



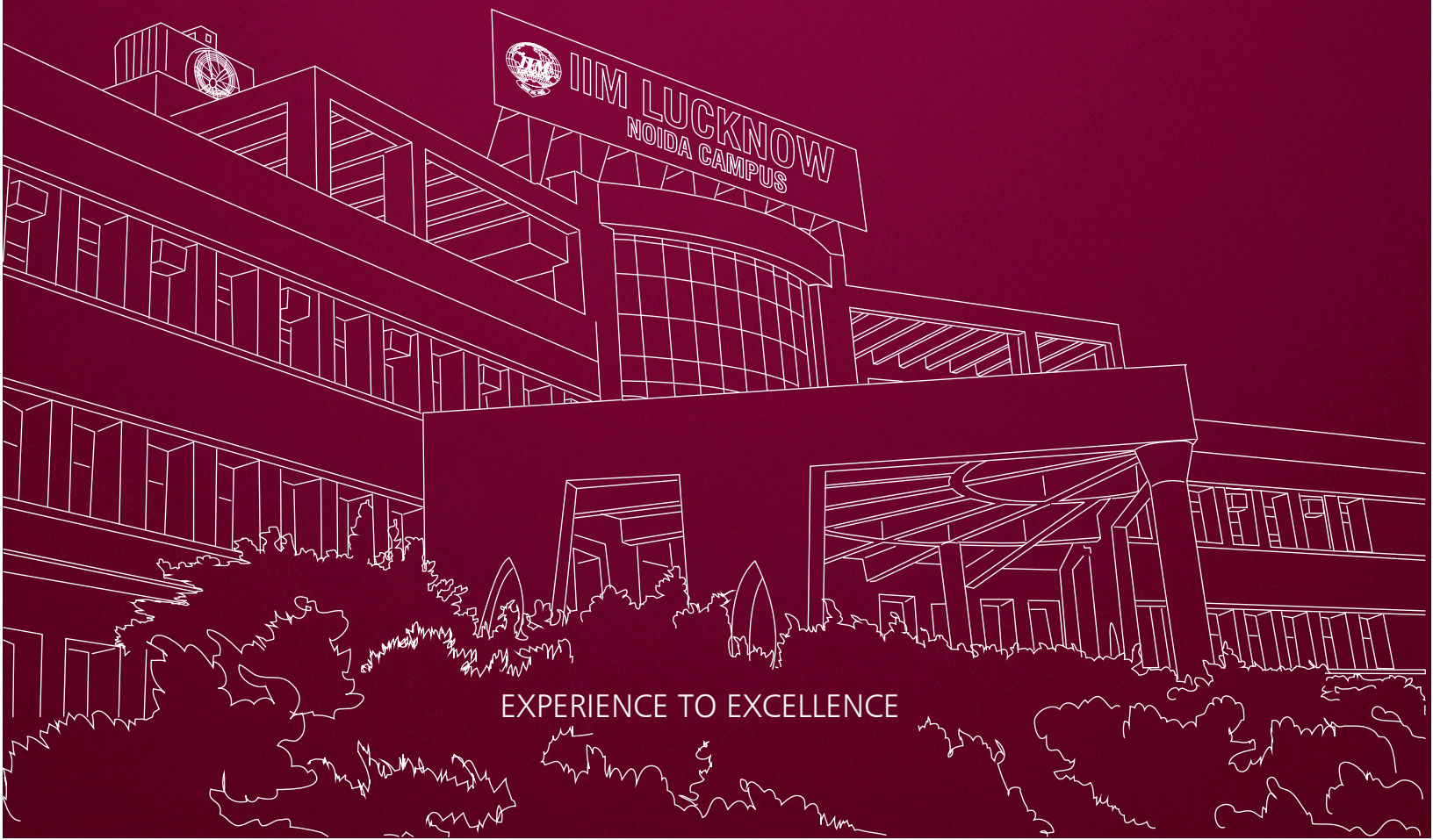
IPMX

INTERNATIONAL PROGRAMME IN
MANAGEMENT FOR EXECUTIVES

2017 - 2018



INDIAN INSTITUTE
OF MANAGEMENT
LUCKNOW



EXPERIENCE TO EXCELLENCE

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Live, Laugh & Learn
at IIM-L



MISSION STATEMENT

Our mission is to create new frontiers every year and push the boundaries further; to set new benchmarks and usher in more ingenuity, thereby making a difference to the competitive global business landscape

IPMX AT A GLANCE

The One-year IPMX flagship program of IIM Lucknow, Noida Campus is an eclectic mix of 61 highly motivated individuals, and aims to:

- Provide a springboard to mid level executives, poised for the next jump in their careers.
- Combine 800 hours of intense and grueling classroom sessions spread over four terms.
- Facilitate cutting edge international exposure with students having to complete a one-credit course of two-week duration in a university located in Europe/ USA/ East Asia at a partner institute.
- Curate a compelling bouquet of compulsory industry led CIS (Course of Independent Study) courses focused on rich academic output in the form of cases and working papers.
- Expose participants to divergent views on business by organizing workshops on Design Thinking, CSR, Statistical Tools, Career development throughout the academic year.



DIRECTOR'S MESSAGE

Uncertainties and paradigm shifts characterize modern workplaces. Disruption is the new buzzword. This makes it imperative that managers and leaders become change ready to adapt to the evolving realities. At IIM Lucknow, this is precisely what we strive towards: To sculpt new generation managers, leaders and entrepreneur adept at managing change in businesses at the global level. The IPMX-International Programme in Management for Executives- the flagship one-year full time MBA Programme of NOIDA Campus-was borne out of this need, a decade ago: to create a benchmark in high quality management education for experienced professionals.

Since its inception, the IPMX Programme has enjoyed tremendous acknowledgment and appreciation from

the industry for preparing the next generation of business leaders. We intend to build on the immense goodwill of IIM Lucknow and continue producing industry ready executives. It is indeed a proud moment for me to present our current batch, the IPMX-10, a batch armed with rich industry experience, enriched with best in class management education and emboldened with fresh perspectives to address ever evolving business needs.

I warmly welcome you to the Placement Season 2017-18!

Prof. Ajit Prasad
Director, IIM Lucknow



IPMX CHAIRPERSON'S MESSAGE

This is a time of churn, thus a time of reflection, a time which threatens to quash the status quo, hence we see people with vision recognizing and responding to the altered scenario. The IPMX programme, with its very nature designed to cater to the professionals who have chosen to be disruptive in their career, is well suited to the evolving realities of the modern times. Every participant of this course has been selected through a stringent admission process and has gone through the famed intellectual rigor of IIM Lucknow. The average work experience of the batch at 8 years coupled with rich and diverse background of the batch places the IPMX among the best in its league.

The pedagogy followed is a perfect synthesis of theory, real-world application and hands-on experiences through industry interaction and peer learning. It helps students decode management problems and find

solutions for today's global issues. IPMX also incorporates development of distinctive skills and strategic decision-making tools to prepare global business leaders. The students continuously interact with industry leaders and that plays a major role in their holistic development. Additionally, students undertake an overseas module, at a IIM Lucknow partner university, making IPMX a truly international learning process.

I am sure the students will provide a competitive edge and value to the organizations that they join.

Prof. Anita Goyal
Chairperson IPMX, IIM Lucknow

IPMX PLACEMENT CHAIR'S MESSAGE



Grit and determination is what we need to ride through the stormy waters, and the current business scenario is a perfect representation of a dystopian marketplace. The assumed realities are transforming way out of recognition and the circumstances for sure are challenging. IIM Lucknow has always been aware of the evolving needs of the organizations and has responded to it time and again.

The students of IPMX have undergone a rigorous process of selection that demands highest level of intellectual and professional achievements. What follows is a year-long journey, where the students find themselves undergoing the transformation of their lives, which results in them developing multiple perspectives, learning team dynamics and decision-making skills. The experiential and the active learning pedagogy reinforces new business insights, which further gets fortified by students frequently interacting with visiting faculty from industry and academia, adding to the already rich intellectual repository of IIM Lucknow.

I have firm conviction that the IPMX students have the ability to adapt themselves to the fluidity of the situation and an attitude to spot the opportunity in most of the disruptive times.

On behalf of the Placement committee, it's my privilege to welcome you all for Placements 2017-18

Prof. Prakash Singh
IPMX Placement Chair, IIM Lucknow

THE SHARED SPIRIT

One IIM & Two campuses



Miles apart: United in Purpose

to provide the world with next generation business leaders sensitive to Corporate Governance, Corporate Social Responsibility and Environmental Concerns.

For over three decades, IIM Lucknow has been a torchbearer in providing world class executive education by nurturing superior talent. Setting up of Noida campus is a leap further to build and strengthen its mission of shaping leaders for tomorrow. Strategically located amidst concrete, the 20 acres sprawling, lush green Noida Campus hosts the one-year full time residential IPMX as its flagship program whereas the Lucknow campus caters to the two-year PGP. Inaugurated in 2007, the campus has been a fountainhead of learning for over 500 IPMX alumni who have been groomed to be responsible leaders by creating an impact on business and society. The IIM Lucknow, Noida campus has been successful in establishing itself as an institution of repute by providing its students with opportunities to not only learn and network but also to reinvent and rejuvenate.

The vision of IIM Lucknow of **Better management for better nation building** is woven into the quality learning imparted at both campuses by the same distinguished faculty portfolio, which is a rich mix of the best academicians and industry veterans. The intensive one-year

program at Noida campus, through its design to deliver business education with an emphasis on the Indian and international business environments, is steadily preparing executives to seamlessly assume the mantle of leadership in the future.



IPMX LEADERSHIP DEFINED

Why recruit from IPMX

Leadership to the Forefront

The rigorous admission process at IPMX has been designed to attract, select and groom the best candidates who have the mettle to learn, transform and perform, given the right platform and resources. The intricately designed admission framework sifts the spirited best in breed professionals who can, not only handle the academic rigor but also bring in value-add in terms of comprehensive industry knowledge.

The Convergence of Diversity: Ready for the next Big Leap

The sixty-one handpicked quality minds who have already fared well in their professional journey are ready to step up through the springboard of learning. The professional diversity of IPMX across domains and functions reflects in the profile mix. With backgrounds ranging from the power sector to banking professionals cutting across functions from sales and marketing to project consulting and delivery, the peer network provides a contextual learning environment and is a key enabler of innovative and critical thinking.

Confluence of Cultures: The Multi-cultural Mindset

Top management positions increasingly go to global citizens – people who have lived overseas and therefore, understand diverse business cultures. Leveraging cultural diversity as a competitive advantage cannot be overlooked in today's globalized business landscape. With an additional dimension of international immersion at ESCP School in London & Paris, IPMX students gain exposure to economies of overseas markets. This enables students to appreciate, accept, and adapt to different business and cultural environments.

PROGRAM COMPONENTS

The student experience comprises program and 'learning beyond the classroom'. The program components consist of core courses and elective courses. The core courses enhance the breadth of knowledge of the participants while the electives provide an opportunity to strengthen the depth in the student's selected areas.

International immersion, an important component of the program has been designed to expose the participants to social, cultural, political and economic nuances of countries in the developed and the developing world. IIM Lucknow has strategic tie ups with many

foreign universities for student exchange programs and for past nine years', students have been visiting various campuses in USA and Europe as part of

the said program. The IPMX batch-10 will be visiting the ESCP London and Paris campuses for the international study component. Workshops on a wide range of themes such as leadership, market research and public procurement are conducted throughout the course of the program to augment the skill level of the participants and equip them with varied tools and techniques.

Core Courses

 Marketing	 Finance & Accounting	 Economics	 Digital Marketing	 Analytics	 International Finance
 Operations	 Human Resources	 Strategy	 Supply Chain	 Econometrics	 Organisational Design
 IT	 Legal	 Quantitative Application	 Pricing	 Entrepreneurship	 Market Research

Elective Courses

Workshops

1. Corporate Social Responsibility and Beyond
2. Marketing Research
3. Sports Management & Marketing
4. Manage Business Failure and Change
5. Career Development
6. Merger & Acquisition

International Immersion



CURRICULA

The sixty-one handpicked quality minds who have already fared well in their professional journey are ready to step up through the springboard of learning. The professional diversity of IPMX across domains and functions reflects in the profile mix. With backgrounds ranging from the power sector to banking professionals cutting across functions from sales and marketing to project consulting and delivery, the peer network provides a contextual learning environment and is a key enabler of innovative and critical thinking.

Core Courses

Acting as a stepping stone, these mandatory areas of study bring in awareness, understanding and decision-making capabilities in the areas of general management in a global business setting.

Elective Courses

In-depth knowledge of area of interest gives students ability to think beyond the obvious and tread on path of becoming the master of his area of interest.

Course of Independent Study

Course of Independent Study: Taking a particular area of interest beyond subscribed curricula, this study is exploratory and prescriptive in nature. This offers the students to delve deep into a problem or subject with a focus on its applicability to management situations.

GENERAL MANAGEMENT



Elective Courses

- Business Sustainability and Externalities Markets

FINANCE



Core Course

- Management Accounting
- Financial Management

Electives

- Corporate Banking & Risk Management
- International Finance
- Entrepreneurial Finance
- Corporate Valuation and Restructuring

COMMUNICATION



Core Course

- International Business Communication

Electives

- Advanced Oral Communication

HUMAN RESOURCE MANAGEMENT



Elective Courses

- Organizational Behavior
- Human Resource Management

Elective

- Strategic Business Negotiation

MARKETING MANAGEMENT



Core Course

- Marketing Management

Elective

- Product & Brand Management
- Digital Marketing
- Data Analysis for Marketing Decision
- Consumer Behavior & Marketing Strategy
- Customer Relationship Management

OPERATIONS MANAGEMENT



Core Course

- Operations Management

Elective

- Global Supply Chain management
- Operations Improvement & Consulting

BUSINESS ENVIRONMENT



Core Course

- Managerial Economics
- Macro-Economic Environment

Elective

- International Business Environment

INFORMATION TECHNOLOGY



Core Course

- Information Technology Concepts
- Management Information Systems

Electives

- Spreadsheet Modeling for Managers
- Data Visualization and Analytics

DECISION SCIENCES

Core Course

- Quantitative Application in Business

Electives

- Management Science in Practice

STRATEGY



Core Course

- Strategic Management

Elective

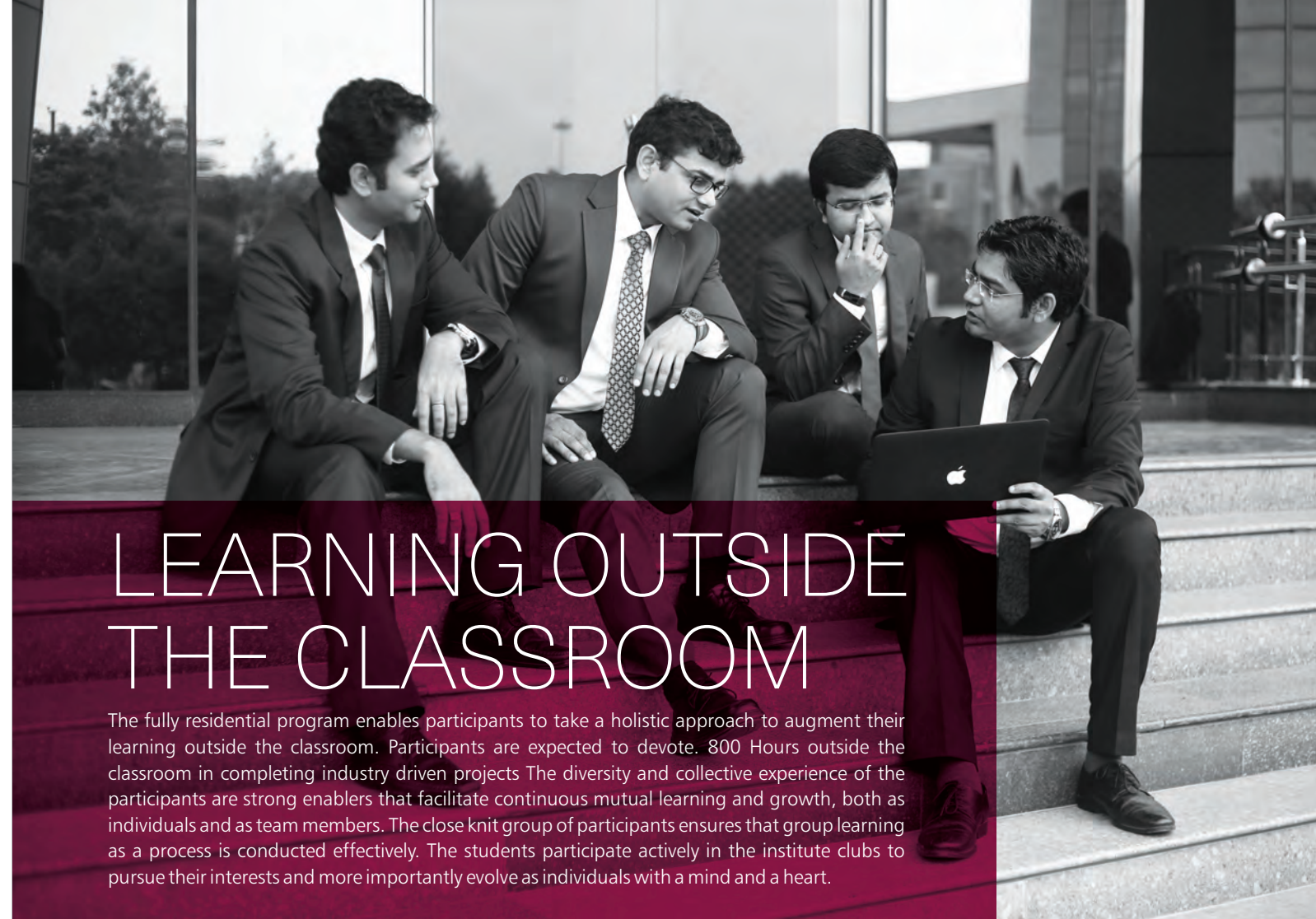
- Strategic Management of New Ventures
- Applied Theory in Strategy and Competition

