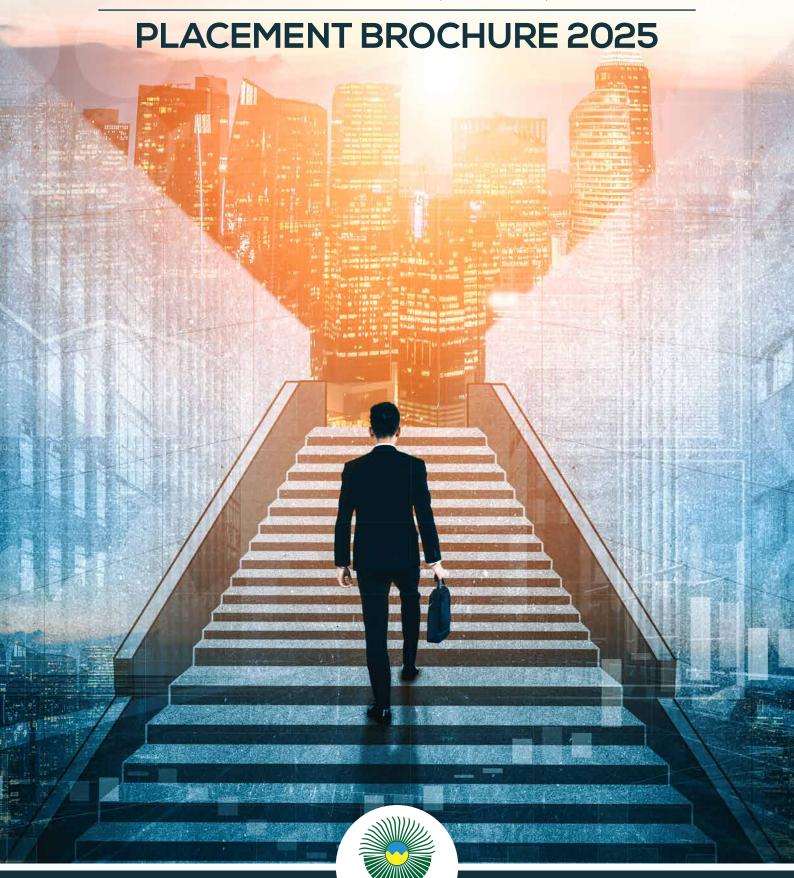
POST GRADUATE PROGRAM FOR EXECUTIVES (PGPEX)



INDIAN INSTITUTE OF MANAGEMENT SHILLONG

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Our graduates emerge not only with enhanced analytical and managerial expertise but also with a principled approach to decision-making, critical for navigating today's boardrooms where growth intersects with climate risk, compliance, and community welfare.

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In a year defined by rapid AI advancements, evolving global supply chains, and a heightened emphasis on sustainability and governance, organizations need leaders who adapt swiftly, act with integrity, and deliver impactful results across diverse domains. The market demands professionals who blend experience with agility, data proficiency, and a focus on execution.

IIM Shillong's Post Graduate Programme for Executives (PGPEX) is a one-year, full-time MBA tailored for this dynamic landscape. Designed for seasoned professionals, the program brings together a diverse, high-caliber cohort, equipping them to drive transformative change in their next roles. The curriculum spans strategy, finance, operations, marketing, analytics, and leadership, enriched by specialized modules on digital transformation and AI, sustainability and ESG, risk management, and innovation and entrepreneurship. Through live projects, simulations, industry masterclasses, and a capstone project, participants create tangible business impact.

What distinguishes IIM Shillong's PGPEX is our deep-rooted commitment to responsible leadership. Nestled in the serene hills of Meghalaya, our Institute embeds sustainability and stakeholder care into its ethos. Our graduates emerge not only with enhanced analytical and managerial expertise but also with a principled approach to decision-making, critical for navigating today's boardrooms where growth intersects with climate risk, compliance, and community welfare.

For recruiters, our PGPEX 2025 cohort offers:

- Professionals with proven experience in managing teams and budgets, ready to deliver from Day One.
- Managers adept at data-driven decisions, digital tools, and cross-functional collaboration.
- Leaders who balance agility with foresight and strategy
 with execution

Whether your organization aims to expand into new markets, digitize operations, drive sustainable growth, or strengthen governance, our candidates are equipped to deliver results and inspire change.

I invite you to engage with our PGPEX 2025 cohort. Our Career Development and Placement team is ready to provide tailored shortlists, organize pre-placement talks, and ensure a smooth recruitment process, whether on campus or virtually, aligned with your schedule.

Thank you for considering a partnership with IIM Shillong. Together, we can shape organizations that are adaptive, ethical, and future-ready.

Prof Naliniprava Tripathy

Director (i/c)



MESSAGE FROM THE PROGRAMME CHAIR



Dear Recruiter,

Greetings from IIM Shillong!

I am excited to present the dynamic 13th cohort of our Post Graduate Programme for Executives (PGPEx), a one-year intensive EMBA designed to foster global leadership and strategic thinking. This program has been crafted to equip professionals with the skills necessary to navigate both international and domestic business landscapes effectively.

This year, the participants have had the opportunity to expand their horizons through an immersive leadership program at IÉSEG School of Management in Paris & Lille, France, and in Brussels, Belgium. Through hands-on projects with European companies, in-depth interactions with senior leaders, and coursework focusing on Customer Experience Management, Doing Business in Europe, Innovation in

Luxury, and Intercultural Management, they have gained valuable experience and insights into international business operations. Our cohort is enriched by a wide range of professional and academic experiences, which adds depth to peer learning and collaboration. This diversity empowers them to develop innovative solutions and lead with confidence in an ever-changing global economy. As we embark on this new placement season, I am confident that this talented group of professionals is well-prepared to add immense value to any organization they join. I extend my best wishes to both the recruiters and the participants as they embark on this exciting journey together.

Prof. Sitanshu Sekhar Das

Chairperson, PGPEx



MESSAGE FROM THE PLACEMENT CHAIR



Greetings from IIM Shillong! Our PGPEx (Post Graduate Program for Executives) candidates are ready to take on leadership roles that demand accountability, strategic thinking, and ownership. These professionals have already navigated the complexities of the business world and are equipped to lead with resilience, responsibility, and innovation. They are prepared to contribute directly to business outcomes from the outset.

We invite organizations that believe in purposeful growth to engage with talent that combines expertise with perspective. A campus visit offers a glimpse into our leadership ecosystem where critical thinking, ethics, and innovation meet.

We look forward to partnering with you in shaping a future grounded in societal impact and sustainable success.

Dr. Sharad Nath Bhattacharya

Chairperson - Placements



Shri Shishir Kumar Bajoria

Chairman, Board of Governors, IIM Shillong Head of S K Bajoria Group

Shri P.K. Banerjee

Joint Secretary (Mgt. & MC & Scholarship), Govt. of India

Shri D.P. Wahlang

Chief Secretary, Govt. of Meghalaya

Shri Atul Chandrakant Kulkarni

Management Consultant, Director, Eurasia Special Technologies Limited

Shri Nitin Sharma

Regional Solution Sales Director South Asia, AS APAC, Dormakaba Private Limited

Prof. Paula Sengupta

Professor, Ravindra Bharati University

Prof. Nalini Prava Tripathy

Director-in-charge, IIM Shillong

Prof. Rohit Dwivedi

Professor, IIM Shillong

Prof. Mousumi Bhattacharya

Associate Professor, IIM Shillong

Smti Esha Arora

SVP Marketing, Info Edge India Ltd, Alumnus, IIM Shillong

Shri Vivek Singh

OSD, The Union Finance Minister, Ministry of Finance, Alumnus, IIM Shillong



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Milestones

• IIM Shillong made its presence felt in various forums like NHRDN, AIMA and many more

2010

· Azim Premji Foundation Outreach Events in Northeast 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 Brazil termed as the COEREN project

