

Placement Brochure Class of 2021.

*A profile of 130 MBA participants as they
prepare to take on new roles in business*



PGPM

Post Graduate Programme in Management-2021

Creating a new generation of leaders who care, believe and
have the determination to take their ideas to the world

contents

Click on the topics for more details

04

ABOUT SPJIMR

Guiding Philosophy, Heritage and Legacy
SPJIMR Advantage

08

ABOUT PGPM

Programme Details, Learning Goals,
PGPM Advantage, Innovative Pedagogy,
Programme Architecture, International
Immersion

19

INDUSTRY MEETS ACADEMIA

Samavesh, Guest Lectures, Live Projects

21

BEYOND THE CLASSROOM

Clubs, Committees, Student-driven
Activities

24

CLASS OF 2021

Batch Demographics, Experience, Incoming
Domain

27

INFORMATION MANAGEMENT

Batch and Course Details, Educational
Background, Incoming Sector, Profiles

44

OPERATIONS AND SUPPLY CHAIN

Batch and Course Details, Educational
Background, Incoming Sector, Profiles

62

MARKETING

Batch and Course Details, Educational
Background, Incoming Sector, Profiles

69

FINANCE

Batch and Course Details, Educational
Background, Incoming Sector, Profiles

74

OUR RECRUITERS

Past Recruiters

75

PLACEMENT PROCESS

Placement Process, Placement Office &
Committee Details

OUR GUIDING PHILOSOPHY

“

Influencing Practice and
Promoting Value-based
Growth

”



SPJIMR AT A GLANCE

40 years legacy of
management education

15+ years of executive
education

Consistently ranked amongst
the top 10 business schools

One of the 5 Indian B-schools
ranking in top 200 B-schools
in the world (QS Global Full-
Time MBA Ranking 2020)

Global and National

Accreditations

Over 10000 alumni, 100+

Corporate

Partners, 50+ Global Partners

Innovative and socially
responsible school of
management

Member of Bharatiya Vidya
Bhavan, a not for- profit trust
of national eminence founded
in 1938.

OUR HERITAGE & LEGACY

S PJIMR is a constituent of Bharatiya Vidya Bhavan, an internationally reputed trust recognized for its educational and cultural activities. Bharatiya Vidya Bhavan was founded in 1938 by Kulapati Dr. K.M.Munshi with the blessings of Mahatma Gandhi and the active support of several eminent leaders like Dr. Rajendra Prasad, the first President of the Republic of India; Shri C. Rajagopalachari, the first Governor General of India; Pandit Jawaharlal Nehru, the first Prime Minister of free India; Sardar Patel, Deputy Prime Minister and Home Minister, several other distinguished scholars, statesmen and leaders of modern India.



ADVANTAGE SPJIMR

1 Ranked among the top 10 B-schools in India

2 SPJIMR is one of the six Indian business schools to make it to the QS Global MBA rankings for the year 2021

3 Pragmatic blend of Western efficiency and Eastern ethos

4 Focus on influencing practice and value based growth

5 Innovative pedagogy

6 Extensive industry interaction and integration

7 Faculty with a rich blend of academic and industry experience



RANKINGS

2
OUTLOOK

4
BUSINESS
TODAY

4
MINT- MBA
UNIVERSE

6
BUSINESS
WORLD

36
(WORLD RANK)
FINANCIAL
TIMES

3
(INDIA RANK)
FINANCIAL
TIMES

ABOUT PGPM



Recognising the industry need for ‘Thought Leaders’ at middle and senior management levels, SPJIMR has successfully crafted Post Graduate Programme in Management (PGPM), which is one year full-time residential programme.

The programme leverages on the students’ past experiences (with minimum 5 years of work experience) and aims to create and nurture value-based future leaders.

PGPM, in its 17th year has consistently challenged working professionals with an unconventional pedagogy and has acted as a catalyst for career acceleration.

PROGRAMME DETAILS

One Year Full Time Residential programme, preceded by a 3-month off campus blended web learning component.

On successful completion of the programme, the participants will be awarded “PGDM (Executive)”

2004

THE GENESIS OF THE PROGRAMME

S PJIMR recognised the need of a programme which could help experienced working professionals gain the general management skills needed to accelerate their career, thus giving birth to the one year PGPM programme.

The PGPM programme which started in the year 2004, as a career acceleration

programme gave experienced professionals an opportunity to broaden their functional skills while developing a greater understanding of cross-functional nuances.

The programme initially offered two specialisations, Operations and Information Management, with Finance and Marketing added as specialisations

in 2010.

The unique one-year model recognised the need for 'Thought Leaders' in middle and senior management roles, inculcating the values of inclusivity and social sensitivity in its participants, and has produced numerous socially sensitive thought leaders in its 17-year journey.

PGPM

LEARNING GOALS



Be able to understand both the privileged and under privileged sections of society, and take value based decisions which balance competitive and cooperative considerations. Understand unique

dimensions of businesses in India, and yet appreciate our integration with the global economy, thus building a perspective which is both local and global. Combine depth in a specific functional area

with a comprehensive understanding of the function's linkage to business as a whole. Be able to balance analysis and intuition to take effective real world decisions in a variety of contexts.



PROGRAMME HIGHLIGHTS

Approved by AICTE, accredited
by AACSB & AMBA
Aimed at Working Professionals
Innovative Programme
Architecture
International Immersion
Profile Mapping for Career

Enhancement
Alumni Mentorship Programme
Live Projects
*Industry Academia Conclave –
Samavesh*
Course of Independent
Study(CIS)

SPECIALIZATIONS OFFERED

1

INFORMATION
MANAGEMENT

2

OPERATIONS &
SUPPLY CHAIN

3

MARKETING

4

FINANCE



ADVANTAGE OF PGPM @ SPJIMR



Locational advantage of Mumbai – Financial capital of India

Eminent faculty with a rich industry and academic experience.

Pioneer in Design Thinking

Innovative pedagogy that encourages performance with a purpose

Industry Integration & Interaction

Focus on enhancing functional and managerial capabilities, leveraging on past experience

International exposure at top ranked IVY League Global Business Schools

At SPJIMR, our unique PGPM programme focusses on enhancing the managerial and functional capabilities, thereby making the students a complete professional ready to take up leadership positions. Focus is laid on honing the skill sets with a unique three-pronged approach of Knowing (Knowledge), Doing (Skills) and Being (Attitude). The students benefit from

our globally acclaimed and award winning value based leadership modules like Personal Growth lab (PG Lab), Development of Corporate Citizenship (DOCC), Design Thinking and the Science of Spirituality (SOS).

INNOVATIVE PEDAGOGY



MARKSTRAT

Use INSEAD simulation for problem solving and decision making skills in competitive environment.



SCIENCE OF SPIRITUALITY

Become "Balanced Business Leaders" with enhanced emotional quotient.



DEVELOPMENT OF CORPORATE CITIZEN (DOCC)

Learning about ground level conditions, challenges in rural India and giving managerial inputs to NGOs.



PERSONAL GROWTH LAB

Build personal leadership and team building skills through indoor and outdoor activities.



DESIGN THINKING

Inculcate creative thinking to find solutions for unstructured problems

PROGRAMME ARCHITECTURE

The academic architecture of the PGPM programme is divided into two semesters:

SEMESTER I

The first semester helps participants develop a strong foundation in core management fundamentals. Key features:

- Functional courses: Courses across Quantitative methods, Economics, Finance, Marketing,

Operations, Strategy and Information Management

- Individual growth: Communication skills, PG Lab, Science of Spirituality, Critical Thinking, People Management

SEMESTER II

The second semester offers participants a deeper dive into their chosen area of specialization. Key features:

- Specialization Phase: Courses offered in the

functional areas of Finance, Information Management, Marketing and Operations & Supply Chain.

- International Immersion: Specialised courses at international partner schools in a three week period.
- Integration Phase and General Electives Phase: Courses offering integrative and cross functional learning

SEMESTER I



GENERAL MANAGEMENT – I

- Quantitative Methods – Basic Stats
- Microeconomics
- Financial Reporting and Analysis
- Spreadsheet Modelling and Data Visualisation
- Management Communication
- People and Performance
- Design Thinking
- PG LAB



GENERAL MANAGEMENT – II

- Quantitative Methods for Decision Making
- Macroeconomics
- Management Accounting
- Decision Science
- Science of Spirituality
- Technology of Digital Economy



GENERAL MANAGEMENT – III

- Corporate Finance
- Business Consulting
- Operations Management
- Marketing Management
- Strategic Management



WORKSHOPS

- Learning To Learn
- Learning by Case Method
- Critical Thinking
- Seven Habits Of Highly Effective People

PROGRAMME ARCHITECTURE

The second semester offers participants a deeper dive into their chosen area of specialization. Key features:

Specialization Phase: Courses offered in the functional

areas of Finance, Information Management, Marketing and Operations & Supply Chain.

International Immersion: Specialised courses at

international partner schools in a three week period.

Integration Phase and General Electives Phase: Courses offering integrative and cross functional learning

SEMESTER II



OPERATIONS & SUPPLY CHAIN

- Supply Chain Planning & Coordination
- Logistics Management
- Procurement and Strategic Sourcing
- Manufacturing Planning and Control
- Service Operations Management
- Operations and Supply Chain Strategy
- Commercial Aspects of Supply Chain Management
- Strategic Cost and Profitability Management
- Supplychain and Customer Analytics
- Project Management
- Sustainable Supply Chain to Sustainable Business
- Logistics and Fulfilment In E-Business
- Operational Excellence Methodologies

INTERNATIONAL IMMERSION

- Integrated Supply Chain Management



MARKETING

- Buyers Behaviour
- B2B Sales & Distribution Management
- Marketing Research
- Strategic Marketing
- Strategic Brand Management
- Digital Marketing Analysis
- Integrated Marketing Communication
- Strategic Management of Technology Innovations
- Pricing
- Service Marketing & Customer Management
- E-Commerce
- Capstone Project
- Analytics For Marketing Decision-Making

INTERNATIONAL IMMERSION

- Behavioural Science Of Marketing Decisions
- Analytical Tools Of Marketing Decisions
- Marketing Immersion Practicum: Entrepreneurial Marketing And Retail Brand Audit



INFORMATION MANAGEMENT

- IT Strategy
- User Generated Content Analytics
- IT Business Development
- IT Consultancy Management
- Business Intelligence Systems
- Digital Disruption, Transformation and Engagement
- Reinventing Business With AI & ML
- Supply Chain and Customer Analytics
- Cyber Security
- Project Management
- Architecting Solutions for the Digital Enterprise Enterprise Architecture using Togaf
- Digital Product Management
- IT in Financial Services
- Transformation Through Cloud
- Network Analytics and Social Computing
- Big Tech & Business Strategy

INTERNATIONAL IMMERSION

- Strategies for Networked Economy
- Social Media Analytics And IT Enabled Business Innovation
- Business Analytics & Decision Making



FINANCE

- Investment Banking, PE, VC
- Strategies for Managing Financial Services Business
- Project Finance
- Financial Regulation and Laws
- Advanced Corporate Finance
- Financial Modelling
- Corporate Valuation
- Mergers & Acquisitions
- Debt Securities & Treasury Management
- Financial Markets

INTERNATIONAL IMMERSION

- Fin Tech and Portfolio Management
- Equity , LBO, and Merger and Acquisition Transaction
- Raising Fixed Income Capital & Financial Statement Analysis



GENERAL ELECTIVES

- Advanced Competitive Strategy
- Behavioural Decision Theory
- Block Chain : Design and Application
- Course of Independent Study
- Live Industry Projects
- Game Theory in Business Startegy
- Key Account Management
- Strategic Communication
- Personal Finance
- Business Intelligence & Analytics
- Business Negotiation



INTEGRATION PHASE

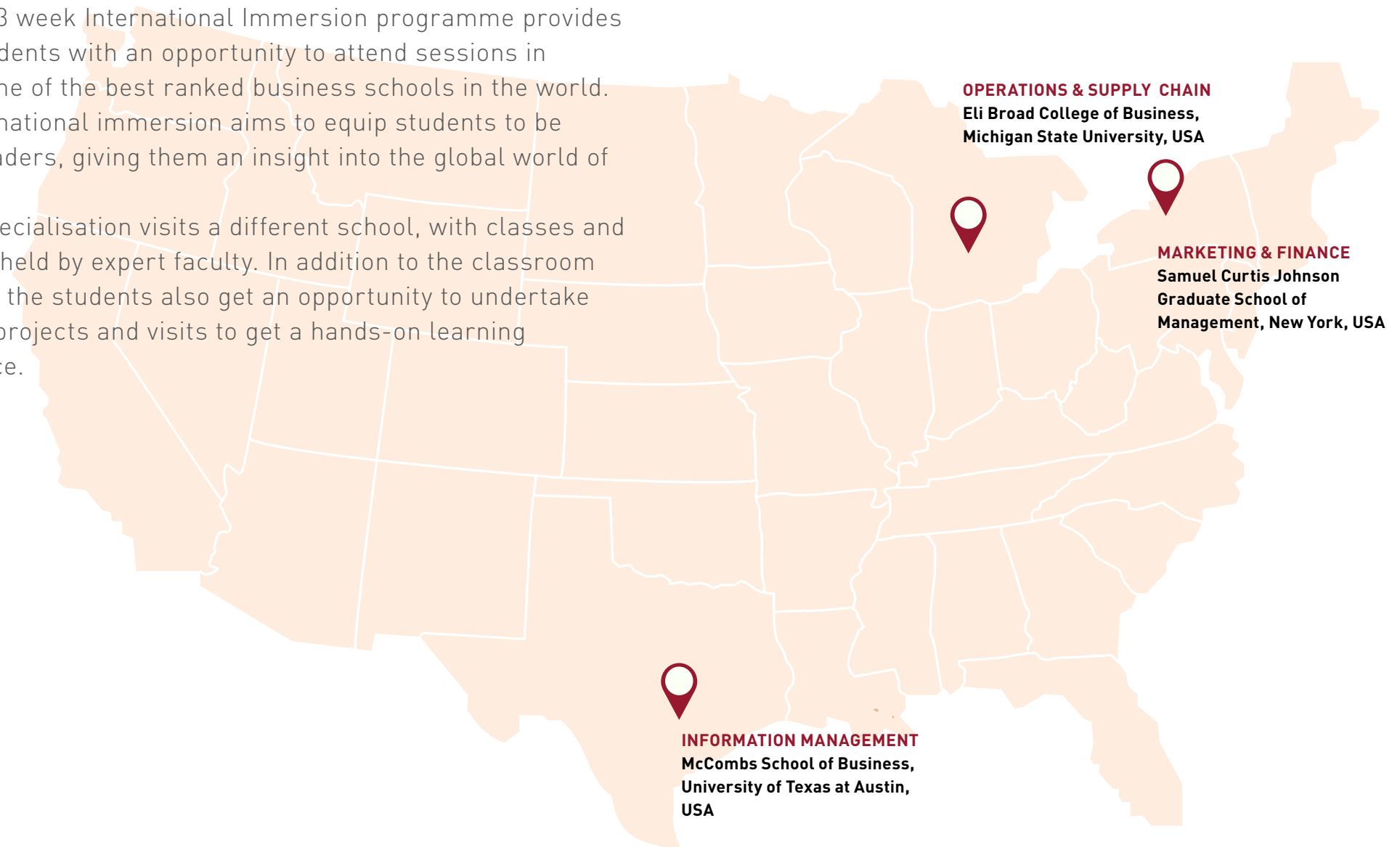
- Corporate Governance and Business Law
- Responsible Leadership
- Decision Making Through Simulation
- Managing in Times of Uncertainty
- Development of Corporate Citizenship

**The Courses mentioned in the structure are indicative and may undergo change*

INTERNATIONAL IMMERSION

The 3 week International Immersion programme provides students with an opportunity to attend sessions in some of the best ranked business schools in the world. The international immersion aims to equip students to be global leaders, giving them an insight into the global world of business.

Each specialisation visits a different school, with classes and sessions held by expert faculty. In addition to the classroom sessions, the students also get an opportunity to undertake industry projects and visits to get a hands-on learning experience.



OPERATIONS & SUPPLY CHAIN
Eli Broad College of Business,
Michigan State University, USA

MARKETING & FINANCE
Samuel Curtis Johnson
Graduate School of
Management, New York, USA

INFORMATION MANAGEMENT
McCombs School of Business,
University of Texas at Austin,
USA

INTERNATIONAL IMMERSION



OPERATIONS AND SUPPLY CHAIN – Eli Broad College of Business, Michigan State University, USA

Students specialising in Operations and Supply Chain attend classes at the Broad College of Business, Michigan State University. It is ranked #1 in Supply Chain Management and Logistics

(USA) (US News & World Report 2020) and is among the top 30 business schools in USA (Forbes 2019).

Subject covered
Integrated Supply Chain Management



Johnson
Cornell
SC Johnson College of Business



MARKETING – Samuel Curtis Johnson Graduate School of Management, New York, USA

Students specialising in Marketing attend classes at the Samuel Curtis Johnson Graduate School of Management, New York. It is an Ivy League Business School and is ranked among the top 40 business schools in the United States of America (QS

Global MBA Rankings 2020).

Subjects covered
Behavioural Science of Marketing Decisions, Analytics tools of Marketing Decisions, Marketing Immersion Practicum: Entrepreneurial Marketing and Retail Brand Audit



INFORMATION MANAGEMENT – McCombs School of Business, University of Texas at Austin, USA

Students specialising in Information Management attend classes at the McCombs School of Business at The University of Texas, Austin. The school is ranked among the top 40 business schools in the United States

of America (QS Global MBA Rankings 2020).

Subjects covered:
Business Analytics & Decision Making, Social Media Analytics and IT Enabled Business Innovation, Strategies for Networked Economy



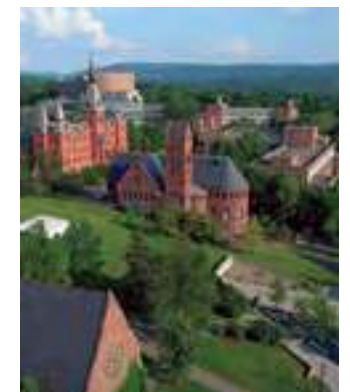
Johnson
Cornell
SC Johnson College of Business

FINANCE – Samuel Curtis Johnson Graduate School of Management, New York, USA

Students specialising in Finance attend classes at the Samuel Curtis Johnson Graduate School of Management, New York. It is an Ivy League Business School and is ranked among the top 40 business schools in the United States of America

(QS Global MBA Rankings 2020).

Subjects covered
Fintech and Portfolio Management, Equity, LBO, Merger and Acquisition Transactions, Raising Fixed Income Capital and Financial Statement Analysis



SPJIMR ADVISORY BOARD

The advisory board at SPJIMR has played a vital role through the years. The guidance and direction given by the board, has, through the years, shaped the program and its participants, enabling participants to adapt to relevant challenges which they might face in the corporate world.

Each year, the advisory board helps the program update and design elements that are critical constituents of top B-school programs keeping in mind the industry outlook.

This year, the advisory board has been critical in deciding the criteria and mix of intake of participants. The board members have also been in the driving seat with regards to decisions related to industry integration activities and training on specific skills to participants, specifically for the outgoing batch of 2021.



Ajoy Chawla

*Titan
CEO, Jewellery division*



Mohan Ramachandran

*Cummins
Commercial Director, Engine
and Components Business*



Praveer Prasad

*Flipkart
Director*



Shekhar Tiwari

*Accenture
Managing Director - Supply
Chain and Network Operations*

INDUSTRY MEETS ACADEMIA

PGPM programme ensures continuous engagement of participants with industry professionals and organizations by virtue of conferences and conclaves, guest lectures and live projects – keeping the participants upbeat with emerging trends and disruptions in the corporate world.

SAMAVESH

Samavesh in Hindi means “assimilation”, is the annual conclave organised by the participants of SPJIMR’s Post Graduate Programme in Management (PGPM). Samavesh brings together industry and academia to discuss contemporary business issues and address some of the important questions prevailing in today’s business environment.

Business leaders from

various domains share their experiences with the academicians and students on various current trends and discuss the evolving business landscape.

Over the years, Samavesh has grown to become an important annual event in the SPJIMR calendar. The conclave has witnessed distinguished business leaders across domains visit the SPJIMR campus and share their insights into real world business problems

The event hosts five conclaves on specializations – Consulting, Finance, Information Management, Marketing and Operations & Supply Chain. Discussions in each individual conclave brings about fresh perspectives about the emerging disruptive trends in the evolving business environment.



INDUSTRY MEETS ACADEMIA

PGPM programme ensures continuous engagement of students with industry professionals and organizations by virtue of guest lectures.

Guest Sessions

Industry interactions in terms of guest lectures are an integral part of SPJIMR's pedagogy wherein participants regularly interact with leading professionals to stay current with the ongoing trends and developments in the corporate world. Senior leaders and experts from various industries are invited to share their domain knowledge through guest lecture series and workshops. This is an opportunity for the participants to break through the routine of classroom sessions and to exchange information as well as network with senior industry professionals.

Live Projects

PGPM students at SPJIMR work on various Live Industry Projects in the areas of Information Management, Operations and Supply Chain Management, Marketing and

Finance. Even though the students come with work experience of 5+ years, live projects help them broaden their perspective and understanding in a domain different from what they might have worked in the past.

Coffee with PGPM Alumni (CoPal)

Coffee with the PGPM alumni is set as an informal mentoring platform, which brings together the current participants and alumni for a purposeful and rewarding discussion session. The alumni provide counselling support, job search advice, interview tips, case study pointers and career guidance to the participants, based on their unique experience and skills. Sharing of knowledge keeps the participants connected to the innovation that defines SPJIMR, and plays a crucial role in building a dynamic and enduring community

PGPM WAS PRIVILEGED TO HOST THE FOLLOWING GUESTS ON CAMPUS



Mr. Abhay Tandon
Director and Head, Lowe's Innovation Labs India Campus



Mr. Amit Shah
CMO, Zycus



Mr. Amitabh Ray
Managing Director, Ericsson Global Services India



Mr. Anand Bhardwaj
VP and Head, Business Development and Customer Success, Tiger Analytics



Ms. Asha Subramaniam
Senior Director – Human Resources, Goibibo



Ms. Avanti Misra
Director Channels, APAC Strategic Partnerships and India Business, Genesys



Mr. Biswaroop Mukherjee
Head HR, Tata Motors



Mr. Devendra Chawla
Managing Director and CEO, Spencer Retail Ltd. And Nature's Basket Ltd.



Ms. Kiran Aidhi
VP – Global Head – HR Operations, Virtusa Corporation



Ms. Mamata Banerjee
Strategic Initiatives Lead and Cross Divisional D&I Lead for a Global Pharma Giant



Ms. Priya Dar
Sr. VP Digital, Amway India Enterprises Pvt. Ltd.



Mr. R Kumar
Sr. VP and SBU Head, Jubilant Life Sciences Ltd.



Mr. Suraj Gupta
Global Head – Customer Engagement Business, Brillio



Mr. Vivek Bhatia
Managing Director and CEO, Thyssenkrupp Industries India

BEYOND THE CLASSROOM

CLUBS

Business Consulting Club

The Business Consulting Club at SPJIMR is a student-driven association that seeks to acquaint students with the consulting environment and opportunities therein. The club introduces candidates to real time industry situations through guest lectures, faculty interactions and peer learning sessions, which build an intuitive landscape about consulting. The club also seeks to equip students with requisite resources and skills to make informed decisions on consulting careers. The underlying principle of the club is to propel consulting acumen in PGPM students by engaging in case interviews.

Business Technology Club

The Business Technology Club provides a platform to tap into the limitless ocean of knowledge available on emerging and trending technologies. The club engages in several activities that expand the members' horizon on the application of technology in the world of business across all domains. The club utilizes the design thinking laboratory to get a hands-on learning in Artificial Intelligence, Virtual Reality, 3Dprinting, etc. The overarching purpose of the club is to empower members from all industries to make a seamless transition into a wide array of roles in technology.

Sports Club

The Sports Club intends to create a conducive environment that encourages student participation in intra-college events shaping the all-round personality of the students amidst the intensive academic rigor. It uses sports as a medium to build an environment that helps inculcate qualities such as sportsmanship, teamwork and leadership in students, while bringing out hidden talents.

Speak Up Club

The Speak-Up Club stimulates students to sharpen their oratory skills and follows the internationally renowned 'Toastmasters' model. Impromptu speeches, prepared business speeches, panel discussions, debates, storytelling and presentations are some activities that the club organizes with an aim to build leadership via effective communication skills. The club strives to introduce informal events such as Just- A-Minute, Twist-and-Turn, Continuous Story, Something in my wallet, etc. The Speak- Up Club also conducts quick informal sessions in smaller groups, aiming to empower students to take the stage by storm.

Photography Club (Shutterclicks)

ShutterClicks- Photography Club at SPJIMR aims to focus on social interaction. It builds an avenue for de-stressing amidst daily academic rigor and capture memories that last forever. The club encourages active participation from all members of SPJIMR and uses photography as a medium of artistic expression. Shutterclicks is pivotal in synergizing with other committees and has actively participated in several key events such as Women's Day, Official Photoshoot, Republic Day, Alumni Dinner and guest lectures. - After all we all love getting clicked!



COMMITTEES

At SPJIMR, each student is encouraged to be associated with at least one student committee. This encourages students to be creative with their ideas and interest, while adhering to committee deliverables and responsibilities. The students develop leadership acumen that demands taking on

additional responsibility amidst academic rigor.

**ALUMNI COMMITTEE,
INDUSTRY INTEGRATION COMMITTEE,
PARTICIPANT BOARD COMMITTEE,
PLACEMENT COMMITTEE,
PUBLIC RELATIONS COMMITTEE**

LIFE @ PGPM

"While others manage; we create!!"

The life at SPJIMR is driven by a close-knitted community for establishing connections, relationships, and networks. It is marked by plethora of opportunities that extend beyond the classrooms to pursue extra-curricular activities such as sports, public speaking, case competitions, or any other mode of recreation. The Non-Classroom Learnings provides a breadth of new perspectives to deepen the social sensitivity and value-based leadership skills. With the current hybrid mode, the students not only learned to pivot through the 'VUCA' (Volatile, Uncertain, Complex, Ambiguous) world but also maneuvered it with utmost precision. By imbibing mastery on the same, our students are the torchbearer of the Next-Gen leaders.



LIFE @ PGPM



CLASS OF

2021

BATCH STATISTICS 2021

BATCH SIZE 130

INFORMATION
MANAGEMENT
51



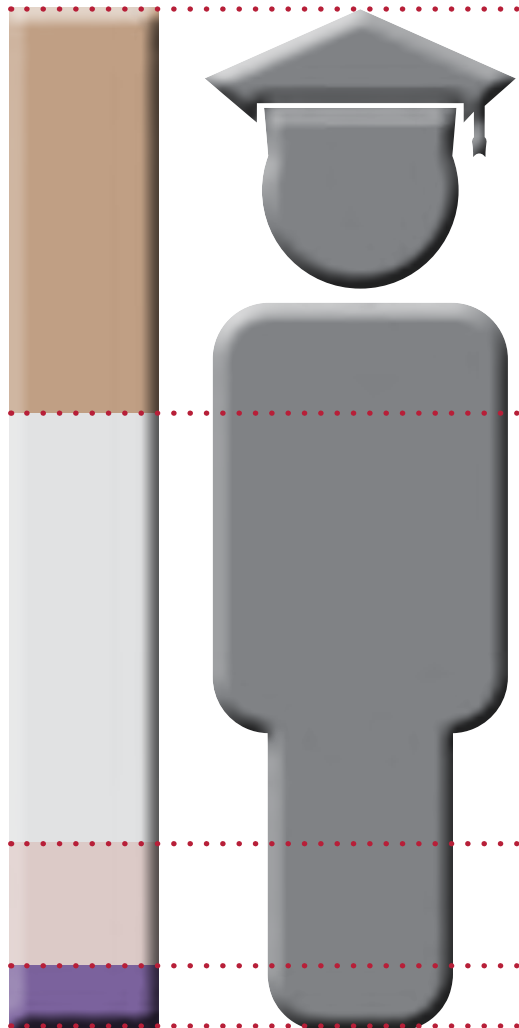
OPERATIONS &
SUPPLY CHAIN
55



MARKETING
16



FINANCE
8



15%
FEMALE
PARTICIPANTS



29 YEARS
AVERAGE AGE OF
PARTICIPANTS



6.7 YEARS
AVERAGE
EXPERIENCE



85%
MALE
PARTICIPANTS

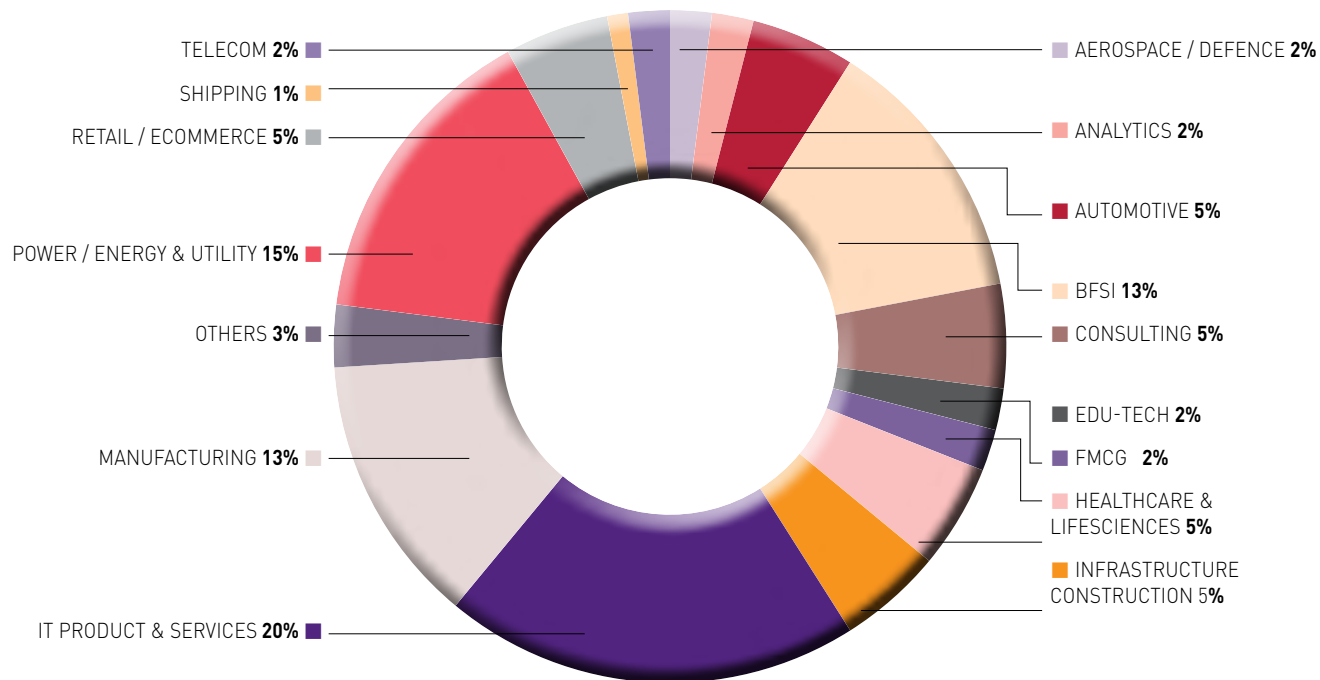


1.4 YEARS
AVERAGE
INTERNATIONAL
EXPERIENCE

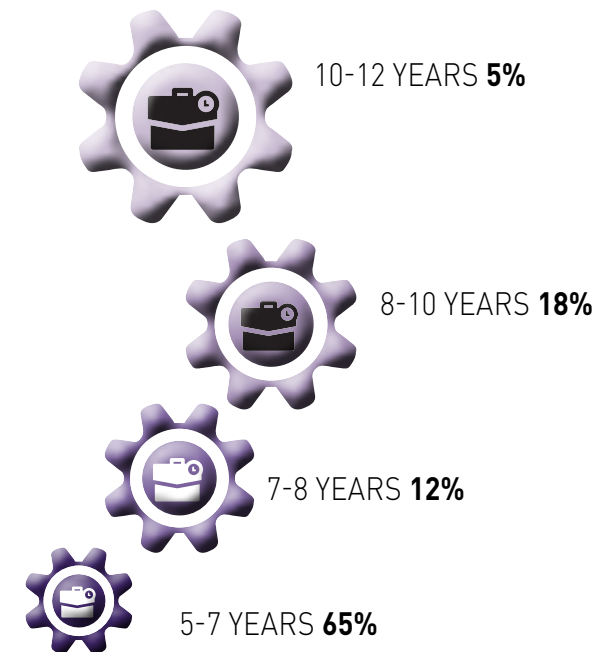


BATCH STATISTICS 2021

INCOMING DOMAIN



WORK EXPERIENCE



INFORMATION MANAGEMENT

INFORMATION MANAGEMENT

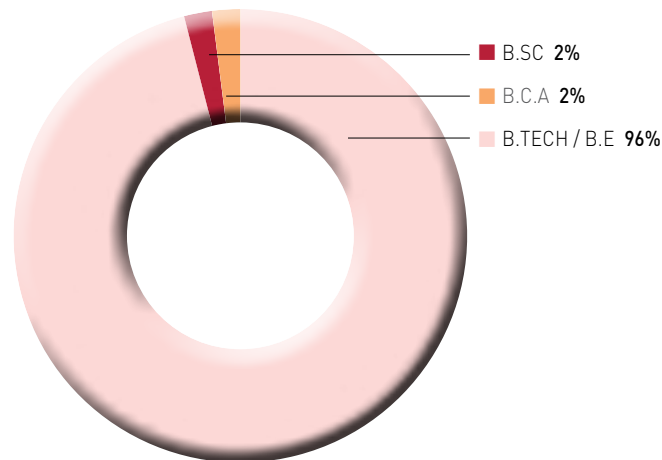
- The Information Management batch has an average industry experience of 6.6 years in domains such as Aerospace/Defense, Analytics, Automotive, BFSI, Consulting, Healthcare / Life Sciences, IT Products & Services, Power / Energy & Utility, Retail / E-Commerce, Telecom.

