Post-Graduate Management Programme for Women

Placements 2020

Purpose with Pride
About the Programme

SPJIMR, in the year 2017, launched an innovative 11-month full-time Post Graduate Management Programme for Women (PGMPW) crafted exclusively for women who have taken a mid-career break due to social and family obligations and now seek to return to the professional workforce. This is the only programme in the world which offers a full-time structured management training to returning women and enables them to join the corporate world at mid to senior management roles.

This pioneering programme is supported by corporates through quasi-partnerships and offers personalised mentoring and training to prepare talented Indian women to return to leadership positions. In just three years of launch, the programme has stood out for its unique design, intensive curriculum and wide-range industry partnerships.

The all-women class of PGMPW is a determined and hardworking group who are ready to make a mark as they return to take up leadership positions in the corporate world. The programme also helps corporates plug in their leaking leadership pipeline, bring diversity and hence draw from varied experience that returning women bring to the workplace.

A Unique Experience

- An 11-months full-time Post-Graduate Management Programme (with residential option) which prepares them to return to the corporate world.
- Provide them a platform to learn general management skills and specialise in Finance/Marketing/Information Management/Human Resource Management/Operations & Supply Chain Management.
- Equip them with industry-relevant knowledge, skills and attitude required to excel in a professional career.
- Enable them to discover their innate leadership style and strengths.

SPJIMR Advantage

- Ranked amongst the top -10 business schools in India
- Committed to high-quality management education
- Innovative pedagogy with a blend of classroom and non-classroom learning
- Reputed and strong faculty body is drawn from academia, industry, government sector and non-profits
- Strong industry engagement across programmes and initiatives

Accolades

In just two years of launch, the PGMPW programme has received global recognition and notice. It was selected for ‘Innovations that Inspire Award’ by AACSB in 2017 and ‘MBA Innovation Award’ by AMBA in 2019. These are USA and UK based accrediting agencies which accredit and recognizes excellence in business education across the world.
Pre-Course Foundation Module: Facilitate transition into a full-time work schedule. Includes basic courses in Economics, Statistics and Accounting.

Module 1: General Management courses from across all domains.

Module 2: Specialisation courses and Corporate Internships. We offer specialisation in Marketing, Finance, Operations and Supply Chain Management, Information Management and Human Resources Management.

Module 3: Integration phase - General Management courses integrating various functional areas.

Emphasis on developing leadership skills through Personal Growth Lab, Leadership Lab, Science of Spirituality and Individual coaching with ICF certified coaches.

PGMPW: 11-month Student Journey

<table>
<thead>
<tr>
<th>INITIATE</th>
<th>EXPLORE</th>
<th>NAVIGATE</th>
<th>STRENGTHEN</th>
<th>APPLY</th>
<th>INTEGRATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>➤ Self-study Foundation Module Online learning resource to understand business basics</td>
<td>➤ General Management-foundation Overview of general management foundation courses</td>
<td>➤ General Management-functional Introduction to functional areas—Marketing, HR, Operations, IM, Finance, Strategy</td>
<td>➤ Specialisation Broaden &amp; strengthen understanding of chosen domain/specialization</td>
<td>➤ Internship Integrate and apply domain knowledge in business setting for problem solving</td>
<td>➤ General Management-integration Integrate cross functional knowledge and apply in general management setting</td>
</tr>
</tbody>
</table>

Return to a career trajectory with enhanced knowledge and a degree that is valued by corporate world.

<table>
<thead>
<tr>
<th>01</th>
<th>Leadership Lab</th>
<th>Leadership Lab</th>
</tr>
</thead>
<tbody>
<tr>
<td>02</td>
<td>Personal Leadership Development Programme: includes self-awareness module, individual and group coaching by professional coaches, peer feedback sessions, industry mentors to facilitate holistic development and build networks.</td>
<td></td>
</tr>
<tr>
<td>03</td>
<td>Leadership Lecture series: experience sharing by industry leaders to understand various leadership styles and life lessons.</td>
<td></td>
</tr>
</tbody>
</table>

Develop your personal leadership style ingrained in core values. Contribute as an SP alumnus

Career Development Center (CDC)

<table>
<thead>
<tr>
<th>Develop your Career Plan</th>
<th>Internships</th>
<th>Recruitment services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coaching: personal coaching by ICF certified professionals to help in building realistic career plan and prepare oneself to reintegrate to corporate life. This aims at developing well-balanced future women leaders.</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Start your new job equipped with right skills for life-long career fulfillment
Specialisation Streams