LEGAL



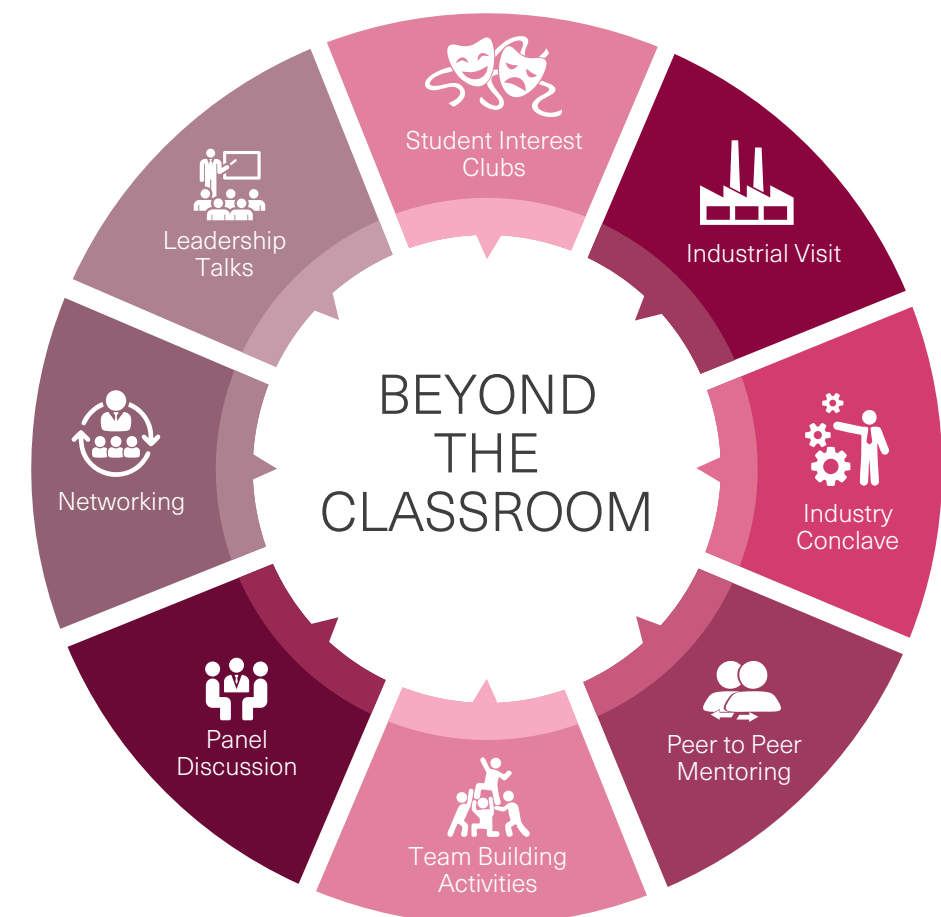
Core Course

- Legal Aspects in Management



LEARNING OUTSIDE THE CLASSROOM

The fully residential program enables participants to take a holistic approach to augment their learning outside the classroom. Participants are expected to devote 800 Hours outside the classroom in completing industry driven projects. The diversity and collective experience of the participants are strong enablers that facilitate continuous mutual learning and growth, both as individuals and as team members. The close knit group of participants ensures that group learning as a process is conducted effectively. The students participate actively in the institute clubs to pursue their interests and more importantly evolve as individuals with a mind and a heart.



GLOBAL OUTLOOK

Management, today, is no longer constrained by territorial and geographical boundaries. Global industry outlook requires specialized global managers with leadership and professional capability to excel in the new geo-economic market world.

This is facilitated by the IIM Lucknow IPMX International Immersion Program. Students are expected to interact and connect with students and faculty at a global level and develop holistic and international perspectives. The IPMX class of 2018 will undergo the international immersion in collaboration with ESCP Management School in France and London.

ESCP is the oldest management institute of Europe (established. 1819) and is renowned for its mission of developing the next generation of transnational business leaders, while preparing them to embrace the opportunities offered by cultural diversity. The students will be able to leverage ESCP's European identity to add critical insights to the business dimensions of international firms, cross-border mergers, global workforce management, challenges of multi-domestic operations, thereby empowering themselves with the tools to explore innovative means to collaborate and grow in the styles of cross-cultural business management in a multinational environment.

BATCH PHOTO



CLASS OF 2017-18 AT A GLANCE



61

Global
Executives



30
years

Average Age



8.4

Average Years of
Work Experience



2 years

Average International
Experience



32%

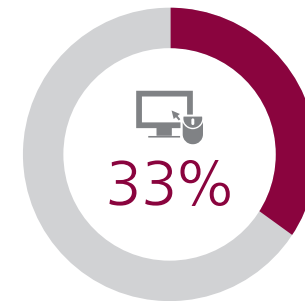
From Top Tier Institute



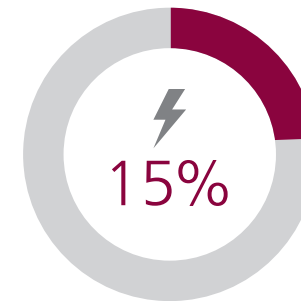
46%

International Work Experience

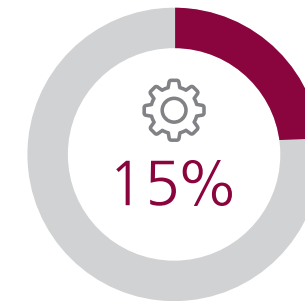
INCOMING SECTORS



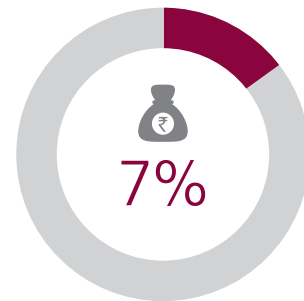
IT /
IT Services



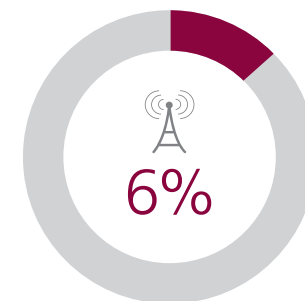
Power / Energy



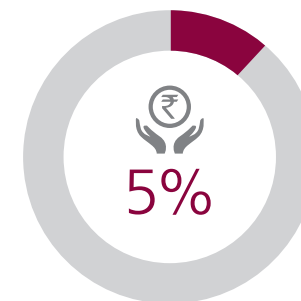
Manufacturing



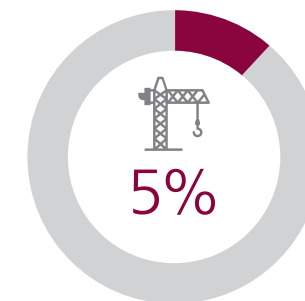
BFSI



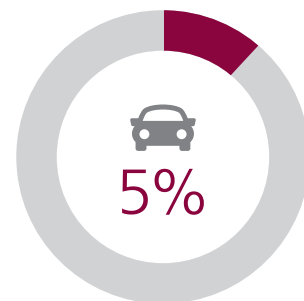
Telecom



Insurance



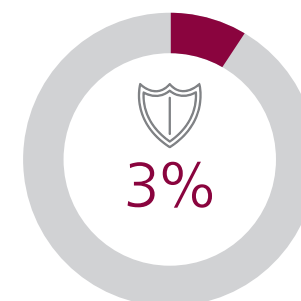
Construction



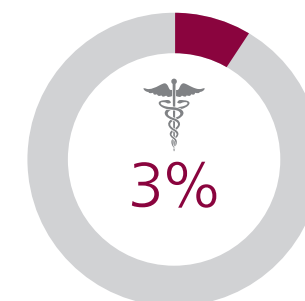
Automobile



E-Commerce /
Retail



Defense



Healthcare

OVERVIEW OF THE BATCH

S.No.	Name	Total Exp. (Months)	Previous Organisation	Industry	Functional Area
1	Abhinav Ranjeet	84	Time Inc India	IT Products and Services	ERP- PeopleSoft, Workday, Salesforce, BI and Pentaho.
2	Abhisek Mondal	81	Mahindra Lifespace Developers Limited	Infrastructure	Project Management
3	Abhishek Nath	134	Globallogic	IT Products and Services	R&D/ Project Management/ Product Management
4	Abhishek Yellepeddy	82	Novartis healthcare Pvt Ltd	Healthcare	Analytics
5	Ajai Kumar Singh	197	Tata Consultancy Services	IT Services	IT Product Development, IT Services
6	Ajitesh Das	81	BHEL	Engineering/ Manufacturing	Operations and Project Management
7	Akhil Jain	87	NTPC Ltd.	Energy	Operations Management/ Project Management/ Process & Efficiency Improvement
8	Akshath K	68	Toyota Motors	Auto	Project Planning & Management
9	Aman Sharma	113	Snapdeal	E-commerce/ Consumer Durable	Sales & Business Development
10	Animesh Chandra	68	Deloitte US Consulting India Pvt. Ltd.	IT	Consulting/ Public Sector
11	Ankit Khatri	75	Sunlife Financials	IT Services	IT Application development and Support
12	Ankur Kwatra	94	FarePortal India	Travel, BFSI	Operations/ Quality Assurance
13	Anushruti	77	Accenture	Consulting	Supply Chain Management
14	Arup Poddar	103	IOCL	Energy, Oil and Gas	GT Plant Operation and Maintenance
15	Ashish Bilochi	125	Citicorp Services India Pvt. Ltd	IT - Services	Project Management
16	Ashish Mishra	116	Schneider-Electric,Bangalore	IT Product and Services	Project Management
17	Avinash Reddy	90	SAIL	Steel	Operations Management
18	Bakul Sharma	113	NTPC Ltd.	Power	Operations Management
19	Bipul Vivek	68	Nokia Networks(NSN)	IT Telecom	Research & Development
20	Biswajit Sahoo	108	PricewaterhouseCoopers	IT/ Consulting	ERP - SAP Supply chain Planning
21	Debabrata Pati	154	TATA Consultancy Services	IT Services	Automobile Financing Market Research (Retail Stores)
22	Deepika Mittal	87	DMR Hydroengineering & Infrastructures (P) Ltd	Engineering Consulting	Engineering Management, Strategy
23	Dhruv Goel	68	Bharat Petroleum Corporation Limited	Oil and Gas	Marketing and Sales
24	Eshaan Vyas	106	Chicago Bridge & Iron (CB&I)	Energy	Project Management/ Operations
25	Gaurav Shukla	166	Indian Air Force	Defense	Telecom, IT Infrastructure, Logistics and Administration
26	Hitanshu Agrawal	89	Aricent, Gurgaon	IT/ IT services	Software Development and IT consultancy
27	Hrishikesh Das	91	GEO Ground Engineering Operations India Pvt Ltd	Infrastructure	Consulting, Strategy, Project Management
28	Kashif Razi	128	Infosys Ltd.	Information Technology	Mainframes
29	Krishnamurthy Lakshmana	129	First American(India) Pvt. Ltd	IT Services	Requirement Elicitation, Product Conceptualization, Product Design, Team Management & Training
30	Mandeep Kaur	125	Infosys Ltd.	IT Services	Technology Delivery, Enterprise Application Integration

S.No.	Name	Total Exp. (Months)	Previous Organisation	Industry	Functional Area
31	Manoj kumar	85	Huawei Technologies	IT Telecom	Pre-sales, Business Development
32	Mitesh Mohan Ghatnekar	146	TriZetto, A Cognizant Company	IT Product and Services	Project management, Infrastructure performance assessment and Quality Assurance
33	Mohit Anand	160	Bausch & Lomb India Pvt Ltd	Health care	Sales & Marketing, Business Development
34	Neeraj Kumar	92	BHEL	Engineering/ Manufacturing	Operations, Project Management
35	Nikhil Jain	92	BHEL	Engineering/ Manufacturing	Operations, Project Management
36	Nikhil Manchanda	100	State Bank of India	Finance	Administration & Operations
37	Nilesh Bafna	163	Barclays Technology Centre India Ltd	IT Product and Services	Product Management, Delivery Strategy
38	Nitin Saraswat	107	American Tower Corporation	IT Telecom	IT Infrastructure Operations, Project Management
39	Nitin Singhal	92	BHEL	Engineering/ Manufacturing	Procurement & Project management
40	Palvi Chawla	74	Only	E-commerce/ Fashion Retail	E-commerce, Buying & Merchandising
41	Pankaj Kandpal	80	Tata Chemicals Limited	Fertilizer	Planning and Reliability, Strategy
42	Pradeep Mishra	79	Bosch India Ltd	Automotive	Project Management, Manufacturing & Engineering
43	Raj Kumar	65	Tata Consultancy Services	IT	Project Delivery/ Management
44	Rajan Jain	66	Samsung Engineering	Oil & Gas	Engineering Design Consultancy & Project Management
45	Rijit Roy	129	Tata Consultancy Services	IT	Project Management
46	Ritesh Raut	68	Reliance Industries Limited	Oil & Gas	Operation, Strategy
47	Rohit Sharma	88	Samsung India Electronics Pvt. Ltd.	IT, Telecom	R&D, Project Management, Quality Assurance
48	S M Ibrahim Razi	160	NTPC Ltd	Power Sector	Project Management,Quality Assurance & Systems, Vendor Management & Enlistment
49	Saptarshi Roy	78	Piramal Glass Ltd	Manufacturing	Instrumentation Engineering
50	Saurabh Kumar	80	State Bank of India	Banking	Loans, Advances & Operations
51	Seap Watts	63	Tata Consultancy Services	IT	Marketing & Operations
52	Shitij Handa	77	Tata Consultancy Services	IT Services	IT operations and project management, Configuration analysis, Knowledge management, Application development and maintenance
53	Shivam Mehrotra	61	L&T-Power	Energy & Infrastructure	Project Management, Operations & Project Finance
54	Shubham Shrivastava	80	Reliance Industries Limited	Petrochemical	Process Control Systems, Project Management
55	Shubham Singhal	112	IBM India Pvt. Ltd.	IT	Project Management, Project Delivery, IT Solutions Development
56	Soumyasree Bandyapadhyay	91	Tata Motors	Auto	Product Management, Project & Operation management
57	Stephen Dcruz	68	CGPL	Energy	Operations, Commercial & Project Management, Supply Chain Management, Management Information System, Strategic Planning
58	Tapan Mishra	196	Indian Army	Defense	Project Management, Operations, HR management
59	Venkat Ramaswamy	126	Infosys Ltd	IT/ Insurance	Project Management, IT Consulting & Delivery
60	Vikrant Bhusari	122	Australian Administration Services	IT Product/ IT services	IT Consulting
61	Yaman Rathore	66	Tata Consultancy Services	IT	IT Consulting and Delivery



Abhinav Ranjeet

B.Tech.
Computer Science
ICFAI University, Dehradun

Work Experience
84 Months

Work Domain
IT Products and Services

www.linkedin.com/in/abhinav-ranjeet

Business System Specialist - Time Inc India

- Led a cross-technology multicultural team of ten members in the Workday HRMS and PeopleSoft Financials ERP space, handling project planning, end-to-end execution, delivery and recruitment
- Orchestrated implementation of Time Inc. India budget and forecasting reducing overall efforts of Finance team by 30%
- Steered a team of 5 software developers to implement revamped revenue recognition for Time magazines, which decreased the overall turnaround time for sales data by 40%
- Key player in offshoring and streamlining US to India transitioning

ERP Consultant - Oracle India Pvt. Ltd.

- Provided PeopleSoft architecture advisory and solutions to Oracle cloud services customers

- Created change management solution for Oracle cloud customers that saved 50% cost
- Streamlined and Implemented business process improvement plans by replacing existing legacy systems with Oracle cloud solutions for customers

ERP Consultant - Infosys Ltd.