- The incoming participants hold prior experience in key business roles such

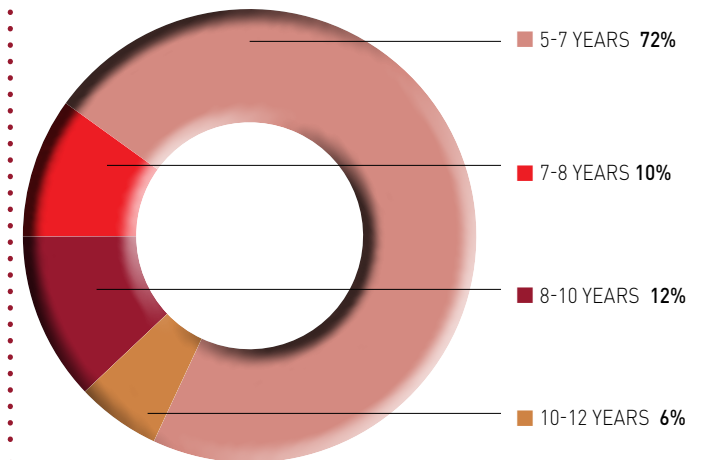
as IT & Business Consulting, Product Development, Program Management, Project Management, Quality Assurance, Solution Architect to name a few.

- To gain expertise in the areas of business analytics and decision making, students travel to McCombs School of Business, University of Texas Austin - top B-school recognized globally, as part of their specialization phase

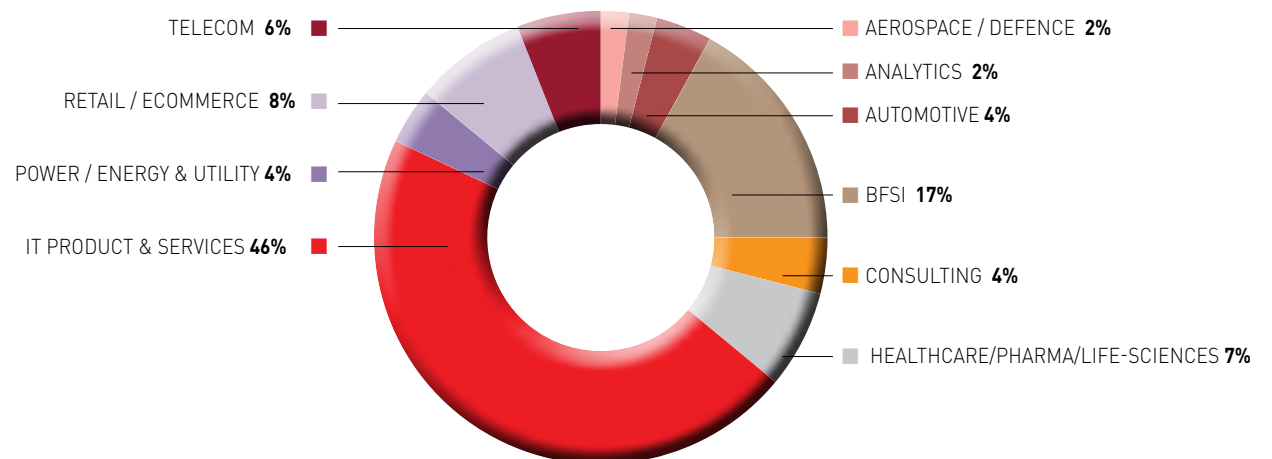
EDUCATIONAL BACKGROUND



WORK EXPERIENCE



INCOMING DOMAIN



INFORMATION MANAGEMENT INDEX For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
1	Abhilekh Gulpadia	Project Management, Cyber Security	Specialist(Functional)	80 months	30
2	Abhishek Chandra	Retail and Banking	Data Visualization, Analytics and Database management	71 months	30
3	Abhishek Jain	Retail, Finance & Airlines	Quality Assurance, Business Analyst, Automation	64 months	30
4	Ajit Nambiar	Healthcare	Application Management, Product Development	61 months	30
5	Akshat Sharma	Information Technology	Product Design & Development, Consulting, Project Mgt.	79 months	31
6	Alwin Davis	BFSI	Application Development, Production Support, Change Management	60 months	31
7	Amrutha Krishna	Information Technology	Project Management and Quality Assurance	62 months	31
8	Aninda Prosad Ghosh	Information Technology	DevOps, Process Automation, Software Configuration Management	66 months	31
9	Ankita Singh	Digital Automotive	Product Development, Tech Consulting, Project Mgmt	81 months	32
10	Apoorv Jain	BFSI and Travel	Production Support, Production Support Development and Full Stack Developer (AEM)	74 months	32
11	Arun Vamshi CH V S	Telecommunication, Professional Services	Quality Assurance, IT Application Development	63 months	32
12	Ashish Kumar Rath	Commercial Shipping, Airlines	IT Consulting, Business Analyst, Product Delivery	67 months	32
13	Ashish Malik	BFSI, Payments and Construction	Project Management, IT Consulting and iOS Mobile Application Development	79 months	33
14	Bhabapriya Mishra	BFSI, Energy Resoruces	Business Analyst and Consultant	125 months	33
15	Bhupathi Rajesh	BFSI	Product Development, Process Design Consulting	75 months	33
16	Chayan Narang	BFSI, Fintech	Business Analysis, Product Management, IT Sales, Recruitment and Quality Assurance	67 months	33
17	Debajyoti Chatterjee	BFSI	IT Consulting	89 months	34
18	Divyanshu Gupta	Healthcare, Travel and Hospitality	IT Consulting, Leading Team, Application Development	62 months	34
19	Eldhose John	BFSI, TTH	Business Analysis, Project Management, Quality Assurance	94 months	34
20	Fahad Ali Khan	Healthcare, BFSI	Release Management Analyst, DevOps Analyst	112 months	34
21	Kaavya Sah	Quality Assurance, Human Resources	Project Management, Test Analyst	63 months	35
22	Kritika Mahanta	Telecom, Information Technology	Quality Assurance, Service Delivery	64 months	35
23	Madhav Udeshi	Retail and E-commerce	Business Analyst	67 months	35
24	Mahesh Madhukar	Omni Channel Commerce	Senior Associate Technology	76 months	35
25	Manju Krishnan	Automotive	Algorithm Developer	64 months	36
26	Mohit Aggarwal	Telecommunications	Service Delivery, Operations, BSS Charging	70 months	36
27	Naveen G	Retail, US Healthcare, Investment Banking	Quality Assurance, Project Management, Client Engagement	112 months	36
28	Nirmalendu Dey	Insurance , Retail and Healthcare	Project Management, Business Analyst, Application Development	94 months	36
29	Nitesh Kr Jha	BFSI, Investment Domain, Wealth Management	Data & Analytics, Business Intelligence	67 months	37
30	Praveen Mehraniya	Financial Services, Travel/ Hospitality	Data Analytics, Data Science, Risk Analytics, Product Analytics	64 months	37
31	Praveen Upadhyay	Banking and Insurance, Ecommerce	Techno Functional Consulting, Implementation Strategy, Product Management, Business Planning	84 months	37
32	Rahul Singh Thakur	IT, Telecom	Software Product Development, Testing & Support, R&D	64 months	37
33	Rakshith M	Consumer Goods & Services	Workflow and Solution Designer	65 months	38
34	Sahil Sharma	Pharmaceutical & Talent Management	IT Consulting and Software Quality Assurance	62 months	38

For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
35	Sameer Wadhwani	BFSI, Retail, Merchant Solution	Tech Consulting, Project Management, QA & Prod support	123 months	38
36	Sanket Chawre	BFSI, Healthcare	Project Management, Business Analyst, Business and Tech Consultant	124 months	38
37	Shalini Jha	BFSI	Service Delivery Management, QAPM, Application Support	98 months	39
38	Shimani Yadav	Healthcare & Lifesciences, Retail, Telecom, BFSI	Proxy Product Owner, Quality Assurance(IT Service Delivery)	116 months	39
39	Shubham Singh	Resources, Products, Media and Telecom	IT Consulting, Native SAP HANA	66 months	39
40	Siddharth Gautam	Retail, Insurance	Group Lead/ Developer(Project Management)	94 months	39
41	Smit Yash	E-commerce, Utilities, Enterprise Applications	Agile Project Mgmt, Product Mgmt., Solution Architecture, Client Engagement, Mobile App Lead	79 months	40
42	Soham Salui	BFSI	Analytics, IT Consulting	63 months	40
43	Somdutta Nath	BFSI , Telecom, Logistics	Functional Consultant, Development, Team Lead	78 months	40
44	Sunil Kumar	Automobile, Energy, Manufacturing	Product Lifecycle Management, Data Analytics, IT Consulting, Training & Development	101 months	40
45	Sushmita Kushari	Telecom (OSS/BSS)	Technology Consultant, Test Analyst, System Engineer	69 months	41
46	Tanuja Naik	BFSI(Banking) and Retail	Big Data and Analytics	69 months	41
47	V Vishnu Gopinath	Information Technology	SAP Payroll Implementation	60 months	41
48	Vaishali Hariramani	IT, BFSI	Service Delivery Management	73 months	41
49	Vishesh Mangal	Retail Banking, Wealth Management, Insurance	IT Quality Assurance (BFSI)	76 months	42
50	Vivek Shankarasubramaniyam	Healthcare	Service Delivery Management, IT Consulting	99 months	42
51	Vaibhav Jatana	BFSI, Pharmaceutical, Energy	IT Consulting, Product & Risk Management	78 months	42



INFO

Experience : 80 months
Companies: Schneider Electric
Function(s): Specialist(Functional)
Domain(s): Project Management, Cyber Security : Identity and Access Management
Qualification: B. Tech
Specialization: Computer Science Engineering
Institute: Vellore Institute of Technology, Vellore, Tamil Nadu



ABHILEKH GULPADIA

CAREER SUMMARY

An Information Management professional with 6 years of global enterprise level experience in cybersecurity and project management. Expertise in IT Integration, IT strategy and analysis, governance, compliance and auditing roles. Experience in team building and mentoring.

WORK EXPERIENCE DETAILS

Specialist (Functional) Enterprise IT

- Managed IT integration projects of over 12 firms acquired by Schneider Electric working in close conjunction with Mergers and Acquisition teams.
- Managed vendor cost control project by auditing(IT) vendor resource populations and engaging leadership to detect fraudulent billings leading to approx. 600,000 euro savings.
- Managed a hardware segmentation project to have role based segregation of employee population of 165,000 employees for better deployment of IT assets, consulting with the asset management teams.

Senior Business Analyst Enterprise IT

- Implementation and Review of IT policies to comply with European data regulations (GDPR)
- Built a paradigm for a failsafe mechanism for the Board Members' accesses.
- Lead automation projects that resulted in savings of over 400K euros.



INFO

Experience: 71 months
Companies: HCL Technologies, Cognizant, Infosys
Function(s): Data Visualization, Analytics and database management
Domain(s): Retail and Banking
Qualification: B.Tech
Specialization: Computer Science & Engineering
Institute: MAKAUT, West Bengal
Certifications: Oracle Database Management, Tableau



ABHISHEK CHANDRA

CAREER SUMMARY

5.9 years of techno-functional experience in the supply chain, retail and banking domain. Highly proficient in data analysis, business intelligence, agile transformation and client interactions having delivered multiple projects across different stages in the software development life cycle.

WORK EXPERIENCE DETAILS

Technical Lead, HCL Technologies:

- Led a 5 member team for the world's largest custodian bank in their business forecasting division.
- Responsible for designing, developing, testing and troubleshooting of database applications.
- Designed interactive dashboards in Tableau and Splunk for performance analysis and discovering emerging trends.
- Helped reduce outlays and defect seepage by over 40%.

Associate, Cognizant:

- Worked towards increasing sales and revenues for a major US retailer by helping them shift to an OMNI channel mode during Covid-19 leading to an increase in revenues by 50%.

Technology Analyst, Infosys Limited:

- Optimized the allocation and supply chain management process of the world's largest smartphone manufacturer by revenue helping them improve their operating efficiency by 15%.



INFO

Work Experience: 64 months
Companies: Metacube
Function(s): Quality Assurance, Business Analyst, Automation
Domain(s): Retail, Finance & Airlines
Qualification: B.E.
Specialization: Chemical Engineering
Institute: MIT, Manipal
Certifications: Microsoft Azure, ISTQB



ABHISHEK JAIN

CAREER SUMMARY

5+ yrs experience across software quality assurance, business analyst and automation functions. Involved in stakeholder management, cloud migration, product integration for Ecommerce, Retail, Airline & Finance giants on SAP and Salesforce platforms to deliver agile projects.

WORK EXPERIENCE DETAILS

Senior Quality Assurance Engineer, Metacube

- Responsible for managing scrum, sprint planning, requirement gathering, backlog prioritization & estimation, test automation strategy & execution. Helped reduce average feature lifecycle by 1 week through task optimization.

Quality Assurance Engineer, Metacube

- Involved in integration of Trailhead- Salesforce' LMS and Salesforce certifications and helped the project team size grow 10x since induction. Reduced TAT by 50% for case queries. Helped in increasing of no. of certified professionals by 120%, thereby adding \$40M in client revenue.

Software Engineer, Metacube

- Involved in Cloud Migration for Airline, Retail and ecommerce companies to migrate to SAP Commerce Cloud which led to a significant reduction in maintenance cost, improved the UI/UX and reduced TAT by 30%.



INFO

Experience: 61 months
Companies: Cerner Healthcare Solutions, Forthcode Technologies, Microsoft Corporation
Function(s): Application Management, Product Development
Domain(s): Healthcare IT, Product Implementation
Qualification: B.E
Specialization: EEE
Institute: NHCE, Bengaluru
Certification(s): Autocad 2012, EduCadd, NPTI-Despatcher training



AJIT NAMBIAR

CAREER SUMMARY

5+ years of experience in client management, product development, change management, application management services and delivery. Worked on variegated technologies through my tenure. Have relevant experience working with healthcare management systems.

WORK EXPERIENCE DETAILS

Change Implementation Analyst, Cerner Healthcare Solutions

- Collaborated with Abu Dhabi Health Services Revenue Management Team to eliminate payment errors; denial cost dropped by US\$ 770,000 .
- Guided 8-member developer team on an automation-project aimed at reframing workflow of AMS comprising 200 associates; reduced overall workload by 13.45%

Software Developer, Forthcode Technologies

- Led 3 developers to build 2 web pages for a logistics and IoT firm in UAE. Websites designed to capture potential market of 150% existing customer base;
- Amplified functionality for the CET designer of client MAARS (Sweden).

Support Engineer, Microsoft Corporation

- Contributed to the development of a web application that ensures communication in politically correct terminology; app developed to showcase Microsoft's commitment to remain gender/community agnostic



INFO

Work Experience: 79 months
Companies: Schneider Electric Pvt. Ltd.
Function(s): Product Design & Development, Consulting, Project Mgt.
Domain(s): IT
Qualification: B. Tech
Specialization: Mechanical Engineering
Institute: Vellore Institute of Technology



AKSHAT SHARMA

CAREER SUMMARY

6+ years of diverse experience in IT product design, development, management and global consultation for technology and business with solutioning for critical business processes. Responsible for process efficiency improvement and automation through emerging technologies.

WORK EXPERIENCE DETAILS

Functional Specialist, Schneider Electric

- Designed global solutions for multiple federated ERPs implementation, thereby eliminating the cost of vendor managed ERPs design process.
- Developed automation tool for order booking for SE France DC, therefore reducing the cost of manual intervention in more than 80,000 orders a month.
- Managed the design and deployment of various solutions including distributor bonus management tool, Pricing, Taxation, and discount management solutions.
- Optimized the Change request deployment process while improving the solution quality and process efficiency.

Senior Analyst, Schneider Electric

- Single point delivery of global configurations thereby optimizing the solution quality with about 65% total cost reduction.
- Ensured system stability and performance for global ERPs through trouble shooting and system DRPs.



INFO

Experience: 60 months
Companies: TCS, Accenture
Function(s): Application Development, Production Support, Change Management
Domain(s): Banking & Financial Services
Qualification: B.Tech
Specialization: Electronics & Communications
Institute: SSET, Karukutty



ALWIN DAVIS

CAREER SUMMARY

5 Years of experience in IT Services Industry working on application development, production support, service delivery coordination, release management and Team management. Worked extensively with Banking and Financial Services clients from Europe for implementing their financial reporting solutions.

WORK EXPERIENCE DETAILS

IT Analyst, Data Integration, TCS

- Led the 6-member team on the implementation of new credit risk reporting model
- Redesigned the delivery model for minor enhancement projects to improve the delivery success rate to 30%
- Coordinated the release management activities of planning, QRA and approval.

Senior Application Analyst, Data Integration, Accenture

- Proposed a prototype solution for the data quality analysis and brought in the implementation project worth 100,000 Euros.
- Designed and Implemented a Data Quality Monitoring tool that released resources from the repetitive manual analysis.
- Worked with the Client's risk modelling team for model validation at the corporate headquarters
- Shouldered the responsibility of Operations coordinator working with 200+ data sourcing systems and multiple service vendors. Ensured high level SLA adherence



INFO

Experience: 62 months
Companies: SAP Labs
Function(s): Project Management and Quality Assurance
Domain(s): IT products
Qualification: B.Tech
Specialization: Computer Science
Institute: Model Engineering College, Kerala
Certifications: Scrum Foundation Professional Certificate from CertiPro



AMRUTHA KRISHNA

CAREER SUMMARY

5 years of work experience in IT products and services in different functional areas such as Quality/Automation Engineering, Project Management and Product Development. Received multiple awards and recognition for structured execution, collaboration and significant contribution to the team's success.

WORK EXPERIENCE DETAILS

Scrum Master and Quality Specialist, SAP Labs

- Successfully led and managed to instill and coach scrum values and processes to the technically oriented 15-member team.
- Designed and executed the automation suite and through automation, achieved a 60% reduction in the time required for testing different modules
- Promptly prioritized, dispatched and resolved the tickets thereby reducing the ticket count from a double-digit figure to a single digit within 2 weeks.
- Was the point person in restructuring and transitioning the project spanning multiple locations to a centralized one in Bangalore
- Collaborated with developers and designers from different parts of the world on an escalation project for a high-profile client in Philippines to develop some customized SAP transactions.



INFO

Experience: 66 months
Companies: Bank Of New York Mellon
Function(s): DevOps, Process Automation, Software Configuration Management
Domain(s): IT
Qualification: B.Tech
Specialization: Electronics and Instrumentation Engineering
Institute: KIIT University, Bhubaneswar



ANINDA PROSAD GHOSH

CAREER SUMMARY

DevOps Engineer with 5+ years of hands-on experience supporting, automating, and optimizing mission critical deployments, leveraging configuration management, CI/CD, and DevOps processes.

WORK EXPERIENCE DETAILS

Senior Software Configuration Management (SCM) Analyst

- Responsible for Build and Release management of new code in multiple applications and supporting the entire connectivity architecture as a part of the Enterprise Financial Messaging (EFM) Umbrella of the Bank.
- Working for SCM operations for treasury division, Structuring connectivity architecture, deploying codes and migrating all applications to the proposed new architecture leveraging configuration management, CI.CD, and DevOps Processes.



INFO

Experience: 81 months
Companies: Valeo GmbH, Matrickz GmbH, General Electric, L&T TS
Function(s): Product Development, Tech Consulting, PM
Domain(s): Automotive
Qualification: PG Diploma, B.E
Specialization: Embedded Systems Design, ECE
Institute: CDAC, BIT Mesra
Certification(s): GE Analytics engineer



ANKITA SINGH

CAREER SUMMARY

6.5 yrs of experience in Product Development and Technology Consulting in Automotive industry both in Germany and India. Expertise in requirement management, embedded software development, project management, risk analysis and client management for projects of electric and hybrid cars

WORK EXPERIENCE DETAILS

Software Technical Lead, Product Development, Valeo GmbH

- Managed an 8-member cross-functional team from Germany, France, China & Egypt
- Developed solution to improve reaction time of Gearbox system by 2x, leading to a \$1M automotive deal
- Optimized development time by 15% by building software architecture for improved debugging & code readability
- Reduced budget overruns in software development by 33% by creating a tool for automating model development

Senior Software Engineer, Technology Consulting, Matrickz GmbH

- Increased safety level of steering control unit by 20% by developing an infotainment system with haptic feedback
- Reduced Integrated Test Time by half by developing a simulation based working prototype of steering wheel ECU
- Led POC by developing a human machine interface using gesture control & speech recognition



INFO

Experience: 74 months
Companies: CTS
Function(s): Production Support & Development, Full Stack Developer (AEM)
Domain(s): BFSI, Travel
Qualification: B. Tech
Specialization: ECE
Institute: GEU, Dehradun
Certifications: ACE: AEM Sites Business Practitioner, AEM-Sites Developer



APOORV JAIN

CAREER SUMMARY

6+ years of experience as a full-stack developer with AEM and product support, handling clients of travel and banking across US and APAC Countries. Worked on waterfall and agile projects. Awarded multiple times for delivery excellence, employee engagement, and innovation.

WORK EXPERIENCE DETAILS

Associate, Cognizant Technology Solutions (CTS)

- Developed a personalized corporate site that helped in removal of more than 2000 individual corporate sites and reduced \$200,000 maintenance and server cost.
- Revamped the official Delta Airlines site with CRM and Angular Technologies, which increased the user experience (increased the customer satisfaction rating from 75% to 92%)

PA, Cognizant Technology Solutions (CTS)

- Developed new dashboard systems, which helped product managers to get different reports for their products.
- Integrated B2B solutions reducing the operation turnover time by 20 percent and reducing the operation cost by \$100,000 per year.

PAT, Cognizant Technology Solutions (CTS)

- Streamlined production support tickets, reducing the average response time by 4 hours per ticket.
- Helped in streamlining a legacy system's operation, which reduced the order placement time by 20%.



INFO

Experience: 63 months
Companies: Deloitte Support SVCS Ltd., TCS
Function(s): Quality Assurance, IT Application Development
Domain(s): Telecommunication, Professional Services
Qualification: BE
Specialization: AE&I
Institute: BITR, CSVTU
Certification(s): Azure Cloud Fundamentals, SAFe Practitioner 5.0



ARUN VAMSHI CH V S

CAREER SUMMARY

5+ years of experience in functional and non-functional quality assurance with a focus on cloud transformation projects for fortune 500 clients from the telecom and professional services domain. Awarded multiple times for delivery excellence and innovation.

WORK EXPERIENCE DETAILS

Senior Analyst, Quality and Performance Engineering, Deloitte Application Studios

- Development and Implementation of quality analysis strategy/suite for a global workspace experience platform
- Took an initiative to automate end-to-end performance testing process by integrating it with DevOps deployment pipeline leading to a cost reduction of \$1,48,000 on a monthly basis for the team.
- Worked directly with the enterprise architecture team for capacity planning of products of workspace experience platform

Senior System Engineer, TCS

- Design and execution of non functional and functional test suites for solutions in the Market and sell division of a Europe based telecom client
- Facilitated quality assurance of cloud transformation projects
- Presentation of reports and recommendations to clients and stakeholders



INFO

Experience: 67 months
Companies: TCS
Function(s): IT Consulting, Business Analyst, Product Delivery
Domain(s): Commercial Shipping, Airlines
Qualification: B.Tech
Specialization: E.E.E
Institute: Trident Academy of Technology, Bhubaneswar
Certification(s): Microsoft Certified: Azure Fundamentals & Azure AI Fundamentals, Oracle SOA Suite12c



ASHISH KUMAR RATH

CAREER SUMMARY

5+ years (includes 2+ years of international experience - Denmark) of diversified experience in IT-consulting, technical & business analysis, product design & development in commercial shipping, airlines industry. Competent in project delivery following the Agile practices and Scrum framework.

WORK EXPERIENCE DETAILS

Business Analyst, TCS

- Led a Scrum team of six members as business analyst to deliver the solution for online booking amendments.
- Delivered the SPOT Booking feature which improved booking volume by more than 20% and dropped rolling of shipment to 1.5%.
- Awarded by TCS for successful implementation of Agile practices and Scrum framework to achieve 100% contractual KPIs.

Product Development and Delivery, TCS

- Delivered commercial shipping industry's first ever Instant Booking Confirmation product; reduced booking confirmation time from up to two hours to a few seconds.
- Worked on analysis, design and development of the middleware architectural solution.
- Reclaimed 2 development pipelines through a strategic initiative, contributing 400K USD to the top-line.



INFO

Experience: 79 months
Companies: Nagarro, Pine Labs Pvt. Ltd, Newgen Software
Function(s): Project Management, IT Consulting, iOS Mobile Application development
Domain(s): BFSI, Payments & Construction
Qualification: B.Tech
Specialization: Information Technology
Institute: Jamia Hamdard



ASHISH MALIK

CAREER SUMMARY

6.5+ years of experience including onsite experience in South Africa in mobile application development, project management and IT consulting for clients from BFSI and construction domains of Africa and Canada. Expertise in agile practices, client management and project management.

WORK EXPERIENCE DETAILS

Associate Staff Engineer, Nagarro

- Led multiple teams to create digital transformation for one of the leading banks of South Africa.
- Got 3 new projects from client that resulted in more than 20000 USD gain annually.
- Used Adobe analytics for mobile applications.
- Consulted multiple clients from Africa to get new business which led to two other payment beneficiaries working with Nagarro that provided with more than 10000 USD quarterly.

Senior Software Engineer, Pine Labs Pvt. Ltd

- Led team of 4 people & achieved 40% increase in revenues post the developed changes in one of the leading products of the company.

Senior Software Engineer, Newgen Software

- Consulted and developed multiple mobile applications for construction domain client in Canada.



INFO

Experience: 125 months
Companies: Tata Consultancy Services
Function(s): Business Analyst and Consultant
Domain(s): BFSI, Energy Resource
Qualification: BTech
Specialization: Computer science and engineering
Institute: KIIT University
Certifications: Oracle, Azure



BHABAPRIYA MISHRA

CAREER SUMMARY

Experienced Business Analyst and Team Manager with over 10 years of experience in Software Industry. Received On spot award for resolving problems and driving overall operational improvements.

WORK EXPERIENCE DETAILS

Assistant consultant, TCS

- Collaborated with stakeholder groups across the organization to ensure business and technology alignment. Proposed solutions meeting defined specifications and needs.
- Coordinated with project management staff on database development timelines and project scope.
- Completed in-depth analyses for business-optimization projects, reporting tools, back-office programs and payment-processing apps.
- Provided executives with analytics and decision-support tools used as the basis for reorganization and consolidation strategies.
- Partnered with developers to automate manual processes, saving time and money while decreasing errors. Credited as a primary driving force behind a 5% increase in margins this fiscal year.
- Performed quality assurance, system integration and user acceptance testing facilitating on-time, on-budget and acclaimed "go-live" of enterprise implementations for up to 12,000 global users.



INFO

Experience: 75 months
Companies: Infosys
Function(s): Product Development, Process Design Consulting
Domain: BFSI
Qualification: BE
Specialization: Mechanical Engineering(Industrial Production Engineering)
Institute: CBIT(Chaitanya Bharathi Institute of Technology)



BHUPATHI RAJESH

CAREER SUMMARY

6 Years 3 months of experience in product development and process design consulting for Fortune 500 banking clients. Expertise in IOS, cloud computing, devising optimised dashboards, RDBMS, AUTO-CAD, CATIA.

WORK EXPERIENCE DETAILS

Functional Consultant, Technology Analyst, Infosys Ltd

- Received the Most Valuable Player award for developing the most optimized process portal dashboard that saved around 1080-man hours which helped us deliver the product a month in advance and save around \$600,000 for the client on our billing.
- Application development using IOS and was the only developer on my offshore team that developed the Rig count app on iPhone and iPad for a Fortune 500 client.
- Received INSTA award for fixing highest number of technical issues (844) using Internet of Things (IOT) in 2 months.
- Dealt with 25000 rows of data every 3 days a week to design the optimized process design flow.



