, Infosys Ltd.
	Logistics	Kunal Sen	Product Lifecycle Management, Product Strategy and Roadmap, Project Portfolio Management, Cross-Functional Team Leadership, Business Process Re-Engineering, Fintech Enthusiast	Maersk, Bristlecone, Saint Gobain, Accenture
	Manufacturing	Sahil J Desai	B2B Sales & Business Development, Growth Strategy, Product Marketing, Key Account Management, Industry 4.0	Larsen & Toubro, HLE Glascoat Limited

## PROFILE: CLASS OF 2024

Work Ex. (In Years)	Previous Industry	Full Name	Functional Areas	Previous Organisation (s)
8 - 11 Years	Manufacturing	Vivek Kumar	Product Strategy, Process Consulting, Customer Experience, Technical Program Management, Lean & Sustainable Operations, Agile Project Management	Eastman Chemical Company, Sterlite Technologies Ltd, Asahi India Glass Ltd
	Oil & Gas	Bhavya Sachdeva	Operation Management, Business Process Re-Engineering, Human Resource Management, Project Management	HPCL-Mittal Energy Limited (HMEL)
	Oil & Gas	Saumya Tiwari	HR, Project Management, Digital Transformation, Supply Chain Management, Labour Codes Implementation and Management, Tender and Contract Management	Indian Oil Corporation Limited
	Oil & Gas, Defence	Mayank Sharma	B2B Sales and Marketing, Business Strategy, General Management, Business Development, GTM Strategy, Key Account Management	IOCL, Garden Reach Shipbuilders and Engineers Limited
	Shipping	Mane Pavan	Operations Management, Project Management, Supply Chain and Inventory Management, Leadership	NYK Shipmanagement, NCR Corporation
	Automobile	Ankur Agarwal	Operational Excellence, Business Process Transformation, Product Management, Digital Transformation, Analytics, Business Intelligence, Collaborative Leadership	Maruti Suzuki, Hero Motocorp
	BFSI, IT & ITES	Partha Sarathi Mishra	Technical Business Analysis, Agile Transformation, IT Consulting, Product and Project Management	Bank of America, Accenture Services
	E-Commerce	Manoj Malav	Operations Management, Operations Excellence, Project Management, Business Analysis, Lean Six Sigma	Flipkart, AmalaEarth, Amazon, Caterpillar India
	Energy & Power	Amit Kumar Singh	Energy Consulting, Project Management, Business Development	NTPC Limited, Tata Projects Limited
	Energy & Power	Gajendra Singh Rathore	Operations Management, Strategy, Supply Chain Management, Project Management, Automation	NTPC Limited
	IT & ITES	Avijit Deb Sarkar	Digital Transformation, Application Modernization, Design Architecture for Smart Manufacturing and Data Platform	IDS, CMC, VMProcessor, PwC, IBM, TCS
	IT & ITES	Kishore N G	Software Design and Architecture, AI and ML Platforms, ML Model Development, Big Data Platforms, Product Design and Development, Cloud Architecture, Software Security, ML/Dev Ops	SAP Labs, Edgeverve, Sapien, Infosys Ltd.
	IT & ITES	Nishant Gaurav	Client Engagement, Technical Leadership, Solution Design, Architecture, Pre - Sales, Project Delivery, Consulting, Work Breakdown Structure, Cost Estimation, Implementation Strategy	Nagarro, Sapien, Infosys.
	IT & ITES, Private Equity	Anindya Ghoshal	Project Management, Consulting, Innovation, AI/ML, Master Data Management, Cloud Architecture, Digital Transformation	Genesys Holding (subsidiary of Hellman and Friedman Private Equity), GE, Cognizant
	Manufacturing, IT & ITES	Sharath Mirdiddi	Product Management, Digital Transformation, Operations Management, Sustainability	BHEL, SetuServ
	Manufacturing, Textiles	Puneet Vatta	Product Development, Digital Transformation, Program Management, Key Account Management, SCM, Marketing & Analytics, Business Growth Strategy, P&L	LNJ Bhilwara Group, Reliance Industries, Suminoe-Teijin India, Bharat Silks.
	Oil & Gas	Pashikanti Pankaj	B2B Marketing, Business Development, Channel Partner Management	Indian Oil Corporation Limited
	Oil & Gas	Rajdeep Guha	Operations, Maintenance, Project Management, Industrial Safety, Contract Management, Regulatory Compliance, Procurement, Vendor Management, Supply Chain Management	Indian Oil Corporation Limited
	Oil & Gas	Randhir Kumar	Operations, Projects and Strategy	Indian Oil Corporation Limited
Oil & Gas	Siddharth Rathi	Automation, Operations, Supply Chain, General Management, Digital Transformation	Indian Oil Corporation Limited	
Shipping	Neeraj	Operations Management and Process Excellence, Supply Chain and Inventory Management, Project Management	K Line Ship Mgmt. Ltd, Anglo Eastern Ship Mgmt.	



**MBAEx**  
Class of 2024  
Experience | Leadership | Excellence



**Past Employers :**

Punjab National Bank, Volvo Eicher Commercial Vehicles, YES Bank, Diagnostic Enterprises

**Last Designation :**

Marketing Officer

**Work Experience**

**Marketing Officer, Punjab National Bank, Kurukshetra, Haryana**

- Nodal Officer of Digital Banking Transformation Division at Circle Office : Managed 71 Branch Offices under the jurisdiction of the circle.
- Developed and Deployed Market Penetration Strategies for existing Digital Products and achieved 6.7x growth in Mobile Banking App (PNB ONE App) registrations, 35.7% growth in Online FDs, 10% growth in Retail Internet Banking registrations and 1.9x growth in UPI QR code payment solutions.
- Formulated and implemented Market Development Strategy of 2 new Digital products: Achieved 10.1x growth in Digital Loans Disbursements(Pre Approved Personal Loan),7.6x growth in Online credit cards issuance (Pre Approved Credit cards) in FY 2022-23 and boosted Interest Income of the circle by 1.6 %
- Nodal Officer of Marketing Division at Circle Office and led the implementation of Sales Strategy along with channel partners for eleven Wealth Management Products: Achieved 82.5 % of allocated target of Fee Based Income in FY 2022-23 & 70.3 % of allocated target in FY 2021-22

**Deputy Manager, Volvo Eicher Commercial Vehicles, Chandigarh**

- Channel Sales Manager for promotion and marketing of buses through five dealerships across Punjab and Himachal Pradesh : Managed and ensured profitable growth of all the stakeholders

**Deputy Manager, YES Bank, Chandigarh**

- Worked in Corporate Credit Department –Working Capital Division : Performed Technical Appraisal and Financial Analysis of MSMEs

**Plant Engineer, Diagnostic Enterprises, Solan, Himachal Pradesh**

- Led a team of 63 shop floor workers in a leading In-Vitro Diagnostic Test kits manufacturing firm: Managed daily operations: Production Planning, Inventory Management, Supply Chain Management and Quality Control of three product lines with a daily production volume of 180,000 units
- Managed the project of introduction of Just In Time (JIT) and Total Preventive Maintenance (TPM) systems: Achieved reduction of machine breakdowns by 90 % (YOY), Inventory holding costs by 98% (YOY), and improved productivity by 25% (YoY)

**Areas of Interest**

PStrategy Consulting, Product Management, Government Consulting, Digital Transformation,General Management.

<https://www.linkedin.com/in/aadhar-gupta-49899919>

**Past Employers :**

Futura Kitchen Sinks India Pvt Ltd

**Last Designation :**

Director

**Work Experience**

**Corporate Strategy**

- Acted as strategy leader to identify 2 product groups for new factory using market research, financial analysis, and strategic fit
- Analyzed the acquisition of Nrinox brand, Turkey [15 cr] based on risk mitigation and strategic alignment with company goals
- Attained a loan sanction [3.5 times higher than the previous one] by delivering the project report for the new factory premises
- Penetrated 2 international markets, Israel & Sri Lanka by developing a GTM strategy based on primary research on customers
- Established 5 company showrooms (India) based on a market centric approach to enable market development in those regions

**International Projects, Manufacturing & Sustainability**

- Secured 2 Global clients Katerra [50,000 units] and Bahrain govt [7000 units] through BIG 5 Exhibition in Dubai
- Sourced hydraulic press (1000 tons) and shearing machines from manufacturers in China by analyzing key vendor attributes
- Reduced COGS [5%] and production time [45 mins] by replacing redundant manufacturing process with automated equipment
- Gained sustainable cost advantages through solar energy enabled new factory and EV adoption (Retrofit and New Purchases)

**Areas of Interest**

Strategy Consulting and General Management

<https://www.linkedin.com/in/aadit-d-60b91191>



**Aadhar Gupta**

**BFSI**

B MBA, 2019

University Business School (UBS),  
Panjab University, Chandigarh  
M.E. (Production and Industrial  
Engineering), 2014

Punjab Engineering College (PEC),  
Chandigarh

Professional with 9+ year

B.Tech [Mechanical Engineering],2012  
Chitkara Institute Of Engineering and  
Technology, Patiala, Punjab

Overall Work Experience – 6 years  
Self-Driven and Results Oriented  
professional with 6 years of cross  
functional experience across Banking,  
Automobiles and Medical Devices  
industries.Demonstrated expertise  
in formulating and implementing  
Marketing strategies, Sales strategies,  
Business Development, Operations  
Management and Project Management



**Aadit D Jain**

**Building Materials**

BBA, 2018

UChrist University, Bengaluru

Overall Work Experience – 5 years

Strategy enabler with 5 years of  
work in business strategy, market  
development (global & domestic) and  
digital transformation

**Past Employers :**

Accenture Services Pvt Ltd, Wipro Ltd.

**Last Designation :**

Senior Project Engineer

**Work Experience****Senior Project Engineer, Wipro Ltd**

- Orchestrated the digital upgrade initiative of a Global FMCG client across 160+ content repositories, refactoring their Content Management Systems to the latest cloud edition, thereby enabling incident reduction by ~40%.
- Enabled USD 200K cost savings by migrating 6M documents and decommissioning legacy servers for a Fortune 500 energy sector client.

**Application Development Senior Analyst, Accenture**

- Headed business process optimization for legacy applications of a German telecom client resulting in estimated year-on-year savings of 50K euros.
- Paved way to NoOps by automating end-to-end operations of the billing cycle for a 30.8M customer base telecom client, savings of 320 hours/month.

**Application Development Analyst, Accenture**

- Led a team of 5 that drove innovation within the account; Implemented an AI tool that automatically assigned incident tickets, saving 240 hrs/month.
- Developed an in-house industry-agnostic product that imports content to data repositories, enabling a minimum year-on-year savings of 200K Euros.

**Application Development Associate, Accenture**

- Collaborated with a German telecom client to co-innovate a web application, minimizing 12 user requests/month and reducing TAT from 3 days to 30 mins.
- Reduced client approval time by 25% and enabled 140K Euros savings by authoring template changes in CCM tool for German telecom client to comply with Covid-19 VAT Regulation changes.

**Areas of Interest**

Tech Consulting, Strategy, Product Management, Digital Transformation

[www.linkedin.com/in/abhishek-madem](https://www.linkedin.com/in/abhishek-madem)**Abhishek Madem****IT & ITES**

B.Tech. (Computer Science Engineering), 2017

UGITAM University, Visakhapatnam  
Overall Work Experience – 6 years  
Strategy enabler with 5 years of work in business strategy, market development (global & domestic) and digital transformation

Technology consulting professional with 6 years of experience in product management and content management systems. Proficient in leading cross-functional and cross-cultural teams, enabling effective stakeholder management and product development activities. Adept in innovation, automation, and cloud technologies while implementing strategies to enhance diverse process efficiencies.

**Past Employers :**

Dr. Reddy's Laboratories Limited; Ernst &amp; Young LLP

**Last Designation :**

Global Internal Auditor - Manager

**Work Experience****Global Internal Auditor - Manager, Dr. Reddy's Laboratories Limited****International Audit, Compliance Adherence and Process Optimization**

- Developed and executed risk-based internal audit strategy aligned with best practices- covering financial, operational, and marketing domains. These strategies were scaled across organization and resulted in savings of ~INR10 crore annually
- Led end to end Internal audits in 15+ global locations for Generics business to ensure compliance with organization and Pharma industry norms
- Undertook onsite review of Russia unit and implemented strategies for timely product development by achieving 30% reduction in product launch delay

**Strategic Initiatives/ Projects**

- Collaborated with process owners in developing marketing code that complied with legal requirements across 20+ countries
- Exclusively chosen by management to work on central project aimed at automating the supply chain management process
- Performed root cause analysis for sales loss and implemented effective inventory management strategies

**Corporate Tax Consultant - Ernst & Young LLP**

- Analysed tax implications for oversea expansion and assisted in preparation of submissions and appeals for matters pending before tax authorities
- Identified tax exposures for MNC clients and undertook measures to mitigate the risk and avert monetary penalty
- Nominated and recognized for supporting the client to effectively design and implement tax technology tools

**Areas of Interest**

Corporate Strategy, Finance Strategy, Consulting, General management

<https://www.linkedin.com/in/akshat-kumar-a2a1b2145>**Akshat Kumar****Pharma & Healthcare**

Chartered Accountant

The Institute of Chartered Accountants of India (ICAI)

Diploma in International Financial Reporting

Association of Chartered Certified Accountants (ACCA - UK)

Overall Work Experience – 5.5 years

Dynamic Chartered Accountant with all India 33rd rank in CA-Final examination and ~5.5 years of experience in pharmaceutical industry. Recognized for implementing audit strategies, identifying revenue leakages and cost saving opportunities and working with top management and Board of Directors.

**Past Employers :**

CivilsTap, Unacademy, EduTap, Sher IAS Academy

**Last Designation :**

Category Manager

**Work Experience****Category Manager, CivilsTap Himachal Pradesh**

- Transformed brick & mortar business model to brick & click and implemented freemium pricing strategy, generating additional revenue of Rs 1.75 crore.
- Spearheaded the adoption and configuration of Spayee learning management system, achieving 73% course completion by online learners.
- Headed the development of a mobile app that helped increase the penetration of brand 'CivilsTap', resulting in 10k downloads in first six months.
- Managed cross-functional teams to achieve timely development of a revamped website, resulting in 185% increase in average time on page.

**Plus Educator, Unacademy**

- Top-ranked educator in Unacademy's UPSC & RBI domains, acknowledged as one of the top 10 educators overall and top 3 educators for economics, delivering 1500 hours of Live Online Lectures in an year, which was amongst the highest work rate on the entire Unacademy platform.
- Implemented inbound marketing strategies utilizing '7P framework' across top-ranked IITs and NITs, resulting in sales of Rs 1.05 crore.
- Authored extensively researched chapters on Growth & Development, Monetary Policy, Fiscal Policy, Balance of Payment, and Inflation for the LearnerCourse Pack; reviewed and explained Union Budget and Economic Survey, positively impacting the academic journey of 7.5 lakh enrolled students.

**Content Developer, Edu Tap Learning Solutions**

- Collaboratively guided a team of educators to produce all-India highest selections: 198 ranks in 2021, and 174 ranks in the 2022 RBI Grade B Examination; 65 ranks in 2020, 62 ranks in 2021, and 70 ranks in the 2022 NABARD Gr A Examination.
- Directed team of 8 educators, steering end-to-end development and sales of 24 high-quality tests, generating additional revenue of Rs 46.53 lakh.

**Areas of Interest**

EdTech, Learning &amp; Development, Management Consulting, Product Management, Cross-functional Team Leadership.

[www.linkedin.com/in/avinash-agarwall](https://www.linkedin.com/in/avinash-agarwall)**Agarwal Avinash****Education**

B. Tech. [Textiles]

Institute of Chemical Technology, Mumbai

Overall Work Experience – 6 years

Professional with 6+ years experience of working with firms ranging from bootstrapped ventures to unicorns in a dynamic business environment, with expertise in business development, product management, and digital transformation.

**Past Employers :**

Bharat Petroleum Corporation Limited

**Last Designation :**

Assistant Manager

**Work Experience****NTPC Limited****Strategic Management**

- Formulated market development strategy and commissioned 36 new retail outlets at strategic locations after extensive market research & feasibility analysis, generating additional revenue of INR 4.8 Bn/annum
- Planned and led the upgradation of 11 allied retail business units, leveraging strategic tie-ups with leading market brands to cross-sell products and services, resulting in market share gain by 2.5% for BPCL
- Created program strategy to successfully expand enfranchised payment bank offerings across diverse market segments, resulting in a significant increase in daily footfall by ~200 customers/retail outlet, augmenting dealership profits by ~10%

**Business Development**

- Pioneered door-to-door fuel delivery service by enrolling multiple stakeholders to capture new customer segment, raising topline by INR 470 Mn/year
- Negotiated lease contracts for 14 outlets doing ROI analysis while managing conflicts with key stakeholders, securing 30 years long-term business
- Coached 135 dealers and 800+ retail store staff across 5 districts, changing mindset to provide best-in-class experience
- Revived 7 closed retail outlets by liaising with district administration, and implemented service standards and quality check camps, fostering customer trust and gaining all India highest market share of 3% (FY19)

**Project Management**

- Developed investment proposals by gathering & incorporating customer requirements and executed facility upgrade projects involving capital investment of INR155 Mn, achieving 23% YOY sales growth & enhanced customer experience
- Spearheaded cross-functional team of 15 for integration of CNG fueling and EV charging facility at 32 retail outlets, promoting sustainable mobility, yielding INR 516 Mn/year revenue, and shaping NH-44 as India's first EV-friendly National Highway

**Areas of Interest**

Strategic Planning, Network Expansion, Business Development, Product Management, Digital Transformation, ESG

<https://www.linkedin.com/in/anuranjan-mishra-959221101/>**Anuranjan Mishra****Oil & Gas**

B.Tech. [Mechanical Engineering], 2016

NIT Allahabad, 2016

Overall Work Experience – 6.5 years

Business professional with 6.5 years of experience across diverse geographies in marketing, strategic planning, and business development (B2B and B2C) at a Fortune 500 organisation in energy (Oil &amp; Gas) sector.

**Past Employers :**

Maruti Suzuki India Limited

**Last Designation :**

Deputy Manager

**Work Experience****Digital Transformation**

- Implemented an advanced Manufacturing Execution System (Industry 4.0), integrating robot data with a spotless system, leading to 97% reduction in spot-related defect outflow.
- Enhanced productivity by 15% and achieved revenue growth of INR 563 Mn. by leveraging IoT technologies and facility automation to meet escalated market demand for EECO model.
- Utilized simulation technique and RPA to automate manual loading operation, reducing process cycle time from 86 sec to 53 sec.

**Business Strategy**

- Strategized Capital budget plan for department projects worth INR 2 Bn through IRR analysis to increase annual utilization from 80% to 98% for FY2021-23.
- Developed vendor assessment strategy to reduce project delay and operational breakdown by defining performance metrics, saving INR 5 Mn/project.

**Lean Process & Operations Excellence**

- Created SOPs by re-engineering production processes for multiple new models and trained 24 supervisors, enabling cumulative annual production of 3.6 lac vehicles.
- Incorporated engineering changes through a cost-efficient initiative for IGNI model, achieving annual savings of INR 2.4 Mn.
- Optimized inventory storage space by variant SKU mixing using LIFO method at vendor, reducing trip costs by INR 1.1 Mn/yr.

**Areas of Interest**

Program Management, Consulting, and Product Management.

[linkedin.com/in/yadavarunesh](https://www.linkedin.com/in/yadavarunesh)**Arunesh Yadav****Automobile**

B.Tech (Mechanical Engineering), 2016

NIT, Bhopal

Overall Work Experience – 7 years

Business professional with ~7 years of experience in team leadership, vendor management, and large-scale capex project execution

**Past Employers :**

Hyundai Motor India Engineering Pvt. Ltd.

**Last Designation :**

Sr. Research Engineer

**Work Experience****Product development and innovation**

- Pioneered the design and implementation of a first-of-its-kind ventilation concept for Kia Sonnet 7 in Indonesia, which increased the project's market appeal and earned praise from the R&D VP.
- Led a project that developed a modular air-con system, resulting in part standardization, improved efficiency, and USD 1.2M savings.
- Generated insights for product strategy by conducting market research, competitor benchmarking, and white space analysis. Innovated a new feature to be implemented in future projects based on the insights generated.
- Enabled Air con control from a mobile app by implementing an IoT-enabled smart climate system in Hyundai Venue, the first of its kind in India, enhancing user comfort and convenience.

**Value engineering**

- Implemented design optimizations in best-selling Hyundai and Kia cars by formulating market research to determine customer perceived value of comfort features, saving USD 1M.
- Negotiated with Global stakeholders in creating new air-con design standards for Indonesia, resulting in cost savings of USD 3.7M.
- Achieved 90%-part Localization by evaluating and selecting new local vendors and by negotiating with existing vendors to set up new infrastructure, saving USD 1.1M.