- Coordinated teams across multiple location for maintenance of Major Bank ERP infrastructure
- Conceptualized and implemented regular maintenance tool for Major Bank ERP infrastructure that decreased the maintenance efforts by 30%

Awards & Certifications

- Presented technical paper on "Application of Game theory in Ad-hoc networks" in IETE Bangalore
- Received "Star Performer Award" from Time Inc. for excellent performance in 2016



Abhisek Mondal

B.E.
Civil Engineering
Jadavpur University, Kolkata

Work Experience
81 Months

Work Domain
Real Estate/Construction

www.linkedin.com/in/abhisek-mondal-pmp-leed-green-associate-4869b881/

Project Manager, Mahindra Lifespace Developers Limited

- Led structural and interior finishing packages for the project with a team of 12 members to ensure timely delivery of all 403 residential units
- Significantly contributed towards improving the NPS score of project from 7 to 9
- Led Bengaluru region as the EYONIZER- the "Flag-Bearer of Change and Innovation"- at National level

Deputy Project Manager, Al Fara'a Infraprojects Private Limited

- Led structural and finishing packages for construction of 2 residential towers in Bangalore

Assistant Construction Manager, Al Fara'a Infraprojects Private Limited

- Led structural package for construction of 1 residential tower in Mumbai

- Spearheaded the project at critical times and earned immense recognition from the Group Chairman

Senior Engineer, Larsen & Toubro Limited

- Significantly contributed to the construction of 2 residential towers in Mumbai
- Worked closely with McKinsey & Company for the adoption of- 'SPICE-Site Productivity Improvement for Construction Excellence'-for the project

Awards & Certifications

- Awarded the Best EYONIZER at the national level by Mahindra Lifespaces
- Awarded the 'Pen of Excellence' award by Al Fara'a Group Chairman
- PMP
- LEED Green Associate



Abhishek Nath

B.E.
Electronics & Communication
MIT, Manipal

Work Experience
134 Months

Work Domain
IT Products and Services

www.linkedin.com/in/abhishek-nath

Consultant - Globallogic

- Managed the sustenance team for SBC(Volp/IMS) and reduced the backlog bug count from 100 to 60
- Spearheaded the development and delivery activities for the re-architecture program of SBC

Technical Lead - Agnity

- Mentored a team to deliver a challenging project on internet domain, winning a new customer's confidence
- Reduced cost by 25% on unified communications product, Unify at Agnity by re-designing the product
- Proposed an innovative enhancement through a POC to the customer's CTO to improve the end user experience

Lead Engineer - Alcatel Lucent

- SME for some modules on the 3G Mobile Switching Center(MSC) and supported diverse teams from US, China and France

- Primed the delivery of multiple features by leading small teams for the MSC and solved complex site issues

Software Engineer - Infosys Technologies

- Facilitated quality assurance activities for a critical delivery on GSM for railways and managed multiple stakeholders
- Contributed to feature development and sustenance for the client's 3G MSC product

Awards & Certifications

- Received 'Going Extra Mile' and 'Team Excellence' awards for exceptional performance at Alcatel Lucent
- Recognized with 'Pat on the back' award for the execution of the above project at Agnity



Abhishek Yellepeddy

B.Tech. & M.Tech.
IIT Madras

Work Experience
82 Months

Work Domain
Healthcare

www.linkedin.com/in/abhishek-iiml

Novartis - Senior Analyst

- Executed sales force sizing projects for 45 countries and delivered average ROI of 10%
- Devised & Implemented sales targets for ~10 sales lines reducing TAT by 33%
- Managed a team of 5 to deliver (270) sales planning reports in record time (a month)

Research Analyst, Grail Research

- Conducted brand-tracking & VFM analysis for tourism client adhering to 'zero tolerance' on quality
- Conceptualized marketing collateral suite for a new analytics unit (special initiative taken by CEO)

Mu Sigma - Business Analyst

- Integrated platforms to build a single physician-level dashboard for fortune500 healthcare clients

- Segregated profitable customers of an airline for offer optimization based on loyalty program data

Awards & Certifications

- 6 Above and Beyond, 1 Shining & 5 Spot appreciation awards for innovative ideas at Novartis
- Runner up for division wide case competition to market a pharmaceutical drug
- Outstanding Client Service Award for analysis of a leadership pulse survey
- Presented a conference proceeding on 'Validation of a data driven strategy' published by Elsevier
- Published article on 'Finding Human in Human Resources' as part of XpressHR magazine, XLRI



Ajai Kumar Singh

B.E.
Electronics
Nagpur University

Work Experience
197 Months

Work Domain
IT Services

www.linkedin.com/in/ajai-singh

Associate Consultant, Tata Consultancy Services Ltd.

- Managed Interface team of 15 associates, planned & executed roadmap for interface requirements of five geographically diverse customers in sync with BaNCS SP product releases. Adjudged most productive team among all BaNCS-SP teams

- Implemented TCS BaNCS - Securities Processing, Corporate Actions & Web-Channels suite of products, a \$ 3.5+ million project in a new market Colombia (LATAM) leading to very high customer satisfaction rating (CSI 93%)

- Liaised with pre-sales teams for demos to the potential customers resulting in successful bid in a \$5 million project

- Executed a project and implemented complete suite of Securities Processing, Corporate Actions & Web-Channels for a client in middle east region within strict deadline of 10 months

Programmer Analyst, Infosys Technologies Ltd.

- Handled Knowledge Transition of operations for four customer applications within three months as part of a large scale (multi-million dollar) outsourcing deal

- Achieved stability of the outsourced applications within two months resulting 99% uptime (an improvement from 95%)

IT Analyst, Tata Consultancy Services Ltd.

- Participated in GAP Analysis, Design, Development, Implementation and Production support activities

- Contributed in achieving significant cost savings for customer by shifting customer IT support centre to offshore

Awards & Certifications

- Diploma in Advance Computing-CDAC



Ajitesh Das

B.Tech.
Mechanical Engineering
NIT Rourkela

Work Experience
81 Months

Work Domain
Engineering / Manufacturing

www.linkedin.com/in/ajitesh-das

Senior Engineer, Project Management, BHEL

- Managed renovation and modernization (R&M) projects (worth 240 Cr INR) of multiple power stations for Bhatinda, Barauni, Muzaffarpur and Harduaganj

- Collaborated with clients, other BHEL units and vendors for integrated project planning and execution

- Developed a system for stocking frequently ordered spares based on the orders received during the past 5 years, thereby optimizing turnaround time

- Established a system for package based supply of equipment to site to match the site activities, thereby reducing the idle time at site by 10%

- Developed an online spares monitoring system that provides real time updates on the ongoing projects

- Led a cross functional team responsible for achieving 80% liquidation of overdue projects

- Spearheaded a team to successfully complete a high priority project for Hindustan Petroleum Corporation Limited by setting a bench mark for the future orders

- Received customer appreciation for demonstrating customer focus and delivering before the contractual delivery date

Senior Engineer, Mechanical Maintenance, JSW Ispat

- Responsible for installation, preventive maintenance and troubleshooting of equipment to reduce breakdowns



Akhil Jain

B.Tech., Electrical and Electronics Engineering, Bharti Vidyapeeth college of engineering, GGSIU

Work Experience
87 Months

Work Domain
Energy

www.linkedin.com/in/akhil-jain-iiml

NTPC Ltd. Deputy Manager

Operation Management

- Experience of 210MW & 500MW Thermal and 645 MW Combined cycle Gas Power Plant
- Co-ordinate with Northern Region Load Dispatch Center (NRLDC) & India Energy Exchange (IEX) to schedule Generation & manage Settlement Mechanism
- Incorporated Liasioning with NRLDC and POSOCO for Grid charging
- Revived NTPC Kawas Plant during National Grid collapse on 30th July 2012; stabilized western grid
- Daily Maintenance planning and management in SAP ERP for equipment performance tracking and analytic application
- Expertise in Risk assessment, emergency management, performance reporting (NTPC Dadri station), Safety audits, and conditioning monitoring
- Part of the Performance Analysis and Implementation Team for reducing Auxiliary Power Consumption, SOx and NOx emission

Project Management

- Undertook 95 crores Retrofitting and modernization project, extending useful life & PPA by 10 years
- Major overhauling project for 210 MW Unit
- Gas turbine overhauling, Hot gas path Inspection, CI project

CSC India Limited

Associate Engineer

- Managed Western Power Australia and BHP Billiton for application deployments and testing
- Handled MS Compliance Reporting and Patching Remediation
- Worked with off shore Motorola customers to verify fixes

Awards & Certifications

- 'GM Meritorious Award', for emergency handling & saving 38 lakhs rupees revenue
- Certified Combined Cycle Gas turbine Operation Manager



Animesh Prafulla Chandra

B.E. Electronics, Vivekanand Education Society's Institute of Technology

Work Experience
68 Months

Work Domain
IT

www.linkedin.com/in/animesh-chandra

Consultant, Deloitte Consulting India Private Ltd

- Managed analytical and data mining capabilities, as single point of contact from Onshore, for a large Public Sector client in North America
- Spearheaded multiple client discussions, managing parallel activities, communicating and requirement gathering, and opening a new credit line for the firm
- Led the analytics team of six Consultants and Business Analysts to successfully deliver over 15 releases on the engagement, processing over 500 million records on a daily basis and providing improved service delivery performance monitoring for better decision-making, catering to more than 600 users
- Noted for "Amazing team management skill" and repeatedly providing a "No surprise experience" to the client – as quoted by the Project Leadership

- Worked in complex environments and effectively strengthened relationships with client and teammates. Recognized as trusted advisor to the client

Awards & Certifications

- Consistently rated as top performer of the firm – out performing 95% of its employees, for two consecutive years
- Awarded multiple Applause and Spot Awards for adopting innovation, conceptualizing and building most automation accelerators, improving productivity, quality and saving manual efforts by over 30%



Akshath K

B.E. Mechanical Engineering RV College of Engineering, Bangalore

Work Experience
68 Months

Work Domain
Auto

www.linkedin.com/in/akshathk

Senior Project Engineer, Toyota Motors

- Spearheaded project planning of two vehicle launches from conception to completion, project worth INR 4923 Mil (Innova Crysta and New Fortuner)
- Developed a successful business proposal for a greenfield project worth INR 250 Mil (service parts production plant for past Toyota vehicles)
- Supported a global team in cost reduction of 3% through critical Make Vs buy decisions during costing analysis of Vios (launch in 2018)
- Established productivity to use culture in controlled CAPEX management, allocated saving of INR 898 Mil for refurbishment of old plant leading to efficiency improvement
- Optimized trial part procurement process by collaborating cross functionally with 6 countries for on time delivery

- Initiated shipment optimization, FTA schemes to realize productivity gain in SCM (saving of INR 110 Mil)
- Lead a multi-cultural installation team responsible for volume up of paint shop from 120K – 210K veh/year (Etios and Liva)
- Co-ordinated as an installation and commissioning lead for setting up of resin parts painting shop (Corolla Altis)
- Lead a team in multiple feasibility studies of new model production preparation in India which involved layout proposal, equipment proposal, budget estimation, costing estimation, logistics planning and man hour planning



Ankit Khatri

B.E. Electronics and Communications Mahrishi Dayanand University, Rohtak

Work Experience
75 Months

Work Domain
IT Services

www.linkedin.com/in/ankit-khatri

Development Lead - Sun Life Financials

- Managed and led team of 5 members for Continuous Improvement Initiative for Sunlife Financial's Individual Insurance Project
- Successfully Implemented legacy automation system that optimized the batch time, resulting in savings of CAD \$250K for the company
- Proactively led various process improvement ideas that helped in saving 50 business days, contributing in savings of CAD \$100K
- Domain Expert in Insurance Policy Issuance application for Canadian Customers
- Conducted knowledge sharing workshops across project development teams
- Received "Go the Extra Mile" award and multiple "Valuing Inspired Performance" appreciations from the client

Senior Software Engineer - Infosys Technologies Ltd.

- Analyzed and Developed business processes and supported production for Financial Reporting project for leading US Brokerage firm
- Evaluated technical development needs for replacement of existing interest rate policies for American Express Credit Card
- Mentored and supervised team of 5 Software Associates

Awards & Certifications

- Associate, Life Management Institute(ALMI) certified from LOMA- US Insurance
- Associate Customer Service (ACS) certified from LOMA- US Insurance
- Lean Six Sigma Green Belt – KPMG
- Information Technology Infrastructure Library (ITIL) certified



Aman Sharma

B.E. Delhi College of Engineering PGDM, 2008 from LBSIM

Work Experience
113 Months

Work Domain
E-commerce/Consumer Durable

www.linkedin.com/in/aman-sharma-8a2532b4/

Account Head, Snapdeal

- Lead a team of Account Managers to drive seller engagement for North for the General Merchandising segment, a business worth INR 80-Crores annually
- Ensured highest value sales and a net positive margin per unit during festive season in 2016 and achieved highest numbers in the paid ads target for sellers

- Turned around the low-performing Haryana market by rectifying distribution gaps and working capital issues, registering 4.5% growth YOY

Territory Manager, TVS Motor Co.

- Custodian of Sales, Market Share and Distribution Gwalior Market comprising of 7 dealerships and 43 sub dealerships
- Built the strongest network for TVS in command area and hit the highest market share of TVS in 2009 beating competitors

Awards & Certifications

- Castrol Star Performer Award in 2012
- TVS Star Performer Award in 2009 for highest market share in Gwalior

Branch Manager, Madura Coats

- Supervised sales, activations volume, administration and collection for Ludhiana Depot
- Revived Ludhiana's Consumer Business branch, making it the company's number one Consumer Business Branch

Deputy Manager, Castrol

- In charge for achieving assigned volume and value targets



Ankur Kwatra

B.Com (H) BHU MMM, University of Pune

Work Experience
94 Months

Work Domain
Travel, BFSI

www.linkedin.com/in/ankur-kwatra

Sr Travel Consultant, FarePortal India

- Gained excellent knowledge of travelling software ie GDS system and E-Travel
- Played an integral role in helping the sales team to achieve and even exceed the targets, month after month
- Interacted with various International Airlines like Delta Airlines, Korean Air, and Qatar Airways to break a deal in bulk-ticketing and cargo-shipping
- Worked in liaison with the Quality Audit team to conduct audits and minimize any process gap

- Won 'Employee of the Month' twice, for exceeding client expectations and improving quality standards

- Act as a direct point of Contact for all the escalations by the corporate clients, and resolve them within the given TAT

- Mentored a team of 20+ new joiners, and helped them clear the probation with exceedingly good results in terms of process excellence

Process Associate, Barclays Shared Services

- Experience in commercial lending and corporate banking products
- Implemented measures successfully to combat fraud applications, and thus helped in saving in excess of £100k every month



Anushruti

B.Sc.
Applied Sciences -Computer Science
Miranda House, Delhi University

Work Experience
77 Months

Work Domain
Consulting

www.linkedin.com/in/anushruti-iiml

Assistant Operations Manager, Accenture

- Managed delivery of global P2P project worth \$2M for BP
- Led team of 25 working on Catalogue Management, Contract Management, Purchase of tubular products
- Handled project for integration and implementation of supplier material database to client backbone system
- Responsible for KPI governance and discussion with stakeholders, SLA management

Assistant Manager- Inventory Control, Sumitomo Corporation

- Worked as Inventory Control Manager for Demand forecast, Material Fulfilment for Cairn India Oil Exploration Project
- Managed supply of agreed number of tubular products on time with close monitoring of activities i.e. material ordering, timely in-house of materials, production and dispatch to rigs

- Inventory performance reports management e.g. inventory reconciliation, stock in transit, stock gains and losses and inventory accounting

Material Expert, GE Oil and Gas

- Worked on Material Fulfilment of GE Oil & Gas Turbo machinery upstream project
- Experience in Category Management, RFI & RFQ formulation, competitive bid analysis, contract development and negotiations, strategic supplier management on Oracle and Ariba
- Selected by GE Oil & Gas India head to travel to Australia to set up local supplier base for procurement of B and C inventory; leading to annual saving of \$70k

Awards & Certifications

- Lean Six Sigma Green Belt - KPMG



Arup Poddar

B.E.
Electrical Engineering
Jadavpur University

Work Experience
103 Months

Work Domain
Energy, Oil and Gas

www.linkedin.com/in/arup-poddar

Assistant Manager, Indian Oil Corporation Limited

- Led a team of engineers to handle operations of gas turbine Power Plant at Haldia Refinery
- Forecast power and steam demand of the refinery
- Analyzed and prepared loading and scheduling pattern of generators for optimum efficiency and minimum cost

- Ensured reliability of all major and critical equipment so that interruptions in power and utility supply could be eliminated
- Conducted planning and execution of shutdown activities of gas turbine power plant
- Liaised with different departments to enhance safety and TPM culture in the refinery

Engineer, Indian Oil Corporation Limited

- Supervised electrical maintenance of thermal power station at Haldia Refinery

- Managed planning and budgeting of the department
- Handled material procurement and material inventory
- Managed training and development of subordinates

Executive Engineer, Siemens Limited

- Handled design and installation of electrical equipment in engineering and commissioning of Vizag steel plant
- Contributed in the automation of the steel plant using DCS/PLC control system on Siemens PCS7



Ashish Bilochi

B.E., Computer Sc.
Jaipur Engineering College and
Research Center, Jaipur

Work Experience
125 Months

Work Domain
IT - Services

www.linkedin.com/in/ashishbilochi

Assistant Vice President, Citicorp Services India Pvt. Ltd.

