



Post Graduate Program for Executives (PGPEX)



Placement Brochure 2021

INDIAN INSTITUTE OF MANAGEMENT SHILLONG



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Message from DIRECTOR



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 13 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 eight 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 12 month 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 7.6 years of experience in diverse industries. The program offers international immersion 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
Director

Message from PROGRAM CHAIR



Dear Recruiter,
Greetings from IIM Shillong!

I take this opportunity to introduce to you batch of young executives of the Managing Business in Emerging Economies (MBEE). It is the 9th 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 economies 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. Sharad Nath Bhattacharya
Chairperson PGPEX

Message from PLACEMENT CHAIR



Dear Recruiter,
Greetings from IIM Shillong!

It gives me immense pleasure to present to you the ninth 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.

With warm regards,

Prof. Rohit Joshi
Chairperson
Placement, PR and Student Activities, IIM Shillong

BOARD OF GOVERNORS

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Director, IIM Shillong

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IIM Shillong

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Shri Ashutosh Dikshit

CxO Advocacy and Executive Marketing - Senior Manager
EMEA, Amazon Web Services & Alumni, IIM Shillong

Ms. Upasna Agarwal

Commercial Advisor, Shell India
& Alumni, IIM Shillong



VISION

To become an internationally recognized management institute with a global outlook grounded in Indian values.



MISSION

To generate and disseminate knowledge in all aspects of management education for sustainable development and to develop innovative leaders with strong ethical values.



CORE VALUES

- Openness to new ideas and experiences
- Intellectual freedom
- Self-experimentation and creative pursuit
- Adherence to fair, just and ethical practices
- Compassion for others



...where the
greens
touch the
clouds

Located at an average altitude of 1496 metres above the Main Sea Level, Shillong is nestled in the Khasi Hills, covered by the green cornucopia and the dreamy clouds. Shillong, a city full of life and a place to be, is the capital city of Meghalaya – “the abode of clouds”.

It is one of the leading education hubs in the North East with many schools and colleges specked in the picturesque settings. The city has beats and rhythms in everything: the church bells, the choirs, the rock bands and music flows in every nook and corner.

Surrounded by the hills, the city is in the vicinity of many beautiful tourist spots: Shillong Peak, the Elephant Falls, and the Ward's Lake. The rains and mist in the air add to the charm of the place. As many have rightly quoted, the places in and around Shillong reminded many of the rolling greens of the Scottish highlands – thus it is also known as “Scotland of the East”. The human eyes' thirst for beauty can be quenched by the scenic surroundings of Shillong. The full glory of Nature can be seen in the forests,

lakes and waterfalls that are present in the region. For the adventure seeking souls there are challenging trekking routes in Smit Valley or the David Scott's trail. Just near to it is Cherrapunji which offers many more places to sooth one's eyes with Nature's beauty. In Shillong, the hills keep reckoning the heart with its charm and so it's best to keep your cameras and back packs ready!

And for conventional tourists, Shillong offers no less! The Elephant falls, Wards lake, Shillong Peak, Capt. Williamson Sangma State Museum, Cathedral of Mary Help of Christian, Sweet Falls and Don Bosco Centre are a few notable tourist spots in and around the city. Be it the “Sacred Groves” of Mawphlang, the engineering marvels of the “Living Root Bridges” or the resplendent Nohkalikai Falls, every place is a cynosure for the eyes.

MILESTONES

2008

Beginning of a journey called IIM Shillong: Collaboration with NSE

2009

Students presented papers in international conferences in Sydney and New York

2010

IIM Shillong made its presence felt in various summits like NASSCOM, AIMA and many more

2011

- Wins Asia's best B-school award in CMO Asia Awards
- IIM Shillong honoured at The Star News National B-School Awards ceremony
- IIM Shillong team wins GIRC East Zone Finals
- IIM Shillong won the 18th Business School Affaire & Dewang Mehta Business School Award
- Some notable faculty achievements:
 1. Business School with Best Academic Input (Syllabus) in Information Technology

2012

- Azim Premji Foundation Outreach Events in North-East India in Collaboration with IIM Shillong
- IIM Shillong is the only educational institution in the country to participate as an official invitee at the UN Earth Summit "Rio+20" at Rio de Janeiro in Brazil
- Started the CEDNER project
- Started the course PGPEX

2013

- One of the top 10 institutes to be conferred the Wipro Earthian award
- Dr. Abdul Kalam lectured the students as a visiting faculty
- Awarded the Dewang Mehta Awards for best innovation in placements
- Eastern zone winners at GIRC and First runners up at TBLA at the national level

2014

- National winners of L'orealBrandstorm 2013-14
- Eastern zone winners in TataCrucible
- Silver Winner 2014 by Indian Management Conclave MBA Universe Initiative

2015

- National Runner's Up L'OrealBrandstorm 2014-15
- Innovative B-School Award winner 2015 for "Business School which Innovates in Teaching Methodology": Awarded by Star Group
- IIM Shillong awarded as one of India's Top 20B Schools by Business World
- Awarded Best B-School with Industry related curriculum in Information Technology and Outstanding B-School (EAST) by ABP NEWS at the National Education Awards 2015
- CSR award for excellence 2015 awarded by Competition Success Review
- Team from IIM Shillong won the inaugural HSBC IB League challenge
- Winner of the CRISIL Young Thought Leader 2015 Award and R Ravi Mohan Award for highest number of winner across all topics.

2016

- Partnered with Nanyang Business School, Nanyang Technological University (NTU), Singapore for its first Study Abroad Programme
- 2 students from IIM Shillong received YES Aspire Scholarship 2016 by YES Bank
- National Winners for Aviva: "The Next Big Idea", 2016
- Second Runners-up of the Tata Steel "Steel-a-thon" 2016
- Global Winners of YES Bank "Transformation Series" 2016

2017

- Partnered with IESEG School of Management, Paris for its Study Abroad Programme
- Students from IIM Shillong received YES Aspire Scholarship 2017 by YES Bank
- National Winners of YES Bank "Transformation Series" 2017
- Global Winners of YES Bank "Transformation Series" 2017
- Second Runners-up position in the Global Supply chain Competition 2017, GSCMI International Conference held at Purdue University, USA

2018

- National Winners of the Tata Steel "Steel-a-thon" 2017
- National Runners-up of Droom – India's Most Trusted Marketplace Business Plan Competition
- National Runners-up of Shopclues CXO Challenge
- National Winner – InsideIIM Most Employable MBA Graduates
- National Winner – Dare 2 Compete Awards
- National Winners – ICICI Bank Beat The Curve 2018
- Asia Pacific Runners-up in Amazon Ace 2018

2019

- IIM Shillong hosted its first ever intercollegiate annual cultural fest 'Nirvana 2019' from 22nd to 24th November
- IIM Shillong ventured into new waters with gusto by hoisting the flag on the 72nd Republic Day of India at the New Campus at Umsawli, Shillong
- IIM Shillong partnered with Frankfurt School of Finance and Management for the student abroad program and collaborated research programs
- National Winner of Scholarship – Blockchain Council
- National Winners – IBS BLoC Challenge
- National Finalists – PCBL Challenge
- National Winners – GSK Pharma
- National Winners – Get Set Go
- National Winners – Monocept Article Writing Competition
- National Finalists – Reliance T.U.P

2020

- National Finalists - Bond with Pidilite
- Regional Finalists, London - HULT Prize Challenge 2020
- Campus Winner - Google Case Challenge 2020
- National Winner - Motilal Oswal - "FLINT - Ignite the spark"
- National Finalists - Microsoft GSMO 2020
- Regional Finalists - Mi Summit 2.0

2021

- IIM Shillong ranked 13th in the prestigious India Ranking 2021 & have scored 3 notches higher than the BT India Ranking 2020. Dr. D P Goyal Director IIM Shillong expressed his gratitude to all stakeholders in achieving such a milestone.
- 7 Notches higher from 2020. Institute has jumped up seven steps further and has reached 23rd position in the National Institutional Ranking Framework (NIRF)-2021 in the Management category, declared by ministry of Education, Government of India, on 9th September, 2021.
- Global Finalists - Global Investment banking valuation Olympiad
- National winners- CFA Society India Ethics Challenge
- National Winners – Google Case Challenge
- National winners- Credit research challenge 2021

*Journey
through the years...*

About INSTITUTE AND COURSE

INSTITUTE

IIM Shillong has been set up with a vision of providing quality management education and research in the North Eastern region of India. 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 behavior, 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, 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 when coupled with their Summer Internship experience makes them adequately prepared and confident to face the challenges of the corporate world.