**Finance**
- Financial Instruments & Derivatives
- Banking, Financial Services and Institutions
- Taxation
- Corporate Valuation
- Advanced Corporate Finance
- Microfinance
- Strategies for Managing Financial Services Business
- Investment Banking, PE, VC

**Human Resource**
- Change Management and OD
- Employee Relations & Labour Legislations
- Learning & Leadership Development
- Performance Management
- Talent Acquisition and Employer Branding
- HR Analytics and Digital HR
- Total Reward Management
- Strategic HRM
- Measurement in Social Sciences

**Information Management**
- IT Strategy
- IT in Financial Services
- Transformation through Cloud
- Architecting Solutions for the Digital Enterprise and Enterprise Architecture using TOGAF
- Business Intelligence Systems
- User Generated Content Analytics
- IT Business Development
- Project Management
- Digital Product Management
- Digital disruption, transformation and engagement
- IT Consultancy Management
- Reinventing business with AI and ML

**Marketing**
- Buyer Behaviour
- B2B Sales & Distribution Management
- Marketing Research
- Strategic Marketing
- Strategic Brand Management
- Digital transformation strategies: Models, platforms and marketing
- Analytics for Marketing Decision-making
- Integrated Marketing Communication for B2B and B2C Businesses
- Pricing
- E-Commerce
- Capstone Project

**Operations & Supply Chain Management**
- Supply Chain Planning & Coordination
- Logistics Management
- Procurement and Strategic Sourcing
- Manufacturing Planning and Control
- Service Operations Management
- Operations and Supply Chain Strategy
- Strategic Cost and Profitability Management
- Supply Chain Analytics
- Project Management
- Logistics and Fulfilment in E-business
At SPJIMR, the PGMPW Corporate Internship Project is a compulsory 4/6 weeks course in the industry. We believe that this project will enrich the participants’ knowledge, skills and attitudes and better prepare them to pursue a career in management. Specifically, it will develop their skills in framing and defining problems, gathering and analyzing data from diverse sources and synthesizing the analysis into actionable recommendations. It also aims to sensitize the participants to the nuances of a workplace by assigning time-bound projects having suitably demanding management complexity of a business organization.

Student could be assigned specific projects where they can add value to the organization’s efforts. On completion of the project, the student would submit a report to the organisation and also make a presentation to Senior Management, which will be evaluated by the organization as well as by SPJIMR. It is an integral part of our curriculum and mandatory for every participant to undertake the CIP for purely academic purposes. An internship Completion certificate should be issued to the intern after successful completion of the internship.

**CIP Process**

To initiate the selection process, kindly post your internship requirements, set up Pre Placement Talk and Interview dates. PPT start from 15 May onwards and is scheduled to continue in tandem with the academic calendar. Students look for details on information on the company profile, business line, growth prospects, organizational culture, possible career opportunities, internship project brief, stipend, location etc.

**Placement Process**

- **Pre Placement Talk** - 15th August 2020 onwards
- **Resume Shortlisting Process** - September 2020 onwards
- **Interview Process** - October 2020 onwards
- **Company Joining Date** - January 2021 onwards

**Placement Timeline** - October 2020 Onwards

**Internship Timeline** - October - November 2020

- Preferred background of the candidate
- Job location
- Previous work experience
- Compensation range
### Batch 2020 Demographics

#### Specialisation Spread

<table>
<thead>
<tr>
<th>Specialisation</th>
<th>No. of participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>2</td>
</tr>
<tr>
<td>Marketing</td>
<td>5</td>
</tr>
<tr>
<td>HR</td>
<td>4</td>
</tr>
<tr>
<td>Information Management</td>
<td>9</td>
</tr>
<tr>
<td>Operations</td>
<td>7</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>27</strong></td>
</tr>
</tbody>
</table>

#### Education Background

<table>
<thead>
<tr>
<th>Education Background</th>
<th>No. of participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>B.E/B.Tech/B.SC</td>
<td>14</td>
</tr>
<tr>
<td>M.E/M.Tech/MSC</td>
<td>4</td>
</tr>
<tr>
<td>MBA/PGP</td>
<td>3</td>
</tr>
<tr>
<td>CA/CS</td>
<td>2</td>
</tr>
<tr>
<td>MCA</td>
<td>1</td>
</tr>
<tr>
<td>M.Arch</td>
<td>1</td>
</tr>
<tr>
<td>B.Com</td>
<td>1</td>
</tr>
<tr>
<td>B. Fashion Design</td>
<td>1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>27</strong></td>
</tr>
</tbody>
</table>