- Led a 15-member team, as a Project lead, for design, development and delivery of a project for Bank's liquidity reporting to Federal Bank of USA
- Performed project estimation, planning and resource allocation for both Time and Material, and Fixed Cost projects
- Conceptualized and Led the change-control automation project, saving USD 300K yearly
- Planned and Spearheaded a critical technology upgradation project as per technology mandate

Principal Consultant, Oracle Financial Services Software Ltd.

- Led a 5-member team, as a Technology Lead, for development and delivery of critical business requirements ensuring quality and SLA adherence
- Domain consultant to all the projects, for "International Trade Finance", outsourced to offshore

- Onsite lead(2009-2013), at Citibank (USA), for managing stakeholders and strategizing the delivery of a large project

- Conceptualized and designed a solution for Citibank's Business requirement, successfully bagging project of USD 500K

Awards & Certifications

- "Rave-Praise" award for performance towards project delivery at Citicorp
- "Thomas Edison" award for being source of new ideas to the team at Citicorp
- "i-appreciate" award for effectively leading UAT phase of project at OFSS
- "we-applaud" award for being source of inspiration and knowledge to the team at OFSS



Ashish Mishra

B.E.
Civil
B.I.T., Sindri

Work Experience
116 Months

Work Domain
Energy management

www.linkedin.com/in/Ashish-Mishra-IIML

Lead Engineer - Schneider-Electric India Pvt Ltd

- Scrum Master for various projects in distributed international teams
- Extensive experience in sprint planning, day to day scrum, Scrum meetings, Product backlog Tracking, Burn-down metrics, Velocity, and Task definition
- Successfully managed development and release of Remote Monitoring Services and Data Centre Expert leading to yearly energy cost saving of 60 million dollars
- Collaborated with Schneider's worldwide customers, Product Managers and Field Service Engineers to groom product backlog and envision product features
- Involved in Change Control Management and Requirement Changes tracking during the course of the project
- Monitored the schedule of all phases of projects based on project scope, deliverables, milestones

Verification and Validation Engineer - Patni Computer Systems Ltd.

- Created quality management plan, test strategy, effort estimations, resource plan, task schedule & budget requirements by analyzing the requirement specification document
- Provided technical leadership in the test techniques, tools and coverage of functional and non-functional requirements in order to maximize operations efficiency
- Started & lead team for automation of Functional Checkout Suite using Selenium

Awards & Certifications

- "Dream team award" for the project "Enterprise Customer Relationship Management" in 2009
- "Valuable Contribution" award for worldwide release of Remote Monitoring Service Platform in 2014



Avinash Reddy

B.Tech.
Metallurgy
NIT Warangal

Work Experience
90 Months

Work Domain
Steel

www.linkedin.com/in/avinash-reddy/

Assistant Manager, Steel Authority of India Limited

- Spearheaded the operations management team that stabilized the water cooling system using lean six sigma techniques to bring down the costs from 14\$/Ton to 4\$/Ton
- Designed an indigenous de-slagging platform to minimize alloy consumption leading to cost savings upto .6\$/Kg of alloy
- Led the operations team of 80 and steered 7 divisions to reach the highest production of Q3 in 2015
- Trained 7 technical operators to handle primary processes independently
- Pioneered an optimal model for uninterrupted supply of lime from 3rd party suppliers
- Core member of the research team that setup a new re-heating furnace of 30Ton/hour capacity

Software Engineer, Accenture

- Developed a simulator of live server to avoid testing delays. Cost savings were 30\$/day
- Built and delivered 5 zero bug projects including migration from servers

Awards & Certifications

- Certified Lean Six Sigma Green Belt – Exemplar Global
- Certified internal auditor of ISO/TS 16949: 9001
- Certified internal auditor of ISO 14001: 2004
- Received merit certificate for exemplary work in achieving highest production targets in 2015
- Received merit certificate for increasing the caster sequence length in 2013
- Received 'O' grade, which is among top 5% of executives in the organization



Bakul Sharma

B.Tech.
Mechanical Engineering
NIT Tiruchirappalli

Work Experience
113 Months

Work Domain
Power

www.linkedin.com/in/bakulsharma/

Manager (Operations), NTPC Ltd.

- NTPC Ltd, Vindhyachal Super Thermal Power Station (4760 MW), India's Largest Power station worth INR 285 Billion
- Directly responsible for efficient operations of 2x500 MW Units, while preserving cost leadership and responsiveness in production chain
- Implemented in-process quality control and continuous improvement as operational excellence practitioner
- Developed operating models and strategies to achieve substantial reduction in expenditures
- Led and motivated team to ensure productivity and employee engagement
- Ensured delivery of annual targets as per business plan and contributed to triple bottom line of NTPC Ltd.
- NTPC Ltd., Auraiya Gas Power Station (663 MW), worth INR 39.8 Billion
- Executed value enhancement and capability improvement projects within schedule, cost and scope

- Spearheaded team-oriented and collaborative activities with multiple stakeholders and regulatory bodies
- Successfully contributed in restoration of National grid black-out (2012)
- Developed in-house integrated process optimization methods - Automatic Generation Scheduler (AGS) and Online Performance Monitoring System(OPMS)

Awards & Certifications

- Awards:
- Represented Indian power industry at JICA program (at Japan) organized by Government of India and Government of Japan
 - NTPC Meritorious Award received (three years in a row) for outstanding performance and process improvements
- Certification:
- Lean Six Sigma Green Belt
 - Certificate in Public Procurement.
 - Certificate in Project Management
 - Certified Energy Manager



Bipul Vivek

B.E.
Electrical & Electronics, RV College of Engineering, Bangalore

Work Experience
68 Months

Work Domain
IT Telecom

www.linkedin.com/in/bipul-vivek/

Senior Software Engineer - Nokia Networks (NSN)

- As a Scrum Master, drove daily stand-ups, planning, delivery and retrospection on a monthly basis with all the stakeholders
- Supported operations and maintenance (FCAPS) functionality for the platform using SNMP
- Reduced test cases execution time by 40%. In addition, automated the test cases run on a weekly basis
- Reduced bug inflow by 30% by rewriting the testing framework
- Appreciated for customer's query resolution in a live environment
- Reduced the CAPQ (KPI in Nokia) by 15%, by inducing tools for Software hygiene (like Klocwork, Coverage)
- Supported customers like NTT DoCoMo(Japan), Vodafone(India), Bharti Airtel(India), etc

Software Engineer - Huawei Technologies

- Handled Icdcomm, a communication channel for our platform
 - Part of a team, which developed a REST Adaptor from scratch in 5 months
- Awards & Certifications**
- Won the Star award at Nokia in 2016 for a Software Upgrade failure issue
 - Best team award in terms of code quality and maintenance in 2016
 - Spot award in Huawei for solving a 6 months old issue, which was blocking the upgrade from Windows XP to Windows 7



Deepika Mittal

B.Tech.
Electrical Engineering, National Institute of Technology, Kurukshetra

Work Experience
87 Months

Work Domain
Engineering Consulting

www.linkedin.com/in/deepika-mittal/

EVP, Strategy & Innovation, DMR Hydroengineering & Infrastructures (P) Ltd.

- Reinforced differentiation, low cost and lean attributes in the company's growth strategy
- Customer first and vendor first policies were re-emphasized and documented
- Corporate Vision document was prepared
- Suggested capital restructuring, and converting into public limited from present private limited structure of the company
- Collaborated with - IIT ISM Dhanbad and WRDM IIT Roorkee for promoting industry - academia linkages and building intellectual capital in the company
- Led strategic tie-ups - MOU with DesignTeam New Delhi to make available architectural and landscaping expertise to DMR, tie-up with DesignSmith as a marketing and branding partner

- Led engineering consulting projects ranging from 10 MW to 1856 MW in the hydropower sector. The aggregate capital value of these projects has been over Rs 20,000 crores
- Delivered diverse assignments ranging from pre- feasibility studies, detailed project reports, regulatory approvals, bid level engineering, to construction stage engineering
- Prepared bid proposals, carried out contract operations, billing and follow up functions in the organisation

Awards & Certifications

- Received merit scholarship (2006, NIT Kurukshetra, awarded to top 25 students among 340 in the academic year)
- Received scholarship for academic excellence in 10th CBSE Exam (2003)



Biswajit Sahoo

B.Tech.
Mechanical Engineering
VSSUT, Odisha

Work Experience
108 Months

Work Domain
IT/Consulting

www.linkedin.com/in/biswajit-sahoo/

PricewaterhouseCoopers - Consultant

- Managed the delivery of fixed bid (\$1.5+ million) SAP SCM implementation projects
- Architected a solution that helped the Client to perform Multisource Consolidation on the Fly, thus allowing delivery of orders in a single package to the client's customers. Estimated savings on Warehousing and Packaging was around 8%
- Implemented order processing and demand management strategies so that Client can fulfil orders meeting the commitment over 98% of the time

Bristlecone (Mahindra Group) - Senior Consultant

- Led multiple Business Blueprinting and Process design workshops
- Designed a process which can trigger replenishment on the fly without the need for end to end planning run every day

- Designed and implemented an order based planning tool for the Hi-tech Industry. The system provided senior management the ability to track the replenishment process throughout the life-cycle of the order i.e. from placement of order to delivery of goods to the customer

Awards & Certifications

- Supply Chain Analytics (IIT Roorkee and NPTEL)



Dhruv Goel

B.E., Hons., Mechanical Engineering
Birla Institute of Technology and Science, Pilani

Work Experience
68 Months

Work Domain
Oil and Gas

www.linkedin.com/in/dhruvgoel23

Assistant Manager (Retail), Bharat Petroleum Corporation Limited

- Managed a network of 40 retail outlets in Ahmedabad District. Commissioned 3 new outlets in important markets. Achieved a market share growth of 1.1% in MS & 0.7% in HSD. Improved the CNG outlet network by 30%
- Negotiated and executed 7 strategic alliances with allied partners for rented stores at retail outlets. Generated annual revenues of 17 million INR. Carried out various cross-promotional activities with these partners
- Successfully managed sales promotion and brand activation campaign for Speed Petrol by improving customer-based brand equity. Achieved a conversion ratio of 16% for Branded fuels
- Delivered absolute growth of 11% in Loyalty Channel Sales through constant customer meetings and revival of key dormant customers. Improved the annual revenue by 200 million INR

- Implemented new initiatives like Umang Rural Initiative with well-defined growth trajectories

Executive Engineer (Retail)-Bharat Petroleum Corporation Limited

- Headed budgetary management. Executed projects for establishing new and for upgrading existing retail outlets in 5 different districts. The combined net worth of the projects was 100 million INR
- Improved equipment uptime at retail outlets by 7% through effective vendor management. Monitored vendor performance in compliance with company guidelines

Awards & Certifications

- Channel Management ISB Hyderabad



Debabrata Pati

B.E.
Computers
N.I.S.T., Berhampur University

Work Experience
154 Months

Work Domain
IT Services

www.linkedin.com/in/debabrata-pati-pmp/

Assistant Consultant, Tata Consultancy Services Ltd

- As a Program Manager, managed multiple projects on Software Development, Service Delivery and Quality Assurance with a global team (peak size 92)for a Market Research MNC client
- Migrated an \$8 million contract from Time and Material to Managed Services model
- Responsible for successful Project Delivery, RFP response, Risk management and Capacity planning, associate mentoring, and Information Security
- Arranged cross-functional trainings to improve techno-functional skillsets of the associates
- Clocked 100% CSI for continuous 6 quarters for exceeding customer expectations
- As a Project Manager, steered a \$6 million portfolio (Retail and Lease Loan origination system) for a US based Automobile Financing client

- SPOC at client location for a global team (peak size 24), managing Application Support, and Maintenance projects

Programmer Analyst, Cognizant Technology Solutions Ltd

- Led team of 4 for Support and maintenance activities on Credit-card fraud identification application

Awards & Certifications

- PMP (Project Management Professional) - PMI.org
- ITIL V3.0 Foundation - Exin International
- "STAR of the year Award" and "Excellence Award" from the client
- "1st prize" for Innovation from client CIO for automation proposal with \$0.1 million cost savings
- "On the Spot" award in TCS for conceptualizing Innovation Forum at client location



Eshaan Vyas

B.Tech.
Civil
Delhi College of Engineering

Work Experience
106 Months

Work Domain
Energy

www.linkedin.com/in/eshaanvyas

Project Lead, CB&I (Chicago Bridge & Iron)

- Developed and fostered effective relationship with stakeholders by delivering customized solutions to Clients
- Calculated progress, productivity and efficiency of project. Also conducted GATE and PEER reviews in producing deliverables conforming to quality standards
- Accomplished 30% and 60% model review of units by cross-functional team collaborations
- Coordinated with Clients/Head Office in clarifying important queries, updating last minute changes, documenting lessons learned and releasing resources

- Impacted changes on organizational level by spearheading leadership programs (Incident Injury Free) aimed at imbuing a culture of safety
- Identified training needs and created "On-Boarding Plans" for all the executives in the department
- Identified risks and planned appropriate responses by preparing a checklist comprising of 70+ key parameters
- Responsible for timely approval of Interface Crossings through cross-functional interaction with site personnel's, other disciplines and project manager

Awards & Certifications

- Project Management Professional (PMP)
- Lean Six Sigma Green Belt
- Earned Employee recognition at CB&I's Townhall

Area Lead & Interface Manager, Fluor Daniel

- Planned project roadmap, managed resources and team to achieve project goals and objectives. Spearheaded the team of engineers and designers in preparing Proposals and estimating quantities for FEED projects



Gaurav Shukla

B.Tech., Electronics and Communication Engineering
CSJM University Kanpur

Work Experience
166 Months

Work Domain
Defense

www.linkedin.com/in/gaurav-shukla-13684618

Wing Commander, Indian Air Force

Headed a 200 member unit as a Director and was responsible for operations, logistics, and administration entire unit

- Responsible for the management of telecom nodes for eastern and north-eastern parts of India
- Implemented information security policies in all bases of an Indian State
- Independently led a project to setup IT and telecom infrastructure at an upcoming base

As Deputy Director at regional headquarter was responsible for management of IT and Telecom services for more than 40 organizational units spread across western and northern parts of India

- Managed high value Capex and Opex budget
- Undertook upgradation of IT and telecom infrastructure at multiple levels of the organization.

- Managed technological and organizational changes implemented during various projects

As Deputy Director at regional headquarter was responsible for management of electronic warfare operations

- Liaised with Indian and foreign suppliers for maintenance of high tech equipment
- Undertook planning and execution of large scale military exercises
- Coordinated logistics for organizational units spread across western and northern parts of the country

Awards & Certifications

- Six Sigma Green Belt Certificate - Indian Statistical Institute, Bangalore



Hitanshu Agrawal

B.Tech.
IT
BVCOE, GGSIPU, Delhi

Work Experience
89 Months

Work Domain
IT/IT services

www.linkedin.com/in/hitanshu-agrawal/

Technical Leader, Aricent

- Enabled customer relationship and designed solutions for requirements
- Spearheaded execution of 3GPP feature, Neutral-Host-LTE and developed team competency in parallel
- Pioneered in proposing refinements to customer's existing product, helped to fasten customer issue analysis
- Leveraged IoT to develop project on Child Care in Aricent's Hackathon

Senior Software Engineer, Aricent

- R&D consultant for customer pilots in Russia
- Led a team of 17 in a crucial feature at Senior Software Engineer level
- Formed task force in a feature and collaborated with cross-functional teams to ensure adherence to timeline
- Owned entire life cycle of two features, realized revenue worth \$675k & \$550k

Software Engineer, Aricent

- Based on technical dexterity, only Software Engineer selected in the team that was sent to Italy and won the account from competitor
- Optimized customer algorithm and reduced crucial start-up time by 75%
- Identified as mentor for interns within 1st year of job
- Performed Root-Cause-Analysis and designed solutions for complex customer issues

Awards & Certifications

- Rated Extra Ordinary Performer thrice during work tenure
- Received Team Excellence Award six times and an Excellence Award for setting a benchmark in quality delivery and client focus
- Project Management certificate by Aricent (CMM level 5 company)



Kashif Razi

B.Tech.
Mechanical
Aligarh Muslim University

Work Experience
128 Months

Work Domain
Information Technology

www.linkedin.com/in/kashif-razi

Technology Lead, Infosys Ltd.

