INDIAN INSTITUTE OF MANAGEMENT, SHILLONG
MANAGING BUSINESS IN EMERGING ECONOMIES
POST GRADUATE PROGRAM FOR EXECUTIVES
PLACEMENT BROCHURE - 2020
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</tr>
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The decision of coming up with an Indian Institute of Management in the North East was unanimously taken by the Union Minister of Human Resource Development along with the Chief Ministers of the North Eastern States in the Review Meeting held at Shillong during June 2004. Shillong was drafted as the permanent location for the institute after consultation between the Ministry of Development of North Eastern Region (DONER) and the Chief Ministers of States of the region.

Located in the green contours of North Eastern part of the country, IIM Shillong which commenced operations in 2008, remains committed to its goal of excellence in management education and research so as to evolve into a nationally and internationally recognized educational institution. Besides high quality standards and academic rigor, which are considered as the hallmark of an IIM, in IIM Shillong there is also emphasis on the ever growing significance of sustainable development and business practices. The Institute strives to impart to its students ethical values, compassionate behaviour, and concern for society.

To ensure a holistic management education and to help the graduates grow into innovative leaders of the future, the Institute provides opportunities outside the classrooms as well, be it industrial interactions, sports competitions, cultural activities or entrepreneurial pursuits. The quality of instruction, rigorous course curriculum and exposures that the students get at IIM Shillong makes them adequately prepared and confident to face the challenges of the corporate world. Graduation outcome has been consistent as per NIRF.
The Indian Institute of Management Shillong designed its first ever Post Graduate Program for Executives (Managing Business in India and China) (PGPEx-MBIC), a rigorous curriculum which acquainted practicing managers with the transnational management philosophy that equipped them with adequate management knowledge and skills to captain businesses straddling Indian and Chinese markets. In pursuance to develop managerial excellence, after erudition of Indo-China cross-cultural environment for the successful seven batches, now the Institute broadens the scope of the program to the Post Graduate Program for Executives (Managing Business in Emerging Economies) PGPEx (MBEE), which magnifies the learning opportunities beyond and focuses on inclusive and sustainable business opportunities across Emerging Markets.

PGPEx is a Transnational Program open to all participants from across the globe. The Program includes an understanding of Emerging Economies. The continued growth is likely to dominate the course of the world economy in the coming several decades. The growth potential in these economies has not only opened up new business opportunities but also new challenges.

**The Program Mission**

The Executive Post Graduate Program (MBEE) aims at equipping the participants with such knowledge and skills which could lend them an edge in managing transnational businesses and also enabling them to perform at strategic levels in organizations across all Emerging Economies.

**Program Objectives**

- To equip participants in cross-cultural and transnational managerial competencies.
- To develop the right attitude towards glocally responsible managerial leadership.
- To integrate sustainability as the driving force in the management of organizations and their businesses.
Dear Recruiter,
Greetings from IIM Shillong.

I am pleased to welcome you to the placement activities of the PGPEX programme of our Institute. Through this brochure we are trying to provide you explicit overview of our programme, activities and the placement process. Indian Institute of Management, Shillong was established in the year 2008 by the Government of India, Ministry of HRD, with the objective of offering world class management education and research in the country. The vision is to become an internationally recognized management Institute with a global outlook grounded in Indian values. We have completed 12 years and have made all efforts in fulfilling our vision. As we move forward, our emphasis is to create young, vibrant and dedicated managers and thought leaders, intellectually and emotionally competent to meet the challenges of the organization, both at national and international level. In order to integrate International exposure to the participants we had started a 14 months full time Post Graduate Programme for Executives in Managing Business in India and China (PGPEX-MBIC) a unique course designed for individuals with five or more years of work experience. At the back of seven successful batches with the program, and to better adapt to a fast shifting global economic outlook, we decided to increase our scope of international exposure.

This led to rebranding program for the current batch as a one year full time Post Graduate Programme for Executives in Managing Business in Emerging Economies (PGPEX-MBEE). The current batch consists of talented participants, having an average work experience of 7.5 (seven and a half) years of experience in diverse industries. The program offers International Engagement program wherein students spend a total of 2.5 months in China, Indonesia and Bangladesh. During this immersion, students participate in the academic curriculum of renowned institutions like School of Management at Fudan University Shanghai, and Faculty of Economics And Business, Universitas Indonesia. The PGPEX course offered at IIM Shillong is an International Program open to all students from across the globe. The programme is designed for young executives across areas and geographies. The objective of this programme is to provide the students with an understanding of the corporate business practices and equipping them with necessary knowledge, skills, and attitude for decision making in a complex business environment.

With warm regards
Prof D.P Goyal
Dear Recruiter,

Greetings from IIM Shillong!

It gives me immense pleasure to present to you the eighth batch of the Post Graduate Programme for Executives, a one year full time post graduate programme in general management. China and India are expected by the intelligentsia of USA and Western Europe to emerge as the predominant economies of the twenty first century. The programme is designed with a special emphasis on how business is conducted in the Emerging Economies for participants having an experience more than five years. This ensures that the participants have a balanced exposure of working in India for a fair amount of time, topped up with world class academic and practical exposure in China, Indonesia and Bangladesh. The current batch of PGPEX participants comes from diverse industrial sectors such as Advertising, BFSI, Energy & Power, Engineering, IT/ITES/ Consulting, Manufacturing and Oil & Gas. They have myriad profiles and I am confident that they will certainly be valuable assets to your organization. The placement office and the placement committee will soon engage with you to build a long lasting relationship between your company and the Institute. It will be a great honour for us and pleasure as well, to host you and your team in our sprawling campus at Shillong. I am sure you will have a great experience recruiting from IIM Shillong.

Prof. Rohit Joshi
Chairperson
Placement, PR and Student Activities

Welcome to the Asian Age !!

I take this opportunity to introduce to you batch of young Executive Batch of the Managing Business in Emerging Economies (MBEE). It is the 8th batch of the program which till last year was called as the Managing Business in India and China (MBIC). The present batch comprises of executive participants from diverse backgrounds and experiences who are committed to make a difference to businesses in the emerging economy’s context.

Going strong, we felt that it was important to refocus the mandate of the program with changing times. And that, the Asian Age is no longer a wishful idea but a reality, which in the post CoVID19 times is going to lead the show. Be it Manufacturing, Artificial Intelligence, Blockchain or even Agriculture, it is the Asian Economies which would define the nature of global reality which is going to govern the post-pandemic economy. Business decision are going to be more about tradeoffs which will need to be made. And these tradeoffs would be to decide for sustainability as opposed linear growth and it would be about creating realities which would be for communities which are going to be central to all businesses. Our program on Managing Business in Emerging Economies equips its participants to manage such negotiations which are going to be necessary for the context of managing businesses to survive the emergent realities.

I wish the batch and their recruiters meaningful times ahead !

Prof. Rohit Dwivedi
Chairperson PGPEX

Prof. Rohit Joshi
Chairperson
Placement, PR and Student Activities
The PGPEx is a fully residential program. The structure of the PGPEx Program primarily aims at providing individuals ample opportunity to learn time-tested general management principles as well as current best practices relevant for conducting business in the Emerging Economies. The structure of the Program is a blend of foundation, core and elective courses spread across in one year. To maximize learning, the Institute follows a well crafted blend of classroom teaching, case analysis, simulation, modelling, scenario building, industry analysis, etc. as pedagogy.

PGPEx (MBEE) has five types of course components comprising of:

**Foundation Courses**

The Program begins with a Foundation Course centering around three main aspects, viz., a Behavioral Lab, and Introductory courses in Economics, Accounting and Statistics. Being the main thrust of the Institute, there is sub-module on “Sustainability”

**Core Courses**

Core courses are spread over four modules and cover all functional areas of management including basics of Chinese Culture and Etiquettes. The main objective of the compulsory courses is to develop a fundamental and conceptual understanding of different facets of business management besides providing a systemic understanding of the India-China Context.

**Advance Core Courses (Emerging Economies Module)**

The China Core Courses equip students with knowledge of business management and investment in China. The Core Courses include China and the World Economy, Chinese Consumer Behavior, Capital Market in China, Chinese Culture, and Advanced Chinese Language. Furthermore, corporate lectures on manufacturing practices in China and culture. As a part of their International Engagement, a 15 days unique program is tentatively organized for the PGPEx participants in School of Management, Fudan University, Shanghai, within the framework of Chinese Business, the PGPEx participants would be trained on Chinese Economy Overview, Chinese Finance and Accounting, Marketing and Sales and Chinese Leadership and HR policies.