#### Work Experience

<table>
<thead>
<tr>
<th>Work Experience</th>
<th>No. of participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>4 – 7 Years</td>
<td>11</td>
</tr>
<tr>
<td>7 – 10 Years</td>
<td>12</td>
</tr>
<tr>
<td>More than 10 Years</td>
<td>4</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>27</strong></td>
</tr>
</tbody>
</table>

#### Work Experience - Industry Sectors

<table>
<thead>
<tr>
<th>Industry Sectors</th>
<th>No. of participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT/ITeS</td>
<td>8</td>
</tr>
<tr>
<td>Banking/Finance</td>
<td>6</td>
</tr>
<tr>
<td>Manufacturing/ Construction/ Engineering</td>
<td>3</td>
</tr>
<tr>
<td>Marketing/ Digital Media</td>
<td>2</td>
</tr>
<tr>
<td>Education</td>
<td>2</td>
</tr>
<tr>
<td>Infrastructure/ Power</td>
<td>2</td>
</tr>
<tr>
<td>Others</td>
<td>4</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>27</strong></td>
</tr>
</tbody>
</table>
**Purvi Savalgi, 38, C.A., B.Com**

**Total Work Experience:** 10 years, 3 months  
**Career Break:** 5 years, 7 months  
**Professional Experience:** Taurus Agile Technology Corporation Pvt. Ltd., TCS  
**Last Designation:** Senior Manager - Finance  
**Location preference:** Mumbai

**Profile Summary**
- Experience in financial planning & analysis, budgeting, variance analysis & forecasting, financial reporting, cost management & pricing analysis.
- Led M&A activities – due diligence, application of FDI policies and DGFT guidelines.
- Formation of new joint venture company – Incorporation, Issue of Shares and ROC compliances.
- Liaised with banks for corporate debt restructuring, long term loans, external commercial borrowings and working capital management.

**Sugandha Agarwal, 39, MBA [Marketing]**

**Total Work Experience:** 9 years, 8 months  
**Career Break:** 4 years, 3 months  
**Professional Experience:** SBI Cap Securities Ltd., ICICI Bank Ltd., ICICI Lombard GIC Ltd.  
**Last Designation:** Senior Manager  
**Location Preference:** Mumbai

**Profile Summary**
- Experience in financial services such as investment banking, corporate banking and insurance industry.
- Adept at client acquisition and engagement, financial analysis, market analysis, structuring and execution of deals.
- Delivered product customisation and process optimisation solutions in cash management/payment business.
- Ability to weave knowledge of rates and credit markets to advise clients holistically.
Batch 2020 Profile

Priyanka Bansikar, 29, M.Arch. [Environmental Architecture]
Total Work Experience: 4 years, 8 months
Career Break: 1 year, 7 months
Professional Experience: Thakur School of Architecture & Planning, Enviro Analysts and Engineers Pvt. Ltd., Green Angle, Rajesh Atha Architect
Last Designation: Assistant Professor
Location Preference: Pan India

Profile Summary
- Expertise in client engagement, vendor management (16 vendors Pan India), coordination with multiple stakeholders, and project presentations to State Expert Appraisal Committee of Ministry of Environment, Forest and Climate Change for their evaluation thus clearing 11 projects including 2 mega projects (project cost approx. 1500Cr. each) in the field of green building certification and environmental impact assessment.
- Periodic monitoring of project progress with providing innovative inputs and corrective measures thus, completing 91% projects within the targeted timeline.
- Led, coached and sensitized 240 students of second and fifth year B.Arch and interior design, towards environmental and social sustainability.
- Organized blood donation camp and free medical camp with 15 team members, as an active volunteer of Rotaract Club of Bombay North Island, Mumbai.

Ketaki Indurkar, 37, M.Sc. [Plant Breeding and Genetics]
Total Work Experience: 8 years, 4 months
Total Break: 5 years, 11 months
Professional Experience: Axis Bank Ltd., State Bank of India
Last Designation: Deputy Manager
Location Preference: Pan India