2012

· Started the course PGPEx

• 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

Partnered with Nanyang Business School, Nanyang

- 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 "Steelathon" 2016
- Global Winners of Yes Bank Transformation Series" 2016

2016

national level 2013

· Beginning of a journey called IIM Shillong: Collaboration with NSE

2008

2011

· Wins Asia's best B-School award in CMO Asia Awards

· IIM Shillong honoured at the Star News National B-school Awards

- IIM Shillong team wins GIRC East Zone Finals
- IIM Shillong won the 18th Business School Affaire & Dwang Mehta Business School Award
- Some notable faculty achievements include:
- 1. Business School with Best Academic Input (Syllabus in Information Technology)
- 2. Best Teacher in Operations Management: Prof. Swapan Kumar Majumdar, MDP Chairman, Indian Institute of Management, Shillong
- 3. Best Teacher in Logistics: Prof. D. K. Agrawal, Dean (Academics) & Chairman - PGP, Indian Institute of Management, Shillong

· National winners of L'oreal Brandstorm 2013-14

2015

- · Eastern zone winners in **TataCruciblel**
- Silver Winner 2014 by Indian Management Conclave MBA Universe Initiative

2014

- · National winners of Loreal Brainstorm 2013-14
- Eastern zone winners in TataCrucible
- · Silver Winner 2014 by Indian Management Conclave MBA Universe Initiative

 Partnered with IESEG School of Management, Paris for its Study Abroad Programme

2017

- 2 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
- · National Winners of the Tata Steel "Steelathon" 2017
- · National Runners-up of Droom India's Most Trusted Marketplace Business Plan Competition
- National Runners-up of Shopclues CXO Challenge

2009

 Students presented papers in International Conferences in Sydney and New York

- National Winner: InsideIIM Most Employable MBA Graduates
- Partnered with Nanyang Technological University (NTU), Singapore for its first Study Abroad Programme
- National Winner Dare 2 Compete Awards
- National Winners ICICI Bank Beat The Curve 2018
- · Global Winners of Yes Bank "Transformation Series" 2017
- · Asia Pacific Runners-up in Amazon Ace 2018

2018

- 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 23rdposition 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
- 2 Teams in Global Finalists among top 10 Teams in the Global Invest-ment Banking Valuation Olympiad 2021.
- · Runners Up in Tata Steel-a-thon 2021.
- 2nd Runners Up in PwC Challenge 3.0 National Winners in Credit Research Challenge 2021.
- IIM Shillong signed an MoU with IESEG School of Management, France, and Insper Learning.
- · IIM Shillong joins the CFA Institute University.
- · Affiliation Programme
- · IIM Shillong entered an MoU with the ASPIRE (Assam State Public Finance Institutional Reforms) Government of Assam.

2021

- For the flagship Two-Year Full Time Post Graduate Programme (PGP), the total number of seats has increased from 142 (2014-16 batch) to 283 (2022-24 batch).
- · For executive education, IIM Shillong conducts multiple Management Development Programmes (MDPs) each year. In addition to this, Faculty Development Programmes (FDPs) are also conducted.
- IIM Shillong has launched multiple short and long-term Certificate Courses. The Long-Term programs include:
- Post Graduate Certification in Human Resource Management
- · Post Graduate Certification in Advanced General Management
- Business Management Programme for Defence Officers

2022

. . .

- Empowering Future Leaders: Northeast India Boot Camp Concludes with Inspiring Valedictory Session.
- · Igniting Entrepreneurial Spirit: Bootcamp for Aspiring Young Entrepreneurs of Northeast India.
- IIM Shillong Hosts Management Development Programme for British High Commission Executives.
- · 26 International Partnership MoUs Signed with Global Business Schools.
- Government of Meghalaya and IIM Shillong Forge Strategic Partnership for Socio-Economic Development.
- Bridging Communities: NE-CCIE's School Connect Colloquium at IIM Shillong.
- Continuing the Legacy: MoU Signed to Sustain Dr. APJ Abdul Kalam Centre for Policy Research and Analysis.
- Redefining Success: Insights from Khurthma 12.0 IIM Shillong's Annual Management Fest.
- IIM Shillong Hosts Its 3rd International Marketing Conference (iMarC III).
- ProdUX 2024: Igniting Innovation and Shaping the Future of Product Management.

2024

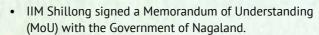
2020

- · Hoisted the flag on the 72nd Republic Day of India at the New
- Partnered with Frankfurt School of Finance and Management for the student abroad program and
- National Winner of Scholarship Blockchain Council

2019

- Challenge
- · National Winners GSK Pharma
- · National Winners Get Set Go

- 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
- Regional Finalists MI Summit 2.0



- 16th Inaugural Day: Forest Man of India Jadav Payeng
- CeDNER (Centre for Development of North Eastern Region) organized a meeting with representatives of traditional village leaders of Khasi and Jantia Hills, Meghalaya, to foster regional development.
- Inaugurated a 15-day Artist Residency programme.
- Collaborated with HDFC Bank for the Fourth Annual Blood Donation Drive.
- in Northeast India.

 Organized TEDxIIMShillong on September 30, 2023, themed "Solitude to Solidarity".

2023

- Conducted a 3-day MDP on "Utkarsh-Capability Building Programme" for Bharat Petroleum Corporation Limited channel partners.
- Held a 5-day MDP on "Creative Problem Solving with Design Thinking" for ONGC Executives.
- Hosted a 2-day MDP on General Management Programme with Emphasis on Finance for DCB Bank Managers.
- Collaborated with the Nagaland Government for NEP 2020 Implementation and College Principals Workshop.
- IIM Shillong Director and Dr. Kalam Centre Coordinator collaborated with Hornbill Festival Homestay Promoters in Nagaland.

 Hosted its first ever intercollegiate annual cultural fest 'Nirvana 2019' from 22nd to 24th November

Campus at Umsawli, Shillong

collaborative research

National Winners – IBS BLOC

 National Finalists – PCBL Challenge

· National Winners - Monocept Article Writing Competition

National Finalists – Reliance T.U.P

highlighted the importance of planting trees.

Hosted a 2-day Symposium on Community Based Tourism

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MEMBER OF THE AACSB WITH NSE

RANKED 1 IN TIMES TOP B-SCHOOL SURVEY 2020

RANKS 23 IN MANAGEMENT CATEGORY ON NIRF 2021

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 (DONE) 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 hallmark at an IIM, in IIM Shillong there is an emphasis on ever growing significance on sustainable development and business practices. The Institute strives to impart to its students ethical values, compassionate behaviour, and concern for society.

To ensure a holistic management education and to help graduates grow into innovative leaders for future, Institute provides opportunities outside classrooms be it industrial interactions, sports competitions, cultural activities or entrepreneurial pursuits. The quality instruction rigorous course curriculum and exposures that students get at IIM Shillong when coupled with their Summer Internship experience makes them adequately prepared confident to face challenges corporate world.





COURSE

The program endows a transformational journey that opens up new avenues for your future career. Expanding one's points of view and fostering meaningful connections while studying alongside growth-oriented peers, one builds the competencies that differentiate them to lead business operations across the transnational landscape. During the twelve-month program, students develop critical problem-solving skills with functional management knowledge that brings contemporary solutions to today's challenges.

They engage with the collaborative community at IIM Shillong to build clarity that makes one aware of the ethical and sustainability challenges in business and society and the disruptions catalyzed by emerging technologies.

As we see strong demand for working space and also the need for critical skills and organizational capabilities with demand for right human competencies in global markets has undergone evolution to remain contextually relevant and diverse in its participants. Such programs which are essential for handling such complexities have gained importance over time. Over a period of time, the PGPEx program has focused on managing businesses in emerging markets.