**Dissertation Work**

Dissertation Work for the PGPEx (MBEE) is scheduled after the completion of the entire course work in which would aim to help the program provide the necessary connection with the industry and also to generate relevant professional literature on the mandate of the program. The dissertation work typically involves about 180 to 200 hours of high quality work.
Elective Courses

Elective courses are built around core courses, and serve as a foundation for developing niche expertise, either at a functional or industry level.

**Information Systems**
- Business Continuity Planning-I
- VBA for Spreadsheet Automation
- Business Analytics I
- Business Analytics II

**Strategy**
- Business Modeling for Consulting
- Pricing Analytics for Competitive Advantage
- Business Process Modelling: An Outsourcing Approach
- Strategic Management: An Approach from Indian Mythology
- Managing Technology and Innovation
- Digital Transformation Strategies and Practices
- Strategies for New and Emerging Markets
- Game Theory and Business Strategy

**Marketing**
- Rural Marketing
- Digital Marketing
- Retail Management
- Consumer Behavior
- Brand Management
- International Marketing
- Marketing Research: Theory & Application

**Economics**
- Dynamics of International Trade and Business

**Human Resources**
- Industrial Relations Dynamics
- VUCA LAB
- Team Building
- Coaching Skills for Managers
- Consulting for Organizational Development & Change
- Philosophy of Sustainability
- Business and Societal Transformation
- Futuring Business
- The Irrational Consumer
- Entrepreneurial Dynamics of Managing

**Operations**
- Six Sigma & Lean Thinking
- Strategic Supply Chain Management
- Critical Problem Solving Techniques
- Project Management
- Operations Strategy for Competitive Advantage
- Advanced Management Science
- Distribution and Logistics Management
- Business Forecasting

**Sustainability**
- Wisdom Leadership: East-West Perspectives
- Management and Liberal Arts

**Accounting and Finance**
- Venture Capital and Private Equity
- International Financial Management
- Entrepreneurship and Finance
- Financial Services and FinTech
- Mergers, Acquisitions and Corporate Restructurings
- Security Analysis and Portfolio Management
- Business Analysis and Valuation
- Financial Markets and Corporate Strategy
The International Engagement module in the PGPEx-(MBEE) is designed to give participants insights into the Emerging Economies of India, China, Indonesia and Bangladesh. The insights include the economic, social and cultural aspects of these countries. In the second module, participants attend various lectures from Ocean University, Qingdao which expose the participants to the economic, social, cultural aspects of China.

As a part of International Engagement, a 15 days unique program is tentatively organized for the PGPEX participants in the School of Management, Fudan University, Shanghai, which is a C9 League university and is one of the most prestigious and selective universities in China. Within the framework of Chinese Business, the PGPEX participants would be trained on Chinese Economy Overview, Chinese Finance and Accounting, Marketing and Sales and Chinese Leadership and HR policies. PGPEX participants also participate in Shanghai Forum.

Also, two 15 days unique programs are tentatively planned for the PGPEX participants in the Faculty of Economics And Business, Universitas Indonesia, Indonesia and Department of Business Administration, University of Asia Pacific (UAP) Dhaka, Bangladesh. The PGPEX participants would be trained on issues and challenges related to Economy Overview, Finance and Accounting, Marketing and Sales and Leadership and HR policies in these Emerging Economies.

School of Management, Fudan University, Shanghai

As China’s first higher education institution to establish the educational system of Business Administration, the century-old Fudan University created the business discipline in as early as 1917, and later set up the School of Business in 1929. After the country started to implement reform and open-up policies, Fudan University took the lead to resume the education of management, started to enroll undergraduates for Management Science in 1977, established Department of Management Science in 1979 and restored the School of Management in 1985.

The School is always actively exploring the possibility of bi-directional international exchanges, and has built up cooperation and exchange programs with 87 world-renowned universities from over 20 countries or regions such as America, Italy, Norway, Britain, France, Singapore, Australia, South Korea and Hong Kong SAR. Students, faculty, research, curriculum and corporate relationship have all involved into the internationalization strategy.
Ocean University of China, Qingdao

Ocean University of China (formerly Ocean University of Qingdao) is a comprehensive University under the direct administration of the Ministry of Education of China, offering coursework in the fields of Economics, Liberal Arts, Medical Sciences (Pharmaceuticals), Management, Law, Sciences, Engineering and Agronomy. Ocean University of China (hereinafter referred to as OUC) is located in Qingdao, a renowned summer resort and an attractive historic tourist city of scenic beauty and temperate climate, convenient with an international airport for direct flights to Japan, Korea and Hong Kong, etc. The history of OUC can be traced back to 1924.

The International Student Center (ISC) of OUC, staffed with over 30 members and facilitated with cars, buses and international student housing, provides assistance with application and enrollment procedure, accommodation, social activities and trips, peer support and other administrative service.

Faculty of Economics and Business, Universitas Indonesia, Indonesia

For 66 years since its establishment, Faculty of Economics and Business (FEB), Universitas Indonesia has managed to maintain its reputation as a center of education excellence in Indonesia. The faculty is committed to provide a fulfilling education for the students through its study programs and is in continuous pursuit of making the department a center of excellence for its academic research and education. On undergraduate level, FEB serve five study program; accounting, economics, management, Islamic economics, and Islamic business. On the postgraduate level, the professional line is more emphasized on the application of economic and business theories in the real world including in decision making.

Department of Business Administration, University of Asia Pacific (UAP) Dhaka, Bangladesh

University of Asia Pacific (UAP) was established in 1996 as a private university under the Private University act 1992, with a vision to enhance the opportunities for higher education in Bangladesh. The curriculum of UAP has been approved by University Grants Commission (UGC) of the GoB. The principal aim of the Foundation is to promote human and social development through improve educational opportunities, innovative educational programs relevant to the needs of an emerging society and to develop skills, know-how and awareness of the youth through appropriate institutional grooming.
Dr. Gurpreet Kour
Assistant Professor
Marketing Management

It is an enriching experience with PGPEX batch as they bring to the table a higher degree of engagement and experience. Professionals with diverse knowledge, skills and cultural perspectives create a unique learning experience. What I like the most is their passion, and curiosity to the classroom that helps them develop a deeper understanding of concepts and its application in the real world. It is also rewarding to learn about their own experience of management practices in the organization and have dynamic and open discussions about how to approach pressing marketing issues facing the industry/company. This helps me to teach them in a way that is tailored towards how they think.

Dr. Lata Chakravarthy
Visiting Faculty on Contract
Finance and Accounting

The PGPEX 2020 participants of IIM Shillong showed what they were capable of when they got themselves organized into a cohesive team within days of joining the program. The diversity of their industry experience and academic background, the geographical diversity, extreme weather conditions in Shillong when they joined- none of these deterred them in their mission-mode approach to learning. It was a pleasure to teach them a subject they were least familiar with. Their high level of energy and enthusiasm was unmistakably evident in their 100% attendance, mature participation in case discussions, turning in assignments on time and seeking feedback on their learning. Given their attitude and skillsets, there is no doubt that the entire batch will emerge tough and achieve success in any situation in business or life, as they go through the program in one of the most uncertain times in history.

Dr. Pradeep Dadabada
Assistant Professor
Information Systems

The PGPEX 2020 is a beautiful group of future-leaders with splendid thoughts found in case discussions of my class. Their interactions and thought-provoking queries made my days. Their love towards Information Technology and its application in management boosted my energy to teach them in completely different direction. And also, their thirst for knowledge of management education and the fruitful utilization of each minute in the campus brought me a hope that this batch is going to rock the Industry very soon.

Dr. Natalie West Kharkongor
Associate Professor
Economics and Public Policy

It is of immense pleasure to teach a group of students from diverse background, ranging from electrical to electronics, civil to mechanical, IT to instrumentation, and media. The students are not just receivers and learners, but also contributors to classroom teaching with their in-depth work experience. It is enjoyable to interact with such students where teaching is not confined only to the four walls but application to real life scenarios. What makes learning more practical is getting to teach students with an open mind and a desire to learn more. It is indeed an honor to get the opportunity to teach the PGPEX20 with sincerity and with so much fun too. I have no doubt that they are going to perform extremely well wherever they are and whoever they will be.
If one has a good understanding of his/her domain, then to get to next level, where he/she can understand how various business domain relate and affect each other, that’s where executive programs comes into picture. MBIC/MBEE - Nitty gritty of business is being taught in every institute but first-hand exposure to culture, custom & language of emerging countries are the game changer and need of hour and core competency of IIM Shillong - PGPEx program.