Profile Summary
- Experience in handling core HR functions primarily HR operations, L&D, HR Business Partnering & Recruitment.
- Managed the entire credit granting and banking operations process (2000+ varying size proposals) from pre-sanction to post-sanction stage, including proposal recommendation, documentation, disbursements, customer service, departmental coordination & administration activities.
- Received recognitions like ‘Employee of the Quarter’, highest no. of proposal appraisal and documentation performed in HRM, Operations & Credit Management functions.
- During break tenure, proved mettle in the handloom clothing business. Participated in 300+ exhibitions across the country, increasing the top line by 10 lacs & bottom line by 5 lacs YoY. Managed sales/marketing/branding/designing of 10+ different niche products alongside liaising/negotiating with 20+ artisans across India. Also managed client relationships with more than 1800 customers.
Priyanka Goswamy, 36, M.Sc. [Computer Science]
Total Work Experience: 9 years, 9 months
Career Break: 3 years, 9 months
Professional Experience: IBM Global Services India Pvt. Ltd.
Last Designation: Project Management Office (PMO)
Location Preference: Mumbai

Profile Summary
- Expertise in handling resource planning & strategising, analysing, process improvement, talent strategy and HR operations across various verticals in the company.
- Led a 3-member team which handled local on-boarding and off-boarding of resources, handling client visits, generating hiring requests, etc. of a large account (600+ resources) for a leading British cooperative financial institution.
- Experience in process mapping and designing complex client processes and training teams on the same. Mapped and designed a critical process due to which a critical process lag could be reduced by 60 days.
- Collaborated with stakeholders of Unix, Testing and Mainframe competencies to build 200-member capacity from scratch for an upcoming airline account that helped secure the bid for the company.

Shweta Sankhyan, 32, M.Tech. [Electronics and Communication Engineering]
Total Work Experience: 7 Years, 10 months
Career Break: 3 Years, 3 months
Professional Experience: VIMEET, Khalapur, PHCET, Raigad, TCS
Last Designation: Assistant Professor
Location Preference: Pan India

Profile Summary
- Teaching expertise in engineering undergraduate curriculum, academic operations and administration, training & placements and student mentoring.
- Managed 120 students per year for training and placement operations during campus recruitment.
- Experience in learning and development, training sessions and facilitated collaborative learning programs for employees and trainees. Conducted knowledge sharing/transfer sessions for 25-30 employees.
- Hands-on experience of providing technical support on SAP systems including implementing standards and requirements, upgrades, performance monitoring and system configuration. In-depth knowledge of the operational aspect of client service delivery (ITIL v3 certified).
Apurva Jogi, 28, B.Tech. [Metallurgy and Material Science]
Total Work Experience: 4 years, 3 months
Career Break: 1 year, 7 months
Professional Experience: Crossover Technologies, Capgemini, Techsyscon Software
Last Designation: Associate Consultant
Location Preference: Pan India

Profile Summary
- Experience in client engagement and consulting, project delivery and quality assurance, led end to end projects from functional walkthrough till deployment and after-care.
- Business analysis, acceptance criteria creation and testing web and mobile-based applications for Banking and Insurance Projects.
- Creating various documents like RSD, UAT Test Cases, Wireframes, Test Strategy, Test Plan, Test Scenarios and Cases and worked on – QC, Bugzilla, and Jira, DRAW.IO, TFS tool.
- Successfully took upon the responsibility as a team lead and won an award as “Star of the month” at project level along with numerous client appreciations.

Debolina Dan, 35, B.E. [Electrical & Electronics Engineering]
Total Work Experience: 9 years, 4 months
Total Break: 3 years, 9 months
Professional Experience: PwC Pvt. Ltd., Tech Mahindra, Satyam Computers and Services
Last Designation: Consultant
Location Preference: Mumbai

Profile Summary
- SDLC experience in the IT industry for BFSI and Media & Entertainment sectors.
- Expertise in technical consulting, client engagement, project management and team management.
- Closely worked with Barclays’ clients by giving presentations for the automation suite, conducting weekly scrum meetings for status review of projects and providing knowledge transfer to clients as well as team members regarding the automation suite.
- Received appreciation awards from clients and POB (Pat on Back) award from Tech Mahindra for developing automation suite for transactional banking data which reduced cost by 700 GBP.

Isha Nayyar, 31, B.Tech. [Electronics and Communication]
Total Work Experience: 4 years, 3 months
Career Break: 4 years, 1 month
Professional Experience: Verizon Data Services India Pvt. Ltd.
Last Designation: Software Engineer
Location Preference: Pan India

Profile Summary
- IT experience in the telecom sector in data visualisation and analytics, process improvement & technical writing with proficiency in Excel and MS Office suite.
- Owned the design, development and maintenance of ongoing metrics, reports, analysis, etc., to drive key business decisions and communicate key concepts to readers.
- Liaised with various stakeholders [IT, Business, Design, etc.] around the globe, to support business requirements and draft BRDs with proper understandable data-points and deliverables for the IT team.
- Received the 'Ovation Award' with a cash bonus for leading and streamlining the process of transformation of a metrics collection process, which resulted in a 90% increase of the Single End to End Ethernet Testing success rate.
Pallavi Chaudhary, 31, B.E. [Computer Science]
Total Work Experience: 5 years, 7 months
Career Break: 2 years, 5 months
Professional Experience: Veritas Technologies LLC., Persistent Systems Ltd, Symantec Corporation Ltd.
Last Designation: Senior Software Engineer