KEY HIGHLIGHTS ABOUT INSTITUTE



MEMBER OF THE AACSB



RANKED 1 IN TIMES TOP B SCHOOL SURVEY 2020



RANKS 23 IN MANAGEMENT CATEGORY ON NIRF 2021



COURSE

The Indian Institute of Management Shillong designed the first ever its 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 eight batches, now the Institute broadens the scope of the program to the Executive MBA (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 globally responsible managerial leadership.
- To integrate sustainability as the driving force in the management of organizations and their businesses.

CURRICULUM

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 five modules and cover all functional areas of management. 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.

DISSERTATION WORK

Dissertation work for the PGPEX (MBEE) is scheduled after the completion of the entire course work 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.



ADVANCE CORE COURSES (EMERGING ECONOMIES MODULE)

The core courses equip students with knowledge of business management and investment. The Core Courses include Strategies in Emerging Markets, Sustainability Issues in Emerging Markets, Data Analytics and Decision making in Emerging Markets, International Marketing Emerging Economies, Supply Chain Management in Emerging Economies and Advanced Chinese Language. Furthermore, corporate lectures on manufacturing practices in China and culture. As a part of their international immersion, a 10 weeks unique program is tentatively organized for the PGPEX participants in Nanyang University, within the framework of Business in Emerging Economies, the PGPEX participants would be trained on Emerging Economy Overview, Emerging Markets Finance and Accounting, Marketing and Sales and Leadership and HR policies.

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 Intelligence and Analytics
- Predictive Analytics for Business Forecasting
- Capstone Business Simulation
- Data Analytics & Decision Making in Emerging Economies
- Data Analysis using Python
- Innovation through Design Thinking

MARKETING

- Sports, Entertainment & Media Marketing
- Digital Marketing and E-Commerce
- Retail Management
- Brand Management
- Product Innovation and Management
- Consumer Behaviour

HUMAN RESOURCE

- Designing High Performance Organization
- Evolving Human Relations in Emerging Economies
- Corporate Social Responsibility: Perspectives and Practices

SUSTAINABILITY

- Sustainable Manufacturing
- Business and Societal Transformation
- Sustainability Issues in Emerging Economies
- Management of Liberal Arts

STRATEGY

- Corporate Strategy
- Innovation Driven Entrepreneurial Advantage
- Theory of Constraints and Industry Applications
- Business Negotiations in Emerging Markets
- Game Theory and Business Strategy
- Management Consultancy
- IT Strategy and Management in Digital Age

ECONOMICS

- Commercial & Legal Aspects of Transaction Economies
- China & World Economy
- Economics of Emerging Markets
- Chinese Economy Overview

OPERATIONS

- Operations Strategy for Competitive Advantage
- Supply Chain Management in Emerging Economies
- Project Management
- Six Sigma and Lean Thinking
- Business Forecasting

ACCOUNTING AND FINANCE

- FinTech and Financial Services – A Global Market perspective
- Investment Banking and Business Valuation
- Financial Markets and Corporate Strategy
- International Financial Management
- Algorithmic Trading
- Mergers, Acquisitions, and Corporate Restructurings
- Financial Engineering
- Advanced Financial Statement Analysis

RESOURCES

CAMPUS

The serene ambience of IIM Shillong surrounded by pine trees, lush green lawn and the kaleidoscopic mountains in the backdrop creates an aura of stunned silence amidst nature. Within the heart of Shillong city, the IIMS campus showcases a tranquil environment where the students can concentrate on their regular activities.

The sprawling 120 acre Umsawli campus is the centre of a rich history transformed with state-of-the-art facilities, all in the lap of nature. Our 'campus in the clouds' is the perfect interface for peace and pace. It is the ideal setting where industry, academics, policy, the world of business and personal transformation meet.

“We are what we repeatedly do.
Excellence, therefore, is not an act
but a habit”
- Aristotle



High speed LAN



The Library also has some special Collections like Harvard Business Review



IIM Shillong surrounded by pine trees, lush green lawn



Air-Conditioned Classrooms, Ergonomical Seating

AUDITORIUM

The institutes provides for an auditorium within the campus, surrounded by lush greenery which serves for many academic as well as extra-curricular activities of the candidates.

WE HAVE ALSO ARRANGED FOR A TIE UP WITH AIMS (ASSOCIATION OF INDIAN MANAGEMENT SCHOOLS)

- American Library, Kolkata
- ASSOCHAM (Association of Chamber of Commerce)
- British Council Library, Kolkata,
- Exim Banks,
- All the Indian Institute of Managements, IIMs
- HBSP (Harvard Business School Publishing)
- IGCC (Indo-German Chamber of Commerce)
- AACSB (Association to Advanced Collegiate Schools of Business) International to become part of the premier Global Management education network.
- National Institute of Rural Development (NIRD) for greater and better exchange of library resources



CLASS ROOMS

All the class rooms are aesthetically designed with high tech infrastructure and are fully equipped with modern facilities to help participants in their learning process. Each class room has a smart board with Internet connectivity. This relieves the participants from jotting down class notes, and instead concentrate on the discussion. The class jotting on the board can be mailed to the email accounts of the participants after the class. The classes are also provided with high speed wireless internet connectivity, so that necessary literature from different databases can be downloaded to enhance classroom discussion. Most of the class rooms are provided with wireless microphone facilities. These classrooms are also equipped with videoconferencing facilities.

HOSTELS

IIM Shillong offers fully residential facilities to all the participants. The hostels offer the candidates a home away from home and are equipped with all the requirements including laundry, mess services, library and high speed LAN connectivity.

STUDY ROOMS

Dedicated study room are provided in every hostel and also as standalone rooms in between which provide a unique place for the student to come together for exchange of ideas and knowledge. They are provided with printing, scanning and computing facilities at all times.



KNOWLEDGE CENTER

The Knowledge Centre (library) of IIM Shillong, which is one of the most modern and tech savvy libraries in the country, has started functioning right from the time of inception of the Institute. Our goal is to make the library one of the most vibrant and productive branches of the Institute so that it may keep pace with the global, dynamic and technology enabled information age, and meet the expectations of its end users.

With the above aim in view, within a short span of time, we have acquired an excellent collection of management related books, journals and non-book materials, which we consider as our greatest asset. The library maintains separate collection of reference books, textbooks, general books, working papers and other documents, whereas the non book collection consists of video cassettes, Compact Discs, etc. Faculty members are requested to make regular requisition of latest books to add value to the Knowledge Centre and equip the library with the latest collection of books. The library also has the latest collection of periodicals, magazines and newspapers. We have also begun the process of updating the Centre with rich collection of both Indian and Foreign Journals for which the process is underway.

E RESOURCES

Equipped with the latest E-Resources (E-Books, E-Journals, and Data-base) such as CMIE – Prowess, ISI-Emerging Markets, ProQuest, and EBSCO – Business Source Complete. We have also installed Bloomberg Terminal to help students access information. We also have access to HBR cases which are widely used by all students and faculty members. The Library also has some special collections of i) EXIM Bank, ii) World Bank, and iii) Harvard Business Review. The Knowledge Centre also joined the IIM Consortia Cross Sharing of E-Journals with three Publishers: (i) Taylor and Francis, (ii) Wiley- Blackwell and (iii) Springer.

Student COMMITTEES

PLACEMENT COMMITTEE

One of the critical links of the 'Academia – Industry' interface for IIM Shillong PGPEX - MBEE is the 'Placement Committee'. Ours is a versatile and vibrant team of 6 members having individual experiences of at least five years in critical domains such as 'Engineering & Operations', 'Information Technology & Communication', and 'Business Development & Pro-bono Consulting'. The placement committee of the program will be your partner for and first connect for all internship and career-related ventures.

The Placement Committee works in sync with the Chairperson Student Affairs and Placement, Chairperson Corporate Relations and Chairperson Program. The vision & mission of grooming executives who are the flagbearers of change in a sustainable emerging economy gets channelized by their guidance.