Harshil Rastogi
PGPEx Batch of 2016
Associate
JP Morgan Chase & Co.

IIM Shillong provides a platform to pursue one’s interest in the management space. Peer learning is one of the strong suites of the PGPEx program as it caters to experienced individuals. I had a great time being part of the program which has helped me immensely, personally and professionally.

PGPEx program at IIM Shillong gives a great opportunity for students to broaden their spectrum of knowledge beyond their field of studies within an international multicultural environment. The program provides immense opportunities of regular interaction with peers having varied experiences; prominent industry leaders and eminent faculties; excellent course syllabi and a growth-inducing environment to prepare leaders for the future. The time spent here was splendid and has helped me grow better, both professionally and personally.

IIM Shillong is an amalgamation of superior academics, the grace of nature and spice of cultures. It helps to understand the meaning and importance of “Sustainable Business”. The program PGPEx is itself a unique combination of various aspects of business along with cultural impact over business understandings. International collaborations with the world’s top management schools make this program a phenomenal stage for learning and exploring opportunities.
Past Recruiters and Associations
<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Name</th>
<th>Work Experience</th>
<th>Previous Employer</th>
<th>Industry Category</th>
<th>Function</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Adyasha Patra</td>
<td>11 Years</td>
<td>Ericsson Global India Service Ltd.</td>
<td>IT &amp; ITES</td>
<td>Business Intelligence</td>
</tr>
<tr>
<td>2</td>
<td>Akhil Chandra Mishra</td>
<td>11 Years 5 Months</td>
<td>Ramboll India Pvt. Ltd.</td>
<td>Manufacturing/ Engg.</td>
<td>Engineering And Project Management</td>
</tr>
<tr>
<td>3</td>
<td>Anand Krishnan</td>
<td>6 Years 3 Months</td>
<td>Tata Consultancy Services</td>
<td>IT &amp; ITES</td>
<td>Software Development</td>
</tr>
<tr>
<td>4</td>
<td>Aravind Srinivas</td>
<td>6 Years 6 Months</td>
<td>Whirlpool of India Ltd.</td>
<td>Manufacturing/ Engg.</td>
<td>Product Design &amp; Development</td>
</tr>
<tr>
<td>5</td>
<td>Arindam Das</td>
<td>11 Years 3 Months</td>
<td>Intel</td>
<td>Telecom</td>
<td>Technical Program Management</td>
</tr>
<tr>
<td>6</td>
<td>Arjun Singh Sirohi</td>
<td>6 Years 5 Months</td>
<td>Reliance Industries Ltd.</td>
<td>Oil &amp; Gas/ Mining</td>
<td>Construction &amp; Supply Chain Management</td>
</tr>
<tr>
<td>7</td>
<td>Avishek Kumar</td>
<td>9 Years 5 Months</td>
<td>Vedanta Ltd.</td>
<td>Manufacturing/ Engg.</td>
<td>Technical Service</td>
</tr>
<tr>
<td>8</td>
<td>Ayush Pandiya</td>
<td>7 Years</td>
<td>Aegon Life Insurance</td>
<td>BFSI</td>
<td>Investment Management</td>
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<tr>
<td>9</td>
<td>Bhavika Anil Chhabria</td>
<td>5 Years</td>
<td>Mindshare-Group M</td>
<td>Advertising/ Media</td>
<td>Digital Marketing</td>
</tr>
<tr>
<td>10</td>
<td>Himanshu Bhardwaj</td>
<td>7 Years 11 Months</td>
<td>Coal India Ltd.</td>
<td>Oil &amp; Gas/ Mining</td>
<td>Operation management</td>
</tr>
<tr>
<td>11</td>
<td>Kedar Jogal</td>
<td>13 Years 9 Months</td>
<td>Reliance Industries Ltd.</td>
<td>Oil &amp; Gas/ Mining</td>
<td>Project Management</td>
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<tr>
<td>12</td>
<td>Kirti</td>
<td>6 Years 9 Months</td>
<td>Infosys Ltd.</td>
<td>IT &amp; ITES</td>
<td>Service development</td>
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<tr>
<td>13</td>
<td>Lohit Lala</td>
<td>5 Years 7 Months</td>
<td>Indian Overseas Bank</td>
<td>BFSI</td>
<td>Operations And Credit Management</td>
</tr>
<tr>
<td>14</td>
<td>Nikita Salve</td>
<td>5 Years 5 Months</td>
<td>Reliance Industries Ltd.</td>
<td>Oil &amp; Gas/ Mining</td>
<td>Procurement &amp; Contract</td>
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<td>15</td>
<td>Pratik Nayan</td>
<td>7 Years</td>
<td>Tata Consultancy Services</td>
<td>IT &amp; ITES</td>
<td>QA Automation Consultant</td>
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<tr>
<td>16</td>
<td>Prem Prasad Devara</td>
<td>5 Years 2 Months</td>
<td>Aucvate Software Pvt. Ltd.</td>
<td>IT &amp; ITES</td>
<td>Project Management</td>
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<tr>
<td>17</td>
<td>Pushpa Kumari</td>
<td>5 years 11 Months</td>
<td>Vodafone Idea Ltd.</td>
<td>Telecom</td>
<td>RF Planning and Design</td>
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<tr>
<td>18</td>
<td>Ravi Kant</td>
<td>5 Years 5 Months</td>
<td>Mohan Clothing Co. Pvt. Ltd. (BLACKBERRYS)</td>
<td>Retail</td>
<td>Category Management</td>
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<tr>
<td>19</td>
<td>S Karthik Rajan</td>
<td>6 Years 10 Months</td>
<td>Highbeam Global</td>
<td>Market Research</td>
<td>Market Research</td>
</tr>
<tr>
<td>20</td>
<td>Sarfaraz Sultan</td>
<td>6 Years 5 Months</td>
<td>Cognizant Technology Solutions India Pvt. Ltd.</td>
<td>IT &amp; ITES</td>
<td>Business Process Management</td>
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<td>21</td>
<td>Shreyas Pradhan</td>
<td>6 Years 5 Months</td>
<td>Edgeverve Systems Ltd.</td>
<td>IT &amp; ITES</td>
<td>Cloud Service Management</td>
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<tr>
<td>22</td>
<td>Sourav Biswal</td>
<td>6 Years 7 Months</td>
<td>Canara Bank</td>
<td>BFSI</td>
<td>Forex Back Office</td>
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<tr>
<td>23</td>
<td>Sriram Pradeep</td>
<td>5 Years 4 Months</td>
<td>ABB India Ltd.</td>
<td>Manufacturing/ Engg.</td>
<td>Engineering &amp; After Sales Product Management</td>
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<td>24</td>
<td>Umesh Singh</td>
<td>5 Years 7 Months</td>
<td>Excelpoint System India Pvt. Ltd.</td>
<td>Marketing</td>
<td>Marketing &amp; Sales Management</td>
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<tr>
<td>25</td>
<td>Usha Nochur</td>
<td>7 Years</td>
<td>Nuclear Power Corporation of India Ltd.</td>
<td>Energy &amp; Utilities</td>
<td>Maintenance &amp; Commissioning</td>
</tr>
<tr>
<td>26</td>
<td>Yogesh Ji</td>
<td>12 Years 5 Month</td>
<td>Tata Consulting Engg. Ltd.</td>
<td>Consulting &amp; Mfg.</td>
<td>Engineering, Maintenance And Project Management</td>
</tr>
</tbody>
</table>
Batch Statistics

IT & IES: 27%
MANUFACTURING: 15%
OIL & GAS/ MINING: 15%
TELECOM: 11%
DIFSI: 8%
4% Advertising/Media
4% Market Research
4% Energy & Utilities
4% Marketing
4% Retail
4% Consulting

AVERAGE EXPERIENCE: 7.4 YRS
GENDER DIVERSITY

FUNCTIONAL EXPERIENCE

- Consulting (IT & Other): 23%
- Project Management: 15%
- Engineering & Maintenance: 11%
- Finance & Accounting: 11%
- Operations: 8%
- Marketing: 8%
- Research & Development: 8%
- Supply Chain: 4%
- Knowledge Process Outsourcing: 4%
- Infrastructure & Construction: 4%

INTERNATIONAL EXPOSURE

- Travelled on work
- Handled Project

Countries: Brazil, South Africa, Ghana, France, Switzerland, Germany, Netherlands, Poland, Greece, Bahrain, Israel, UAE, Sri Lanka, Singapore, Japan, South Korea, China, Hong Kong, Australia, Mexico, Canada, USA, Brazil, India, UK, China, South Korea, Japan, Singapore, Sri Lanka, Australia, Mexico, Canada, USA, Brazil, India, UK, China, South Korea, Japan, Singapore, Sri Lanka, Australia.
Adyasha Patra

An IT professional with over a decade of rich experience in end to end implementations of IT projects, with expertise in driving Data Centric Reports

- **Product Design, Development, and Maintenance**
  - Responsible for managing the full lifecycle of a Hadoop solution. This includes creating the requirements analysis, platform selection, design of the technical architecture and application, testing, and deployment.
  - Managed end to end framework & applications for BI.
  - Designed & Developed KPI reports in Big Data Analytics Tool.