Profile Summary
- As a Software Quality Assurance Specialist, worked on projects for telecom companies (911 location services) and Disaster Recovery Market (Netbackup).
- Being a Certified Scrum Master, led projects for major NetBackup security upgrades.
- Researched and implemented initiatives that improved testing methods, reduced timelines by 25% and budget by 20% and received top management appreciation for the same.

Shiv Priya Singh, 34, B.Tech. [Computer Science and Engineering]
Total Work Experience: 6 years, 6 months
Total Break: 5 years, 7 months
Professional Experience: Polaris Financial Technology Ltd. (Virtusa Polaris), Mahindra Satyam
Last Designation: Team Leader
Location Preference: Pan India

Profile Summary
- Experience in IT industry and equivalent domain expertise in Banking and Credit Card Services.
- Led team, process development & improvement, client engagement, team management and application management for end to end data management solutions for credit card domain of leading banks in North America, Western Europe & CEEMEA regions.
- Involved in project implementation life cycle, troubleshooting, root cause analysis, issue resolution, automation, enhancements, upgrades, migration, problem management and maintenance of cross-sell offer database applications for leading bank of North America.
- Received “Employee of the Month” award for leading customer-facing process enhancements for a Fortune 100 credit card provider.

Sweta Raj, 38, MCA
Total Work Experience: 7 years, 2 months
Career Break: 5 years, 10 months
Professional Experience: IBM, L&T Infotech, Wipro Technologies
Last Designation: Software Engineer
Location Preference: Pan India

Profile Summary
- Worked in the System Integration team of IBM for its Walmart’s Global replenishment system thus providing the integration with different source systems and JDA, the core supply chain package which demanded driven replenishment forecasting based on sales, history, events, trends, operational data.
- Led the module for developing several testing tools for automating regression testing for an insurance company & created test cases for the corporate diary (fund maintenance) of travellers.
- Worked with clients on requirement gathering, analysis and designing work for a development project of MIS site - an internal site for managers.
- During break volunteered to work in semi-government schools, managed distribution channels for PepsiCo and Bisleri (350+ outlets) and operated a retail leather goods store.
Sweta Ranjan, 36, M.Sc. [Biotechnology]
Total Work Experience: 8 years, 5 months
Total Break: 2 years, 11 months
Professional Experience: Nomura India Pvt. Ltd.
Last Designation: Senior Support Analyst
Location Preference: Mumbai

Profile Summary
- Experience in application management of several businesses in the wholesale division like Equity, Risk and Oracle.
- Expertise in project management, build and deployment management, technical consulting, people and client management.
- Liaised with business stakeholders, engineering, support and development teams to enable ideation and implementation of application management tools to increase the efficiency of package production cycle by 30%.
- Served as a Technical Specialist to support several overseas regions to provide analysis and debugging strategies of projects like TrendMicro, Visual Studio, Oracle, Microsoft products.
**Chinki Das, 32,** MBA [Marketing]
Total Work Experience: 5 years, 4 months  
Total Break: 3 years  
Professional Experience: WPP Group Agencies (GroupM, Kantar), ICICI Bank, Srei BNP Paribas  
Last Designation: Manager  
Location Preference: Mumbai

**Profile Summary**
- Consulted clients on consumer insights across categories of skincare, haircare, laundry, infant care and BFSI sectors coupled with category and brand level competition reviews.
- Driven consumer research projects on product tests, concept tests, communication tests, need-gap analysis and listing exercises.
- Worked on annual advertisement spends – INR 80 Cr, measured campaign evaluations (pre and post), worked on media mixes and optimized penetration for one of the largest FMCG companies in India.
- Conducted sales analysis, budget preparation, marketing calendar and brand communication collateral for product portfolio of infrastructure equipment.