The Placement Committee assists the cohort in identifying their core competencies and helps to look out for roles and positions that the affiliate might be willing to grow into post their PGPEX-MBEE program. Additionally, bringing to light various career opportunities currently in demand in the market whilst trying to seek fulfilling placements for the cohort in pioneer firms and organizations.

The committee conducts frequent workshops and seminars and provides platforms for participants to update their skills to be competitive and in touch with the latest industry trends by carefully personalizing goals based on each cohort member's forte and aspirations. Strategic Placement committee initiatives like the 'HR connect' series allows the cohort to get a first-hand taste of evolving needs of the organizations directly from the industry experts.



PR COMMITTEE

Overview:

"If I was down to my last dollar, I would spend it on public relations."

– Bill Gates

The public Relation Committee at IIM Shillong aims at working towards consistent relationship building between the students and Industry leadership. The primary role revolves around fostering and strengthening the bond between scholars and business worlds.

This is done via consistent planning, execution, implementation, and monitoring of PR Activity Charter. The PR Charter focuses on aligning the vision of program i.e. building leaders for managing business in emerging world economies. The related work includes managing the print and digital media releases, managing marquee of events and activities like iLeads, Contextual Leadership Talk, Industry Connects, Venture Stories etc. The related press feed is constantly shared at social media handles.

Stay Tuned and Stay Connected for latest updates!!

About the Committee:

The committee acts the spokesman of the executive program and is accountable for press releases to print and digital media, and posts updates on social media about all the activities in the campus, such as student achievements and institute performance. It is responsible for interviewing guests, industry leaders and lecturers on the latest industry trends. It is also responsible for internal communication by reporting events, achievements to the students, faculty, and administration community of the institute. The team comprises of 4 enthusiastic and energetic individuals from varied walks of life and industry background. They work in close harmony with each other to smoothly execute each task given.

PR team works closely with Placement, Student Affairs and Alumni committee to capture each event organized and takes care of social media presence of it.

Major Initiatives by the PR Committee:

- **iLead webinar Series:** Industry Insights by the Industry Experts - An event for the participants to engage with the esteemed industry experts in a fruitful discussion on a one to one basis from various domain.
- **Lyoh Literature:** The publication of monthly newsletter exclusive for PGPEX Program will include contents from PGPEX-Participants, PGPEX-Alumni, Faculties and key events of IIM Shillong, whereas the contents will largely be focused on Emerging Economies.

- **Thought for the Day:** All the participants of the PGPEX program share their views and thoughts about the Industry trends and hints on Personality development aspects and these are shared as a story in social handles of the program.

Student Bytes

Participants of the PGPEX program deploy their in-depth research and deliberated attentiveness towards the events and happenings that are shaping the emerging economies of the world through an article write ups and are published in the social media handles of the program.

ALUMNI COMMITTEE

Overview:

The Alumni committee serves as a channel of communication among students, Institute, and Industry. The committee organizes engagement events throughout the year alongside other committees and help cohort by leveraging the strong Alumni foundation. Alumni committee primarily focuses on streamlining the transition of the students into the full-fledged industry leaders.

As representative of the program, the Alumni Committee of PGPEX strives to create a reciprocal atmosphere for the facilitation and interaction of the alumni with the current batch and other stakeholders of the institute.

About the Committee:

The Alumni Committee acts as a single point of contact between the global alumni of IIM Shillong PGPEX program and the institute. It fosters a conducive environment to the dissipations of data, insights, knowledge, and experience between the alumni and the ongoing participants further enhancing their peer learning.

Major Initiatives by the Alumni Committee:

- **Xchange Series:** An event for the participants to engage with the esteemed alumni in a fruitful discussion on one to one basis on variety of themes pertinent to emerging markets.
- **Sakarattmak:** It is a two-day panel discussion with the Alumni from various domains along with the faculties covering topics ranging from leadership to sustainability.
- **Annual alumni meet:** This is held in conjunction with the conclave organized by SAC.
- **Coordinating for Mélange:** The annual alumni meeting at the campus with the Alumni Committee of PGP.



HOSTEL COMMITTEE

The Hostel Management Committee comprising of warden and hostel manager is assisted by a student body viz. Hostel Committee. Hostel Committee comprises of representatives (HosCom) of students of ongoing residential program. They work with hostel residents and representatives of different departments for smooth and safe stay of students. They act as facilitator



between students and hostel management committee to ensure adherence to hostel norms and maintaining healthy residential environment. The committee further sub divides into cultural, sports, health, mess, electricity, IT etc. for efficient communication.

STUDENT AFFAIRS

The Student Affairs Committee is the face and soul of the cohort. The representatives try to create an invaluable and enriching MBA experience for all the students through continuous academic, professional and social initiatives. Achieving cohesion and coherence amongst the batch members, especially in these unconventional covid times, where interpersonal



interactions have been replaced with E-meetings, is yet another challenge addressed by the Student Affairs Committee.

Interactive events, Industry connects or virtual jam rooms, the Student Affairs ensures the fun and learning never stops. Additionally, the Student Affairs Committee acts as a pivot for smooth coordination between all other student committees. Ensuring each participant inculcates a sense of belongingness and is given an equal opportunity to bask in the community first spirit, which is the characteristic IIM Shillong way of achieving goals.

"Aujasya" – The Business Conclave is a platform to bring Industry Experts, Entrepreneurs, Change Evangelists and Leaders to engage in a thought-provoking and meaningful panel discussion on vivid aspects of the ongoing bilateral business relations. The event encourages the batch to learn from their reflections on facing challenges ahead.

International IMMERSION

The International Immersion module in the PGPEX (MBEE) is designed to give participants insights into the emerging economies. The insights include the economic, social and cultural aspects. In the international module, participants spend two months attending various lectures and visiting business corporates, which expose the participants to the economic, social, cultural aspects of these economies. Participants visit historic sites and get first-hand exposure to the country and understand the contemporary situation and how society has evolved.

As a part of their international immersion, a 10 weeks unique program is tentatively organized for the PGPEX participants in Nanyang University, within the framework of Business in Emerging Economies, the university is one of the most prestigious and selective universities of Singapore. within the framework of Business in Emerging Economies, the PGPEX participants would be trained on Emerging Economy Overview, Emerging Markets Finance and Accounting, Marketing and Sales and Leadership and HR policies.

Following are the various international institutes which take the core classes of the PGPEX batch:

UNIVERSITY OF NEWCASTLE, AUSTRALIA

At the University of Newcastle Australia, our students and researchers are working to solve the world's great challenges.

For over 50 years, we have made it our mission to deliver superior education to talented students from all walks of life. Our degrees are shaped around global learning, work placements and entrepreneurial approaches to develop the problem-solvers and innovators of the future.

With state-of-the-art facilities, we offer innovative and inspiring approaches to delivering education across all of our locations - Newcastle (Callaghan), Newcastle CBD, Central Coast, Sydney, Port Macquarie and Singapore. With over 37,000 students, the University's learning community is vibrant and dynamic, offering students and researchers a world-class academic experience and a diverse professional, cultural and social learning environment.

The University of Newcastle is ranked 207 in the world by QS World University Rankings 2020. Seven of our subjects were ranked in the world's top 150 by QS World University Rankings by Subject 2019.



NANYANG UNIVERSITY, SINGAPORE

Nanyang Technological University, Singapore (NTU Singapore) has 33,000 undergraduate and postgraduate students in the Engineering, Business, Science, Humanities, Arts, & Social Sciences, and Graduate colleges. It also has a medical school, the Lee Kong Chian School of Medicine, set up jointly with Imperial College London.

NTU is also home to world-class autonomous institutes – the National Institute of Education, S Rajaratnam School of International Studies, Earth Observatory of Singapore, and Singapore Centre for Environmental Life Sciences Engineering – and various leading research centres such as the Nanyang Environment & Water Research Institute (NEWRI) and Energy Research Institute @ NTU (ERI@N).

Ranked amongst the world's top universities by QS, NTU has been placed the world's top young university for the past seven years. The University's main campus is frequently listed among the Top 15 most beautiful university campuses in the world and it has 57 Green Mark-certified (equivalent to LEED-certified) building projects, of which 95% are certified Green Mark Platinum. Apart from its main campus, NTU also has a campus in Novena, Singapore's healthcare district.