INFO

Experience: 67 months
Companies: Fidelity International, Antrepriz, IHS Markit
Function(s): Product Management, IT Sales, Quality Assurance
Domain(s): BFSI, Fintech
Qualification: MCA, BSc(H) Electronics
Specialization: Information Technology
Institute: BVICAM, Keshav Mahavidyalaya



CHAYAN NARANG

CAREER SUMMARY

5.5 years of rich experience in product management, business analysis, agile project planning, IT sales, software quality assurance and recruitment across Financial services and B2B-Saas fintech start-up.

WORK EXPERIENCE DETAILS

Business Analyst, Fidelity International

- Analysed the business's requirement to understand key business needs and document business processes and workflows
- Provided resolution to the frequent occurring prod incidents and brought down their frequency to 10% of the original by leveraging feedback and customer activity logging tools like Medallia and Decibel

Founding Member, Antrepriz

- Developed and defined roadmaps and feature concepts
- Recruited, led, mentored and developed a team of software engineers
- Reached out to leads weekly via cold call and organized demo for sales

Software Quality Assurance Analyst, IHS Markit

- Clearly communicated the overall health of product to relevant stakeholders
- Created and maintained automation test suite that led to reduction in effort of manual efforts by 67%



INFO

Experience: 89 months
Companies: CAPIOT Software Pvt Ltd, Societe Generale Global Solution Centre, TCS
Function(s): IT Consulting
Domain(s): BFSI
Qualification: B.Tech
Specialization: ECE
Institute: HIT, Kolkata
Certification(s): Data Engineering with GCP



DEBAJYOTI CHATTERJEE

CAREER SUMMARY

7+ years of experience in leading, designing and developing enterprise application integration solutions in the BFSI domain. Experience in team handling, stakeholder management and technical delivery of software products from onshore and offshore locations.

WORK EXPERIENCE DETAILS

Consultant, CAPIOT Software Pvt Ltd.

- Led a team to automate a bank's escrow management process through implementation of RESTful microservices resulting in an improvement of operating efficiency by 30%.
- Implemented a Machine Learning enabled underwriting engine for an insurance client, saving 50-man hours per week.

Software Engineer, Societe Generale Global Solution Centre

- Implemented a collateral management system that handled the complete lifecycle of OTC derivatives including margin calls, transactions and reporting, reducing manual effort by 40%.

Systems Engineer, Tata Consultancy Services

- Implemented a risk management solution for a German bank that facilitated tracking of deals and served as a document repository.
- Implemented process improvements to replace licensed tools with open-source technologies, saving costs worth \$1.5 million over three years.



INFO

Experience: 62 months
Companies: Deloitte Consulting USI, Cybage Software
Function(s): IT Consulting, Leading Team, Application Development
Domain(s): Healthcare, Travel and Hospitality
Qualification: PG Diploma, B.Tech.
Specialization: Software Engineering
Institute: CDAC ACTS, DTU New Delhi



DIVYANSHU GUPTA

CAREER SUMMARY

5+ years of experience in the IT Consulting sector in Healthcare and Travel and Hospitality domains with focus in the developing IT applications, leading teams, and collaborating with clients on refining and verifying the feasibility of the requirements.

WORK EXPERIENCE DETAILS

DC Analyst, Deloitte Consulting USI

- Managed two US based clients, refined requirements, and implemented them.
- Led a 4-member team, and mitigated losses upwards of \$20k+ by monitoring application builds for the Production environment, providing quick fixes.
- Overhauled the system by fixing bugs and optimizing the code, reducing the transaction time by 50% and improving notice generation rate from 85% to 95%, thereby affecting 1.4M residents in a \$15B project.

Software Engineer, Cybage Software Pvt Ltd.

- Designed and implemented algorithms for Dynamic Pricing with respect to Competition, Supply and Demand of Hotels.
- Developed business Intelligence modules for pricing for a client having 25k+ partner hotels.



INFO

Experience: 94 months
Companies: TCS
Function(s): Business Analysis, Project Management, QA
Domain(s): BFSI, TTH
Qualification: B.Tech
Specialization: EEE
Institute: Amal Jyothi College of Engineering, Kerala
Certification(s): ITIL Foundation, IQMS for Project Managers, MasterCraft Certification (test managers)



ELDHOOSE JOHN

CAREER SUMMARY

7+ years of experience in business analysis and project management with Fortune 500 banking clients and airline domain. Expertise in client and stakeholder management with a 2-year international experience. Received 6 awards for excellence and 2 service commitment awards from TCS.

WORK EXPERIENCE DETAILS

Senior Business Analyst, Business Analysis, TCS

- Created an Excel Macro framework that helped TCS save .5 Million USD.
- Worked closely with the business/client in analysing functional requirements, deriving functional use cases and data migration for a Vendor Risk Management application.

Business Analyst & Project Manager, TCS

- Worked at the client location of a leading Airline in Malaysia for 2 years in a cross-cultural team.
- Managed the website revamp project which was the key in the client's digital transformation journey.
- Worked with the clients closely to manage over 10 projects in a span of 2 years.
- Played a key role in securing a project for TCS worth 5 Million USD.



INFO

Experience: 112 months
Companies: Willis Towers Watson (Formerly Acclaris Business Solutions), Infosys Technologies Ltd.
Function(s): Release Management Analyst, DevOps Analyst
Domain(s): Healthcare, BFSI
Qualification: B.Tech
Specialization: Information Technology
Institute: Institute of Technology & Marine Engineering, West Bengal



FAHAD ALI KHAN

CAREER SUMMARY

9+ years of Software Industry experience in providing high availability software solutions & product delivery management for Fortune-500 clients of US-based Finance Institution.

WORK EXPERIENCE DETAILS

Release Management Analyst-Willis Towers Watson

- Owned & Managed the Business-as-usual release process helping the organization to reduce maintenance days by 30% leading to cumulative savings of 450 man-hours/year.
- Responsible for implementation of an automated deployment process resulting in streamlined deployment cycle and reduced testing time by 50 man-hrs/week.
- Collaborated with internal and external stakeholders across geographically diverse regions to manage digital transformation of the product application, leading to higher quality experience along with reduced operations turn-around time.

Senior Systems Engineer -Infosys Technologies

- Optimized project build systems and reduced 1000 man-hours/year enabling automation by utilizing a stack of the latest DevOps tools.
- Integrated and deployed software builds for lower environment testing and production release implementation.



INFO

Experience: 63 months
Companies: TCS, Technical Associate-Manageneers Educational Services India (P) Ltd
Function(s): Project Management, Test Analyst
Domain(s): Quality Assurance, Human Resources
Qualification: B Tech
Specialization: Electrical Engineering
Institute: KIET, Ghaziabad



KAAVYA SAH

CAREER SUMMARY

5+ years of experience in client management, team management, business analysis, problem solving, agile project management, IT application enhancement and support services using emerging technology for global clients.

WORK EXPERIENCE DETAILS

ITA, Team Analyst, TCS

- Managed a team of 20 members to provide end-to-end UAT and quality testing support
- Provided annual savings of approx. 8000 manual hours via automating the manual testing processes through the tool recommended by client
- Improved customer retention by coordinating with clients for understanding requirements and solution implementation and secured a total billing of USD ~2 mi p.a. revenue for the client
- Received various award and client appreciations

HR, Branch Lead, TCS

- Engaged heavily in employee welfare programs, community service, external stakeholders, resource pooling through recruitment drives, Talent Engagement Group events.
- Received the Annual Corporate Award 2018.

Technical Associate, Manageneers Educational Services India (P) Ltd

- Improved data quality & system performance by maintaining 100% reliable & faster application architecture



INFO

Experience: 64 months
Companies: CSG International Pvt Ltd., Accenture Solutions Pvt Ltd.
Function(s): Quality Assurance, Service Delivery
Domain(s): Telecom, Information Technology
Qualification: Bachelor of Engineering
Specialization: Chemical Engineering
Institute: Dayananda Sagar College of Engineering, Bangalore



KRITIKA MAHANTA

CAREER SUMMARY

5+ years of experience in Quality Assurance in BSS/OSS domains in Telecom Industry with expertise in global client engagement, testing transformation and training offshore team. Helped many Telecom clients achieve business transformation through scaled agile framework. Awarded for service delivery.

WORK EXPERIENCE DETAILS

Test Consultant, CSG International

- Worked in AWS based CRM platform for implementing digital BSS Solutions in customer management.
- Collaborated with process and application owners globally for understanding user requirements.

Senior Test Engineering Analyst, Accenture Solutions Pvt Ltd.

- 3.5 years transformation program to significantly reduce the testing costs from 45% to 8 % of overall IT CAPEX.
- Worked in continuous testing transformation from scratch implementing quality engineering, Risk based testing.
- Helped in the successful transition of 100 FTE from another vendor and more than 30m CHF recurring savings achieved.
- Release schedule changed first from Quarterly to monthly and later release on demand.
- Immediate quality feedback from automated continuous delivery pipeline at very early SDLC life cycle stage.



INFO

Experience: 67 months
Companies: Shoppers Stop, Mu-Sigma
Function(s): Business Analyst
Domain(s): Retail and E-commerce
Qualification: B.E
Specialization: Mechanical Engineering
Institute: Dwarkadas J Sanghvi College of Engineering
Certifications: Decision Scientist Certification (Mu Sigma Business Solution Ltd.)



MADHAV UDESHI

CAREER SUMMARY

5+ years of experience in driving analytics led solutions across retail, ecommerce and pharmaceutical industries. Expertise in problem solving by generating actionable insights and providing recommendations for business growth. Part of multiple initiatives to drive change and streamline business activities.

WORK EXPERIENCE DETAILS

Senior Assistant Manager, Analytics, Shoppers Stop Ltd.

- Upgraded analytics team from reporting focused to insights engine
- Planned loyalty campaigns alongside SGM Loyalty and CMO, catering to 7 million loyal customers this led to increase in customer wardrobe and arrest customer churn
- Designed yearly forecasts to create company sales budgets and corresponding KPIs
- Worked on multiple org initiatives to enhance online and in-store customer experience

Decision Scientist, Mu Sigma Business Solutions

- Lead marketing analytics team – a customer insights and campaign recommender to e-commerce division of the largest retailer
- Recommended solutions to Improved efficiency of the production line of a pharmaceutical company
- Created an analytics universe for the organization to ensure growth in retail client engagement



INFO

Experience: 76 months
Companies: Publicis Sapient
Function(s): Senior Associate Technology
Domain(s): Omni Channel Commerce
Qualification: Bachelor in Engineering
Specialization: Information Technology
Institute: Manipal Institute of Technology



MAHESH MADHUKAR

CAREER SUMMARY

6+ years of experience in Omni Channel Commerce Consulting with projects in UI, Middleware & Core Java. Expertise in IBM Sterling OMS with roles across Requirement Gathering, Store ops Training, Design & Development, Support & Enhancement & Consulting for various US and Canada based retailers.

WORK EXPERIENCE DETAILS

Senior Associate Technology, Delivery, Publicis Sapient

- Product customization of Sterling OMS.
- Gathered client requirements, Involved in Design & Development, Middleware Integration and Platform Upgradation.
- Implemented Buy-Online-Pickup in Shop functionality.
- Worked on Sourcing and Scheduling, Payment Processing, Order Capture channels & Shipment processing.
- Worked for client such as HBC, Eileen Fisher, Lowes, BJ's, Fanatics, Lowes

External Consultant, Lowe's

- Worked in Alerts & Communications Team to handle the spike in orders due to Covid
- Helped reduce the daily alerts by more than 50%.
- Brought down the incoming Customer calls percentage from 17.59% to 1 0.22% inspite of Increased order volume.
- Designed and Implemented the Self-Service Order Delay Acceptance web channel.



INFO

Experience: 64 months
Companies: Continental Automotive Components Pvt Ltd, Tata ELXSI Limited
Function(s): Algorithm Developer
Domain: Automotive
Qualification: B.E
Specialization: Instrumentation And Control
Institute: D Y Patil Institute of Engineering and Technology



MANJU KRISHNAN

CAREER SUMMARY

More than 5 years of experience in the automotive domain, working on technologies like Image processing, computer vision and machine learning (in ADAS) for global clients like Audi, BMW, Toyota and Volkswagen. Functional responsibilities including development and testing of the software.

WORK EXPERIENCE DETAILS

Continental Automotive Components Pvt Ltd

- Lead a team of developers doing root cause analysis using Pareto method to improve the overall KPIs of adaptive cruise control systems.
- Worked closely with customer to improve performance during the pre-production phase.
- Part of training and development of new joiners in the team.

TATA ELXSI

- Was responsible for leading a team of 4 for automation testing.
- Was part of developing a driver readiness detection system based on computer vision algorithms and supervised learning techniques.
- Was part of developing the Camera Mirror System where cameras were used instead of rear-view mirrors.
- Developed unit test framework compatible with different modules in TI framework.



INFO

Experience: 70 months
Companies: Ericsson India Global Services
Function(s): Service Delivery, Operations, BSS Charging
Domain(s): Telecommunications
Qualification: B.Tech
Specialization: Electronics & Communication Engg
Institute: DGI, Gr. Noida
Certification(s): ITIL V3 foundation, Ericsson Certified Associate-Charging System



MOHIT AGGARWAL

CAREER SUMMARY

5+ years of experience in service delivery and operations, solution designing and implementation, stakeholder management and process improvements. Led revenue critical projects, handling multiple global clients. Received multiple client appreciations and awards for delivery excellence.

WORK EXPERIENCE DETAILS

Engineer, Ericsson India Global Services

- Led a 5-member team for Special Projects; worked on end-to-end solutioning of Key Market Projects and business configurations for 10 opcos of Airtel Africa customer.
- Trained local resources, Setup process flows, managed operations locally thereby ensuring a smooth Handover of the Network Operations from India to client site in Nairobi, Kenya as part of a 4-month Onsite Project.
- Achieved more than 50% reduction in implementation time and Time to Market of customer products, savings in operational costs of INR 2,40,000 monthly by implementing multiple configuration optimizations.
- Recognized 5 times by Ericsson & received multiple customer appreciations for providing innovative solutions to customer requirements, implementing delivery optimizations and maintaining 100% SLA and FTR on all deliveries.



INFO

Experience: 112 months
Companies: Perfaware India Pvt Ltd, Tata Consultancy Services
Function(s): Quality Assurance, Project Management, Client Engagement
Domain(s): Retail, US Healthcare
Qualification: B.Tech
Specialization: Electronics & Communication Engg.
Institute: NSSCE, Palakkad
Certification(s): ISTQB Foundation Level, AHM 250



NAVEEN G

CAREER SUMMARY

9+ years of experience, including 15 months' international exposure, as QA lead and test analyst across retail and US healthcare domains. Experienced in project management, client engagement, and leading testing projects on digital transformation, modernization, integration and automation implementation.

WORK EXPERIENCE DETAILS

QA Lead, Perfaware India Pvt. Ltd.

- Led the QA team setting up an online platform and order management system for a South American pharmacy retailer.
- Test analyst in the scrum team developing a new store application for a large US home improvement retailer.

IT Analyst, Onsite-Offshore Co-ordinator, TCS (Mexico)

- Managed a 15 member team working on multiple testing projects for a US healthcare client.
- Secured additional revenue of US\$ 57k by winning the bid for a modernization project.

IT Analyst, Team Lead, TCS

- Managed a 7 member team from offshore and ensured continuous delivery of quality software.
- Implemented process improvement by automating Mainframe data file creation resulting in annual cost savings of US\$ 14k.



INFO

Experience: 94 months
Companies: Legato Health Technologies LLP, IBM , Infosys Ltd ,Cognizant Technologies Solutions
Domain(s): Insurance, Retail & Healthcare
Function: Project Management, Business Analyst, Application Development.
Qualification: B. Tech
Specialization: Information Technology
Institute: FIEM,WBUT



NIRMALENDU DEY

CAREER SUMMARY

7.11 years' experience in the IT industry catering to multiple Fortune 500 clients across insurance, retail, and healthcare domain in project management and implementation, tech consulting, Business analysis, application and product development.

WORK EXPERIENCE DETAILS

Senior Software Engineer, Legato Health Technologies LLP

- Led a team of 6 developers for a project which would save \$80million for the client. Led the daily scrum call from the development team. Handling client calls to understand requirements and come up with technical solutions and design documents.

Senior Software Engineer, IBM

- Part of the modernized migration team. Analyzed the existing system and came up with recommendations for migration of the same. Regularly meeting with different stakeholders to understand their requirement and provide solutions from the development team's perspective.

Senior System Engineer, Infosys Ltd.

- Developed and enhanced application to provide end to end solutions for the retail client. Automated several manual tasks to reduce FTE hours and save client budget. Presentations of reports to the client and different stakeholders.

Programmer Analyst, Cognizant Technologies Solutions

- Developed and maintained application for insurance application.



INFO

Experience: 67 months

Companies: Envestnet Yodlee

Function(s): Data & Analytics, Business Intelligence

Domain(s): BFSI, Investment Domain, Wealth Management

Qualification: B.Tech

Specialization: Computer Science

Institute: NIT Jamshedpur

Certifications: Six Sigma- Green, Digital Business Strategy



NITESH KUMAR JHA

CAREER SUMMARY

5+ years of experience in Data Analytics space and product Development. Worked on Data products for Hedge Funds and Wealth Management clients. Delivered valuable insights through Analytics, visualization techniques and data driven methods and latest industry technologies.

WORK EXPERIENCE DETAILS

Associate Specialist, Envestnet Yodlee

- Handled a couple of major customer deliverables in the investment space which became the main revenue contributor in the next three quarters by serving 16 clients and revenue worth 8 million.
- Created monitoring framework for various RNN, CNN models to improve customer experience.
- Led a team of 6-8 people and handled various stakeholders from sales team, customer engagement team, Product team, Engineering and Quality assurance.
- Handled Innovation Fest in 2019 and won the first prize.
- Led Research on Dark Data

Senior Software Engineer, Envestnet Yodlee

- Worked on creating user demographics project to identify user income band based on customer transactions.
- Created algorithms to prevent data privacy leakage.
- Helped in Transition from Db structure to AWS based data handling.
- Created Framework for validation of models.



INFO

Experience: 64 months

Companies: Airbnb, Deloitte, EY

Function(s): Data Analytics, Data Science, Risk Analytics, Product Analytics

Domain(s): Financial Services, Travel / Hospitality

Qualification: B. Tech

Specialization: Computer Science and Engg.

Institute: The Northcap University (formerly ITM University)

Certification(s): Alteryx, Tableau



PRAVEEN MEHRANIYA

CAREER SUMMARY

Over 5 years of work experience in providing analytics and consulting solutions, stakeholder management and project management service across areas of Financial Services and Travel/Hospitality domain. Delivered valuable insights through analytics, visualization techniques and advanced data-driven methods.

WORK EXPERIENCE DETAILS

Senior Business Analyst, Airbnb

- Developed a regression model to predict volume of tickets generated (booking/check-in issues); Helped stakeholders in scaling ambassadors and increasing Ticket Occupancy score by 11%
- Designed dashboards to provide intuitive insights on ambassadors' key performance metrics
- Improved average NPS score by 2.2% by identifying and training the below par performing ambassadors

Solution Advisor, Data Analytics, Deloitte

- Led a 3-member team to provide services in analytics and visualization solutions to US clients
- Automated the financial processes for a healthcare client; generating annual recurring benefit of USD 1.2 Mn

Consultant (Senior), Risk Analytics, EY

- Performed statutory risk analytics and IT general controls testing for several Fortune 500 clients
- Devised churn rate predictive model for a leading telecom giant



INFO

Experience: 84 months

Companies: CRMNEXT, Purple.com

Function(s): Techno Functional Consulting, Product Management

Domain(s): Banking and Insurance, Ecommerce

Qualification: B.Tech

Specialization: Electronics & Telecommunications

Institute: College of Engineering, Roorkee



PRAVEEN CHANDRA UPADHYAY

CAREER SUMMARY

7 years of experience in techno functional consulting in BFSI domain for clients in South East Asia and USA region. Expertise in international client engagements, product and solution design, project implementation strategy, business analysis, change management in multi-stakeholder environments.

WORK EXPERIENCE DETAILS

Lead Consultant, CRMNEXT (Acidaes Solutions Pvt Ltd.)

- Assessment of client requirements for business process Implementation. Responsible for requirement gathering, analysis of scope of the business.
- Interacting with technical, production, and business teams to ensure full life-cycle implementation with adherence to quality and Timeline
- Strategy development for reducing the cost of implementation and increasing revenue.
- Involved in internal product enhancements as per market standards and business needs to improve product competency in market.
- Formulated strategies for best practices and functional solutions while adhering to change management, impact analysis and gap analysis.

Assistant Manager, Purple.com

- Business development for salon finder.
- Reports and Dashboard creation of operation activities for senior management.
- Recommended strategies for better customer engagement and revenue generation on salon finder.



INFO

Experience: 64 months

Companies: Amdocs

Function(s): Software Product Development, Testing & Support, R&D

Domain(s): IT, Telecom

Qualification: B.Tech

Specialization: Electronics & Communication Engg.

Institute: VIT University, Vellore

Certification(s): Competent Communicator & Competent Leader-Toastmasters International



RAHUL SINGH THAKUR

CAREER SUMMARY

5+ years of experience, including business trips to Mexico, Israel & Kenya, working in cross-team agile projects, doing development, testing, deployment, and support for B2B products. Worked on design gaps, led a team, trained new joiners, and interviewed candidates.

WORK EXPERIENCE DETAILS

Back-end Software Developer (Advanced), Amdocs

- Led team meetings and assisted in managing projects.
- Headed a team to deliver new product capabilities to sell wireless devices for an American telecom client – Comcast.
- Customized features for a Kenyan telecom client - Safaricom, provided on-site product support & flows related assistance to the end-users for the launch.
- Worked on design gaps that involved attending numerous meetings with stakeholders to develop & deliver solutions.
- Took full ownership of a product module & became a crucial focal point in the team.
- Highlighted inefficiencies in onsite product support management that resulted in streamlining and improvement of the processes involved.
- Worked on different products (CPQ, Ordering, CRM, etc.)



INFO

Experience: 65 months
Companies: Titan Company Ltd.
Function(s): Workflow and Solution Designer
Domain(s): Consumer Goods & Services
Qualification: BE.
Specialization: Information Science & Engineering
Institute: The National Institute of Engineering, Mysore



RAKSHITH M

CAREER SUMMARY

5+ years of experience as a Workflow and Solution Designer in Business Process Automation and Enterprise Content Management for diverse functions. Expertise in agile methodologies and version controls and various full stack technologies.

WORK EXPERIENCE DETAILS

Solution Designer, Assistant Manager, Titan company limited.

- Led end to end designing and implementation of process automation for diverse industries like Watches, Jewellery, precision engineering and eyewear.
- Process designing, requirement gathering, POCs, UI Designing, Technical Specification document and customer support.
- Implemented end-to-end product lifecycle process for Eyewear business to improve its efficiency and transparency.
- Responsible for improving the efficiency of Gold Rate updating across 320+ stores, increasing out-turn time by nearly 30%.

Workflow Developer, Software Engineer, Titan company limited.

- Collaborated with cross functional stakeholders for design & development of deliverables.
- Managed to migrate workflows, close to 100K instances, to newer version of the platform IBM BPM.
- Provided Content Management solutions to various process and applications including SAP with IBM FileNet.



INFO

Experience: 62 months
Companies: Cornerstone OnDemand, TATA Consultancy Services, KleverKid
Function(s): IIT Consulting and Software QA
Domain(s): Pharmaceutical & Talent Management
Qualification: B.Tech
Specialization: Computer Science
Institute: GNDEC, Ludhiana
Certification(s): ISTQB Foundation level



SAHIL SHARMA

CAREER SUMMARY

5+ years of experience in IT consulting, Production Support and Software Test Automation in Pharmaceutical and Talent Management industry with various international clients and teams. Have worked in Agile Model and have been awarded 8+ times for the contributions made.

WORK EXPERIENCE DETAILS

Software Engineer, Engineering, Cornerstone OnDemand

- Individual Contributor in Testing in a Scrum Team of 6.
- Automated test scenarios with 90% coverage, reducing overall deployment efforts by 80%.
- Applied Agile Delivery methods to simplify testing process through iterative development.

System Engineer – Computer Consultancy, TATA Consultancy Services

- Worked for 2 major US based and 1 Irish Pharmaceutical client in cross functional teams.
- Reduced client escalations by 35% through bug priority and severity management.
- Visited Ireland for 1 month, post which led a team of 4 for project delivery.

Operations Executive, Operations, KleverKid

- Handled sales, and operations of an Education Startup in India.
- Ensured high quality information available on website through interactions with various stakeholders.



INFO

Experience : 123 months
Companies: FIS, DXC Technology, Infosys
Function(s): Tech Consulting, Project Management, QA & Prod support
Domain(s): BFSI, Retail
Qualification: B.E.
Specialization: IT
Institute: Medicaps Inst. of Tech & Mgmt
Certification(s): Scaled Agile-Leading SAFe 5.0



SAMEER WADHWANI

CAREER SUMMARY

10.3 years of experience in IT including 3 months onsite at US for client presentation on mitigating SLA risks through batch automation. Well-versed in all SDLC phases & adept at service-delivery, production-support, QA & tech consulting for BFSI & Retail clients.

WORK EXPERIENCE DETAILS

Senior Team-Lead: Billing-Profiters(BFSI), FIS

- Led a team of 9 to develop expedited payment-solution by correcting price-list defects on merchant billing, saving 12% costs & received 'We Lead the Way: Creative award' award for the same.
- Recognized with 'We Win Together - Collaboration award', for exemplary work in transitioning Partner-Payment-solutions into batch for improved execution time.

Product-Developer: Insurance(P&CLife), DXC Technology

- Appreciated with SPOT-award for consultation to insurance-giant for correcting policy cycle-errors, reducing manual re-work hours by 30%.
- Removed contention among agent tiers to ensure fair pay-cycle and commission-distribution to agents.
- Streamlined heat-tickets by automated job-processing to enable 20% faster turnaround-time in issue-resolution.

Systems-Engineer: Computer-Assisted-Ordering (Retail), Infosys

- Administered user-interface which parses back-end feed to determine optimized inventory ordering at all stores to cut-down overhead by 15%.



INFO

Experience: 124 months
Companies: BNP Paribas ISPL, Cognizant, TCS
Function(s): Project Management, Business Analyst, Business and Tech Consultant
Domain(s): BFSI, Healthcare
Qualification: B.E.
Specialization: Information Technology
Institute: SSGMCE Shegaon, SGB Amravati University



SANKET CHAWRE

CAREER SUMMARY

10.3 years of experience, including 3 years in the USA, in service delivery, product development, project management, business and tech consulting, digital transformation and business analyst roles in Data Management for various clients in the BFSI domain across NA, Europe, and APAC regions.

WORK EXPERIENCE DETAILS

Assistant Manager, Project Manager, BNP Paribas

- Managed the data governance project to implement IT independent Data Quality processing, reducing overall DQ cycle by around 40% on monthly basis
- Initiated a data governance project to improve data security protocols using Big Data to implement server-based processing

Senior Associate, Project Lead, Cognizant

- Handled CTO, BU Head level client engagements during critical issues and programme implementations, earning revenue of around USD 22 millions
- Worked on multiple proof of concepts to design solutions per requirements

IT Analyst, Team Lead, TCS

- Managed migration from Oracle to Teradata for Data Quality project with the team of 24
- Designed and lead the implementation of tool to generate data anomaly report of General Ledger balances



INFO

Experience: 98 months
Companies: Webbeast Solutions, TCS
Function(s): Service Delivery Management, QAPM, Application Support
Domain(s): BFSI
Qualification: B.E.
Specialization: I.T.
Institute: C.M.R.I.T, VTU
Certification(s): ITIL Foundation Level



SHALINI JHA

CAREER SUMMARY

8+ years of experience in Service Delivery Management, Client Engagement, Team Management and Quality Assurance Product Management as an I.T analyst in Banking Finance Services (BFSI) domain. Served Client facing role with cross functional teams across US, HK, and UK.

WORK EXPERIENCE DETAILS

Senior Software Engineer, Incident Manager, Morgan Stanley

- Led a team of seven members for monitoring, managing service delivery, implementation and integration of the data.
- Improvise the end to end ownership of critical incidents from 85% to 96% and improved the SLA compliance to 96% as per the project requirement.
- Improved the ticket resolution turnover time by 90%, streamlined clients ticket resolution workflow processes.

I.T. Analyst, TCS

- Prioritized, escalated and resolved the critical issues raised by the clients or the various cross functional teams and reduced the turnaround time by 70%.
- Achieved 0% deviation from process compliance in terms of sockeye workflow, service now workflow and escalation workflow.
- Instrumental in achieving 100% Customer Satisfaction Index for two consecutive peak trade periods.



INFO

Experience: 116 months
Companies: DXC Technology, Tech Mahindra Ltd.
Function(s): Proxy Product Owner, Quality Assurance (IT Service Delivery)
Domain(s): Healthcare & Lifesciences, Retail, Telecom, BFSI
Qualification: B.Tech
Specialization: Electronics & Communication Engg.
Institute: NIET, Gr. Noida
Certification(s): ISTQB Foundation



SHIMANI YADAV

CAREER SUMMARY

9+ years of diverse experience in business analysis, quality assurance, global client engagement, leading and training teams. Served multiple clients across the globe in end to end digital transformation initiatives. Received multiple awards and recognitions for business management and innovation.

WORK EXPERIENCE DETAILS

Proxy Product Owner/Senior Quality Assurance/Testing Lead /SME, DXC Technology

- Worked as Proxy Product Owner and as a member of Innovation and Thinktank team.
- Worked as Senior Quality Analyst and Testing Lead.
- Responsibilities: Analysing business requirements and Creating user stories, Leading an application testing team for a healthcare product, Impact Analysis, Preparing Test Strategies and Test Reports, Mentoring and Recruiting, Test Management and Team Management.

Software Engineer, Quality Assurance/Module lead, Tech Mahindra Ltd.

- Worked as Quality Analyst in domains such as Telecom, Banking, Insurance and Retail. Worked as module lead for 2 critical modules for AT&T client.
- Responsibilities: Analysing business requirements and creating user stories, leading an application testing team for a healthcare product, impact Analysis, preparing test strategies and test Reports, mentoring and recruiting, test Management and team Management.



INFO

Experience: 66 months
Companies: Accenture, TCS, CEC- South Africa, Sahara Systems
Function(s): IT, Native SAP HANA
Domain(s): Resources, Products, Media & Telecom
Qualification: B.Tech
Specialization: Information Technology
Institute: NIET, Greater Noida
Certifications: Product Management from Duke University CE



SHUBHAM SINGH

CAREER SUMMARY

5+ years of global IT experience. Innovative, reliable, and smart working team player. Aim to use Product Management skills to deliver client-oriented solutions. Technical experience in the latest IT solutions such as Cloud Computing (AWS), and SAP HANA.

