

2023-2024



Corporate Alumni

WORKSHOP

Session 1

22nd January, 2023

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*" Building and scaling Product led ventures:
Entrepreneurship and Interpreneurship view points "*



MR. MANAN CHANDNA

PGP 2012-14

Head- AIoT Product Ventures
Bosch software & Digital solutions



MR. ANIMESH AGARWAL

PGP 2012-14

Founder and COO
Tractor Junction

Our esteemed Alumni, **Mr Manan Chandna (PGP 12-14), Head-AIoT Product Ventures, Bosch Software and Digital Solutions**, and **Mr Animesh Agarwal (PGP 12-14), Founder & COO, Tractor Junction**, enlightened the batch on the topic , "Building and scaling Product Led Ventures : Entrepreneurship and Interpreneurship view points."

Both speakers highlighted the importance of adopting a product-centric mindset when building ventures, whether as an entrepreneur or within a corporate setting. The speakers shared personal anecdotes that underscored the need for adaptability and resilience in the face of challenges, crucial qualities for anyone navigating the entrepreneurial landscape.

The guest lecture served as a beacon of inspiration for our current batch, showcasing the remarkable achievements of our alumni and offering invaluable lessons on navigating the complexities of entrepreneurship and intrapreneurship.

Session 2

18th February, 2023

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" Modern Day Operations and Supply Chain Management"



MR. JAYARAMAN P

PGP 2013-15

Head of Operations in E-Commerce
Mercantile Bangalore



MR. YASH BHAMBHWANI

PGP 2013-15

Head of Marketplace & Operations
Al Ghurair Investment

Our esteemed alumni, **Jayaraman P (PGP 13-15), Head of Operations in E-Commerce at Mercantile Bangalore**, and, **Mr. Yash Bhambhwani (PGP 13-15), Head of Marketplace & Operations at Al Ghurair Investment in UAE** enlightened the batch on the topic, "Modern Day Operations and Supply Chain Management".

Both speakers emphasized the need for adaptability in operations to respond to changing market dynamics and customer expectations. The role of technology in optimizing operations emerged as a recurring theme, showcasing how cutting-edge solutions contribute to efficiency gains and competitiveness.

The guest lecture left an indelible mark on our students, offering practical insights into the rapidly evolving landscape of operations and supply chain management.

Session 3

17th February, 2024

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Mr. Anirudha Pillutla, our esteemed alumnus from the batch of 2014 and Director at American Express, significantly enriched the Corporate Alumni Workshop with his presence. He shared his profound experiences from IIM Shillong, highlighting how the institute laid the foundation for his successful career. Mr. Pillutla provided comprehensive corporate insights on Data Science and Analytics, drawing from his extensive expertise at American Express. His discussion delved into the latest trends, tools, and applications in data science, emphasizing the growing importance of analytics in decision-making and strategic planning. The session, attended by the new batch of PGP24 students, was received with great enthusiasm, offering them a deeper understanding of the field. Mr. Pillutla's practical advice and industry knowledge will undoubtedly serve as a valuable resource for the students as they embark on their own careers in data science and analytics.

Session 4

12th March, 2024

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Mr. Ansuman Mishra, our distinguished alumnus from the batch of 2015 and Senior Account Director at LinkedIn, brought invaluable expertise and inspiration to the Corporate Alumni Workshop. He shared engaging stories from his time at IIM Shillong, illustrating how the institute played a crucial role in shaping his professional journey. Mr. Mishra provided deep insights into B2B Sales and Negotiations, leveraging his extensive experience at LinkedIn. His discussion covered essential strategies, techniques, and best practices for effective sales and negotiation in the B2B sector. The new batch of PGP24 students attended the session with great interest, gaining practical knowledge and actionable advice from Mr. Mishra's rich expertise. His guidance and industry insights will undoubtedly be instrumental for the students as they navigate their future careers in sales and negotiation.