- Collaborated with clients in Banking, Retail, Manufacturing and Logistics domain spread over different geographies
- Led a 5 member offshore team as an onsite coordinator in the longest assignment with a Banking client
- Performed the role of a subject matter expert for the Transactional Banking application clearing transactions worth \$2 billion daily
- Worked extensively on the US dollar clearing systems like Fedwire, CHIPS, ACH and the worldwide financial messaging network SWIFT
- Facilitated transaction monitoring like OFAC (Office of Foreign Access Control) scanning and AML (Anti-Money Laundering) screening for almost ten thousand high value payments daily
- Worked in their Electro-Mechanical and Refrigeration Business as a Sales Engineer.
- Responsible for developing new customer relationships, providing solutions and working on tenders/proposals

- Participated in multiple Disaster Recovery tests mandated for regulatory compliance
- Assisted in the decommissioning and data-archival project of a 30-year-old application with major challenges in terms of data compatibility, legal and regulatory constraints
- Handled projects to on-board new EDI (Electronic Data Interchange) vendors for a major cosmetics company in the US

Management Trainee, Voltas Ltd.

- Worked in their Electro-Mechanical and Refrigeration Business as a Sales Engineer
- Responsible for developing new customer relationships, providing solutions and working on tenders/proposals

Awards & Certifications

- Infosys "INSTA" award - 2011
- Certificate course in "Global Transactional Banking" from New York University School of professional Studies-2016



Krishnamurthy Lakshmana

B.E.
Electronics & Communication
VTU, Bangalore

Work Experience
129 Months

Work Domain
IT Services

www.linkedin.com/in/krishnamurthy-lakshmana

Associate Lead Business Analyst, First American (India) Pvt. Ltd.

10+ years of rich global experience (Includes 6 Years in USA) in IT Business Analysis, Requirement Elicitation & Management, Product Conceptualization, Cross Border & Cross Functional Team Management and Client Management in Healthcare & Insurance domains

Business Analyst is a liaison between business decision makers and technical product developers

- Spearheaded organizational restructure for Business Analyst department and created a new functional role called 'Business Architect', which is first of its kind in the industry. This effort received applaus from colleagues & senior management including CTO
- Was responsible for requirement elicitation from business heads in creating a new commercial segment system, which reduced processing cost by 75%

- Interviewed & extensively trained new business analysts of the company
- Successfully managed a system of \$ 3 million & a team of 8 business analysts
- Lead UAT Programs An active role played in shifting the organizations SDLC model from Waterfall to Agile Scrum Methodology

Awards & Certifications

- Certified Scrum Product Owner
- Certified Scrum Master



Hrishikesh Das

B.E.
Civil
Assam Engineering College

Work Experience
91 Months

Work Domain
Infrastructure

www.linkedin.com/in/hrishikesh-das/

Technical Team Lead, GEO Ground Engineering Operations India Pvt. Ltd.

- Led a multi-cultural team of 12 consultants and provided execution support to clients by implementing eco-friendly process improvement techniques
- Worked in 15 medium to large scale infrastructure projects and attained proficiency in problem resolution, process improvement, cost management and resource allocation
- Implemented IGBC standard compliant eco-friendly system in Calcutta Riverside project, which reduced carbon footprints by 4% and helped the client win CNBC 'Best Real Estate Project-Sustainable Initiatives' Award
- Played instrumental role in finalizing business strategy for Kolkata region by compiling competitor performance, threat identification and evaluation

Sr. Engineer, Techno Electric & Engineering Co. Ltd.

- Spearheaded the team in preparing detailed planning schedules, reviewing cost estimates and monitoring the construction of 132 kV substation, while meeting the deliverables in terms of timeliness, quality and safety

Engineer, SEW Infrastructure Ltd.

- Managed the civil works of 7 km long HRT tunnel, ADIT-Shaft tunnel, in the capacity of a Tunnelling Engineer, and implemented tunnelling methodologies such as NATM, Cut and Cover
- Delivered Quantity estimates, Root cause analysis of delays and Slope stability analysis

Awards & Certifications

- Rashtrapati Scout Badge & Certificate from President of India for the state of Assam



Mandeep Kaur

B.Tech.
Mechanical & Automation
IGIT, GGS Indraprastha University

Work Experience
125 Months

Work Domain
IT Services

www.linkedin.com/in/mandeep-kaur-iiml

Technology Lead, Infosys Ltd.

- Led a 15-member team providing integration solutions in the EAI (Enterprise Application Integration) domain with an annual revenue of USD 2.5 mn for a retail based client
- Handled project allocations, monthly client billing, budget submission of projects to Senior Management and CMMI level 5 compliance
- Independently managed multiple stakeholders and played role of Middleware lead for data migration from Legacy Systems to common SHARE architecture for a leading office equipment manufacturer and service provider in Europe
- Managed the complete Software Development Lifecycle and streamlined processes leading to a 20% reduction in number of production issues

- Coordinated with multiple vendors across geographies for Integration testing and Production Deployment of Enterprise Integration Projects for a major Australian Telecom client. Continuously improved quality of deliverables by introducing Defect prevention techniques
- Implemented Agile methodology for development projects
- Trained and Mentored new team members

Awards & Certifications

- Received "Distinguished Dynamo" and "On the spot" awards for value delivery



Manoj Kumar

B.Tech.
ECE
NIT Hamirpur
Work Experience
85 Months
Work Domain
IT Telecom
www.linkedin.com/in/kumar-manoj/

Deputy Manager, Huawei Technologies

- Executed business goal of 60Mn USD with up-sell of 10Mn for FY17 by engaging with various client BUs
- Handled pre-sales functions including RFP response, pricing, defense presentations and POC/testing
- Designed marketing strategies for several HW/SW solutions
- Led cross functional teams to maximize account CSAT

Assistant Manager, Mahindra Comviva

- Generated opportunity of 3Mn USD for LATAM region by engaging with potential clients and channel partners
- Evaluated and onboarded several partners (HP, IBM, F5, AD-Tech) by analysing technology fit for mutual benefit
- Minimized revenue leakage by reconciling PO/revenue with finance including AMCs, upgrades, and CRs

Product Specialist, Nokia Networks

- Led & finalized proposals for several RFXs, amounting more than 300Mn USD
- Worked as product/solution SME for key projects
- Supported account mining activities such as SW up-sell/cross-sell
- Assisted APAC sales team with PAYU model formulation

Awards & Certifications

- Huawei: Sales achievement award of 15000RMB for FY16/17
- Comviva: People's plaque and line manager appreciation
- Nokia: Awarded for SW up-sell and PAYU model initiatives
- Completed "Big Data, Cloud Computing, & IOT" & "Product management with Agile and Design Thinking" certifications



Mitesh Ghatnekar

Bachelor of Engineering, Civil
Walchand Institute of Technology
Work Experience
146 Months
Work Domain
IT Product and Services
www.linkedin.com/in/mitesh-ghatnekar

Project Manager – TriZetto, A Cognizant Company

- Headed teams for roadmap creation, annual projections and RFPs especially for business expansion across Healthcare domain, thereby creating downstream revenue potential of \$3Mn
- Spearheaded performance testing portfolio to assist a North American Health Insurance client in new business implementation
- Assisted the architecture team in go-live environment upgrade, to handle the data volumes of close to \$45 Mn units
- Won TriZetto Power Star award twice for customer delight and delivery excellence

Team Lead – Wipro Ltd.

- Led project teams for implementing various US healthcare mandates and QTP based automation testing creating annual cost savings of around \$250k

- Led multi-vendor teams based in India and US for migration projects involving individual health plans

Technical Lead – Infosys Technologies Ltd.

- Led UAT programs managing delivery discipline and data procurement across 4 vendors and 10 systems
- Led customer engagement to win contracts in Healthcare and Auto / Property Insurance domain

Kalpataru Properties Pvt. Ltd. - Junior Engineer

- Coordinated the project management activities for a multi-storied residential building construction project
- Project Management Professional (PMP)
- Lean Six Sigma - Green Belt (Six Sigma Global Institute)
- Professional, Academy for Healthcare Management (PAHM)

Awards & Certifications

- Project Management Professional (PMP)
- Lean Six Sigma - Green Belt (Six Sigma Global Institute)
- Professional, Academy for Healthcare Management (PAHM)



Mohit Anand

B.Pharm, M.J.P. Rohilkhand University
Uttar Pradesh, Advanced Diploma in Marketing & Sales, NIS
Work Experience
160 Months
Work Domain
Health care
www.linkedin.com/in/mohit-anand9/

Sales & Customer Relations Manager, Bausch & Lomb

- Generated capital equipment leads, arranged demos and provided customized deals to hospitals
- Synergized with marketing team to plan and organize major conferences
- Prepared & integrated interns to work ethics and cultural assimilation through on-field training
- Developed Key opinion leaders; ensured customer engagement and participation in events
- Built strong client relationship ensuring long term and sustained business

Senior Territory Sales Executive, Alcon Labs India Pvt. Ltd.

- Ventured into ophthalmic segment, and developed business avenues every quarter
- Attained numero uno position in the Glaucoma medication market

Medical Representative, Glaxosmithkline Pharmaceuticals Ltd.

- Successfully implemented marketing strategies and developed business in pulmonary & critical care segments
- Coordinated with diverse customers; made critical medicines accessible to patients at government & private hospitals

Field Sales Officer, Glenmark Pharmaceuticals Pvt. Ltd.

- Implemented company strategies and penetrated into new target segments
- Conducted market surveys and tracked customer queries & responses, analyzing impact on business

Awards & Certifications

- Adjudged National Top Gun for exemplary performance in year 2014
- Awarded with Super Star Representative Award for North Zone in 2007
- Special Recognition Award from General Manager, Glaxosmith Kline in 2006



Neeraj Kumar

B.Tech.
Mechanical Engineering
NIT Rourkela
Work Experience
92 Months
Work Domain
Engineering / Manufacturing
www.linkedin.com/in/neeraj-k/

Senior Engineer | BHEL-BHOPAL

- Looked after design, development and prototype manufacturing of motors and alternators for railway traction applications and worked closely with planning, manufacturing and quality departments to ensure smooth flow of operations
- Developed an induction motor with patentable features for oilrig application and an alternator for an export project in Union of Comoros
- Issued manufacturing documents such as engineering drawings, BOM, specifications, manufacturing checklists and pre-dispatch inspection schedule against every work-order
- Offered techno-commercial bids against tenders floated by Indian Railways and other customers
- Evaluated technical offers of bought out components and developed vendors for new components
- Investigated failures of traction motors and alternators reported by customer

Engineer | BHEL-HYDERABAD

- Worked as a Project Engineer for delivery of turbo generators & turbo compressors
- Prepared Billing breakup and dispatch schedule for the projects
- Carried out billing and cash collection against supplies

Manager | TATA STEEL

- Looked after maintenance of hydraulic excavators used in iron ore mining
- Led a team of 14 people and solved multiple critical problems such as frequent falling of tooth points and failures of diesel engines
- Managed the inventory of subassembly components



Nikhil Jain

B.Tech.
Electronics & Communication
NIT Jalandhar
Work Experience
92 Months
Work Domain
Engineering / Manufacturing
www.linkedin.com/in/nikhiljain1986/

Senior Engineer, BHEL

- Operations Management**
- Conceptualized and finalized framework agreements with suppliers worth INR 500 Million, by analyzing forecasted demand, past consumption patterns, price indexes & negotiating contracts, reducing the procurement cycle time by 100 man days & price by 10%
- Procured capital goods worth INR 400 Million annually through global tender enquiries
- Spearheaded the team of 10 in Implementation of PAN India Unified system for bulk purchase, reducing material cost by 1% annually
- Implemented strategy for evaluation, registration & performance review of suppliers by integrating cross-functional teams, mitigating single supplier risk buying by 10% yoy basis
- Instrumental in formulation & adoption of practices such as e-procurement & reverse auctions

Project Management & Proposals

- Executed projects, as a project manager, worth INR 50 Billion from engineering to commissioning by coordinating with both internal & external stakeholders
- Led a team of 5 in Inter-Unit task force to bag the largest foreign EPC order worth INR 85 Billion
- Prepared techno-commercial bids for EPC tenders & engaged with clients in pre-bid/post-bid discussions

Awards & Certifications

- Awarded Distinguish Employee (Aug'11) & Best Employee (Dec'13)
- Won 3 Improvement Awards for reducing spare's costs;enhancing in-house capacity utilization; process re-engineering



Nikhil Manchanda

B.Com.
University of Lucknow
O-Level, Doeacc University
Work Experience
100 Months
Work Domain
Finance
www.linkedin.com/in/nikhil-manchanda-5791b5140

Deputy Manager, State Bank of India

- Executive Assistant to Chief General Manager of Lucknow Circle with 1567 SBUs. Management of SBUs at micro level with HNI customer maintenance and development of business profile of all SBUs
- Branch Manager at a midsize branch with a business level of 39 crs. Responsible for not only driving the base line with 47% growth YOY but also reduction in NPA profile to 1.3% from 19.6% in two years
- Credit Officer at regional level with maintenance and sanction of 197 crs advances portfolio
- Lead of Statutory Audit Team at regional level and member of Credit Audit Team at circle level for 11 quarters

- Budget Officer and Credit Committee Officer for 89 SBUs over 3 districts
- AAA rating for 8 years in a row with one promotion and three certificates for excellence in business performance

Awards & Certifications

- 12 Management Certificates from Harvard Manage Mentor
- Certification in Financial Markets from Yale University – Online Course



Nilesh Bafna

B.E.
Computers
V.J.T.I. Mumbai
Work Experience
163 Months
Work Domain
IT
www.linkedin.com/in/nilesh-bafna/

Assistant Vice President, Barclays Technology Centre India

- Managed timely delivery of new product features and functionality enabling monthly sales to grow from \$50 Million (Jan 2014) to \$400 Million (Jan 2017)
- Spearheaded implementation of regulatory changes under stringent timelines mitigating potential loss of \$60 Million business daily

Senior Project Manager, Virtusa Polaris

- Aided setup of team of software developers, business analysts & quality analysts for a Major banking client to deliver payments solutions at 50% of existing cost
- Managed implementation of cross border and domestic payment solution for Thailand, Indonesia and Macau offices and delivered 2 months before schedule

Project Lead, Fundtech India Ltd.

- Led offshore Interface development team of 5 developers and ensured quality software delivery for Major European Banks
- Managed program to standardize interface to help clients save 30% of implementation time
- Pioneered people initiative to identify and implement rewards & recognition process

Associate Consultant, Infosys Technologies

- Led team of 5 to deliver quality software upgrades to Clients testing and diagnostics application

Awards & Certifications

- At Barclays, Received Spot award for planning and handling 1900% jump in external trade traffic
- Won Business achievement award from Client for outstanding contribution to strategic initiative



Palvi Chawla

B.Des
NIFT
Mumbai
Work Experience
74 Months
Work Domain
E-commerce/Retail
www.linkedin.com/in/palvi-chawla/

Manager, E-commerce, Only

- Managing Online channel for the brand in India in alliance with all leading e-commerce players & brand website

- Responsible for Channel sales' target, sell through & margin planning; delivered 125% on Quarter on Quarter Sales target

- Leading merchandise planning, buying and allocation of stocks

- Planning marketing endeavors and creative approach to create visibility for the brand across digital channel & partner websites

Manager, Sales & Marketing, www.fashionandyou.com

- Leading sourcing & sales channel for International brands and Designer wear with over 50 International brands & designers

- Delivering month on month sales & margin targets with MOM growth of 10-15% with a contribution of 15-17% towards topline

- Driving product placement, pricing, promotions strategy along with range planning, buying & inventory management for the category
- Spearheading Public Relations & Media Alliances
- Leading & executing customer facing communications across media & crafting promotional campaigns till delivery

Awards & Certifications

- Awarded for re-establishing Designer Wear as a successful business category in 2015
- Won 'ACE' award for Business Contributions and successful delivery of targets in 2013
- Won Star Performer of the year 2012
- Awarded with Rookie of the Year Award in 2011
- Selected for Scholarly Exchange programme at University of Manchester



Nitin Saraswat

B.Tech.
Computer Science
U.P. Technical University
Work Experience
107 Months
Work Domain
IT Telecom
www.linkedin.com/in/nitin-saraswat

Deputy Manager-IT, American Tower Corporation

- Spearheaded the revamp of IT Infrastructure, improving Network uptime from 90% to 99.5%, reducing bottlenecks to increase user-available bandwidth by 50% and strengthening Security footprint

- Conceptualized service improvements and optimized vendor processes, leading to 60% reduction in operational efforts

- Managed implementation of PAN-India Video Conferencing solution, resulting in annual cost-savings of INR 10 million and reduction of carbon footprint

- Awarded "Achiever's Award" for successfully organizing PAN-India VC townhall during CEO's visit

Sr. Network Administrator, Orange Business Services

- Provided remote technical support to multiple datacenters & 500+ customer networks as member of cross-continental team

- Acted as Change Approval Board (CAB) leader for core network domain during CAB meetings analyzing major configuration and design changes

- Received "Certification of Appreciation" for contribution in a critical project

Sr. System Integration Engineer, Wipro Ltd.