WORK EXPERIENCE DETAILS

Senior Analyst, Application Development, Accenture

- Conceptualize and build new design and data models for increasing visitor engagement
- Awarded "Pinnacle Award" for seamless collaboration in August 2020

Senior SAP HANA Developer, Tata Consultancy Services

- Re-architecture SAP HANA landscape for performance optimization
- Reduced the report generation time by 50% by developing alternative solutions on SAP HANA
- Awarded "Star Performer of The Month" by Tata Consultancy Services in January 2019

SAP HANA Developer, CEC - South Africa

- Conducted market and user research while developing new and cost effective BI solution for SMEs in South Africa
- Reduced the cost of existing solution by 25% by adapting to newer technologies



INFO

Experience : 94 months
Companies: Zensar and Capgemini
Function(s): Group Lead/ Developer(Project Management)
Domain(s) : Retail, Insurance
Qualification: B.E.
Specialization: Electronics and Telecommunication
Institute: BIT Bhilai, CSVTU



SIDDHARTH GAUTAM

CAREER SUMMARY

Over 7.5 (15 months onsite) years of experience in application development and maintenance, project management consulting, business analysis and process improvement, client, stakeholder and team management in various projects in retail and supply chain domain.

WORK EXPERIENCE DETAILS

Group Lead/Sr software Developer, Project Management, Zensar

- Led a 15-member team providing 24/7 support to a UK based retail client, managing their supply chain and warehouse management systems.
- Resolved a long withstanding issue with the metered stock segment of the business, a highly profitable section.
- Oversaw the migration of warehouse management systems from DLX to JDA-Dispatcher. Formulated Disaster recovery plan for the new system.
- Received annual award and performance award from Client which involved nominations from all stakeholders.
- Reduced ticket count by more than 60%.

Sr Software Developer, Application Development, Capgemini

- Responsible for application development in the policy writing department of a US based insurance company.
- Completed the POC for clean-up listing automation and presented the idea to the client.



INFO

Experience: 79 months
Companies: SEW, Wise Kites, Virtubox
Function(s): Agile Project Mgmt., Product Mgmt., Solution Architecture, Mobile App Lead
Domain(s): eCommerce, Utility, Enterprise Applications
Qualification: B. Tech
Specialization: IT
Institute: IIMT, Greater Noida
Certification(s): Business Analyst



SMIT YASH

CAREER SUMMARY

6.7 years of experience in architecting and performing digital transformations for businesses with expertise in eCommerce, mobile applications, cloud, IoT, and digital payments. Responsible for strategic problem solving, pre-sales, sprint planning, product management, agile project management, client engagement, and delivery.

WORK EXPERIENCE DETAILS

Module Lead - iOS, SEW

- Led the development of IoT-based eCommerce SaaS applications for utility companies in the US.
- Received 4.9 out of 5 stars in AppStore with more than a million consumers for one of the applications. This was used in the organization's marketing campaigns.

Founder, Wise Kites Technologies

- Ideated and executed the development of an eCommerce SaaS product for tier-2 cities of India.
- Partnered with 5 clients for the product.
- Provided digital solutions and strategies to a US-based client for their real-time eCommerce SaaS product.

Senior Software Engineer - iOS, Virtubox Infotech

- Led the development of B2B mobile application used by retailers to procure goods from manufacturers and distributors.
- Completed 2 years' development target within a year.



INFO

Experience: 63 months
Companies: Larsen & Toubro Infotech Ltd., Saama Technologies Pvt Ltd.
Function(s): Analytics, IT Consulting
Domain(s): BFSI
Qualification: B.E.
Specialization: Electronics and Telecommunications Engg.
Institute: YCCE, Nagpur
Certification(s): Data Science by John Hopkins (Coursera), AWS certified Developer (Udemy)



SOHAM SALUI

CAREER SUMMARY

5+ years of experience in consulting, product development, team & client management specializing in providing core banking solutions to one of the top corporate banks of the US and similar solutions for Insurance clients too. Received 3 top performance awards.

WORK EXPERIENCE DETAILS

Senior Data Engineer, Anti-Money Laundering, Larsen & Toubro Infotech Ltd.

- Developed new Predictive Analysis based tool for client that detects suspicious transactions for different regions.
- There were many industry monitoring systems but by choosing and bringing down all the systems to a single platform we could reduce the operating cost significantly.
- Scaled the product to achieve USD 2 Bn within first 2 weeks of going live.
- Designed a new framework for high-performance testing of the tool working on data coming from 20 countries.
- Also enhanced the system for multiple Issue Management Remediations that were prevailing in Oracle (legacy) platform.
- Reduced the number of false positives significantly from 60% through feature engineering on 4000+ features reducing cost by approx. 0.8 million\$ in each line of business.



INFO

Experience : 78 months
Companies: Tibco Software Inc, Tech Mahindra Ltd.
Function(s): Functional Consultant, Development, Team Lead
Domain(s) : BFSI, Telecom, Logistics
Qualification: B.E, M.Tech
Specialization: Mechatronics, Software Systems
Institute: MIT Manipal, BITS Pilani
Certification(s): Tibco BE 5 Pro



SOMDUTTA NATH

CAREER SUMMARY

Seasoned IT Consultant, with 6.5 years' work experience. Primarily worked in BFSI, Telecom, Logistic domain. End to end middleware design, development and delivery. Proven track record in the field of Functionality design, Requirement gathering, Public Speaking and Mentoring

WORK EXPERIENCE DETAILS

Associate Consultant Senior, Tibco Software Inc

- Involved in banking domain mainly on offer lifecycle, new offer/campaign creation and maintenance of BAU
- Worked with telecom giant such as, Reliance 4G. Built solution for a large-scale integration of telecom components and order orchestration/journey.
- Responsible for design and development of modules, coordinating with customer, requirement gathering

Software Developer Senior, Tech Mahindra

- Involved logistics domain, solution built for large Rail Road, monitoring freight car condition, to perform preventive repairs or rectifications.
- Re-engineering of existing technology, building new solution with advanced technology with enhancement.



INFO

Experience : 101 months
Companies: Tata Consultancy Services Ltd.
Function(s): Product Lifecycle Management, Data Analytics, IT Consulting, Training & Development
Domain(s) : Automobile, Energy, Manufacturing
Qualification: B.TECH
Specialization: Mechanical
Institute: SRM University, Chennai
Certification(s): Business Analyst, Agile (TCS Internal)



SUNIL KUMAR

CAREER SUMMARY

IT professional with 8+ years of experience in PLM, Data Analytics, Visualisation and Reporting, IT consulting, in Automobile, Manufacturing & Energy domains. Awards & Appreciations – Learning & Development Award, (S)miles Awards, DAG appreciation for Project management activities, Client Appreciations

WORK EXPERIENCE DETAILS

IT Analyst, Team Lead, TCS

- Data Analytics, Visualisation, Reporting & Benchmarking support (BEV & Hybrid vehicles - US, Europe & Middle East market)
- Predictive Analytics for vehicle highway safety features, EDAs for customers complaints logs.
- Automated various reports on design checks, reduced design check activity time by 50 %.

System Engineer, Team Lead, TCS

- Managed setting up of 3D holography -AR device project worth INR 15 CR for a defence client. and developed walkthrough modules for high profile visits and defence expos.
- Trained a team of 30 freshers for complete integration of 2D schematics data with 3D data product structure on PLM platform. The activity ensured correct mapping of components in product structure, reducing BOM validation time by 40 %



INFO

Experience: 69 months
Companies - Infosys
Function(s): Technology Consultant, Test Analyst, System Engineer
Domain(s): Telecommunications (OSS/BSS)
Qualification: B.Tech
Specialization: Electronics & Instrumentation Engg
Institute: Techno India, WBUT
Certifications: Customer Analytics by UPenn, ISTQB Foundation level, A-Z Machine Learning



SUSHMITA KUSHARI

CAREER SUMMARY

5.8+ years in Telecommunication Domain. Expertise in subscriber acquisition and retention. Onshore APAC leadership in developing market segments in areas such as wireless, broadband, and internet. Proficiency in developing Business Proposal Pitches, Data analysis & modelling, and Quality Assurance – Functional/Integration/UAT.

WORK EXPERIENCE DETAILS

Technology Analyst Consultant, Infosys Consulting

- Accomplished digital transformation via NLP Chatbot to assist remote operations, proactive resolution etc., improving customer satisfaction (NPS score +50).
- Implemented AI-driven churn prediction model to reduce the churn rate of NZ telco, facilitated customer retention by 25% and enhanced profitability.
- Streamlined forward logistics of a US Telco by techniques including demand forecasting, inventory turnover improvements, and process optimization.

Test Analyst, Infosys Limited

- Led implementation of data and voice services across broadband, fibre, internet services etc. for mass consumers and small business customers, resulting 15% increment in customer acquisition.

System Engineer, Infosys Limited

- Saved man effort by early identification of defects in project design and reduced the defect injection rate by 10%, increasing repeat business by 25%.



INFO

Experience: 69 Months
Companies: Accenture, Tech Mahindra, Mindtree
Function(s): Big Data and Analytics
Domain(s): BFSI(Banking) and Retail
Qualification: B. Tech
Specialization: Electronics and Electrical
Institute: KIIT University, Bhubaneswar
Certifications: Power BI, Talend



TANUJA NAIK

CAREER SUMMARY

5 years 9-months experience in retail and banking domain. Experience in product development and client engagement with expertise in translating complex customer needs into requirements and creating use cases & flow diagrams. Possess in-depth experience in Data Warehousing and ETL.

WORK EXPERIENCE DETAILS

Team Lead, Big Data and Analytics, Accenture

- Conducted operational assessment of as-is process & documented functional, non-functional business requirements to track critical KPIs for one of the leading banks in India.
- Collaborated with cross functional stakeholders - engineering, product & business- to ensure seamless delivery of requirements.

Module Lead, Data Analytics, Tech Mahindra:

- Spearheaded the development of data lake for one of Singapore based telecom organizations.

Senior Engineer, Data and Intelligence, Mindtree

- Designed and implemented solutions to collate customer, product specific data from multiple systems and defined a single source of truth for a retail giant.
- Reduced execution time by 70% and maintenance cost by 20% by developing reusable components and optimizing ETL process.



INFO

Experience: 60 months
Company: ADP India
Functions: SAP Consulting
Domain: Payroll
Qualification: B.Tech
Specialization: Electronics and Biomedical Engineering
Institute: Model Engineering College, Cochin



V VISHNU GOPINATH

CAREER SUMMARY

I am an SAP Payroll Implementation Consultant, with a work experience of five years at ADP India Pvt Ltd. Apart from end to end payroll implementation projects, I have also worked on Workday integration and Interface testing projects.

WORK EXPERIENCE DETAILS

Senior Associate Functional Consultant, ADP India

- Implemented Payroll successfully for large clients with headcount of more than 2000 employees, generating close to 7 USD revenue per pay slip.
- Implemented multiple payroll projects within a short timeline of seven months.
- Enabled easier online tracking of payments for clients.
- Successfully performed implementation for a UK client, which resulted in Lead Consulting opportunities being assigned to the offshore team for the first time.
- Fixed a showstopper issue for a global client, ensuring that the deadlines were met.
- Enabled a client to smoothly transition to a new set of general ledger accounts for UK and Hungary.
- Actively trained and mentored new joiners.



INFO

Experience: 73 months
Company: WIPRO
Function: Service Delivery Management
Domain: IT, BFSI
Qualification: B.C.A.; M. Tech
Specialisation: Software Engineering
Institute: B.C.A. – Maharaja Surajmal Institute, New Delhi. M.Tech - BITS, Pilani



VAISHALI HARIRAMANI

CAREER SUMMARY

6 years of experience in IT Service Management for the North region of Standard Chartered Bank monitoring 32 locations with 1500 users. Received multiple awards and client appreciations.

WORK EXPERIENCE DETAILS

Senior Project Engineer, WIPRO

- Led a team of 4 people responsible for supervising, executing, and delivering IT support for Standard Chartered Bank.
- Achieved and maintained a customer satisfaction score (CSAT) of 99.5% for IT support and maintenance for Standard Chartered Bank.
- Collaborated with client's compliance management team and ensured the client to adhere with compliance requirements.
- Analysed system centre configuration manager reports and decreased tickets reported by 10%
- Facilitated communication and use of technology-based tools between Wipro's internal teams, vendors, and clients.
- Worked with a centrally located global help desk and became the final level of support to solve local and/or regional escalated issues.
- Asset management, IT helpdesk management and SOP documentation/creation.
- Administration for a US-based client for various applications.



INFO

Experience: 76 months
Companies: Bravura Solutions, Fiserv India Pvt Ltd., TCS
Functions: IT Quality Assurance
Domain: BFSI
Specialization: Mechanical Engineering
Institute: SRM Institute Of Engineering & Technology, Chennai
Certification: ISTQB, Agile Professional Certification (Fiserv)



VISHESH MANGAL

CAREER SUMMARY

Over 6 years of diverse experience at leading IT Products and Services firms as a Quality Assurance Specialist, providing innovative solutions across BFSI domain. Expertise in Quality Assurance, Client Engagement, Agile Practices, Process implementation, Business requirement gathering and requirement analysis.

WORK EXPERIENCE DETAILS

Senior Analyst, Quality Assurance, Bravura Solutions

- Spearheaded test management and engaged with clients to implement new solutions in a wealth management product, thereby increasing revenues by 2 million AUD.
- Formulated Automated Test frameworks to streamline test activities and business analysis, thereby reducing the effort by 17 days per iteration.

Senior Test Engineer, Quality Assurance, Fiserv India

- Got Exposure to key banking functionalities such as ACH Payments, Electronic Check processing and Positive Pay.
- Awarded level 5 award for the Implementation of Net-Banking solutions for multiple clients.

System Engineer, Quality Assurance, TCS

- Team lead for the software testing activities of 5 Applications for the Insurance client.
- Started Automation testing in the Project, thereby reducing the regression testing efforts by 70%.



INFO

Experience: 99 Months
Company: Tata consultancy services
Functions: Service delivery management, IT Consulting
Domain: Healthcare
Qualification: BE
Specialization: Mechanical
Institute: R.M.K Engineering College, Anna University, Chennai
Certification: AZ-900: Microsoft Azure Fundamentals



VIVEK SHANKARASUBRAMANIYAM

CAREER SUMMARY

8 years of experience in service delivery, client engagement, team management across multiple geographies, digital transformation for a major Healthcare client, with 15+ awards including contextual master award for acquiring deep knowledge of the customers business and delivering exponential value.

WORK EXPERIENCE DETAILS

Assistant Consultant, Team Lead – TCS

- Lead a team of 12 to build a key module of new care management model worth 100 Million USD involving digital technologies such as cloud, salesforce and mulesoft.
- Provided process improvement worth USD 100k by reducing manual effort through automation and performance tuning.
- Contributed to create assets related to US Healthcare, BACOE (Business analyst centre of excellence) activities, business models.

IT Analyst, Application Developer – TCS

- Worked in one of the top 50 client's strategic initiative for the decade to build a 360-degree consumer view for seamless service delivery, which involved agile based development and migration using business intelligence tools and webservices.
- Created multiple dashboards for reporting and high-level decision making.



INFO

Experience: 78 months
Companies: Goldman Sachs, EY, Landis+Gyr
Function(s): IT Consulting, Product & Risk Management
Domain(s): BFSI, Pharmaceutical & Energy
Qualification: B.Tech
Specialization: Computer Science
Institute: MSIT, New Delhi
Certification(s): PRINCE2® Practitioner, AWS Cloud Practitioner, Certified Scrum Master



VAIBHAV JATANA

CAREER SUMMARY

Seasoned Risk management professional with 6.5 years of diversified work experience in IT consulting, Product management, IT audit and Risk assurance. Proven track record in leading Technology audits, Application Control Reviews, designing Risk and Compliance framework and handling multiple clients globally.

WORK EXPERIENCE DETAILS

Associate, Internal Audit, Goldman Sachs

- Led a team of 9 people responsible for executing Product Audits in the Investment Management division
- Reduced risk of financial misstatements, developed audit strategy, audit programs, process improvement strategy and executed QA reviews

Consultant (Senior), Risk Assurance, EY

- Evaluated the design of IT controls, application controls and its impact on the business
- Executed 15 SOX 404 internal, external and information security audits for a number of companies in US and UK

Full Stack Product Developer, Software Engineering, Landis Gyr

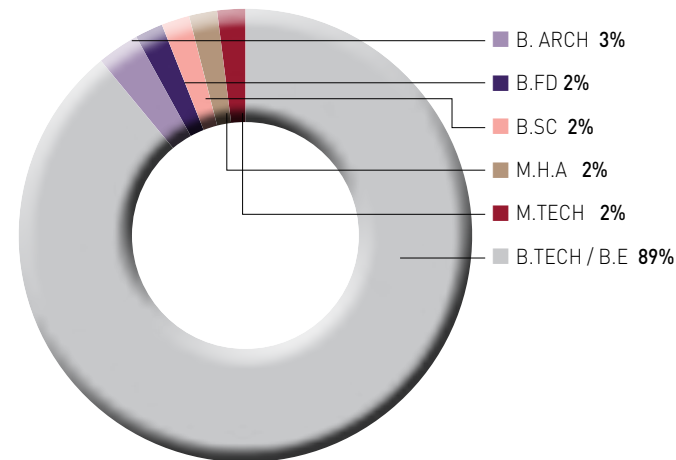
- Developed multiple product features for a smart grid solution to expand product functionality
- Formed Business scenarios and project plans to build a flagship product of the company that created \$15M revenue

OPERATIONS & SUPPLY CHAIN

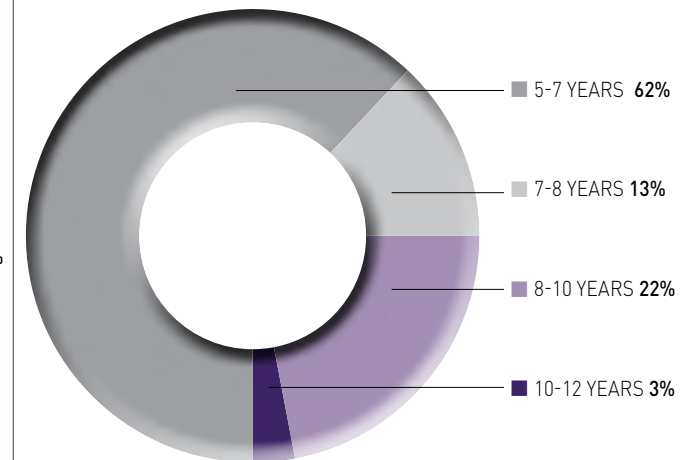
OPERATIONS & SUPPLY CHAIN

- The Operations & Supply Chain cohort has an average industry experience of 6.8 years in domains such as Aerospace / Defense, Analytics, Automotive, BFSI, Consulting, Edu-Tech, FMCG, Healthcare / Life Sciences, Infrastructure / Construction, IT Product & Services, Manufacturing, Power / Energy & Utility, Retail / Ecommerce and Shipping.
- The incoming participants hold prior experience in key business roles such as Consulting, Product Design, Demand Planning, Project Management, Product Development, Sourcing & Procurement, Quality Control and Supply Chain & Logistics to name a few.
- The International Immersion at Eli Broad College of Business, Michigan State University in the US enables the participants to learn finer aspects of supply chain by taking up course in Integrated Supply Chain Management.

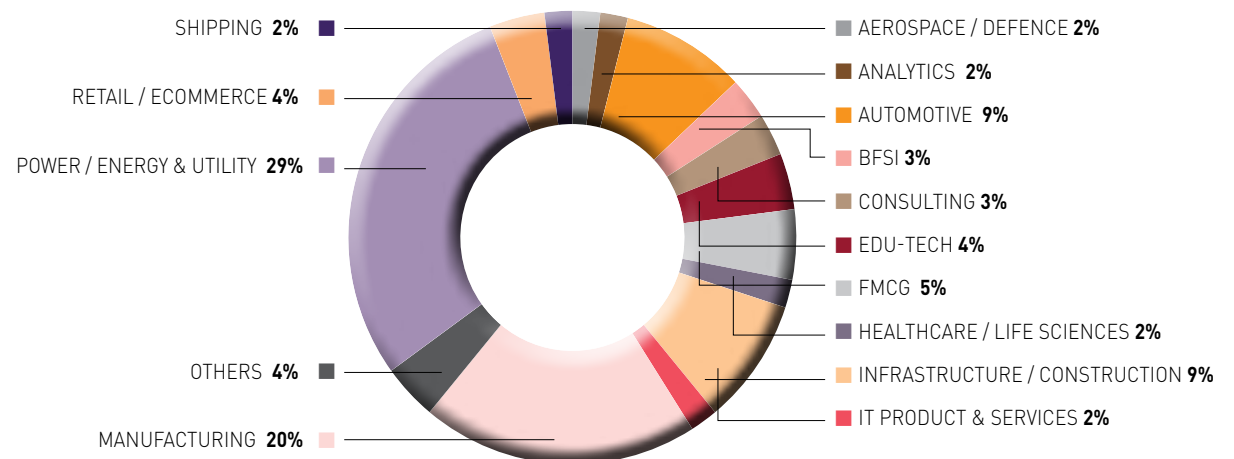
EDUCATIONAL BACKGROUND



WORK EXPERIENCE



INCOMING DOMAIN



OPERATIONS & SUPPLY CHAIN INDEX For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
1	Abhijeet Ghosh	FMCG	Operations & Supply Chain	78 months	47
2	Abhijeet Kumar Mishra	Power	Operations and Production Managment	113 months	47
3	Abhishek Chatterjee	Consulting, Power Distribution, Smart Metering	Technology Consulting, Product Development, Business Process Improvement	66 months	47
4	Akash Kshirsagar	Manufacturing Industry	Sales & Proposal	65 months	47
5	Amey Khot	Power Generation	Operations and Management	66 months	48
6	Ameya Khedkar	Construction - EPC	Project Management, B2B Sales, Costing & Estimation	63 months	48
7	Anish Manchali	Steel Manufacturing	Project Management	78 months	48
8	Ankur Ghosh	Transportation/Infrastructure	Design Engineer	72 months	48
9	Aricarevula Vikas Sarma	Oil & Gas	Design and Maintainence	66 months	49
10	Arjun Khanna	Automotive	Quality Management, Business Process Improvement	79 months	49
11	Arka Roy	Oil & Gas, Consulting	Domain Consultant	81 months	49
12	Arnab Dey	Manufacturing	Project Planning and Control, Industrial Automation, Vendor management, Quality Control	96 months	49
13	Ashutosh Singla	Manufacturing	Product Management, Waste Mangement, Vendor Management	121 months	50
14	Craig Dsouza	Manufacturing	General Management, Project Management, Business Development	75 months	50
15	Deepak Chauhan	E-Commerce	Warehousing Operations	93 months	50
16	Deepak Singh	Manufacturing	Operations Management and Operational Excellence	64 months	50
17	Harsh Shrivastav	Automotive	Vendor Development, New Product Development, Supplier Quality Assurance	64 months	51
18	Ishan Rastogi	Retail and E-commerce	Operations Research, Process Management, Business Development	96 months	51
19	Jeevesh Anand	Defense	Operations, Logistics, Administration, Supply Chain	76 months	51
20	Ketki Chitale	EPC, Oil & Gas	Consulting – Engineering, Design, Project Management	70 months	51
21	Dr. Manek Ghadiali	Healthcare	Service Operations	65 months	52
22	Manishkumar Singh	Oil & Gas	Project Management, Design Engineer, Planning Engineer	113 months	52
23	Md Shahnawaz Ansari	Mining	Operation Management	78 months	52
24	Mehta Giriraj Ghanshyam	Oil & Gas	Operations Management, Project Management	86 months	52
25	Mohammed Yunus Salman	Construction	Project Execution and Contract Managment	72 months	53
26	Neelabh Kumar Rai	Defence [Govt. of India]	Operations and Strategy, Administration, Resource Management	85 months	53
27	Nikhil Batra	Petrochemical	General Management/ Project Management	78 months	53
28	Nitish Mahato	Infrastructure	Project Management, Design & Planning, Business Development	64 months	53
29	Pankaj Bhatt	Oil & Gas	Engineering & Operations	103 months	54
30	Poojan Bhatt	Energy/Engg Services	Product Services Operation	61 months	54
31	Prabhsahil Singh Chhina	Shipping (Maritime Trading)	Officer In Charge Of a Navigational Watch	67.5 months	54
32	Pradip Kakade	Energy Management	Production Planning & Control, Product Care, Techincal Order Processing	77 months	54
33	Prashant Tripathi	Manufacturing	Engineering/R&D	67 months	55
34	Prateek Mittal	EPC, Oil & Gas, Energy	Consulting-Engineering, Project Management, Procurement, Problem Solving	96 months	55

For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
35	Puneet Walia	FMCG	Production Planning, Operational Excellence	62 months	55
36	Purnaneel Ray	Energy Utilities	O&M, Procurement/Inventory Control, Quality Assurance	100 months	55
37	Ranjan Krishna Sahu	Automotive	Design Quality Management	113 months	56
38	Ravi Kachhawaha	Metal	Business Excellence and Plant Operations	84 months	56
39	Rishov Sarkar	Energy	EPC Engineering	100 months	56
40	Rohan Mahajan	EPC, Oil & Gas	Consulting – Engineering, Design, Project Management	65 months	56
41	Sanjay Kadel	Construction-EPC	Planning, Costing and Resource Optimization	66 months	57
42	Satrajit Goho	Construction-EPC	Project Management, Planning and Operations	66 months	57
43	Saurabh Bhandari	Oil & Gas	Planning & Operations	109 months	57
44	Saurabh Sahu	Oil & Gas, EPC Projects	Project Management, Procurement, Vendor Management, Inventory Control	80 months	57
45	Shrihari Naganur	Automotive	Product Development, Product management , Innovation Management	61 months	58
46	Shubham Khattri	Engineering and Construction	Project Management and Digital tranformation, Business Analytics	62 months	58
47	Shubham Mittal	R&D (Auto Ancillary), Manufacturing	Product Design, New Product Development, Cost Optimisation	66 months	58
48	Somak Pal	FMCG	Manufacturing	89 months	58
49	Souptik Basu	Manufacturing (Fabrication)/Cryogenics	Quality Assurance & Quality Control	79 months	59
50	Subhasish Ghatak	Health Care, BFSI, Operations	IT Consulting, Business Intelligence Solutions, Supply Chain Management, Strategy & Operations	94 months	59
51	Teja Sawant	Banking, Pharmaceutical, Textile	Corporate Real Estate & Infrastructure, Project Management & Design	117 months	59
52	Tripti Singh	Banking, Design & Engineering	Processing Officer, Engineering Consulting	102 months	59
53	Tushar Mathur	Education Technology, IT Consulting	Entrepreneurship, SAP ERP Consulting	71 months	60
54	V V S Narayana Raju Gadiraju	Renewable Energy, EPC Projects	Project Management, Process Improvement	125 months	60
55	Vivek Singh	Education Technology	Product Marketing & Growth	72 months	60



INFO

Experience: 78 months
Companies: Hindustan Unilever Limited, Britannia Industries Ltd
Functions: Operations & Supply Chain Management, Project Management
Domain(s): Manufacturing (FMCG)
Qualification: BE
Specialisation: Mechanical
Institute:- IEST, Shibpur
Certification(s): Six Sigma Green Belt



ABHIJEET GHOSH

CAREER SUMMARY

6+ years of experience in manufacturing operations, production planning, TPM and WCM implementation, scaleups and project management.

WORK EXPERIENCE DETAILS

Supply Chain Executive, Hindustan Unilever Ltd.

- Managed the delivery of a multi category strategic factory of HUL located in Kolkata, delivered year-on-year volume growth of 12%.
- Led a brownfield project (INR 60 Crores), increasing the site packaging capacity by 37%.
- Executed a project on ullage reduction and secondary packaging improvement, imparting a yearly savings of INR .35Crores in packaging material cost.

Production Officer, Britannia Industries Ltd.

- Led a cross functional team of 14 executives and managers on TQM wastage reduction project, improving the yield by 6.7 % and reducing the manpower/ton by 12%
- Implemented Autonomous Maintenance Pillar on 2 lines, reducing the unplanned breakdown by 20 % and improving the line efficiency by 7%
- Modified and redesigned the layout of packaging hall of packaging lines, resulting in manpower saving of INR 22lakhs per annum and better line balancing.



INFO

Experience: 113 months
Companies: Jindal Stainless Ltd.
Function(s): Operations
Domain(s): Power
Qualification: B. Tech
Specialization: Electrical & Electronics Engg.
Institute: SRMSCET, (UPTU)
Certification(s): Lean Six Sigma Green Belt Certification, Energy manager & Energy Auditor



ABHIJEET KUMAR MISHRA

CAREER SUMMARY

9+ years of experience in operation management, supply chain & inventory management, and project execution in the power sector with expertise in process improvement, production planning, budgeting & cost control, cross-functional team management and vendor management.

WORK EXPERIENCE DETAILS

Manager, Operations, Jindal Stainless Ltd.

- Initiated and executed optimization strategies in the raw material supply chain, saving INR 3 crore. • Achieved a 6% reduction in raw material cost by strategic sourcing.
- Led a cross-functional team for implementation of Perform Achieve & Trade (PAT) Scheme, generating savings INR of 40 lakhs.
- Achieved reduction in power consumption by 8% and improvement in plant efficiency by process optimization, saving INR 1.2 crores.
- Operation lead for implemented SAP-PM & SAP-MM module.
- Led digitalization in operations to improve the responsiveness of the plant and improved operational safety.
- Managed 3+ critical overhauling projects, responsible for project scheduling & execution.
- Selected as Fast Track Employee to be groomed for leadership roles.



INFO

Experience: 66 months
Companies: PwC, Calcutta Electric Supply Ltd.
Function(s): Technology Consulting, Product Development, Business Process Improvement
Domain(s): Technology Consulting, Power Distribution-Metering
Qualification: B.E
Specialization: Electrical Engg
Institute: IEST, Shibpur
Certification(s): Lean Six Sigma Green Belt



ABHISHEK CHATTERJEE

CAREER SUMMARY

5.5 years of total experience spanning technology consulting, process improvement, operations, metering and IT projects. Worked on smart metering technologies, extensively managed global clientele, consulted on cloud based digital transformations and process optimizations.

WORK EXPERIENCE DETAILS

Technology Consultant, PwC

- Developed Azure cloud-based products in agile, reduced Azure resource requirements up to 40,000 INR per month
- Led a three-member team to reduce support turnaround time by 50% within six months
- Managed excellent client relationships, leading to a high impact tier performance

Executive Distribution Engineer, Calcutta Electric Supply Ltd.

- Integrated data of the first-ever Smart Metering Infrastructure in India and its migration to AWS, received 'Best Junior Employee- Udaan' award
- Handled daily meter movements and vendor negotiations, developed a custom inventory management system, received two Kaizen awards
- Led digital transformations of critical processes, reducing cycle time by 54%, won the national ASSOCHAM Energy Excellence Awards 2018
- Handled 35% of the organization revenue (3.5 billion INR/month) robustly by managing IoT solutions



INFO

Experience: 65 months
Companies: Vanderlande Industries Pvt Ltd., Thermax Ltd..
Function(s): Sales & Proposal
Domain(s): Manufacturing Industry
Qualification: B. Tech (Mechanical Engineering),
Specialization: Mechanical Engineering
Institute: Walchand College of Engineering, Sangli



AKASH KSHIRSAGAR

CAREER SUMMARY

5+ years of experience as a sales & proposal engineer in manufacturing and material handling logistics responsible for supporting sales team to win projects by offering right solutions as per client's requirement and estimating cost of products & services precisely.