**Process Excellence**

- Optimized performance by leveraging digital twins, resulting in a 50% quality improvement and 183K USD per project testing cost reduction.
- Deployed cost-effective solutions for 50+ quality issues, resulting in USD 1.13M savings and increased customer satisfaction.

**Areas of Interest**

Product management, Product strategy, Business strategy

[www.linkedin.com/in/lokesh-chinni](https://www.linkedin.com/in/lokesh-chinni)**Chinni Satya Venkata Lokesh****Automobile**

B.Tech (Mechanical Engineering), 2015

N.B.K.R.I.S.T, Nellore

Overall Work Experience – 7.5 years

Professional with 7.5 years of experience in designing, developing, and managing products. Proven track record of working with 6+ cross-functional teams consisting of stakeholders from 20+ departments and 15+ suppliers across India and South Korea on high-value projects in domestic and international markets.

**Past Employers :**

Airtel, Collegedunia Web Pvt. Ltd., Bharti Infratel Limited

**Last Designation :**

Manager Commercial Operations

**Work Experience****Manager Commercial Operations, Airtel**

Led a team of 7 to own P2P process for INR 3300M operational spends, &amp; contract governance &amp; vendor management for 9000 Airtel owned sites

- Cost Optimization: Achieved INR 152M savings through contract renegotiation & rate standardisation across 430 telecom sites orchestrating 9 cross-functional teams and 40 vendors
- Project Management: Delivered DMRC Network upgrade project 35 days ahead of schedule, saving INR 3.5M CapEx by orchestrating coordination of 100+ stakeholders
- Vendor Management: Resolved payment dispute of INR 60M with a strategic partner through spend analysis, ensuring business continuity on 2300+ telecom sites
- Partnership Management: Represented Airtel in strategic partnerships with diverse organizations like MoUD, DMRC, DIAL, & TCIL and delivered new infrastructure and upgrade projects

**Manager (CEO's Office), collegedunia.com, Gurgaon**

Owned P&amp;L, product strategy &amp; pricing for international clients &amp; new business categories. Led a lean team of 4 for campaign delivery &amp; client servicing

- Category Management & Client Acquisitions: Generated revenue of INR 25M in less than a year through acquisition, nurturing & upselling of 16 new clients, creating pipeline of ~200 B2B leads
- Digital Marketing: Reduced lead costs by 50% through effective STP, A/B testing, bid analysis & six sigma methods in multiple Google search & Meta Ads campaigns
- Growth Hacking: Achieved 500% increase in lead volume by identifying the optimal advertising media & establishing two lead silos for the study abroad category
- Design Thinking: Secured 100% client retention by creating boutique campaigns, landing pages, content designs, & lead flow channels/APIs for 80+ monthly campaigns

**Lead- Supply Chain Operations (Assistant Manager), Bharti Infratel, Gurgaon**

Led national sourcing programs for a portfolio of INR 13000 M &amp; saved INR 90M. Drove KPI across 23 states,

**Areas of Interest**

Program Management, Category Management, General Management, Marketing, Product Management,

<https://www.linkedin.com/in/chandan-k-singh/>**Chandan Kumar****Telecom**

B.Tech (Electrical Engineering), 2015

National Institutes of Technology, Bhopal (MANIT)

Overall Work Experience – 7.7 years

Results-driven program leader with demonstrated expertise in strategy, growth, and operations. Track record of success in overseeing extensive cross-functional projects for cost optimization, revenue growth, and process automation in Telecom &amp; Digital Marketing sectors. Adaptable and hands-on problem-solving across diverse domains and technologies.

**Past Employers :**

National Highways Authority of India

**Last Designation :**

Dy. Manager

**Work Experience****Project/Program Management:**

- Led project managers and 50+ cross-functional teams in executing 12+ EPC/HAM projects (INR 600 Cr to 15,000 Cr). Implemented vendor resolution strategies for on-time completion and orchestrated collaboration among 45+ diverse vendor teams, expediting project completion before two months through agile project management.

**Strategy & Stakeholder Management:**

- Implemented effective negotiation strategies with stakeholders, vendors, and Government entities to swiftly resolve over 170+ work front challenges, ensuring operational efficiency

**Legal and Social Leadership:**

- Strategised the allocation of INR 10+ Cr across teams for NHAI's CSR initiatives & the National Green Highway Mission, driving cost-effective practices to foster community development & sustainability, yielding reductions in ecological footprint & socio-economic progress
- Devised & executed counter-reply plans for 27+ legal cases, safeguarding the organisation from potential INR 50+ Cr in legal liabilities

**Contract Management & Consultant Review:**

- Analysed the technical elements of 3+ DPR projects, executed pre-risk mitigation actions, and implemented cost-optimisation measures, reducing estimated project costs by an average of 2%

**Process Improvement:**

- Usher the integration of sustainable materials into 3+ projects valued at INR 600+ Cr; drove cost reductions of an average of 3% and improved cost-effectiveness, durability, and environmental sustainability
- Spearheaded the reengineering of procurement processes, prepared milestone documents, and achieved an average 2% (1095+ hrs) reduction in total person-hours, and cost savings

**Areas of Interest**

Management Consulting - Strategy, General Management, Business Development, Domine Consulting

<https://www.linkedin.com/in/vishwateja-ashish/>**Dangeti Viswateja Ashish****Infrastructure**

B.E. + M.E in Civil Engineering

Andhra University College of Engineering, Visakhapatnam

Overall Work Experience – 5.8 years

Seasoned Project Management professional with 5.8 years of experience in Strategy Implementation to Execution, Stakeholder Management, Legal and Social Leadership, Contract Management, Consultant Review, and Process Improvement. Excellent at leading teams and resolving vendor challenges, ensuring on-time project completion with standardisation &amp; improved delivery timelines. .

**Past Employers :**

Gujarat State Electricity Corporation Limited, Tata Technologies Limited

**Last Designation :**

Junior Engineer

**Work Experience****Junior Engineer, Gujarat State Electricity Corporation Ltd**

Operations and Project Management:

- Managed 20+ team-members for daily operations of 210MW powerplant with monthly revenue worth INR 29Cr; Improved unit's efficiency by 1.35% through targeted performance testing, saving INR 8.68L annually.
- Implemented 5S with "Excellence-level" certification, saving INR 2.35L in material costs and improving productivity by 25%.
- Supervised cross-functional team for commissioning of brownfield project to reduce wastewater in ash disposal.

Process Optimization and Digital Transformation:

- Digitized KPI dashboard and business metrics reporting process, enhancing SBU performance visibility and reducing manhour utilization by 0.9 hour/day.
- Spearheaded functional testing for IoT-based critical systems automation, decreasing process TAT by 80%.
- Achieved 14% furnace oil usage reduction through data analysis, testing, and system reconfiguration, saving INR 9.8L/year in fuel-cost.

**Design Engineer, Tata Technologies Ltd**

Technical Consultancy and Change Management:

- Developed mobile app prototype for scanning vehicle dashboard indicators, improving driver convenience with instant access to user manuals and resolution guides.
- Provided engineering consultancy to rectify vehicle build and warranty issues through field surveys and RCA analysis, resulting in zero customer escalations.
- Executed BSIV to BSVI transition in engine assembly line through feasibility/impact assessments and strategic planning for timely full-scale production ramp-up.

**Areas of Interest**

Project Management, Supply chain Management, General Management, Energy/Manufacturing Consulting

<https://www.linkedin.com/in/ayush-gandhi-a61345a2/>**Gandhi Ayush Bharatbhai****Energy & Power, Automobile**

Bachelor of Engineering (Mechanical Engineering), 2016

The Maharaja Sayajirao University of Baroda

Overall Work Experience – 6.8 years

6.5 years of experience across Operations, Project management, R&D, and Engineering Consulting within Energy and Automobile sectors; Implemented digital solutions for continuous process improvement and spearheaded client-facing support functions for product development projects to deliver solutions to complex business problems.

**Past Employers :**

Hours Overseas Pvt. Ltd., Tangerine Design Pvt. Ltd.

**Last Designation :**

Software Developer

**Work Experience****Manager Operations, Hours Overseas Pvt Ltd**

Process Excellence

- Chaired implementation of DMAIC approach and developed operation bulletin of processes, optimizing turn around time by 6%
- Conceptualized the process flow through simplification drive for 10+ SKUs to bring down cut-make-tailoring time from 2.5 to 1.5 hours
- Led major debottlenecking of stitching process through jigs and fixtures to maximize the production capacity of stitching line by 66%

Cost Optimization

- Led major analysis of low-revenue SKUs to strategically redesigned production plan and enhance efficiency to decrease COGM by 15%
- Implemented Just-In-Time Inventory system for work in process goods, reducing inventory holding period by 30% and cost by INR 1 MN

**Assistant Production Manager, Tangerine Design Pvt Ltd**

Digital Transformation

- Digitized and integrated inventory module in ERP to align with demand forecast and ABC classification, reducing inventory costs by 8%
- Initiated the digitization of Order Review Meeting in the ERP system by developing an interface and spearheaded a transformative shift that significantly enhanced collaboration, increased efficiency, and reduced project delays across cross-functional departments by 40%
- Automated the pasting process of leather straps to enhance process consistency and scalability, reducing man hours by 25%

**Areas of Interest**

Operations Consulting, Supply Chain Management, Strategic Consulting, Digital Transformation, Process Management

[linkedin.com/in/maheshwarikartik](https://www.linkedin.com/in/maheshwarikartik)**Kartik Maheshwari****Manufacturing**

B.Tech (Industrial and Production Engineering), 2017

NIT Jalandhar

Overall Work Experience – 5.8 years

Professional with 5+ years of experience in managing various projects across verticals with CXOs focusing on operations and process excellence. Led cross functional teams with analytical approach to deliver high-value solutions aligned with organizational growth.

**Past Employers :**

Barclays, Oracle

**Last Designation :**

Senior Software Engineer

**Work Experience****Senior Product Owner, Oracle**

- Migrated on-premises services to cloud infrastructure (OCI), resulting in a significant reduction in infrastructure costs
- Headed integration of RBI's NEFT gateways, enabling a 55% increase in transaction volume
- Worked closely with the pricing team to develop a value-based pricing model

**Product Owner, Barclays**

- Formulated module vision & roadmap, securing a 20% increase in approved budget allocation from the demand forum
- Conducted A/B testing sessions & collaborated with UI/UX team to streamline the user experience
- Leveraged Scrum & Kanban agile methodologies to accelerate development efficiency
- Designed & spearheaded multiple training programs on fundamentals of UK's payments system & SWIFT integration
- Crafted user personas & empathy maps, enabling data-driven product decisions and fostering customer-centric product development.

**Areas of Interest**

ProductManagement, Digital Transformation, BusinessDevelopment.

<https://www.linkedin.com/in/govardhan-kallam-88b37639/>**Kamath Aniruddha****BFSI, IT & ITES**

B.E. (Information Technology), 2017

K.J Somaiya College of Engineering, Mumbai

Overall Work Experience – 5.7 years

Senior Product Owner with a demonstrated track record of successfully leading diverse cross-functional teams in the ideation, design, & launch of highly scalable SaaS solutions. Extensive experience in FinTech collaborations, combined with a hands-on approach in Agile transformation, handling cloud-hosted applications, project management, and strategic product evolution.

**Past Employers :**

Mindtree Ltd., Cognizant Technology Solutions, Infosys BPM Limited

**Last Designation :**

Business Analyst

**Work Experience****Development Architect / Expert, T4 L1, SAP AI Foundation.****Business Analyst, Mindtree Ltd.,**

- Delivered 8 programs by effectively tracking solutions roadmap, work breakdown structure (WBS), operating model, and governance implementation. Achieved 100% of the yearly target
- Steered the delivery process transformation, introduced agile methodologies- Kanban, milestones mapping, & bridged communication gaps to handle flexibility in requirements to enable continuous improvements, reducing project timelines by ~20%
- showcased& introduced the implemented solutions & benefit charts to new business functions, conducted feasibility benefit Analysis process assessments

**Associate-Projects, Cognizant Technology Solutions**

- Spearheaded 3 releases concurrently as lead, liaised with onshore & India team as an intermediary, created end-to-end designdocumentation/PDD/SDD, work breakdown structure, and estimated ROI for various projects, achieved 100% milestones on time
- Worked as a Scrum Master, ensured on-time delivery of the solution, groomed the product and sprint backlogs, and provided requirements clarification to the engineering team

**Technology Specialist, Infosys BPM**

- Led a quality assessment team of 6 in a new product development process, worked closely with product leadership team, improvingproduct accuracy by ~15%
- Designed & managed Agile project plans, highly inter-dependent automation program, collaborated with a cross-functional global team
- Improved the process metrics, secured 100% client satisfaction consistently for 5 major releases, ~98% quality standards achieved.

**Areas of Interest**

Product Management, Technology Consulting, Marketing

[www.linkedin.com/in/madhavi-k-88840b105](https://www.linkedin.com/in/madhavi-k-88840b105)**Kuchibhotla Madhavi****IT & ITES**

B.Tech (Computer Science and Engineering), 2016

Malineni Lakshmaiah Women's Engineering College, Gunture

Overall Work Experience – 6.9 years

Business Analyst with 7 years of expertise in global companies. Proficient in agile transformation, stakeholder management, UI path,project management, and business development. Track record of successfully working across diverse geographical locations, drivingbusiness growth, and delivering high-impact client solutions.

**Past Employers :**

Mezora Consumers Pvt. Ltd., Safe Security

**Last Designation :**

Senior Business Manager

**Work Experience****Senior Business Manager, Mezora Consumers Pvt. Ltd.**

- Led top-line growth of Truly Blessed, a baby-care D2C brand by Mezora Consumers as a quasi-entrepreneur through business development and marketing.
- Achieved 70% increase (from INR 145K to INR 250K) in monthly revenues in 6 months through strategic partnerships with top Delhi hospitals, paediatricians and leading stem cell bank after successfully launching the brand on Amazon, FirstCry, Pharmeasy and Tata 1mg.

**Product Manager – 1, Safe Security**

- Optimized performance of flagship product SAFE (cyber risk management tool) at Safe Security (John Chambers-backed \$150M cybersecurity startup).
- Doubled 2+ clients' ability to manage security risks of IT assets in SAFE by optimizing integration with Qualys, a top cyber threat detection software.

**Associate Product Manager, Safe Security**

- Owned product roadmap of 3 core components of SAFE.
- Spearheaded company's entry into the \$6B cloud cybersecurity market and achieved visibility into security risks of AWS cloud services (for CIOs of a \$11B Fortune-500 prospect and a \$3B FMCG client) by launching real-time risk management feature for cloud security.

**Software Engineer - 2, Safe Security**

- Enhanced SAFE's backend code to detect and view security risks, in PHP and Python.

**Associate, Safe Security**

- Built the foundation of SAFE's capability to handle security risks from varied sources.

**Areas of Interest**

Product Management, Digital Transformation, Business Strategy

<https://www.linkedin.com/in/luckshyadagar/>**Luckshya Dagar****E-Commerce, IT & ITES**

B.Tech (Computer Science and Engineering), 2017

Jaypee Institute of Information Technology, Sector 62, Noida

Overall Work Experience – 5.5 years

Product Manager with 5+ years of experience in driving revenue growth and delivering customer-centric solutions through cross-functional collaboration with engineering teams. Led B2B SaaS product development of innovative cybersecurity features for Fortune-500 companies via agile methodologies.

**Past Employers :**

NMDC Ltd.

**Last Designation :**

Manager (Operation Head)

**Work Experience**

Manager (Operation Head), National Mineral Development Corporation | Chhattisgarh

- Spearheaded a team of 100+ people to successfully commission a captive Power plant in record time of 3 months.
- Resolved labour union conflicts leading to higher employee morale, workplace harmony and increased overall productivity.
- Initiated and led a competency development program for 250+ employees, resulting in increased operational efficiency and greater employee engagement.
- Led cross functional teams to implement strategic design changes, prioritizing long term benefits and improved performance.
- Implemented process improvements by optimizing SOP's and by leveraging Statistical process tools, saving 24cr. annually.
- Carried out innovative process changes resulting in a 15% increase in throughput yield of feed water.

Deputy Manager, NMDC Ltd | Chhattisgarh

- Steered a 4-member team to effectively coordinate with EPC contractors (Thermax, BHEL & MAN Energy Solutions) and to oversee end-to-end execution of Thermal power plant project worth 850 crores.
- Played a pivotal role in Equipment Master Data Management and implementation of ERP system, integrating day-to-day 10+ business processes and streamlining inventory management.
- Performed Cost-Benefit Analysis for various engineering design options of a high-pressure steam line project and offered explanatory insights, resulting in 18% higher output and annual savings worth 450 cr.
- Handled single and multi-supplier procurement of raw materials and critical spares with uncertain lead times worth Rs. 50 crores.
- Designed organizational structure and assessed manpower requirements to build high performance teams.
- Liaised with 5+ government departments for obtaining statutory clearances/ regulatory clearance for Project Execution and plant operations.

**Areas of Interest**

Program Management, Product Management, Business Strategy, Digital Transformation.

<https://www.linkedin.com/in/nishant-anand-2383a9185/>**Nishant Anand****Manufacturing**

B.Tech. (Power Engineering), 2014

NPTI, Delhi

Overall Work Experience – 8 years

Accomplished professional with nearly 8 years of experience in Operations & Project Management. Adept at leading cross-functional teams to drive business process improvement, change management, and sustainable growth. Successfully commissioned a captive Power plant in record time and optimized processes, resulting in substantial savings.

**Past Employers :**

Deloitte US | Consulting

**Last Designation :**

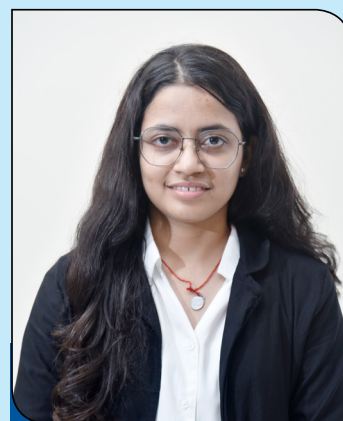
Senior Consultant

**Work Experience**

Streamlined scoping and grooming process for insurance client, leading to a reduction in project requirement clarification time. Authored comprehensive project progress reports to leadership, enabling informed decision-making for resource estimations and ensuring project backlog alignment leading to reduction in sprint backlog items. Guided a team of 6 cross-functional developers in delivering high-quality APIs for Policy Endorsements using agile methodology. Designed robust training plan for 20+ new recruits accelerating readiness to contribute to insurance modules and increasing efficiency. Demonstrated outstanding code quality, minimal bug rate, and proactive issue resolution, achieving 99% efficiency

**Areas of Interest**

Technology Consulting, Project Management, Product Management, Agile

[www.linkedin.com/in/tanvi-muzumdar-3b41441b1](https://www.linkedin.com/in/tanvi-muzumdar-3b41441b1)**Muzumdar Tanvi Dilip Deepika****IT & ITES**

B.E (Computer Science and Engineering), 2016

Thadomal Shahani Engineering College, University of Mumbai

Overall Work Experience – 6.4 years

Technical Consultant and Product Developer with 6.4 years of experience with a prominent IT Consulting firm, delivering solutions to US insurance clients. Skilled in strategically aligning business goals with technical solutions, providing collaborative and inclusive leadership, and achieving remarkable success in driving agile project delivery, process optimization, and client relationships.

**Past Employers :**

Indian Army

**Last Designation :**

Major (Senior Manager Operations &amp; Training)

**Work Experience****Major, Indian Army**

Project &amp; Operations Management

- Led and executed the first-ever mobilisation of battle tanks to super high-altitude area in a record time of 60 hours in a high-risk environment for which my unit was awarded the coveted Chief of Army Staff Appreciation and Army Commander Citation
- Identified opportunities and initiated two defence technological projects worth INR 5 Cr with technology partners to induct anti-drone solutions and battlefield management system for a tank unit to increase operational efficiency
- Improved strategic and tactical plans by creating a situational war-planning decision making tool for realistic application and comprehensive war-planning design

Process Excellence

- Enhanced equipment readiness by 33% for military equipment worth INR 225 Cr by forecasting maintenance schedules, resource mapping, review of equipment life cycle, and inventory management
- Improved operational planning time by 40% by initiating digital terrain mapping through collaboration with various stakeholders including DoST and BISAG

People &amp; Performance Management

- Executed agile training practices for 200+ professionals resulting in successful collaboration of Army and Air-Force during a high-visibility warfare exercise (Dakshin Shakti 2021)
- Re-modelled employee performance evaluation for selection of 600+ professionals in a United Nations Peacekeeping Mission by creating metrics to assess professional capabilities and personal values

**Areas of Interest**

Strategy, Operations Management, Product Management, Process Consulting

<https://www.linkedin.com/in/parikshitbawa/>**Parikshit Bawa****Defence**Post Graduate Diploma in Defence Management & Strategic Studies  
Bachelors of Arts (Honours) in Business Economics

University of Madras

College of Vocational Studies,  
University of Delhi

Overall Work Experience – 7.8 years

Strategic-minded and people-oriented military veteran with 7+ years of diverse experience in Strategy, Project Management, Operations and People Management with a key focus on building effective cross-functional teams that deliver exceptional results.