The program for this tenth batch is more global in its curriculum which reflects an understanding of current realities. The curriculum is designed around five broad modules covering general management courses that each participant will undergo: Economics, Social and Political Environment, Functional Management, Specialization Courses. The participants during their visits abroad will get first-hand exposure to the country during the visit and understand how businesses are managed from a society as well as an industry perspective. This transformational experience will help participants provide an opportunity to convert their ideas into viable innovations providing creativities and insights into something relevant.



The Programme Mission

- Exposure in transnational work environment
- Functional competencies
- Innovative and Integrative approach to problem solving
- Attitude to managing organisation through data analytics
- · Ability to appreciate nuances of responsible management
- Skills and attitudes to lead and impact



The Programme **Highlights**

- Global curriculum with emerging insights
- International 'in-company' training / live projects
- Focus on in-demand skill sets
- Demonstrate critical thinking ability
- · Spirit of Intrapreneurship
- · Peer Learning and Networking opportunities
- Career Management Services





Basics of Accounting

Business Mathematics

Economics

R and Python



Functional Course

- Financial Reporting and Cost Management
- · Statistics for Decision Making
- · Marketing Management in a Globalised Economy
- · Economic Analysis for Managers: Firms and Market
- Managing Human Capital in a Globalised World
- Business, Government and International Economy
- Managing Value Chain

- Corporate Finance and Financial Markets
- Leadership and Change Management
- Drivers and Strategies for Competitive Advantage
- Operations Research
- Digital Strategies for Business
- Marketing Intelligence and Strategy
- Language Lab Spanish Al Certification



Integrative Course

- Doing Business in Emerging Markets
- Management of Technology and Innovation
- · Business Negotiation and Deal Completion
- Assessment and Management of Risk
- Capstone Strategy
- Competitive Strategy







Electives Courses



Organizational Behaviour and Human Resources

- Crisis Leadership
- Human Resource Analytics
- · Consulting for Organizational Diagnosis and **Pathologies**
- Designing High Performance Organizations
- Industrial Relations and Labour Laws
- · Coaching and Mentoring
- Performance Management System
- Talent Management



Operations and Quantitative Techniques

- Industry 4.0 and Business Application
- Innovation Through Design Thinking
- · Service Operations Management



Strategic Management

- · Infrastructure and the Private Sector
- · Management Learning from Upanishads and Indian Mythology
- · Strategy Execution, Quality & Technology
- Navigating Entrepreneurship
- · Chanakya Arthashastra: Philosophy for **Organization Strategy**



Finance and Control

- Behavioural Finance and Value Investing
- Mergers, Acquisitions, and Corporate Restructurings
- Algorithmic Trading



• Wealth Management and Fintech

Information Systems and Analytics

- · Business Intelligence and Analytics
- · Predictive Analytics for Business Forecasting
- Digital Strategies for Business Transformation



• Emerging Technology Platforms and Services

- Business Intelligence and Analytics
- · Predictive Analytics for Business Forecasting
- Digital Strategies for Business Transformation



• Emerging Technology Platforms and Services **General Management and Sustainability**

- Wisdom Leadership: East-West Perspectives
- Industrial Organization
- General Commercial Knowledge
- · Management & Liberal Arts



COURSES AT IESEG SCHOOL OF MANAGEMENT

- Innovation in Luxury
- Intercultural Management
- Customer Experience Management
- Doing Business in Europe
- Live Project & workshops



INNOVATION CAMP

- Entrepreneurship and Management Consultancy Practices by industry experts.
- Identifying New Business Models/Plans Dissertation work for the PGPEx is scheduled after the completion of the entire course work This is specially designed with the aim to help students put into effect the knowledge that they have gained through the program and to generate relevant professional literature. The dissertation work typically involves about 180 to 200 hours of high-quality work.



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CAMPUS

The serene ambience of IIM Shillong surrounded by pine trees, lush green lawn and the kaleidoscopic mountain 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.



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 expectations of its 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 collections 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 requisitions for the 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 a rich collection of both Indian and Foreign Journals; the process is underway.



RECREATIONAL RESOURCES

IIM Shillong conducts various recreational events to keep the students adept with a sustainable, healthy, and stressfree lifestyle. Our campus provides various resources for such purposes so that the students participate and reap the benefits of such events.

AUDITORIUM

The institute 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.



CLASSROOM

All the classrooms are aesthetically designed with high-tech infrastructure and are fully equipped with modern facilities to help participants in their learning process. Each classroom has a smart board with Internet connectivity.

This relieves the participants from jotting down class notes, and instead allows them to 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 classrooms 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.



E-RESOURCES

Equipped with the latest E-Resources (E-Books, E-Journals, and Database) such as:

- CMIE-Prowess
- ISI-Emerging Markets
- ProQuest
- 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:

- EXIM Bank
- World Bank
- Harvard Business Review

The Knowledge Centre also joined the IIM Consortia Cross Sharing of E-Journals with three publishers:

- Taylor and Francis
- Wiley-Blackwell
- Springer

ARRANGED 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 IIMs across the country
- HBSP (Harvard Business School Publishing)
- IGCC (Indo-German Chamber of Commerce)
- AACSB (International Association to Advance Collegiate Schools of Business)
- *National Institute of Rural Development (NIRD)

STUDY ROOMS

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

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STUDENT **COMMITTEES**



INTERNATIONAL **RELATIONS COMMITTEE**

The committee is committed to providing students with global perspective and cross-cultural exposure. It is dedicated to establishing tie-ups with ally renowned management institutes. The committee coordinates with the college's administration to work vigilantly towards the goal of globalizing Indian thoughts. Through its involvement, the committee strengthens IIM Shillong's foundation on the global front.



PLACEMENT COMMITTEE

The committee works towards building new relationships and fostering the existing ones with the corporate world, by understanding its changing requirements and matching them with diverse individual aspirations of the candidates at IIM Shillong. The Committee assists the cohort of experienced executives of the program 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 full-time residential management program.



SPORTS COMMITTEE

The PGPEx sports committee at IIM Shillong strives to plan events and activities all year long that would develop effective teamwork among the participants and in still leadership skills in them to prepare them for future roles. Being one of the best B-Schools in India, the sports committee plans elite sporting events that help participants develop their strategic thinking and competitive spirit.



PLACEMENT PREPARATION COMMITTEE

The Committee for the Post Graduate Program for Executives (PGPEx) at IIM Shillong supports experienced professionals in navigating career transitions and achieving their placement goals. The committee offers end-to-end support across all placement stages ranging from strategic CV enhancement and company-specific preparation to domain-specific workshops and mock interviews. It emphasises both technical and leadership-oriented soft skills, aligning efforts with evolving industry demands.



ALUMNI COMMITTEE

The committee serves as a channel of communication among students, Institute, and Industry. The committee organizes engagement events throughout the year alongside other committees by leveraging the strong Alumni base. As representative of the program, the PGPEx 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.



PUBLIC RELATIONS COMMITTEE

The Committee 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, and this is done via consistent planning, execution, implementation, and monitoring of PR Activity Charter. 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.



STUDENT COUNCIL

Under the slogan "Take the Lead", this apex student body of the Institute holds the responsibility of integrating academic and co-curricular spheres of students' lives. The Council is responsible for managing all the clubs & committees at IIM Shillong and ensuring that there is seamless coordination between them all.



CULTURAL COMMITTEE

The Committee strives to celebrate the cultural diversity on the campus by organizing various festivals and events throughout the year. The committee provides enough opportunities for the students to relax and enjoy campus life amidst rigorous academics. It aims to create a platform to enable the students to showcase their creative talent. The committee tries to bring smiles and spread joy among the students of IIM Shillong by celebrating every possible festival and event on campus.



HOSTEL COMMITTEE

The Hostel Management consists of wardens and hostel manager, who are assisted by a student body i.e. Hostel Committee. The primary purpose of the committee is to facilitate communication between residents and hostel management and enhance the living experience for all the residents. The committee aims to represent the diverse interests and concerns of hostel residents. Members often come from different backgrounds and cultures, ensuring that a wide range of perspectives are considered when making decisions fostering a safe & harmonious living environment.