- **Project Management**
  - Spearheaded a team of 15 Engineers to automate account module for Indian power plants, which helped businesses to reduce errors in accounting transactions. Led a team of 11 members to deliver a MapR based solution.
  - Successfully exercised the roles and responsibilities of techno-functional lead on multiple occasions.
  - Acted as a techno-functional onsite offshore coordinator for clients based out of US, Middle East, Europe, and Indian Subcontinent.
  - Handled projects valuing up to 90 MNR.

- **Analytics and Reporting**
  - As part of Big Data Analytics and Architecture team, created Strategic solution design for next Gen Data analytics-based BSS/OSS monitoring solution.
  - Responsible to create ingestion Strategy for Batch and Real time data, and Metadata strategy for Data Management.
  - Responsible to create over 100 flash reports and dashboards for data visualization using SPLUNK/HUNK to measure operational KPI, SLA compliance and to ensure 100% application performance monitoring.
  - As part of OSS assurance team, developed 90 unique KPI reports in SAP BO for 2G/3G/4G networks.
  - Provided estimation for SAP BO reports and Splunk reports to market area, which helped market area in resource allocation and maintaining more than 100% billing.

- **Achievements & Certifications**
  - Hall of Fame Award (Apple)
  - Recognized for maintaining high quality deliverables
  - Big Data Splunk Certified

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Akhilesh Chandra Mishra

Project Management Professional with Expertise in Engineering and Consultancy

- **Project Management & Planning**
  - Project Coordination and Scheduling for support structure of 2x660 MW Super Critical Boiler Structure project for NTPC Khargone of project value 80 BNR
  - Coordinate with user team and Structural fabricator, for NTPC Tanda project of 2x660 MW Super Critical Boiler Structure, to ensure timely delivery
  - Did work prioritization and resource planning with vendors to achieve project completion in record time of 36 months

- **Engineering & Construction Management**
  - Lead a Team of 10 BIM (Building Information Modelling) Engineers for 2x660 MW Khargone Super Thermal Power Project throughout the project lifecycle
  - Lead a Team of 8 BIM Engineers for 4 MTPA Iron Ore Pelletizing Plants
  - Involved in Design Engineering of Precast Building Structure for Residential Project of Finnish Client
  - Provided engineering solution for bottlenecks during site execution
  - Delivery of drawing plans within specialized design software packages
  - Planning and Construction for Pelletizing Plant at JSPL
  - Planning and Development of Tools for BIM Engineering with Finnish team

- **Value Engineering**
  - Did Value engineering and saved 10 MNIR through design optimization

- **Achievements & Certifications**
  - Tekla Advance Certification course
  - Hands-on on Primavera and MS Projects
  - Expert in Advance Excel and VBA
  - Top Performer for Two Consecutive years in L&T
Anand Krishnan

Technology Professional with Diverse Experience in Product Development and Business Transformation

**Stakeholder and Project Management**
- Product Owner in Agile & Waterfall methodology, served clients across 3 continents and multiple businesses
- Led a team of 8 for a critical project valued at 154 MINR for merger of Cigna healthcare with a 3rd party provider
- Worked as a standalone resource for complete migration of a legacy inventory system to a modern web-based inventory system for a Dutch Airline. This increased the efficiency of inventory lookup by 53% and significantly reduced the overhead caused by the late response of the legacy system, resulting in quicker turnaround time
- Led a team of 8 for a merger project of CIGNA Healthcare with a third – party service provider. The project was valued at USD $2.2mn and it was rated with a high criticality number since there was an overlap of customers between the two clients.
- Delivered POC for software functional designs for clients – DBS and National Bank of Morocco, to improve their security using Blockchain which transformed to final bids for their requirements

**Product Development**
- Used knowledge on Blockchain to develop a core transaction module using, and deployed the solution in AWS
- Freelanced on developing an end-end product for a client from Greece. Product involved a platform for socialization of CEO’s of a select group of companies in a safe and secure manner
- Worked in a team developing a core banking solution using Blockchain technology. Developed the core transaction module and was involved in deployment of the entire solution in AWS.
- Key tasks performed - enterprise analysis, requirements elicitation and analysis, Sprint planning, use case generation, prototyping & wire framing, product backlog management, feature prioritisation, conducting UATs.
- Freelanced on developing a product for a client from Greece. Product involved a platform for the socializing of CEO’s of a select group of companies in a safe and secure manner. Worked on the platform end-to-end, i.e. from requirement recognition to beta testing

**Achievements & Certifications**
- Worked on product which won the “Best Blockchain Breakthrough Product of the year 2019”
- Entered into The Indian Book of Records for the maximum people solving the Rubik’s cube in under 12 minutes
- Won the prestigious “Rashtrapathi Puraskar”, which is the highest honour in the Indian Scouts and Guides Movement, from his excellency late Dr. A.PJ Abdul Kalam

Aravind Srinivas E

Project Management Professional with experience in diverse functions including Supply Chain, Value Engineering and New Product Development

**New Product Development**
- Regional lead for Hydraulic module of Washers, (Asia- South). Designed Multi nozzle re-circulation system for a new platform of washing machine, driving timely coordination to complete the project 2 months ahead of schedule.
- Extensive Collaboration with Product Managers to develop recommendations of new features. Manage and execute entire project or components of large projects including data gathering and modelling, prototyping, problem solving and communication of insights.
- Demonstrated skill in the implementation of principles, practices and techniques of six sigma for maximum cost reduction and profit improvement. Achieved subsystem cost reduction by 8%.

**Value Engineering**
- Develop business cases by estimating engineering, prototyping and tooling costs to generate feasible projects.
- Redesigned the outlet system for automatic washers with annual cost benefit of 16 MINR.

**Operations**
- Handling all facets of Supply Chain from purchase, planning and logistics to inventory control.
- Lead an Obsolescence management project with Design Team and effected a liquidation of 4 MINR worth inventory, and organized supplier capacity assessment to meet peak production of 0.1 million units as a GET.

**Achievements & Certifications**
- Project Management Professional (12/2019- 12/2022)
- ISO 9001: 2015 Internal auditor
- Trained in Lean Six Sigma- Black Belt
Arindam Das


Engineering and Product Development
- Led the team for Asus Zenfone 2 project, of which 25M unit devices were sold.
- End to end development and integration of modem API’s with Windows PC for connected laptop.
- Telephony integration lead of INTEL for integrating intel modem with different OEM’s.
- Planning and resource allocation for Successful Operator certification.
- Lead a global team of 17 people for product development.
- Contributed to Google’s AOSP in telephony and SW Video Encoders/Decoders
- Initiated SBU for Android competency centre in Aricent.
- New Generation Intel Modem Chip development in Munich.
- Stack developer for TI Mexico.
- Bluetooth/Wi-Fi stack developer for TI Israel

Proposal Development
- SW architect for future Intel modem products
- Spearhead project proposal and kick off in Toulouse.
- Proposal to design win for JIO wireless router.
- Scaling and reusing of existing engineering solution to different domains.
- Spearhead the technical demonstration for project win with Apple for IPHONE.
- Submitted patent for using 4G devices to be used as eNodeB.