**Past Employers :**

Adani Green Energy Limited

**Last Designation :**

Assistant Manager

**Work Experience**

- Strategic Sourcing: Orchestrated international tie-ups worth USD 436 Mn, lowering costs by 12% and ensuring seamless supply even during COVID-19. Spearheaded fast-track procurement of first-time indigenised 12 numbers of equipment worth USD 0.6 Mn, shortening lead time by 50% for the commissioning of India's largest fully-indigenized Wind Turbine prototype.
- Innovation & Sustainability: Transformed packing methods, cutting CO2 emissions by 475 MT (11%) through optimised container space utilisation. Introduced dry solar panel cleaning via Israeli collaboration, saving 280 Mn litres of water annually.
- Data-Driven Decision-Making: Pioneered a market intelligence dashboard that empowered CXOs for proactive decisions, leading to 10% cost savings. Guided 21% energy density growth by analysing China's market first-hand and enabling the adoption of advanced technologies in India.
- Digital Transformation Expertise: Revolutionized agility with a Smart Purchase Order Generating tool, reducing turnaround time by 94%. Designed a Cashflow Dashboard for real-time tracking of shipments and payments, enhancing accuracy by 15%.
- Process Excellence & Leadership: Streamlined commercial due diligence, halving project duration for a USD 3.5 billion acquisition. Redefined warranty claims, reducing replacement time by 50%. Leveraged monitoring tools for a 10% surge in on-time and within-budget deliverables.
- Contract Management: Managed 32 contracts, coordinating 100+ stakeholders across 5 countries, delivering USD 374 Mn cargo on time. During management transition, led USD 61 Mn procurement, averting USD 7 Mn revenue loss.

**Areas of Interest**

Strategy, Consulting, Climate Change, Digital Transformation, Industry 4.0

<https://www.linkedin.com/in/patel-jinesh/>**Patel Jinesh Vasanbhai****Energy & Power**

B.Tech. [Mechanical Engineering], 2016

Dharmsinh Desai University, Nadiad

Overall Work Experience – 5.6 years

Accomplished professional proficient at devising trendsetting strategies and leading digital transformation initiatives. Demonstrated expertise in data-driven decision-making to drive operational excellence and enhance sustainability.

**Past Employers :**

Eli Lilly, ZS, IQVIA and Abbott

**Last Designation :**

Senior Associate Consultant

**Work Experience****Senior Associate Consultant, Eli Lilly**

- Led a team of 3 Associate Consultants to design the incentive plan and quotas for a new insulin, achieving an accelerated timeline of 4 weeks instead of the typical 10 weeks by proactive planning and efficient resource allocation, resulting in a successful market entry.
- Spearheaded a 6-member Operations Excellence team to develop the "One BU" program, leading to 25% reduction in system runtime.

**Associate Consultant, IQVIA**

- Catalyzed an impressive project revival, securing a \$500K contract renewal by collaborating successfully with CXOs and processing payouts worth \$25M+ with impeccable accuracy. The project was the sole recipient of the prestigious "Perfect Score" award in 2020.
- Orchestrated a sales contest for a drug in continuous glucose monitoring market, fueling the product's market share from 50% to 52%.
- Designed an executive summary dashboard that empowered CXOs during QBRs, resulting in securing a client contract worth \$75K.

**Assistant Business Intelligence Manager, Abbott**

- Transformed the sales crediting system for 10 BUs by spearheading the digitization effort, conducting user acceptance testing (UAT), and educating the team to ensure seamless adoption, resulting in a 90% TAT reduction and substantial gains in operational efficiency.

**Business Operations Associate, ZS**

- Owned the successful design, implementation, reporting, and quota setting of incentive plans for a US pharma client with 700 sales reps, ensuring accurate processing of payouts worth \$6M+.

**Areas of Interest**

Healthcare Consulting, Strategy, Digital Transformation

<https://www.linkedin.com/in/prakash-bharati-4a9663113/>**Prakash Bharati****Pharma & Healthcare**

B.E. [Mechanical], 2017

Jadavpur University

Overall Work Experience – 5.5 years

Business Consultant with 5.5 years of experience in collaborating with CXOs to empower Fortune 500 healthcare companies in driving significant sales growth by crafting strategic incentive plans, designing innovative contests, creating dashboards, and streamlining operations.

**Past Employers :**

PwC India and DeepTrace Cybernetics Pvt Ltd.

**Last Designation :**

Chief Operating Officer

**Work Experience****Founder/COO, DeepTrace Cybernetics Pvt Ltd**

- Provided strategic cybersecurity solutions to public and private sectors, notably critical areas like state finance departments.
- Propelled a 6x increase in revenue over two years at my Bootstrap Startup by delivering bespoke cybersecurity solutions to 10+ high-value clients.
- Catalysed widespread awareness and adoption of best practices by empowering over 500 participants through impactful cybersecurity training.

**Consultant, PwC India**

- Averted potential revenue loss of Rs150CR, through timely remediation and recovery of mission-critical systems.
- Resolved 25+ revenue-critical cyber crisis situations for major financial institutions as a core member of PwC's rapid response team.
- Mitigated 30+ critical security threats, ensuring data protection and uninterrupted business operations.

**Machine Learning Engineer, Fluid Hammer Consultancy Services**

- Instrumental in the creation and development of an innovative machine learning algorithm, masterfully detecting leaks in underground pipelines via real-time data analysis.
- Significant contributor to an eco-sustainability milestone in India, effectively conserving critical drinking water resources through extensive implementation.

**Areas of Interest**

Management Consulting, Tech Consulting, Product Management

<https://www.linkedin.com/in/pradyot-aramane-6b600273/>**Pradyot Aramane****IT & ITES**

B.E. [Computer Science and Engineering], 2018

RVCE, Bangalore

Overall Work Experience – 5 years

Cybersecurity professional with a solid history of delivering tailored services and solutions. With demonstrated expertise in Product Development/Management, incident response, Vulnerability Management as a Service, and digital forensics. Excel in crafting innovative strategies that boost client acquisition and produce outstanding outcomes.

**Past Employers :**

Anglo-Eastern Ship Management Ltd, Hong Kong

**Last Designation :**

Third Engineer

**Work Experience**

- Acquired additional charter business worth \$10 million by ensuring zero deficiencies during 3 concurrent Port Inspections, including US Coast Guard Inspections
- Reduced audit and repair cost by \$100,000+ YoY by partnering with technicians of different nationalities on various projects
- Implemented a company-wide SOP to prevent fuel degradation in Polar Regions during sub-zero temperatures, resulting in annual saving of approx. \$350,000
- Streamlined on-boarding process by mentoring junior officers and conducted Company Familiarization webinars, training 100+ recruits and ensuring adherence to company policies

**Fourth Engineer**

- Enhanced demand forecasting by setting up an Inventory Plan using digital tool for 10K+ SKUs and storage layout design
- Reduced Sulphur emissions by 77% by strategizing and implementing a permanent fuel changeover project
- Developed and implemented ship-specific SOP to maintain a Covid-19 free environment for a 25-member team during port activity in China (Feb' 2020)
- Economized fuel savings through the optimization of the propulsion system by comparing shop trial reports

**Junior Engineer**

- Optimized Waste Management Project (oil) Achieved a cost savings of USD 10k
- Improved inventory management with a 15% reduction in safety stock and a 20% decrease in inventory turnover
- Successfully improved compliance, creating a balanced and efficient work environment, during demanding port operations by 30% reduction in rest hour violations
- Enhanced record-keeping and traceability of maintenance activities by developing maintenance reporting system

**Areas of Interest**

Operations Management, General Management, Product Management.

<https://www.linkedin.com/in/pranavchadha12/>**Pranav Chadha****Shipping**

B.Tech. [Mechanical], 2015

JSS Academy of Technical Education, Noida

Overall Work Experience – 6.5 years

Experienced professional adept at managing operations in demanding environments, ensuring the seamless flow of goods across global borders. Demonstrated leadership in driving critical projects and strategic initiatives to achieve operational excellence, collaborating effectively with dynamic teams.

**Past Employers :**

Ostranenie Products & Services, Allen Digital, BYJU'S, Capgemini, Go Live Gaming Solutions.

**Last Designation :**

Product Manager

**Work Experience****Product Manager, Ostranenie Products & Services**

- Built a gamification layer for an EdTech client, resulting in an increase of 30% in user participation, generating additional revenue of INR 3M
- Championed adoption of Agile and Scrum, fostering team collaboration and resulting in a 20% decrease in customer churn rate

**Area Manager - Andhra Pradesh, Allen Digital**

- Led a Business Development team of 25, including 3 managers, and owned a portfolio of INR 6Cr YOY with a 2.5% attrition, vis a vis 10% (avg attrition)

**Business Development Manager, BYJU'S**

- Spearheaded a team of 19 Business Development associates, overseeing distribution in K10 and K12 learning segments, handling INR 9.6Cr YOY
- Executed market growth trial and assisted in Visakhapatnam office relaunch, leading to a 10% improved CLV and saving INR 8M in marketing
- Drove diversity and women empowerment by pioneering the inclusion of women in sales roles, achieving a 3:1 men-women ratio across Andhra

**Software Analyst, Capgemini**

- Aligned consumer needs with the development team, improving product quality, enhancing customer satisfaction, and achieving 100% testing
- Designed, tested, and deployed an ERP, ensuring a reduction of 25% in employee training time, saving INR 5M cost in training expenses

**Software Engineer, Go Live Gaming Solutions**

- Coordinated the end-to-end testing and release of three projects, resulting in 50% fewer post-release issues, and 15% higher adoption rates

**Areas of Interest**

Product Management, Digital Transformation

<https://www.linkedin.com/in/praneethsurisetty/>

**Past Employers :**

Hindustan Petroleum Corporation Ltd.

**Last Designation :**

Assistant Manager-Projects

**Work Experience****Project Management & Process Improvement**

- Led railway pipeline project of INR 130 Mn & liaised with railways, IOCL & BPCL to increase product decantation rate, cutting railway detention delay charges by 54%
- Coordinated with multiple cross-functional stakeholders to enhance the storage & dispatch facility of Jabalpur terminal under revamping project of INR 1 Bn, completing the project one month before the timeline and increasing sales thru-put volume by 22%
- Provided pre-project engineering consultancy with IRR and CPM analysis for 5 projects, optimized project cost & specification, resulting in a cumulative project cost saving of INR 10 Mn
- Collaborated with the R&D team to determine pollutant characteristics, enabling accurate selection of IoT, achieving zero regulatory penalties on HPCL
- Standardized and incorporated 500+ Bill of material in e-procurement with 99% BOM accuracy, optimizing procurement time by 20%
- Compiled inventories across 66 locations and integrated central inventory with the procurement process, reducing unused material inventory by 45%

**Digital transformation**

- Implemented onsite inventory management with auto-product reconciliation capability by integrating critical control systems with Oracle JDE EnterpriseOne ERP
- Spearheaded design and deployment of custom dashboards for real-time terminal operation monitoring, auto-notification, and report generation, saving 900 manhours per year
- Led implementation of a digital twin for VRU plant to predict plant performance using data analysis, cutting plant downtime by 29%
- Managed pilot project of GPS-based EM locks integration with vehicles, reducing oil theft by 37% & saving INR 1.1 Mn/year
- Implemented predictive maintenance of 25 static and rotary machinery using IIoT devices, enhancing uptime by 33%

**Areas of Interest:**

Project & operation Management, Digital Transformation, Process Improvement, Engineering Consulting and ESG

<https://www.linkedin.com/in/preetam-singh-b4a6a393/>

**Praneeth Surisetty****IT & ITES**

B.Tech (Computer Science & Engineering), 20175

Vignans Institute Of Information Technology

Overall Work Experience – 5.3 years

Product Manager with varied experience in tech environments. With a record of driving product excellence, leading sizable teams, and fostering business growth, I am well-versed in Agile/Scrum, Product Strategy, and Market Research. Have a strong background in Business Development.

**Past Employers :**

Schwan's Company, Baldwin Richardson Foods, Inline Engineers, Direct conveyors

**Last Designation :**

Sr Process Engineer

**Work Experience****Key Account Management****Sr Process Engineer, Schwan's Company (Salina, Kansas, USA)****Process Design & Strategic Implementation**

- Developed the Commissioning & Startup plans for equipment in a new frozen pizza manufacturing facility managing a startup budget of \$1.2 Million.
- Spearheaded continuous improvement projects for CFT's in Operations & Maintenance replacing existing process technology with new technology that resulted in cost savings of \$200,000.

**Project Engineer, Baldwin Richardson Foods (Rochester, New York, USA)****Digital Transformation & Project Management**

- Implemented capital projects ranging from \$50,000 to \$5 Million across two beverage manufacturing facilities managing scope, schedule & budget during equipment Design, Installation & Commissioning phases of the project.
- Facilitated implementation of company-wide Digital dashboards using data from machine mounted IOT sensors that resulted in faster problem diagnosis & downtime reduction by 10%.
- Led on-boarding of two new products redesigning existing manufacturing layout liaising with Product Development, Operations & Quality teams that resulted in a throughput increase of 5%.

**Project Engineer, Inline Engineers (Cincinnati, Ohio, USA)****Technical Consulting & Client Management**

- Managed turnkey projects ranging from \$100,000 to \$1.5 Million as an EPC consultant for clients in the FMCG manufacturing industry.
- Performed onsite audits & surveys of customer facilities, equipment that resulted in identification of cost saving initiatives.

**Areas of Interest**

Project Management, Supply Chain Management, Operations, Product management, Business Development

<https://www.linkedin.com/in/rahulponnuri/>

**Past Employers :**

Vedanta Ltd, POWERGRID, Ministry of Railways.

**Last Designation :**

Assistant Divisional Electrical Engineer, Traction

**Work Experience****Assistant Divisional Electrical Engineer, Indian Railways****Project Management and Change Management**

- Led a team of 17 supervisors and 03 agencies to commission 296 RKM Railway Electrification Project.
- Managed transition of train services during COVID, handled 16 Shramik Special trains daily, serving 19200 passengers daily, and ensured the health & safety of 150 crew members for uninterrupted train operations for 03 months.
- Implemented engineering, design, execution, & commissioning of dead-end extension work worth INR 1.4cr, reducing locomotive TAT by 75%.

**Operations Excellence**

- Spearheaded a 400+ member team, 03 executing agencies to manage 244 km railway network serving 81 trains daily, achieving 90% punctuality.
- Quickly responded to damage due to natural calamity and restored the train service, saving colossal revenue loss of INR 15cr.
- Developed an Energy Management System to forecast power demand for efficient power trading, saving INR 18cr per year in penalties.
- Identified bottlenecks in the overhead system and mitigated these through innovative solutions resulting in a decrease in downtime by 70%.
- Analyzed 10-year data to derive insights and solutions for preventing asset failures and train accidents, reducing unusual cases by 40%.

**Digital Transformation**

- Implemented a user depot module to streamline inventory procurement and planning, leading to savings and an increase in availability by 95%
- Operationalized Traction Distribution digital application for resource planning and real-time monitoring of patrolling to reduce TAT by 50%

**Areas of Interest**

Digital Transformation, Project Management, Operations Management.

<https://www.linkedin.com/in/ronak-144a1976/>

**Rahul Ponnuri****FMCG, Manufacturing**

M.E (Mechanical Engineering), 2015  
University of Cincinnati, Cincinnati, USA  
B.E (Mechanical Engineering), 2013  
Osmania University, Hyderabad, India

Overall Work Experience – 7.2 years

Engineering Consultant & Corporate Engineer with 7+ years of experience implementing large scale CAPEX projects in USA for Fortune 500 FMCG manufacturing firms. Proficient in Project lifecycle management (Certified PMP)

**Ronak****Railways**

B.Tech (Hons) (Electrical and Electronics Engineering), 2015

NIT, Jamshedpur

Overall Work Experience – 6 years

Professional with 6+ years of cross-functional experience in Projects spanning Mining, Electricity Transmission, and Railways across the entire value chain.



**Past Employers :**

State Bank Of India , IBM India Ltd , ITC Infotech India Ltd.

**Last Designation :**

Deputy Manager , Credit, State Bank of India

**Work Experience****Deputy Manager (Credit)**

State Bank of India | January-2019 - March-2023, Kolkata

- Formulated operations strategy to drive adoption of flagship Customer Application (YONO). Migrated 26% of the customer base to digital channels and achieved 24% growth in retail portfolio through digital lending.
- Developed and executed Go to Market (GTM) strategies to increase the credit portfolio through market analysis, viability, and excellence in customer service, thereby disbursing INR 18 Crores in 6 months.
- Implemented a first-of-its-kind Advisory Service for MSME customers and restructured 120 accounts worth INR 15 Crores during Covid-19, in line with regulatory directives.

**Package Specialist (Senior Consultant)**

IBM India Private Limited, May-2018 - December-2018, Kolkata

- Led a team of consultants to manage requirement gathering for a Manufacturing Execution System (MES) Project for a Fortune 100 client, leading onsite-offshore collaboration and ensuring Service Level Agreement (SLA) adherence.

**Associate Consultant**

ITC Infotech India, July-2015 - May-2018, Bangalore

- Spearheaded core development of Manufacturing solution (Apriso 2019) based on requirement analysis, for a Forbes 500 client, achieving functional upgrades and boosting productivity by 22%.
- Collaborated with cross-functional teams to develop and execute a comprehensive upgrade plan of Apriso MES for Romania, Turkey, and South Africa, ensuring business integration.

**Areas of Interest**

Product Strategy, Product Management, Tech-Fin .

<https://www.linkedin.com/in/sayantana-mitra-4039b9139/>

**Sayantana Mitra****BFSI, IT & ITES**

B.Tech. (Electronics and Communication Engineering), 2015

HITK, Kolkata

Overall Work Experience – 7.5 years

7.5+ Years of Global Experience as an Information Technology consultant and Banking Professional demonstrating technical and Financial acumen with industry insights. Proficient in Business Development, Digital Transformation, Stakeholder Collaboration, Strategic Thinking and Risk mitigation.

**Past Employers :**

Bharat Petroleum Corporation Limited

**Last Designation :**

Assistant Manager, Retail

**Work Experience****Digital Initiatives**

- Automated manual tank truck planning process through RAIS(Retail Auto-Invoicing System)-conception of logic to implementation across all Retail Terminals-eliminating non value-added steps by 100%and optimizing manpower by 30%
- Eliminated pilferage by implementing Electro-Mechanical locks-IOT based devices-across all Retail Terminals, leading to inventory reduction by 74% and manpower optimization by 20%

**Terminal Automation and Project Management**

- Upgraded Kanpur Terminal-conducted fit-gap analysis, developed to-be design, and implemented 15 technological projects
- Formulated strategic RFPs, handling budget of INR 1 Cr, for 4 critical brown field projects at Kanpur Terminal
- Assisted transition from PLCto DCSbased automation system for commissioning of Prime Minister Office Monitored Projectworth INR 1200 Cr

**Sustainability and SCM**

- Coordinated ethanol supply chain for 21 suppliers at Kanpur & rolled out 20% Ethanol Blended Petrol as per GOI's Programme
- Enhanced ethanol logistics by leveraging 5S and Lean methods- increasing operational efficiency by 150%

**Operations Management and QC**

- Prevented loss of 200 kl of Petrol and mitigated risk by first cutting off the source of supply during pipeline transfer
- Qualified as Quality Controlled Signatory for ATF(Aviation Turbine Fuel)
- Achieved top spot in Thane and Mumbai markets, with a gain in market share of 14% in Petrol and 7.91% in Diesel, and 1.4% in Petrol and 0.49% in Diesel, respectively
- Boosted TAT of trucks by 50%, achieving golden hours target by filling & strategically planning 200 tank trucks

**Areas of Interest**

Management Consulting, Strategy & Planning, Digital Transformation, and Logistics & Supply Chain

<https://www.linkedin.com/in/shruti547/>

**Shruti Jha****Oil & Gas**

B.Tech (Electrical Engineering), 2017

NIT Rourkela

Overall Work Experience – 5.8 years

5 years & 8 months of experience in Central Oil & Gas Maharatna PSU, with expertise in Supply Chain, Digital Transformation & Automation, Project Management, Strategic Planning, Business Engagement, Green Energy, Continuous Process Improvement, Change Management, Quality Control, and Audit

**Past Employers :**

Oracle, Knowlarity Cloud Communications (a Gupshup Company), Aspiring Minds (a SHL Company)

**Last Designation :**

Sr. Business Development Consultant

**Work Experience****Sr. Business Development Consultant, Oracle**

- Collaborated with CXOs leveraging solution selling, resulting in 40%-50% cost-savings and improved throughput of Oracle Database by 30%.
- Guided clients from North America about Oracle Linux and VirtualBox use cases and benefits, along with emerging industry trends, resulting in consistent over-achievement of pipeline and revenue targets by 250%.
- Improved stakeholder management and ideation by creating workflows and dashboards in Oracle Fusion for information transfer between solution architects and marketing team, resulting in 5% increase in MQLs and an enhanced product roadmap.
- Employed sales tools such as ZoomInfo, Lusha and LinkedIn Sales Navigator, leading a portfolio of ~300 accounts, generating pipeline worth \$5mn+.
- Co-created with Oracle Enterprise Sales Team and strategic partners in North America for On-Prem to Cloud migration projects and led defining business purpose for the migration, reducing client infrastructure maintenance costs by 30%.
- Mentored recruits on Oracle Linux and VirtualBox, optimizing their proficiency, improving ramp-up time, and delivering business KPIs by 30% early.Sales Manager, Knowlarity Cloud Communications (a Gupshup Company)

**Sales Manager, Knowlarity Cloud Communications (a Gupshup company)**

- Extended inputs in marketing campaigns, designed BRD/FRD and assisted the CSO with organization-wide Salesforce CRM implementation, resulting in increased lead generation by 20% and enhanced sales team reporting dashboards.
- Led a successful PoC and defined the plan to scale, securing Rs 17 lacs/- upfront paid ARR deal with a significant Japanese client, reducing client's cost by 40% by eliminating hardware dependency of EPABX and replacing it by Virtual Number services, reducing downtime by 30%.
- Successfully onboarded one of the biggest logistics companies in India by identifying and understanding business issues and technology implications. Deployed a cloud contact center, receiving testimonial for an in-depth understanding of the solution and sales management.