**Dhanashree Deshpande, 35,** Company Secretary  
Total Work Experience: 8 years, 1 month  
Total Break: 2 years, 7 months  
Professional Experience: Imperial Society of Teachers of Dancing (London), Just Esops, Sterlite Technologies Ltd.  
Last Designation: Higher Qualification Co-ordinator  
Location Preference: Pan India

**Profile Summary**
- Stakeholder Management – Liaising with C-level executives and continuous updating of assigned tasks.
- Established a close follow up system for potential clients and boosting client acquisition by a substantial rate thus, resulting in the achievement of highest revenue target.
- Undertook complete ownership of assigned projects, requiring minimal direction with additional follow up from seniors & single-handedly identified a smart graduation venue within a specified budget. The result - The venue project was immediately finalised.
- Undertook freelance business development for a visual artist and in a span of two days converted a cold call into a meeting with the executive creative director of a premium ad agency.

**Kumari Suwashini, 30,** B.E. [Computer Science Engineering]  
Total Work Experience: 6 years, 5 months  
Total Break: 1 year, 8 months  
Professional Experience: Time Inc., Accenture Services Private Ltd., Genisys  
Last Designation: Senior Analyst  
Location Preference: 1. Bangalore 2. Hyderabad

**Profile Summary**
- Experience in digital advertising domain, having worked with both agencies as well as publishers.
- Devised marketing campaigns valued at $10K - $87M with the intent of creating leads, acquiring customers and providing analytical ideas.
- Led team of 8 people to manage end-to-end campaigns for esteemed style and entertainment advertisers [Fox Entertainment, Maybelline, IKEA, Toyota, Audi etc.] as well as agencies like Publicis, Omnicom, Dentsu etc. in prior jobs.
- Coordinated with different teams to optimize crucial data of new features like viewability and SEO of senior leadership.
**Nupur Srivastava, 30,** Bachelor of Design [Fashion Design]
Total Work Experience: 5 years, 10 months
Total Break: 1 year, 2 months
Professional Experience: Entropy Designs by Namrata Joshipura, Breathe Designs, The Sepia Lab
Last Designation: Senior Designer
Location Preference: Mumbai

**Profile Summary**
- Cofounded Breathe – a fashion label, and established manufacturing, operational, and people processes. Engaged with customers, vendors etc while playing the dual roles of a CEO and COO.
- Drove multiple marketing campaigns – from conceptualisation to brand management. This included a 10 minute Zee TV cover, where Breathe was presented as an upcoming fashion house.
- Led initiatives in high-pressure scenarios: From fashion shows (Lakme, Amazon), and magazines (Vogue, Cosmo), to styling celebrities, drove successful events that furthered the brand image.
- Explored a new market by creating a new product process and a nuanced advertising campaign. Pivoted from mainly selling high-end garments in Tier 1 cities to the formulation of a cost-effective garment for the Tier 2/3 city market.

**Shambhvi Raj Shah, 35,** PGP [Public Relations]
Total Work Experience: 12 years, 2 months
Total Break: 1 year, 2 months
Professional Experience: Mahindra Holidays and Resorts India Ltd., National Centre for the Performing Arts - NCPA, Direct Marketing Association of India
Last Designation: Manager
Location Preference: Mumbai

**Profile Summary**
- Marketing experience across Hospitality, Media & Entertainment, Retail, Pharmaceutical and Telecom industries.
- Expertise in digital marketing, marketing automation, vendor management, brand strategy, media planning and customer relationship management.
- Worked on AI Chatbot, CRM cloud solutions and multivariate creative testing projects to increase customer engagement and improve lead quality at Mahindra Holidays.
- Recognized for increasing customer engagement through data-driven, results-oriented campaigns. Received Club Mahindra Excellence Award for strategizing customized communication for the target audience.
Batch 2020 Profile

Abha Srivastava, 35, B.Tech. [ Electronics and Communications ]
Total Work Experience: 8 years, 5 months
Total Break: 2 years
Professional Experience: NSDL e-Governance Infrastructure Ltd., WESEE (Indian Navy), HCL Technologies Ltd.
Last Designation: Manager

Profile Summary
- Certified Six Sigma Black Belt and TRIZ level 1 specialist with experience in Business Excellence and Statistical Analysis in Service Industry spanning E-governance, Defence & IT.
- Improved TAT and data errors for PRAN applications by 95% using DMAIC approach of Six Sigma Methodology saving 11,00,000 INR per month which included 350,000 INR due to TAT and 750,000 INR for rework cost.
- Improved resolution of grievances for general queries from 40% to 10% by providing a self-service platform to customers to resolve general queries on the portal of National Pension System.