FACULTY SPEAK

Rohit Dwivedi

In search of a new normal demands a critical examination of those assumptions which created the previous reality. One such reality which requires a fundamental examination are the fundamentals of globalization and international business. The MBEE program is one such program which is designed on those fundamentals which believe in designing and managing sensitive transnational business. The present batch of executive participants have the right genetic configuration to match with any global program on diversity and contextual intelligence. I trust their capabilities to manage transnational businesses responsibly.

Pradeep Dadabada

The PGPEX 2021 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.

Natalie West

It is of immense pleasure to get to teach a group of students from diverse background, ranging from electrical to electronics, civil to mechanical, IT to instrumentation, biotech to commerce, 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. I wish them all the very best in their future endeavors.

Lata Chakravarthy

The PGPEX 2021 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 Financial Reporting & Analysis- 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 (I tend to go overboard on assignments as the course is practice-oriented!) 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.

Gurpreet Kour

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.

Alumni TESTIMONIALS

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.

Nishant Verma

PGPEX Batch of 2014

Planning & Analytics at Landmark Group

www.linkedin.com/in/nishant-verma-94267077/

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.

Akash Singh

PGPEX Batch of 2017

Business Partner, Corporate Sales and Strategic Alliances, Reliance Broadcast Network

www.linkedin.com/in/akash-singh-/

IIM Shillong is not just a concoction of the best academia and excellence but it is an emotion which encapsulates a strong connection to society. The true essence of sustainability and management with the right amount of cultural diversity makes it a perfect place to learn various valuable and core concepts for business understandings and cultural impact. The PGPEX program which brings together people from a plethora of

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.

Harshil Rastogi

PGPEX Batch of 2016

Associate at JP Morgan Chase & Co.

www.linkedin.com/in/harshil-rastogi/

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.

Shwetaank Pathak

PGPEX Batch of 2019

Head of Sales, Mahila by Atrimed

www.linkedin.com/in/shwetaank-pathak/

IIM Shillong was a transformational experience for me. This PGPEX program changed my mindset from a Technical Associate to a Business Strategist. Classes used to bring real case-based education by best of the professors countered/supported by exceptional peers. Different activities/competitions helped me to think and react fast. Overall, this program helped me to structure my ideas to have an edge in this ever-evolving business world.

Poulami Majumder

PGPEX Batch of 2018

Manager- Strategy and Sales Excellence at Mindtree

www.linkedin.com/in/poulami-majumder-15a02294/

domains to learn from each other through collaboration is what makes out-imagining the horizon of new learnings.

Kirti

PGPEX Batch of 2020

Project Manager, Virtusa Consulting Services

www.linkedin.com/in/kirti-shakya-b61a7467

PAST RECRUITERS

PLACEMENT PROCEDURE

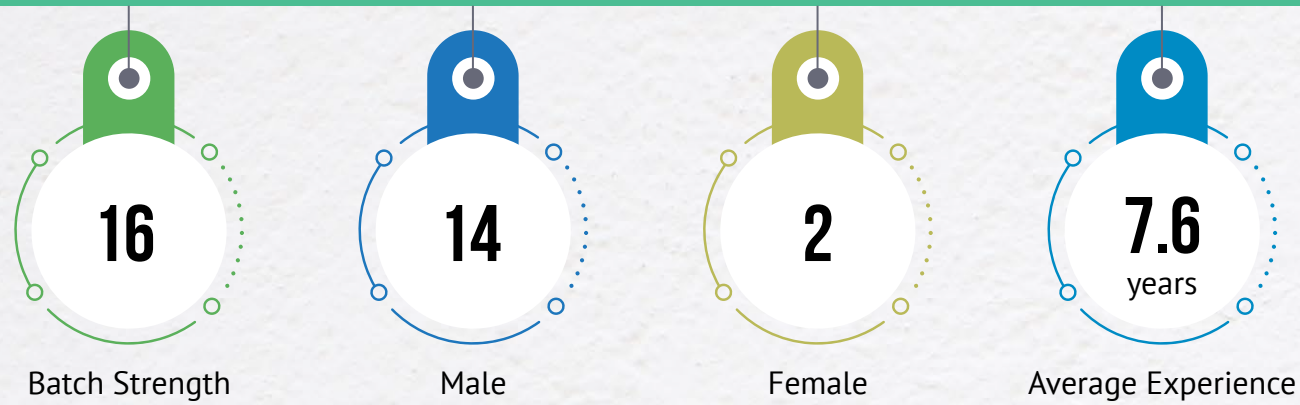
PLACEMENT ACTIVITIES

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 October 2021 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.

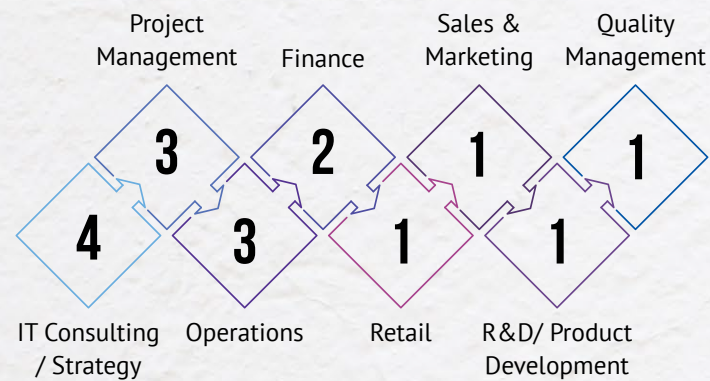
KEY RECRUITMENT POLICIES & GUIDELINES

- **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.

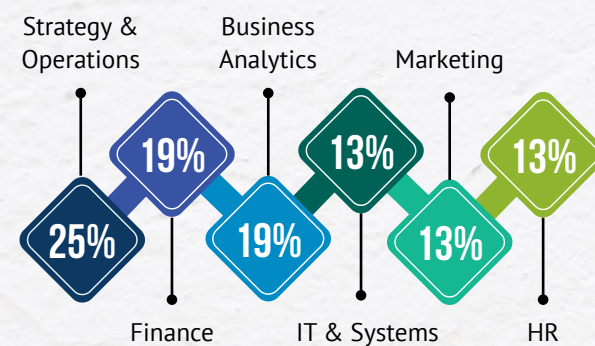
BATCH STATISTICS



Sector



Specializations



International Exposure



ARCHISMAN BANERJEE

M.Sc. Mechanical Engineering (University of Huddersfield, Huddersfield, UK)
B.E. Automotive Engineering (University of Hertfordshire, Hatfield, UK)

Work Experience:
11 years

Previous Employers

JCB Power Products India, Cummins Turbo Technologies India and UK, Cummins Generator Technologies UK

Self-motivated and accomplished program manager with over 11 years of experience in Techno-commercial offering development for B2B contracts, Program Management, Project Coordination and Product Development

Leadership & Stakeholder Engagement

- Executed business critical projects ensuring business continuity during lockdown generating revenues of US\$ 320K in 2020 for JCB Power Products. Successfully led program management function for tailored projects.
- Delivered Turbocharger proposals to diesel engine OEMs, meeting customer technical & pricing targets and Successfully secured new business worth US\$ 150k per annum for Cummins Turbo Technologies.
- Performed as a consultant for turbocharger applications in India with Variable Geometry Turbo offering.

Product Development & Project Management

- Launched first ever JCB compact range genset project with Synchronization.
- Successfully launched VAVE projects on Diesel Generator sets with savings of GBP £100K in 2019.
- Successfully developed Variable Geometry and Waste gated Turbochargers for Euro6 & other emission norms.
- Completed New Development and Tailoring turbocharger projects worth US\$500k.
- Developed new validation tests for Variable Geometry Turbo components, leading to closing knowledge gap.
- Led a complex mission disabling waste-gate oscillation issue and several others to successful closure.
- Managed deviations and open issues through technical risk assessments to ensure no impact on fit, form and function from prototype through to production launch.
- Coordinated release of Variable Geometry Turbine Housings for 13 programs without impacting platform.

Continuous Improvement

- Launched Electric Tug operations to improve technician safety at Cummins Stamford, led to saving of \$25k.
- Implemented production display system to improve productivity at Cummins Stamford, led to saving \$10k.
- Developed Joint load calculator for Two Stage Turbocharger to save analysis costs as a 6 Sigma Project.
- Defined key factors for flow and efficiency reduction issues in VG turbines as a 6 Sigma Project.