**Areas of Interest**

Technology Consulting, Strategy, Product Management, Tech/SaaS Sales

<https://www.linkedin.com/in/shivamparashar/>

**Shivam Parashar****IT & ITES**

B.Tech (Computer Science and Engineering), 2016

LPU,Jalandhar

Overall Work Experience – 6 years

IT/SaaS Sales Expert with 6 years of experience collaborating with CXOs to translate business goals/challenges into technology solutions. Adept at managingkey accounts and prospecting business across global clients. Partnered with clients to assess As-Is state and orchestrate To-Be state solutions.

**Past Employers :**

Quantiphi Analytics Solutions Pvt. Ltd., Avizva Solutions Pvt. Ltd., Tata Consultancy Services Ltd.

**Last Designation :**

Senior Business Analyst

**Work Experience****Senior Business Analyst, Quantiphi Analytics Solutions Pvt. Ltd.**

- Onboarded 15 new sites and digitized 50 site contracts for commercial operations and contract management for CAR T Cell Therapy in the EU and Japan by leveraging data-driven strategies to ensure future interoperability.
- Provided innovative solutions for CAR T Cell Therapy by collaborating with Google Cloud Platform and Quantiphi Product Teams, using Cloud and AI Technologies to enhance positive outcomes and elevate patient care.
- Led requirement gathering and wireframing and oversaw end-to-end deliveries for 12 new engagements, reducing delivery time by over 25% by streamlining processes. Improved CSAT Score to over 95% and NPS to over 50

**Associate L2, Avizva Solutions Pvt. Ltd.**

- Managed a 15-member cross-functional team that developed a SaaS Solution for the Member Services Team of a PBM, which streamlined client operations, integrated with 3rd party applications, and brought in process efficiency by reducing Customer Service Time by 40% during the pilot.
- Transitioned to Agile Methodology, onboarded Client Product Owner to Scrum Team, and utilized Client PM Tool for seamless delivery and transparency. Documented the process for implementation of agile across the organization

**Assistant System Engineer, Tata Consultancy Services**

- Designed impactful dashboards for clients and employed comprehensive insights to facilitate informed decision-making with a single click.

**Areas of Interest**

Business Strategy, Digital Strategy and Digital Transformation

<https://www.linkedin.com/in/shubhankar-bhardwaj/>

**Shubhankar Bhardwaj****IT & ITES**

B.Tech (Electronics and Communication Engineering), 2017

SRM Institute of Science and Technology

Overall Work Experience – 5.6 years

Consultant with 5+ years of experience in business intelligence, project management, and digital transformation with expertise in collaboration between cross-functional teams across the organization to deliver innovative solutions to complex business problems.

**Past Employers :**

Infosys Limited.

**Last Designation :**

Consultant

**Work Experience****Consultant- Senior Associate Consultant, INFOSYS LIMITED, Pune Oct 2020 - Feb 2023**

- Provided consultancy to the client on business strategy growth and agile implementation.
- Led a consulting team of 3 members to collaborate with CDO office to streamline and automate business data analysis.
- Operated as an SME to ideate and implement multiple automation projects to help clients attain their digital transformation.
- Executed 25+ functionality changes in data warehousing and ETL layer, worth USD 2Bn+ in materiality, improving data quality and reliability.

**Technology Analyst- Senior Software Engineer, INFOSYS LIMITED, Pune Jun 2017- Oct 2020**

- Oversaw successful digital transformation of the loan application portal for the largest bank in the Netherlands, currently serving over 10 million users across Europe.
- Established a positive feedback channel with clients, gathering requirements and obtaining observations to tailor the approach and team deliverables, achieving a 100% client satisfaction rate.
- Acted as a Scrum Master to perform sprint planning, daily stand-up, sprint review, and sprint retrospectives, and administered overall implementation of agile practices.
- Managed Development, UAT, and Production environment and deployment tools, ensuring 100% efficiency and client satisfaction.
- Implemented CI/CD in UAT and Production environments, decreasing the release cycle from 45 to 14 days.

**Areas of Interest**

Product Management, Tech Strategy, and Program Management.

<https://www.linkedin.com/in/soumyaranjan-dixit/>**Soumya Ranjan Dixit****IT & ITES**

B. Tech. (Computer Science and Engineering), 2016

Silicon Institute of Technology, Bhubaneswar

Overall Work Experience – 6.7 years

Results-driven IT consultant with 6.7 years of experience in financial services, proficient in evaluating processes, analyzing requirements, and delivering effective solutions. Skilled in cross-functional collaboration, process documentation, and change implementation. Experienced in agile transformation and client engagement across geographies.

**Past Employers :**

Open Door, Teach For India

**Last Designation :**

Zonal Head (Business Development)

**Work Experience****Open Door - Education Technology Startup (2018-2023):**

- Led new client acquisition across UAE, Kuwait, Oman, Singapore, West India, South India and NCR
- Built 50+ new clients over 5 years directly contributing to INR 6 Cr revenue between 2018-23 (25% of annual org revenue; this period included the COVID pandemic), and opened presence in Kuwait
- Consistent high performer, earning 2 promotions in 4 years, growing from being the youngest and only female Business Development Manager to Intl. Zonal Head

**Teach For India (2016-2018):**

- Taught Grade 6 and Grade 8 students at a Government school in North Delhi, comprising students primarily from lower income households
- Grew students' reading levels, a key success metric, by 50%+ in 18 months
- Co-founded 'Gaasid' – a filmmaking project for 600 students across TFI Delhi classrooms to build creative confidence in the underserved children

**Areas of Interest**

Sales Management, Business Development

<https://www.linkedin.com/in/suhasini-dayal-a59177140/>**Suhasini Dayal****Education**

B. Com (H)

Indraprastha College for Women, University of Delhi | Principal's Honour Roll | 2013-16a

Overall Work Experience – 6.9 years

I am an Entrepreneurial, high-performing business professional, skilled at business development, people relationships, and Early-stage business building. I possess a great balance of outcome orientation, collaboration and empathy, shaped through my experiences spanning business development, social impact and Professional sports.

**Past Employers :**

State Bank of India, UCO Bank, Cognizant Technology Solutions Ltd.

**Last Designation :**

Deputy Manager (Relationship Manager Personal Banking), State Bank of India

**Work Experience****DEPUTY MANAGER (RELATIONSHIP MANAGER)**

State Bank of India | July-2021 - March-2022 | Barrackpore

- Led growth of retail loans portfolio, maintained high-value customer relationships, managed collateralized assets, supervised 2500+ active loans, and ensured audit-ready loan records. Facilitated credit awareness camps, cross-sold third-party products, and contributed to recovery of bad loans.

**ASSISTANT MANAGER (PROBATIONARY OFFICER)**

State Bank of India | January-2019 –June-2021 | Kolkata Circle

- Excelled in varied banking roles across three branches, including those in rural and remote areas. Demonstrated leadership by assuming authority during staff absences and facilitated 500+ customer migrations to SBI's in house digital platform YONO.

**ASSISTANT MANAGER (PROBATIONARY OFFICER)**

UCO Bank | August-2018 - December-2018 | Coochbehar

- Assisted daily operations in a pivotal rural branch, mastering cash handling, cheque processing, and customer interaction. Led transition inbranch cheque clearing operations, halving processing time through quicker scanning and uploading process modification.

**JR. PRODUCT SPECIALIST (PROGRAMMER ANALYST)****Cognizant Technology Solutions | July-2016 - June-2018 | Kolkata**

- Worked primarily in Core Java, JavaScript, C, HTML/CSS, and PrimeFaces(UI). Led technology transfer for a US based Insurance giant, managing legacy software support via Request and Change management. Facilitated smooth coordination with auxiliary mainframe team, monitored recurring issues, maintained incident repository, and oversaw report generation and user management.

**Areas of Interest**

Product Management, Tech Consultancy, Fintech, Digital Strategy, Finance

<https://www.linkedin.com/in/sourabh-bhattacharya04/>**Sourabh Bhattacharya****IT & ITES, BFSI**

B.Tech. (Electrical Engineering), 2016

St. Thomas' College of Engg. &amp; Tech., Kolkata

Overall Work Experience – 5+ years

5+ years of accomplished experience in Information Technology Services and the Banking Sector, demonstrating hands-on expertise in Application Lifecycle Maintenance, Audit & Compliance, Business Development, Credit Appraisal, Digital Migration, and Risk Management.

**Past Employers :**

Bharat Petroleum Corporation Limited

**Last Designation :**

Manager (Operations)

**Work Experience**

Digital transformation

- Spearheaded the implementation of a predictive maintenance mechanism for 60+ equipment using IoT devices, resulting in 30% enhancement in reliability
- Co-developed and implemented a cloud-based dashboard to monitor the real-time progress of annual maintenance work, thus saving 36 man-hours
- Implemented an ML based model to forecast hydrogen consumption in various process unit, leading to savings worth INR 89 lakhs

Operations Excellence

- Collaborated with BCG in identification of process bottlenecks and implemented an online dashboard system, decreasing response time by 25%
- Supervised team of 70+ personnel to reduce unplanned downtime by 30% and minimized annual operating costs by 5% for five production units
- Managed hazardous substance emergency in petrol production facility through effective coordination and time management, prevented INR 15 Cr asset damage and ensured zero casualties

Process Improvement

- Performed value stream mapping, re-engineered business process and redeveloped SOPs for heating process, thus saved annual cost by INR 1Cr
- Assisted cross-functional team for system upgrades in 25 days TAT for producing rapid BS-VI grade fuels, boosting profits by 2 Cr and achieving a 25% reduction in vehicle emissions.

Project Management

- Delegated 70+ personnel to commission INR 3000 cr expansion project for BS-VI MS production under Ministry of Petroleum & Natural Gas

**Areas of Interest**

Operations Excellence, Agile Project Management, Digital Transformation, Process Automation, Environmental Compliance

[www.linkedin.com/in/sumit-singh-b998898a](https://www.linkedin.com/in/sumit-singh-b998898a)**Sumit Singh****Oil & Gas**

Bachelor of Technology (Chemical Engineering), 2015

MNNIT, Allahabad

Overall Work Experience – 7.5 years

7.5 years of experience in leading operations and project management for Oil & Gas sector. Successfully implemented transformative digital initiatives to streamline operations, optimize processes, and drive improvements in overall business performance.

**Past Employers :**

Space Applications Centre, Indian Space Research Organization

**Last Designation :**

Senior Technical Assistant

**Work Experience**

Initiatives and Project Management

- Led large-scale, turnkey, multi-campus, and multi vendors projects for Biometric Access Management Systems (BAMS), Telecommunication Systems & Emergency Communication networks for Crisis Management. Total cost ~INR 5 Cr.
- Spearheaded design, development, testing and deployment of BAMS Web-application. Implemented two modules using the Agile methodology in six-month timeframe.

Operations and Contract Management

- Formulated RFP, RFQ, and tender documents for different types of maintenance contracts such as AMC, CAMC, & RC for information systems. Total cost ~INR 3 Cr.
- Led a team of 20 individuals for frontline services during COVID lockdown. Provided remote work solutions to senior directors and achieved 99.95% availability of 24x7 critical infrastructure.

Data Analytics

- Established processes to collect & clean user complaints & requests data. Utilized this data to improve SOW and evaluation criteria of maintenance contracts and to optimize procurement of consumables. Reduced inventory by ~25%.
- Analysed existing Telephone Numbering Plan (NPL) for 5000+ extensions across four campuses and defined new NPL, to optimize use of Primary Rate Interface (PRI) levels. Saved ~INR 10 lac.

**Areas of Interest**

Product Management, Artificial Intelligence, Cloud Computing, Cybersecurity

<https://www.linkedin.com/in/harshrivedi-iimc/>**Past Employers :**

Larsen &amp; Toubro Limited

**Last Designation :**

Assistant Manager – Business Operations

**Work Experience**

Project Management

- Spearheaded team of 10+ engineers & 40+ workmen for post-execution works of Delhi Metro project, raising invoice of INR 1.5 Cr
- Prototyped modified boom truck to decrease throughput time in railway electrification project, saving cost of INR 1.12 Cr
- Revamped operational methodology of a project to remove management bottlenecks, increasing monthly productivity by 57%
- Expedited delivery of 22 export assets in one month for critical Mauritius Metro project, reducing project setup time by 2 months

Digital Champion

- Implemented asset management solution with RFID technology, decreasing inventory holding period by ~30 days
- Evaluated & selected various digital offerings to maximize return on investment on digital implementation by business unit
- Beta-tested progress monitoring solution for real-time execution monitoring by reporting usability issues & recommending functional improvements to central digital team
- Adopted HR management software in division to create digitally enabled recruitment process, reducing process time by ~14 days

Vendor Management

- Worked with Divisional Vice-President & multiple department heads on supply chain diversification & partnership opportunities for business expansion in Middle East & South East Asia
- Sourced international vendor from Taiwan for maintenance work of Chennai Metro, generating business opportunity of INR 5.4 Cr

**Areas of Interest:**

Operations Management, Process Consulting, Supply Chain Management, Strategy, Digital Transformation

<https://www.linkedin.com/in/tushar-joshi-31a046103>**Trivedi Harsh Shardul****Space Agency**

B.E. (Electronics and Telecommunication), 2015

BVM Engineering College, Anand

Overall Work Experience – 5.4 years

Engineering professional with ~5.5 years of experience. Proven track record in creating user-friendly web applications, managing products through the lifecycle, and overseeing system operations.

**Past Employers :**

IIM Lucknow Enterprise Incubation Centre, Shiv Nadar AIC Research Foundation, Internet &amp; Mobile Association of India

**Last Designation :**

Program Manager

**Work Experience**

IIM Lucknow Enterprise Incubation Centre

- Designed a startup accelerator program and managed a portfolio of 5 deep-tech companies, achieving 47% growth in valuation and 33% increase in revenue by enhancing market access and adding competencies.
- Secured fund of INR 5 Cr from Ministry of Commerce and Industry by preparing a proposal with a three-year fund utilisation plan, and designed metrics for industry risk analysis and performance tracking.
- Established 11 strategic partnerships with VCs, Banks, and corporations resulting in two investment deals worth INR 3.65 Cr, 4 market access deals with 3 different banks and 1 pilot project.
- Collaborated with multiple stakeholders and cross-functional teams to coordinate the investment of INR 1.4 Cr in 5 startups under Startup India Seed Fund Scheme.
- Launched the Mentor Engagement Program by onboarding 43 industry experts to resolve bottlenecks, increasing the success rate of startup portfolio from 53% to 73%
- Forged a partnership with NABARD to support startups operating in Off-Farm sector and create livelihood opportunities beyond agricultural practises for 250+ rural households.

Shiv Nadar AIC Research Foundation

- Collaborated with government organisations such as NITI Aayog, Startup India, and StartInUP to implement 3 policies and schemes, ensuring a productive ecosystem for 25+ entrepreneurs and innovators.
- Developed a critical task handling toolkit worth INR 73 Lakh by partnering with Google, AWS, Zoho, Paytm, and 7 other tech giants.

IIM Lucknow Enterprise Incubation Centre

- Assisted in raising INR 15 Cr from Department of Science & Technology by executing a sustainable business strategy for the establishment of a Technology Business Incubator at IIM Lucknow (Noida).
- Managed HPCL's corporate venturing program by influencing business decisions through negotiations, analysing financial models, evaluating business models, and forecasting the growth of 9 companies.

**Areas of Interest:**

Program Management, Corporate Innovation, Impact Consulting

<https://www.linkedin.com/in/tushar-singh-a040a7100/>**Tushar Singh****Non-Profit**

B.Tech. (Electrical Engineering), 2015

JSS Academy of Technical Education, Noida

Overall Work Experience – 7 years

7 years of experience with an emphasis on fostering innovation, social impact, and women's empowerment through implementing effective policies at the grassroots level and developing strategic alliances to cultivate a sustainable entrepreneurial ecosystem in India.

**Past Employers :**

Deloitte Consulting, Vedanta Limited, Trafalgar Limited

**Last Designation :**

Senior Consultant

**Work Experience**

Senior Consultant, Deloitte Consulting

- Conducted commercial due diligence for client by identifying annual incremental revenue potential for its mergers and acquisition (M&A) project, which energized C-Suite executives to undertake strategic decisions
- Helped transform business strategy of a State Govt. client by providing auction advisory, that enabled acquisition of mineral assets and diversification of its current mineral portfolio
- Strengthened the world's largest coal miner's project management office (PMO), by prudent and structured monitoring of its capital projects, which reduced implementation time

Manager, Trafalgar Limited

- Conducted risk assessment and capital budgeting studies, by preparing financial model, for a new business venture
- Managed end-to-end lifecycle of a critical project in Public Private Partnership (PPP) mode (including bid management, project costing, and project management) to ensure timely delivery and enhanced client relationship
- Led the B2B negotiation of a major mineral equipment to improve firm's working capital efficiency by savings in ordering price and establishing favorable payment terms

Associate Manager, Vedanta Limited

- Led a cross functional team, to reduce energy usage, using Six Sigma principles, that led to significant savings
- Oversaw a cross-functional team to carry out seamless mineral operations and achieved highest ever monthly production
- Addressed plant bottlenecks by altering equipment design that increased zinc product quality and overall revenues

**Areas of Interest**

Equity Research, Macroeconomics, Management Consulting, Risk Assessment, Financial Modelling

<https://www.linkedin.com/in/akashgupta30/>**Tushar Joshi****Construction & Real Estate**

B.Tech. (Civil Engineering), 2017

National Institute of Technology, Hamirpur (H.P.)

Overall Work Experience – 5.8 years

Professional with 5+ years' experience in project management, change management, process excellence, leading cross-functional teams & managing global vendors. Proficient in team building, strategy execution & working with C-suite executives

**Akash Gupta****Consulting**

B.Tech (Mineral Engineering), Co' 2013

IIT (ISM) Dhanbad

Chartered Financial Analyst, Charteredholder (CFA)

CFA Institute, Charlottesville, USA

Overall Work Experience – 9.5 years

Management Consultant with diverse experience in Strategy, Operations Management and Project Management, serving clientele comprising large conglomerates belonging to the Energy and Natural Resources Industry, the Government of India, and Regulatory Bodies

**Past Employers :**

Punjab National Bank (PNB)

**Last Designation :**

Chief Manager

**Work Experience**

Chief Manager, Head Office

**Change Leadership & Digital Transformation**

- Boosted overall efficiency, competitiveness, and profitability of the bank by implementing GoI-EASE 3.0, 4.0, and 5.0 reforms.
- Achieved 2nd rank in EASE 3.0 & 4.0 program's Governance & HR pillar among public sector banks while leading a team of 15 officers.
- Spearheaded the HR digital journey initiative, resulting in a 30% increase in employee engagement and productivity.

Senior Manager, TFC-Delhi

**Trade Finance Centralization:**

- Played a key role in establishing the centralized Trade Finance Centre, PNB's center of excellence for forex transactions.
- Delivered 50% reduction in TAT for forex bills by managing the processes as FEMA Checker and SWIFT Checker.