WORK EXPERIENCE DETAILS

Sales Engineer, Life Cycle Services, Pune, Vanderlande Industries

- Proposed & won Bhubaneswar Airport RMR project worth 4 INR Crores.
- Prepared & delivered Life Cycle Plan to Bengaluru airport, helping client to understand life cycle status of Baggage Handling System.
- Supported South-east Asia sales team in Singapore securing a service contract with Jakarta Airport for 1 year.

Senior Proposal Engineer, Heating division in Pune (HO), Thermax Ltd.

- Handled product & project sales worth 1-3 INR crores
- Co-ordinated with sales team in implementing Salesforce in heating division
- Conducted training programs for GETs and lateral joiners in sales
- Worked in operational excellence project for creating standard sales kit which reduced proposal making time by 40%.
- Led an ISO transition project from ISO 9001:2008 to ISO 9001:2015 for sales department



INFO

Experience: 66 months
Companies: Tata Power Company Limited
Function(s): Operations & Maintenance
Domain(s): Power
Qualification: B.Tech
Specialization: Electrical & Electronics
Institute: Visvesvaraya National Institute of Technology, Nagpur
Certification: Lean Six Sigma green belt (KPMG)



AMEY KHOT

CAREER SUMMARY

5.5 years of experience in Operations of 300MW Hydro & 3MW Solar Power Plant with experience in Control Room operations, Water Management & Dam Operations, Power Plant Safety & Emergency Handling, Spares Procurement & Inventory, Electrical & Instrumentation Field maintenance

WORK EXPERIENCE DETAILS

Lead Engineer, Assistant Manager, Hydro Operations, Tata Power Co Ltd.

- Managed Control Room Operations of 300 MW Bhira Hydro Plant as Senior Operations Engineer leading a team of Technicians and Field Operations Engineers
- Managed Water Management Process of Hydros and connected Mulshi Dam Operations
- Managed remote operation of 3MW Mulshi Solar Power Plant
- Handled Instrumentation & Electrical Field Maintenance Jobs, Maintenance Overhauling, and Inventory Management & Spare procurement
- Worked on system improvement initiatives like Quality Circle Project, Plant 5S, LASER program, process digitalization initiatives & auxiliary consumption reduction
- Hydro New Technology initiative coordinator and Innovation Council Member. Initiated and completed 3+ New technology Projects
- Worked as Safety Training coordinator and Second person coordinator for (BCMP) Business Continuity Management Plan
- Worked in Trombay Thermal Plant for deputated electrical maintenance works



INFO

Experience: 63 months
Companies: Blue Star Limited
Function(s): Project Management, B2B Sales, Costing & Estimation
Domain(s): Construction - EPC
Qualification: B.E
Specialization: Electrical Engineering
Institute: SRCOEM, Nagpur
Certification(s): LSS Green Belt; Data Analytics for LSS



AMEYA KHEDKAR

CAREER SUMMARY

5+ years of combined experience in B2B sales and engineering & design for EPC projects. Responsible for sales of large value infrastructure projects and engineering for buildings and factories projects. Experienced in project management, B2B sales, client and stakeholder management, BD, estimation and costing, cost reduction and variance analysis, engineering, and planning.

WORK EXPERIENCE DETAILS

Assistant Manager, Blue Star Limited (B2B Sales, Infrastructure Projects)

- Won projects worth INR 350 million in FY 19-20.
- Submitted proposals worth INR 5000+ million.
- Generated new business opportunities by getting approval to bid from 3 corporate clients & identified 15+ business associates across the country.
- Managed 25+ vendors and 10+ government & corporate clients.
- Responsible for bidding & winning projects through BD, prospects building, lead generation, estimation & costing using CRM & ERP tools.

Assistant Manager, Blue Star Limited (Engineering, B&F Projects)

- Managed engineering for 7 projects, totally valued at INR 1500+ millions through tools like SAP, REVIT, AutoCAD & MS Projects.
- Achieved savings of INR 20+ millions over the budgeted project costs through value engineering.
- Rewarded for excellence in execution for a project.
- Managed 7+ clients, 2 functional reportees & internal stakeholders.



INFO

Experience: 78 months
Companies: JSW Steel Ltd.
Function(s): Project planning and operations
Domain(s): Manufacturing Industry
Qualification: Bachelor of Engineering
Specialization: Mechanical
Institute: Bharati Vidyapeeth College of Engineering, Navi Mumbai, Maharashtra
Certification(s): eMDP in Project Management, IIM-Kozhikode



ANISH MANCHALI

CAREER SUMMARY

6+ years of experience in operations and project planning in steel industry with specialisation in material handling logistics and supply chain and in designing layout planning of engineering equipment for bulk material storage yards.

WORK EXPERIENCE DETAILS

Junior Manager, 10 MTPA Projects, JSW Steel Ltd:

- Responsible for layout planning of raw material logistics and supply chain for 10 MTPA crude steel production that included around 220 conveyor system networks of 40 kms and Rs200 Crs.
- Tendering with technology suppliers and co-ordination with consultants for successful commissioning of 18 nos. yard stacking and reclaiming equipment worth Rs300 Crs.
- Planning and implementation of rolled member and space frame of 6 covered sheds spanning area of 1,50,000 m2 for prevention of raw material loss and degradation worth Rs 25 Crs. per year
- Planning and implementation of Dolvi captive port cycle-time performance improvement for unloading barges and unloaders such that the material handling capacity is tripled to 1 Lac tonnes/day.
- Successfully implemented mechanized wagon loading system for coking coal that led to savings in loading cost of Rs25 lacs/year connecting Dolvi and Vijayanagar plants
- Planning of operations and implementation of workplace improvement and quality technique implementation (TQM, 5S, Jishu Hozen)



INFO

Experience: 72 months
Companies: Development Consultants Private Limited, West Bengal State electricity transmission company limited, AECOM
Function(s): Design Engineer
Domain(s): Transportation/ Infrastructure
Qualification: B.E / B.Tech
Specialization: Civil Engineering
Institute: NIT Durgapur



ANKUR GHOSH

CAREER SUMMARY

6 years of experience in handling domestic and international infrastructure projects in design consulting and project management roles.

WORK EXPERIENCE DETAILS

Engineering Consulting, AECOM and WBSETCL

- Achieved a reduction in cost by 10%-12% by analyzing the scour depth in foundations in HEC-RAS in place of traditional methods, for bridges which spans across rivers.
- Optimized time of construction of 132 kV Electric Substations by adopting efficient design procedures for machine foundations and implementing new benchmarks for final drawing preparation
- Prepared the design philosophy of Elevated Metro stations and achieving the target of delivering 7 elevated metros for tendering purpose within a time period of 4 months.

Project Management, AECOM

- Prepared a project plan to organize and facilitate collaboration for India's largest Extra-dosed Bridge Project over River Brahmaputra bringing the potential time of completion from 9 years to 7.5 years.



INFO

Experience: 66 months
Companies: Reliance Industries Limited
Function(s): Design & Engineering and Maintenance
Domain(s): Oil and Gas
Qualification: B.Tech
Institute: Gandhi Institute of Technology and Management
Specialisation: Mechanical Engineering
Certification: Lean Six Sigma Green Belt



ARICAREVULA VIKAS SARMA

CAREER SUMMARY

5+ years of hands-on experience in Design & Engineering of critical equipment for Refinery and Petrochemical plants across RIL, including significant cost reduction through value engineering, Project Management and Vendor Management. Driving outcomes across teams to meet Project Schedule and Budget.

WORK EXPERIENCE DETAILS

Manager- Mechanical Design (2016-2021), Reliance Industries Limited:

- Achieved significant cost reduction of 10 crores (approx) by way of management of change and design optimization.
- Successfully carried out for the "first time" in house design of stack for emission control which is now being implemented across RIL.
- Standardized templates for design
- Review and approval of all engineering deliverables without compromising on quality for all fast track projects and site emergencies.
- Additional responsibility for identifying and implementing training needs for the department.
- Managing large number of vendors, shop visits and interdepartmental co-ordination to ensure execution against competitive bench marks.

GETI (2015-2016), RIL

- Commissioning and Maintenance of Boilers for captive power plant including contract labour management.



INFO

Experience: 79 months
Companies: Maruti Suzuki India Limited, Honda Motorcycle & Scooter India Pvt Ltd
Function(s): Quality Management, Business Process Improvement
Domain(s): Automotive
Qualification: B. Tech
Specialization: Mechanical Engineering
Institute: NIT Jalandhar
Certification(s): Green Belt in Six Sigma (ISI, Delhi)



ARJUN KHANNA

CAREER SUMMARY

6+ years of experience in Business Process Improvement, Operational excellence, Vendor & Client Management and Crisis Management with expertise in project management, problem solving, root cause analysis, data analytics, market research, product recall projects, ISO 9001 implementation, Internal & Supplier quality audits, & technical evaluation.

WORK EXPERIENCE DETAILS

Deputy Manager, Quality Assurance, Maruti Suzuki India Limited

- Resolved 25+ market complaints and achieved ~12% YoY reduction in new complaints by root cause analysis and problem-solving methodologies
- Saved INR 30 million annually by reducing warranty claim rates by 20%
- Spearheaded the project of market action for critical defect and ensured implementation of corrective action and prevention of reoccurrence.

Executive, Quality Control, Honda Motorcycle & Scooter India Pvt Ltd

- Implemented Supplier Performance Evaluation criteria based on monthly warranty claims data.
- Analytics lead for analyzing warranty data and giving insights on current & dominant patterns of market claims.
- Performed process and system audits of Inhouse departments for ensuring ISO 9001 compliance.



INFO

Experience: 81 months
Companies: Wipro, Reliance Industries
Function(s): Oil & Gas
Domain(s): Domain Consultant
Qualification: B.E / B.Tech
Specialisation: Chemical Engineering
Institute: Haldia Institute of Technology



ARKA ROY

CAREER SUMMARY

Overall 7 years of experience in plant operations, business operations, general management and domain consulting in Oil & Gas and IT consulting sector with CXO level client management experience. Expertise in process improvement, product management, business analysis, requirements management, pricing, business planning and budgeting, logistic planning, channel planning, vendor management & MIS

WORK EXPERIENCE DETAILS

Consultant, Oil & Gas Domain, Wipro

- Consulted a UK based oil & gas major, to replace their legacy global pricing system and the national oil company of Bahrain to implement a KPI and dashboard project.
- Received best Consulting Engagement Award -ENU from Managing Partner, Global Head of Consulting.

Team Lead - Planning & Analysis, LPG Business, RIL

- Gathered requirements for 2 digital transformation projects.
- Created a market expansion plan which was 10 times the current business.

Manager Operations, LPG Business, RIL

- Spearheaded project to update safety facilities and modernize a newly acquired LPG bottling plant.
- Audited bottling plant processes during plant visits to improve efficiency and profitability.



INFO

Experience: 96 months
Companies: Exide Industries Ltd., Squarem Electra (Pvt.) Ltd
Function(s): Project planning and control, Industrial Automation, Vendor management, Quality control
Domain(s): Manufacturing
Qualification: B. Tech
Specialization: Electronics and Electricals
Institute: Camellia Institute Of Technology, Kolkata



ARNAB DEY

CAREER SUMMARY

8+ years of cross-functional experience in Operations & Maintenance, Procurement and Inventory planning, Project Management, Contract & Vendor development, Team Management in manufacturing industry.

WORK EXPERIENCE DETAILS

Senior Officer Project, Exide Industries Ltd

- Project Lead for 500 Cr+ green project at Haldia Plant of Exide Industries Ltd.
- Ensured the timely launch of the product by completing the project within 1.5 years
- Improved the quality of Acid filling in the lead Acid battery by designing the new Automation system for the process.
- Proposed and implemented the CAPEX proposal of 100 Cr over 3 years in Shyamnagar Plant (Brown Field).

Project Engineer, Squarem Electra Pvt. Ltd

- Designed and several critical process-oriented PLC programming and SCADA system in Various renowned Firms of India.



INFO

Experience: 121 months
Companies: MSJ Bath fittings (ESSESS), Indofarm Equipment Limited
Function(s): Product Management, Waste Management, Vendor Management
Domain(s): Manufacturing
Qualification: B. Tech
Specialization: Mechanical Engineering
Institute: Chitkara Institute of Engineering and Technology



ASHUTOSH SINGLA

CAREER SUMMARY

Over 10 years of experience with expertise in managing the production of the plant, process improvement, risk assessment, loss or waste reduction, and quality management.

WORK EXPERIENCE DETAILS

Manager, Production, MSJ Bath Fittings Pvt Ltd (ESSESS)

- Implemented Lean manufacturing - Created a perfect value creation process that has zero waste, increased the output by 14% with same manpower and 80% of inventory
- Analysed the real process time and checked the bottle necks and the time loss during the process, Increased the production by 7%
- Evaluated the average hourly production and figured out the improvement in technical, human and functional resources, Increased the production by 12%
- Evaluated the overall loss and overall rejection of the plant
- Analysed and reduced the reasons for the weight variation among different casts from 15% to 7%
- Implemented 5s - For the systems improvement and to increase quality and safety using 5S



INFO

Experience: 75 months
Companies: ABO Controls (India), ABO Valve (Czech Republic)
Function(s): Sales & Business Development, General Management
Domain(s): Manufacturing
Qualification: B. E.
Specialization: - Mechanical
Institute: Don Bosco Institute of Technology, Mumbai
Certification(s): LSS (KPMG), IMS ISO 19011:2018 CERT (TEFI CONSULTING CZ)



CRAIG DSOUZA

CAREER SUMMARY

Committed focus on delivering clients' goals for 6+ years, expertise in handling cases from enquiry stage, technical research, financial & contractual negotiations, & receipt of order, through purchase & planning, production, inspection & dispatch; responsible for managing the single largest order the company received (>10% of turnover, in 2015); skilled in process automation, project management, ERP (MS NAV), critical/strategic thinking.

WORK EXPERIENCE DETAILS

Branch Manager / Country Head, ABO Controls IN

- Started the new branch office in India from the ground up
- Finance & Administration - legal set up of a new pvt ltd company, various compliance filings with MCA, tax related, IMPEX
- Sales & Marketing - new sales team set up for business development, market research to set a price level for the products, exhibitions
- Supply Chain Management - set up and develop new vendors for each component, analyse vendor's track record and audit of quality systems
- Operations - set up a manufacturing unit for the assembly, protocols for pressure & leakage tests, quality control for incoming & finished products

Sales Manager, ABO valve sro, Olomouc CZ

- Sales & business development for the Middle east & Asia. Industries served include OnG, water & desalination, ship building & maintenance, infrastructure.



INFO

Experience: 93 months
Companies: Purplle.com, Grofers, Flipkart
Functions: E-Commerce
Domain: Warehousing Operations
Qualification: B.E / B.Tech
Specialization: Mechanical Engineering
Institute: CITM Faridabad
Certification(s): Lean Six Sigma Green Belt (KPMG)



DEEPAK CHAUHAN

CAREER SUMMARY

8 years of experience in E-Commerce Warehousing Operations, Process Improvement, Operations Excellence, and Process Designing. Responsible for Performance Tracking, Cost Tracking, Budget allocation, Setting Up new Warehouses, Identification of 3rd Party Logistics Partners, and Central Procurement for Warehouses.

WORK EXPERIENCE DETAILS

Purplle.com – Deputy Manager Warehouse Operations

- Setting Up 6 Warehouses with 3 Lac Sq.Ft. of total area.
- Designing New Processes for Warehouse operations to Increase efficiencies.
- Identification of KRAs & KPIs and setting up mechanisms for performance tracking of Warehouse workforce.
- Planning for the Entire Warehouse Network for Special Events.

Grofers.com – Deputy Manager Retail Operations

- Managing End-to-End Warehouse Operations. Performance.
- Tracking of the Warehouse Processes and Workforce. Hiring & Training the Warehouse Workforce.

Flipkart.com – Team Lead Warehouse Operations

- Capacity & Manpower Planning for the department.
- Hiring & Training of the department's workforce.
- Reporting of KPIs.



INFO

Experience: 64 months
Companies: Tata Steel Bsl Limited
Function(s): Operations Management
Domain(s): Iron and Steel
Qualification: B.E
Specialization: Chemical Engineering
Institute: Thapar University, Patiala



DEEPAK SINGH

CAREER SUMMARY

5+ years of experience with expertise in Operations of Cokeoven gas Byproduct Plant (linked to 0.85 million tonnes per annum Cokeoven battery), Process Safety Management & Risk Assessment and Mitigation, Production & Quality Control.

WORK EXPERIENCE DETAILS

Executive (Coke oven Gas By product Operation), Tata Steel Bsl Limited Operations Management:

- Responsible for generation of Cokeoven gas at rate of 45000 m³/hr and Coal tar production of 45000 tonnes per annum and BTX production of 8400 tonnes per annum at an annual turnover of over 150 crores per annum.
- Chemical process control and stabilization
- Process safety management and risk assessment through Ensafe
- Troubleshooting chemical process problems

Operational Excellence:

- Commissioning of 1654 T.R of refrigeration unit(2 stage VAM) resulting in profit margin of 60,000 INR per day.
- Commissioning and erection of ammonia vapour pipeline over a span of 2 km from process distillation column to flarestick reducing steam consumption by 3 tons/hr and saving 3,000 INR per hour.
- Process improvement of BTX plant leading to zero breakdown for a record period of 90 days.



INFO

Experience: 64 months
Companies: Mahindra & Mahindra
Function(s): Vendor Development, New Product Development, Supplier Quality Assurance
Domain(s): Automotive
Qualification: B. Tech
Specialization: Mechanical Engineering
Institute: NIT, Bhopal
Certification(s): Mahindra Yellow Belt



HARSH SHRIVASTAV

CAREER SUMMARY

Over 5 years of experience with expertise in New Product Development, Vendor Development & Management, Stakeholder management, Project Management, Supplier Quality Assurance, Process improvement. Successfully implemented various automation and digitalization projects. Managed end to end launch of projects. Awarded "Crusader of the year 2017" by Vice President, Quality-Head.

WORK EXPERIENCE DETAILS

Deputy Manager, Product Development, Mahindra & Mahindra

- Developed 55 components along with 11 vendors through Advanced Product Quality Planning framework
- Achieved 1.5X Capacity enhancement and cycle time optimization at vendor end to meet the delivery Target for Mahindra "THAR" & "Bolero"
- Implemented 25+ poka-yoke through automation in inspection process.

Deputy Manager, Supplier Quality Assurance, Mahindra Heavy Engines Ltd.

- Spearheaded a cost optimization project of INR 50 lakhs by reducing the quality non-conformance cost of the engine by Rs 200/engine.
- Reduced global demerit score by 60% by identifying critical suppliers, performing root cause analysis, and implementing corrective actions through 8D analysis.
- Reduced rejection PPM by 53% through 4M analysis and SAP Quality Management
- Lead team of 16 members and improved CSI score from 75% to 90% through customer centric approach.



INFO

Experience: 96 months
Companies: Limeroad.com, BELLUS
Function(s): Operations Research, Process Management, Business Development
Domain(s): Retail & E-commerce
Qualification: B.F. Tech.
Specialization: Apparel Production
Institute: NIFT, New Delhi
Certification(s): PGP-BABI – McCombs, Texas



ISHAN RASTOGI

CAREER SUMMARY

8 years of experience in retail and e-commerce start-ups. Worked across the value chain in merchandise, planning, operations, process, event, category, and retail management, while demonstrating abilities to excel in a challenging environment and trying innovative ideas to add significant value.

WORK EXPERIENCE DETAILS

Operations Head, BELLUS

- Led the development of B2B & B2C operations and online portal framework.

Operation Manager, Category Manager, Merchandiser, LimeRoad.com

- Led 8 external and 8 internal teams to launch LimeRoad's first offline store, 20 days before the deadline and achieved positive EBITDA within 6 months.
- Implemented omnichannel model in association with tech and store team, through online buying option, leading to reduction of 33% in-store inventory.
- Spearheaded a team of 40 for a merchandise quality project, across multiple categories, to analyse return quality; reduced returns by 12% in 6 months.
- Reduced sellers onboarding time by 30% and product go-live time by 50%, through the development of an automated task-tracking portal while leading a team of 80 in 6 locations.
- Planned and executed promotional events with a cross-functional team of 20; revenues up by 100%.



INFO

Experience: 76 months
Companies: Indian Coast Guard.
Function(s): Operations Management, Logistics, Strategy & Planning, Administration
Domain(s): Security, Defense
Qualification: B. Tech
Specialization: Electronics & Communication
Institute: Amity University, Noida
Certification(s): Lean Six Sigma Green Belt



JEEVESH ANAND

CAREER SUMMARY

Class 'A' Gazetted Officer with over 6 years of Experience in a Leadership and Operations role. Exceptional leader and complex problem solver with proven skills in Operations oversight, Security and Asset Management, Supply Chain Management, Crisis Management & Policy Compliance.

WORK EXPERIENCE DETAILS

Deputy Commandant, Indian Coast Guard

- Solitarily commanded a Patrol ship and ship staff of more than 15 men on the first line of Indian Defense at Gujarat creeks adjoining Pakistan.
- Meticulously carried out various Anti-Smuggling/Anti-poaching Operations and Medical Evacuation operations at sea in coordination with Anti Terrorist Squad and BSF.
- Ensured optimum inventory viz. victualing stores, fuel, naval stores, consumable goods, machinery spares for immediate odd hour deployments.
- Managed budget of approximately Rs. 50 Lacs and provided logistics support-victualing, clothing, machinery spares, naval stores- to more than 100 soldiers.
- Monitored unit training and drafted training schedules for over 100 soldiers
- Oversaw scheduling and weekly maintenance of ship and forecasting and targeting of potential issues.
- Headed smooth implementation of HR policies for Manpower Planning, Performance Management, Recruitment, Selection,



INFO

Experience: 70 months
Companies: Fluor Daniel
Function(s): Consulting – Engineering, Design, Project Management
Domain(s): EPC, Oil and Gas
Qualification: B.E.
Specialization: Electrical Engineering
Institute: SATI Vidisha, RGPV University, Bhopal (M.P.)
Certification(s): Lean Six Sigma Green Belt (KPMG)



KETKI CHITALE

CAREER SUMMARY

5+ years of experience in engineering design and management, project management, process improvement, planning and scheduling, feasibility study, cost estimation, vendor negotiation, vendor management, for one of the world's largest and complex project while working with diverse cross functional teams.

WORK EXPERIENCE DETAILS

Area Design Engineering Lead, Engineering Management, Fluor Daniel India Pvt Ltd

- Led electrical part of 1/3rd area of one of the world's largest and complex project from basic to detailed engineering and was recognized by the client for on time delivery
- Led a team to develop SPEL software database to generate Material Take offs resulting in reduction of 25% effort hours.
- Managed digital transformation by helping the IT team to develop a software to generate schematic drawings automatically after uploading input excel, which reduced 15 effort hours required manually per drawing to 3 effort hours hence saving INR 25 crores and considerable Project time.
- Saved INR 3Cr. by implementing process improvement using existing compact substations for construction power required for new facility



INFO

Experience: 65 months
Companies: Max Healthcare Ltd., Narayana Health
Functions: Healthcare
Domain: Service Operations
Qualification: Master in Hospital Administration
Specialisation: Operations
Institute: Tata Institute of Social Sciences
Certification(s): Lean Six Sigma - Green Belt(KPMG)



DR. MANEK GHADIALI

CAREER SUMMARY

5+ years of experience in the healthcare domain specifically in hospital operations. Responsible for maintaining clinical quality parameters, ALOS, budgeting EWS treatment facilities & leading a team of 4 members for ensuring service excellence especially through the first wave of the pandemic.

WORK EXPERIENCE DETAILS

Assistant-Manager, Medical Operations, Max Hospitals

- Optimized channel profitability - Reduced ALOS, improved bed utilization giving an additional revenue opportunity of ~1.5Cr
- Optimized in patient discharge process - increase in planned discharges from 47% to 55% and a rise in patient satisfaction (IMRB) score for discharges from 33% to 52%
- EWS Patient Optimization - Reduced costs related to treatment of the EWS sector at the same time managed to increase the number of patients treated.
- Led a Team of 4 Members to ensure service excellence

Deputy-Manager, Non-Medical Operations, Narayana Health

- Planned and established Cerebral Palsy Clinic
- Coordinated with pediatric doctors and related services to create a 'School Health Program'
- Worked directly with the Regional Director, actively assisting in planning and decision making



INFO

Experience: 113 months
Company: Samsung Engineering, Fluor Daniel, Reliance Industries, Gammon India
Function(s): Project Management, Consulting and Design Engineering
Domain(s): Oil & Gas, Construction
Qualification: B.E / B.Tech
Specialization: Civil Engineering
Institute: Institute of Technology, Nirma University
Certification(s): Lean Six Sigma Green Belt (KPMG)



MANISHKUMAR SINGH

CAREER SUMMARY

9+ years of experience in Oil and Gas Industry. Worked as a Design Engineer, Project Management, Planning and Site Execution functional role.

WORK EXPERIENCE DETAILS

Design Engineer, Project Management, Samsung Engineering India

- Designed Civil utilities such as road, fire, drainage networks, and saved cost by optimal designing for a 3.6 B \$ Mexican project (DBNR).

Design Engineer, Project Management, Fluor Daniel India Pvt Ltd.

- Manpower forecasting, designed Civil utilities such as Electrical, Instrument, Drainage/fire/sanitary/portable water network & site-grading for projects based in Kazakhstan, UK, Guinea
- Imparted technical trainings to Kazakh nationals at Fluor Kazakh Office

Design Engineer, Reliance Industries Ltd.

- Individually handled Civil works for projects based in Jamnagar Refineries

Planning and Billing Engineer, Site Execution, Gammon India Ltd.

- Site-in-charge for a 108cr Water-pipeline project, increased construction speed, helped in project cost saving



INFO

Experience: 78 months
Companies: Coal India Limited
Function(s): Operations Manager, Quality Control, Safety Officer.
Domain: Energy, Mining
Qualification: B.Tech
Specialization: Mining Engineering
Institute: NIT Surtahkal, Karnataka
Certification(s): Lean Six Sigma Green Belt by KPMG.



MD SHAHNAWAZ ANSARI

CAREER SUMMARY

6+ years of experience in the Mining Industry. Worked in different domains within the industry - Operation, Man power management, Mine Planning, Safety Department, Drilling and Blasting, Sales and Dispatch.

WORK EXPERIENCE DETAILS

Assistant Manager, Operations, Coal India Limited

- Shift Head (Operations)** - Head of the shift for 3+ years where lead a team of 120+ members. Daily planning of crew's work schedule, increased the production by 20% in the first year itself by optimizing use of manpower and machineries.
- Planning Manager (UG Mines)**- Lead a team of 10 members for Mine Planning of a newly allotted UG mines having turnover of 250 Crores. Prepared necessary paper work and got relevant permission from the Director general of mines safety.
- Safety Officer** - Worked as a safety officer, responsible for safe practice in the mine and safety of the workers. Preparation and implementation of SOP's. Zero serious accident reported during my tenure as safety officer.



INFO

Experience: 86 months
Companies: GSPC, ONGC Ltd.
Function(s): Operations and Project Management
Domain(s): Oil and Gas
Qualification: B. Tech
Specialization: Petroleum Engg.
Institute: School of Petroleum Technology
Certification(s): Lean Six Sigma Green Belt, Executive Diploma in Operations



MEHTA GIRIRAJ GHANSHYAM

CAREER SUMMARY

7 plus years of work experience in operations and maintenance, logistics, contracts, and B2B dealing in cross-functional teams for projects ranging up to 4500 crores in ONGC and GSPC, held key roles such as Mines Manager and Installation Manager.

WORK EXPERIENCE DETAILS

Officer Offshore Operations, Oil and Natural Gas Corporation

- Managed operations, HSE, and logistic support for offshore production facilities
- Executed INR 50 million flowarm erection and commissioning project with 25% savings by improving sourcing process
- Established e-procurement process through GeM, migrated 300 vendors to the digital portal

Mine's Manager, Gujarat State Petroleum Corporation

- Established an INR 25 million oil production facility as the greenfield project, built a 15-member operations team
- Executed 2 well drilling and 12 workover operations
- Led the 45-member team of oil production block CB-ONN-2003/2

Process Engineer, Gujarat State Petroleum Corporation

- Process commissioning team member of INR 4500 crore greenfield gas process plant
- Control room In-charge of 200 MMSCFD gas process facility for the shift



INFO

Experience: 72 months
Companies: Telangana State Power Generation Corporation Ltd., Aarvee Associates Private Ltd.
Function(s): Project Management, Contract Management
Domain(s): Construction
Qualification: B.E
Specialization: Civil Engineering
Institute: Chaitanya Bharathi Institute of Technology
Certification(s): Lean Six Sigma Green Belt (KPMG)



MOHAMMED YUNUS SALMAN

CAREER SUMMARY

6 years of work experience in Project Management and Contract Management with expertise in Planning, Scheduling, Project Execution, Procurement, Estimation, Cross-functional collaboration, and Vendor negotiations.

WORK EXPERIENCE DETAILS

Assistant Engineer, Telangana State Power Generation Corporation Ltd.

- Project Execution and supervision of the construction activities in 1080MW Thermal Power Plant Construction worth INR 1000+ crores.
- Planning and scheduling of the project activities considering the availability of the resources.
- Managing the ground level operation dynamics, worker issues and other logistics to align with the project timelines
- Coordinating with various government departments over the land acquisition issues
- Carried out complete bidding process for all the Civil maintenance works at the project site worth INR 10+ crores.
- Played a key role in vendor negotiation processes and helped reducing the final agreement costs up to 5%

Design Trainee Engineer, Aarvee Associates Private Ltd.

- Design of different Structural elements in Minor Bridges subjected to Railway loadings
- Preparation of detailed Project reports, BOQ's and Estimates



INFO

Experience: 85 months
Companies: R2 Fitness revolution , Indian Navy (Defence, GOI)
Function(s): Operations and Administration
Domain(s): Defence
Qualification: M.Sc.
Specialization: Electronics and Communication
Institute: Indian Naval Academy
Certification(s): Project Management Professional (PMP) , Lean Six Sigma Green Belt



NEELABH KUMAR RAI

CAREER SUMMARY

Over 7 years of experience with Indian Armed Forces as President's Commissioned Executive officer. As Officer-in-charge managed the command of 100 personnel. Responsible for operations, administration, & global stakeholder management. Recipient of national and international awards in a range of activities.

WORK EXPERIENCE DETAILS

Manager (Operations), R2 Fitness Revolution

- Reduced the iteration rate of employees by 60% by streamlining administration and operations.
- Part of the leadership team to set and implement policies and procedures.
- Forecasted yearly requirements, budgeting , analyzing variances, initiating corrective actions.