Awards & Certifications

- JCB India Ltd Business Excellence Award – 2020
- CTT India Engineering Quarterly Award – 2017
- CTT India Engineering Quarterly Award – 2014
- Certified 6 Sigma Green Belt (DFSS) – 2015
- Chartered Engineer with Engineering Council UK (IMechE) – 2015

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ASHUTOSH MURARKA

Bachelor of Design, National Institute of Fashion Technology

Work Experience:
12 years

Previous Employers

Raymond Apparel Ltd. (Retail), Arvind Fashion Ltd. (Retail), Ashutosh Murarka, Private Label (Self-Employed), Pankaj & Nidhi (Designer)

Seasoned Apparel Design & Retail professional with diverse experience in Product Development, Entrepreneurship, Marketing, Strategic Planning and Operations

Product Development

- Developed a new ELPP range in all the core categories with a 100% conversion rate and an increase of 11% in sales volume and a decrease of 9% in cost.
- Introduced new Conceptual/Functional Lines as brand magnet points, such as Shapeshift Ensembles, White Spotless bottoms and Dress Denim catering to the young and budding generation, with 85% success rate.
- Designed and executed ideas for Indian and Western Women's wear for 9 successful design collections for different fashion weeks like Wills India Fashion Week, Lakme Fashion Week, and Blender's Pride Fashion Tour.

Strategic Planning and Operations

- Introduced Pre-booking concept for buyers in Women's wear for better connectivity and on-time delivery of merchandise at the store, streamlining the various design to delivery processes.
- Conceptualized and managed multiple design collections from Concept to Shelf stage and successfully executed 1000s of products every season.
- Strategized and led team of designers to create Ready to wear collection for various trade fairs such as "Who's Next" and "Prêt à Porter" and to develop designs and ideas for different exhibition in UK, Kuwait, Dubai and Hong Kong.

Entrepreneurial Experience

- Started a private label in women's wear, offering a premium range of ensembles to a niche clientele.
- Managed and led a manufacturing team of 20-25 craftsmen, including tailors and Pattern masters.
- Managed a standalone store in Delhi and also sold at various high-end designer stores and online portals.
- Dealt with various sorts of sales, marketing, finance, sourcing, and production activities for the label.

Business, Sales and Marketing Management

- Designed and implemented ideas for successful conversion of the design range with a 20% rise in conversion rate and a drop of 3% in pre-booking samples saving 17% in sampling cost.
- Planned and executed design and production orders for International Buyers and clients for timely delivery and with an increase of 7% in sales volume and 11% in sales revenue year on year.
- Guided and managed all media-related assignments, including photoshoots, promotions, campaigns and red carpet celebrity events ranging from Kingfisher calendar to Award ceremonies.

Awards & Certifications

- Won the Most Creative & Innovative Design Collection Award in the graduating year.
- Won the Meher Castellino Award for the Most Innovative Garment Construction.
- Won the MTV Style Designer Hunt (team) Competition in 2007.
- Brand Management: Aligning Business, Brand and Behaviour-2021(University of London, Coursera)
- Corporate Sustainability: Undrtn. & Seizing the Strategic Opp. 2021(Universita Commerciale Luigi Bocconi, Coursera)

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SURAJ BASHA ETLAPURAM MOHAMMED

Semi Qualified Chartered Accountant (CA PCC) from ICAI, PGD in Banking & Financial Management., The Acharya Nagarjuna University, B. Com., The Acharya Nagarjuna University

Work Experience:
9+ years

Previous Employers

State Street HCL, Accenture, Y Eswara Rao and Co. (Audit Firm)

Finance and Auditing professional with 9+ years of experience in Banking and Financial Services Industry with International Transition experience and people management.

Finance and Accounting Operations:

- Associate Manager in State Street HCL (Investment Banking) - Responsible for the North America region of Bulge Bracket Bank, Billing / Invoicing operations with a monthly turnover of > USD 100 Million and 700+ Clients.
- Team Lead in Accenture Solutions (Fortune 500 Company) - Responsible for entire APAC and MEA region of MARINE division of giant Oil and Gas Company, finance and accounting operations of Expenses and Fixed Assets with Annual Turnover of > USD 200 Million.
- Manager in a Audit and Financial consultancy firm - Responsible for Internal Audits, VAT Audits, and Stock Audits. Filed Income Tax Returns, VAT Returns, and TDS Returns.
- Internship / Apprentice in Audit and Financial consultancy firm - Responsible for vouching, reviewing and finalization of books of Accounts. Direct and Indirect Tax returns - preparation and filing.
- Responsible for monthly / Quarterly / Half-yearly & Year-end close of accounts, critical review of critical processes, reports, and ensuring quality.
- Coordinating with the EY Auditors to facilitate timely completion of SOX Audits and US Federal Audits.

Process Transition and Migration:

- Successfully Transitioned finance and accounting operations of Billing/ Invoicing with a monthly Turnover of > \$100 Million of Bulge Bracket Bank.
- Successfully Transitioned finance and accounting operations of Expenses and Fixed Assets with an Annual Turnover of > \$200 Million of giant Oil and Gas Companies.
- Successfully Transitioned finance and accounting operations of Expenses of a giant manufacturing Company.
- Successfully participated in migration of billing plot-form to Oracle.

Leadership:

- Led a team of 20+ members involving multiple resources and tight deadlines.
- Daily interaction with the US Stakeholders at the President and Vice-President level.
- Responsible for improving process-level TAT/SLA/KPI's and reviewing the SWI's/SOP's/DTP's.

Certifications:

- Certified Accounting Technician from The Institute of Chartered Accountants of India (ICAI).
- Certificate in Investment Banking from The Association of International Wealth Management of India (AIWMI).
- Certificate in Financial Modelling from The Association of International Wealth Management of India (AIWMI).



LinkedIn



INDRESH K TIWARI

Master of Chemical Engineering, Institute of Chemical Technology, Mumbai
B. E (Chemical Engineering) SS Jondhale College of Eng, Mumbai University

Work Experience:
11 Years
3 Months

Previous Employers

Tata Power, Zytex/Century Rayon/Crystal Industrial Syndicate Ltd

Competent Professional having more than 10 Years of experience in Conceptualization & Technology Development, Collaboration & Stakeholder management, Bid Evaluation, Detail Engineering and Project Management.

Engineering & Project Management:

- Managed Side stream filtration project (worth more than Rs 2.5 Cr.)
- Air washer system (AWS)- Evaluated technical bids and prepared Technical Evaluation Report (TER).
- Completed detail engineering work for more than 10 no. of HVAC projects costing more than 10 Cr. Done technical bids evaluation and prepared Technical Evaluation Report (TER).
- Scouted technology to reduce the COC for cooling towers and created the concept note.

Research & Technology Development

- Scouting & evaluation of new technologies in energy space. Interactions with Academia and technology partners for PoC.
- Led the team for Carbon sequestration (via Microalgae) project and created a knowledge base in the company.
- Scouted & executed of Biomass gasification technologies for Rural electrification purpose.
- Project Integration and deployment of floating solar technology, Optimized and reduced Capex approx. by 50%.
- Developed & demonstrated biomass foliage disposal solution to address the garden waste.
- Executed a small wind farm project having three different types of wind turbines.
- Led the 'Remote Monitoring system for pilots' project from concept to commissioning work.

Publications & Achievements

- Presented a research review paper on Operational experience on DDG technologies at Greentech conference, Delhi, 2017.
- Co-inventor of a patent in Floating solar space (Solar Pod & power evacuation scheme).
- Won three Tata Ideas (a group level) challenges -Innovation challenge in Oct 2019 and oct-2020.
- Represented Tata Power in Tata-Innovista- 2012 (group level competition) at regional round.
- Exhibited developed technologies at internal Bi-annual Knowledge Fair in year 2015 and year 2017.