Ajini Annie Philip, 39, B.Tech. [ Civil Engineering ]
Total Work Experience: 6 years, 9 months
Total Break: 7 years, 8 months
Professional Experience: L&T Infrastructure Development Projects Ltd., Wilbur Smith Associates
Last Designation: Manager

Profile Summary
- Experience in project management, process transformation, data analysis & reporting, vendor and people management in highway asset management sector and infrastructure consultancy.
- Founding Team Member, Centre of Excellence, O&M (Roads) managing 20+ Project Engineers in charge of maintenance operations at multiple Highway projects sites across India with an annual maintenance budget of INR 30+ crores and reporting to the COO (Roads and Bridges), L&T IDPL.
- Instrumental in developing and rolling out a custom-built highway asset management software resulting in savings of Rs 100 lakhs vis-a-vis integrating an off-the-shelf product.
- Startup experience in a beauty social commerce venture in India (20+ premium brands) and an office food delivery operation in Luxembourg (managed team size of 5).

Anita Meghani, 40, B.E. [ Electronics and Communications ]
Total Work Experience: 9 years
Total Break: 6 years, 6 months
Professional Experience: Technimont ICB
Last Designation: Senior Engineer (Instrumentation)
Location Preference: Pan India

Profile Summary
- EPC Consulting experience in Engineering Automation for the Petrochemical sector with large clients like Petro Rabigh and Borouge.
- Expertise in project management, vendor management, quality assurance, team management and client engagement.
- Involved in constant monitoring and progress reporting using data visualization for top management to take timely decisions.
- Identified multiple opportunities to reduce the cost of project implementation saving a cumulative $250K.
- Completed 6000 hours of teaching mathematics to students of all grades and boards on Vedantu, an online learning platform.
Anzulica Shrivastava, 35, B.Sc. [Biotechnology]
Total Work Experience: 11 years, 9 months
Career Break: 1 year, 4 months
Professional Experience: Ocwen Financial Solutions Pvt. Ltd., Tech Mahindra, Birla Sun life Insurance
Last Designation: Team Leader
Location Preference: Mumbai

Profile Summary
- Designed, developed and implemented QA guidelines and Standard Operating Procedures (SOP) for different business units.
- Dashboard preparation and dissemination of monthly performance reports to Senior QA Management and Business Heads.
- Handled high-volume (480-500 calls in a week) inbound customer calls, empathetically and professionally.

Jyoti Suryakant Hotkar, 35, B.E. [Electrical]
Total Work Experience: 11 years 6 months
Career Break: 1 year
Professional Experience: Jet Airways (I) Ltd, Keslec Shreder Pvt. Ltd.
Last Designation: Senior Engineer - Technical Services
Location Preference: Mumbai

Profile Summary
- Extensive experience in Aircraft Engineering and Maintenance specializing in Planning, Technical Services, Projects & Research-based environment.
- Responsible for air-worthiness of 40% of the Jet Airways (I) fleet by ensuring statutory compliance.
- Solely represented Jet Airways (I) Engineering Planning & Logistics team for a five-month project to ensure on-time deployment of the fleet at Jordan Aircraft Maintenance Limited.
- Adept at operations management, operations planning, process improvement & optimization.
- Received a letter of appreciation from Senior. Vice President - Engineering & Maintenance certifying my pivotal role in critical projects.

Prerana Mukhopadhyay, 29, B.E. [Electronics and Telecommunication]
Total Work Experience: 4 years, 5 months
Career Break: 2 years, 11 months
Last Designation: Operations Associate

Profile Summary
- Diverse and cross-functional expertise in Operations, Project Management, Vendor Management and Business Development for EPC and Fintech companies across India & Malaysia.
- Managed E2E operations for an award-winning Malaysian fintech start-up, leading a 5+ member team, driving peak sales of RM 2 Mn/day (~Rs. 4 crores), reporting directly to the COO.
- Managed and executed multi-billion projects for an Italian EPC company, collaborating with internal stakeholders and vendors for engineering, procurement and installation of field instruments, resulting in a fast track promotion and early deputation to the Italian HQ.
- Drove business development and marketing activities, resulting in additional transactions of RM 475,000 (~Rs. 85 Lakhs), in turn receiving C-Suite appreciation.
Ranju Chaurasia, 31, B.Com  
Total Work Experience: 9 years, 1 month  
Total Break: 1 year  
Professional Experience: Ocwen Financial Solutions Pvt. Ltd.  
Last Designation: Specialist Quality Analyst  
Location Preference: Mumbai  
Profile Summary  
- Worked with MNC in the mortgage servicing industry.  
- Handled all kinds of payment processes, along with automation projects for payment processes with an aim to reduce the FTE (full-time employee) by 80%.  
- Worked with the Quality Assurance department. Handled Underwriting process, MPG Processes (includes all customer responses on payments and agreements of modification).  
- Expert in Microsoft Excel, Word, PowerPoint Presentation and Outlook. Worked on Real Servicing, Loss Mitigation, Back in the Black software for evaluation, Experian (to pull credit report).