- Managed end-to-end execution and delivery of multiple large (INR 5 million to 50 million) projects for various clients

- Interacted with customers for requirement gathering, preparing High-level & Low-Level designs of Network & Security Infrastructure

Awards & Certifications

- CCIE R&S-Written (Yr. 2011)
- CCNP-BCMSN (Yr. 2008)
- CCNA (Yr. 2007)



Pankaj Kandpal

B.Tech.
Mechanical Engineering, Indian Institute of Technology, Kanpur
Work Experience
80 Months
Work Domain
Fertilizer
www.linkedin.com/in/pankaj-kandpal

Manager -Reliability and Planning, Tata Chemical Limited

- Led Project and planning team for Turnaround of Rs. 250mn, engaged and worked with 37 contractor and 1300+ manpower. Successfully executed the project with Production cost saving of Rs.120mn

- Conceptualized, designed, created and developed LAMP (Long term asset management plan) and LTSP (Long term strategic Plan) for Plant equipment

- As core team member of PSM (Process safety management), Developed and implemented MOC (Management of Change) in organization

- Developed Strategic Planning for Mechanical function by preparing SDM, and future road maps.

- Managed yearly service contracts worth Rs. 30mn, Revenue and Capex budget worth Rs.100mn

- Executed Reliability improvement, System and process improvement projects (Lean Six Sigma)

Senior Executive , ONGC Petro Additions Limited

- Installed and Commissioned turbo machinery for DFCU project of Rs. 60bn

- Ensured quality during installation of static equipment, and witnessed metallurgical test during commissioning

Awards & Certifications

- Bagged "STAR" award for reducing annual downtime by 2 days, and saving production cost of Rs. 48mn
- Awarded "Institute Blues", Highest Sporting award at IIT Kanpur
- Lean Six Sigma Certification
- Integrated Management system (IMS) internal Auditor certification



Nitin Singhal

B.E.
Electronics & Communication
NSIT, Delhi
Work Experience
92 Months
Work Domain
Engineering / Manufacturing
www.linkedin.com/in/nitinsinghal-iiml-nsit/

Senior Engineer, Bharat Heavy Electricals Ltd., PEM, Noida

- Led global tender process for procurement of equipment worth INR 900 million

- Responsible for RFP, tenders, bid evaluation, negotiations and finalizing commercial terms; reduced purchase order lead time from 120 to 75 days

- Spearheaded a cross-functional team to drive change from manual processes to online bidding and reverse auction, added more than INR 8 million/year

- Identified opportunities for long-term strategic alliances (Rate Contracts) with five suppliers, reduced procurement cost by 17%

- Prepared performance progress reports for over 15 projects at unit level

Engineer, Bharat Heavy Electricals Ltd., EDN, Bangalore

- Led multiple design improvements as part of core team for implementation of SAP resulting in savings of INR 60 million

- Performed site installations under strict guidelines, led teams of 10-15 site engineers and workers

- Formulated packaging and storage policy for electronics equipment; saved 42% in cost of repeat purchases and achieved 'Zero' Liquidated Damages

- Prepared a financial model for installation of a new Photo Voltaic assembly line

Awards & Certifications

- Lean Six Sigma Green Belt – KPMG
- CFA Level 2 – CFA Institute, USA
- Operations Analytics by Wharton - Coursera
- Customer Analytics by Wharton - Coursera
- Project Management – BHEL



Pradeep Mishra

B.E.
Mechanical Engineering
Nagpur University
Work Experience
79 Months
Work Domain
Engineering
www.linkedin.com/in/pradeep-mishra

Asst. Manager, BOSCH, Bangalore

- Part of disruptive innovator team in India, 2 patents filled in IOT & Automation

- Redesigned system, machine layout, process, product engineering

- Concurrent Engineering & Lean implementer for platform projects

- Make & Buy decision for new projects and contract manufacturing

- Excelled in trainings at Germany on Design for manufacturing and assembly

- Created pilot next generation workplace

Sr. Engineer, BOSCH, Nasik

- Published a Book on benchmarking Process learnings based on experiments conducted in 3 years

- Value stream designing, Re-layout planning, Production ramp-up

- Adept with 8D, FMEA, ISO Audits, Control Plan, Poka-Yoke, 5S

- Imported machine buying, upgradation and installation

Engineer, BOSCH, Nasik

- Hands on experience on shop floor, led team of 90 associates in shifts

- Key Performance Indicators included OEE, Productivity, Quality targets improvements

- Deskilling workman and restructuring the process

- MTM, Ergonomics standards deployed in Shop floor

Awards & Certifications

- Project Management Professional (PMP)
- National Quality Excellence (2017) Winner
- Kaizen (2012) winner, Western region ACMA Quality circle (2011) winner
- 38th NCYM Competition (2013) regional winner



Raj Kumar

B.Tech.
Mechatronics, SRM University
Chennai

Work Experience
65 Months

Work Domain
IT

www.linkedin.com/in/raj-kumar-iiml

TCS

- As a Team Lead, was responsible for handling a team of cross-functional professionals from the field of Regulatory Affairs of medical devices (implants & instruments) for a global client
- Dealt with regulatory agencies around the world, primarily the US FDA, to ensure compliance to regulatory requirements
- Handled Post-market quality surveillance work
- Specialties: Quality System Regulation, Adverse Event Reporting, Product Compliance, Customer Service
- Handled all aspects of the project, appraisals and career plans
- Ensured seamless transition of the project to India when client's organization underwent a restructuring exercise

- Successfully dealt with multiple geographies around the world, with the inevitable cultural differences
- Adept at Project Management; internally certified in Project Management
- Received accolades and appreciation from the client for exemplary performance
- Actively involved in the recruitment process, regularly took part in Campus and off-campus drives across the country

Awards & Certifications

- College Silver Medal
- Two-time Merit scholarship holder
- Ascent -TCS Leadership Certification



Rajan Jain

B.Tech.
Mechanical
YMCA University, Faridabad

Work Experience
66 Months

Work Domain
Oil & Gas

www.linkedin.com/in/rajan-jain

Senior Engineer, Samsung Engineering India Pvt. Ltd.

- Executed 2 major petrochemical projects, based in Uzbekistan and Malaysia, monitoring end to end all the major activities
- Excelled design software & design codes and implemented the learnings to optimize the cost of the project
- Evaluated Techno-commercial part of Engineering Contracts, Reviewed Vendor Offers and Prepared Purchase Requisitions for Vendors
- Planned a working model for tackling construction and commissioning problems on site, and organized and lead a team of engineers to execute and implement the solutions, controlling the delay of schedule. Awarded an early promotion for dedicated inputs on site

- Spearheaded team of 60 members, negotiated and coordinated with multicultural teams of Clients and Licensors at OPaL ONGC Plant Site to resolve Client's queries, benefiting the company INR 3.5 crore
- Served as a Single point of Contact for Korean engineering team to exchange information, plan project outlines and project execution
- Discovered factors impacting the engineering designs and implemented step wise check sheets for validation of important design parameters, reducing cycle time by 30%
- Developed Excel models for manual engineering calculations of mechanical equipment
- Imparted training to Graduate Engineering Trainees on implications of technical and business decisions in a petrochemical project



Rijit Roy

BCA
WBUT

Work Experience
129 Months

Work Domain
IT

www.linkedin.com/in/rijit-roy/

Project Manager, Tata Consultancy Services (India)

- IT project manager of UK regulatory programme (approx. budget \$22 mn) for a leading global bank
- Planned, monitored and controlled, and supervised end-to-end agile and waterfall project deliveries
- Managed time-critical deliveries of globally distributed teams comprising of multi-geographic stakeholders, third party vendors, and solution providers located in Canada, US, UK, India, China, and HK
- Created project budgets and benefit realization plans; Monitored variances and project financials; Quantified project risks and chaired project governance meetings

- Designed integration of the core banking engine with third party systems. (approx. revenue \$800k.)
- Supervised a team of 41 associates of varying experience level

Associate, Cognizant Technology Solutions (India, US)

- Onsite lead for QA team in world's largest merchant acquiring bank; Responsible for testing and signing off of 'One Pager' projects worth more than \$1 mn
- Designed process improvements thereby reducing manual efforts by 95.83% which resulted in a YOY cost saving of approx. \$48k

Awards & Certifications

- Project Management Professional (PMP)
- Certified Scrum Master (CSM)
- SAFe Agilist (SA)
- ITIL Foundation V3
- NCFM Certificate in Financial Markets

Project Lead, Tata Consultancy Services (India)

- Spearheaded TCS development team to implement core banking functionality for leading global bank



Ritesh Raut

B.Chem.
Institute of Chemical Technology
Mumbai

Work Experience
68 Months

Work Domain
Oil & Gas

www.linkedin.com/in/riteshraut/

Senior Engineer, Reliance Petrochemicals

- 2.4 years in Operation as Shift Engineer
 - Led plant team of 25 executives and 40+ contractors with production capacity of 345 MT/day
 - Successfully executed improvement projects, saving 36 Lacs/annum
 - Safely and efficiently handled emergencies and major turnarounds, saving 51 Lacs/day
- As a part of PSM (Process Safety Management), conceptualized and developed Plant Integrity Assurance Manual for plant
- Improved safety by reducing hazardous material inventory through Value Engineering
- 1.6 years as Engineering Assistant to Site President Patalganga
 - Prepared 2 Site Manufacturing budgets plans worth 150Cr and Site Performance reports
- Managed CAPEX projects worth 1000Cr

- 1.7 years as Manager, Safety & Operation Risk
 - Drove successful OMS (Operating Management System) implementation across 6 manufacturing entities through Change Management efforts, ensuring common RIL way of operating business
 - Conceptualized and developed OMS booklet and communication campaign to help people implement OMS and continuously improve performance
 - Led digital platform development for OMS
 - Improved operation excellence through effective usage of operation tools, and thus safe and reliable operations

Awards & Certifications

- Won "Values and Behavior" competition organized under R-HR Launch
- A certified committed trainer for knowledge sharing activities in 2014 and 2015
- Certificate of appreciation for Academic Excellence in class 10th and 12th by community group



Rohit Sharma

B.Tech.
Electronics & Communication
SBSSTC, P.T.U, Punjab

Work Experience
88 Months

Work Domain
IT, Telecom

www.linkedin.com/in/rohit-sharma-iiml

Lead Engineer, Samsung India Electronics Private Limited

- Delivered multiple projects for South-West Asia and Middle-East Asia markets
- Led Projects such as Samsung Mega, S5 and J320F while co-ordinating with 68 members across 20 locations in India
- Co-ordinated with telecom operators, chipset manufactures, such as Qualcomm, Broadcom and Intel, and Service teams to proactively achieve product benchmarks
- Led team of 6 members to assure mobile and wearable devices compatibility with Punjab Telecom (LTE, UMTS, etc.) on Android and Tizen platforms
- Analysed Market share reports, performed competitive analysis and drafted telecom infrastructure reports to develop product strategies
- Envisaged process improvement ideas such as Traces handbook, Conceptual guide, etc. to save ~35% Man-Hours

- Automated Test Process and led India's Field automation activity to increase productivity by ~50%
- Improved Test Plans, drafted SOPs, optimized Time estimates and Project Pipeline

Technical Associate, Tech Mahindra Ltd.

- Pioneer member of AT&T's best supplier awardee team, delivering POS and Troubleshooting applications to AT&T, USA
- Represented Offshore project team and drove offshore QA assignments
- Managed sub-projects resource allocation and Man-Hour distribution

Awards & Certifications

- CTAL-TM ISTQB
- Samsung- Outstanding Performer, 2013
- Samsung- Monthly Star, February, August, 2014
- Techmahindra- Pat on the back, 2011
- Techmahindra- Cookies, 2011



S M Ibrahim Razi

B.Tech.
Electrical Engineering
ZHCET, AMU, Aligarh

Work Experience
160 Months

Work Domain
Power Sector

www.linkedin.com/in/ibrahim-razi/

NTPC Limited, Sr Manager (CQA)

- Prepared ISO documents outlining vendor assessment criteria and led draft committee for vendor rating procedure
- As QA member, CPC (Central Procurement Cell), prepared and coordinated for attributes and QR criteria for all sub group items helping roll out the CPC website well within timeline Carried out physical assessment and audit of more than 45 vendors
- Assessed new vendors, standardized QA documents, and carried out urgent inspections/FATs in order to meet stiff targets set by GoI for Solar Power Plants Drove new Quality initiatives at various sites of NTPC and vendors' works, contributing to reduced outages of equipment
- Carried out RCA studies of various electrical equipment
- Independently handled packages total worth around 800CrINR at Barh (5x660MW) and Unchahar site (1x210MW)

- Liaised with entities such as POSOCO, PGCIL, SEBs and got timely clearances from CEA
- Procured capital spares, testing kits and E&C T&P. Ensured compliance of contractual clauses and other statutory requirements at site
- Led E&C team of NTPC and Subcontractor's Engineers at various NTPC sites

Awards & Certifications

- Certified Lean Six Sigma green belt from KPMG Visual Testing Level-II, ISNT, Chennai
- Inspection of Machined Components at CTR, Ludhiana
- Ind Prize NOCET at ERHQ
- Relay Protection and Switchyard Equipment, PMI



Saptarshi Roy

B.Tech.
Instrumentation and Control Engineering, WBUT

Work Experience
78 Months

Work Domain
Manufacturing

www.linkedin.com/in/saptarshi-roy

Piramal Glass Limited- Executive (Instrumentation Engineering)

- Supervised operations and maintenance for 6 furnaces and 25 corresponding production lines. Achieved record minimum breakdown targets of 10 minutes/line/month across entire operating area
- Spearheaded overhauling and commissioning activities in furnace rebuild projects, planning cable layouts, loop tests, control room design, etc
- Procured spares, developed local vendors, negotiated for cost and optimized inventory stock. Reduced inventory costs through extensive in-house automation and preventive maintenance scheduling
- Co-ordinated with Manufacturing Excellence cell in methodically reducing energy costs through Kaizen, Poka Yokes and TPM across shop floor

Hindustan National Glass & Industries Ltd. Executive (Instrumentation Engineering)

- Responsible for troubleshooting, calibration planning, LPG consumption, process engineering and inventory management

- Managed complete installation and commissioning activities in green field projects for petroleum coke fuel transformation in 2 furnaces
- Led cross functional teams for layout planning and operations of fully automated bottle inspection machines
- Managed entire cold-end operations for 2 furnaces, including annealing, dis-infecting, inspection and packaging operations
- Worked on Six Sigma project to reduce specific energy consumption (Kwh/glass draw/day) in compressor area, thereby improving the process by 2-sigma level

Awards & Certifications

- Baroda Management Association's 25th annual award for Outstanding Young Managers participation



Saurabh Kumar

B.Tech.
Electronics
NMIMS, Mumbai

Work Experience
80 Months

Work Domain
Banking

www.linkedin.com/in/saurabhkumar17

Deputy Manager, State Bank of India

- Worked as credit officer for handling of SME, retail & agri advances portfolio
- Appraised and sanctioned SME, housing, personal, auto and agricultural loans
- Executed documents and charged securities in loan accounts
- Conducted pre-sanction surveys and post disbursement visits
- Actively involved in NPA Management
- Actively promoted cross selling of non-banking financial products
- Successful branch management and administered routine retail banking operations
- Liaison with local government bodies to facilitate financial inclusion schemes and lok adalats

Senior Systems Engineer , Infosys Limited

- Sound understanding of Software Development Life Cycle (SDLC) and its Implementation
- Created design specifications as per the High Level Design of software applications
- Created UTP in order to validate the application as per requirement

- Development, Maintenance and Support of software applications
- Client Management to provide update and roadmap for deliveries
- Worked on Release Management and Change Management activities
- Worked on technologies such as Java, UNIX, HTML, XML, Oracle
- Actively involved in Knowledge Management activities

Awards & Certifications

- Awards**
- Received AAA, the highest appraisal rating in SBI
 - Received multiple star of the week appreciations in Infosys
- Certifications**
- JAIIB (Junior Associate of Indian Institute of Banking)
 - CAIIB (Certified Associate of Indian Institute of Banking)
 - Certification in KYC&AML from IIBF



Seap Watts

B.Tech.
Computer Science
SUSCET, Chandigarh

Work Experience
63 Months

Work Domain
IT

www.linkedin.com/in/seap-iim/

Marketing Manager -Tata Consultancy Services

- Evaluating and executing key Industry Events and CXO level round-tables
- Engaging with key Analyst Relations firms to maximize insights, leverage influence and gain exposure
- Leveraging Digital Channels(website, social media, blogs) to achieve integrated and consistent value messaging
- Creating Thought Leadership interfaces including Academia Confluence, Be-spokes, Consortiums, Whitepapers and POV artifacts
- Facilitating creation of contextually designed assets such as brochures, case studies, Video testimonials, newsletters etc

PMO Lead - Tata Consultancy Services

- Responsible for Project Finance including Revenue Projections, Cost Budgeting and Accounts Receivable Tracking

- Calculating the Cash Flow and Profit & Loss statement of the account and ensured guidelines set by senior management are met
- Consolidated and Verified the Financial data like manpower parameters and offshore & onsite leverage at sub-vertical level
- Led recruitment activities within the account and looked after Resource Allocation, Loading and Manpower Projections

Awards & Certifications

- Won "Star of the Month" Award for the successful end to end execution of a multinational event
- Received the highest appraisal band of "A" for consistent performance throughout the year
- Won the "On the Spot Award" for being a role model in showing outstanding dedication and commitment