Achievements & Certifications
- Certified in AI/ML.
- Digital Marketing certified by Digital Vidya.
- Awarded Best employee in Aricent.
- Secured 3rd Position in “Best Manager” competition held at IIM Shillong.
- State Level Cricketer

Education
B. Tech (Computer Science), NIT Agartala

Past Employers
Intel, Infineon, Aricent

Work Experience
11 Years 3 Months

Arjun Singh Sirohi

Seasoned Professional with Cross-Functional Expertise in Infrastructure Development, Construction Management & Supply Chain Management in Oil & Gas Industry

Infrastructure Development
- Led construction of project worth 1.1 BINR to develop pet-coke & cinder storage and worked with cross-functional teams thereby ensuring smooth operation of the Plant
- Improved process & reduced batch wastage of J-3 project, led construction of road network of 2.3 BINR
- Led a project worth 300 MINR of coke collecting basin that involves rock blasting using explosives near an operational part of RIL refinery

Construction Management
- Managed projects over complete lifecycle of pet coke and cinder storage facility, pet coke screening and crushing facilities, pet coke collecting basins
- Optimized resources for a project that bought in material cost efficiency of 15% thereby saving 100 MINR
- At peak of J-3 project in RIL, led a team of specialists and managed projects worth 12 BiNR in total

Supply Chain Management
- Supported in saving 562.5 MINR through improved production planning and execution, while handling 1.5Cr MT of raw material, valuing at 5.62 BINR
- Streamlined logistics model by outsourcing transportation activities, saving Rs 450 MINR in the process
- Worked on a project to develop a software that facilitates users to check real time status of material, reducing distribution time delays and making the process digital

Achievements & Certifications
- Certified Lean Six Sigma Green Belt
- Awarded safety certificate for achieving excellent safety record of more than 5 Mn Safe Man Hours & improving safety culture in construction area
- Secured joint 3rd Position in “Best Manager” competition held at IIM Shillong.
- Certified Scrum Master
Avinish Kumar

**An Accomplished, Result Driven Professional with Experience in Executing Mechanical Maintenance, Planning & Scheduling and Operations Management**

- **Operations Management**
  - Led a team of 20, comprising of specialists, and managed maintenance to ensure equipment availability above 95% & increased the plant availability to max of 82%.
  - Conducted risk assessment of equipment downtime, root cause analysis, failure mode effect analysis, condition appraisal of critical equipment and reduced the number of breakdowns to 15.
  - Competent professional in commissioning, preparation & implementation of trial protocols and systematizing maintenance function to maximize functional availability.
  - Lead the department in Asset Optimization Audit & 5S Audit conducted every year.
  - Fully implementation of Condition Based Monitoring (CBM) of the ID fans & other critical equipment’s and strict compliance to the recommendation has improved the availability of the equipment’s from 60% to 95%.
  - Analysing MTBF & MTTR for all equipment’s & prepare action plan for reaching to the benchmarking.

- **Information management**
  - Prepared SMP’s & SOP’s for major equipment’s operations and trained over 100 subordinates on the same.
  - Conducted post commissioning PSSR audit of the plant & reduced safety severity index from 3.75 to 2.25.
  - Expertise in material master module in SAP and worked closely with alternate vendors to reduce lead time.
  - Prepared mechanical LOTOV written instruction for all mechanical system and ensure 100% implementation of LOTOV System along with online PTW System.

- **Achievements & Certifications**
  - Awarded best team by CEO for producing highest number of Green anodes from GAP 4.
  - Diploma certification on "Plant stabilization and sustainability of plant" by China Aluminium Company.
  - Successful commissioning & PG test of GAP SEZ Unit.
  - Secured 2nd rank in mechanical stream during undergraduate program.

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Ayush Pandiya

**Investment Professional with Expertise across the Debt & Equity Markets**

- **Equity Research and Bond Trading**
  - Delivered equity research reports of Auto and FMCG in a portfolio of 1 BINR.
  - Developed valuation models of tracked companies that helped smoothen decision making process.
  - Handled a bond portfolio of 16 BINR in accordance with Debt Fund Manager.
  - Led a team of 4 member for the preparation of Monthly fact sheet (IRDA Regulatory).
  - Macro factor analysis which led to better decision making and enhancing bond portfolio.

- **Process Improvement**
  - Successful in implementing NDS-OM platform which led to over 96% reduction in cost and bought processing time to matter of seconds in GSEC and SDL trading.
  - Expertise in Bloomberg Reuters; enabled easy data extraction and deal executions in Equity dealing through creation of various spreadsheets.

- **Achievements & Certifications**
  - Cleared CFA level 2.
  - Awarded Employee (Investments Department) of the year in the year 2016-17.
  - Represented college in cricket tournaments.
  - Active part of the Student union committee which organized fest in the College.
  - Certified VBA – By Coursera.
  - Certified Marketing Analytics – By Coursera.
  - Certified R Programming – By Coursera.
### Bhavika Anil Chhabria

**A Google Certified Digital Marketer with Diverse Experience in Data Driven Marketing across FMCG, Hospitality and Technology Industries**

#### Digital Marketing & Account Management
- Drove excellence across 5 diverse accounts with billings of over 25 MNr
- Account Management for Godrej Consumer Products for its homecare and beauty brands; demonstrated ownership in managing Annual Media Strategy of flagship brand - Godrej HIT
- Managed Media launch of Frooti Fizz; increased social media interactions with the brand by 3x
- Increased bookings by 2X for Hyatt Hotels through Digital strategy and execution
- Managed transformation and diverted over 20% of spends from Traditional Media to Digital Media for Bunge India & Epigamia

#### Data Driven Media Management
- Accelerated and streamlined end to end consumer journey and attribution modelling for Godrej brands through Different Marketing Platforms; utilized data to increase campaign efficiency by 45%
- Utilized and managed data analytics platforms of Google and Adobe to track digital media performance
- Minimized ad wastage by at least 50% by tracking on target reach with Nielsen DAR for GCPL
- Industry 1st knowledge hub of mosquito borne diseases on Google Assistant; managed campaign to drive awareness and consideration for the brand asset
- Strategized and Executed Industry 1st audio programmatic advertising campaigns for Godrej brands along with dynamic targeting capabilities creating over 1 lac combinations

#### Achievements & Certifications
- Managed Godrej HIT’s Platelet Donation Campaign (PDC) that helped save 25 lives and won ICOM – Global Data Creativity awards and 6 other prestigious Digital Media Awards for the campaign in 2018-19
- Managed Godrej HIT’s campaign thereby becoming India’s 1st brand to execute Google Marco Project with Grofers & Category 1st to execute Dynamic Creative Optimization
- Certifications: Google greenbelt, Google Ads Fundamentals, DCM & Analytics, DV360
- Student mentor at the Lighthouse project since 2017

### Himanshu Bhardwaj

**An Energetic Professional with Experience in Operations Management and Project Management in Mining Sector**

#### Operation Management
- Managed operations of the Geophysics section of the Exploration department, RI-VI, CMPDI, Singrauli, India.
- Developed operating budget and applied cost control measures within department.
- Responsible for the financial management of the geophysics section.
- Planned, coordinated, and optimised workflow of geophysical operations.
- Monitored the progress of the geophysical works.
- Identified inefficiencies and recommended process improvement in geophysical operations.
- Developed HSE programs and ensured implementation of safety procedure to avoid any incidents at the work place.
- Conducted internal ISO audits and worked as an ISO nodal officer at Regional Institute-I, CMPDI, Asansol, West Bengal, India to ensure the successful implementation of ISO 9001:2008, QMS.
- Ensured all the statutory compliances related to geophysical operations.

#### Project Management
- Led projects related to ground water exploration as a part of town planning projects.
- Led projects to solve mine related problems using geophysical technology.

#### Achievements & Certifications
- Big data engineering with Hadoop and Spark, EICT Academy, IIT Roorkee in association with Cloudxlab.
- Radiation safety aspects of nucleonic gauges, Bhabha Atomic Research Centre, Mumbai.
- Requirements of ISO 9001:2008 QMS and ISO 27001: 2005 ISMS, and managing and conducting audits against these management systems, Staff training college, CMPDI, Ranchi.
Kedar Jogal

Certified Project Management Professional with Extensive Experience of Leading Projects in Diverse Domains viz. Oil and Gas, IT & Pharmaceuticals

**Project Management**

**Oil and Gas**
- Completed projects (Offsites and Utilities) worth 5 BINR individually as part of RIL’s J3 program wherein the capacity of Jamnagar Refinery was doubled to 124 million-b/day.
- Spearheaded a project team in setting up of Aviation Fueling Stations at 4 locations.
- Collaborated with RIL board members and completed Real Estate (Building) Projects worth 750 MINR.
- Designed and deployed project progress report for RIL board members.
- Led a cross functional team and managed projects from conceptualization to commissioning.
- Managed setting up of a robust PM framework which included engineering, project planning, budgeting, scheduling, procurement, contracting, vendor management, construction management and managing statutory approvals like PESO, PCB, EIA.