Executive Officer/ ex-Lieutenant Commander, Indian Navy

- Division Commander (Operations Manager) at front line Coastal Defence stations of Indian Navy.
- Successfully conducted and managed Defence exercises for National & International assignments.
- Maintained Security Assets worth INR. 300 Crores as Officer-in-Charge.
- Conducted admin/official visits of International delegates (VVIP) to India
- Liaison with Chief of Naval Operations, Mauritius as part of International Fleet View in 2016.
- Undertook Public Fund Audit of 33 Crores as a Board President.



INFO

Experience: 78 months
Companies: Polyplex Thailand, GSK Consumer Healthcare, HPCL-MITTAL Energy Ltd.
Functions: General Management/ Project Management
Domain: Manufacturing
Qualification: B.Tech
Specialisation: Chemical Engg
Institute: NIT Jalandar
Certification(s): CII- SCM PRO; Supply Chain Mgmt - Rutgers University; Lean management



NIKHIL BATRA

CAREER SUMMARY

6.5 Years of diverse experience in General Management, Operations Management , Project Management and Procurement

WORK EXPERIENCE DETAILS

EA to AGM- Production /AGM projects, Polyplex Thailand

- Made annual production budget and appraised all Capex proposal
- Handled end to end process of tendering till sales contract signing for civil and Mechanical and electrical contract for 2 brown field projects (Contract value -129.12 Mn INR)
- Assisted DNV team for ISO audit
- Techno commercial bid evaluation for new batch plant for Turkey location (2.3 Mn USD purchase)
- Assisted AGM Projects for Blown PP 3 Project from start to closure (5.2 Mn USD Project)

- Made status report of spend and project progress for CEO's office

Manufacturing Executive, GSK Consumer Healthcare

- Drove OEE improvement, Yield improvement, and Defect reduction initiatives

Operations Engineer, HPCL- MITTAL Energy Ltd.

- Identified areas of obstructions/breakdowns and took steps to rectify it
- Helped reduced fuel wastage by making better SOP for grade changeover



INFO

Experience: 64 months
Companies: Voltas Limited
Function(s): Project Management, Design & Planning, Business Development
Domain(s): Infrastructure
Qualification: B.E.
Specialization: Mechanical Engg.
Institute: Indian Institute of Engineering Science and Technology, Shibpur.
Certification(s): Lean Six Sigma Green Belt (KPMG)



NITISH MAHATO

CAREER SUMMARY

5+ years of experience in pre-bid estimation, engineering design, strategic planning, procurement and execution of electro-mechanical projects (Infrastructure). Expertise in inventory management, vendor management & negotiation, profit maximization and MIS reporting to the management.

WORK EXPERIENCE DETAILS

Senior Engineer - Project, Project Design & Planning, Voltas Limited

- Prepared the System and SCADA Architecture of the Tunnel Ventilation System and its operational modes of Kolkata Underground Metro East-West Corridor.
- Managed procurement worth INR 50 Crores including both indigenous and imported material with aggregate savings of 12%.
- Managed to book vendors invoice for the release of payment worth INR 35 Crores timely.
- Maintained a profit margin of 10% throughout the project along with positive cashflow.

Senior Engineer - Estimation, Business Development, Voltas Limited

- Managed and negotiated 50+ vendors for pre-bid design and estimation.
- Booked Mumbai Metro Line 3 - ECS and TVS project (Design & Build Tender- Value: INR 300 crores)
- Booked Kolkata Metro TVS Project (Design & Build Tender - Value: INR 120 crores)



INFO

Experience: 103 months

Companies: Halliburton, Baker Hughes, Reliance Industries Ltd.

Function(s): Engineering & Operations

Domain(s): Oil and Gas

Qualification: B. Tech

Specialization: Petroleum Engineering

Institute: University Of Petroleum And Energy Studies, Dehradun



PANKAJ BHATT

CAREER SUMMARY

8.5+ years of experience in oilfield operations focusing on engineering, strategic operations, resource planning, cost optimisation, and service delivery. exposed to domestic and international projects with leading oil and gas companies, executing capital-intensive projects to improve hydrocarbon output.

WORK EXPERIENCE DETAILS

Senior Engineer, Halliburton Energy Services

- Provided expertise in stimulation designs, fluid recipes, and resolving real-time issues envisaging effective service delivery, for the largest unconventional project worth \$450MM.

- Planning and forecasting resources for multiple projects for the company

Engineer General, Baker Hughes

- Led and delivered multiple stimulation projects for the world's top energy giants in India and Saudi Arabia, improving wells productivity by as much as 100%
- Reduced direct materials cost by 30% by sourcing equivalent chemicals & consumables locally from India rather than from other countries during low oil price environment

Production Engineer, Reliance Industries Ltd

- Designed artificial lift systems for multiple wells, involving pumps selection, installation failure analysis.
- Managed Workover activities and managed \$2MM OPEX for the RIL unconventional business, to revive sick wells



INFO

Experience: 61 months

Companies: Hitachi-ABB Power-Grids, Utility Power Test

Function(s): Product Services Operation

Domain(s): Energy/Engg Services

Qualification: B.E / B.Tech

Specialization: Electrical Engg.

Institute: Parul Inst of Engg & Tech

Certification(s): Lean Six Sigma Green Belt, Yellow Belt



POOJAN BHATT

CAREER SUMMARY

5+ years of experience in providing service delivery, customer engagement, team management at PAN India level and exposure to Energy and Power Sector including Generation and transmission.

WORK EXPERIENCE DETAILS

Field Service Supervisor, PGHV Services, Hitachi-ABB Power-Grids

- Responsible for completion of more than 35 projects at PAN India Level for both Private and PSU power players for transmission level up to 400kV.
- Played a key role in contributing 1 million safe man hours to the overall goal of 5 million safe man hours at One of India's Largest HVDC transmission project-RP800.
- Worked as a single point of contact of service team subject matter expert for High Voltage and Partial discharge testing of GIS product supplied in all projects.

Electrical Testing Engineer, Testing Services, Utility Power Test

- Contributed in developing Online Moisture Removal system for power transformer and its monitoring system.
- Responsible for development of inventory system and relevant database for the installed base of the products of the company.



INFO

Experience: 67.5 months

Companies: V. Ships Asia Ltd, United Ocean Ship Management Pte Ltd.

Functions: Officer In Charge Of a Navigational Watch

Domain: Shipping

Qualification: B.Sc

Institute: Research International, Delhi

Specialisation: Nautical Science

Certification(s): Lean Six Sigma Green Belt (KPMG)



PRABHSAHIL SINGH CHHINA

CAREER SUMMARY

5+ years of experience as an Officer in the Maritime Industry handling Logistics, Operations, Project Management, Risk Management, Management Training of Multinational crew, Inventory Management and Human Resource Management. Awarded the "Best Shipmate" and youngest in batch to become a Chief Mate.

WORK EXPERIENCE DETAILS

Officer in Charge of a Navigational Watch, Navigation and Deck Department, V. Ships Asia

- Managed navigation, cargo operations, and spearheaded training of multinational crew.
- Reduced berthing time by 12% by innovative use of equipment.
- Successfully led a team of 15-20 multinational crew during multiple critical operations.
- Helped optimise the Planned Management System software by streamlining data collection, thus reducing data loss by 20%.
- Successfully saved USD 20,000 annually by implementing my own Inventory Management system.

Officer in Charge of a Navigational Watch, Navigation and Deck Department, United Ocean Ship Management

- Led a 5-member crew in a dangerous situation and avoided off-hire time penalty of USD 18,000 / day.
- Assisted in daily planning of crew's work schedule and increased productivity by 25%.



INFO

Experience: 77 months

Companies: Siemens India Ltd

Function(s): Demand Planning Professional, Technical Product Manager, Technical Order Processor

Domain(s): Manufacturing/Energy

Qualification: B. Tech

Specialization: Electrical Engineering

Institute: VJTI, MUMBAI

Certification(s): Six Sigma Green Belt, Certified By KPMG



PRADIP KAKADE

CAREER SUMMARY

6+ years of experience in Production planning and control, Demand Forecasting and Planning, Process Improvement, Inventory Management, Digitalization, Product care and design.

WORK EXPERIENCE DETAILS

Demand Planning Professional, Technical Order Processor, Siemens India Ltd

- Lead Auto Material Requirement planning drive as part of digitalization initiative.
- Saved non-conformance cost of more than 5 million rupees for three consecutive years from 2017-2019.
- Worked on project -product costing through SAP for product outsourcing model, Digitalized strategic purchasing.
- Reduced throughput time of factory by 1 day, through continuous process improvement. [Kitting, Procurement process optimized].
- Worked on WMS implementation project, inventory accuracy of 99.99% is maintained.

Technical Product Manager, Product care & Design to Order, Siemens India Ltd

- Responsible for product improvement.
- Worked on Value added reselling of Indian product as part of Ops-to-ops collaboration between Siemens India and Brazil, Indonesia factory.



INFO

Experience: 67 months
Companies: Virginia Transformer India Pvt. Ltd, CbS Technologies Pvt. Ltd
Function(s): Engineering/R&D
Domain(s): Manufacturing
Qualification: Integrated B. Tech+ M. Tech (dual degree)
Specialization: Mechanical
Institute: School of Engineering, Gautam Buddha University
Certification(s): Lean Six Sigma – Green Belt (KPMG)



PRASHANT TRIPATHI

CAREER SUMMARY

Over 5 years of experience in R&D and Production Design and analysis of Power transformers and Transformer maintenance equipment. Responsible for New Product Development, Inventory reduction, Vendor Development, Project management

WORK EXPERIENCE DETAILS

Mechanical Design Engineer, Virginia Transformer India Pvt. Ltd.

- Mechanical Design of transformers as per ANSI standards, using 3D and 2D CAD- software
- Created customer drawings including General Arrangement, Foundation detail, Nameplates as per customer specification.
- Performed Design calculations of transformer tank and core clamp structure.
- Developed a method for reducing errors in Design process by 15%

G.T-Mechanical Design, CbS Technologies Pvt. Ltd.

- Worked on design improvement and performance enhancement of Transformer oil Filtration machines.
- Responsible for developing and testing a new online transformer oil dry out machine, which filters the transformer oil while the transformer remains in charged state.
- Executed a project to reduce the standard cost of a machine by 20% through efficient designing and sourcing.



INFO

Experience: 96 months
Companies: L&T-Chiyoda, Petrofac, PL Engineering / Punj Lloyd
Function(s): Consulting-Engineering, Project Management, Procurement
Domain(s): EPC, Oil & Gas, Energy
Qualification: B.Tech.
Specialization: Mechanical & Automation Engineering
Institute: Amity University, Noida



PRATEEK MITTAL

CAREER SUMMARY

8 years of experience in consulting - engineering, project management, leading cross-functional teams, procurement, vendor management, problem solving, and proposal and bidding for large Lumpsum turnkey EPC projects for reputed Indian and foreign Energy companies.

WORK EXPERIENCE DETAILS

Assistant Manager, L&T-Chiyoda Ltd.

- Executed combustion-equipment for Golden Pass Products, USA and Chiyoda Corporation, Japan
- Implemented processes to improve project progress by 1 month, and optimised equipment costing

Senior Engineer, Petrofac Engineering Services India Pvt. Ltd.

- Engineered complex equipment for clean fuel project for BPCL-Kochi Refinery, saving 4 months on delivery schedule
- Streamlined coordination between vendors, avoiding purchase of additional components for dummy checks, saving 15% on equipment cost
- Innovated inexpensive solutions for issues, avoiding cost overruns and delays

Senior Engineer, PL-Engineering Ltd. / Punj Lloyd Ltd.

- Implemented strategies to optimize raw material, reducing scrap and saving 10% on equipment cost
- Rectified issues in equipment, avoiding 5% late project delivery penalty
- Formulated cost-effective schemes to rectify issues at site, avoiding scrapping of equipment and 5% late project delivery penalty



INFO

Experience: 62 months
Companies: Varun Beverages, Schreiber Dynamix Dairies, Bonn Nutrients
Function(s): Production Planning, Operational Excellence
Domain(s): FMCG
Qualification: B.E / B.Tech
Specialization: Food Technology
Institute: Dr. S. S. Bhatnagar U.I.C.E.T, Panjab University
Certification(s): Lead Auditor - FSSC 22000 (BSI)



PUNEET WALIA

CAREER SUMMARY

5+ Years of cross functional experience in production planning, Operation excellency, Quality Assurance and team management in Food and beverage FMCG industry. Past assignments include building Production Team for Tropicana Beverage green field project of capacity 28500Ltr/Hr.

WORK EXPERIENCE DETAILS

Assistant Manager Production, Varun Beverages Limited

- Hand-Picked by Top Management to Lead process excellency tasks involving improvement of Raw material and finished good yield, resulting in reduction of sugar losses from 6% to 1.5%, and beverage losses from 4% to 1%
- Led development of production team consisting of 21 executive and 81 technicians for green field UHT Beverage plant (Tropicana Beverage) of capacity 28.5KL/Hr.
- Role in setting up of critical control points and qualification of production line through dynamic checks of UHT Plant equipment's to ensure Food safety.

Sr Associate Production, Schreiber Dynamics Dairies Pvt. Ltd.

- Led 55-member production team for executing production plans while maintaining stringent quality controls in a 24.6 KL/Hour high speed Aseptic beverage manufacturing plant.

Quality Assurance Officer, Bonn Nutrients Pvt. Ltd.

- Ensuring application of proactive and preventative techniques like TPM, Kaizen, 5S for improving equipment reliability.



INFO

Experience: 100 months
Companies: NTPC Limited
Function(s): O&M, Procurement/ Inventory Control, Quality Assurance
Domain(s): Energy
Qualification: B. Tech
Specialization: Electronics and Instrumentation
Institute: Heritage Institute Of Technology
Certification(s): QA&I Level-B, Lean Six Sigma Green Belt



PURNANEEL RAY

CAREER SUMMARY

8+ years of cross-functional experience in technical and managerial responsibilities across domains ranging from Operations & Maintenance, Procurement and Inventory Management, Vendor Development and Contract Management, Quality Assurance and Inspection, Project Management (Renewable Energy Sources).

WORK EXPERIENCE DETAILS

Deputy Manager, Operations, NTPC Limited

- Implemented Data Acquisition system for automated updating of block-load requirements.
- Consulted Maintenance Division in developing Automated Grid Control System for 500 Mega-Watt units.

Deputy Manager, Quality Assurance, NTPC Limited

- Achieved 30% reduction in lead-times by streamlining quality-control checkpoints throughout the supply chain.
- Standardized internal audits for NTPC Projects resulting in 15% reduction in product fail rate post installation.

Deputy Manager, Turbine Maintenance, NTPC Limited

- Implemented Purchase scheduling through SAP PM module and achieved 20% reduction in project cost overruns through purchase optimization.
- Delivered 25% reduction in control systems operational failure post capital equipment overhauling.



INFO

Experience: 113 months
Companies: Bajaj Auto Ltd., Mahindra & Mahindra Ltd.
Function(s): Design Quality Management, Product Development
Domain(s): Automotive
Qualification: B.Tech
Specialization: Mechanical Engineering
Institute: National Institute of Technology, Warangal



RANJAN KRISHNA SAHU

CAREER SUMMARY

9+ years of diverse experience in the automotive industry with expertise in product development, design quality management, product life cycle management and value engineering across product categories comprising cars, motorcycles, three-wheelers and electric vehicles.

WORK EXPERIENCE DETAILS

Manager, Design Quality, Bajaj Auto Ltd.

- Managed design quality for 3 component groups across 15 product lines of motorcycles and three-wheelers.
- Established methods for analysing real-time warranty data in order to assess impact of design modifications on product reliability.
- Resolved more than 10 major product issues by coordinating cross-functional efforts between product development, manufacturing and service.
- Established design process guidelines for 9 first time introduced components.

Senior Engineer, Powertrain Design, Mahindra Automotive

- Led the collaborative efforts to commonize designs of 6 components between two ongoing projects, thus achieving significant cost benefits.
- Designed 2 major engine-subsystems for a low cost commercial vehicle.

Engineer, Powertrain Development, Mahindra Automotive

- Planned and coordinated validation of Mahindra's first gasoline engine.
- Mentored the manufacturing team in product issues' diagnosis and resolution, prior to start of production of Mahindra's first gasoline engine.



INFO

Experience: 84 months
Companies: Bharat Aluminum Company Ltd., Vedanta, Korba
Function(s): Business Excellence and Plant Operations
Domain(s): Metal Sector
Qualification: B. Tech
Specialization: Chemical Engg.
Institute: Coimbatore Institute of Technology
Certification(s): Strategic Management(IIM Kozikode), Six Sigma (GB), Pro- EWildfire, Auto CADD



RAVI KACHHAWA

CAREER SUMMARY

7+ years of experience in Operations Management & Quality enhancement, Project Commissioning, and Innovation management in Metal Sector.

WORK EXPERIENCE DETAILS

Innovation Management, BALCO

- Developed Anti Air-burn anode coating (Reduced carbon consumption by 5 kg/MT of Al, Trial Phase), Projected savings of 9 Cr/annum after Final Phase.
- Designing and developed Anode frame air purging system (Reduced power by 9kWh/MT of Al), Projected saving of Rs. 1.5 Cr/annum.

Associate Production Manager, BALCO

- Developed a floor cleaning system to reduce activity time and labor fatigue (Reduced fly loss from 3.2% to 1.5%, Increased labor productivity by 90%) – National level QC award(NCQC-Gwalior).
- Installed Anode detector Sensor in Vibro Compactor (BD frequency reduced by 5/month).

Assistant Production Manager, BALCO

- Successful Commissioning and Stabilization of Anode plant -2 (Capacity Increment by 100%).
- Increasing and Optimizing Kneader (Mixer) Power to 8 kWh/ton in GAP-2 (Saving conversion cost of 80 Lakh/annum) – National level QC award(NCQC-Mysuru).
- Recovery of Insulation Resistance of 2 x 1400 KW Electric Heaters, Savings of Rs. 10 Cr by non-replacement.



INFO

Experience: 100 months
Companies: L&T Power, GE Power, Sargent & Lundy
Function(s): Energy
Domain(s): EPC/Engineering
Qualification: B.Tech
Specialization: Civil Engineering
Institute: National Institute of Technology, Silchar
Certification(s):KPMG-Lean Six Sigma Green Belt, GE-Power Plant Fundamentals



RISHOV SARKAR

CAREER SUMMARY

8+ years of experience in engineering consultancy and EPC firms operating in the Energy and Utilities industry. I was responsible for providing consulting solutions to clients in the Structural Engineering domain. In the EPC domain, I was responsible to engineer structures, manage the supply chain of construction materials and supervise projects.

WORK EXPERIENCE DETAILS

Assistant Manager- Energy Products-Larsen and Toubro

- Segmented value added and non-value-added activities to reduce lead time by 20%.
- Bagged tender for T&D project in Afghanistan worth INR 14Cr by performing cost optimizing engineering of steel towers.

Plant Engineer-Steam Power Systems-GE Power

- Reduced the cost of construction of Turbine deck and TG building by performing value engineering.
- Improved team efficiency by 30% saved INR 20 Cr. in a year by focusing on critical activities of construction.

Civil Associate-Sargent and Lundy, Chicago, USA

- Saved USD 30,000 per month by preparing automated design solutions for the North American clients.
- Saved USD 42,000 by analyzing and reporting the bug in structural analysis tools.



INFO

Experience: 65 months
Companies: Tecnimont, Jacobs Engineering
Function(s): Consulting – Engineering, Design, Project Management
Domain(s): EPC, Oil & Gas
Qualification: B. Tech
Specialization: Mechanical Engineering
Institute: VIT, Pune
Certification(s): Lean Six Sigma Green belt (KPMG)



ROHAN MAHAJAN

CAREER SUMMARY

5+ years of experience in managing and delivering high-value EPC projects involving project engineering and consulting. Expertise in project management, stakeholder management, cost analysis, digital transformation, data visualisation & execution for refineries and petrochemical complexes while working with cross-functional teams.

WORK EXPERIENCE DETAILS

Project Management Executive, Tecnimont

- Managed and delivered a 1600 crore INR project for a leading refinery; Prepared budgets, analysed variances and ensured adherence to budget by implementing cost control measures
- Led a team of 3 to design a strategy for setting up a greenfield petrochemical complex

Project Lead and Operations Consultant, Jacobs Engineering

- Led a 2.7-lakh manhour EPC project from Front-End Engineering Design to Detailed Design for a global client; Delivered before time and achieved a 12% reduction in cost (~5 cr INR)
- Implemented a digital transformation project to improve cost efficiency; worked on functional development of the tool and achieved 10% reduction in man-hour and labour cost
- Received an excellence award from a global client for achieving 18% savings in overall project cost



INFO

Experience: 66 months
Companies: L&T Construction
Function: Planning, Costing and Resource Optimization
Domain: Construction industry
Qualification: B. Tech
Specialization: Civil Engineering
Institute: NIT Silchar
Certification(s): Lean Six Sigma Green Belt



SANJAY KADEL

CAREER SUMMARY

5+ years of experience in diverse projects in the construction Industry with expertise in Client co-ordination, Procurement, Cost control, Vendor Management, Change management, cross-functional collaboration, and resource optimization. Have exposure to Scheduling, Logistic Planning, EIP and system improvements.

WORK EXPERIENCE DETAILS

Assistant Manager, Planning, L&T Construction

- Resource optimization by analyzing the trend of idling of equipment and reallocating to different locations, saving INR 7 lakhs/month
- Change Management for analyzing cost of support activities which accounted for 2.8% of the Project Cost
- Rate analysis, cost estimation and managing vendor engagement
- Trained subordinates for the EIP module and worked with the system improvement team to enhance analytics.

Senior Engineer, Planning, L&T Construction

- Handled multiple roles in three Projects simultaneously amounting to 63 Cr, 123 Cr and 298 Cr respectively
- Initiative in procurement of customized AAC blocks, reducing the overall material wastage by 4%
- Initiated one of its kind GST rebate exercises amounting to Rs 23 lakhs
- Logistics Planning for material storage



INFO

Experience: 66 months
Companies: L&T Construction
Function(s): Project Management, Planning and Operations
Domain(s): Construction - EPC
Qualification: B. Tech
Specialization: Civil Engineering
Institute: SRM University, Chennai



SATRAJIT GOHO

CAREER SUMMARY

5+ years of cross-functional experience in L&T Construction, with expertise in Project Planning and Coordination, Scheduling, Digital Transformation, Procurement, Execution, Billing, EIP, Oracle Aconex, Erection & Commissioning and Resource Management.

WORK EXPERIENCE DETAILS

Assistant Construction Manager, L&T Construction

- Led the Digital Transformation of a project by implementing various Digital Applications.
- Led cross-functional teams for scheduling, tracking and monitoring of various trades.
- Saved procurement costs up to 7% of total project cost in one project.
- Conducted Reconciliation of materials in a project, identifying wastage of 6% of total cost and recovered the costs from the respective vendors.
- Prepared BOQ worth INR 300 crores across 2 Projects.

Senior Engineer, L&T Construction

- Led a team of 150+ subordinates to construct penthouses at a height of +278 m in a high-rise residential project.
- Optimized the cycle time of casting of slabs from 8 to 4 days and Core Wall from 9 to 6 days in a high-rise residential project.



INFO

Experience: 109 Months
Companies: Oilmax Energy Pvt Ltd, Shivani Oil & Gas Exploration
Function: Oil and Gas
Domain: Planning And Operations
Qualification: B.E / B.Tech
Specialization: Applied Petroleum Engineering
Institute: University of Petroleum and Energy Studies



SAURABH BHANDARI

CAREER SUMMARY

9+ years of rich experience in the Oil and Gas sector. Worked on multiple multimillion dollar projects. Responsible for planning and delivery of projects. Designing and planning wells on state-of-the-art Landmark software by Halliburton, to supervise these wells on the field.

WORK EXPERIENCE DETAILS

Senior Manager Drilling, Oilmax Energy Pvt Ltd:

- Planning from conceptualizing drilling campaigns to delivering the wells in a timely and cost-effective manner.
- Designing wells, optimizing operations and making annexure for expenditure.
- Used innovative and integrated solutions in relaying data real-time to Management. Amalgamate lessons learnt from operations and build them into Scope of works.
- Led cross functional teams and completed drilling of multiple wells in Cambay basin, instrumental in discovering/appraising Oil and Gas in other Indian basins.
- Finalize and close bids and assist in negotiations with vendors.
- Conceptualized training program for interns and fresher's.

Trainee Drilling Shivani Oil & Gas Exploration Services Limited.

- Learned various aspects of Oil wells deep drilling (>4000 m wells) by working on 2000 HP Drilling rig as well as technical and supply chain aspects of oil and gas operations.



INFO

Experience: 80 months
Companies: L&T Hydrocarbon Engineering, AFCONS Infra. Ltd.
Function(s): Project Management, Procurement, Vendor Management, Inventory Control
Domain(s): Oil & Gas, EPC Projects
Qualification: M.Tech
Specialization: Design Engineering
Institute: IIT- Delhi
Certification(s): Chartered Engineer (IEI), Project Management (L&T-IPM)



SAURABH SAHU

CAREER SUMMARY

6+ years of experience in Project Management of Energy & Utility EPC Projects with cross functional exposure in dealing with Project Engineering, Procurement Management, Vendor Management and its Supply Chain, Project inventory control and Digital solution Implementation

WORK EXPERIENCE DETAILS

Assistant Manager, Project Management, L&T Hydrocarbon Engineering

- Co-ordinated with multiple stakeholders to execute EPC projects of USD 450 million for offshore Oil & Gas production platforms
 - Reduced vendor product delivery time by 20% by successful implementation of SAP Ariba Supplier Lifecycle & Performance Management (SLP) Module
 - Led a cross functional teams of 8 project engineers from L&T-Arabia & L&T-Oman for successful completion of fabrication activities at respective yard locations
 - Implemented strategies for Installation & Hook Up for various packages in brown field, thereby saving \$5 million in offshore execution campaign
- Senior Engineer-Projects, AFCONS Infra. Ltd (A Shapoorji Pallonji Co)**
- Ensured on timely delivery of Mechanical Engineering Deliverables for Well-head and Production platforms for EPC projects of USD 300 million
 - Facilitated offshore pre-engineering survey for study of existing facilities modifications & scope validation



INFO

Experience: 61 months
Companies: Mercedes Benz Research and Development, India
Function(s): Product Development, Project Management, Innovation Management
Domain(s): Automotive
Qualification: B.E
Specialization: Mechanical
Institute: B.V.Bhoomaraddi College of Engg and Technology, Hubballi



SHRIHARI NAGANUR

CAREER SUMMARY

5+ years of global experience in product development, project management, supplier management, engineering consulting, innovation management and digital transformation. Past assignments include development of plastic components for electric and diesel vehicles. Received recognition for innovation and automation from the organization.

WORK EXPERIENCE DETAILS

Mercedes Benz Research and Development: Product Design Engineer – Product Development, Project Management, Innovation Management

- Developed an Automation tool for effective component design saving 1.02 million € a year for the organization
- Planned and facilitated an organization wide innovation event targeting company's innovation goals resulted in 6 implementable ideas
- Managed CFT teams and identified project scope and work breakdown structure, implemented design projects for global and domestic clients.
- Managed key developments on the Exterior add-on parts on the first generation of electric and autonomous car for Daimler.
- Analyzed Asia-Pacific performance complaints, performed root cause analysis leading to optimization of assembly process
- Planned, trained and executed innovation management in the team to improve the innovation quotient by 40%



INFO

Experience: 62 months
Companies: Shapoorji Pallonji & Co Pvt Ltd
Function(s): Project Management and Analytics
Domain(s): Cosmetics, Digital Product, Engineering & Design, Manufacturing
Qualification: B. Arch (Honors)
Specialization: Architectural Engineering
Institute: Indian Institute of Technology, Kharagpur



SHUBHAM KHATTRI

CAREER SUMMARY

IIT graduate with a 5+ years of experience in project management and business analytics with expertise in delivering projects across FMCG, Manufacturing, Engineering and Digital Product Industry

WORK EXPERIENCE DETAILS

Startup/Freelancing

- Worked as analytics lead & POC Finance & Strategy team of Global Cosmetic Giant and Digital Product Start up.
- End to End owner of Business Review Reports for leadership to review business's health and growth

Project Manager, Shapoorji Pallonji

- Worked on 4 parallel projects in different sectors i.e. housing, public(high court), mixed use (bus terminus cum commercial complex) and manufacturing facility of total contract value of around 2000 crores
- Responsible for managing direct cost(DC) for these lump sum projects.
- Developed a project DC monitoring Excel tool that was adapted as a standard for monitoring DC of all lump sum projects in the company.
- Lead the project team as a single point of contact for client requirements and contractual communications



INFO

Experience: 66 months
Companies: JK Tyre & Industries Ltd. (JKTIL)
Function(s): New Product Development, Cost Optimization
Domain(s): R&D (Auto Ancillary)
Qualification: B. Tech
Specialization: Mechanical Engg.
Institute: Uttarakhand Technical University (UTU)
Certification(s): PGD in Rubber Technology - IIT Kharagpur, Lean Six Sigma Green Belt - KPMG



SHUBHAM MITTAL

CAREER SUMMARY

Over 5 years of work experience spread across product design, new product development, root cause cause analysis, product improvement with cross-functional experience in areas such as operations, product improvement and cost optimization with a leading automotive component manufacturer

WORK EXPERIENCE DETAILS

Assistant Manager, Product Development Center (JKTIL)

- Achieved INR 13 Cr cost saving by providing cost effective solution for highest market grossing SKUs in light commercial vehicle segment.
- New product design and development for OEMs accounting for sales of 90% in passenger vehicle and 95% in commercial vehicle segment.
- Implemented new technology improvements as a differentiation strategy resulting in an estimated annual sales of INR 15 Cr.
- Created brand image development and awareness by improving the design of the product styling leading to an estimated 10% increase in annual sales for FY20.
- Managed 200+ SKUs for global export with ECE R117 compliance increasing the total revenue by 20%.
- Responsible for managing strategic business planning (SBP) for business transformation focused on enhancing features and performance of the product. [5-year plan]



INFO

Experience: 89 months
Companies: ITC Limited
Function(s): Manufacturing
Domain(s): FMCG
Qualification: B. Tech
Specialization: Food Process Engineering
Institute: SRM University



SOMAK PAL

CAREER SUMMARY

Over 7 years of experience in plant management, productivity and process improvement, material planning, cost optimization, product quality and safety, and manpower management in the manufacturing section of the Food & Beverage Industry.

WORK EXPERIENCE DETAILS

Senior Manufacturing Executive, Manufacturing, ITC Limited

- Managed 78000- MTPA manufacturing unit of USD 600 million Aashirvaad Brand.
- Managed production and looked after production planning of 7 blends and 24 different SKUs.
- Improved stock optimization from 93.50% in 2014-15 to 97.50% in 2020-21.
- Developed a new procurement channel for raw material resulting in saving of INR83 lakhs.
- Ensured production was not halted during Covid-19 crisis, by proper planning and man-power management.
- Helped in transition from manual secondary packing to automated packing line with installation of shrink wrap packing machine.
- Reduced rejection of raw material, resulting in saving of INR40 lakhs/year
- Helped in planning and execution of plant expansion leading to an increase of plant capacity by 50%.