INTERNATIONAL IMMERSION COURSES





Innovation in Luxury



Intercultural Management



Customer Experience Management



Doing Business in Europe



Business Project



PROJECT



Tech-IA: Cross-border expansion of VC-backed startups (India ← ➤ Europe)



EENUEE (DeepTech startup): Use cases for drones



INDEUCP: Cross-border expansion of VC-backed startups (India ← → Europe)



CCIFI (French-Indian Chamber of Commerce): Design of a bilateral investment forum to catalyze Franco-Indian



EENUEE (DeepTech startup): Use cases for partnerships in India



EENUEE (DeepTech startup): Use cases for luxury amphibious aircraft in tourism



EDF: Unlocking the potential of Indo-French cooperation in civil nuclear energy



Local Production & Operational Setup for biophilic design solutions in India for Greenmood



EENUEE (DeepTech startup): Use cases for long-term UAV strategy



Market Penetration Strategy for biophilic design solutions in India for Greenmood

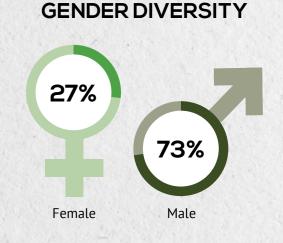
PGPEX -**BATCH OF 2026**

55 **Total Number of Students**

BATCH STRENGTH



FUNCTIONAL EXPERIENCE





5%

Others









Deloitte.	KPING	accenture	AXIS BANK
ORACLE	* MARUTI SUZUKI	TATA STEEL	LARSEN & TOUBRO
SBILIFE Apne live. Apno ke live.	HDFC BANK We understand your world	Infosys	
TITAN	TATA POWER	ADITYA BIRLA FASHION & RETAIL	wipro
amazon	Gartner	tcs	AM/NS INDIA ArcelorMittal Nippon Steel India

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- IT & Digital Transformation
- · Product Strategy & Execution
- · Digital Marketing & Growth
- · Analytical & Problem Solving
- · Leadership & Communication

Qualifications

 B.Tech, Electronics & Communication, SRM University

Industry

- IT/ITES
- EdTech & Training
- Insurance

Previous Employers

- · Aclaran Innovations Pvt. Ltd.
- · Cognizant Technology Sol.

Industry Expertise

- Business Development
- MySQL
- Java
- Python
- Cobol
- Digital Growth Strategy
- Analytics Integration
- · Global Client Delivery

Function/Domain

- Business Consultancy
- Strategy & BusinessDevelopment
- Technical & Functional Analysis
- · Product Design & Coding

Areas of Interest

- AI & Future Tech
- Digital Business Models
- Geopolitics
- Cricket & Leadership Roles

AAISHWARYA CHANDRA

Work Experience: 8 years 9 months



An entrepreneurial IT Consultant & Digital Transformation Strategist with 8+ years experience building products from scratch, driving business growth, and training global learners. Proven record in business consultancy, product strategy, process automation and leadership, delivering high-impact solutions for 30+ clients and scaling operations profitably.

Roles & Responsibilities

Business Consultancy

- Provided tailored strategic consultancy to 30+ clients boosting conversion rates by 40-85%.
- Built Aclaran Innovations from scratch by unlocking new revenue streams, optimizing pricing strategies, and designing digital funnels that deliver high ROI.
- Conducted business diagnostics, designed go-to-market strategies, and led digital transformation roadmaps for startups & SMEs.
- Advised on automation strategies that cut operational costs by 25% and lead times by 45%.

Strategy & Business Development

- Led 0-to-1 product builds, defined user stories, mapped journeys & ran Agile sprints.
- Amplified digital presence to 10,000+ followers, driving up CTR & Conversion rate.
- Managed a cross-functional tech team of 12 for product development, launch, user on boarding and support.
- Trained 10,000+ global learners via Udemy on AI, Business & Communication.

Operations

- Worked as a Mainframe Developer for MetLife's GUL & GVUL insurance projects on the Vantage application - performing application management, enhancements, migrations, and consolidations.
- Prepared functional & technical specifications, performed designing, coding, and unit testing for enhancement tasks and bug fixes in live production systems.
- Developed automation scripts & reporting modules that improved RCA time on repetitive errors by 18%. Gained solid coding foundation in MySQL, Java, Cobol and Python.

Team Management & Leadership

- Led a 12-member cross-functional tech teamat Aclaran, supervised a 3-member technical team at Cognizant, guided a 6-member project team for Ganpati Foods, and led a 7-member core committee as STA at SRM University.
- Mentored, trained, and upskilled team members to deliver high-quality deliverables under tight deadlines.
- Coordinated cross-functional collaboration between developers, business analysts, designers & client stakeholders to drive smooth execution.

Achievements

- Enabled local impact by partnering with C-Carbons to drive plastic ban initiatives in Uttar Pradesh through pro bono consulting, community engagement & eco-friendly solution design.
- Grew digital community to 10,000+ followers organically.
- $\bullet \ \ {\sf Elected Student Technical Association Coordinator, SRM University}.$
- · School House & Cricket Captain, Prefect.
- Topper: Physics (IX), Hindi (X).
- Recognized trainer on Udemy with students in 25+ countries.

Extra-Curricular Activities

- Led 'Jhankar' E&C Fest at SRM University.
- Passionate guitarist plays as a creative outlet and to balance work-life with music.
- Pro Bono Consultation with C-Carbons, leading sustainability initiatives focused on banningplastic and promoting eco-friendly practices.



Core Skills

- End-to-End Project Lifecycle Management
- · Stakeholder Alignment
- · Frameworks & Problem-Solving
- Data-Driven Decision Making
- Critical Thinking
- Teamwork
- Time Management
- Leadership
- EffectiveCommunication

Qualifications

- Bachelor of Technology-Delhi Institute of Tool Engineering
- Diploma in Project Management

Industry

Automobile Manufacturing

Previous Employers

- · Victor Reinz India Pvt. Ltd.
- · Satish Injecto Plast Pvt. Ltd.
- Uno Minda Ltd.
- · MothersonSumi Systems Ltd.
- · Radiant Polymers Pvt. Ltd.

Industry Expertise

- Project Management
- IATF & VDA6.3 Audits
- · Tool Design & development
- Injection Moulding

Function/Domain

- Program Management
- Project Management
- Operations Management
- Design & Development
- Documentation Control
- IATF & VDA6.3 Audit
- Tool Design and Development

Areas of Interest

- Strategic Consulting
- Project Management
- General ManagementBusiness Development

ABHINAV KUMAR JHA

Work Experience: 6 years 7 months



Strategic Project Manager specializing in the automotive sector, with 6+years of experience steering high-stakes projects from conception to delivery. Expertise in Agile methodologies, IATF audits, and supplier collaboration, with a history of optimizing processes for OEMs.

Roles & Responsibilities

Project Management

- Orchestrated complex automotive projects (Ford, TVS, M&M) from initiation to closure, ensuring on-time, within-budget delivery using Agile-Waterfall hybrid methodologies.
- Ensured implementation of operational strategies, focusing on the achievement of the Projects and deliverables.
- Developed and executed program strategies aligned with organizational objectives, driving cross-functional initiatives that supported the company's mission.
- Reduced project delays by 30% by implementing Lessons Learned repositories and PFMEA-based risk frameworks post-audits.
- Developed and maintained integrated project timelines using [MS Project], ensuring 100% alignment with customer milestones and OEM requirements.
- Leveraged Power BI/MS Project to create visually compelling updates on KPIs, risks, andfinancial performance, improving leadership review efficiency by 40%.

• Team Management & Leadership

- Mentored 3 junior project managers in APQP/PPAP compliance and risk mitigation strategies
- Trained 20+ operators on APQP documentation, reducing PPAP submission errors by
- Fostered a collaborative work environment through transparent goal-setting and performance recognition, resulting in a 25% improvement in team productivity metrics.