Certifications

- Design Thinking (July 2021), Innovation management (Aug 2021)



LinkedIn



JYOTI

B. Tech (Electronics & Communication Engineering), (Integral University, Lucknow)

Work Experience:
6 Years
8 Months

Previous Employers

Tata Consultancy Services

IT Professional with 6+ years of Industry experience in presales and business development for Digital Enterprise Transformations

SaaSification, Transformation from On-Premise to Cloud

- Crafted Solution, for a US based giant to bring speed and agility during the saasification program. The solution focused on software testing.
- Spearheaded the team of 5 people to create the operating model to meet the said objective.
- Worked closely with the client and sales team to formulate transition strategy to kick of the services
- Provided extended support to the offshore delivery team in establishing healthy relationship with the client

Technology Upgrade and Digital Transformation

- Led a team of 4 people to tailor made solution that enabled speed and stability for the technology upgrade program of the customer
- Prepared the high-level testing strategy to optimize the testing effort and expedite the release cycle time
- Prepared innovative cost-effective model to clock in current as well as future deals.
- Worked closely with the client partner and business relationship manager to understand the requirement and formulate the testing strategy to help client in digital transformation journey.

Allian ce-Partnership-Relationship Sustenance

- Brainstormed to come with use cases to establish alliance and partnership with a leading US based Software Product Giant.
- Planned on customer centric themes and business pitch for CXO visits and meets.
- Worked closely with Analyst Firms for positioning of company's capabilities at global levels

Certifications & Trainings

- LDP_ASCENT- The Foundation for your Leadership Journey Certificate -conducted by TCS
- Leadership: Embark Certification- conducted by TCS
- International Software Testing Qualifications Board (ISTQB) Certification
- Training on SAP FIORI-Introduction for End Users, Introduction to Cloud Computing
- DevOps, CI/CD (Continuous Integration/Delivery) for Beginners, Executive Briefing on Artificial Intelligence etc.



LinkedIn



LINGESH WARAN S

B.E (Mechanical Engineering), Anna University, Chennai
NSE Certified Capital Market Professional, NSE Academy Chennai.

Work Experience:
5 Years
8 Months

Previous Employers

Renault-Nissan Automotive India Pvt Ltd, Lingu Industries Pvt Ltd

5.5 years of overall experience with 2.5 years' experience in Securities and Capital Markets, Retail Sales, and F&B Store Operations and 3 years' experience in New Project Management and Engineering Change Management.

Company: Lingu Industries Pvt Ltd (2.5yrs):

Capital Markets

- Portfolio Management & Investment Valuation: Performed day to day due diligence and evaluate secondary private equity transactions, with a specific focus on fundamental asset-level valuation within diversified private equity portfolios, Individual asset opportunities, as well as opportunities across a broad range of private equity deal types and sectors. Developed and maintained KPIs for the portfolio
- Financial Data Analysis: Performed financial statement analysis. Reviewing and understanding financial metrics

Entrepreneurship

- Customer Service, Strategy & Innovation: Franchised and Operated a renowned QSR. Day-to-day supervision, nurturing and managing relationships of the operations team. Maintained a strong and close partnership with franchised partner. Recognition as Start up by Govt of India & DIPP & became top 10 popular trending outlet.
- Marketing Management: In collaboration with the advertising Team of brand, have steered the Restaurant Experience Team to deliver flawless execution of our national & local campaigns for branches of restaurants across our perimeter.

Company: Renault Nissan Automotive India Pvt Ltd (3.3yrs):

New Project Launch

- Driving new engine and gearbox projects in plant through Project Master Schedule preparation, Cross functional meetings, Prepare Forecast & Firm order volume based on various requirements, planning trials and SOP. Export Parts Management. Releasing Purchase Orders. Projects worked: Renault Kwid (OTS), Datsun Redigo, Renault Kaptur & Renault Duster 4x4(2ton ac)

Supplier Risk Management

- 53 EGI Harnesses' migration from Mind Furkawa> Motherson, achieved in 3 months' time. Clutch Plate of Renault Kwid migration from Amzen to Excedy achieved in 2-month time

Design Change Management

- Driving Engineering change activity. BOM management. Planning &Implementation of localization activities. Major Set-Design Changes (TRAINS) for Renault Models undertaken & Silent Chain Design Change for Renault Kwid.

Certifications

- NISM Series VIII - Equity Derivatives
- NISM Series VA - Mutual Fund
- NSE Certified Capital Market Professional
- Python for Data Science-IBM

Language

- German Language, Level: A1 from Goethe Institute, Chennai during the year 2016.



LinkedIn



NAYAN JYOTI HAZARIKA

BE (Civil Engineering), Assam Engineering College, Guwahati

Work Experience:
7 Years
8 Months

Previous Employers

Bharat Petroleum Corporation Limited

A self-managed and result-oriented manager with seven & half years of experience in Marketing, Sales, Promotions, Supply & Demand, Negotiation/Administration, Training & Development and Customer Relations. Experienced in managing products, projects & people with efficiency. Proven ability to identify business opportunities and provide the management with a clear path to achieve the goals.

Brand Management

- Ensuring upkeep of retail outlets spread across multiple districts of Bihar as per Corporation's brand policies and standards
- Conceptualizing and implementing custom sales promotion activities in association with dealerships
- Promotion of new retail initiative – FINO, Amazon easy, QOC, Loyalty programs.

Channel Development

- Handling business development initiatives for existing network of channel partners
- Ensuring customer service at forecourt to improve secondary sales.
- Monitoring boundary utilization of retail outlet premises and efficient management of fuelling points
- Enrolling channel partners to adapt to the changing market scenario.
- Training & Development of Dealers and staff.

Network Expansion

- Planning advertisement strategically to tap locations with high volume
- Developing relationship with statutory authorities
- Increasing market representation in low represented areas based on trading area analysis & BI
- Commissioning of New Retail Outlet

Accomplishments

- Two progressions in last seven years.
- High Performing ARB store at Gaya generating sales of 30lakh per month.
- National winner in IDEAS ECHO 2014(team event) - a pan India BPCL innovative ideas sharing and replication platform held annually
- Conceptualized and launched an event “B-Fundametrics” at Pyrokinesis, annual cultural cum technical festival of Assam Engineering collage.
- Increased the market share of the Network from 29% to 33%

Software:

- SAP and MS Office working knowledge.

Certifications:

- Chartered Civil Engineer, Marketing Analytics (University of Virginia – Coursera)



LinkedIn



NISARG SHRIVATS

B.E (Mechanical Engineering), RCET, BhiLai

Work Experience:
5 Years
3 Months

Previous Employers

Tata Consultancy Services

IT Consultant with over 5 years of cross-functional experience in Digital Transformation of Businesses, Application Development, Data Science & Analytics.

Digital Transformation and Product Development

- Co-designed and developed two complex digital twins of aircraft engines from ground zero for a US-based aviation giant.
- Replaced 5 legacy systems, reducing PLM licensing needs by 25%, with a novel, in house digital-thread platform.
- Lead the UI /UX team, delivered cross-platform apps using Vuels and other hybrid frameworks, reducing the carbon footprint of 10+ monolithic setups.
- Automated CI/CD pipelines on the cloud with containers, reducing deployment time by 40%.

Application Development and Support

- Helped implement a robust digital parcel kiosk solution across 200+ stores in 5 weeks to ensure Covid safe orders and returns for a UK based retail giant.
- Supported agile enhancements & customer handovers.
- Data Analytics & Process Improvement
- Built 50+ strategic reporting solutions for AR needs for a US based WCS provider.
- Ensured adoption of ITIL best practices at all levels, improving customer dashboards from red to green in terms of ticket compliance.

Certifications

- Scrum Alliance – Certified Scrum Product Owner.
- Harvard Business School Online -- Certificate in Global Business, Diploma.
- Toastmasters International – Competent Communicator, Competent Leader.
- EXIN -- ITIL V4 Foundation Certificate in IT Service Management.
- Udemy – Complete Data Science Bootcamp, NodeJS, Flutter, Vuels, and many more.

Co-Curricular

- Serving as the Class Representative, Office bearer - Student Affairs for the current PGPEX batch
- Served as the Vice President Public Relations for TCS Maitree Toastmasters Club, Mumbai.
- Articulate speaker, hosted TCS EngiNx-19, CMG India National Summit, and many other events.