INFO

Experience: 79 months
Companies: Linde India Limited
Function(s): Quality Assurance & Quality Control
Domain(s): Manufacturing (Fabrication)/Cryogenics
Qualification: B.E / B.Tech
Specialization: Mechanical Engg.
Institute: Future Institute of Engineering and Management
Certification(s): Lean Six Sigma Green Belt - KPMG, Internal auditor for IMS



SOUPTIK BASU

CAREER SUMMARY

6+ years of experience in a leading manufacturing unit of Cryogenic industry. Expertise in Quality Assurance and Quality Control, IMS internal audit, supplier quality control, Quality management system. Chosen for the prestigious catalyst (Future leadership) program of Linde India Limited. Received multiple recognition certificates in the country excellence award.

WORK EXPERIENCE DETAILS

Associate Manager, Quality Control, Linde India Limited

- Completed 16+ projects as a quality control engineer with different prestigious clients, such as EIL, BP, JGC, CSTS, and Toyo, from different industries.
- Faced various external audits from ASME, and TUV Nord with Zero Nonconformities, and carried out internal audits for IMS.
- Supervised a team of six welders and reduced the total length of weld repairs from 0.07% to 0.05%.
- Developed suppliers in foreign countries for static equipment and other bought-out items and reduced the cost of foreign consignments by 0.5%.
- Ensured and established the implementation of IMS for Engineering Division and QMS for Manufacturing Works as a member of the core committee.
- Reduced the number of in-process non-conformities per year by 20%, by restructuring the incoming material inspection.
- Worked in close coordination with several cross-functional groups for conducting review of QA plans.



INFO

Experience: 94 months
Companies: Zamosh Services Pvt Ltd., Tata Consultancy Services
Function(s): IT Consulting, Operations Management, Strategy
Domain(s): Healthcare Services; BFSI; E-commerce
Qualification: B. Tech
Specialization: Electrical Engg.
Institute: West Bengal University of Technology
Certification(s): Lean Six Sigma Green Belt (KPMG)



SUBHASISH GHATAK

CAREER SUMMARY

7+ years of diverse work experience in a regional start-up and Tata Consultancy Services. 3 years of entrepreneurial experience focusing on operations management and 4 years of experience as a technology consultant focusing on Business Intelligence Solution Design &

WORK EXPERIENCE DETAILS

Co-Founder-Zamosh Services Pvt Ltd.

- Co-founded Zamosh, a leading on-demand laundry with 660K USD valuation and created the vision & mission of zamosh and hired 35 employees sharing the same vision.
- Acquired 30,000 customers in 3 years and captured 10% of the total addressable market, maintaining an annualized growth rate of 200%
- Launched 5 brick & mortar stores and implement hub and Spoke model

Information Technology Analyst -TCS

- Created bottom-line impact of 10% by 2 enterprise wide initiatives focusing on reducing the dependence of IT and simplifying the information management portfolio
- Was directly responsible for up-selling worth 100K USD by identifying upstream IT solutions opportunities
- Managed project with leading clients in USA Healthcare and Banking domain with a deal value of 2Million USD



INFO

Experience: 117 months
Companies: IDFC First Bank, Arnita SEZ Consultants Pvt. Ltd, L&T
Function(s): Corporate RE & Infrastructure, Project Mgt, Design
Domain(s): Banking, Pharmaceutical, Textile
Qualification: B.Arch
Specialization: Architecture Planning
Institute: Sir J.J. College of Architecture, Mumbai
Certification(s): UUSGBC LEED AP



TEJA SAWANT

CAREER SUMMARY

9+ years of experience in project management and design. Developed branch roll-out strategy to establish physical branch network of 600+ branches for IDFC First bank in 5 years. 4 years of experience in design and implementation of various manufacturing facilities for Textile, Photovoltaic & Pharmaceutical industry.

WORK EXPERIENCE DETAILS

Senior Manager, Design & Project Management, IDFC First Bank

- Finalized standard designs for branches of newly established bank
- Established project implementation processes for Corporate real estate team.
- Responsible for budgeting, maintained a budget of 200+ Crores.
- Successfully employed innovative solutions in inventory planning, and vendor management to reduce branch set up timeline.
- Incremental design changes to reduce per project cost by 40%
- Developed and implemented Solar panel installation plan in 100+ Rural branches network.

Senior Architect, Arnita SEZ Consultants Pvt. Ltd.

- Spearheaded team of 5 junior architects & key account holder of Sun Pharma Industries.
- Delivered 2 large-scale industrial projects- OSD Hi-potent manufacturing Facility & Automated warehouse



INFO

Experience: 102 months
Companies: M N Dastur & Co, State Bank of India
Function(s): Processing Officer, Engineering Consulting
Domain(s): Banking, Design & Engg
Qualification: B.E
Specialization: Chemical Engg.
Institute: Jadavpur University
Certification(s): JAIIB, Moody's - Commercial credit, Certification program for retail credit, NISM Series V, KPMG Six Sigma Green Belt



TRIPTI SINGH

CAREER SUMMARY

8+ years of experience in consulting and banking domain. 4.5 years of experience in engineering consulting firm where I was involved in providing comprehensive integrated engineering services to the client. 4 years of experience in Credit portfolio of banking domain. Recipient of awards for excellent performance during my career.

WORK EXPERIENCE DETAILS

Senior Engineer, M N Dastur & Co Pvt Ltd.

- Involved in conceptual design, planning, basic and detail engineering, preparation of specification/tender document, evaluation of bids, technical recommendation of vendor offers.
- Preparation of contract documents, preparation of drawings (flow sheet, P&ID diagram, scheme drawings, layout drawing, GA drawings, piping drawings etc.).
- Carrying out hydraulic calculations, cost estimation, scrutiny of vendor drawings, preparation of BOQ, co-ordination activities with various agencies (clients, vendors/contractors, internal & intra departments).
- Involved in preparation of techno-economic feasibility report (TEFR).

Deputy Manager, State Bank of India

- Involved in Retail Core banking, Retail and SME Credit management.
- Sourcing, assessment of credit worthiness of borrower, processing, documentation, post sanction inspection, NPA monitoring.



INFO

Experience: 71 months
Companies: SKILLEDGE, IBM (GBS)
Function(s): Entrepreneurship, SAP ERP Consulting
Domain(s): Education Technology, IT Consulting)
Qualification: B.E.
Specialization: Mechanical Engg.
Institute: Manipal Institute of Technology, Manipal
Certification(s): TSCM6e - SAP ERP Certification - SAP.SCM.OTC



TUSHAR MATHUR

CAREER SUMMARY

6 years of experience in IT-Consulting (3.5yrs) and Entrepreneurship (2.5yrs) with roles ranging from SAP consulting to New Product Development, Sales & Business Development, Product Research, & Start-up Funding. Have diverse experience from handling US/Denmark-based clients to bootstrapped start-up operations.

WORK EXPERIENCE DETAILS

Program Manager (Entrepreneurship), SKILLEDGE 4.0 Edu Tech Pvt. Ltd.

- 5-member early-stage bootstrapped Ed-Tech start-up – Salaried employee.
- Represented company in Start-up Expos and Networking events at CII-Pune and TiECon Mumbai 2020.
- Coordinated with Product Strategy and Sales/BD teams to deliver the product to B2C, B2C, B2B2C customers.
- Worked on Investment Deck with CEO. Received Seed level funding in Sep-2020.

SAP SD Consultant – (Tech Consulting), IBM Global Business Services

- Catered to Pharmaceutical Health-sciences client and Shipping, Logistics and Transportation client.
- Coordinated Order-to-Cash processes on a cross functional level through Incident Management. Worked on Pricing, Shipping, Material Availability, Customer Master management, and Billing related issues.
- Assisted SWAT team operations during a cyber terrorism attack (ransomware virus) in Jan 2018.



INFO

Experience: 125 months
Companies: Adani Green Energy Ltd, ABB PPSIL
Function(s): Project Management, Process Improvement
Domain(s): Renewable Energy, EPC Projects
Qualification: B.E / B.Tech
Specialization: Electrical & Electronics Engg.
Institute: Aditya Engineering College
Certification(s): Lean SixSigma GB(KPMG)



V V S NARAYANA RAJU G

CAREER SUMMARY

Over 10 years of experience in managing B2B and B2G techno-commercial projects. Led cross functional teams to deliver complex power and automation projects. Expertise in project management, supply chain, and vendor & customer relationship management.

WORK EXPERIENCE DETAILS

Associate Manager, Project Management, Adani Green Energy

- Led a team of 9 executives and managed a workforce of 110 for Planning, control, and delivery of 250MW solar power project operations worth INR.100 Crores.

Site Specialist, ABB Power Products & Systems India Ltd.

Project Management and Process improvement:

- Spearheaded the project management of 3 mega power projects of capacity 3150MW and 10 automation projects of cumulative worth INR.500+ crores
- Saved 5 Crores in supply of spares in a 110 crores project by strategic negotiations with customers.
- Achieved 1 Million safe man hours by implementing safety standards at A.P Government project site

Electrical Engineer, Operations & Maintenance, KVK Energy

- Managed the shift operations of a 70MW thermal power plant.



INFO

Experience: 72 months
Companies: CareerNinja, upGrad Education Pvt. Ltd., TalentMetrix Consulting
Function(s): Product Marketing & Growth
Domain(s): Education Technology
Qualification: B.E / B.Tech
Qualification: Mechanical Engg.
Institute: Bharati Vidyapeeth College of Engineering
Certification(s): Product Management by Duke CE



VIVEK SINGH

CAREER SUMMARY

6+ years of experience in fast-growing startups in consumer-technology and management consulting industries. Experienced product marketing manager skilled in new products & growth, go-to-market strategy, program management, and strategy & operations.

WORK EXPERIENCE DETAILS

Head of Growth & Operations (Founding Team), CareerNinja

- Acquired 20K+ users, \$60K+ annual revenue rate, and paid user's conversion rates of 3% by leading product go-to-market strategy.
- Led the bootstrapped startup to product-market fit and scaled functions across sales, product, operations to raise \$200,000 in funding.

Associate Program Manager, upGrad

- Led new product launches in growth vertical by leading market & consumer research, product conceptualization, go-to-market strategy, and product marketing.
- Generated revenue of \$2.3 million with 425+ paid users within first quarter by launching 3 new products.

Associate Consultant, TalentMetrix Consulting

- Delivered a business transformation engagement for a \$50 million pharma company to grow by 3X through growth strategy, organization design, and talent-audit.

MARKETING

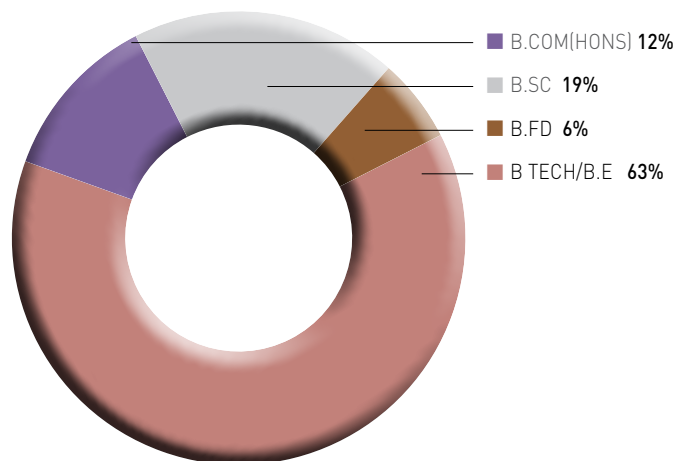
MARKETING

- The Marketing cohort has an average industry experience of 6.8 years in domains such as BFSI, Consulting, Edu-Tech, Infrastructure / Construction, Manufacturing, Power / Energy & Utility and Retail / Ecommerce.
- The incoming students hold prior experience in key business roles such as Business Development, Entrepreneurship, Marketing, Program

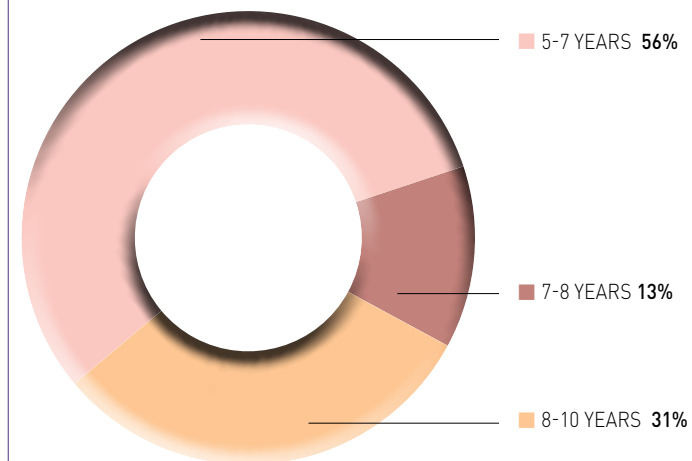
Management, Sales, Key Account Management and Trade Marketing

- The International Immersion at Sameul Curtis Johnson Graduate School of Management at Cornell University, USA enables the students to learn finer aspects of Consumer Insights for decision-making, Behavioral Science of Marketing Decisions and Entrepreneurial Marketing and Retail Brand Audit

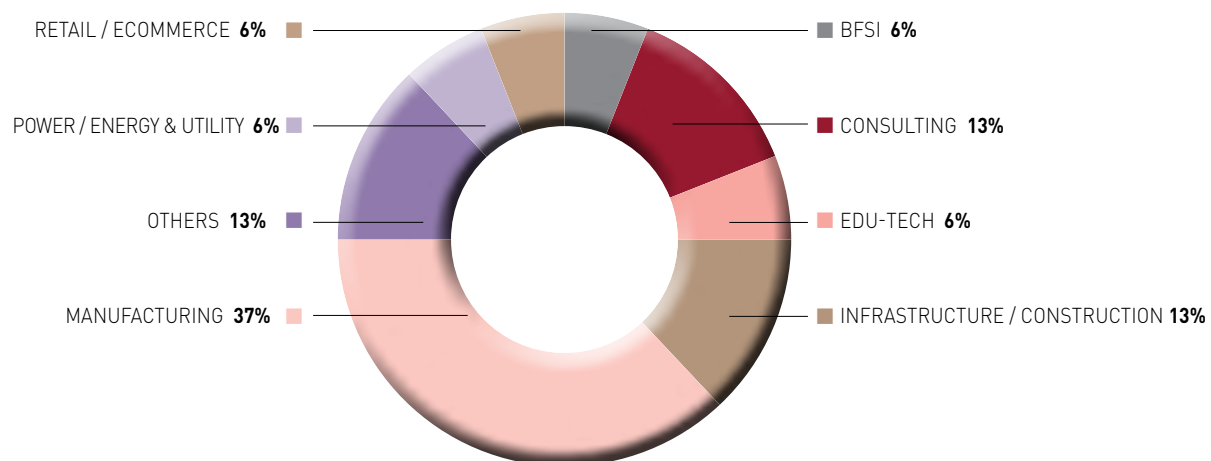
EDUCATIONAL BACKGROUND



WORK EXPERIENCE



INCOMING DOMAIN



MARKETING INDEX For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
1	Amit Thadani	Banking & Financial Services	Sales & Business Development	70 months	64
2	Aniket Subhash Yalkar	Speciality Chemicals & Petro Chemicals	Sales & Business Development, Key Account Management	93 months	64
3	Anushray Jalan	FMCG, Cosmetics, Hospitality (hotels)	Digital Tranformation/Performance Marketing/ Business Development	63 months	64
4	Himanshi Sarawgi	Automobile, Lubricants, Geotechnical, Real Estate	Marketing (Digital Performance & Offline) , Branding, PR & Business Development	108 months	64
5	Mrinal Singh	Building Materials/Infrastructure	Technical Services, Sales and Marketing	64 months	65
6	Nirmalendu Samant	Heavy Industries & OEMs	B2B & B2C Business Development, Key Account Management, Sales & Service, Technical Consulting	63 months	65
7	Parmeet Singh	Automobile	Plant Quality, System Audits & Branding	65 months	65
8	Rahul Gupta	Marketing and Advertising	Modern Marketing, Account Management, Program Management, Digital Marketing, ABM, DT	99 months	65
9	Rajvardhan Jha	Oil & Gas, Automobile	Sales & Business Development	113 months	66
10	Saurabh Jain	Brand Marketing	BTL Marketing, Account Management, Business Development	75 months	66
11	Shashank Sharma	Industrial Consumables	Sales & Business Development	109 months	66
12	Shradha Mohanty	Fashion Apparel	Apparel Design & Development, Product Innovation, Marketing and PR	114 months	66
13	Shreeya R	Arts, Education, Digital Enablement	Project Management, Fellowship Teacher, Project Consultant, Direction	67 months	67
14	Shreya Malhotra	Consulting	Marketing and Strategy, Corporate Branding,Partnership Management	68 months	67
15	Shubham Jain	Infrastructure	Business Development, Sales and Marketing	91 months	67
16	Vivek Kumar Dhiman	Sales & Trade Marketing	Sales & Marketing	67 months	67



INFO

Experience: 70 months

Companies: Deutsche Bank, Bajaj Finance Ltd, Intec Capital Ltd, HDFC Standard Life Insurance Company Ltd.

Function(s): Sales & Business Development

Domain(s): Banking and Financial Services

Qualification: B.Com

Specialization: Financial Markets

Institute: HR College of Commerce and Economics, Mumbai



AMIT THADANI

CAREER SUMMARY

5+ years of professional experience in banking, financial services and insurance (BFSI) industry. Core competencies in Sales and business development, relationship management, channel sales, cross-selling, mortgages, people management, retail assets and banking services.

WORK EXPERIENCE DETAILS

Sales Manager, Mortgages, Deutsche Bank

- Driving loan against property business through channel partners, branch banking and wealth vertical in Mumbai region.
- Expanding existing distribution channel by empanelment of more partners.

Sales Manager, Loan against property/home loans, Bajaj Finance Ltd

- Managing Home Loans and Loan Against Property Business by cross selling to existing customers.
- Handling a team of Assistant Manager's to achieve monthly and quarterly disbursement targets by acquiring New to Bank Customers and by Cross Selling to existing customers.

Relationship Manager, Intec Capital Ltd

- Responsible for driving branch disbursement targets of secured and unsecured loans through channel partners.

Sales Development Manager-Bancassurance, HDFC Standard Life Insurance

- Responsible for achieving HDFC Bank branch insurance sales targets of various products such as Unit linked insurance policy, term insurance and pension policy.



INFO

Experience: 93 months

Companies: Champion Commercial Co. Ltd, Aquent Impex India Private Ltd, Grasim Industries Ltd.

Function(s): Business Development, Project Management, Key Account Management

Domain(s): Specialty Chemicals

Qualification: B.Tech

Specialization: Surface Coating Technology

Institute: Institute of Chemical Technology, Mumbai



ANIKET SUBHASH YALKAR

CAREER SUMMARY

7 years of business development and sales experience in specialty chemicals and petrochemicals for automotive, footwear, wire & cable, construction, and composite industry with expertise in customer engagement, product development, strategy development, and project management.

WORK EXPERIENCE DETAILS

Business Development Executive, Champion Commercial Co. Ltd.

- Launched specialty polymers from South Korea and Managed sales of \$175,000 for Industrial coatings.
- Developed business of \$100,000 construction chemicals.

Senior Business Development Executive, Aquent Impex India Private Ltd.

- Developed new supplier and increased revenue by \$1 million.
- Created value proposition to increase in revenue by \$265,000.
- Negotiated annual contract with DuPont, ExxonMobil, BASF for supply of petrochemical products.

Assistant Manager, Grasim Industries Ltd.

- Developed 2 new supplier to increase revenue of trading division by \$1 million.
- Generated revenue of \$1.75 Million by diversifying products.
- Led a project of additives by creating 6 new value propositions.
- Managed annual sales of \$2 Million of specialty plasticizer and additives.



INFO

Experience: 63 months

Companies: Bigin Digital Solutions LLP

Function(s): Marketing, Strategy And Sales

Domain(s): Digital Marketing & Digital Transformation

Qualification: B.Com(Hons)

Specialization: Accounting And Finance

Institute: HR College

Additional Qualification: LLB- Mumbai University (2015-18)



ANUSHRAY JALAN

CAREER SUMMARY

Over 5 years of entrepreneurial experience in the digital marketing industry. Core responsibilities included Digital Transformation, Business Development, Sales, General Management and Operation management.

WORK EXPERIENCE DETAILS

Co-Founder and Partner, Bigin Digital Solutions LLP

- Plan and present a clear vision for the company. Lead the sales and strategy at BIGin in the digital transformation and performance marketing space
- Have converted projects with 130+ clients since the onset of the company and executed campaigns for the same (added ~INR 6 Crores topline)
- Developed the Content Marketing vertical & opened the Kerala and Gujarat market (added ~ INR 25 Lakhs topline)
- Built the GTM strategy with 3 companies to expand the solutions umbrella (websites, apps, CRM, E-com)
- Grew the Bigin team to 30+ employees and institutionalized a growth culture
- Managed all the legal and financial obligations (compliances, contracts, financial forecasting, GST, Income Tax etc.)
- CSR project - offered free digital marketing services to NGOs(3-year association with Toy Bank to help them raise funds via digital campaigns, calendar designing etc., recently assisted Rotibank foundation in their digital efforts to distribute food to the underprivileged during the time of Covid)



INFO

Experience : 108 months

Companies : Hindustan Motors, Tata Motors Pvt Ltd, Valvoline Cummins Ltd, Olympeo Infrastructure Pvt Ltd, Keller Ground Engineering.

Function(s): Marketing, Business Development

Domain(s): Automobile, Lubricants, Geotechnical, Real Estate

Qualification: B. Tech (Honors)

Specialization: Metallurgy

Institute: National Institute of Technology, Raipur



HIMANSHI SARAWGI

CAREER SUMMARY

Marketing professional with 10 years of experience in diverse Industries like Automobile, Lubricant, Construction and GeoTechnical engineering. Extensive experience in Marketing Strategy, Brand Promotion, Media Planning, Performance Marketing and NPS Management for both B2B and B2C companies.

WORK EXPERIENCE DETAILS

National Marketing Manager, Keller Ground Engineering

- Established marketing function in India through global collaboration.
- Implemented marketing plan to increase brand presence through offline and performance marketing leading to increase of leads by 100% and sales by 14%.
- Implemented NPS platform with cross-function collaboration to increase efficiency of project deliveries.

Marketing & BD Manager, Valvoline Cummins

- Handled marketing, branding and BD activity for 8 states.
- Conceptualized and launched online and offline marketing initiatives to drive sales growth of 4% through existing distributors and 6% growth in new dealer acquisition within 6 months.

Territory Sales Manager, Tata Motors

- Handled sales and marketing for small commercial vehicles and achieved sales growth of 29%-retail and 18%-off-take in 2 years
- Successfully launched Tata Iris in Chhattisgarh and achieved 6% market share within 1 year.



INFO

Experience: 64 months
Companies: UltraTech Cement Ltd.
Function(s): Marketing & Sales, Customer Services
Domain(s): Manufacturing, Infrastructure
Qualification: B.Tech.
Specialization: Civil Engineering
Institute: Manipal Institute of Technology, Manipal



MRINAL SINGH

CAREER SUMMARY

Over 5 years of experience as Territory Technical Service Manager in UltraTech Cement. Expertise in Cement and Construction Industry, Channel & Lead Management, CRM implementation, Customer services and relationship management.

WORK EXPERIENCE DETAILS

Territory Technical Service Manager, Ultratech Cement Ltd.

- Experience in handling marketing and promotion of cement and building products in 10 districts. Developing and managing relations with builders, contractors, engineers, architects, home owners and channel partners and generated 200 monthly leads.
- Achieved monthly sales of INR 3.15 Million through average 45 conversions through visits, meetings and seminars.
- Handled CRM implementation and monitoring of the Rajasthan region of 1,50,000 contractors and masons and their bi annual felicitations.
- Managed 50 dealers and 400 retailers of Jaipur. Handling and successfully closing several customer complaints.
- Managed team of 2, Mentored as Subject Matter Expert on Concrete and RMC.
- Responsible for facilitating the launch of Augmented cement (Weather Plus), and budgeting and distribution of technical marketing expense in Rajasthan.



INFO

Experience: 63 months
Companies: Schaeffler India Ltd. & Tega Industries Ltd.
Function(s): B2B & B2C Business Development, Key Account Management, Technical Consulting
Domain(s): Engineering - Heavy Industries & OEMs
Qualification: B.Tech.
Specialization: Mechanical Engineering
Institute: Orissa Engineering College, Bhubaneswar



NIRMALENDU SAMANT

CAREER SUMMARY

5+ years of experience in B2B & B2C Business Development, Key Account Management, Sales & Service, Distributor Management, People Management along with Technical Consultancy in the field of heavy industries like Steel, Aluminium, Cement, Thermal Power, Oil & Gas, Fertilizer and Mining.

WORK EXPERIENCE DETAILS

Executive KAM, Business Development, Schaeffler India Ltd.

- Worked in Industrial sales and support with all major steel, cement, power and mining customer like IOCL, TATA STEEL, SAIL, ACC, Jindal Group, DALMIA, NTPC, NALCO in Odisha region.
- Revenue increased by appx. 270% in B2C and 20% growth in B2B sales by realigning the product portfolio.
- Provided technical consultancy, failure analysis, product selection support.
- In 2020 was given opportunity to handle pan India TATA STEEL accounts.
- Initiated direct business in Bangladesh with Abul-Khair Group.

Branch Engineer-Industrial Sales, Tega Industries Ltd.

- Responsible for sales and service of products along with technical consultancy to customers like TATA STEEL, UCIL, Mines etc. for the material handling accessories.
- Handled a service team of 10 members independently in the mining belt.
- Revenue of the product category increased by 42% w.r.t to previous year.



INFO

Experience: 65 months
Companies: National Engineering Industries, Faurecia Automotive Seating India
Function(s): Quality Assurance
Domain(s): Automobile
Qualification: B.Tech
Specialization- Mechanical Engg.
Institute: Gyan Vihar School of Engg & Technology, Jaipur
Certification(s): IATF, SPC, MSA, 8D.



PARMEET SINGH

CAREER SUMMARY

Mechanical Engineer with 5+ years of work experience in Quality Assurance Department with knowledge of DMAIC, FMEA, SPC, MSA & 8D who believes in teamwork and collaboration for achieving targets.

WORK EXPERIENCE DETAILS

Assistant Manager, Plant Quality Assurance, National Engineering Industries (NBC Bearing)

- Planning and conducting Process, Product & Layout Audits for Ball Bearings, Hub Assembly & Taper Roller Bearings Departments along with Weekly & Monthly MIS Preparation for Quality level across all NEI Plants.
- Certified IATF 16949 Internal Auditor and experience in ISO 9001 and VDA 6.3.
- Digitalization of Product Audits in Ball & Taper Roller Bearings plants resulting in time saving of 30 minutes per shift. Awarded Runners up position in best CFT category.

Engineer, Manufacturing Quality, Faurecia Automotive Seating India

- Programming & operating CMM (Mitutoyo & Global Image, Brown & Sharp) and UTM along with Micrography testing for welding components.
- In process inspection, dock audits, process audits and product audits.
- Awarded Go getter for localization of PV Testing in Faurecia Manesar Plant leading to a cost saving of 4 Lakhs per year.



INFO

Experience: 99 months
Companies: Wunderman Thompson, PAYBACK, Dentsu Webchutney, Ogilvy, Wieden + Kennedy, Zapak Digital, Isobar
Function(s): Modern Marketing, ABM & Digital Transformation
Domain(s): Marketing & Advertising
Qualification: B.Tech.
Specialization: Computer Science
Institute: Gurgaon College of Engineering, MDU



RAHUL GUPTA

CAREER SUMMARY

8+ Years of experience in integrated marketing with deep engagement in Modern Marketing, Account Management, Program Management, Digital Marketing, ABM, Marketing technology, and Digital Transformation. Lead team in global and local markets with B2C and B2B focus and covering breadth and depth engagement.

WORK EXPERIENCE DETAILS

Lead Consultant Marketing, Wunderman Thompson

- Lead India Marketing Services for Microsoft Corp, PM for internal Digital Transformation via tool optimization, process optimization, and implementation
- Channelized ABM with Enterprise accounts, and breath engagement for Developers and SMB accounts
- Depth engagement helped in increasing the cloud consumption by 200%

Manager Marketing Communication, PAYBACK India

- Channelized media for performance marketing, and brand engagement, for over INR 5 Million
- Worked with partners to drive performance marketing, resulting in revenue growth of over 500% in first 6 months

Associate Account Director, Wunderman Thompson

- Lead customer engagement for Microsoft India, HSBC, and Del Monte
- Lead team to setup SSC for tech giant.



INFO

Experience : 113 months

Companies: Power Mechanical Automation Ltd., Virgo Valves & Controls Ltd. (Emerson), Ultraseal India Pvt. Ltd.

Function(s): Sales and Business Development

Domain(s): Oil and Gas, Automobile

Qualification: B.E

Specialization: Mechanical Engineering

Institute: D.Y. Patil College of Engineering, Pune University.



RAJVARDHAN JHA

CAREER SUMMARY

9 years and 5 months of experience, with integrated set of competencies in diverse functional areas - Strategy, Planning, Business Development and Revenue & Cost Optimization. Gained international exposure while working for diversified geographies including India, UK, Spain, Italy, Dubai & Oman

WORK EXPERIENCE DETAILS

Sales Manager, Power Mechanical Ltd.

- Headed technical and commercial negotiations on many high-profile Oil & Gas capital infrastructure projects.
- Developed & led a team of 10 people in India to look after the Middle East market.
- Logged the target of 2.5 Million Euro sales volume in year 2019-20

Application Engineer, Virgo Valves & Controls Ltd., Emerson

- Managed strategic accounts of Europe to ensure continuous increase in revenue generation through relationship management
- Acted as a Project Manager to ensure complete customer satisfaction by resolving even the post sales issues

Engineer Marketing, Ultraseal (India) Pvt. Ltd.

- Developed and managed the channel partners across India
- Expanded the reach of the product to remote industrial locations
- Promoted the brand through different expos, Seminar and Exhibitions



INFO

Experience: 75 months

Organizations: Great Learning, Finwizz, CS Direkt Events, E02 Events

Function(s): BTL Marketing, Account Management, Business Development

Domain(s): Brand Marketing

Qualification: B.Sc - Hotel & Hospitality Administration

Institute: Institute of Hotel Management, Pusa



SAURABH JAIN

CAREER SUMMARY

6+ years of experience in Marketing. Expertise in Brand Marketing, BTL Marketing, Planning & strategy, Business Development & Community Marketing. Handled clients across different industries, including Automobile, Consumer Technology, Pharmaceuticals, Edtech & Financial institutions

WORK EXPERIENCE DETAILS

Community Manager, Great Learning

- Led community marketing activities for the launch of 2 new programs.
- Designed and executed a new marketing initiative to market the existing programs at minimal cost.