**Pharmaceuticals**
- Project managed setting up of SEZ facility at Vizag for a multinational pharmaceutical company with an investment of 12.50 BINR.
- Led project team for completion of major projects like NPD Production blocks, Clean Room facilities and ETP Facilities with a cumulative investment of 2 BINR.
- spearheaded setting up of India’s second Sterile API, Formulation and Packaging facility at Unimark Remedies Ltd. with an investment of 700 MINR.

**IT**
- Partnered with global Pharma major client’s marketing team as a PM for deployment of a platform for storage of digital assets and translating these assets into desired languages

**Achievements & Certifications**
- Selected and completed First Level Leadership (FLL) program at RIL.
- PMI Certified since 2015.
- Volunteering at All India Institute of Local Self Government (AILSG) for their skill development program campaigns.

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Kirti

A Proficient Technocrat and a Seasoned Professional with Expertise in Capability Building, Business Development & Stakeholder Management in IT Sector

**Leadership and Capability Building**
- As a Technical Leader of B2B applications, led a team of 8 specialists to Conceptualize, design and manage end-to-end execution of projects with Zero Defects in health Care and Banking Domain.
- Streamlined project tasks which lead to a 20% reduction in average workflow execution time.
- Mentored and led a team of 10 members in honing their technical skills, domain knowledge and project requirements to successful project deliverable.
- Created component level design and requirement specification documents as per change request and decided the strategy for testing and implementation.

**Business Development and International Stakeholder Management**
- Developed pivotal relationships with the key clients for various applications to ensure client satisfaction and business benefits increase by 10%.
- Collaborated for a project worth 500 MINR for two years with cross-functional teams and third-party vendors to target time efficiency and reduce interdependency.
- Worked as a Business Analyst with global clients to ensure prompt resolution of service requests and created Future Business Opportunities through a smooth transition of a Netherlands-based Client Project.
- Was responsible for providing time estimations and work hours required for a given project.

**Achievements & Certifications**
- Best Debutant at Inspire Awards and appreciated for Outstanding Contribution in Strap Surround
- Coordinator- Event Team of NIMBUS 2011, the National Level Technical Festival of NIT Hamirpur
- Convenor of Cultural Team of HilFair’2011, the National Level Cultural Festival of NIT Hamirpur
- Anchored and Organized DC level events, member for Verve-n Vibes (Dance Club)
- Winner for an intercorporate volleyball tournament and active sports enthusiast
- Volunteer for Arpan-NGO in our organization, coordinator of literacy Mission- NGO at NIT Hamirpur
Lohit Lala


Business Management and Strategic Leadership
• Assisted over One Hundred Entrepreneurs to set up their own enterprise in the MSME and Agricultural sector while ensuring a rigorous credit analysis comprising of Financial Statement Analysis, Working Cycle Assessment and Ratio Analysis.
• Brought over forty MSME units under our fold along with adoption of various Jansuraksha, PMMY, Stand Up India and PMEGP Schemes promoted by the Union Government.
• Posted an overall business growth of 43% and proportionate growth in net profit over a period of eighteen months in a saturated market with intense competition.
• Uncovered and resolved strategic & tactical issues impacting sales management & business operations.
• Protected company assets with strategic risk management approaches.
• Recorded a YOY reduction in NPA figures of 40% while leading the stressed assets management team.

Compliance and Ethical Customer Relationship Management
• Complied with regulatory requirements including Bank Secrecy Act, AML Regulations & IRAC Norms.
• Maintained transparency and followed ethical procedures in negotiating terms & conditions with the loanee clients.
• Provided high level of customer service, reduced the turn-around-time at the counters and effectively achieved NIL customer complaints.

Achievements & Certifications
• Trained in Lean Six Sigma- Green Belt.
• Certification in Foreign Exchange Operations from IIBF, Mumbai.
• Risk in Financial Services- Level 1 from IIBF, Mumbai.
• Certification in MSME for Bankers from IIBF, Mumbai.
• Certified Associate of the Indian Institute of Banking and Finance (CAIIB)
• Junior Associate of the Indian Institute of Banking and Finance (JAIIB)

Nikita Salve

Supply Chain Professional with Experience across Procurement & Contracts, Plant Operations, & Maintenance in Petrochemical Industry

Procurement & Contracts
• Led procurement activities for indirect purchases with annual spend of more than 5 BINR for R&D projects, construction projects with cost reduction initiatives
• Implemented ”Small Buy” project to improve P2P process for C-class items and achieved 90% reduction in cost
• Conducted price analysis, techno-commercial bid evaluation for vendor selection and man-hour estimation for cost reduction negotiations
• Led finalization of contracts related to legal activities, intellectual property, consultancy services & expat hiring
• Import management & coordinating customs clearance, on-time material delivery and execution of P2P cycle
• Responsible for major high value contract closure activities ensuring proper documentation, release or re-assignment of resources, vendors performance, final payments to contractors, and administrative closure

Operations & Maintenance
• Led a team of 15 technicians and workers for operation and maintenance of newly commissioned olefins (PBR & SBR) plant
• Commissioned emergency shutdown system in collaboration with industry experts
• Pre-Shutdown planning and scheduling activities which involved cost tracking, effective manpower management, proper resource allocation keeping work safety at the highest priority

Production & Process Improvement
• Reduced weight variation from 15% to 0.8% in final product of 35Kg in synthetic rubber manufacturing plant
• Improved the barrier performance based on process criticality to reduce failure rate by 75%, and developed SMPs to maintain consistency

Achievements & Certifications
• Certification in Import Management from IIFT
• Engaged in CSR activities in Reliance Industries which involved volunteering in events for DOT centre children
• State topper in Mathematics in Xth standard and a National Talent Search Examination scholar
Pratik Nayan

Solution Driven IT Professional with Diverse Experience in Product Development, Optimization and Client Handling across Various Industry Sectors

- **Stakeholder Management**
  - Managed Business requirements from global clients, coordinated product development and ensured smooth deliveries.
  - As a Scrum master, facilitated sprint planning and execution between teams and Product owners.
  - Steered the team in critical time of GST Implementation to successfully complete customer GST compliance for 50 products via re scripting in record time to win Customer satisfaction Index of 100%.
  - Lead a team of 5 as an automation lead and mentored 15 young graduates.

- **Product development, Automation and Optimization**
  - Designed Python utility while working in SG’s derivative product, saving license renewal cost of HP Quality centre of 80 MINR per annum.
  - Saved 40 MINR per annum on license renewal for automation tool Rational Functional tester by singlehandedly conceptualizing and designing a framework using Selenium Web driver.
  - Spearheaded Application Server performance optimization for NIA and improved application performance to sustain user load of 3x times.
  - Developed Night run suite reducing 12-man days of effort per month.
  - Designed release management and daily regression suite to ensure 95% post deployment success for scripts.

- **Achievements & Certifications**
  - NSE - NCFM Financial markets, NSE - NCFM Interest Rate Derivatives.
  - Indian Testing Board - Agile Tester Foundation Extension Certificate.

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Prem Prasad Devara

IT Professional with Expertise in Project Management and Business Analysis

- **Project Management**
  - As a Project Coordinator, led a team of 20 professionals and handled one of India’s largest NBFC’s SharePoint account.
  - Delivered new applications and managed support for live applications simultaneously. One of the support applications had over 22000 active organizational users.
  - Delivered SharePoint application for a UAE Government agency in record time of 30 days which involved application requirement gathering, Workflow design, UI design, Power Bi reporting tool customization and implementation.

- **Business Analysis and Language Modelling Engineer**
  - Responsible for requirement gathering and Chatbot user journey design, language modelling design, Chatbot training and managed applications development using Microsoft cognitive services.
  - Delivered 6 chatbot applications with Service Now and BMC footprints integrations. The customers included companies and government agencies from North America and Europe. The IT helpdesk chatbot applications helped in reducing IT helpdesk tickets on an average by 45%.
  - Managed and was responsible for requirement gathering, documentation and design of workflow for SharePoint applications.
  - Liaised with teams in US and India for gathering business requirements to customize ARAS product lifecycle management application.