Manufacturing

- Managed tooling development teams for Tata/Maruti projects, ensuring 100% on-time delivery of trial parts.
- Coordinated joint inspections with Bosch/Hero MotoCorp, aligning cross-company teams on quality standards.
- Conducted weekly Gemba walks to identify process bottlenecks, fostering a culture of continuous improvement.

Achievements

- Led 15+ IATF/VDA 6.3 audits across 4 automotive suppliers (Motherson Sumi, Radiant Polymers, etc.) with zero major non-conformities, ensuring uninterrupted production for OEMs (Maruti Suzuki, Royal Enfield).
- Managed 50+ PPAP submissions with 100% customer sign-off (PSW), slitting approval timelines by 30% through standardized APQP workflows.
- Replicated audit best practices across 2 manufacturing sites (SMIIEL, Uno Minda), cutting prep time by 25% for subsequent audits.
- Led joint inspections with Bosch, Hero MotoCorp, achieving 98% first-pass approval for trial parts.

Extra-Curricular Activities

- · Participated in Mono-acting at the University level.
- Participated in a Debate competition at the University level.
- Participated in a Debate competition at the School level.
- Created a Blogging website and led the development from 0 to 1.
 Volunteered in an NGO- A Way of Happiness Educational Society.
- · Participated in an article writing competition.



- Visualisation
- Planning
- Execution
- Analysis

Qualifications

 Footwear Design & Development Institute (FDDI) |2014-2018 | B.des

Industry

- Retail
- Fashion

Previous Employers

- Caratlane Trading Pvt. Ltd.
- · Titan Company Ltd.
- Shoppers stop Ltd.

Industry Expertise

- Retail
- · Luxury &Lifestyle
- E-commerce and Omnichannel Retail

Function/Domain

- Merchandising
- Store Planning and Layout
- Campaign Roll Out

Areas of Interest

- Marketing
- Consulting
- Product Marketing

ADITI DUBEY Work Experience: 6 years 1 months



Strategic and creative Visual Merchandising professional with 6+ years in brand experience and retail campaign execution. Proven ability to drive footfall andenhance in-store engagement across the stores. Skilled in brand storytelling, visual strategy, and cross-functional collaboration to deliver consistent marketing outcomes.

Roles & Responsibilities

Campaign Execution & Store Experience

- Designed and rolled out seasonal, festive, and product-specific visual campaigns to enhance customer engagement and in-store storytelling.
- Led the visual setup for new store launches, focusing on layout planning, branding alignment, and customer flow optimization.
- Created visually impactful window displays, backdrops, and in-store props that supported promotional themes and marketing goals.
- Ensured brand consistency across multiple retail locations through uniform execution of planograms and visual standards.

Data-Driven Merchandising & Strategy

- Analyzed store-level sales data and customer behavior to refine visual merchandising strategies forbetter conversion and footfall.
- Developed and adjusted planograms based on performance insights and market trends to optimizeproduct placement.
- Generated detailed campaign performance reports to evaluate impact and identify areas forimprovement.
- Aligned visual strategies with national marketing calendars while tailoring execution to regional demands and audience preferences.

■ Team Enablement & Operational Management

- Trained and guided in-store visual merchandising teams to ensure consistent execution of brand guidelines and campaign elements.
- Collaborated cross-functionally with sales, operations, and marketing teams for seamless execution of visual plans.
- Managed vendor coordination for the production and delivery of props, fixtures, and signage to meet rollout timelines.
- Monitored and controlled campaign budgets, ensuring cost efficiency without compromising quality or timelines.

Achievements

 "Moment of Fame" Award – Titan Company Ltd - Recognized for exceptional performance in visual merchandising execution, campaign impact, and cross-functional collaboration honoring creative excellence and consistency across 120+ stores in North India.

Extra-Curricular Activities

- Public Relations Committee Member IIM Shillong Actively involved in managing external communications, coordinating institute branding, and engaging with stakeholders through events and media channels.
- Artist & Content Creator Passionate about painting and visual art; curate and share original artwork through a dedicated Instagram page, blending creativity with digital storytelling.



Core Skills

- Strategic Planning and Implementation
- External and Internal Stakeholder Management
- SaaS Marketing
- B2B Lead Gen and Consultative Sales
- Communication and networking acumen
- Digital Marketing

Qualifications

- BE Electrical, Mumbai University
- Engineering Diploma-Electrical Power Systems
- SSC, MSBSHSE

Industry

Engineering Services and B2B SaaS

Previous Employers

· Efficienergi Consulting

Industry Expertise

- Risk Management
- Testing-Commissioning & RCA for Mission Critical Facilities such as Data Centers, Hospitals, Pharma Plants etc.

Function/Domain

- Internal Strategy
- Product Growth
- Sales & Marketing for B2B Services and SaaS

Areas of Interest

- · Strategy Consulting
- · Business Consulting
- Product Management
- Marketing

ADITYA MANDAR JOSHI

Work Experience: 6 years 4 months



A goal-oriented leader with 6+ years of expertise in marketing and strategy, I am an accountable intrapreneur with a track record of building and leading agile marketing engines, driving SaaS market penetration, and delivering high-value technical B2B sales, thereby enhancing an organization's journey from a startup to a scaleup.

Roles & Responsibilities

Leadership – Marketing & Sales

- Headed the strategic growth of the organization in Engineering Services and B2B SaaS.
- Segment specific revenue generation Facilitated lead-gen of 6 Cr in FY25 through B2B marketing channels for testing and commissioning projects.
- Achieved 1.1 Cr of individual sales.
- Launched secqr® partner model and onboarded 14 partners, moving them from a totally manual operational methodology to the secqr® ecosystem.
- Ensured digital revenue of 1.4 Cr in FY25 through the partners onboarded, and secqr[®] usage on 226 no. of sites including facilities such as BFSI offices, Industrial Plants,
 Hospitals, DataCenters and Pharma Labs.

Internal Strategy and Innovation

- Played a key role as member of strategic projects team for 3+ years to achieve annual revenue goals with organization wide accountability of lead-gen for all SBUs; Revenue goal of 12.5 Cr achieved successfully for FY 25.
- Built and executed the GTM playbook for secqr®, a B2B Risk Management product for it's zero-to-one journey, including demand generation, channel partnerships, onboarding programs and monetization models.
- Built and implemented an agile, robust marketing engine to drive lead generation and brand management for Efficienergi, empowering its rapid growth from a startup to a scaled organization within three years.

Project Management

- Managed field execution and external stakeholders for various Electrical and Mechanical Risk Management projects for 2 years.
- End-to-end delivery testing of critical electrical assets, risk assessments, and Root Cause Analyses in mission-critical facilities such as Data Centers, Hospitals, Pharma R&D Centers, Multinational Banks, and Manufacturing Plants.

Team Management & Leadership

- Lead the formation of the Marketing and Sales function throughout the engagement with the organization.
- Onboarded and trained key team players such as head of sales, inside sales and marketing executives.
- 30+ interviews carried out for specialist roles and MBA internships.

Achievements

- Successfully delivered a guidebook on electrical safety in Indian hospitals, recommended by the central and state government bodies and the National Health Mission.
- Spearheaded Efficienergi's participation in the world's biggest electrical exhibition Elecrama' 2025, successfully generating 26 international partnership opportunities.
- Played a crucial role in writing and releasing the technical paper 'Power Quality Monitoring & Analysis For Optimized Quality Power Delivery' in Metering India.

Extra-Curricular Activities

- Trekking and Rock Climbing in the Western Ghats and Himalayas; Last trek Rupin Pass-15,255 feet.
- Won multiple state-level Technical Paper Presentation competitions and participated innational-level competitions.
- Office Bearer Placement Committee for the IIM Shillong PGPEx Cohort of 2026.