**Compliance, Process Improvement & Risk Management:**

- Reduced compliance violations of FEMA guidelines by 30% for corporate forex transactions worth INR 5,000Mn by implementing robust monitoring and control systems.
- Achieved an 80% decrease in past due bills worth approx. INR 3,000Mn by adopting RBI recommended System and methodology.

Manager, Arrah, Bihar

**Leadership**

- Effectively managed the challenges arising from demonetization as branch head; delivered 10X customer service with an unchanged capacity of 15 employees, resulting in enhanced customer satisfaction and increased customer retention rates.

Assistant Manager, Sagar, Madhya Pradesh

- Branch Operation and Business Development.

**Areas of Interest**

Strategy Consulting, Management Consulting, Corporate Banking, Product Management

[.linkedin.com/in/atul-anand-4b67aa51](https://www.linkedin.com/in/atul-anand-4b67aa51)**Atul Anand**

BFSI

B.Sc (Hons) Statistics

Ramjas College, Delhi University

Overall Work Experience – 7 years

Banking professional with 9.25 years of cross-functional experience in Retail Banking Operations, FEMA Compliance, Corporate Banking, and Digital-first process improvement. Demonstrated expertise in strategic leadership, digital transformation, change management, trade finance, and business development.

**Past Employers :**

Maharashtra State Electricity Distribution Company Limited, Larsen and Toubro Limited

**Last Designation :**

Assistant Engineer

**Work Experience**

Maharashtra State Electricity Distribution Company Ltd

**Procurement, EA to Executive Engineer**

- Digitalisation Initiatives: Pioneered implementation of digitalisation of "procure to pay process" in Maharashtra by training 50+ team members and vendors and working with IT team to identify and fix errors thereby optimising bill approval time to 2 days
- Crisis Management: Implemented comprehensive strategy to restore power supply within 4 hrs after Tauktae Cyclone, by managing manpower and material at affected locations thereby saving INR 2.4Mn
- Business Process Reengineering: Initiated a company-wide review of procure to pay process across Maharashtra to identify limitations, recommended changes to CXO, and worked with stakeholders to implement changes, leading to a 20% increase in work categories and a 3-fold increase in bidders
- Tender Management: Streamlined the e-tender process for projects worth INR 60 Mn, by standardizing the tender documents, setting clear instructions, and negotiating effectively with potential suppliers thereby reducing the average processing time by 60%

**Head, Meter Testing Unit**

- Inventory Management:
  - Transformed manual meter procurement and allotment processes using SAP, reducing the TAT by 80%
  - Initiated refurbishment of faulty meters, ensuring preparedness and meeting 30% of contingency demand during COVID-19 pandemic.

**Section Head**

- Operations Management: Led a 13+ member team to monitor health of electrical infrastructure of 20 transformers & 19 kms of electrical lines via augmentation projects, efficient resource planning thereby reducing losses <5%
- Project Management: Led a cross functional team of 20+ members and coordinated with vendors, consumers and internal stakeholders to accomplish end to end project management of 4 power projects of INR 4Mn

**Areas of Interest**

Program Management, Strategy, General Management

<https://www.linkedin.com/in/ashwinigchavan>**Chavan Ashwini Gajanan**

Energy &amp; Power

B.Tech. (Electrical and Electronics Engineering), 2013

Visvesvaraya National Institute of Technology, Nagpur

Overall Work Experience – 9 years

Results-driven Program Manager with 9 years of experience leading 8+ cross-functional teams to deliver strategic projects in Operational Excellence, Procurement, and to serve people at grassroots level. Skilled in hands-on execution, crossdomain collaboration, negotiation and problem solving within limited resources

**Past Employers :**

HPCL-Mittal Energy Limited (HMEL)

**Last Designation :**

Assistant Manager (Mechanical Maintenance)

**Work Experience****Project Management**

- Spearheaded a team of 20 Engineers, 400 workers to plan and execute a 30-Day Turnaround Project costing ~50 Cr during 2nd Covid-wave achieving zero Covid case and a team of 5 Engineers and 50 workers to plan and execute 10 short shutdowns to ensure plant productivity.
- Allocated Manpower to execute 50 MOCs to enable a Turnaround Project which increased Refinery throughput by 25%.

**Human Resource Planning**

- Led the Manpower planning exercise across 7 Units in Refinery to manage expectations of cross-functional teams and allocated 200+ manpower daily based on backlog.
- Collaborated with the Procurement and Finance team to provide input for Job Scope and Job Rate in contracts to maintain manpower competency and effectively deliver right manpower.

**Business Process Re-engineering**

- Re-engineered the manpower allocation process by recording Job break-up in SAP and enabled manpower leveling that resulted in 39% manpower optimization.
- Prepared and implemented Risk Based Work Selection procedure to calculate Risk in Job based on likelihood and Severity of Impact on Cost, Safety, Environment and Reputation that resulted in 25% lower number of Urgent Jobs.

**Maintaining Operations**

- Developed Innovative solutions to implement corrective maintenance activities which improved equipment reliability and reduced probability of unplanned shutdowns.
- Increased useful life of coke drums by 50%, saving replacement cost 20 Cr by implementing ingenious proactive maintenance ideas.
- Reduced overhauling frequency of a supercritical valve from annually to every 6 yrs. by modifying steam flow and hence saved 0.25 Cr annually.

**Areas of Interest**

Strategy Consulting, Management Consulting, Corporate Banking, Product Management

<https://www.linkedin.com/in/bhavya-sachdeva-2482676b/>**Bhavya Sachdeva**

Oil &amp; Gas

B.Tech. (Mechanical Engineering), 2014

NITJ, Jalandhar

Overall Work Experience – 9 years

A committed Professional with ~9 years work-experience in maintaining Operations and Project Management in the Oil and Gas Industry delivering Process excellence, optimizing cost, and increasing productivity and reliability.

**Past Employers :**

WAPCOS Limited

**Last Designation :**

Dy. Chief Engineer (Civil)

**Work Experience****Consulting & Project Management:**

- Lead consultant to 5 state governments for strategic planning of 17 projects to alleviate road congestion and drive tourism growth using ropeways system as sustainable solution
- Analysed technical parameters and customer data for feasibility study in coordination with key stakeholders for valuable business insights and formulated financial viability of the projects for informed decision-making
- Spearheaded implementation of concept-to-commissioning infrastructure projects across 13 states for six clients
- International Experience:
  - Headed Benin project office in Africa, coordinated with secretary (drinking water) of Benin Government to develop a strategic plan for improving water facilities in 69 villages

**Business Development:**

- Diversified business in ropeways sector to achieve business growth of 8%, secured INR 120 Crore consultancy projects through effective go-to-market (GTM) strategy and strategic partnership with European OEM
- Secured business worth INR 970 crores by effectively performing pre-sales activities, including client liaison, bid document analysis, tender compliance assurance, and participation in pre-bid meetings

**Procurement and Vendor Management:**

- Led adoption of e-tendering portals, actively promoting their use for procurement to achieve digitalisation within company.
- Managed tendering and bid evaluation process to select reliable vendors, effectively negotiating contracts for notable 15% cost reduction, while fostering collaborative vendor relationships for optimal project outcomes

**Areas of Interest**

Business Consulting, General Management, Project Management.

[linkedin.com/in/hitesh-vyas-91b74a89](https://www.linkedin.com/in/hitesh-vyas-91b74a89)**Hiteshraj Vyas**

Consulting

B.Tech. (Civil Engineering), 2013

College of Technology, G.B. Pant University of Agriculture &amp; Technology, Pantnagar

Overall Work Experience – 9.5 years

Consultant with 9+ years of international and domestic experience in end-to-end project management, business development, procurement & vendor management, contract negotiations, leading cross-functional teams, driving projects worth millions to success.

**Past Employers :**

CDK, Deloitte, Infosys, Sesat, IBM

**Last Designation :**

Software Developer

**Work Experience****Senior Software Developer, CDK Global India Pvt Ltd**

Project- Computerized Vehicle Registration [CVR]

- Product Development: Spearheaded modernization of a legacy Vehicle Registration application [California], leading a team of 15 developers, quality assurance engineers, and architects, The app automated manual process and provided advanced features.
- Technology Strategy: Formulated and modeled reusable microservices and UI components to reduce the feature delivery time by 80%, for 18 US states (including Pennsylvania, and Georgia).

**Project- Nissan Certification**

- Technology Consulting: Implemented the customization of WebApp to comply with the client's certification, and collaborated with clientele in gathering and understanding requirements to achieve the business objectives.
- Client Management: Coordinated with the client for troubleshooting all Product related API service issues providing a single point of contact support and customized product API as per client requirements.

**Senior Analyst, Deloitte**

- Product Management: Developed product in an Agile Environment to rewrite Legacy Desktop application to web application, thereby improving the overall efficiency of the auditing process.
- Cloud Development: Standardized and documented the Error logging procedure using cloud service [Azure AppInsights] improving the application stability, and reducing the error rate by 23%.
- Product Management: Led collaboration of engineering and business teams for quick identification of sensitive data logged and adopted prompt redaction of data ensuring customer-client confidentiality.
- Digital Strategy: Conceptualized a dashboard to visualize Error rate and usage statistics [Azure Web Jobs, Service Bus] overall infrastructure for any bottlenecks and app health. Coached the team on the same for leveraging in-app support.

**Areas of Interest**

Tech Consulting, Product Management, Digital transformation

<https://www.linkedin.com/in/govardhan-kallam-88b37639/>**Kallam Govardhan****IT & ITES**

B.Tech - Electronics And Communication Engineering

M.R.I.E.T, J.N.T University, Hyderabad

Overall Work Experience – 9.5 years

Consultant with 9+ years of international and domestic experience in end-to-end project management, business development, procurement & vendor management, contract negotiations, leading cross-functional teams, driving projects worth millions to success.

**Past Employers :**

NYK Ship Management Pte Ltd, NCR Corporation India Pvt Ltd

**Last Designation :**

Sr. Operations Manager, Electro Technical Officer

**Work Experience****Sr. Operations Manager, Electro Technical Officer, NYK Shipmanagement India Pvt Ltd, Singapore, Japan**

Operations and Supply Chain Management:

- Formulated and executed operational strategy by spearheading a team of 15 members and by overseeing blockchain-based cargo operations worth \$65 Mn, sensitive cargo worth \$130 Mn, and maintenance operations worth \$12 Mn at the port
- Led crisis management and risk mitigation for steering fail emergency in high traffic, a thwarted collision of the vessel which saved loss of two ships and cargo worth more than \$100M, received appreciation from Executives for exemplary performance
- Optimized cargo handling and workforce management, and liaised with port authorities to expedite ship's TAT by 3+hours
- Ensured zero stockouts of critical spares worth \$140K by negotiating with 9 vendors to ensure delivery with contractual obligations
- Identified process bottlenecks & designing an effective training program for such drills, which shortened emergency response time by 18%

Process Excellence and Digitization:

- Successfully executed the digital transformation project for inventory management [NiBiKi Software], generating cost savings of \$2 Mn for the organization
- Led digital sensing fuel-oil transition CAPEX and SCRUBBER initiative project (carbon neutral shipping) worth \$500k in Drydocks, Dubai, achieving 10% reduction in fleetwide carbon emissions
- Integrated new inventory management system with the planned maintenance system and redesigned the ABC and First Expiry First Out inventory methods, thereby minimizing expenses by \$40K
- Executed AI-driven onboard stowage planning optimizations [Loadicator Software] through which cargo operation time saved by 30%
- Proposed & implemented an AR-based virtual system to reduce machinery breakdown and expedite inspection, improving TAT by 20%

**Areas of Interest**

Strategy Consulting, Operations Management, General Management, Product Management.

<https://www.linkedin.com/in/pavan-mane10>**Mane Pavan****Shipping**

B.Tech. [Electrical], 2014

Fr. Conceicao Rodrigues Institute of Technology, Mumbai

Overall Work Experience – 8.2 years

Accomplished professional with 8.2 years of global experience (both domestic and international), in Shipping & fintech industries, with comprehensive expertise in project management, supply chain operations, process excellence, automation, digitization and product management

**Past Employers :**

Maersk, Bristlecone, Saint Gobain, Accenture

**Last Designation :**

Platform Product Owner

**Work Experience****Platform Product Owner, Maersk**

- Led Maersk business platform requirements gathering team, in a program worth \$134.3 mn, to capture user needs and to achieve product strategic fit with Maersk's integrator vision.
- Constructed enterprise process value maps and defined performance and outcome measures targeting 5.3 cr annual savings.
- Led end-to-end product development lifecycle and ensured high-quality execution from implementation partner's engineering team.
- Collaborated with cross-functional teams at Maersk to develop, validate and prioritize product feature backlog while ensuring product portfolio fit, smooth integration between platforms and safeguarding end-user/local site needs.

**Senior Consultant, Bristlecone**

- Led 3-member team for the Mahindra group to manage a diverse project portfolio to discover new business insights by effectively utilizing information systems and to enable synergy benefits by sharing best practices and by strengthening user competence.
- Supervised SAP Implementation for Peugeot Motorcycles, replacing multiple legacy systems and unified functional leaders by facilitating consensus building, negotiation, and by proactively managing conflicts.

**Consultant, Saint Gobain**

- Led 5-member team at Saint Gobain to deliver ERP Change Management Services to 5 SBU's and achieved 15% Monthly Decline Rate (over 6 months) in No. of Open Incidents and Change Requests, through Process Re-engineering and active engagement with users.

**Senior Business Application Analyst, Accenture**

- Implemented 20 (highest no. in 25-member team) business process improvements and system controls as member of the Unilever One team with the top two initiatives resulting in annual cost savings of 5 FTE's.

**Areas of Interest**

FinTech, Management Consulting, Product Strategy, Product Lifecycle Management, Cross-functional Team Leadership.

<https://www.linkedin.com/in/ksen149/>**Kunal Sen****Logistics**

B.E. [Electrical and Electronics engineering]

Sathyabama University

Masters in Financial Management

University of Mumbai

Overall Work Experience – 11 years

An Astute Professional with 11 years of Progressive work experience of which 2+ years in Product management and 8+ years in Business Process Design and ERP consultation, working with finance users across job levels in different industries.

**Past Employers :**

Indian Oil Corporation Limited, Garden Reach Shipbuilders &amp; Engineers Ltd.

**Last Designation :**

Manager [Petrochemicals Marketing], New Delhi

**Work Experience****Manager, Petrochemicals-Marketing, North Zone, New Delhi**

- Achieved 8% Y-o-Y growth on topline of INR 9.2 Bn/yr, spearheading North Zonal Team to develop sales strategy of polymer business for 923 customers
- Increased market share from 19% to 23% in North, by devising strategic pricing framework to address changing market needs and competition landscapes
- Led team of 5 to develop and implement cloud-based CRM portal, onboarded 23 sales personnel and 2500+ customers of North India in one year

**Assistant Manager, Petrochemicals-Marketing, Jalandhar Sub Zone, Punjab**

- Spearheaded company's polymer business of Punjab and J&K and led a cross-functional team of 3 channel partners to strategize and manage sales to 152 customers, achieving CAGR of 8% on area's revenue of INR 4.5 Bn/yr
- Generated revenue stream of INR 120 Mn/yr, by expanding the company's footprint in strategic areas of J&K through consultative sales and focused visits

**Officer, Petrochemicals-Marketing, Corporate Office, New Delhi**

- Achieved CAGR of 9% on PBT by negotiating supply terms for specialty petrochemicals with polyester players, finalizing sales agreements of INR 22 Bn/yr
- Acquired 35 new customers and enhanced sales by INR 230 Mn/yr in low-volume customer segment by strategic product positioning in the spot market

**Assistant Manager, Garden Reach Shipbuilders & Engineers Ltd**

- Devised formulae-based pricing model which helped secure contract worth INR 3.2 Bn from Gol for supply of three frigate warships

**Areas of Interest:**

Strategy Consulting, Sales and Marketing, Domain Consulting, General Management, Product Management,

[www.linkedin.com/in/mayank-sharma-935464227](https://www.linkedin.com/in/mayank-sharma-935464227)**Mayank Sharma****Oil & Gas, Defence**B.Tech. [Mechanical Engineering], 2014  
Institute of Engineering & Technology, Lucknow

Overall Work Experience – 8.2 years

Business professional with 8+ years of experience in marketing, strategic planning, and business development at India's leading Fortune 500 Company. Led cross-functional teams to create new product markets, unlock untapped market potential, and bolster organizational growth.

**Past Employers :**

Infosys,Capgemini Consulting, DST Worldwide systems,Synechron

**Last Designation :**

Lead-Technology

**Work Experience**

- Led the database redesign and cloud code migration for a prominent investment bank on its digital transformation journey.
- Steered the product customization of the core banking platform and functioned as a key coordinator between the client and rest of the stakeholders for 3rd party integration of the product.
- Led the project scoping, planning, resource allocation, and implementation of cloud migration for clients.
- Initiated and automated tools for effective communication with clients on the project status and a monitoring tool to track deliverable quality.
- Analysed existing client data correlation and guided the team in developing transformation logic for product migration
- Collaborated with the client throughout the SDLC phases of project and successful implementation of business requirements

**Areas of Interest**

Product Management, Tech Consulting, Project Management.

<https://www.linkedin.com/in/hari-priya-kandukury-894b96277/>**N V Satya Hari Priya K****IT & ITES**

B.E. [Electronics &amp; Communication Engineering], 2011

IARE

Overall Work Experience – 8.5 years

Technical consultant and Product developer with 8.5 years of experience with top IT firms catering to clients in the BFSI domain.

**Past Employers :**

Vedanta Limited

**Last Designation :**

Associate Manager

**Work Experience**

Procurement Excellence

- Managed Procure-to-Pay cycle of domestic and import materials worth INR 350 cr, achieving Cost savings of INR 28 cr over the period 2019-23.
- Proficiently Managed SAP S/4Hana Material Management Module,SRM,E-auctions,and Procurement through SAP ARIBA.Formulated and implemented a Price variation model for an INR 14 cr Contract achieving Cost savings of INR 1.5cr by mitigating frequent price changes of the material.
- Developed Local Vendors against Overseas OEMs by Reverse Engineering and Indigenization of spares saving INR 13cr in contracts worth INR 48cr.
- Managed P2P and SOX Audit by Consulting firms. Complied with Audit Observations achieving Grade improvement from Category C to B in FY21-22.

Digital Transformation

- Digitalized Commercial Operations by implementing SAP ARIBA Modules [Sourcing, Auction, Commerce Automation, and Catalogue procurement] and Imparting Training to stakeholders. Achieved reduction of 2000 manhours per month and improvement in operational efficiency and productivity.
- Implemented Real-time digital dashboard to visualize key procurement metrics, empowering data-driven approval of NFA's and reducing TAT by 42%.
- Implemented RPA Automation of RFP process tailored to material categories, resulting in the Reduction of PR-PO lead time by 12 days[almost 25%].

Vendor Development and Management

- Developed Supplier evaluation framework and Vendor performance management system, increasing material On-time delivery from 73% to 93%.
- Negotiated long-term contracts[ARC],achieving 10% reduction in procurement cost and increasing ARC coverage by 42% for almost 2000 line items.
- Devised a Vendor assessment framework for O&M partner to achieve maximum efficiency of service contract levying penalty of INR 60 lacs annually.

**Areas of Interest**

Operations Consulting, Supply Chain Management, Strategic Consulting,Product Management

<https://www.linkedin.com/in/piyush-sinha-68789981>**Piyush Kumar Sinha****Energy & Power**

B.E [Mechanical Engineering],2013

Manipal Institute of Technology

Overall Work Experience – 9.4 years

Techno Commercial Professional with experience of 9+ years in Operation Management, Strategic Sourcing, Digital Transformation and Sustainability in Manufacturing Value Chain. Managed Large team to achieve the business goals with expertise in Lean Maintenance and Supply Chain Management.

**Past Employers :**

Bokaro Power Supply Company (P) Limited.

**Last Designation :**

Deputy Manager

**Work Experience**

Project Management

- Led 5 unit overhaul projects worth INR 2.5cr, managing a team of 98 engineers, supervisors, and technicians. Reduced the average process flowtime by 13% through contract bundling and redefined accountabilities.
- Strengthened long term asset management strategies by integrating a linear regression model into ongoing equipment lifecycle enabling intelligent budget allocation for a CAPEX of INR 42cr.
- Steered a capacity expansion project for Water Treatment plant, by identifying bottlenecks at higher throughput levels, resulting in 22% increase in overall throughput.

Operations management

- Led a team of 24 Engineers to manage end-to-end operations of critical production units generating yearly revenue of INR 750cr. Reduced bottlenecks in equipment performance and process parameters to increase Plant Load Factor by 3%
- Enforced contingency plans as risk mitigation measures for plant emergencies, averting potential direct costs of INR 6.5 lakhs per hour.
- Designed task competency mapping as part of workforce strategy to achieve 9% decrease in yearly production downtime.