- **Achievements & Certifications**
  - Completed project management course for PMP and EXIN Agile Scrum Master with necessary PDUs.
  - Certified DevOps - By Coursera.
  - R.PA Lifecycle by Coursera.
Pushpa Kumari

A Progressive Professional Helping People to Stay Connected through Expertise in Strategy, Planning and Project Execution in Telecom Industry

- **Project Management**
  - Managed Equipment Swap for Delhi NCR and led initiative to transfer the process in-house which saved about 25MINR of cost.
  - Worked to manage voice and data traffic for about 3 million subscribers to leverage existing network capacity and minimize investment by 6.5BINR.
  - Led network upgradation project to cater the needs of the largest wireless subscriber base of 15M in India, minimized operation cost and saved cost by about 17MINR.

- **Strategy Formulation**
  - Implemented new products and solutions in accordance with demanding business needs thereby increased the subscriber base by 2.3%.
  - Analysed and identified assets for JIP (VODAFONE & IDEA) to leverage and catapult the network before stipulated target time ensuring seamless connectivity to customers throughout the project.

- **Vendor Management**
  - Managed diversified vendor team, maintaining strong work ethics and human quotient.
  - Collaborated with corporate planning and circle teams - Marketing, Finance, SCM for rollout of sites and other key activities.

- **Special Mentions**
  - Initiated & drove excellence for customer retention practice “Vodafone Network Grow Stronger” for South Zone, Delhi and reduced customer churn by almost 70%. The program was recognized for entire Delhi NCR informing customer about new addition of site/technology in their area.
  - Incubated ideas like “Island of Excellence, Zero Call Drop Route & Selfie with site” that were appreciated and recognized for PAN INDIA practice.

- **Achievements & Certifications**
  - Awarded Vodafone star, Vodafone Megastar and Vodafone Scholar.
  - Technically trained on varied subjects of network planning by Vodafone, Award solutions, Huawei.

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Ravi Kant

Apparel Retail Professional with expertise in Category Management, Retail Planning & Sourcing Operations

- **Category Management**
  - Directed new Business lines for Knits garment including incubation of a detailed Business Plan as well abstract of the product development process with competitive analysis.
  - Managed and controlled complete Product Lifecycle with effective handling & launch of over 600 products a year.
  - Revamped the Knits category from a formal wear to casual wear by maintaining the Brand ethos & Market Trend.
  - Liaised with vendors from China & Bangladesh for new business development.
  - Responsible for new Product Development in category, defined Product mix, Design selection, and Buying & Range plan, suggested Market / VM activities plan & analyse the business opportunities in line with Trend Analysis & Forecast.
  - Strategize the Business Plan with channel partners by identifying gaps & acting on corrective measures to foster the growth by 60%.
  - Managed the Business operations i.e. Product & Category Management, Stock Flow, Stock Cover, COGS Controlling.

- **Sourcing Operations**
  - Managed Sourcing, Costing & Product Analysis of 5 sub-brands from 28 different vendors across India.
  - Performed Strategic Procurement Planning & Budget Management.

- **Achievements & Certifications**
  - Fostered the Knits category growth by over 150% in a span of 18 months.
  - Kick started a new Product Category under Knits and achieved 200% YOY growth.
  - Reduced COGS by 10% across category and increased Sales Volume & Profit Margin.
S Karthik Rajan

Business Entrepreneur with Cross Functional Corporate Experience in B2C & C2C Customer Service and well versed in Data Collection and market Analysis

Entrepreneurship
- Established a restaurant business from conceptualization to running model with team of about 7-8 people
- Restaurant was based on organic foods and usp was age-old family recipes where used
- Created a viable supply chain and Standardised operation procedure
- Achieved break- even in a time frame of 18 months
- Stratagized Collaborative activities with channel partners to maximize brand recognition, and improved business visibility by over 30%
- Assured the customer satisfaction was high using multiple metrics

Market analytics
- Ensured high quality as a research analyst working on primary and secondary information
- Involved in client coordination on various projects and successfully delivered projects on time
- Led a team of 5 to provide number driven market insights and enabled an organization involved in providing facility management service across the globe to expand business in new markets

Global Customer Service
- Provided technical support to stakeholders in US while maintaining high client satisfaction score.
- Trained new joiners and helped them on the onboarding to the process.
- Ensured zero lapses in regulatory requirements while supporting retail and business accounts in UK

Achievements & Certifications
- NPS scorer award
- Extra miler award for the years 2018, and 2019
- Certified in Enterprise Project Planning and Management using Primavera
- Participated in HSK 1 program

Sarfaraz Sultan

An IT Professional with Expertise in Business Process Management and Knowledge of Application Life Cycle across Health Care, Banking, Financial Services & Insurance Domains

Application Development & Enhancement
- Involved in automation of patient admission and discharge process for a health care network in USA
- Engaged in Technology migration to track the telecommunication expenses of an American clinical laboratory network
- Enhanced the handling process of borrower documents to help processing of more than 1500 loans on monthly basis of a US based Banking corporation
- Introduced a portal to provide resolution to service requests for clients along with user access management
- Handled Performance improvement through query optimization by reducing time by 20% to fetch data for reporting in Business Manager Portal
- Experienced in following Agile methodology and sprint planning to achieve project deliveries
- Skilled in Functional requirement analysis and translation of functional requirement into Technical requirement, Effort estimation, Technical design and implementation, Unit test case planning and execution, Defect analysis and fixing

Mentoring, Team & Stakeholder Management
- Led a team of 4 members from offshore to provide prompt resolution to 125 – 150 service requests on weekly basis
- Collaborated with cross functional teams across locations to identify, analyze and resolve complex business problems
- Mentored trainees newly onboarded in team ensuring proper submission of project deliverables without delivery slippage

Achievements & Certifications
- Case study created in HBR on Application developed for hospital discharge process
- Promotion to Senior Developer just after completion of three years post joining
- Certified System Analyst (CSA) on Business Process Management (BPM) – PEGA
Shreya Pradhan

Seasoned Cloud Services Analyst in IT with expertise in Solution Design and Driving Business Agility

- **Business Analysis and Strategy Implementation**
  - Demonstrated cost leadership capabilities by driving reduction in expenditure of saving over 1.2 MINR annually per client
  - Proposed innovative cloud solutions (AWS Systems Manager) to clients and reduced 10-man days effort per week
  - On-boarded 3 new Global clients by migrating their on-premise data centre to AWS cloud
  - Connected with clients across the globe to understand the technical needs and provided solutions accordingly
  - Secured successful completion of 4 audits for Managed Service Provider partner, with leading stakeholders in cloud businesses in AWS and Azure
  - Experienced in product version release and deployment and equipped in automation using Python

- **Process Improvement**
  - Increased accuracy in service delivery and eliminated manual workarounds through DevOps functions

- **Leadership and Stakeholder Management**
  - Led a team of 10 Engineers to maintain daily tasks of project accounts, enabling smooth business transactions and maintained zero incident record
  - Introduced ingenious Collaborative sessions with clients on a weekly basis and held peer-learning sessions to leverage technological awareness
  - Experienced in implementation of ITIL processes

- **Awards & Certifications**
  - Trained in Lean Six Sigma- Green Belt
  - Secured 3rd Position in “Best Manager” competition held at IIM Shillong
  - Recognised for ‘Employee of the Quarter’ several times and for ‘Stellar Performance’
  - AWS Certified Solutions Architect - Associate
  - Certified in Information Storage and Management Version 2.0 – Associate

Sourav Biswal

Determined BFSI Professional with over Six Years of Experience in Optimizing Productivity, Efficiency and Service Quality across Various Environments

- **Risk Mitigation and Corporate Strategy**
  - Spearheaded the timely implementation of 23 operational RBI directives for SWIFT and achieved 100 % compliance within 6 months. Fastest PSU bank to enact effectively. Earned appreciation from the top management
  - Managed 29 sectional, external and BAU audits on the operational aspect of SWIFT. Recorded 100% conformity against a target of 90%.
  - Designed the outlay for merger of SWIFT infrastructure into CPC-FT, fusing 166 forex-designated branches at a global level
  - Secured a 98.18 % against an organizational median of 85%- 90% spot rectification in general branch audit. Earned appreciation from the Circle Head.

- **Leadership and Team Management**
  - Youngest ever manager to head the SWIFT operations Cell of Treasury in the bank
  - Led a crack team of 12 to manage the day to day operations amounting to more than 50 BINR
  - Identified the key NPA accounts and zealously pursued them to achieve a level of 0.5% of the total business. Received appreciation from the Circle Head.