- ETL Informatica PowerCenter
- Informatica Intelligent Cloud Services (IICS)
- SQL
- Data Analysis
- Data Engineering
- AGILE Methodology
- Oracle Database 10g/11g
- · CA Workload Automation
- · GitHub, JIRA, Kanban
- Python
- R

Qualifications

• B-Tech in Electrical Engineering

Industry

Technology, IT/ITES

Previous Employers

- Cognizant
- Tata Consultancy Services

Industry Expertise

Banking, Insurance, BFSI

Function/Domain

- Scrum Management
- Release Management
- Team Management
- Digital Strategy
- Stakeholder Management

Areas of Interest

- Tech Consulting
- Strategy Consulting
- Product Management

AMEET JYOTI DAS

Work Experience: 10 years 9 months



Results-driven IT professional with 10+ years of experience in data engineering, software development, and leading cross-functional teams across multiple domains such as Banking and Insurance. Skilled in managing end-to-end Agile projects with strong analytical and problem-solving abilities. Consistently recognized for delivering results and driving high-impact outcomes, blending technical expertise with managerial insight.

Roles & Responsibilities

Digital Strategy and Transformation

- Successfully turned around a critical client-facing project for City National Bank(California) by streamlining processes, improving team accountability, and enhancing communication—reducing escalations by 50% and earning a project lead role in thenext assignment.
- Led the identification and restriction of erroneous policy migrations for FarmersInsurance Group (FIG) in a tight-deadline project, reducing errors by 75% through effective collaboration, strong problem-solving, and clear communication with external stakeholders.

• Leadership and Stakeholder Management

- Successfully led the development of a complex real-life project model for a client visitby coordinating cross-functional teams, navigating regulatory hurdles, and delegating effectively—earning client praise and contributing to new business wins for TCS.
- Collaborated with senior leadership of both Cognizant and City National Bank(California) to lead Weekly Status Reviews (WSR) and Monthly Business Reviews (MBR), presenting project updates and driving discussions on cycle time, efficiency, and monthly release performance.

Project Management

- Led cross-functional team at Cognizant with unfamiliar applications, fostering
 collaboration through knowledge-sharing sessions that enabled smooth operations
 during a critical resource exit—demonstrating adaptability, leadership, and team
 resilience.
- Responsible for the audit process for my project at Cognizant, presenting critical artifacts such as unit test cases, project documentation, architecture diagrams, and JIRA tickets to the auditor.

Process Improvement

- Spearheaded an auto-renewal solution for Farmers Insurance Group (FIG) by collaborating across teams, leading to 50% higher customer retention and significant cost savings through process innovation and seamless communication.
- Saved Farmers Insurance Group (FIG) \$1M annually by optimizing the SQL queries used in batch processing and increasing automation thereby reducing manual tasks.

Achievements

- Recognized with the "Stellar Achiever" award for leading a team requiring specialized knowledge and maintaining the business continuity in Cognizant.
- Felicitated by the Account Manager and Client head at an annual event for building reallife business model during one of the client visits in TCS.
- Received Rs 10,000 per year in B.Tech from Government of Odisha under 'Medhabruti' Scholarship.

Extra-Curricular Activities

Volunteered with Make a Difference (MAD) for two years where I taught children at an
orphanage. Over time, transitioned into a fellowship role, where along with raising funds,
recruited and managed volunteers and organized impactful events.



Core Skills

- · Business Analysis
- Use Case Modelling
- Agile & Scrum
- Stakeholder Management
- · Product Road mapping
- · Requirement Gathering
- Team Collaboration
- UAT

Qualifications

B-Tech – Automobile Engineering,
 College of Engineering, Bhubaneswar

Industry

IT Services

Previous Employers

InsightMobi Solutions

Industry Expertise

- Business Analysis
- Digital Product Delivery
- Agile Consulting

Function/Domain

- Business Analysis
- IT Product Management

Areas of Interest

- Product Management
- Strategy Consulting
- $\bullet \ \ Digital Transformation$

AMIT KUMAR

Work Experience: 9 years 8 months



Business Analyst with 9+ years of experience in requirement gathering, stakeholder management, and Agile-based solution delivery. Proven expertise in delivering enterprise-scale digital products across multiple domains. Fast-tracked career with sixpromotions, recognized for cross-functional leadership and business impact.

Roles & Responsibilities

Business Analysis & Requirement Gathering

- Gathered and analyzed business requirements through stakeholder interviews and workshops.
- Created detailed use cases, process flows, and user stories for product development.
- Conducted requirement elicitation sessions and translated business needs into functional specifications.
- Liaised between business and technical teams to ensure alignment and clarity throughout project stages.

Agile Delivery & Product Development

- Delivered end-to-end business analysis support across Agile projects from sprint planning to UAT.
- Prioritized product backlog and defined acceptance criteria for development and QA teams
- Facilitated stand-ups, retrospectives, and ensured timely delivery of high-quality releases
- Supported MVP scoping, release planning, and roadmap discussions with product stakeholders.

Stakeholder & Client Management

- Managed communications, expectation-setting, and escalations with internal and external stakeholders.
- Conducted root cause analysis and proposed corrective actions for critical delivery issues
- Led requirement workshops and solution walkthroughs with senior clients and users.
- Ensured consistent stakeholder engagement and buy-in throughout the project lifecure.

Cross-Functional Collaboration & Delivery Management

- Collaborated with developers, QA, UX, and product teams to ensure functional alignment.
- Coordinated with third-party vendors for seamless technical integrations and project
 execution
- Supported strategic initiatives through planning, documentation, and change management
- Facilitated knowledge transfer and process onboarding across distributed and crossfunctional teams.

Achievements

- Fast-track career progression with 6 promotions.
- Delivered multiple high-impact client projects.
- Recognized for cross-functional leadership and stakeholder management.

Extra-Curricular Activities

Badminton

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- · Infrastructure Management
- System Administration
- Stakeholder coordination
- · Time Management
- Leadership
- Effective Communication
- Critical Thinking

Qualifications

 Bachelor of Technology in IT | Anna University | 2013

Industry

IT/ITES

Previous Employers

HCL Technologies Ltd

Industry Expertise

- IT Infrastructure & Operations
- Enterprise Systems Management
- Cloud & Server Lifecycle Management
- Automation-Driven Operations
- Service Reliability & Compliance

Function/Domain

- Systems Administration (Linux / HP-UX)
- Incident, Change & Problem Management
- Stakeholder Coordination & Team Mentoring

Areas of Interest

- Project Management
- · Product Management
- Strategy Consulting

ANNA VERONICA JOSEPH

Work Experience: 10 years



Strategic IT Operations Specialist with 10 years of experience in system administration and stakeholder coordination, with a proven track record in strategic planning, process improvement, and cross-functional collaboration.

Roles & Responsibilities

Operations Management & Process Improvement

- Led cloud and hardware migration, and server decommissioning initiatives, improving infrastructure efficiency and lifecycle management.
- Achieved 99% patch compliance across 1,000+ Linux/HP-UX servers through structured planning, stakeholder coordination, and robust change control.
- Standardized delivery using ITSM practices, enhancing operational consistency and client reporting.
- Introduced preventive measures based on issue analysis, reducing system incidents and improving service reliability.

● Troubleshooting, Maintenance & Enhancement

- Resolved critical system incidents by conducting in-depth analysis, coordinating with support teams, and implementing corrective actions, which significantly reduced recurring outages and improved service uptime.
- Executed system upgrades and managed Service guard package creation, deletion, and failover/failback activities, ensuring high availability and stable performance across enterprise infrastructure.
- Configured user access, file systems, and kernel parameters across both physical and virtual environments to enhance overall system reliability and security posture.
- Worked closely with hardware vendors to proactively identify and resolve component failures, helping minimize downtime and maintain uninterrupted service delivery.

Team Management & Leadership

- Led coordination efforts across cross-functional teams, application owners, and client stakeholders to ensure seamless and timely enterprise IT project deployments.
- Mentored junior engineers through hands-on training in technical procedures and organizational standards, strengthening team capability and improving delivery consistency.
- Reviewed and validated change implementation plans created by peers and Level 2 engineers to ensure compliance with governance policies and reduce operational risks.