Process Excellence

- Pioneered business process reengineering by harnessing waste gas as a potential fuel source, slashing the organisation's carbon footprint and achieving a 20% reduction in yearly energy consumption.
- Minimized standby equipment through time series analysis of failure data, reducing Scope 2 GHG emissions by 30%.
- Identified and implemented a set of 5 KPIs for effective vendor performance management, enhancing transparency and cost-effectiveness, aligning 34 vendors to the company's ESG objectives.
- Designed an integrated dashboard for monitoring 42 critical parameters, improving process reliability by 12%.

**Areas of Interest**

Strategy, Energy Consulting, Operations Management.

[linkedin.com/in/nabarun226](https://www.linkedin.com/in/nabarun226)**Nabarun Ghosh****Energy & Power**

B.E. [Mechanical Engineering], 2014

Jadavpur University, Kolkata

Overall Work Experience – 8 years

Operations management professional with 8 years of experience in plant asset management, risk mitigation and project management.Managed cross-functional teams to improve operational efficiency through process optimisation and automation. Led change management initiatives through data driven decisions and stakeholder engagement for sustainable business operations.

**Past Employers :**

Canara Bank, Sarvodaya Constructions

**Last Designation :**

Assistant Director (Finance)

**Work Experience**

Sarvodaya Constructions

Assistant Director (Finance)

- Achieved 3% annual interest savings through loan term negotiations, effective cash management, and working capital optimization.
- Liaised with C-Suite executives, analyzing financial trends, managing liquidity, executing vendor payments & handling significant investments.

Canara Bank, Pune

Credit Manager:

- Delivered 300% growth in MSME loans, implementing novel loan underwriting methods, onboarding 3rd party service providers & undertaking significant cash flow-based lending initiatives.
- Recovered Lost assets worth 3% of total assets, using intelligent data models to quantify asset quality for invoking SARFAESI Act & negotiating Settlements.
- Mentored 3 trainee officers and 5 new clerks in an in-office training program, resulting in all 8 securing high approval ratings.

Assistant Manager:

- Achieved 20% credit growth, designing and implementing bundled credit products for women SHGs, collaborating with Government departments.
- Augmented non-interest income by 100%, negotiating a revised agreement with Senior management of Diamond Mines, NMDC to administer transportation, safekeeping, and delivery of raw diamonds.
- Expanded customer base by 20% through digital banking solutions, cross-selling, and upselling diverse financial products to Gen Z customers.

Probationary Officer:

- Collaborated with IT team for Product design of 'Loans' in Canara 'ail' app, providing critical inputs on customers' needs and expectations, resulting in significant improvement in the 'Unassisted Customer Journey'.

**Areas of Interest**

Strategy Consulting, Management Consulting, Corporate Banking, Product Management, Account Management

<https://www.linkedin.com/in/purnendu-shekhar-898442118/>**Purnendu Shekhar****BFSI**

B. E [Electrical]

SIT Lonavala, SP Pune University

Overall Work Experience – 8.5 years

Banking and Finance professional with 8 yrs. of experience in Retail Banking, Corporate Finance & Entrepreneurship. Proven proficiency in Financial Analysis, Risk & NPA Management, End to end credit cycle, Business Development, Digital Transformation & Change Management.

**Past Employers :**

Savills, CBRE South Asia

**Last Designation :**

Senior Manager

**Work Experience****Senior Manager, Savills India**

- Led multiple large-scale projects cumulatively worth INR 600+ crores by leading a cross-functional team of 12+ professionals & external stakeholders; delivered projects with high client satisfaction receiving recognition and awards.
- Spearheaded business development initiatives, including client relationship management, pitch strategy & decks for potential clients, and advising on strategic planning, leading to INR 15 crores expansion in existing and new clients
- Delivered a project amongst Covid challenges, implementing a robust process framework; achieved a stringent timeline to ensure compliance with the client's SEZ requirements and delivered savings of INR 18.2 Crores
- Implemented sustainability initiatives for a 10,000 seats office project contributing to the client's ESG goals of achieving LEED Platinum & WELL Platinum certifications.
- Diversity & Inclusion - Led initiative to implement Universal design and Accessibility solutions in a 5000 seats office catering to persons with disability, contributing to the Client's equal opportunity policy
- IoT - Conceptualized & led a smart building initiative with a global cross-functional team to deliver a tech-enabled office as a part of digital transformation achieving savings of ~15% in the client's energy Opex & enhanced productivity

**Senior Project Coordinator, CBRE South Asia Pvt Ltd**

- Implemented an alternate purchasing model for capital equipment purchase in a large property transaction and achieved tax savings of ~INR 10 Crores.
- Led implementation of Smart building ideas to achieve energy efficiency, green building parameters, etc., for a 0.8 million square feet commercial project; in the absence of immediate capital availability, implemented critical solutions & provisions at 10% of the overall cost to ensure future seamless implementation.
- Implemented value engineering initiatives for 5000 seats office project resulting in aggregate cost savings of INR 4 crores.

**Areas of Interest**

Business Strategy, Business Development, Marketing, Smart Buildings

[www.linkedin.com/in/rishi-patel-21455838](http://www.linkedin.com/in/rishi-patel-21455838)**Rishi Patel****Construction & Real Estate**

B.E. (HONS) Mechanical Engineering, 2013

BITS Pilani

Overall Work Experience – 9 years

9+ Years of experience in Project Management, Client Relationship Management, and Business Development, leading cross-functional teams to deliver value to a diverse set of clients. Specialized in driving project strategy, stakeholder management, and risk management for large-scale projects.

**Past Employers :**

Larsen &amp; Toubro Ltd, HLE Glascoat Ltd.

**Last Designation :**

Manager- Sales &amp; Marketing

**Work Experience****Sales & Marketing Manager –Process Plant Equipment, HLE Glascoat****Business Growth**

- Single handedly added 45 new customers helping the firm achieve regional sales of INR 55cr against the targeted INR 44cr for FY22.
- Drove the strategy for business expansion in Hyderabad region to gain 10% market share within 6 months in the Filtration equipment segment.
- Marketed technologies of a recently acquired German firm to major Indian customers and created a sales demand of ~INR15cr for FY23.
- Achieved a 25% growth in the Top Line & Bottom Line for the Maharashtra region in FY22 by segmenting & targeting new customers and ensuring a deal conversion rate of ~85% through strategic product positioning.
- Spearheaded the qualification of the firm with the Nuclear Power Corporation of India creating business opportunities worth ~INR100cr per year in line with the product diversification strategy of the firm.

**Work Experience :****Business Development – Nuclear Equipment, Larsen & Toubro Heavy Engineering****Handling Key Strategic Partnerships**

- Key Account Manager for project portfolio worth INR 1500cr for 500MWe ITER Mega Fusion Project in France, helmed by seven nations.
- Liaised with business partners from France, Japan and USA for localisation of French Nuclear technology in the Indian supply chain for the upcoming 9.9GW Nuclear power plant in Maharashtra.
- Hosted a partnership seminar at the L&T Group Chairman's Office for the USA Department of Energy Delegates to discuss potential Indo USA partnerships for the Indian Nuclear Program.

**Business Development**

- Secured orders worth INR 1450cr in FY21 for the Indian Fleet mode Procurement Program & ITER project in France.
- Developed new business opportunities worth INR 600cr over the next 5 years in the USA Nuclear power Industry, strengthening L&T's foothold in this product segment.

**Areas of Interest**

Business Strategy, Sales &amp; Marketing, General Management

<http://www.linkedin.com/in/sahil-desai-851b87143>**Sahil J Desai****Manufacturing**

B.E. [Mechanical], 2014

G.H Patel College of Engineering and Technology

Overall Work Experience – 8.5 years

Professional with 8+ years of experience in B2B Marketing and Business Development in the Industrial Engineering Sector, with a key focus on Make-in-India. Proven track record of key account management, business growth in new markets, creating sales demand and driving sales strategies for high-impact and sustainable outcomes.

**Past Employers :**

Honda Cars India Ltd, Maruti Suzuki, VE Commercial Vehicles Ltd.

**Last Designation :**

Deputy Manager, Business Planning &amp; Strategy

**Work Experience****Deputy Manager, Business Planning & Strategy, Honda Cars India Ltd.**

Business Transformation: Led Used-Car business transformation from Brick & Mortar to Brick & click model, successfully implementing Digital strategy. Managed digital platforms for automobile dealers and led platform integration with ERP & CRM.

- Transformed and centralized the entire manual process of dealer claims into a seamless online automated process of claim submission, checking, processing and payments, achieving cost savings of INR 365 million in a year.
- Revamped Honda Used-Car website, enhancing website features & integrating it with DigiMart & ERP. Also built LMS into DigiMart, thereby increasing qualified leads by 14% & web sales by 21%.
- Developed and implemented SMAART dashboards for dealers' performance monitoring, enabling sales team to access 23 customised dashboards, achieving a PAN India usage of 93% of dealers.
- Transformed Sales Quality Survey into a digital process of capturing customer feedback, saving 55 million in costs annually.

Product Strategy –Developed digital solutions by developing tools, dashboards, and mobile apps for channel partners. Starting from ideation to implementation phase, created product roadmaps and user journeys to enhance customer experience.

- Developed DigiMart platform, a subscription based online platform for dealers to display and sell used cars online on 5 different online aggregators, generating a new revenue stream with an annual profit of INR 5.8 million through platform subscriptions and increasing the dealer's gross profit per unit from INR 9K to 17K
- Launched used-car predictive pricing tool, enabling dealers to buy & sell used-car at optimum price and increasing customer traction by 15%, thereby reducing the TAT by 40% and loss-making cars by 50%.

**Areas of Interest**

Business Consulting, Strategy, Digital Transformation, Project Management, Program Management, Product Management

<https://www.linkedin.com/in/ronak-144a1976/>**Sahil Agnihotri****Automobile**

B.Tech [Mechanical Engineering], 2012

YMCA University of Science &amp; Technology, Faridabad

Overall Work Experience – 10.5 years

Automotive generalist with 10+ years' experience across Business Planning, Digital Transformation, Business Development & B2B-Sales. Expertise in process improvement and product management. Proven track-record of spearheading Business Transformation projects & implementing digital strategy for customer acquisition, retention, & customer experience.

**Past Employers :**

Credit Suisse, L &amp; T Infotech, Infosys Ltd.

**Last Designation :**

Test Analyst

**Work Experience**

- Expedited upgradation of trader mandate rules repository used for 10k traders – increased business agility in compliance with regulation & internal control by automating 500+ test cases.
- Documented key application standard processes for seamless handover and training, accelerating employee productivity and team readiness across cross-functional teams.
- Accelerated delivery and responsiveness by fully automating the regression test suite, reducing test effort for risk assessment system for business models by ~80% and improving production efficiency.
- Spearheaded software testing life cycle for Automated Trade Violation Reporting and Resolution platform surveillant ~20k trades/day– reduced resolution time by ~85% & penalties from trade violation.

**Areas of Interest**

Business Strategy, Digital Transformation, BFSI.

<https://www.linkedin.com/in/sandipta-karmakar-62872a80/>**Sandipta Karmakar****IT & ITES**

B.Tech. (Computer Science), 2014

Dr. B. C. Roy Engineering College, Durgapur

Overall Work Experience – 8.5 years

Professional with 8.8 years of experience in Agile Project Management, Process Automation & Risk Management. Expertise in Stakeholder management & problem-solving skills.

**Past Employers :**

Indian Oil Corporation Limited (2012-Present)

**Last Designation :**

Manager (HR)t

**Work Experience**

Indian Oil Corporation Limited (2012-Present)

Northern Region/ State Office| Delhi-NCR

Manager (2020-Present)

- Established and managed a network of multi-specialty renowned hospitals across Delhi NCR, Western UP and Uttarakhand.
- Selected over 800+ apprentices by conducting regional-level exams, subsequently placing them across 80+ marketing locations and designed "on the job training programs" for their skill development in their field of work.
- Played a key role in implementing digital platform for recording contract workers data across 90+ marketing locations, which helped in generating comprehensive Management Information Systems (MIS) and real time monitoring of the payment status of all contract workers.
- Successfully facilitated the adoption of digital platform e-Sambandh, designed for providing online services to ex-employees and their family members.

Aviation Fuel Station | Palam

Assistant Manager

- Ensured adherence to statutory rules, regulations, national and international standards, codes, and practices, resulting in zero loss/accidents and winning safety awards for three years from 2017 to 2019.
- Designed and delivered training and educational programs for stakeholders, including Indian Airforce, Special Protection Group, NSG, Indigo Airlines, Delhi International Airport Limited, and Indian Oil Skytanking Limited.
- Designed digital platform for issuance of Online Work Permit System and Job Safety Analysis for standardization of the work permit system across all the locations of the corporation.

**Areas of Interest**

HR Management, Operations Management, Project Management, Digital Transformation.

<https://www.linkedin.com/in/saumya-tiwari-4bab9b96/>**Saumya Tiwari****Oil & Gas**

B. Tech. [Chemical], 2012

HBTU Kanpur

Overall Work Experience – 10+ years

Result-driven professional with over 10 years of experience in the Oil and Gas industry.

**Past Employers :**

Bank of India, Tata Motors Ltd.

**Last Designation :**

Manager

**Work Experience**

Retail Banking

- Headed a Bank Branch with business mix of INR 390Mn with more than 9000 liability and 450 asset accounts by managing operations, credit, collections, government business, insurance, and mutual fund business
- Improved profitability by 40% (YoY) by developing P&L growth strategy and cross-selling/up-selling CASA and third-party products

Digital Transformation &amp; Program Management

- Managed upgradation of Core Banking Solution from Finacle 7 to Finacle 10 which included migration of 17000+ customer accounts
- Implemented Government of India's Jan-Dhan Yojana by opening over 450 accounts per month, translating to 15% CASA growth per quarter

Auditing &amp; Change Management

- Managed RBI, Concurrent and Statutory Audits of branch and improved branch rating from medium risk to low risk in Risk Audit
- Strategized branch decluttering by increasing digital banking usage (15% to 45%) and promoting low-value transactions via digital channels

Process Improvement

- Orchestrated risk metrics and implemented prudent risk management practices, achieving 12% efficiency improvement utilizing EWS (Early Warning Signals) and other monitoring tools

Data Analytics &amp; Strategy

- Utilized data analytics: pattern analysis, categorization, and visualization of NPA accounts; Resulted in INR 9Mn (45% YoY) branch NPA reduction
- Implemented customer-centric methods: dynamic discounting, normal recovery, and one-time settlement to achieve NPA reduction target

**Areas of Interest:**

Strategy Consulting, Management Consulting, Finance Strategy, General management, Digital Transformation, Product Management

[linkedin.com/in/shivamkumartiwari30082020](https://www.linkedin.com/in/shivamkumartiwari30082020)**Shivam Kumar Tiwari****BFSI**

B.Tech (Chemical Technology-Paint Technology), 2013

IHarcourt Butler Technological Institute, Kanpur

Overall Work Experience – 9.4 years

Management professional with 9+ years of experience across banking, finance and automobile industries. Secured fast-track promotion among 1600 employees of Bank of India in 2020-21 under merit channel for outstanding performance. Gold Medalist and recipient of Asian Paint merit scholarship during undergraduation

**Past Employers :**

Bajaj Electricals Ltd., Sterlite Power Transmission Ltd., Feedback Infra Pvt. Ltd, KPTL, KEC Int'l

**Last Designation :**

Senior Manager- Marketing

**Work Experience**

Senior Manager- Marketing, Bajaj Electricals Ltd.

- Spearheaded a 6-member team to generate ₹ 207 Cr sales funnel for a new product by devising the marketing strategy, driving product standardization & consultative selling
- Implemented GTM Strategy to launch retail supply business by onboarding 12 channel partners, resulting ₹ 26 Cr revenue
- Led bidding & contract negotiations to secure ₹ 84 Cr in orders by preparing cost estimates, risk plans, and pricing strategy.
- Digitized tendering with a cloud-based CRM tool, improving tracking & data analysis, achieving 18% reduction in bid cycle time

Manager- Business Development, Sterlite Power Transmission Ltd.

- Presented value propositions and cost-benefit analysis for a new technology, generating 526 Cr annual market demand
- Negotiated Sales Orders of ₹ 320 Cr in FY2017; Top 2 Revenue Contributor
- Collaborated with McKinsey to identify total addressable market & decide key business targets as a part of 5-Year Strategic Business Plan, resulting 12% expansion of market share within three years of implementation
- Led Salesforce deployment & designed dashboards, yielding 27% more cross-selling opportunities

Deputy Manager- Business Development, Feedback Infra Pvt. Ltd.

- Led International Business Development effort; forged alliances with consultants- negotiating scope, risk distribution & pricing, establishing business footprint across African nations and 46% growth in international business
- Mentored the bidding team & designed proposals, resulting 36% deal conversion rate & business closures of ₹ 59 Cr

**Areas of Interest**

Business Strategy, Business Development, General Management and Digital Transformation

<https://www.linkedin.com/in/mrsayanmukherjee/>**Sayan Mukherjee****Energy & Power, Consulting**

B.Tech (Electrical Engineering), 2013

Academy of Technology, Kolkata(WBUT)

Overall Work Experience – 9.5 years

Sales & Marketing Leader with 9+ years of experience in B2B Sales, proficient in Business Development, Bid Strategy and Key Account Management. Proven track record of spotting opportunities in intricate settings, securing stakeholder buy-ins, and driving strategic initiatives till the last mile to achieve high-impact outcomes.

**Past Employers :**

Damodar Valley Corporation (DVC) - Ministry of Power

**Last Designation :**

Deputy Manager

**Work Experience**

DVC Headquarters, Kolkata

Corporate Strategy &amp; Ministry Liaison:

- Formulated the "Long-Term Vision & Future Business Plan 2030" proposing a 9249 MW capacity addition and diversification into Renewables-Solar, Pumped-Hydro, EV-Charging, B Green-H2, etc. of INR393 Bn CAPEX.
- Revised Energy strategy for ESG alignment and implemented energy solutions that conserved 121 Mn. units of electricity, negated 104 Mn. Kg-CO2, and saved INR0.32 Bn. p.a.
- Assisted CXOs to brief Board Members (IAS) for approval on strategic turnaround initiatives securing 80% success against 253 agendas in 27 Board Meetings, leading to Revenue and EBITDA increase by 13% and 17% YoY.
- Amended the legacy 'Quorum' for Board Meetings to establish correct stakeholder representation in business decisions resolving an 8-year-long impasse among the Centre, Bengal and Jharkhand in 6 months.

Digital Transformation &amp; Change Management:

- Performed As-Is-To-Be, GAP analysis and prepared organisation-wide phase-wise ERP implementation plan of 16 modules.
- Evaluated responses of ERP providers and recommended INR1.95 Bn. investment in Vanilla SAP with cloud-based SaaS deployment which received Board approval.
- Initiated & implemented digital Board Meetings with top management buy-in which reduced activity completion time by 69% and costs by 87%.

Mejia &amp; Durgapur Steel Thermal Power Station, DVC

Operations Management:

- Managed 24 shift engineers of 1000MW Thermal Power Station achieving record 265-day run (0 outages) delivering power 24X7.
- Headed cross-functional Maintenance, Quality and Efficiency team to reduce Unit Aux. Power consumption by 12% and coal cost by INR142 Mn.

**Areas of Interest:**

Corporate Governance, Strategy, Digital Transformation, Product Management, Operations

<https://www.linkedin.com/in/soumik-roy-27099558/>**Soumik Roy****Energy & Power**

B.Tech Mechanical Engineering, 2013

National Institute of Technology, Durgapur

Overall Work Experience – 9.7 years

A decade of experience in Strategy, Governance & Integrated Operations, delivering sustainable solutions for the Govt. of India. Adept in driving growth and change through Corporate & Business Strategy, Digital Transformation & resource optimisation through Lean Operations.



**Past Employers :**

State Bank of India, Medulla-soft Technologies Pvt Ltd

**Last Designation :**

Deputy Manager and PS to DGM & CDO [Circle Development Officer]

**Work Experience**

**Deputy Manager and PS to the DGM & CDO [Circle Development Officer], State Bank of India**

- Served as the primary point of contact for internal and external constituents on all matters of the CDO.
- Collaborated with 16 business-enabling departments, such as HR, L&D, Law, and IT, to improve DMD rankings of the vertical.
- Managed a special project to reduce the backlog of employee requests in the HRMS, improving the circle ranking to 2nd from 14th within the FY.

**Deputy Manager [Advances] & Probationary Officer, State Bank of India**

- Led the branch advances team during the pandemic, resulting in an asset growth of Rs 15 Cr.
- Engaged with a broad spectrum of customers ranging from HNIs, Government agencies and Key account Institutions to propel business resulting in an Rs 80 Cr increase in deposits.
- Leveraged the bank's digital products and essential financial advisory, improving digital loan numbers.