LinkedIn



NISHANT ACHARYA

B.E-Electrical, Gujarat Technological University

Work Experience:
5 Years
9 Months

Previous Employers

Reliance Industries LTD

Engineering professional with over 5 years of experience in petrochemical plant and world class construction project

Project Management

- Managed testing & commissioning of Jio world center project which is spread over 8.7 million sq.ft in Bandra Kurla complex. Lead a team of engineers from contractors like Samsung, ABB, Voltas & Schneider to commission electrical system worth 200Cr
- Managed installation, testing & commissioning of busduct worth 6cr.
- Modification in interlock logics between 33 KV GIS panel, main LV panels & Diesel generators in the event of blackout.
- Part of team to propose open access power which resulted in 4 lakh INR savings per month

Operation & Maintenance

- Lead team of 10 technicians & executives to carry out regular maintenance of continuous process plant equipment, Gas turbine generators & substation with connected load of 56 MW & voltage up to 100 KV.
- Update plant SLDs & P&IDs with respect to plant changes.
- Plan annual shutdown, manage inventory and assist in plant start up while following highest work safety standards.
- Performed hazardous operations (HAZOP) & Root Cause Analysis (RCA) studies during PTA plant start up. Used findings to improve safety, environmental awareness and reduce accidents, equipment failures.
- Working experience in SAP material Management module.

Achievements

- Award for contribution to 50 million safe-man hours-Nov-2019
- Safety Champion award by HSEF-September-2018
- R-Samman for safety awareness street show-March 2016

Certificates

- Lean Six Sigma Black belt certified



LinkedIn



PROMETHEU RAJ TYAGI

B.A (Economics and Management), Luther College, Iowa, USA

Work Experience:
5 Years
4 Months

Previous Employers

Barefoot College International (Social Enterprise), Youth for India Fellowship (State Bank of India)

A development professional with 5+ years of experience in generating sustainable livelihoods in rural India. Hands on experience in program strategy, fund raising, project implementation and community relationships.

Stakeholder Facilitation & Management

- Increased the livelihood of 350 women beneficiaries by generating revenue of \$25,000
- Managed and led a project of \$2.5 million for five vocational training centers in Africa
- Liaised between six governments and a social enterprise for smooth functioning and transparency
- Worked across teams to manage and develop different branding collateral i.e. logos, product labels, packaging

Project Strategy & Implementation

- Developed a strategy to achieve solar electrification of 4000 households in five different countries of Africa
- Strategized and implemented a rural and urban marketing strategy for a social enterprise
- Gained on ground skills and expertise on how a product behaves in a rural market as compared to urban
- Strengthened the supply chain and designed cost reduction strategies to improve the business of a Farmer Producer Organization (FPO) by \$10,000

Capacity Building

- Developed a training module for the digital capacity building of a Farmer Producer Organization (FPO)
- Found a gap of intervention and guided 10 local youths to start a social enterprise through PayTm
- Identified employees and created a yearly master plan for cross-learning to ensure knowledge transfer
- Ensured sustainability of an enterprise by training 15 local youths to take the enterprise forward

Co-Curricular

- Member of the Placement Committee, Office bearer - current PGPEX batch
- During COVID lockdown, taught Mathematics and English to local fifth graders for five months
- Worked with a local nursery to source and plant 50 date plants in the rural parts of Rajasthan
- National Lawn Tennis Player

Certificates & Recognitions

- Udemy – Data Analysis and Dashboard Reporting, Excel from Beginner to Advanced
- Coursera – Successful Negotiations: Essential Strategies and Skills
- TEDx Speaker at Mahindra United World College of India, Pune
- Member of the Omicron Delta Epsilon (ODE) Economics honors society
- Cambridge University Pre-U Certificate: Global Perspective and Independent Research



LinkedIn



RANJAN KUMAR SAH

B. Tech (Electronics & Communication Engineering), Surendra Institute of Engineering & Management, West Bengal University of Technology

Work Experience:
6 Years
3 Months

Previous Employers

Indian Railways
IBM India Private Ltd.
Shriram Transport Finance Co. Ltd.

Seasoned professional with 6-plus years of diverse work experience spanning across Leadership, Operations, Strategy & Planning, Information Technology, and Finance

Operations & Quality Management

- Managed and led maintenance work of 200+ diesel locomotives
- Planned the execution of troubleshooting and maintenance work and led special drives to arrest locomotive breakdowns
- Responsible for 24*7 and took prompt decisions with regards to locomotive assignments and breakdowns

Teamwork & Leadership

- Led a team of 30+ members with the planned maintenance and troubleshooting work
- Imparted training to the regular staff, trainee engineers and loco pilots, on maintaining and troubleshooting of the locomotives
- Ensured and prioritized workplace safety of the team throughout the working hours
- Oversaw Annual Maintenance Contract (AMC) by the vendors – SIEMENS Mobility, MEDHA Servo Drives, and Electro-Motive Diesel

Information technology

- Developed applications for the clients on the mainframe as part of a team and delivered the solutions within the stipulated time
- Worked on several projects that were significant to client's success in business and have redressed some of their pain-points

Financial Services

- Worked on financing of goods and passenger commercial vehicles
- Exposed to the workings of NBFCs in general

Achievements

- Have promptly troubleshooted faults in locomotives attached with the likes of 'Rajdhani' & 'Shatabdi' Express over the telephonic conversations
- Single-handedly managed the sections, staff, and the maintenance work altogether in the times of crisis (Covid-19)
- Played an active role in keeping the train services running and providing essential service to the nation during lockdowns

Certifications

- Certificate in Investment Banking from The Association of International Wealth Management of India (AIWMI).
- Certificate in Financial Modelling from The Association of International Wealth Management of India (AIWMI).



LinkedIn



SANDIP BHATTACHARYA

B.E. (Electrical), Jadavpur University, Kolkata, West Bengal

Work Experience:
8 Years

Previous Employers

Tata Power, Mitshuoshi, Satcon, Erudite

A smart and intelligent result-oriented professional having Diverse Experience in Operations, Maintenance and Design along with certifications in Data Science and Business Analytics

Leadership and Project Management

- Successfully completed the Testing and Commissioning Project of REF615 relays in Dahisar Distribution Substation as BCPU
- Installation of FRTUs in six substations in Distribution North Zone of Tata Power Co. Ltd.
- Experience in Satcon as Project Engineer for Rural Electrification to provide consultancy services for client EDSA for the CLSG-RE project in Sierra Leone. Managed a team of 3 Key Experts and 5 Engineers in the Project

Operations Management and Design

- In-charge of 110 Substations in DNZ Tata Power and responsible for HT & LT operations from 33KV to 240V Responsible for maintaining the CAIDI index for DNZ
- Led two LT teams of four people across Dahisar and Miraroad to carry out LT routine & emergency operational activities and a team of twelve staff members for maintenance & project related activities
- Designed SLDs and carried out extensive calculations regarding electrical equipment at Mitshuoshi

Innovation and Agility

- Commissioning and charging of RMU and Transformers in new substations along with testing and relay setting in DNZ were examples of CAPEX activities performed
- Associated with Erudite both as a student and faculty, thus helping the organization maintain its reputation in the challenging times of Covid
- Emergency operational activities during GRID failure and Mumbai floods keeping in mind customer satisfaction as well as safety

Achievements

- Experience in SAP PM, MM modules, Python, Jupiter Notebook, IDLE, MS Office, Tableau & SPSS
- Received several Rewards and Recognition certificates for significant contributions during my tenure in Tata Power including for participation in Clean India Drive
- Secured 171 Rank in WBIEEE
- Secured 98.88 percentile in CAT 2020 and 99.66 percentile in SNAP 2020

Certifications

- Python 101 for Data Science - Cognitive Class Powered by IBM
- Machine Learning with Python - Cognitive Class Powered by IBM
- Data Visualization and Communication with Tableau (Coursera) - Duke University
- Google Analytics for Beginners – Google
- Business Analytics for Decision Making (Coursera) - University of Colorado



LinkedIn



SANJAY CHAUHAN

B. Tech (Information Technology), G.B. Pant University of Agriculture and Technology (Pantnagar, Uttarakhand)

Work Experience:
5 years
3 months

Previous Employers

Nucleus Software Exports Ltd

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

Product Reliability Management

- Executed Automated Testing Implementations in Customer Acquisition System and Lending Management Software of FinnOne for loan booking, balance enquiry & repayment schedule.
- Claim Assessment and Insurance Verification with help of APIs to validate information through integration with Vahan Check.
- Prepared Dashboard model for Risk Assessment of Loans based on regional / environmental aspects.
- Designed data models in SAP BI objects to figure out units having high attrition rates

Stakeholder Management

- Worked as Quality Control Lead for various projects related to Banking Domain
- Ensured 100% defect free delivery by guiding and leading testing team of 5 resources
- 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 created strategy for testing and implementation