Shitij Handa

B.Tech.
Computer Science
SRM University, Chennai

Work Experience
77 Months

Work Domain
IT Services

www.linkedin.com/in/shitij-handa

Operations lead -Tata Consultancy Services

- Streamlined Project Estimates generation process to ensure less than 10% Variance between estimated Vs. actual effort and thereby improved Project effort forecasting
- Managed a 21 member team across UK and India and delivered an uninterrupted infrastructure and test support service
- Led a process improvement team to deliver 5 process improvement and optimization initiatives involving automation of frequently performed activities across teams resulting in annual savings of \$0.3 Million

Knowledge Manager - Tata Consultancy Services

- Implemented Knowledge management framework to improve the reusability of existing documents related to client processes and system knowledge leading to an increase of 80% in the number of new system specific documents created

- Spearheaded a team of 4 knowledge champions in performing several knowledge framework audits thereby plugging the knowledge leakage due to continuous onshore-offshore movement of resources

Awards & Certifications

- Received 'On the spot award' by the Head of global HR for training new members in the team
- Received 'excellent performer' award for customer engagement skills at client location in UK
- Awarded the pride of practice award for showing flexibility in analyzing and resolving a long standing 3rd party infrastructure issue, which had blocked 10 major projects of net worth \$50 Million+



Shivam Mehrotra

B.Tech.
Mechanical
VIT-Vellore

Work Experience
61 Months

Work Domain
Energy & Infrastructure

www.linkedin.com/in/shivam-mehrotra/

Project Controller, L&T-Power

- Developed Billing schedule for site services of Stacker and Stacker cum Reclaimer worth INR 125 crores
- Computed Job Cost report and budgeted a revised estimate with a Gross margin of 15 %
- Evaluated MPCs reports on schedule of staff, labour requirement, plant and machinery
- Spearheaded the team of engineers and designers in preparing Proposals and estimating quantities for large EPC projects

Senior Planning Engineer, L&T-MMH

- Looked after gamut of activities pertaining contract administration, claim management, work order management, supply chain management, invoicing, contract and project control
- Responsible for work order management, invoicing and cost analysis for the project every month

- Cost rationalization and claims management relating to vendors, clients and insurance
- Designed and implement Safe working procedure for 800 workers at site
- Computed Job Cost Report and budgeted a revised estimate with a Gross margin of 18%

Awards & Certifications

- Best "Planning Engineer" from L&T
- "Letter of Appreciation" from Tata Steel for support and professionalism delivered in project
- Represented India as semi-finalist in the 2009 Global innovation Tournament organised by Stanford Technology Venture
- IIT-Madras Summer Fellowship Award for 2010
- Chartered Engineer . Six Sigma Green Belt



Shubham Shrivastava

B.Tech.
Instrumentation Engineering
IIT Kharagpur

Work Experience
80 Months

Work Domain
Petrochemical

www.linkedin.com/in/shubham-shrivastava-309ab1140/

Senior Engineer Reliability Instrumentation, Reliance Industries Limited

- DCS commissioning-in-charge of India's largest SBR plant (150 KTA), and PBR plant (40 KTA), led a team of 10 engineers and 50+ contract personnel
- Team lead for Smart Manufacturing initiatives at Hazira Manufacturing Division, developed a Remote Workplace to facilitate ease in maintenance activities during turnarounds and projects
- Spearheaded a team of young engineers and revived an obsolete OPC server, saving \$15,000
- Provided advisory and on-site execution support for control systems commissioning of 360 MW Captive power plant
- Training Faculty for Control Systems (ABB, Invensys Triconex) and Alarm Management System
- Instrumentation Department representative for Technology Business Transformation project, OMPRO, in association with Honeywell

- Instrumental in refurbishing a failed Turbine Speed monitoring system, achieved cost savings worth \$60,000
- Successfully communicated of a 26-year-old standalone Vapour recovery PLC with DCS, thereby enhancing its monitoring and reducing downtime

Awards & Certifications

- Certificate of Recognition for in-house development of an OPC server at RIL
- Kaizez Suggestion Certificate for contributions relating to Advanced Process Control performance dashboard and a DCS utility
- Certificate of appreciation for contribution to the process of Learning and Development at RIL, as an internal faculty



Shubham Singhal

B.Tech.
Computer Science
I.P. University, Delhi

Work Experience
112 Months

Work Domain
IT

www.linkedin.com/in/singhal-shubham

Project Lead, IBM India

- Managed cross functional, multi-cultural, multi-national teams of 50+ highly skilled business consultants, software designers, programmers spread across India, USA, Canada & Italy comprising members from Indian, North American and European nationalities
- People management, tripartite transitions, resource planning & estimations, risk management, and managing offshoring of key processes
- Persuaded new European client to allow offshoring and achieved 90% offshoring
- Managed business technological transformations & identified avenues to increase customer engagement
- Interviewed 300+ potential lateral recruits and recruited 50+ resources

Founder, PropertyArranger.com

- Clocked 500+ bookings grossing 0.6 million sqft of space worth 1.8 Billion INR

- Became premium partner of builders, ran builder funded campaigns on leading real estate portals like www.99acres.com

Module Lead and Systems Engineer, Infosys

- Ensured greater profit realization by completing my assignments within 75% of the project budget
- Successfully managed multiple critical applications that resulted in further contracts worth >200M USD

Awards & Certifications

- 'Prima Award' for Excellence in Project Execution from CEO, Infosys (Awarded to top 0.01% employees)
- 'mInfosys Champion' Award from Infosys-Mangalore DC Head
- 'Rising Star Award' from Director, Communication Sector, IBM.
- 'Eminence & Excellence ORION Award' from Director, Financial Sector, IBM and many other awards both from the company and client



Soumyasree Bandyapadhyay

B.E.
Mechanical Engineering
Jadavpur University

Work Experience
91 Months

Work Domain
Auto

www.linkedin.com/in/soumyasree

Project Development Manager, Tata Motors Ltd., Pune

- Built and nurtured a team of 6 engineers for power-train design of commercial vehicles
- Identified critical risk factors for engineering sign off and compiled the risk mitigation plan
- Spearheaded cost reduction of ₹50 lakhs by design optimization of Tipper

- Coordinated with suppliers for development of vehicle stereo-lithographic components

- Worked in association with Jaguar and Land Rover engineers for technology transfer

- Awarded strong performer for FY 2014 & 2015

Assistant Product Manager, Maruti Suzuki India Ltd., Gurgaon

- Conceptualized, designed & developed engine components of Alto 800, Alto K10 for focused market

- Introduced hydro-mount in "Swift" for better NVH
- Liaised with Suzuki Engineers for trials both in India & Japan

- Analyzed Gen-Y vehicle projection as per market trends

- Won best performer award consecutively for FY 2011 & 2012

Awards & Certifications

- Design for Six Sigma
- Product life cycle management (PLM) by Siemens
- Patented novel engine mount layout scheme (992/DEL/2012)
- Published an article on statistical modelling at Indian Journal of Physics (C.I. 8)



Stephen Dcruz

B.E., Electrical Engineering
L.D. College of Engineering
Ahmedabad - Gujarat University

Work Experience
68 Months

Work Domain
Energy

www.linkedin.com/in/stephendcruz/

Assistant Manager, Executive Director & CEO Office-Coastal Gujarat Power Limited

- Prepared, implemented, Monitored & Calibrated Long-term Strategy Roadmap; savings from initiatives accrued to ~\$65 million in FY17

- Led Conceptualization & Implementation of Strategic initiatives as SPOC, leveraging technology & data analytics in coordination with Boston Consulting Group; savings projected at \$6 million annually, \$5.22 million achieved in FY17

- Developed Organizational Balance Scorecard; ensured deployment of Strategic Deployment Matrix

- Led Strategic IT, Security Upgradation & Digitalization initiatives, integrated with Organizational Strategy & Processes

Lead Engineer, Operations & Commercial- Coastal Gujarat Power Limited

- Commissioned & Operated India's first Supercritical Steam Generator technology-based Ultra Mega Power Project

- Process quality improvement to reduce Demineralized water makeup from 0.5% to 0.45% with ~\$0.14 Million saving

- Led IMS implementation, bringing agility in Process Improvements, aligning deliverables with Departmental Deployment Matrix

- Leveraged Deviation Settlement Mechanism as a Commercial Controller leading to ~\$0.8 Million savings in FY15

Awards & Certifications

- Performance rated within Top 10 percentile in the past two years
- Annual Award for driving 'Passion Pursuits', a Tata Group Initiative
- 3rd placed Team, Annual Tata Power Group Tennis Tournament
- Certified Lean Six Sigma Yellow Belt Youngest Internal Auditor, Business Continuity Management Systems & Integrated Management Systems
- Certified Power Plant Professional, NPTI Nagpur



Tapan Mishra

B.E., Electrical Engineering, University of Rajasthan
Six months full residential program in Business Management, IIM Ahmedabad

Work Experience
196 Months

Work Domain
Defense

www.linkedin.com/in/tapan-mishra

Lt Col, Indian Army

Project and Operation Management

- Planned and executed large Infrastructure projects on a turnkey basis for military formations in most treacherous terrains
- Executed mission critical, highly classified, strategic projects of national importance involving multiple stakeholders

- Directed projects and operations as the Chief Engineering Officer at a UN Mission

SCM

- Implemented supply chain in engineer regiments to ensure round the clock availability of combat engineering stores, enabling combat readiness

- Managed logistics for a mega infrastructure project in high altitude area

Learning and Development

- Instructed officers of Indian Army and foreign armies on career courses, at College of Military Engineering, Pune

- Incepted, planned and implemented advance courses in combat engineering for elite officers of Indian Army and foreign armies

Combat Leadership

- Led combat operations, anti IED operations in counterinsurgency areas

- Conducted mission oriented training for combat engineering teams

- Led combat engineering teams during disaster management

Human Resource Management

- Commanded military organizations, handled all HR issues such as training, staffing, performance evaluation, policy implementation

- Staff Manager, coordinated activities between functional groups, ensured policy implementation

HCL Infosys Ltd.

- Implemented RDBMS project for NCRB

Awards & Certifications

- Green Belt, Six Sigma, KPMG
- Diploma in Defence Management
- General Officer Commanding in Chief Commendation Card
- Corps Commander's Commendation Card



Venkat Ramaswamy

B.E.
Computer Science
Anna University

Work Experience
126 Months

Work Domain
IT / Insurance

www.linkedin.com/in/venkatramaswamy/

Technology Lead, Infosys Limited

- Started and managed new client account with revenue totalling 400K USDs annually with team size of 12, including onsite

- Led teams working on niche technologies on challenging assignments for European insurance client and subsidiaries

- SME in the business development team working on proposals, resourcing strategy and pricing for core applications

- Led test automation projects reducing test cycle and to-market time with customer benefit of 50K USDs annually

- Designed and developed process models for meeting goals of offshoring, quality and operational efficiency

- Recipient of "Star of the Month", "Spot" and "Insta" awards for excellence in client relationship management and improvement in operational efficiency

Senior Engineer-CSC

- Designed and developed finance modules for core application for Insurance clients

- Facilitated defect prevention meetings and conducted knowledge transformation sessions

- Recipient of "Certificate of Excellence" for exceptional performance – optimized production support services, reducing deployment & disaster recovery times

Software Engineer-Infosys Limited

- Played interfacing roles to gather requirements for new client

- Successfully migrated client's in-house systems to standardized Insurance suites

- Recipient of "Eklavya Award" for outperforming role expectations

Awards & Certifications

- Project Management Professional(PMP),PMI
- FLMI Level 1–LOMA 280 & LOMA 290
- Certified Software Quality Analyst (CSQA), QAI



Vikrant Bhusari

B.E.
Electronics
KITS Ramtek, Nagpur University

Work Experience
122 Months

Work Domain
IT Product / IT services

www.linkedin.com/in/vikrantbhusari/

Technical Consultant, Australian Administrative Services

- Acted as a Subject Matter Expert in Superannuation, Insurance and Quality Assurance for a team of 40

- Established Quality Assurance processes and strategy for critical Regulatory Compliance and Value Added projects for around 20 superannuation funds

Sr. Automation Analyst, Infosys

- Developed and executed a rapid reconciliation strategy for a new Enterprise Data warehouse (holding 100+ operational systems data) geared for Big-Data analytics

- Implemented continuous integration and test automation framework using advanced Agile methodology paving a way towards DevOps model

- Won portfolio level award for scaling up and proving a new technology platform

Technical Test Lead, Infosys

- Led a team of 8 in crucial integration and compliance programs (\$1M revenue). The AXA-AMP integration project won National Project of the year by PMI Australia

- Received awards for extraordinary contribution in ETL and Business Intelligence support for Cross-Functional teams from Program Management and Steering Committee

Test Analyst, Infosys

- As a Test Co-ordinator/Manager delivered quality implementation for large scale ERP (SAP HR) across multiple geographies

- Played an important role in knowledge transfer of key reinsurance applications from shared services to TCoE (Testing Centre of Excellence)

Awards & Certifications

- LOMA 280 & 290



Yaman Rathore

B.Tech.
Computer Science
Rajasthan Technical University

Work Experience
66 Months

Work Domain
IT

 www.linkedin.com/in/yaman-rathore/

TCS, Business Analyst

- Led multiple phases in collaboration with cross-functional teams, from requirement elicitation to final business user testing for IT projects of USD 500K to 1M, for the top US pharmacy
- Led team of Business Analysts to design and oversee complex acquisition of 1672 stores, across 47 states of US, of the acquired pharmacy
- Managed business changes and designed customized solutions for critical regional and state level requirements
- Was instrumental in driving the business meetings for the regulatory requirements, worth \$1M USD, awarding project to TCS without floating a RFP

TCS, Development Lead

- Worked in all the phases of SDLC, from project charter to deployment and warranty support
- Consistently achieved 97% customer satisfaction rating

- Led multiple cross-functional teams, responsible for enhancements and bug fixes in supported applications, in an onshore-offshore delivery model, with < 1% defects, thereby receiving "STAR TEAM" award
- Led a team to implement a patient service initiative, reducing the waiting time for walk-in patients by 20%
- Conceptualized the idea of pre-screening tool for database query optimization and automated unit testing, saving ~50% of re-engineering effort for TCS

Awards & Certifications

- Sun Microsystems Certified Java Programmer (SCJP)
- Oracle Database SQL Certified Expert(OCE)
- IBM Certified Rational Application Developer(RAD)

OUR FACULTY

Agribusiness Management

- Kriti Bardhan Gupta**
Fellow
Indian Institute of Management (IIM) Ahmedabad, India
- Maya Kant Awasthi**
Ph.D.
G. B. Pant University of Agriculture and Technology, Pant Nagar, India
- Sanjeev Kapoor**
Ph.D.
G. B. Pant University of Agriculture and Technology, Pant Nagar, India
- Sushil Kumar**
SSHRC Post-Doctoral Fellow, Ph.D.
University of Toronto, Canada

Business Communication Group

- Neerja Pande**
Ph.D.
University of Lucknow, India
- Payal Mehra**
MBA, Ph.D.
University of Lucknow, India

Business Environment Group

- Chandan Sharma**
Ph.D.
University of Delhi, India
- D. Tripati Rao**
Ph.D.
University of Mumbai, India
- Hrushikesh Panda**
Ph.D.
Delhi School of Economics, University of Delhi, India
- K.G. Sahadevan**
Ph.D.
University of Hyderabad, India
- Kaushik Bhattacharya**
Ph. D.
Indian Statistical Institute, India
- Sangeeta D. Misra**
Ph.D.
Indian Institute of Technology (IIT) Kanpur, India
- Sanjay Kumar Singh**
Ph.D.
Indira Gandhi Institute of Development Research (IGIDR) Mumbai, India
- Debdatta Pal**
Fellow Programme in Management from Indian Institute of Management Ahmedabad.
- Somdeep Chatterjee**
Ph.D. from University of Houston, USA

Business Sustainability

- Shamama Afreen**
Fellow
Indian Institute of Management (IIM) Calcutta, India
- Kirti Mishra**
Ph.D. from Monash University, Melbourne, Australia

Decision Sciences Group

- Abhijit Bhattacharya**
Ph.D.
Indian Institute of Technology (IIT) Kharagpur, India
- Bhaba Krishna Mohanty**
Ph.D.
Indian Institute of Technology (IIT) Kharagpur, India
- Gaurav Garg**
Ph.D.
Indian Institute of Technology (IIT) Kanpur, India
- Sonia**
Ph.D.
Indian Institute of Technology (IIT) Delhi, India
- Y.K. Agarwal**
Ph.D.
Case Western Reserve University, Ohio, U.S.A.
- Garima Mittal**
Ph.D.
University of Delhi, India
- Kaustav Banjeree**
PhD from University of Calcutta
- Jyotirmoy Dalal**
Ph.D. from the department of Industrial and Systems Engineering of Texas A&M University (College Station, Texas, U.S.A.).