Achievements

- Microsoft Certified: Azure Fundamentals
- Certified Scrum Master-2022
- Post Graduate Program in Java Technologies NIIT

Extra-Curricular Activities

- Serving as an Office Bearer and Representative of bITeSys, the Product Management and Analytics Club of the PGPEx program at IIM Shillong.
- Participated in the Skechers Performance Chennai Marathon 2019, to support the empowerment of underprivileged children through improved internet access and educational opportunities.
- Mentored underprivileged students and actively promoted access to education.
- Presented a paper titled "A User Authentication Protocol Resistant to Attacks using graphical passwords" at the Third Indian Conference on Computational Intelligence ICCI'13.
- Participated in the seminar on "Information Technology" organized at the Science city, Chennai.



Core Skills

- Consultative Enterprise Sales
- · GTM Strategy & Playbook Design
- Account-Based Marketing (ABM)
- Outbound & Workflow Automation
- Team Leadership

Qualifications

• BE-Mechanical |Bharati Vidyapeeth University

Industry

- B2B SaaS
- IT Services
- FnV/FMCG

Previous Employers

- nRev
- Fitbots
- Builder.ai
- MyOperator
- Aidence Technologies
- ElasticRun

Industry Expertise

- B2B SaaS & Enterprise Software
- · Public Cloud & Infrastructure
- Telecom & UCaaS
- Logistics & supply chain

Function/Domain

- Enterprise & Mid-Market Sales
- GTM Strategy & Execution
- Workflow Automation using AI

Areas of Interest

- Strategy Consulting
- Technology Consulting
- GTM Leadership
- Marketing

ANSHUL SHARMA

Work Experience: 5 years 7 months



B2B SaaS growth leader with 5+ years driving revenue across enterprise and mid market segments. Expert at crafting GTM frameworks and ABM programs that fuel pipeline growth and accelerate deal velocity. Skilled in consultative selling and C suite engagement, delivering strategic value assessments and bespoke roadmaps to align stakeholders and close complex contracts

Roles & Responsibilities

GTM Strategy & Execution (US Market)

- Facing zero US mid-market playbook, defined ICPs, crafted messaging cadences and OKRs, and co-launched ABM campaigns that drove a 12% lift in engagement, lifting demo-to-win from 14% 24%.
- Piloted PLG initiatives by defining product usage signals as activation triggers for sales outreach, contributing to a 10% uplift in trial-to-paid conversions.
- Conducted competitive landscape analyses to refine ICP definitions and value propositions, enabling sharper positioning in crowded SaaS markets.

Digital & Technology Enablement

- Architected Al-powered outbound workflows using n8n and Gumloop, automating multi-channel outreach and personalisation, tripling outreach capacity while boosting response rates by 22%.
- Tackling CXO inbox clutter, I co-built a Python scraper and NLP deal-intelligence engine that auto-aggregates profiles, news, enabling one-click, hyper-personalised outreach that cut prep time by 80% and lifted early-stage responses by 15%.
- Implemented CRM workflow automation and dashboard reporting, optimising lead qualification and handoff processes to reduce lead-to-opportunity time by 25% while improving pipeline hygiene and forecast accuracy.

Consultative Sales & Account planning for Enterprises

- Designed strategic account plans for mid-market & enterprise clients, mapping org charts, stakeholder priorities, and whitespace to uncover opportunities.
- Leveraged MEDDIC-based frameworks to prioritise accounts by deal readiness, influencing resource allocation and shortening sales cycles by 30%.
- Created deal-specific battle cards with competitor positioning, pain-point mapping, and ROI levers, aligning sales and solution teams to advance complex deals efficiently.
- Drove multi-threading strategies within accounts to build consensus among cross functional decision-makers, increasing win rates by 20% on strategic deals.

Supply chain & Stakeholder Management (FnV)

- Managed end-to-end field operations for 200+ B2B outlets and 50+ B2C societies, rolled out SOPs and real-time dashboards to sustain a 98% on-time delivery rate and reduced perishable spoilage by 30%.
- Acted as Business Controller under the Principal Product Manager, aligning crossfunctional teams to hit five critical product-launch milestones on schedule, delivering timely finance and sales reports for the management.

Achievements

- Best Team Leader at nRev.
- NCC "A" Certificate
- 1 out of 15 coordinators for organising the inter-corporate and collegiate basketball tournament "FIREBALL".
- Core member of MESA (Mechanical Engineering Students Association) and did anchoring for multiple events.

Extra-Curricular Activities

- Won the inter-school Table Tennis tournament in class 10th.
- 2nd place in the inter-house debate competition.
- 1 of 21 members of the organizing committee of the "National Service Scheme" Camp in Gujarwadi(Pune).



- Critical Thinking
- Effective Communication
- Channel Strategy & Partner Management
- Market Expansion & Business Development
- · Cross-Functional Team Leadership
- Platform as a Service Sales(PAAS)
- Data-Driven Decision Making & Performance Optimization
- Tools- Excel, Python

Qualifications

 B.Tech-Computer Science and Engineering

Industry

- BFSI-Insurance
- B2B E-commerce/Marketplace

Previous Employers

- Aditya Birla Capital-Sr. Cluster Manager
- IndiaMart Intermesh Ltd.-Regional Manager
- SBI Life Insurance Co. Ltd.-Area Manager

Industry Expertise

- Financial Services & Insurance
- New Business Acquisition
- Channel Management/Partner Management
- Other Stakeholder Management
- Digital B2B Marketplaces
- B2B, SME and B2C Sales

Function/Domain

- Marketing and Strategy
- Sales and Business Development
- Digital Sales

Areas of Interest

- Strategic Consulting
- Marketing and Strategy
- General Management

ANURAG MANDILWAR

Work Experience: 6 years 8 months



Regional Business Leader with a strong track record in driving multi-channel growth, managing partner networks and high-performing teams, and leading market expansion initiatives. Proven expertise in end-to-end P&L ownership and RFP support in B2B e-commerce and BFSI sectors.

Roles & Responsibilities

Sales & Business Development

- Led a 70+ member team across Bihar and Assam at Indiamart, driving end-to-end sales and client acquisition.
- Managed HDFC Bank's West Delhi cluster for Aditya Birla Capital, strengthening wallet share (increased from 6% to 20%) through direct engagement with branch staff and leadership
- Oversaw regional sales operations in collaboration with SBI Bank while at SBI Life, leading cross-functional sales and MIS teams, with a New Business Achievement of 20Crs. and total portfolio of 45Crs.
- Launched new branches in high-potential but under-penetrated locations for IndiaMart in Bihar, building teams by hiring more than 30 professionals and setting up operations from coratch

Marketing, Strategy & Planning

- Designed region-specific growth strategies at IndiaMart based on competitive mapping, local demand analysis, and sales data — leading to measurable client acquisition growth.
- Co-created joint business plans with SBI Bank leadership, aligning marketing efforts with product positioning and digital sales channels at SBI Life.
- Developed branch-level strategies with HDFC Bank counterparts at Aditya Birla Capital, driving better channel engagement and visibility.
- Executed CRM-based marketing intelligence efforts to enable more personalized sales interventions across geographies.

Operations & P&L Ownership

- Held complete P&L responsibility for Bihar & Assam at IndiaMart, maintained a positive P&Lin 80% of the branches on MTD basis and 100% on YTD, by balancing sales growth with cost optimization, resource deployment and a portfolio hygiene.
- Designed MIS frameworks at SBI Life to boost sales visibility, enable real-time decisions, and drive performance via contests and campaigns.
- Led branch-level operational execution including team structuring, performance management, and compliance tracking.

Team Leadership & Training

- Built, mentored, and scaled high-performing sales, support, and analytics teams across geographies.
- Delivered structured training modules at to SBI branch team to drive partner capability in product knowledge, sales processes, and compliance.
- Developed onboarding and performance coaching systems for new branch teams at IndiaMart, ensuring rapid stabilization and growth.