**System Engineer, Medulla Soft Technologies Pvt Ltd**

- Member of a cross-functional team that deployed an IoT network as part of a digital transformation pilot project for a security agency.
- Spearheaded business development and content creation for events in verticals such as IoT and traffic simulations, resulting in a fund infusion through grants/equity participation.

**Areas of Interest**

Product Management, Digital Transformation, Business Development, Fintech

<https://www.linkedin.com/in/tushar-kaushik-7b8a1953>

**Tushar Kaushik****BFSI, IT & IITES**

B.Tech [Electronics and Communication]

College of Engineering, Shri Mata Vaishno Devi University

Overall Work Experience – 8.7 years

A competent professional with a 5-year stint in a Fortune 500 bank with exposure to frontline branch operations and top management support roles.

Equipped with 3.5 years of relevant experience in the technology sector with an understanding of domains like IoT.

Result-oriented individual recognized for customer centricity, stakeholder engagement and digital drive.

**Past Employers :**

Eastman Chemical, Sterlite Technologies Ltd., Asahi India Glass Ltd.

**Last Designation :**

Advanced Technical Service Representative

**Work Experience**

**Advanced Technical Service representative, Eastman Chemical Company**

- Established and managed one of its kind glass lamination testing lab in Thane, specializing in laminated glass products evaluation.
- Provided comprehensive technical support to 20+ customers, assisting them in optimizing their processes and unlocking the highest potential of their products, increased sales revenue by INR 3 crores.

**Associate Manager, Sterlite Technologies Ltd**

- Achieved process yield improvement of 9% in bend-sensitive optical fibre, resulting in an annual saving of INR 1.2 crores
- Scaled up the monthly production of dual-core optical fibre by 33%, using Value Stream Mapping to ensure on-time product delivery, increasing the monthly profit by INR 1.2 crore.
- Increased throughput of glass department by 33% by adopting Design Thinking approach and re-designing the product specifications, increased the annual Sales by INR 6.6 crores.

**Process Engineer, Asahi India Glass Ltd**

- Eliminated recurring glass corrosion defect & halo defect in the defogger printing of backdoor glass using Six Sigma methodology, no customer complaint for 8+ years.
- Conceptualized & developed Bullet Resistant Glass meeting standard EN1063-BR6 for Armoured Vehicles following the Stage-Gate framework (up to Stage 4).
- Installed & commissioned two glass-cutting CNC machines and two injection moulding machines of 400T capacity each, reduced life cycle cost using vertical start-up approach, achieved an average per shift increase of 10% and 36%, respectively.

**Areas of Interest**

Product Management, Strategy, Project Management, Operations

<https://www.linkedin.com/in/vivek-kumar-54375638/>

**Vivek Kumar****Manufacturing**

B.Tech [Metallurgical and Metals Engineering], 2013

National Institute of Technology Karnataka, Surathkal

Overall Work Experience – 9.6 years

Professional with 9+ years of experience in Process Consulting and Product Strategy driving Lean & Sustainable Operations and Organisational growth..

**Past Employers :**

Union Bank of India.

**Last Designation :**

Senior Manager - Finance

**Work Experience**

**Senior Manager - Finance, Union Bank of India | Mumbai**

- Managed diversified portfolio of INR 10,000 Crores with group exposures ranging from INR 250 Crores to INR 5000 Crores of clients belonging to Infrastructure, Defense Manufacturing, Textile, EPC, BFSI and Real Estate Industry.
- Honored strict deadlines and completed complex tasks of industry, business, financial and risk analysis in a coordinated and disciplined manner, resulting in enhanced customer satisfaction.
- Demonstrated strong analytical skills, discovered revenue leakage of INR 36 Crores in Bank Guarantee Commission and severe due diligence red flags in a top account with exposure of INR 400 Crores resulting in improved revenue and reduced risks.

**Senior Manager Finance, Union Bank of India | Coimbatore and Ahmedabad**

- Headed Credit Department to administer ~70 branches with portfolio of ~INR 2000 Crores.
- Focused on Customer Relationship Management and Business Development, achieved annual growth of ~8%, surpassed targets each year.
- Demonstrated sound risk management and decision-making skills as part of sanction committee ensuring compliance with regulatory requirements.
- Strategically planned and implemented Government Directives on One Time MSME Restructuring and Guaranteed Emergency Credit Limit during Covid-19 under severe resource constraints.

**Areas of Interest**

Commercial Banking, Investment Banking, Corporate Finance, General Management, Education.

<https://www.linkedin.com/in/vishal-agarwal-ca007>

**Vishal Agarwal****BFSI**

Chartered Accountant  
Institute of Chartered Accountants of India

M.Com – Accounting & Finance  
I Calcutta University

Overall Work Experience – 10.5 years

Chartered Accountant with diverse experience of a decade in Credit - MSME and Large Corporate Finance with primary focus on Customer Relationship Management and Business Development. Demonstrated excellent interpersonal and analytical skills, made intelligent risk decisions for business growth.

**Past Employers :**

NTPC Limited

**Last Designation :**

Executive-Project Monitoring, Consultancy Wing

**Work Experience**

**NTPC Limited**

**International Audit, Compliance Adherence and Process Optimization**

- Managed 11 Consultancy Projects with State Power Utilities to monitor cashflow and resource utilization, generating revenues of INR 129Cr.
- Led a team of 4 and conducted feasibility analysis, risk mitigation and developed business cases, generating new business worth INR 23Cr.

**Tata Project Limited**

- Ensured business continuity during COVID-19 by collaborating with customers and vendors to provide grant relief to vendors on account of force majeure.
- Spearheaded Tata Business Excellence Model team to achieve process excellence which led Tata Projects winning the award for "Most Emerging Company-2017".
- Revamped construction methodology by conceptualizing and implementing a novel technique that utilizes scrap materials for constructing a protective mesh underneath polycarbonate sheet resulting in 1 million safe manhours.
- Spearheaded Tata Sustainability team to promote resource optimization by reduction, reuse, and recycling practices, resulting savings of INR 2 Cr.
- Facilitated implementation of IOT devices on 7 Cranes to obtain deeper insights on Equipment utilization leading to increase in operational efficiency 8%.

**Areas of Interest**

Domain Consulting, Product Management, Project Management, Business development.

[www.linkedin.com/in/ amit-kumar-singh-682657125](https://www.linkedin.com/in/ amit-kumar-singh-682657125)

**Amit Kumar Singh****Energy & Power**

B.Tech. [Mechanical Engineering], 2009  
GMR Institute of Technology,  
Andhra Pradesh

Overall Work Experience – 13 years

Certified Sig Sigma Green Belt with over 13 years of experience in Project Management, Consulting, Business Development and Strategic Planning for EPC Projects worth INR 4400 Cr, directing a team of 20 FTEs & 100 contractual manpower.

**Past Employers :**

General Electric (GE), Genesys Holdings (subsidiary of HF Private Equity), Cognizant

**Last Designation :**

Partner (Technology)

**Work Experience**

**Partner (Technology), Genesys Holdings (subsidiary of Hellman and Friedman Private Equity) | February-2018 - March-2023 | San Francisco, USA**

**International Audit, Compliance Adherence and Process Optimization**

- Digital Strategy: Managed Digital Strategy of Merger and Acquisition projects in 4 countries (UK, India, Bahrain, UAE). Led a 16 member cross-cultural cross-functional team to increment Return on Investment (RoI) by 36% and boost Revenue growth by 16%.
- Project Management: Led Digital Due Diligence and Valuation analysis projects for multiple acquisitions, such as, Zendesk, Zooplus and Checkmarx.
- Investments: Reviewed the Technical capabilities of Startups applying for venture investments; primarily focused on Agri-tech and Ed-tech domains.
- Mentor: Coached and mentored 30+ startups and angel investors on Artificial Intelligence, Data privacy and 0-to-1 journey.

**Chief Technology Officer (CTO), Dosen Inc (Startup) | August-2020 - October-2022 | Los Angeles, USA**

- Product Owner: Conceptualized and successfully implemented the Agile product development lifecycle as Product Owner.
- Strategist: Established and led the technology team, organized interviews, and managed technology budget. Created sustainable product development strategy during the 0-1 journey, to lay the foundations for Seed funding.
- Technologist: Designed and implemented the core Microservices architecture, Cloud architecture, and Artificial Intelligence framework for Natural Language Processing (NLP) of primary Web Application. Collaborated with UI/UX consulting teams to create the android app and iOS app using Flutter.
- Venture Capital investments: Successfully handled demo sessions and technical Question & Answer rounds with clients, partners and investors (such as, European Bank for Reconstruction and Development – EBRD, Rutgers University, Temple University, Greyllock Partners and Bain Capital).

**Areas of Interest**

Domain Consulting, Product Management, Project Management, Business development.

<https://www.linkedin.com/in/anindya-ghoshal/5>

**Anindya Ghoshal**

**IT & ITES, Private Equity**

Bachelor of Engineering

School of IT

Overall Work Experience – 14.5 years

Information Technology professional with 14.5 years of global experience in Project Management, Storytelling and Digital Transformation. .

7 years of International Experience (USA, UK) as Digital Strategy Leader, adept in Key Account Management, Vendor Development, Consulting and Artificial Intelligence / Machine Learning (AI/ML).

**Past Employers :**

IDS, CMC, VMProcessor, PwC, IBM, TCS

**Last Designation :**

Associate Consultant

**Work Experience****Cloud Delivery Lead**

- Led Onprem to Azure Datawarehouse and application migration projects, reducing infrastructure maintenance costs by 30%
- Led Azure transformation project, revolutionizing team productivity and efficiency through Azure Native solutions.

**Application Architect**

- Directed and executed application modernization project by leveraging LCNC platform, slashing development time by 80%.
- Designed data processing solution, helped to reduce data load time from 60sec. to 8sec, BAU incidents from 24 to 0.

**Patent**

A Communication Network Implementing REST Based Protocol

**Areas of Interest**

Strategy Consulting, Management Consulting, Corporate Banking, Product Management

<https://www.linkedin.com/in/avijit-deb-sarkar/>

**Avijit Deb Sarkar**

**IT & ITES**

B.Tech. (Computer Science Engineering), 2005, M.Tech (Microelectronics), 2019

DIET - WBUT, BITS Pilani

Overall Work Experience – 18 years

Results-driven TOGAF, Scrum & PRINCE2, AWS and Azure certified Enterprise Architect who excels in cloud platform design and implementation. Well-equipped to guide organizations through their multi-cloud journey and help them realize digitization for their business success

**Past Employers :**

Hero MotoCorp Ltd, Maruti Suzuki India Ltd

**Last Designation :**

Associate Manager, After Sales Service | Customer Experience

**Work Experience**

**Associate Manager- After Sales Service | Hero MotoCorp Ltd, Gurugram**

- Steered development of 3 new workshop equipment for 350 service centers by driving end-to-end program from prototype to final product, optimizing cost by 14%.
- Mitigated financial risk of 9k service centers by drafting MOU with support of legal, forging agreements with workshop equipment suppliers.
- Decentralized a type of warranty claims by changing process & empowering networks, saving INR 1.1 Cr annually in manpower and logistics.
- Standardized workshop equipment suppliers selection by establishing SOP, directly impacting equipment purchase valued at 40Mn INR.
- Acted as Project Lead for warranty policy revision by driving CFT of 8 Key Internal Stakeholders (Manufacturing, R&D, Quality, Finance, Audit, Supply Chain, Vendor Development, Legal), improving proper claim submission by 6%.
- Crafted KPIs for Warranty Dashboard & Interfaced with Analytics team for Power BI Dashboard, translating 2.5Mn data into actionable insights.
- Implemented SSOT for workshop equipment complaints by on-boarding suppliers on complaint ticketing platform, improving TAT by 12%.
- Delivered a comprehensive evaluation of the warranty process to Senior Management, outlining opportunities for enhanced efficiency, transparency, validation, automation, digitization, and accountability.

**Deputy Manager- After Sales Service | Hero MotoCorp Ltd, Gurugram**

- Managed swift settlement of average 60,000+ warranty claims valued at 80Mn INR annually from different geographies, through quantitative and qualitative analysis by directing a diverse team of 15 FTEs & casual workers, lowering credit lead time by 10%.
- Boosted vendor recovery by 10% by validating defects in warranty parts through Joint analysis with CFT, saving additional 3Mn INR annually.

**Areas of Interest**

Product Management, Management Consulting, Program Management, Strategy

<https://www.linkedin.com/in/ankur-agarwal-1738a618/>

**Ankur Agarwal**

**Automobile**

B.Tech (Mechanical Engineering), 2011

GYMCA Institute of Engineering, Faridabad

Overall Work Experience – 11 years 10 months

Impact-oriented professional with 11+ years of diverse experience across After Sales service, Manufacturing & Quality Assurance in the automotive industry, with expertise in Process Transformation, Operational Excellence, Digitization, and Cost optimization. Led cross-functional teams to conceptualize, manage and execute programs with innovative and analytical approaches. Skilled at analyzing massive data to design business strategies and solutions

**Past Employers :**

NTPC Limited

**Last Designation :**

Senior Manager

**Work Experience****Project Management and Corporate Strategic Initiatives**

- Led team of 36 to deliver projects for upgrading & automating process control systems in power plant.
- Procured and managed plant equipment, workstations & network infrastructure, handling P2P of products and services from countrywide Vendors.
- Identified and implemented improvement projects employing fishbone and DMAIC frameworks, bagging awards for cost reduction, improved reliability, & safety in plant.

**Digital Initiatives**

- Designed system to integrate data from standalone environment monitoring systems for delivering real-time station data to end customers & regulators.
- Provided reliable remote connectivity to power plant systems in multiple areas, facilitating effective emergency operations & eliminating disruptions.
- Coordinated Digital transformation drive in Department to digitize 100% legacy documents for ease of accessibility & faster collaboration.

**Operations Management**

- Met key customer requirements by achieving 105% unit capability & 96% schedule & grid code adherence.
- Liaised with 36 cross-functional executives for predictive and preventive maintenance, ensuring 96% plant availability.
- Spearheaded multiple emergency responses and averted disastrous fire hazards, saving on material & losses.

**ESG projects management**

- Improved Environmental Ambient Air Quality Monitoring Systems' availability from 85% to 96% through installation of IOT based systems, predictive maintenance, & OEM collaboration.
- Managed control systems revamp project of Electrostatic Precipitators in 2100MW plant, for stack emission (SPM) reduction.

**Areas of Interest**

Project Management, Digital Transformation, Operations Management, Sustainability Management.

<https://www.linkedin.com/in/gajendra-rathore/>

**Gajendra Singh Rathore**

**Energy & Power**

B. Tech (Electronics and Communication Engineering)

Motilal Nehru National Institute of Technology, Allahabad

Overall Work Experience – 12 years

12+ years' experience in Operations & Maintenance, Team Management, Contracts & Procurement in the Energy industry.

Managed high-value projects in power-plant control system operation and process automation.

Expert in Problem-Solving, Industrial Process Automation, & Augmentation & Modernization of integrated plant control systems.

**Past Employers :**

SAP Labs, Edgeverve Limited, Sapient Consulting, Infosys Limited

**Last Designation :**

Development Architect / Expert, T4 L1, SAP AI Foundation

**Work Experience**

Development Architect / Expert, T4 L1, SAP AI Foundation.

Led and mentored a team of 10 members and delivered a new product used to manage AI transparently across any enterprise - SAP AI Launchpad, resulting in additional business worth USD 100,000 per month.

- Implemented continuous delivery practices such as automated bi-weekly delivery, reducing maintenance costs by 75%.
- Managed product backlogs and ensured the initial smooth delivery of SAP AI Launchpad to customers biweekly during the tricky pandemic.
- Involved in forums such as the cross-product architecture forum that help architects and product owners to align on technology.
- Led a team of four interns on a fellowship project for a machine learning problem, filing a patent for automating hyperparameters.

Member of Technical Staff, Procurement Insights, Edgeverve - Infosys Company

- Identified bottlenecks in a product, resulting in better collaboration between product owners and developers and increased technical viability.

Senior Associate Platform L1, Sapient Consulting | Bangalore

- Developed successfully, as an individual contributor, Proof of Concepts for the Australia & New Zealand Banking Group.

Senior Systems Engineer (L1, L2, L3), Infosys Limited

- Worked with US client, SunTrust, to build an application - amidst a resource crunch due to attrition - that improved ease of loan application for customers, resulting in increased revenue and attracting a SPOT award for the quarter.

**Areas of Interest**

Artificial Intelligence and Machine Learning, Environmental Sustainability, Strategy, Leadership, Technical Program Management, and Software Architecture.

<https://www.linkedin.com/in/kishore-george/>

**Kishore N G****IT & ITES**

B.Tech, 2009

Kumaraguru College of Technology,  
Coimbatore

Overall Work Experience – 13.7 years

A seasoned development architect with 13+ years of experience in Software Research and Development, delivering multiple cloud-based solutions on various technology stacks and a platform to manage AI transparently across any enterprise.

**Past Employers :**

K Line Ship Management Ltd, Anglo-Eastern Ship Management Ltd.

**Last Designation :**

Chief Engineer

**Work Experience**

2016-2022 - K Line Ship Mgmt – Chief Engineer (Head, Operations)

- Spearheaded rescue efforts during a Man Overboard crisis, demonstrating leadership and quick decision-making, averting the loss of human life.
  - Delivered 50 days long \$3.5M retrofit project with 114% efficiency in Singapore, spanning across 50+ stakeholders, through effective project management.
  - Led a 12-member team to successfully induct a \$70m tanker vessel from a shipyard in Japan with a 20% shorter turnaround time through effective project planning and team leadership.
  - Formulated and implemented standard operating procedures complying with stringent international maritime laws for the changeover of marine fuels, saving \$25k.
  - Participated in improvisation of inventory order and tracking, reducing safety stock of spares by 25%
- 2009-2015 - Anglo-Eastern Ship Mgmt.- Senior Operations Manager
- Executed environmentally sensitive Oil transfer process (Quarterly budget \$1M) with zero incidents and negotiated quantity disputes between clients and suppliers.
  - Partnered with British security teams to formulate SOPs and train 12 team members to handle piracy for transit through high-risk piracy areas.
  - Conceptualized and executed process reengineering for the sludge management system onboard, saving \$20k/year.
  - Delivered more than 10 maintenance projects within stipulated time targets through effective line balancing, bottleneck elimination, and productivity optimization to save \$1M+.

**Areas of Interest**

Operations, Logistics & Supply Chain, Project Mgmt, Program Mgmt

<https://www.linkedin.com/in/neeraj-b6042928/>

**Neeraj****Shipping**

B.E. (Marine Engineering), 2008

Marine Engineering & Research  
Institute, Kolkata

Overall Work Experience – 12.5 years

Maritime professional with expertise in Operations, Supply Chain, and Maintenance projects, driving efficiency through process optimization. 12+ years of international experience managing safe transportation of hazardous cargo through effective risk mitigation strategies while leading diverse cross-functional teams in ambiguous environments.

**Past Employers :**

Flipkart, Amala Earth, Amazon, Caterpillar India

**Last Designation :**

Manager - Operations

**Work Experience**

Operations Manager, Flipkart

- Launched and Stabilized Operations of a 0.4 million square feet Distribution Center, which handled "Large & Furniture" Products of the Network.

Senior Manager/EA to Managing Director, Amala Earth

- Formulated and delivered on annual and monthly plans on key performance metrics to achieve the desired business growth.

Operations Manager, Amazon

- Delivered highest volume of 0.5 million shipments per day by guiding a team of 400+ Amazon associates during Oct 2021 sale season in India at Amazon India's largest fulfillment center
- Increased the productivity of the trans-shipment processing team by 48%, by leading a team of 5 process assistants at the fulfillment center.
- Led a team of 600+ Amazon associates to deliver highest ever volume of 0.4 million shipments per day during the sale season in Oct 2018 at Amazon India's largest sortation center
- Increased the hourly processing capacity by operationalizing the first cross belt auto sorter for Amazon India.
- Improved on-time delivery performance of reverse logistics shipments by coaching and leading a team, which helped in identifying and improving the process flow of the department.

Section Manager, Caterpillar India

- Implemented lean concepts of Six Sigma methodology for the manufacturing of the prime product (Off-Highway Trucks) by coaching a team via rigorous classroom training and via on-the-job learning.
- Achieved the status of Best Caterpillar facility globally for the prime product division by guiding the team on root cause identification and the resolution and hence reducing the post sales defects.
- Collaborated with global facilities (US, EU, Asia), reducing rejection of parts due to quality issues by doing complete root cause analysis.

**Areas of Interest**

Business Development, Product Management, Operations Management, Operations Excellence, Business Analysis

<https://www.linkedin.com/in/manojmalav/>

**Manoj Malav****E-Commerce**

B.Tech. (Mechanical Engineering), 2011

IIT (ISM) Dhanbad

Overall Work Experience – 11.5 years

Experienced Professional in the field of Operations, Supply Chain and Strategy with key focus on Process Excellence and Business Process Improvement.