Finance & Accounts Group

- A. Vinay Kumar**
Ph.D.
Osmania University, Hyderabad, India
- A.K. Mishra**
Ph.D.
Banaras Hindu University (BHU), India
Fellow IFCI
- Ajay Garg**
Fellow
Indian Institute of Management (IIM) Bangalore, India
- Alok Dixit**
Ph.D.
Indian Institute of Technology (IIT) Delhi, India
- M. Karmakar**
Ph.D.
University of North Bengal, India
- Madhumita Chakraborty**
Ph.D.
University of Delhi, India

7. **Prakash Singh**
Ph.D.
Birla Institute of Technology & Science, Pilani, Rajasthan, India
8. **S.C. Bansal**
Ph.D.
Delhi School of Economics, University of Delhi, India
9. **Seshadev Sahoo**
Ph.D.
Indian Institute of Technology (IIT) Kharagpur, India
10. **Vipul**
Ph.D.
University of Lucknow, India
11. **Vikas Srivastava**
Ph.D.
Aligarh Muslim University, India
12. **Mrityunjay Tiwary**
FPM, IIM Bangalore

Human Resource Management Group

1. **Ajay Singh**
Ph.D.
Jawaharlal Nehru University (JNU), New Delhi, India
2. **Archana Shukla**
Ph.D.
Indian Institute of Technology (IIT) Kanpur, India
3. **Debashis Chatterjee, 1964**
Ph.D.
Pune University, India
Senior Fulbright Fellow, Harvard University
ACC Research Fellow, IIM Kolkata
4. **Himanshu Rai**
Fellow
Indian Institute of Management (IIM) Ahmedabad, India
5. **Pankaj Kumar**
M.Phil., Ph.D.
University of Delhi, India
6. **Pushpendra Priyadarshi**
Ph.D.
University of Delhi, India
7. **Shailendra Singh**
Ph.D.
Indian Institute of Technology (IIT) Kanpur, India
8. **Nishant Uppal**
Fellow
Indian Institute of Management (IIM) Indore, India

IT & Systems Group

1. **Amit Agrahari**
Fellow
XLRI- Xavier School of Management, Jamshedpur, India

2. **Arunabha Mukhopadhyay**
Fellow
Indian Institute of Management (IIM) Calcutta, India
3. **Ashwani Kumar**
Ph.D.
Indian Institute of Information Technology and Management, Gwalior, India
4. **Bharat Bhasker**
Ph.D.
Virginia Polytechnic Institute & State University (Virginia Tech), U.S.A.
5. **Pradeep Kumar**
Ph.D.
Hyderabad University, India
6. **Vivek Gupta (Sr. Research Associate)**
M.Tech.
Indian Institute of Technology (IIT) Delhi, India

Marketing Group

1. **Amit Mookerjee**
Ph.D.
Mohanlal Sukhadia University (MLS), Udaipur, India
2. **Anirban Chakraborty**
Fellow
Indian Institute of Management (IIM) Bangalore, India
3. **Anita Goyal**
Ph.D.
Jamia Millia Islamia University, New Delhi, India
4. **Ashish Dubey**
Ph.D.
Indian Institute of Technology (IIT) Bombay, India
5. **Devashish Das Gupta**
Ph.D.
Dr. B.R. Ambedkar University, Agra, India
6. **Prem Prakash Dewani**
Fellow
Indian Institute of Management (IIM) Ahmedabad, India
7. **Moutusi Maity**
Ph.D.
University of Georgia, Athens, GA, U.S.A.
8. **Rajeev Kumra**
Ph.D.
GGs Indraprastha University, Delhi, India
9. **Rajesh Aithal**
Fellow
Institute of Rural Management Anand, Gujarat, India
10. **Satish S.M**
Ph.D.
Indian Institute of Technology (IIT) Madras, India
11. **Satya Bhusan Dash**
Ph.D.
Indian Institute of Technology (IIT) Kharagpur, India
12. **Sameer Mathur**
Ph.D.
Tepper School of Business, Carnegie Mellon University, Pittsburgh, PA., U.S.A.

Operations Management Group

1. **K.N. Singh**
Ph.D.
Asian Institute of Technology, Bangkok, Thailand
2. **Omkarprasad S. Vaidya**
Fellow
National Institute of Industrial Engineering (NITIE), India
3. **R.K. Srivastava**
Ph.D.
Virginia Polytechnic Institute & State University (Virginia Tech), USA
4. **S. Venkataramanaiah**
Ph.D.
Anna University, Chennai, India
5. **Samir K. Srivastava**
Fellow
Indian Institute of Management (IIM) Lucknow, India
6. **Sushil Kumar**
Ph.D.
Indian Institute of Technology (IIT) Delhi, India
7. **Indranil Biswas**
Fellow
Indian Institute of Management (IIM) Calcutta, India
8. **Suresh Kumar Jakhar**
Ph. D
Indian Institute of Technology, Roorkee

Strategic Management Group

1. **Amita Mital**
Fellow
Indian Institute of Management (IIM) Lucknow, India
2. **Ashutosh K. Sinha**
Fellow
Indian Institute of Management (IIM) Bangalore, India
3. **M. Akbar**
Ph.D.
Jawaharlal Nehru University (JNU), New Delhi, India
4. **Neeraj Dwivedi**
Fellow
Indian Institute of Management (IIM) Lucknow, India
5. **Sabyasachi Sinha**
Fellow
Indian Institute of Management (IIM) Ahmedabad, India
6. **Krishan Chandra Balodi**
Fellow
Indian Institute of Management (IIM) Indore, India
7. **Anadi Saran Pande**
Ph.D.
University of Lucknow
8. **Kshitij Awasthi**
about to finish his FPM from IIM Bangalore

Legal

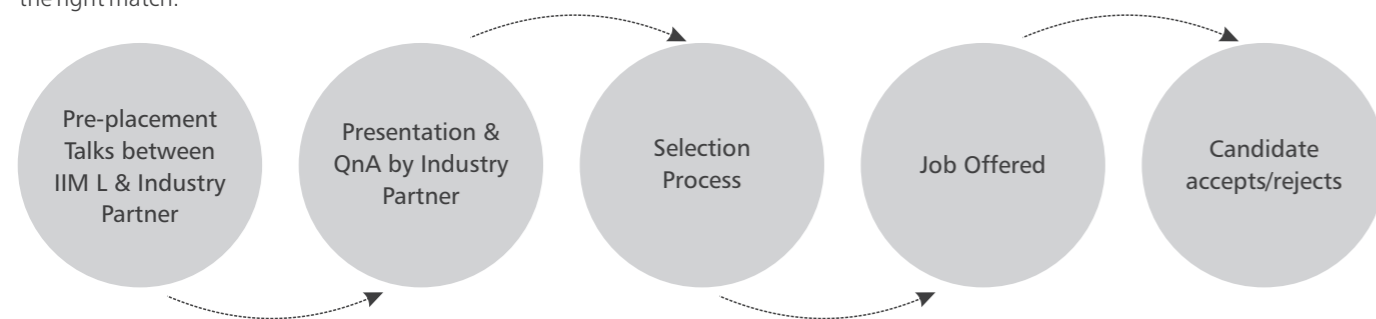
1. **Dharmendra S. Sengar**
LL.D.
University of Lucknow, India and Post Doc. Shastri Fellow,
University of Calgary, Canada;
Post Doc. Fulbright Fellow, George Washington University,
Washington, USA



PLACEMENT PROCESS

The institute conducts Rolling Recruitments Process (RRP) for its IPMX students, with the process taking a couple of months to complete. As the roles on offer are senior positions, the process provides both students and recruiters the required flexibility to pick the right match.

The IPMX Placement Cell plays a vital role in ensuring a smooth and efficient placement process, acting as a conduit between the industry and the students



Pre-Placements Talk (PPT) provides a platform to the recruiters to share details regarding the opportunities, organization culture and other company related information with the students.

In addition to information sharing, the talks also allow both the applicants and recruiters to connect fruitfully. Usually a 30-40-minute presentation is followed by a 15-20-minute Q&A session.

The recruiters may negotiate with the candidate regarding remuneration and other terms of employment in strict confidence.

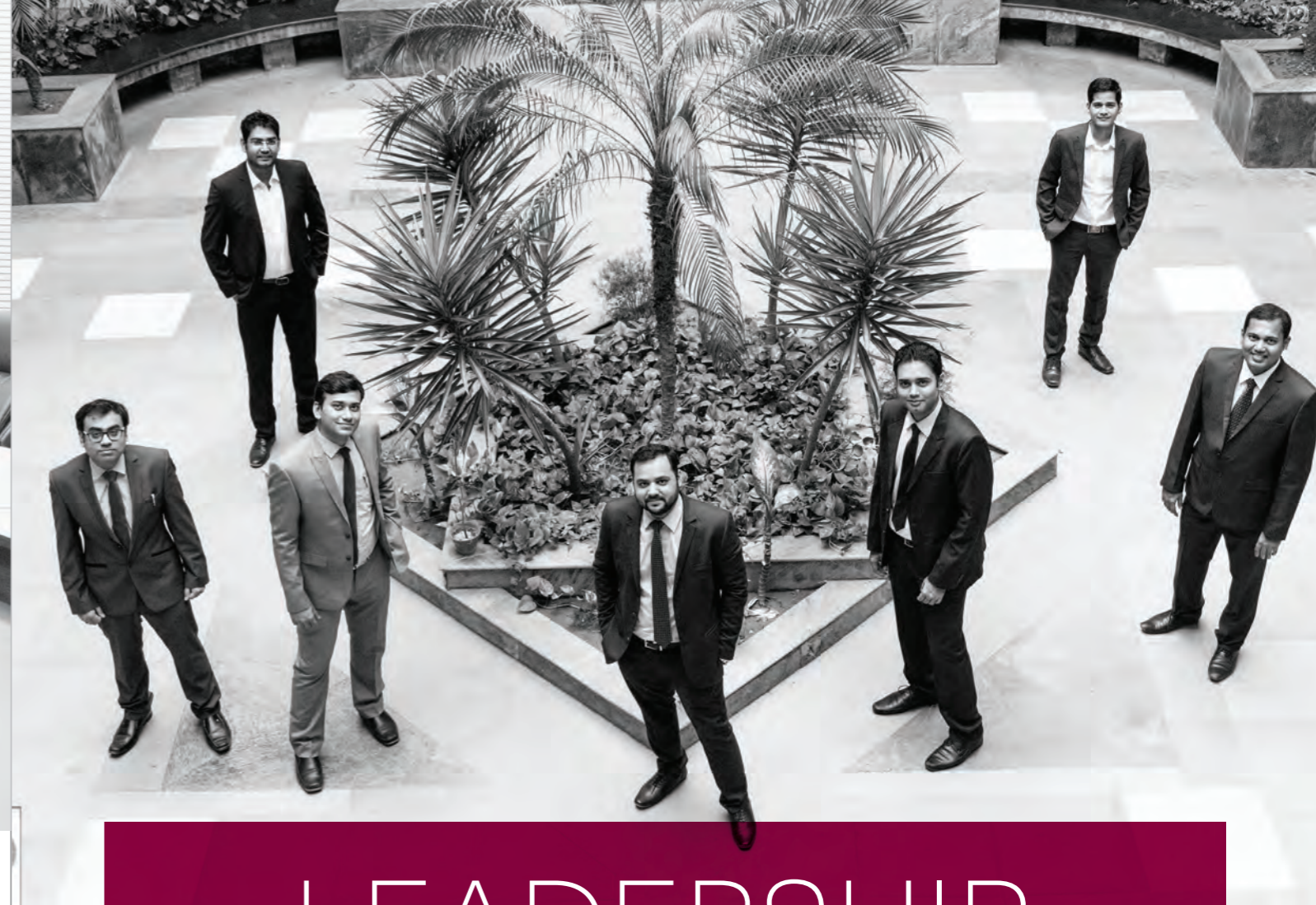
However, the placement committee needs to be informed at the following stages to ensure effective policy compliance:

- When making a preliminary offer
- When a final offer is made
- When a candidate accepts or rejects a final offer

Grade Non-Disclosure

Our students have been selected through a highly competitive selection process and have been through a rigorous academic schedule. Successful completion of the IPMX programme attests to the candidate's academic excellence and

management capability. IIM Lucknow treats academic grades as confidential and, in compliance with its policy, does not disclose the same.



LEADERSHIP CONNECT

“Leaders think and talk about the solutions. Followers think and talk about their problems.”

Through the Leadership Talk Series (LTS) at IIM Lucknow, we aim to bring together yesterday's experience with today's learning for creating the leaders of tomorrow. The series provides a forum to bridge the gap between classroom learning and the real world, by inviting industry experts, entrepreneurs and academicians among other influential thinkers and luminaries, to share their learnings from their vast array of experience. It is also a pursuit to forge a strong connect and a productive relationship between academia and the industry. These sessions provide students an

opportunity to gain an insight into real-world business problems, market trends and expectations and to learn from industry know-how of the leaders themselves.

These interactions not only empower students to grow as thought leaders but also offer business leaders an opportunity to interact with the younger generation and gain fresh perspectives on various issues, providing a forum for healthy knowledge exchange and networking.

INDUSTRY PARTNERS

- Accenture India
- Adventz Group
- Aircel
- Amazon
- Apollo Hospital
- Atria India Pvt. Ltd.
- Bennett Coleman & Co. Ltd (Times of India)
- Citi
- Cummins India Ltd.
- Dabur
- Daimler India Commercial Vehicles Pvt. Ltd.
- Dell International Services India Pvt. Ltd.
- Deloitte Consulting
- Deutsche Bank
- eClerx Services Ltd.
- Edelweiss
- Ericsson India Pvt Ltd
- Escorts Ltd.
- EXL Services
- Fidelity
- Flipkart Internet Pvt Ltd
- Ford India Pvt Ltd.
- GE India
- Genpact
- Godrej Infotech
- Goldman Sach Services Pvt. Ltd.
- Google India Pvt. Ltd.
- HCL
- Hero Motocorp Ltd.
- Hewlett-Packard India Pvt Ltd
- Honda
- HSBC Technology and Services
- IBM India Pvt. Ltd.
- ICICI Bank
- IDEA Cellular Ltd.
- IKEA
- ILFS Infrastructure Development Corporation Ltd.
- ITC infotech
- JDA Software India Pvt. Ltd
- JLT Independent Insurance Brokers Pvt. Ltd
- KPMG
- Larsen & Turbo Limited
- Magic Software Pvt. Ltd.
- Mahindra & Mahindra
- Maq Software
- Microsoft
- Mindtree Ltd.
- Mphasis Ltd
- Mu Sigma Business Solutions Pvt. Ltd.
- Myntra Designs Pvt Ltd
- National Institute for Smart Government (NISG)
- NIIT Technology
- OneAssist Consumer Solutions Pvt Ltd
- Oracle Financials Services Software Ltd.
- PwC
- SAP Labs
- Sapient Corporation Pvt Ltd
- Shapoorji Pallonji & Co. Ltd
- Snapdeal
- Societe Generale
- Syntel Ltd
- Tata Consultancy Services Ltd.
- Tata Motors
- Tata Teleservices
- Tech Mahindra
- Virtusa India Pvt. Ltd.
- Welspun Group
- Wipro Limited
- WNS Global Services (P) Ltd.
- Yodlee Infotech Pvt. Ltd.
- Zee News



LIVE!
LAUGH! &
LEARN!
at IIM-L

Alarm...snooze! Alarm... snooze! Oh no! Its 9:20 already. Need to move fast. Our typical day starts with an omelette sandwich in one hand, and prayer on the lips wishing that we make it to the class on time and that is before the roll. With an average of six contact hour every day, sustaining through one of the country's most rigorous post graduate programs, the IPMX is no easy undertaking.

Right from Day One, the participants of the IPMX program find themselves involved throughout the year in a plethora of out-of-class activities that serve to enhance the management and organizing skills of the students by providing a continuous learning experience. Largely student driven, these activities reinforce the core values of building relationships and teamwork, and help build alumni connect and networking.

The year kicks off with 'Shubhaarambh' (Hindi word for welcome)– a ceremony to pass the IPMX baton from the outgoing batch to the current batch as it embarks on the journey ahead. This event formally welcomes them into the IPMX community.

Nothing celebrates the spirit of teamwork better than sports. Based on this sentiment, the Inter-Corporate football tournament 'Pravaah', a philanthropic initiative of IIM Lucknow, is organized, the proceeds of which are donated to an NGO Partner. The campus regularly comes alive with intra campus sports tournaments (football, cricket, table tennis, tennis), fought with as much passion as a corporate war!

Vidyam is an annual event that brings together industry stalwarts and leader from a particular function, such as Consulting, Finance or Marketing. The summit aims to address the contemporary issues that touch industry, politics and society, and includes panel discussions, leadership talks, and national level B-school competitions.

The robust alumni network of the IPMX Program provides a valuable platform to the students to engage with their seasoned seniors. 'Nostalgia', a unique initiative by IPMX, recognizes and felicitates the achievements of the IPMX Alumni annually. It further acts as a platform for the current batch to draw inspiration and valuable guidance from the alumni for their career ahead.



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