Process Improvement

- Developed pivotal relationships with the key clients for various applications to ensure client satisfaction.
- Enabled efficient project execution via cross-functional team collaborations and third-party interactions
- Ensured faster resolution turnaround time along with 100% customer satisfaction for global clients.
- Provided manpower effort estimates for Dubai based clientele to ensure smooth transition in GA releases

Achievements & Certification

- CPBA-Certified Business Analytics professional (Python).
- Certified Agile Project Management by Coursera.
- Participated in Open SAP courses: Enterprise Architecture in the Era of Intelligent Enterprise
- Winner of Best Music Band in Accolade (National level Cultural festival, College of Technology, Pantnagar)



LinkedIn



SHIKHA

B. Tech (CSE), College of Engineering Trivandrum

Work Experience:
6 Years
5 Months

Previous Employers

Cisco, Juniper Networks, Nokia Networks

Product R&D Engineer with more than 6 years of experience in the IT industry managing critical Product developments for large clients in Telecom and Networking domains

Product Development (R&D)

- Member of core R&D engineer team which pioneered 4G architectural design and development for all leading Indian telecom service providers
- Feature owner responsible for delivering critical components in routing and network protocols in largest routers of Cisco and Juniper which are adopted by world's largest Internet Cloud computing, e-commerce and telecommunication organizations.
- Implemented multimedia multi-casting service for enabling subscription-based model, the base for all OTT platforms
- Departmental Trainer for delivering trainings on core products and modules – Delivered more than 100+ trainings across teams
- Agile practitioner to deliver data transport functionalities for rapid adaption and deployment

Leadership

- Managed Customer interactions for Product design, Issue identification & resolution
- Led Triage team of 3 members to reduce overall turnaround time of customer issues and queries
- Managed a team of 7 members to develop IP Security simulator to enable faster and secure VPN services

Awards and Recognition

- Awarded Connected recognition for workplace excellence at Cisco Networks
- Nokia 'Appreciate Excellence' Annual award for best performance
- Nokia Quality Awards Winner for delivering 4G products with 100% quality
- Awarded 'You Inspire' Award, BU Level recognition for best mentorship
- All India CBSE Merit Certificate for achieving top mark in 10th Standard

Co-Curricular

- Senior Diploma Holder in Kathak (Jaipur Gharana) from Rabindra Bharti University, Kolkata
- Winner, Cisco's International Literary Writing competition in 2020 for best poetry
- Title Winner, 'Juniper Got Talent' in 2019, a corporate-level cultural competition with one winner across all art forms
- Title Winner, "Kalathilakam" for overall best performance in Annual CBSE festival
- Kerala State Finalist – Mathematics Talent Search Examination

Certifications

- Digital Transformation Specialist from BCG
- AWS Cloud Practitioner from Coursera
- IT Enterprise architecture from OpenSAP



LinkedIn



SUDHANSU GHADAI

PG (Business Analytics)
XLRI Jamshedpur
B. Tech. – Chemical Engineering, C V Raman
College of Engineering

**Work
Experience:**
9 years
5 months

Previous Employers

Trafigura, Indian Oil Tanking Limited

Creative Operations Specialist, skilled in executing compelling operating rhythms and management systems structures. Expertise in analyzing, articulating, and solving complex problems

Project Management, Sustainable Business Planning, GHG Emission Management, Global Supply Chain Risk Optimization

- Team Lead in ESG projects worth 75.3 Lakh that focused on improving Process automation in Global Supply Chain.
- Team lead for a Project on 'Digitization of ESG Due Diligence with more extensive KYC process and with Service Provider Due Diligence' and completed the project 2 months before the target date.
- Led project on Refinement and Digital transformation in the Global Contractor ESG Management System for High-Risk Services in the Global supply chain with active responsibility of accessing contractor ESG competency.
- Assisted senior ESG management in setting up Global environmental reduction targets, GHG reduction initiatives and Sustainability framework.

Business Process Improvement and Operational, Environmental and Social Risk Reduction

- Conceptualized and introduced Operational process improvements that led to a 10% reduction in incidents.
- Conducted Process Hazards Analysis. Formulated & Administered safety measures to prevent accident/incident, plant/property damage.
- Implementation of Digital third-party risk assessment process that helped Reduce ESG and Operational risk.
- Team member of project team that Drafted and Implemented process improvements in Standard Operational Procedure in Petroleum Import and Export Terminal.
- Managed the Downstream logistics of hydrocarbons at Petroleum Import and Export Terminal.
- Supported planning and coordinated activities for plant maintenance as per OEM & OISD requirements and ISO 9001:2008 certification.

Certifications

- Certified Scrum Master (CSM)®.
- Lean Six Sigma Black Belt Certified.
- TDCA - Tableau Desktop Certified Associate.
- CBIS - Certified Business Intelligence Specialist.
- Driving Business Towards Sustainable Development Goals
- TCFD - Governance of climate-related risks and opportunities

Extra-Curricular Academic Activities

- BCG - Strategy Consulting Program.
- BCG - Data Science & Advanced Analytics Program.
- Deloitte – Tech Consulting Virtual Internship

Volunteer Experience

- Mentored underprivileged children searching for the next Einstein through 'The Lighthouse Project' since 2017.
- Contributed as a Fundraiser for child education initiative through the United Way Foundation while participating in TATA MUMBAI MARATHON in 2017, 2018, and 2019. Clocked Course Time – 120 to 90 min. Approx.

Achievements

- Awarded Best HSEC Practitioner Award in 2012/
- NCCA Certificate



LinkedIn



SUNNY GUGALE

B. Tech. (Metallurgical Engineering), College of
Engineering Pune

**Work
Experience:**
5 Years
8 Months

Previous Employers

JSW Steel Ltd,
Yashashree Tubes Pvt. Ltd.

Operations, Product and Quality Manager with experience in Product Design and Quality Control of Flat and Round Steel Products

Operations, Product and Quality Management

- Handled the customer complaints and product approval of Flat and Round steel products for the customers across India.
- The major customers for Cold rolled products were automakers such as Maruti-Suzuki, Ford, Volkswagen, MG Motors, Mahindra, Honda, Tata Motors, Force Motors, Bajaj, Piaggio and vendors of these customers.
- The major customers for Hot rolled products were the downstream processing facilities with their product basket as CR, GA, GI, GL, PPGI, PPGA, Electrical Steel, Colour Coated Products etc. along with
- Collaborated with various internal teams such as PPC, Production, Quality Assurance, Logistics etc., for timely production and supply of the superior quality material as desired by the customers.
- Close coordination with Japanese MNC JFE Steel for internal quality improvement.

Process Improvement

- Work Roll Peel Off phenomenon observed in finishing mill work rolls of Hot Strip Mill was studied and found that it was the root cause for a particular scale observed in subsequent processes. Necessary corrective actions were taken, due to which overall process diversion was reduced from 8.69% to 4.40%.
- Studied the final packaging process and improvements were done for faster packaging and better packaging thereby reducing the packing time and packing related issues faced by automotive customers.

Recognition and Certifications

- International FIDE Rated Chess Player
- Participated and won various state and national level competitions of Chess.
- Successfully organized and performed a Guinness and Limba book of World Record for '3,248 people solving Rubik's Cube within 30 minutes'
- Certifications - Six Sigma, VDA 6.3 Audit, TQM Implementation
- Member of IIM (Indian Institute of Metals) - Pune Chapter



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PLACEMENT COMMITTEE



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HOW TO REACH US ?

The nearest major airport and railway station is at Guwahati, which is nearly 120km away from Shillong. Shillong can be reached by taxi/car and the fare is about INR 1500. Guwahati Airport is well connected to many major cities in India including Bangalore, Chennai, Delhi, Mumbai, Kolkata, Hyderabad. Direct flights are also available to Bangkok.

Delhi and Kolkata are the international airports close to Guwahati; International travellers can connect to Guwahati through Kolkata or Delhi.

There are also helicopter services available from Guwahati to Shillong and return. Indian Airlines also operates a direct flight from Kolkata to Shillong Airport.



Flights to Guwahati from Major Indian Cities

Delhi



Mumbai



Ahmedabad



Kolkata



Chennai



Bengaluru



Direct Flights to Shillong from Kolkata



FLAVOUR OF NORTH EAST





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