Asst. Marketing Manager, Finwizz

- Planned and executed 2 new on-ground campaigns leading to growth of 25% in new leads and also part of pricing teams for new products/offers.

Asst. Manager (Client Servicing), CS Direkt Events

- Planning and execution of PAN India BTL campaign for Maruti Suzuki, BMW, and Becton Dickinson

Manager, Client Servicing and Business Development

- Added 4 new clients with 12 fresh projects to firm's portfolio
- Part of the planning and strategy team of ASUS Zenfestival, ASUS Zenvolution, and D'dcor Application Launch.

Marketing Associate, Sunday Holiday Brands

- Responsible for marketing at tradeshow across India. Generated revenue of INR 6.5 cr across 5 trade shows.



INFO

Experience: 109 months

Organizations: Iscar India Pvt.Ltd. , L&T Cutting Tools Ltd.

Function(s): B2B Sales, Key Account Management, Business Development

Domain(s): Industrial Consumables

Qualification: B.E.

Specialization: Mechanical

Institute: B.D.C.O.E, R.T.M.Nagpur University



SHASHANK SHARMA

CAREER SUMMARY

9 years + of experience in business development and sales of Industrial consumables. Expertise in B2B sales, Key Account Management, Channel Partner Management, Product Development and Marketing.

WORK EXPERIENCE DETAILS

Assistant Manager, Business Development and Marketing, Iscar India Pvt. Ltd.

- Achieved target of generating new business worth INR 2.5crores in 2019-20 from key B2B clients.
- Added 2 channel partners to our network to achieve growth of INR 1.2crores in annual sales in 2019-20.
- Provided technical support to the sales team, which included detailed study of processes, preparing technical & commercial proposals and executing prove-outs of tools at client locations.

Asst. Manager, Application and Sales, L&T Cutting Tools Ltd.

- Handled sales for Madhya Pradesh and Sri Lanka with an average y-o-y growth of 15% from 2013-2017.
- Planned and executed tenders at government owned clients in aerospace and defence organizations and PSUs, including preparation of tender specifications and quotations.
- Responsible for technical support and execution of marketing activities (PAN India) for Grooving products, preparing pricing schemes for B2B clients and channel partners for tailor made pro.



INFO

Experience: 114 months

Companies: Label SOUP by Sougat Paul, Shopper Stop Ltd, Spykar Jeans, S.Kumars

Function(s): Apparel Design & Development, Product Innovation, Marketing and PR

Domain(s): Fashion Apparel

Qualification: Bachelor in Fashion Design

Specialization: Fashion Design, Apparel

Institute: NIFT, New Dehli



SHRADHA MOHANTY

CAREER SUMMARY

9 years + experience in apparel design and development, product innovation and customer relations, for brands starting from youth fashion label like Spykar Jeans, India to retail conglomerate, Shoppers Stop Pvt Ltd, India. Spearheaded design-development along with marketing and PR for high fashion Indian label SOUP in the luxury segment

WORK EXPERIENCE DETAILS

Design Manager and Head of Marketing, SOUP by Sougat Paul

- Launched sub brand SO:US under label SOUP targeted at Millennial segment in Indo-western category.
- Enhanced social media presence for label SOUP through campaigns, content-creation, targeted promotions, and celeb & influencer collaborations.
- Managed and grew B2B relationships with both offline and online partners (Nykaa, Pernias Pop up store/ Aza / Tata Cliq luxury)

Deputy Designer - LIFE casuals and denim, Shoppers Stop Ltd.

- Supervised design team to create 1000 product options annually incorporating global fashion trends and consumer insights
- Innovated campaigning strategies for marketing, e-commerce, visual merchandising & conceptualized brand shoots

Designer, Women's wear, Spykar Jeans

- Designed denim high street-wear collection targeted for women age 18+ retailed across 249 exclusive stores, with a presence at 800+ multi-brand outlets.



INFO

Experience: 67 months

Organizations: Young Artiste Pvt. Ltd., Teach For India, Tata Trusts, TAG Entertainment

Function(s): Project Management, Fellowship Teacher, Project Consultant, Direction

Domain(s): Arts, Education, Digital Enablement

Qualification: B.Sc

Specialization: Electronic Media

Institute: M.O.P Vaishnav, Chennai

Certification: Public Policy



SHREEYA R

CAREER SUMMARY

5 years of experience in the social sector working across multiple domains involving art, education and digital enablement. Deep vertical expertise in project and event management, orchestrating various events pan-India (in-person and digital), designing skill educational programs for primary and secondary level students as well as extensive on-the ground research to study and spread digital awareness in rural India. Additional 1 year of experience working in the film industry.

WORK EXPERIENCE DETAILS

Program Manager, Young Artiste Private Ltd. (SIFF)

- Team Lead to deliver a world class competition in the arts reaching 12000 students from all across the country in a cost effective manner
- Researched similar platforms, target audience, retention pattern and viability while managing the school contact program, legal process and executing operations related to various stages of the competition
- Built an innovative prototype for learners & teachers of the arts.

Fellow, Teach For India, Chennai

- Worked closely with the school administration and external organisations to rope in holistic development programs for 150 students.
- Created innovative classroom management systems to ensure maximum learning
- Set up a community centre to train students in art, music and dance and self-defence by fundraising an amount of three lakh rupees.



INFO

Experience: 68 months

Companies: KPMG, EY, Advictorium Ventures

Function(s): Marketing and Strategy, Corporate Branding, Partnership Management

Domain(s): Consulting

Qualification: B. Sc.

Specialization: Mathematics

Institute: Kamala Nehru College, University of Delhi



SHREYA MALHOTRA

CAREER SUMMARY

6 years of experience in brand management, strategic marketing, relationship-building, corporate communication, and program management with the Marketing and Strategy team of top consulting firms.

WORK EXPERIENCE DETAILS

Executive - Marketing and Strategy, KPMG

- Collaborated with 20+ stakeholders to successfully pioneer the launch of a knowledge platform for CFOs. The program partnered with 25+ C-suite executives from fortune 500 firms to build and strengthen strategic relationships.
- Developed and executed alumni relation strategies and campaigns to grow brand recognition.
- Led business development, corporate initiatives and overall program management for KPMG's Board Advisory Services. The vertical engaged with directors and business leaders to help promote corporate governance.

Merchandiser, Advictorium Ventures

- Optimized inventory management by analysing sales data and forecasting potential opportunities for cost savings
- Enhanced ecommerce pricing, product listing and ranking strategy using data analytics

Trainee - Brand, Marketing and Communications, EY

- Co-developed a highly interactive website and quarterly newsletter to increase alumni engagement



INFO

Experience: 91 months

Companies: Reliance Industries, MIDAS IT

Function: Business Development, Sales & Marketing

Domain: Infrastructure

Qualification: B.Tech

Specialisation: Civil Engineering

Institute: VIT, Vellore



SHUBHAM JAIN

CAREER SUMMARY

Over 7.5+ years of diverse experience in the field of Business Development, sales and marketing at PAN India level. Responsible for B2B sales, key account management, making strategy and establishing emerging technologies by working with various stakeholders ranging from private, government to codal agencies.

WORK EXPERIENCE DETAILS

Business Development Manager, Reliance Industries

- 360° stakeholder engagement such as construction companies, design consultant, government bodies and codal agencies.
- Introduced geosynthetics products among 15 railway zones, various road and coastal departments and created the momentum.
- Increase polymer sales for geosynthetics from 40 to 60 MT per year in 4 years.

Assistant Manager, Sales & Marketing, CAE, MIDAS IT

- Complete sales and marketing for bridge, building and geotechnical CAE software at PAN India level.
- Over Achieved targets for continuous 2 years and registered 30% YOY growth, nominated as a best salesman of the year from India branch and got to visit Korea sales festival and also received rookie award- gold coat pin and 100\$ award



INFO

Experience: 67 months

Companies: Bajaj Electricals Ltd., Hawkins Cookers Ltd.

Function(s): Marketing & Sales

Domain(s): Consumer Durables

Qualification: B.E

Specialization: Mechanical Engineering

Institute: St. Vincent Pallotti College of Engineering and Technology, Nagpur



VIVEK KUMAR DHIMAN

CAREER SUMMARY

5.5 years of experience in the consumer durables industry across various roles in the general trade channel. Expertise in key account management, business development, trade marketing, Alternate channel and general trade sales, training and sales strategy.

WORK EXPERIENCE DETAILS

Area Head, Trade Marketing, Bajaj Electricals Ltd.

- Formulated and executed growth strategies for the business unit.
- Revived and Developed the Water Heater Category Increasing the retailer base by 50%

- Managed the country's largest distributor and a sales team of 14 sales officers

Territory Head, Hawkins Cookers Ltd.

- Managed sales in different channels i.e. Direct Dealer, Wholesalers, CSD, CPC in the assigned territory of 18 districts.

- Added and revived a total of 48 accounts in a period of 1.5 years.

Trainee Engineer, Tata Marcopolo Motors

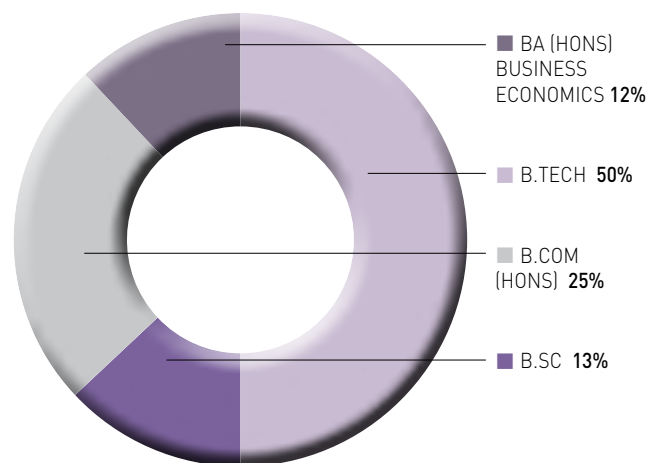
- Cross functional work of Process improvement and Production.

FINANCE

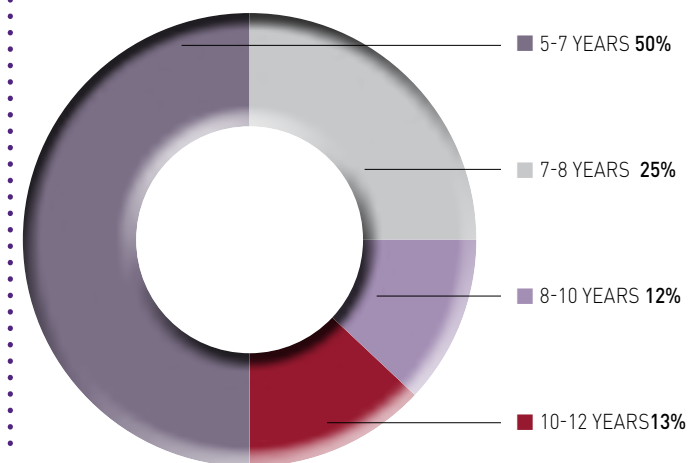
FINANCE

- The Finance cohort has an average industry experience of 6.9 years in domains such as BFSI, Consulting, Healthcare / Life Sciences.
- The incoming participants hold prior experience in key business roles such as Branch Mgt, Credit Analyst, Consulting, Project Management and Quality Assurance.
- International Immersion in USA at Johnson Graduate School of Management at Cornell University, New York enables participants to gain deeper understanding on the finer aspects of financial courses like Mergers & Acquisitions, International Finance, Financial Modeling and Advanced Corporate Finance.

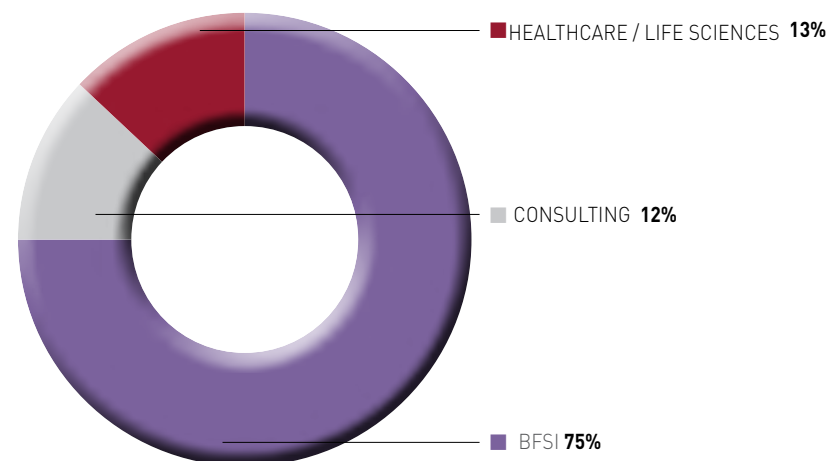
EDUCATIONAL BACKGROUND



WORK EXPERIENCE



INCOMING DOMAIN



FINANCE INDEX For individual profile, click on the names below

SR	NAME	DOMAIN	FUNCTION	EXPERIENCE	PAGE NO
1	Aman Chadha	BFSI - IT	Functional Analyst, IT- Analyst	70 months	71
2	Binodini Behera	BFSI	Senior Manager - Branch (credit, business development, recovery)	121 months	71
3	Ishan Sharma	Finance - Consulting	Senior Consultant - Project Management, Accounting and Assurance	64 months	71
4	Neelam Shah	Consulting and Financial Services	Business Consultant (Startups /Fundraising) and Financial Services	60 months	71
5	Nirav Shah	BFSI and Credit Rating	Credit Analyst	96 months	72
6	Rahul Madhavan	BFSI	Branch Manager	103 months	72
7	Rishi Kumar	BFSI	Credit Analysis	91 months	72
8	Rohit Pothuru	BFSI and Health Care	Automation Specialist For Quality Assurance	65 months	72



INFO

Experience: 70 months
Companies: Tata Consultancy and Services
Function(s): Functional Analyst
Domain(s): BFSI-IT
Qualification: B.E
Specialization: Mechanical Engineering
Institute: Hindustan Institute of Technology and Sciences, Chennai
Certifications: CFA level 2 Passed



AMAN CHADHA

CAREER SUMMARY

6 Years of experience in Techno- Functional Consulting, BI Reporting and Data Visualization, Client Management for the Banking, Telecom and Research Marketing company. Managed the Development, Implementation and Cost reduction aspects of the projects under Agile methodology.

WORK EXPERIENCE DETAILS:

Functional Analyst, BI Consultant, Tata Consultancy and Services

- Made improvements in the system for procuring the purchase and selling data from the vendors that enhance the accuracy (by 15%) of the key data points in the dashboard.
- Led the team of 2 members and trained the vendors and internal key members on the Dashboard, web Interface and tool created for the Procurement and Finance team.

IT Analyst, Tata Consultancy and Services

- Ensured centralized reporting by integrating demand forecasting and reporting processes.
- Led the team of 6 members for transforming the projects based on SAS environment to the Python environment, which saved \$7M annual licensing fee for the client and generated revenues for the TCS, the project has been recognized in TCS as Growth and Transforming Project.



INFO

Experience: 121 months
Companies: Indian Overseas Bank
Function(s): Branch- Credit, Business Development, Recovery
Domain(s): BFSI
Qualification: B.Sc.
Specialization: Agriculture
Institute: College of Agriculture, O.U.A.T., Bhubaneswar.
Certifications: CAIIB, Certified Credit Officer, Diploma in International Banking & Finance (IIBF)



BINODINI BEHERA

CAREER SUMMARY

10 years of experience in banking operations, Agri, retail and SME lending, Financial Inclusion and Rural Development, compliance, NPA recovery, Lead Bank (SLBC) reporting.

WORK EXPERIENCE DETAILS:

Senior Manager, Branch, Indian Overseas Bank

- Lead Branch Operations with a team of 12 members and achieved 20% year on year growth in branch business (120 Cr) along with arresting slippages to nil
- Ensured reduction in the NPA by achieving beyond the Recovery target of INR 10 Cr
- Achieved 100% KYC compliance and Aadhaar seeding
- Achieved the targets set for Financial Inclusion through mobilising over 100 APY, PMJJBY and PMSBY insurance policies

Manager, ARID (Agri & Rural Initiatives Dept.), Regional Office

- Successfully achieved all financial inclusion targets and region ranked no. 1 PAN India for 100% Aadhaar activation through Finacle software and 100% branch activation under APY (Atal Pension Yojana)
- Achieved 100% household coverage on the launch of PMJDY campaign during 2014
- Ensured 100% roll - out of doorstep banking services, monitored 90 Business Correspondents (BCs) attached to 11 districts of Odisha.



INFO

Experience: 64 months
Companies: Ernst & Young - Global Delivery Services India LLP
Function: Project Management, Accounting and Assurance
Domain: Consulting
Qualification: B.Com(Hons)
Specialization: Accounting
Institute: P.G.D.A.V. College
Certifications: Udemy - Advanced excel, Power BI



ISHAN SHARMA

CAREER SUMMARY

Over 5 years of experience with Ernst & Young in Consulting with extensive experience in project management, financial statement analysis, assurance & financial reporting. Received awards such as fast-track promotion, exceptional client servicing award, etc.

WORK EXPERIENCE DETAILS:

Senior Associate, EY

- Analyzed and reported metrics of projects to the executive management of EY and suggested ways to improve EY's margins and cut costs.
- Reported directly to global partner on his engagement, one EY's top 10 and Fortune 500 client.
- Led projects to identify areas where audits can be automated in upcoming years and helped EY save around \$50,000 annually.
- Initiated ideas to improve the region's utilization %age to 77%, helping the team to meet the targets.

Associate, EY

- Reviewed statutory filings such as 10-K, 10-Q, Financial Statements before filing to ensure accurate representation of company's financial data.
- Worked on Business Development project and secured work for around 3000 hours for the team.



INFO

Experience: 60 months
Companies: Raven House, Mumbai Angels Network, Willis Towers Watson
Function(s): Consultant, Investor Relations, Financial Analyst
Domain(s): Consulting Startups, Reinsurance
Qualification: M.A, B.A (Hons)
Specialization: Economics
Institute: St Xavier's College
Certifications: SPSS, Power BI, Tableau, R Programming



NEELAM SHAH

CAREER SUMMARY

5 years of experience in Financial Services and Strategic Consultancy & Fundraise Readiness.

WORK EXPERIENCE DETAILS:

Consultant, Raven House Consulting

- Help companies with idea validation /value proposition through research analysis.
- Prepare a financial model, IM, pitch, and mid-set to raise funds for small companies.

Sr. Associate, Investor Relations, Mumbai Angels Network

- Interacting with HNI's on regular basis and understand their portfolio spread; enrolling them on the platform
- Mobilize the funds, exit possibilities, portfolio updates on HNIs funded startups

Financial Advisory Team, Reinsurance Unit, Willis Towers Watson, Mumbai

- Consulted global insurance companies to restructure their reinsurance structures and ratings by analyzing their profitability, loss estimation and reserving capabilities.
- Independent project- Report on insurance industry U/W cycle study for US & Canada.

Interned at, Secretariat, DNH, MOSPI, GOI

- Critical analysis of reports like Administrative Reforms Commission and Annual Indian Economic Survey and Industrial Surveys



INFO

Experience: 96 months
Companies: Kotak Bank Ltd., DCB Bank Ltd., Crisil
Function(s): Credit Analyst
Domain(s): BFSI and Credit Rating
Qualification: B.Com
Specialization: Financial Accounting And Auditing
Institute: R D National College and W A Science College
Certifications: IIBF Credit Appraisal Certification, IIBF Trade Finance and Forex Certification



NIRAV SHAH

CAREER SUMMARY

8 years of experience in Banking and Credit Rating Agency. Experience in Credit – Mid-Corporate/ SME/Mortgages, Commercial Banking, Debt Funding, Digital Transformation of Banking Process, and Rating and Grading of Companies.

WORK EXPERIENCE DETAILS

Credit Analyst, Emerging Corporate Group, Kotak Mahindra Bank Ltd.

- Handling Portfolio of Rs.600 Cr consisting of 40 clients, with zero delinquency.
- Consistent in maintaining Quality of portfolio with nil non-starter. Quick Mortality maintained at less than 0.5% with nil 90+ delinquency.
- Ensured 100% compliance with RBI and internal guidelines with nil audit finding.

Credit Manager, Small Business Enterprises / Mid-Corporates, DCB Bank Ltd.

- Sole Credit Analyst for cases above Rs.10 Cr and handling a portfolio of Rs.800 Cr+ with more than 60 clients.
- Special project: Exclusive Business Analyst for end-to-end Loan Processing Application and automation of the existing manual process and efficiency of SME department.

Credit Rating Analyst, Small Business Enterprises, CRISIL Ltd.

- Assigning credit rating, handling portfolio worth Rs.1,000 Cr.



INFO

Experience: 103 months
Companies: Union Bank of India
Function: Branch Management
Domain: BFSI
Qualification: B.E / B.Tech
Specialization: Electronics & Communication Eng
Institute: College Of Engineering, Thalassery
Certifications: CAIIB, FMVA



RAHUL MADHAVAN

CAREER SUMMARY

8+ years of experience in Banking operations and compliance, Retail & SME lending, NRI customer acquisition and Asset Quality management

WORK EXPERIENCE DETAILS

Branch Manager, Union Bank Of India

- Ensured Quality Asset growth at an average of 15% YoY with minimum slippages
- Responsible for Managing total Business of INR 1600 million of the branch comprising INR 1100 million in deposits and INR 500 million in advances
- Reduced NPAs of the branch by 20%, thereby helping the Zonal Office achieve the set target NPA levels
- Supplemented traditional Interest based income, with commission income from Sales of General insurance and mutual funds
- Negotiated settlements with loan defaulters ensuring the bank takes a minimum haircut on the advance
- Monitored past Due accounts, contacting delinquent customers for the timely repayment of their loans
- Grew the branch deposit base by more than 10% liaising with government departments



INFO

Experience: 91 months
Companies: Union Bank of India
Function(s): Credit Analysis
Domain(s): BFSI
Qualification: B.E / B.Tech
Specialization: Mechanical Engineering
Institute: Dr. B C Roy Engineering College
Certifications: CAIIB, CCRA



RISHI KUMAR

CAREER SUMMARY

7.5 years of experience in handling Credit Portfolio of MSME and Large Corporate sector with track record of Zero NPAs.

WORK EXPERIENCE DETAILS

Manager (Technical), Union Bank of India

- Independently handled the credit portfolio of MSMEs and Large Corporates borrowers.
- Monitored the accounts for compliance, prevention of fund diversion and detection of sickness.
- Assessed viability of sick MSMEs and designed rehabilitation packages for turnaround.
- Part of the team responsible for FINACLE 10 upgradation in the bank.

Asst. Manager (Technical), Union Bank of India

- Handled the credit portfolio of MSMEs and analysed the financial position of the borrowers for assessment of their credit requirement.
- Designed specific finance schemes for cluster specific economic activities.
- Carried out techno-economic viability assessment of all new and enhancement proposals of MSME-Mfg. sector

Additional Experience:

- Micro Observer for 3 polling booths in Raipur during Lok Sabha Elections 2019.



INFO

Experience: 65 months
Companies: Infosys, Wells Fargo(Contract)
Function(s): Senior Quality Assurance Analyst
Domain(s): IT
Qualification: B.E / B.Tech
Specialization: Electrical & Electronics Engg.
Institute: Chaitanya Bharati Institute Of Technology



ROHIT POTHURU

CAREER SUMMARY

5.5 years of test automation experience centered majorly in the BFSI domain with expertise in loyalty programs and lending.

WORK EXPERIENCE DETAILS

Senior Associate, Quality Control (Contract), Wells Fargo India EGS

- Led the automated regression testing effort for three modules of the bank's home mortgage application.
- Reduced regression testing time by 2 weeks.
- Totalled cost savings of more than \$100,000 in a standard release cycle
- Delivered over 2000 automated test scripts over a period of three SIT code releases.

Test Engineer, Infosys Ltd., American Express Offshore ODC

- Automated the end to end flow for four major applications across the bank portfolio using UFT tool.
- Set up test modules and test jobs in IBM Mainframes to test new capabilities using automation scripts
- Achieved the target of 80% defect prevention and continuous Improvement through root cause analysis

OUR RECRUITERS

PGPM has attracted interest from several top industries for the placement process. The number of companies recruiting from PGPM has grown every year. They represent a wide variety of industries and sectors with more than 50% being repeat recruiters. Some of the firms which hired from PGPM include;

3I Infotech	Cimpress	Flipkart	Infosys	Publicis Sapient	Tiger Analytics
3M	Cipla	Forrester	Infrastructure Debt Fund	PwC India	Tradystream
Abinbev	Coffee Day Beverages	Freshworks	Johnson & Johnson	Receivable Exchange of India	Udaan
Accenture	Cognizant	Frost & Sullivan	Kalpataru	Renoir Consulting	Vector Consulting
Adani	Creditmantry	Galaxy Surfactants	Khaitan & Co.	Reliance Jio	Virtusa Polaris
Aequor Information Technologies (Pvt.) Ltd	Crisil	Gartner	KPMG	Rivigo	Vodafone
Amazon Web Services	Crisp Analytics	Genpact	Larsen & Toubro	Salesforce	Whatfix
Ashok Leyland	CRMNEXT	Goldratt Consulting	Larsen & Toubro Infotech	SAP Labs	Wipro
Atos Syntel	Cummins	Google	Lafarge Holcim	SBI Cap	Wolters Kluwer
Blue Yonder	Deloitte	Grofers	Lubrizol	Schindler	Xpressbees
Bnedloudcloud	DHL	Group M	Lynk	Schlumberger	ZS Associates
Bosch	Directi	H & R Johnson	Mahindra & Mahindra	Sical Logistics	
BNP Paribas	DuPont	HCL Technologies	Mahindra Logistics	Simplilearn	
Brane Enetrprises Pvt Ltd.	Eclerx	HDFC Bank	Mahindra Susten	Shadow Fax	
Bridgestone	Edelweiss	Henkel	MAQ Software	Smart Controls	
Brinks Global	Elastic Run	Hilti	Michelin	Snapdeal	
Bristlecone	Ernst & Young	Hitachi Consulting	Mindgate Solutions	Sodexo	
Capgemini	Experian	HomeLane	Mphasis	Sprinklr	
Capillary Technologies	FarEye	HSBC-IT	Mu Sigma	Sutherland Global Services	
CHEP	Fidelity Investments	IBM	Myntra	Swiggy	
		IIFL	Nazara Technologies	Tata Consulting Services	
		Indegene	Netmagic Solutions	Tata Housing	
		Indus Towers	O9 Solutions	Tech Mahindra	
		In Eight	Persistent Systems	Temple Wellness	
		IndusInd Bank	Premier Info Assist	Thoucentric	

** Representative List*

PLACEMENTS

130 MOTIVATED INDIVIDUALS WITH A PENCHANT FOR PERFORMANCE – HERE’S HOW TO TAKE THEM ON BOARD

We welcome companies to visit our campus and interact with our students. Final interviews begin from October 2021. The recruitment process is as follows,

1 ROLLING PLACEMENT

The PGPM program follows a rolling placement process and is followed over four months – from October 2021 and continues through mid - January 2022.

2 PLACEMENT PROCESS

Pre – placement talk (PPT): Platform for interaction between the company and our students. The presentation is followed by a Q&A session where students interact with company officials to get a better understanding

of the company and potential roles. Placement Interviews: Final placement interviews begin from October 2021, wherein offers can be made based on campus selection criteria or Live projects assessment.

3 PROCESS GUIDELINES

To make the placement process easy and to deliver the highest yield possible to the companies visiting our campus, a set of guidelines is followed by the program. The program follows the

policy of “One offer and out of Placement Process” and post acceptance of the offer, the respective student is not allowed to sit for further placement process. Students are restricted from approaching companies directly for individual placements; unless explicit permission has been provided by the Placement Office. Company officials are requested to interact either through Placement Office or student placement coordinators. The offer is communicated by

the company to the Placement office which in turn is communicated to the selected student..

4 LIVE PROJECTS

Some companies also offer live projects to PGPM students. The students work with businesses to resolve present day business challenges in an off-line mode. This gives the companies an opportunity to assess the students and offer roles to the participants. The duration of the live project is from April 2021 to August 2021.

PLACEMENT OFFICE DETAILS



Ms. Sabita Shekhar

PGPM Placements Office
Mobile: +91-9820238845
Email: sabita.shekhar@spjimr.org



Ms. Almas Shaikh

PGPM Placements Office
Mobile: +91-9820438951
Email: almas.shaikh@spjimr.org



Mr. Bhishm Chugani

Head – Placements
Mobile: 9833070100
Email: bhishm.chugani@spjimr.org



WELCOME TO THE CAMPUS



HOLD PRE-PLACEMENT TALKS



INTERACT WITH STUDENTS



ROLLOUT OFFERS

STUDENT PLACEMENT COMMITTEE



INFORMATION MANAGEMENT

INFORMATION MANAGEMENT

Ashish Malik	pgpm2021.ashishm@spjimr.org	8826058434
Debojyoti Chatterjee	pgpm2021.debajyoti@spjimr.org	9742158753
Kritika Mahanta	pgpm2021.kritika@spjimr.org	7760094250
Mohit Aggarwal	pgpm2021.mohit@spjimr.org	9654048041
Sameer Wadhwani	pgpm2021.sameer@spjimr.org	9981875665
Shubham Singh	pgpm2021.shubhamsingh@spjimr.org	9990792991
Sushmita Kushari	pgpm2021.sushmita@spjimr.org	9158482328



MARKETING

MARKETING

Aniket Yalkar	pgpm2021.aniket@spjimr.org	7039023740
Rajvardan Jha	pgpm2021.rajvardhan@spjimr.org	8800181020
Shashank Sharma	pgpm2021.shashank@spjimr.org	8879258040



OPERATIONS & SUPPLY CHAIN

OPERATIONS & SUPPLY CHAIN

Craig D'Souza	pgpm2021.craig@spjimr.org	9920029994
Deepak Chauhan	pgpm2021.deepakc@spjimr.org	9050696949
Jeevesh Anand	pgpm2021.jeevesh@spjimr.org	9999644292
Neelabh Kumar Rai	pgpm2021.neelabh@spjimr.org	9446526357
Pankaj Bhatt	pgpm2021.pankaj@spjimr.org	9769729566
Prabhsahil Singh Chinna	pgpm2021.prabhsahil@spjimr.org	8800382626
Prateek Mittal	pgpm2021.prateek@spjimr.org	9560585111
Puneet Walia	pgpm2021.puneet@spjimr.org	9781233331
Satrajit Goho	pgpm2021.satrajit@spjimr.org	9167222308



FINANCE

FINANCE

Aman Chadha	pgpm2021.aman@spjimr.org	9028072280
Neelam Shah	pgpm2021.neelam@spjimr.org	9987927059



Courage • Heart

www.spjimr.org/pgpm

S. P. Jain Institute of Management & Research,
Bhavans College Campus, Munshi Nagar, Dadabhai Road, Andheri West, Mumbai – 400058,
Tel: +91-22-2623 0396 / 2401 / 7454 Fax: +91-22-26237042