- **Business Development**
  - Streamlined the per SWIFT message cost in Bank in relation to the current market costs and increased the revenue generation by 20 
  - As lead credit officer, was pivotal in enhancing the overall credit business of my branch by 800 MINR, an increase of 433%
  - Identified the key NPA accounts and zealously pursued them to achieve a level of 0.5% of the total business. Received appreciation from the Circle Head.
Sriramoju Saikiran

**Effective Communicator with Strong Acuity in After Sales Product & Project Management in Mass Transit Industry**

- **Leadership and Collaboration**
  - One of the youngest employees to co-lead a team of 4 experts, and overlooked performance of over 30 engineers to ensure highest degree of product reliability of Installed Base worth 3720 MINR
  - Demonstrated result driven collaboration with teams in India and Switzerland to reduce daily units under attention by 80% and to reduce warranty costs per unit by over 20%
  - Leveraged competency levels of the team through effective recruitment and by developing interactive training modules, forecasted spares consumption in strategic locations to improve Service Response Time by 80%

- **Innovation & Agility**
  - Spearheaded the Digital wave in the product group by chalking out concept to combine data analytics with real time condition monitoring methods to transform the existing diagnostic approach to a prognostic one
  - Improved decision-making speed in PLCM by automating MTBF calculation on a component level, along with provision to view historic data
  - Devised a zero cost solution to reduce booting time of controllers, and saved 70 MINR on upgradation costs
  - Drove a data centric culture within the service team by introducing a generative knowledge bank

- **Stakeholder Management**
  - Represented Organization on a country level in reliability meetings to keep customers appraised of product improvement activities
  - Maintained impeccable customer coordination during type test of a first of its kind project and supported in ensuring zero mishaps throughout the testing schedule. This earned a word of appreciation from the customer, who is from Australia

- **Achievements & Certifications**
  - Awarded the X-tra Miler Award for demonstrating "Ownership and Performance" in Q1-2018
  - Served as a member of the editorial board for the annual college magazine ‘Sanchita’ in 2012-2013
  - Participated and bagged awards in multiple Stage play contests held in college

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Umesh Singh

**Strong B2B Distribution Management Experience with Large Fortune 1000 Clients and new - age companies across India and abroad**

- **Key Account Management**
  - Nurtured large marquee accounts including Mahindra Electric, Tata Motors & Ola Electric with revenue contributions over $2M each
  - Spearheaded relationship with new-age clients including Ather Energy and Revolt Motors
  - Added over 7 new relationship over last 2 years in the ‘marquee’ client list
  - Over last 5 years, helped set-up semi-conductor business for Batteries as a separate business unit
  - Increasing revenue contribution by over 50% for all key accounts which included several Fortune 1000 clients (group level)
  - Led negotiations 4 of the top 10 semi-conductor clients on renewal contracts

- **Product Strategy**
  - Refined our value proposition around ‘feedback’ loop and post-delivery servicing
  - Developed product strategy for client engagement including
    - Driving post delivery service efficiency (improved by 40%)
    - Building product changes with suppliers (launched 5 new products)
    - Designed training and capability building program (over 200 staff trained)
    - Defined value chain and pre-empted supply shocks (>95% SOP adherence)

- **Achievements & Certifications**
  - Three consecutive years, Best Demand Creation Award for my product line
  - Achieved Best Distribution award from 5 key suppliers in Semi-conductor space
  - Rated as the highest performance in "Client Capability Building" across 5 years
Usha Nochur

Experienced Scientific Officer with Acumen in Commissioning and Maintenance of Nuclear Power Plant

**Project Management**
- Commissioned control room data acquisition system, Annunciator system, Fire alarm system and Moderator system instrumentation 25% faster than scheduled plan.
- Ensured Commissioning Quality through rigorous testing, validation and documentation.
- Maintained zero incident record during the testing of system in line with AERB safety requirements.

**Operational Leadership**
- Identified alternate vendors to save 15% in costs on test and calibration facilities for control system instrumentation.
- Preparation of maintenance schedule for all system instrumentations.
- Preparation of technical specifications for testing equipment and spares to meet AERB requirements.
- Procurement of test equipment and system spares.

**Management Leadership**
- Oversaw performance of a team of 70 people from various agencies for commissioning of control room and fire alarm systems.
- Established training process, developed training manuals and conducted training workshops for training operations crew in control room and fire alarm systems.
- Established standard operating procedure for a cross functional team of operating and maintenance personnel for control room alarms and annunciations.

**Achievements & Certifications**
- Participated in CSR activities, trained and provided necessities for project displaced villagers.
- First to incorporate in taking manpower on contract thereby saving 40% manpower cost and providing employment opportunities to local villagers.
- Active contributor of Goonj.

Yogesh ji

Certified Chartered Engineer with expertise in Iron Making Industry. Rich experience in various domains of iron industry like Engineering, Construction, Project Management & Manufacturing

**Engineering & Project Management**
- Led a team of 18 engineers at Tata Steel Ltd (Jamshedpur) E-BF Revamping project (Project value – 3 BINR).
- Responsible for complete lifecycle of project, managed end to end coordination, quality control & commission supervision. Completed the project within stipulated time and enhanced the productivity by 10%.
- Handled BF-6 Revamping project (Project Value – 280 million Euro) of Tata Steel Europe (Ijmuiden) as a lead mechanical engineer and led the team of 20 engineers from home office & 7 engineers from client side.
- Involved in the engineering activity of RSP BF#5 (Project Value – 16 BINR) & NMDC BF#1 (Project value – 20 BINR).

**Technical Consultancy & Solution Engineering**
- Responsible for the rolling out of technical specifications, Techno commercial bid evaluation, Managed detailed engineering design of different Blast Furnace project and issue resolution during execution phase.
- Led cross functional team, liaising interface between internal & external stakeholder for complete life cycle of 4 major projects and several tenders (OV: 3 BINR+)
- Feasibility Study and Preparation of Detailed Project Reports (DPR) for different projects.

**Construction & Commissioning**
- Led the team of 12 diploma engineers for the project execution & commission of JSW BF#3 (Project capacity: 3MTPA, Project Value: 16 BINR) completed well within stipulated time.
- Involved in the commissioning activities of RSP BF#5 Projects.
- Involved in site execution supervision & Commissioning Supervision of TSL E-BF Project.

**Operation Management**
- Led a team of 7 diploma engineers & 18 technicians for the operation and maintenance of 3MTPA BF#3 blast furnace.

**Achievements & Certifications**
- Revamping the TSL E-BF Blast furnace without any technology supplier (1st time in India)
- Certified Supply Chain Operation, Logistics, Planning and Analytics – by Coursera.
- Certified six sigma green belt.
Placement Procedure & Contact Details

Placement Activities:
Pre-placement Talks/Corporate Presentations: Pre-placement presentations enable organizations to inform students about company’s business, work culture, organizational structure, career, and growth opportunities. We recommend a presentation and a Q&A session by the company with the students along with the placement committee. There is provision for Video conference to facilitate the recruitment for interested companies. This year the season Commenced from January 2020 and Companies can approach the placement office for scheduling as on campus placement. The committee can also be approached for assistance on transport and lodging facilities at the campus.

Key Recruitment Policies and Guidelines:
Placement Committee is the Single Point of Contact: Companies interested in conducting recruitment activities at IIM Shillong must contact a placement committee member for placements.

Companies are requested not to approach the participants directly. IIM Shillong follows a grade non-disclosure policy.

Offer Negotiations: Compensation and other terms of employment should be negotiated directly between the company and the participant.

Offer Communication: Offer to the selected candidates should be communicated through placement committee.

Reporting Standards Compliance: Companies are required to provide the final offer details as per the reporting standards followed by IIM Shillong. Details can be sought from a placement committee member.
Placement Office
Department of Placement & Corporate Affairs

Prof. Rohit Joshi
Chairman, Placement Committee
Indian Institute of Management Shillong

Hemango Kishore Dutta
Manager - Corporate affairs, Public relations & Placement
Indian Institute of Management Shillong

Merlvin Jude Mukhim
Administration officer - Placement & PR
Indian Institute of Management Shillong

Contact and Mail ID
chair.placement@iimshillong.ac.in

Placement Committee
PGPEx Placement Committee Contact Details | Primary Email: pc-pgx@iimshillong.ac.in

<table>
<thead>
<tr>
<th>Member</th>
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<tbody>
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</tbody>
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