Suchita Srivastava, 32, B.Tech. [Mechanical Engineering]  
Total Work Experience: 4 years, 7 months  
Total Break: 7 years, 10 months  
Professional Experience: L&T Technology Services Ltd.  
Last Designation: Executive - Team Lead  
Location Preference: Pan India  
Profile Summary  
- Monitored all day to day project management activities while leading a team of 15 people including training and mentoring of new members.  
- Managed and delivered several design and development projects for a leading agricultural and construction equipment manufacturer in the USA.  
- Designed BIW fixtures and floor layout for leading car manufacturer companies based in Japan.  
- Performed Reverse Engineering and created part manuals for a leading agricultural manufacturing company based in the USA.

Tripti Gupta, 32, B.E. [Electronics and Communication]  
Total Work Experience: 9 years, 2 months  
Total Break: 2 years, 2 months  
Professional Experience: Reliance Infrastructure Ltd.  
Last Designation: Senior Manager  
Profile Summary  
- Managed CAPEX and OPEX budget of Rs 700 Cr for Coal Mine Project using SAP-FICO tools.  
- Handled procurement and contract management of orders approx. Rs 200 Cr for Hisar Power Plant.  
- Implemented cost reduction strategies which resulted in 20% annual cost saving.  
- Certified Procurement Professional by International Institute of Procurement and Market Research (IIPMR).
Past Internship Companies
- 3M
- Abbott Healthcare Pvt. Ltd.
- Aditya Birla Group
- Atos
- Axis bank
- BASF India
- Biocon
- Bridgestone India
- Cappemini
- Cummins
- DBS Bank
- Deloitte
- Ernst & Young LLP
- HDFC Securities
- HSBC Bank
- ICICI Securities
- IDFC Bank
- India Infoline
- Johnson & Johnson
- Kavo Kerr –Danaher Corporation
- Kotak Mahindra Bank
- L&T Infotech
- L&T Group
- Mahindra & Mahindra
- Manthan Software Services
- Marico
- Nivea
- Pidilite Industries

Past Recruiters
- Affidabile Solutions P Ltd-QA Infotech
- Atos Syntel
- Axis bank
- Bridgestone India Pvt. Ltd.
- Centelon
- Crimson Interactive
- Cummins
- Ernst & Young LLP
- Expensing-Nexstep Infotech
- IDFC Bank
- India Lends
- Infosys
- Kaya India Ltd
- Mahindra & Mahindra
- Mahindra Logistics
- Manthan Software Services P Ltd.
- Minda Industries Ltd.
- MSL India
- Oracle
- Pidilite Industries
- Pramodini Medicare P Ltd
- RBL Bank
- Reliance Retail Ltd.
- Virtusa Polaris
- Wolters Kluwer
- Word Hatter

Impact
- Placement Success: 16/20, 13/16, 18/22
- Average Work-ex: (years) 8.8, 8, 8.5
- Highest CTC: (INR LPA) 35.15, 19.8, 28
- Average CTC: (INR LPA) 14.6, 13, 15
- Highest % age hike over last salary: 178%, 183%, 250%
- Average % age hike over last salary: 51%, 92%, 130%
- No. of companies offering internship: 11, 8, 14
- No. of companies Participating in Placement Process: 46, 38, 44
PGMPW PLACEMENT TEAM

Bhishm Chugani  
Head - Placements  
Mobile: +91 98330 70100  
bhishm.chugani@spjimr.org

Abbasali Gabula  
Associate Director, External Relations  
Mobile: +91 98213 62495  
abbas@spjimr.org

Hema Sisodia  
Deputy Director External Relations & Placements  
Mobile: +91 98200 27928  
hema.sisodia@spjimr.org

Dipika Sharma  
Coordinator - PGMPW Placements  
Mobile: +91 96206 22250  
dipika.sharma@spjimr.org

PGMPW PROGRAMME TEAM

Dr. Ashita Aggarwal  
Professor of Marketing & Chairperson - PGMPW  
Mobile: +91 99202 18590  
ashtita.aggarwal@spjimr.org

Dr. Anshul Verma  
Professor of Finance & Associate Head - PGMPW  
Mobile: +91 75063 39201  
anshul.verma@spjimr.org