**Past Employers :**

Nagarro Software Private Limited, Publicis.Sapient, Infosys Limited

**Last Designation :**

Senior Technical Architect

**Work Experience**

Client Engagement and Solution Design

- Drove transformative discussions with clients to address intricate business challenges through a multifaceted approach, covering business, technical, and infrastructure perspectives.
- Steered end-to-end engagement with clients by delving deep into pain points (as-is) and aligning with short and long-term goals (to-be).

Technical Leadership

- Led the expansion of Adobe Practice from 4 to 15+ people, building strong capability on Experience Manager, Commerce, Analytics, Target, Customer Data Platform, securing 4 new projects (~ \$2 M)
- Directed multiple concurrent projects, valued at a collective range of ~ \$4 M, enabling the organizations to provide personalized and seamless experience, creating new value propositions and revenue streams(15 - 20% increase).
- Headed a high-stake project, valued at ~INR 3 Cr, for one of biggest motorcycle brands, empowering end customers to configure bikes, enhancing their buying journeys and delivering real time insights about the bike.

Senior Associate Technology, Publicis Sapient

Client Relationship and Expansion:

- Secured new assignments and contributed to team expansion from 3 to 8 people for a new project, reflecting client's trust.
- Acted as a single point of contact to convey complex technical topics and domain queries to the business team in a time bound set up.

Technology Analyst, Infosys Limited (Infosys Consulting), Pune, US

Project Launch and Client Relationship

- Improved the concurrent roll out of client's support pages in 110+ countries and 20+ languages by increasing the content velocity.

**Areas of Interest**

Technology Consulting, Solutioning, Leadership, Strategy, Artificial Intelligence and Machine Learning

<https://www.linkedin.com/in/nishant-gaurav-6422a624/>

**Nishant Gaurav****IT & ITES**

B.Tech in Computer Science and  
Engineering

VIT Vellore

Overall Work Experience – 13.5 years

A thought leader with 13.5 years of extensive experience in conceptualizing, designing and implementing enterprise platforms. A proven track record of leading cross-functional teams and delivering innovative, scalable and future ready solutions. Enthusiastic about integrating business and management principles with technical expertise to maximize organizational performance.

**Past Employers :**

Bank of America, Accenture Services Pvt Ltd.

**Last Designation :**

Senior Technical Analyst

**Work Experience****Technical Business Analyst, Bank of America**

- Product Management:- Strategized the product road map, developed the business requirement document, defined the KPIs, and led the tech delivery for on boarding Fixed Income contracts from the vendor platform, thereby achieving \$5 MM bottom-line growth.
- Business Solutioning : Scaled up the product capabilities for APAC clients, integrated analytics capability, and automated workflows, thereby increasing product adoption globally by 16%.
- Process Improvement: Elevated both UX and EX by introducing integrated automation services for trade analysis, improving access management with enterprise SSO, and unveiling a data readiness dashboard for Margin Analysts, thereby saving 30+ hours/month for tech-ops core operations.
- Agile Transformation: Led the account-wide Agile Transformation, implementing Scrum and Jira, strategizing CI/CD leveraging enterprise platform and BDD framework, and mentoring teams on agile practices.
- Onsite Team Lead, Accenture | Chicago
- Business Solutioning: Led the digital transformation of OTC derivative management, analyzing user requirements, defining acceptance criteria, and designing business validation solutions, resulting improved operational efficiency by 150%.
- Product Development: Developed the technical specifications for an in-house full-stack test automation tool, and spearheaded the development and adoption cycle, thereby realizing cost benefit of \$200K YoY.

**Areas of Interest:**

Product Management, Tech Strategy Consulting, BFSI Digital Transformation, Business Development.

[www.linkedin.com/in/partha-sarathi-mishra-psmishra](https://www.linkedin.com/in/partha-sarathi-mishra-psmishra)**Partha Sarathi Mishra****BFSI, IT & ITES**

B.Tech in Computer Science- 2010

Trident Academy of Technology, Bhubaneswar

Overall Work Experience – 12 years

IT BFSI professional with 12 years of experience in IT Solutioning and Consulting working for customers across North America and Asia Pacific geographies. Expertise in Agile Transformation, Business Analysis, Product Management, Enterprise Platform Adoption, Business Stakeholder Management, and proficiency in Margining OTC Derivatives and Fixed Income financial products.

**Past Employers :**

Reliance Industries, LNJ Group, Suminoe-Teijin Krishna India

**Last Designation :**

Deputy General Manager

**Work Experience****Key Account Management**

- Increased business share with the country's top automotive OEMs from 39% to 53% generating INR 60crs in existing and new models.
- Achieved 7% YOY growth by adding 6+ high-value customers through collaborative partnerships and by delivering customized solutions

**Strategic Projects, R&D**

- Collaborated with an OEM and IIT Delhi to establish quantified evaluation criteria for a product's tactile experience.
- Reduced INR 1.2 Cr R&D budget by creating an economical alternative technology.

**Product Development & Management**

- Led the development of a recycled fabric product line for a global brand, which resulted in the 1st procurement order for a sustainable product from India.
- Increased average life-time value (LTV) of our products by 11 %, resulting in an increased share of 4%

**Advisory Investment & Growth Strategy**

- Drove 11% market share growth by identifying business opportunities, crafting Go-to-Market (GTM) plan, & acquiring untapped markets
- Advised leadership on strategic partnerships & product diversifications that led to a 15.5% increase in market share by expanding into new geographies of after-market segments.

**Digital Transformation**

- Lead marketing team in implementing a new ERP system boosting sales efficiency by 15%.
- Attained 2hrs operational efficiency by replacing legacy systems with integrated production system, reduced per unit cost by 0.5%

**Areas of Interest:**

Chief of Staff, General Management, Key Account Management, Strategy | Business Development, Program Management, Digital Transformation

<https://www.linkedin.com/in/puneetvatta>**Puneet Vatta****Manufacturing, Textiles**

B.Tech, Textile Technology

NIT Jalandhar

Overall Work Experience – 16 years

Seasoned professional with 16+ years of experience in Business & Product Development, Supply chain management, Procurement & Marketing. Advised leadership teams on GTM strategy, Business Transformation & Segment Investments.

**Past Employers :**

Indian Oil Corporation Ltd.

**Last Designation :**

Senior Manager (Lubes-Technical Sales)

**Work Experience****Manager (Lubes-Technical Sales) | Visakhapatnam, Andhra Pradesh | Indian Oil Corporation Limited**

- Negotiated and concluded long term business agreements with high volume clients such as Indian Navy, Dredging Corporation of India, NTPC valuing nearly 200 Crores.
- Conceptualized, designed and commissioned the first of its kind Vendor Manager Inventory (VMI) business model for bulk delivery of lubricants to naval war ships.
- Developed and commercialized new profitable products resulting in increased turnover of 6 Crore per annum [20% volume]
- Identified potential customers and tied up business, increasing the customer base by 25%.
- Handled channel partners dealing with low volume customers.
- Maneuvered the business during turbulent times of Covid-19 and handled several renegotiations with clients due to volatile market conditions.

**Asst. Manager (Institutional Business) | Sambalpur, Odisha | Indian Oil Corporation Limited**

- Responsible for B2B business of petroleum products in 16 districts (out of 30) of Odisha accounting for an annual revenue of Approx. 3000 Crore.
- Handled several large volume business groups such as Tata, Aditya Birla, Vedanta, Jindal, Coal India etc.
- Steered business development by conducting Survey & Identifying potential markets, crafting marketing strategy including execution.
- Considered and finalized commercials including credit offerings.
- Prepared and reviewed demand forecasts & sales plans.
- Mentored and guided 7 newly joined field sales officers.
- Ensured compliance with several regulatory requirements.

**Sales Officer (Institutional Business) | Rourkela, Odisha | Indian Oil Corporation Limited**

- Responsible for B2B business of petroleum products in 2 districts of Odisha accounting for an annual revenue of Approx. 500 Crore.

**Areas of Interest:**

Product Management, Tech Strategy Consulting, BFSI Digital Transformation, Business Development.

[linkedin.com/in/pankaj-pashikanti-221714163](https://www.linkedin.com/in/pankaj-pashikanti-221714163)**Pashikanti Pankaj****Oil & Gas**

B.E. [Mechanical Engineering], 2011

Univ. College of Engg., Osmania University, Hyderabad.

Overall Work Experience – 11 years

Professional with 11+ years of experience in Sales & Marketing with primary focus on B2B segment.

**Past Employers :**

Indian Oil Corporation Limited

**Last Designation :**

Senior Manager [Terminal]

**Work Experience****Bulk Oil Terminal | Howrah****Manager /Senior Manager**

- Led the operations-maintenance team at an Oil Terminal with annual revenues of US\$ 663M to win the award for the Best Maintained Terminal in IOCL's Eastern Region for 2022-23.
- Oversaw execution of facility enhancement projects worth US\$ 4M.
- Led commissioning of a 3 TMT Ethanol Tank Farm, reducing truck turnaround times by 90%.

**Bulk Oil Terminal | Kandla****Assistant Manager**

- Led the operations-maintenance team at India's largest Oil Terminal with annual revenues of US\$ 2.2 Bn to achieve the Terminal's highest-ever Maintenance Indices in 2016-17 and 2017-18 and highest-ever storage capacity utilization in Nov'2019.
- Generated revenue of US\$ 221K through asset rationalisation and disposal.
- Oversaw facility enhancement projects worth US\$ 14M.
- Evaluated public, limited, and single tenders for goods and services worth US\$ 354K.
- Pioneered the use of 12-inch hoses for ocean tankers, resulting in annual savings of US\$ 589K.
- Formulated and implemented a one-of-a-kind custom-designed automation philosophy to ensure safer operations.

**Bulk Oil Terminal | Solapur****Officer (2011-2015)/Assistant Manager**

- Set benchmarks for the highest Safety Indices achieved by the Depot in 2015-16 & 2014-15 as Designated Safety Officer (DSO) of an Oil Terminal with annual revenues of US\$ 250M.
- Won internal Safety Award for meritorious performance as DSO during 2015-16.
- Coordinated with 11 suppliers to maintain uninterrupted supplies of Ethanol; implemented 10% Ethanol blending in petrol as the first location in IOCL's Western Region.

**Areas of Interest**

General Management, Operations Management, Project Management.

<https://www.linkedin.com/in/rajdeep-guha-91571928/>**Rajdeep Guha****Oil & Gas**

B.E. [Chemical], 2011

Jadavpur University

Overall Work Experience – 12 years

Energy professional with rich experience in downstream Oil & Gas Marketing Operations with a proven track record of excellence

**Past Employers :**

Indian Oil Corporation Limited

**Last Designation :**

Senior Manager (Petrochemical-Projects)

**Work Experience**

Operations:

- Production Engineer in Crude Distillation Unit (CDU), Vacuum Distillation Unit (VDU) and Fluidized Catalytic Cracking unit (FCCU), Process data analysis & Simulation of the RFCC (Resid) unit of the Haldia refinery for troubleshooting in the Aspen hysis software.

Project Concept and Strategy:

- Conceptualization and development of Pet Coke Gasification based Acetic Acid project in the Joint Venture with BP plc UK at Gujarat Refinery [Project was shelved after stage-1 approval] Development of Butene-1 project through ethylene dimerization route (Axens technology) at Panipat Refinery [Project is operationalized]
- Conceptualization and Development of [a] 120 KTA Maleic Anhydride and BDO/THF Project at Panipat Refinery, [b] Panipat Cracker expansion from 947 KTA to 1147 KTA and 200 KTA HDPE Project for utilization of additional ethylene; It also included downstream polypropylene, Benzene and Butadiene unit revamp – both projects are under advanced stage of implementation
- Net Zero emission target by 2046: Revamp of Hydrogen Generation unit to utilize Carbon dioxide emission of MEG unit for production of Carbon monoxide (CO). CO will be utilized for 460 KTA Acetic Acid Project at Panipat – project still under concept stage.

**Areas of Interest**

Project concept and strategy development in the field of chemicals, petrochemicals, Net Zero Emissions, sustainability.

<https://in.linkedin.com/in/randhir-kumar-a04866192>**Randhir Kumar**

Oil &amp; Gas

B. Tech , 2010  
IIT Roorkee

Overall Work Experience – 12 years

Project conceptualization and development in chemicals and petrochemicals field

from past 8 years,

Operations in Refinery for the remaining 04 years

**Past Employers :**

Indian Oil

**Last Designation :**

Instrumentation Manager

**Work Experience**

Asset Optimization

- Achieved 35% spare stock reduction by utilizing SAP MM to segment and standardize spares and vendors through leveraging procurement, consumption, and inter-compatibility design data.
- Improved equipment availability by 50% through root cause analysis, updated procedures, and automated service requests in SAP.
- Onboarded over 10 vendors to supply critical, high-risk, low-cost items worth US\$ 500K by sharing designs.
- Saved US\$ 150K through a vendor ecosystem for repair services of disposable items.

Process Optimization

- Collaborated with system vendors to establish annual rate contracts for strategic high-risk, high-cost spares procurement, leading to a yearly reduction of US\$ 700K in OPEX.
- Negotiated with vendors to implement a volume-based payment system for packaging and freight, resulting in annual savings of US\$ 100K.
- Revamped service tendering process with contract splitting and reverse auctioning. Achieved a 30% improvement in maintenance service level, mitigated risk through multiple service providers, and reduced contract expenditure by 25%.
- Achieved a YOY bottom-line (GRM) increase of US\$ 1.3M and reduced unwarranted failures by 80% by eliminating single-point failures, enhancing reliability, and introducing critical application redundancy.

Digital Transformation IT/OT solutions :

- Achieved a 70% reduction in spurious alarms and operator intervention by implementing a data-backed predictive analysis system through IT/OT dashboard transformation for alarms, failures, and deviations.
- Successfully integrated standalone machine monitoring systems into the existing OT platform, resulting in a 15% increase in plant availability.

**Areas of Interest:**

Management Consulting, Product Management, Cross-functional Team Leadership.

<https://www.linkedin.com/in/siddharth-rathi-885b2899>**Siddharth Rathi**

Oil &amp; Gas

B. Tech (Instrumentation and Control)

JSSATE , Noida

Overall Work Experience –

Experienced oil &amp; gas professional with 11 years in operational technology (OT). Successfully managed projects exceeding US\$ 10M, optimizing processes and assets for improved bottom-line results.

**Past Employers :**

Bharat Heavy Electricals Limited

**Last Designation :**

Deputy Manager

**Work Experience**

Bharat Heavy Electrical Limited, Hyderabad

Deputy Manager

Operations Management:

- Led a 14-member team in the Generators division, achieving 75% Overall Equipment Efficiency (OEE) with a turnover of INR 2 B.
- Collaborated globally to execute INR 3 B CAPEX projects, enhancing plant capacity to 2000MW, and improved productivity by 50% through modernizing machine tools via CNC retrofitting.

Digital Transformation:

- Ideated & deployed an in-house Industry 4.0 framework, in CNC machines, utilizing conditional monitoring and digital twin technology thereby increasing machine availability by 30%
- Led a team to develop and manage IIoT product for energy monitoring of assets, incorporated real-time dashboards to visualize and reduce energy consumption, and achieved cost savings of INR 20Mn per year.
- Spearheaded BPR (Business Process Reengineering) through the integration of SAP ERP, e-office, RFID-based inventory tracking systems & Maintenance Management Systems (MMS) in the services department, achieved 50% savings in acquiring costs.

Sustainability:

- Pioneered implementation of ISO 50001 [Energy Management Systems] audit & energy audits adhering to GRI reporting aligning with the organization's ESG goal.
- Undertook large-scale LED conversions, multiple decarbonization initiatives & optimization of scrap collection, achieving 100% ESG targets YoY.

**Areas of Interest**

Product Management, Digital Transformation, Business Strategy, Tech Consulting

<https://www.linkedin.com/in/sharath-mirdiddi-87b36a238/>**Sharath Mirdiddi**

Manufacturing, IT &amp; ITES

B.Tech in Electrical Engineering- 2010

Indian Institute of Technology BHU,  
Varanasi

Overall Work Experience – 11 years

Professional with experience leading digital transformations, sustainability initiatives &amp; program management across the manufacturing value chain. Passionate about design thinking, data-driven decision making &amp; technology-driven value addition.





## INDIAN INSTITUTE OF MANAGEMENT CALCUTTA RECRUITMENT GUIDELINES FOR MBAEx PLACEMENTS 2023-24

- The following is a brief about duly approved recruiter guidelines and policy for recruiting MBAEx students of IIMC for final placements of the season 2023-24. Recruiters are requested to familiarise themselves with the same and abide by it.
- Employer branding opportunities are provided as per the approved policies of the institute. These include case competitions, pre-placement talks, leadership/speaker talks, scholarship and sponsorship opportunities. Please get in touch with the Career Development and Placement Office (CDPO) or student placement representatives for this purpose.
- MBAEx follows a rolling process for placements. Under this process only a few companies, preferably one or two would be participating in the process on any given day.
- The Rolling Placements season for the final placements begins from 1st November 2023. Interview (virtual or physical) shall be held on a date-time of mutual convenience that minimizes conflict with class schedule.
- If there is a change in JD before the interview, recruiters are requested to duly communicate the same to the placement team.
- The recruiter may also address the students through a pre-placement talk (PPT) (online or offline) about the relevant opportunities at the company and career details.
- Based on the JD shared by recruiter, students express their interest for applying for the role. Recruiters may also express interest in the candidates based on the batch profile.
- The recruiter shall inform Placement Team in advance of the number of persons/panels for conducting the interview, the number of interview rounds etc. IIMC also permits online interviews if necessary.
- Pre-Placement Offer (PPO) is an offer extended to the candidates by the company providing them Live Projects to join as full-time employees. It is considered valid only if informed to the CDPO/Placement Team clearly in writing (e-mail).

### Pre-Interview

- MBAEx Placement Team contacts the company and shares the cohort profile. The recruiter shall provide details of the openings in the Job Description (JD) form based on their hiring requirements and the batch profile.

### Interview & Post Interview:

- Recruiters are requested to hold PPTs/ interviews in the evening hours to minimize conflict with the class schedule. Furthermore, they are requested to avoid conflict with scheduled academic activities and exams.

- To enhance the chances of offer acceptance, it is advisable that the candidates be made fully aware of the job details before a formal offer is made.
- The recruiter must communicate the offer being made, in writing/email vide the Institute's Offer Form, through the designated Placement Representative/s to the CDPO at mbaexplacement@iimcal.ac.in

### Recruitment Fee:

- A recruitment fee is applicable for all students hired through the placement process of IIMC. The fee is payable only after the candidate joins the company. Fee is applicable even for candidates hired through the PPO. The recruitment fees for the year 2023-24 is as follows:
- Domestic Offer per candidate hired – INR 1,20,000 + Taxes, as applicable. International Offer per candidate hired– USD 3,000 + Taxes, as applicable.

The Recruitment Fee is to be paid by the firms once the student joins the organization irrespective of whether a student resigns from the organization within a short span of time. The institute however does not guarantee the joining or resigning of a student.

Recruitment Fee will not be charged from a recruiter if, a firm does not hire any student during the process, or a student does not accept the offer extended by the firm during the process.

CDPO will email all the recruiters seeking confirmation regarding joining of students and relevant accounting details for raising the Invoice. Companies are expected to pay the invoice amount within 21 days from the date of invoice.

Salient Points on Offer Communication, Confirmation and Acceptance:

- Companies are requested to interact with the student placement representatives and/or the Career Development and Placement Office of IIMC.
- Post the confirmation of offer acceptance, the final list of students joining the recruiter will be confirmed by the Placement Team over mail upon completion of placements.

In the rare case that a candidate does not honour the accepted offer and is a no-show at the company, the institute initiates disciplinary action against the said candidate as per duly approved policy.

In a similar vein, the institute expects recruiters to honour the offers made to the students in good faith. Companies are expected to onboard students within a reasonable time period after their convocation. Inordinate delays in onboarding of hired candidates will be deemed to be revoking of offer and will invite action as per the policies of IIMC.



## Career Development and Placement Office (CDPO)

**Soumik Roy** 9830411183  
**Akash Gupta** 9830411184

**Prakash Bharati** 9830411185  
**Manoj Malav** 9836449444

[mbaexplacement@iimcal.ac.in](mailto:mbaexplacement@iimcal.ac.in)

### **Prof. Nimruji P Jammulamadaka**

Chairperson, Career Development and  
Placement Committee  
[chairperson.placement@iimcal.ac.in](mailto:chairperson.placement@iimcal.ac.in)

### **Ms. Subhasree Ghosh**

MBAEx Placement Office  
+91 98754 39717  
[placementoffice@iimcal.ac.in](mailto:placementoffice@iimcal.ac.in)

## INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

MBAEx Placement Office  
Diamond Harbour Road, Joka, Kolkata -700104  
West Bengal, India