Achievements

- Awarded by MD&CEO of SBI Life for performance for year 2019-20 and 2021-22.
- Won several Debate, Painting and Singing competitions in school and college days.
- Successfully launched new branches in Muzaffarpur and Bhagalpur.

Extra-Curricular Activities

- · Performed as a vocalist on various stages.
- · Composed music for a national level play.
- School Cricket Team
- Won several painting competitions at school and district level.



Core Skills

- Data Governance & Quality Management
- Stakeholder Engagement & Cross-Functional Leadership
- Strategic Process Optimization
- Business Documentation & Communication

Qualifications

- B-Tech (Biotechnology)
- Professional Certificate in General Management Program in Business Excellence (IIMK)
- Project Management Crash Course (Accenture)

Industry

Healthcare Consulting

Previous Employers

· Accenture Pvt. Ltd.

Industry Expertise

- · Clinical Research
- Life Sciences

Function/Domain

 Digital Operations and Project Execution

Areas of Interest

- · Strategic Execution and Consulting
- Digital Transformation and Data-Driven Operations
- Project and Product Management

ARUSHI

Work Experience: 5 years 7 months



Versatile professional with proven experience driving enterprise-wide process optimization of master data, stakeholder-led project delivery, and large-scale data quality transformation. Skilled at bridging cross-functional execution with strategic alignment, while navigating complex systems, aligning teams from across the globe, and enhancing operational resilience through structured innovation.

Roles & Responsibilities

Strategic Planning and Operations Management

- Defined operational strategies and led application enhancement efforts for CTMS (MDM), optimizing workflows to balance user experience with business efficiency.
- Drafted business-critical documents such as Steering Committee presentations, SOPs, RACI matrices, KPIs, dashboards, process narratives, and training manuals, driving alignment and clarity.
- Spearheaded improvements that enhanced data quality by 70% and reduced request processing time by 10% by supervising implementation of structured, multi-tiered master data cleanup frameworks across MDM, NCV CTMS, and IMPACT platforms, aligning data quality goals with clinical trial requirements.
- Conducted 20+ hiring interviews and assisted in onboarded fresh talent to strengthen operational capacity.

Leadership and Stakeholder Engagement

- Mentored 20+ team members through subject-matter expertise, training, and performance guidance; conducted refresher sessions to uplift capability.
- Nominated by CTMS stakeholders to manage MDM SharePoint.
- Led Data Specialists' Monthly Forums and 30+ cross-national MDM Superuser Council meetings, fostering governance and domain-driven collaboration.
- Managed stakeholder communication across process redesigns, ensuring alignment between product owners, IT, QA, and clinical teams.
- Championed workplace morale through Employee Engagement Team contributions and continuous feedback loops from internal forums.

Product Development and Quality Management

- Participated in the development and deployment of the Dr. Agent application—an MDM quality management tool—and contributed to MDM application testing and installation.
- Executed 50+ PQ scripts, supported in authoring of Design and User Specification Documents, and validated system functions for compliance alignment.
- Managed deduplication and overall quality of master data across MDM and IMPACT systems, improving record accuracy and audit readiness.
- Played an integral role in designing and refining 100+ data quality rules, supervising multi-level data remediation efforts across key trial geographies and categories.

Digital Transformation and Project Management

- Developed business-aligned proactive strategies to support multinational pharmaceutical client's shift toward a data-driven, digital enterprise—optimizing business rules, aligning with clinical teams.
- Monitored email-based failure alerts and end-to-end data flows between MDM and downstream applications; created SNOW tickets and collaborated with IT Operations to resolve integration gaps and managing backend bulk cleanups.
- Designed root cause analysis and corrective action plans for recurring data issues, leveraging trend analysis to drive continuous improvement by defining and executing the framework to ensure 80% data flow issue are resolved within 3 days.

Achievements

- Top Talent Gold Achiever Award, Star of Business Award, Core Value Champion Award for Best People by Accenture.
- Completed Emerging Leadership Program by Accenture.
- Topper Award Green Revolution, United Nations Framework Convention on Climate Change.
- 3rd position in Paper Presentation Event at IIT Roorkee.



- · Business Growth Strategy
- · Institutional Scaling
- Cross-Sector Partnership Management
- Climate Action & ESG Integration

Qualifications

- MA Sociology Delhi School of Economics, (DU)
- BA (Hon) Humanities and Social Sciences, Delhi University (DU)

Industry

- · Social Sector
- Non-Profits Climate
- · Sustainability Consulting Skilling
- TVET Government Advisory
- · Policy Implementation

Previous Employers

- Development Alternatives (Non Profit)
- Government of Delhi (Women Works Program)
- ASLDS (Co-founder & Director)
- Premia Consultancy (Co-founder)
- Impact-Verse (Consultant)

Industry Expertise

- Climate Resilience & ESG Implementation
- · Livelihood Development
- Skill Certification & Assessment Systems
- Government Partnerships & CSR Strategy

Function/Domain

- Revenue Innovation & Organizational Growth
- Skilling & Curriculum Development
- Monitoring & Evaluation Systems
- Stakeholder Engagement & Partnerships

Areas of Interest

- Climate
- Gender Finance
- Tech for Impact
- Development Finance

ASMITA PUNIA

Work Experience: 7 years 9 months



Strategy and Program Implementation professional with 7+ years' experience in transformation, ESG, and digital initiatives. Proven expertise in C-suite advisory, global team leadership, and delivering impact across livelihoods, entrepreneurship, investment research, financial & digital inclusion, and climate resilience.

Roles & Responsibilities

Project Management

- Managed 12 government and CSR-funded skill training projects valued between INR 20
 Lakhs to 1.2 Crores across 7 states, with end-to-end program delivery including monitoring
 & evaluation wherein successfully trained 2,100+ trainees from marginalized communities
 (85% women) across multiple skill development programs.
- Led project management for the capacity development vertical for the Delhi Govt.'s Women Business Incubator (Women Works Program) with INR 8 Cr funding across 11 districts.
- Oversaw strategic operational rollout of capacity-building programs, conducting training needs assessments for 1,300+ women.
- Coordinated partnerships with NSDC, SSCs, ministries, premier educational institutions and state missions for seamless project execution.

Strategy & Business Development

- Expanded ASLDS and Premia portfolio from startup to partnerships with 5 Sector Skill
 Councils and diversified funding agencies including CONCOR, IFCI, CII-Institute of Logistics,
 Ministry of Rural Development, and Ministry of Social Justice and Empowerment.
- Strategically scaled operations from short-term courses to comprehensive long-term residential training programs, expanding geographical reach to 7 states.
- Drove strategic investment to transform Premia into a tech-based assessment firm by developing in-house "Yogyata" Android app to 35,000+ trainees across states and union territories.
- Driving recurring revenue strategy at Development Alternatives through designing capacitybuilding products in climate action, ESG, climate resilience, water security, and sustainable supply chains.
- Led the establishment of NPRR (Non-Project Recurring Revenue) Vertical at Development Alternatives Group, securing alternative funding streams beyond grant-based sources.
- Closed 3 financial partnership MoUs and secured board approval for DA's 5-year strategy to capitalize on knowledge assets.

Operations

- Designed and authored capacity-building modules on women entrepreneurship, SHG formation, and financial literacy.
- Created comprehensive learning and evaluation programs for Environmental & Social (E&S)
 Policies and Standards for Development Alternatives in collaboration with MBA Institutes.
- Managed procurement, communications, social media, and event planning operations.
- Implemented tech integration across all operational verticals for enhanced efficiency and reach.

Team Management & Leadership

- Founded and led ASLDS and Premia as parallel organizations, establishing comprehensive organizational structure, finance and governance.
- Recruited and supervised 150+ assessors and trainers for 40+ job roles across 5 sectors (Apparel, Power, Green Jobs, Media, IT).
- Managed a 30-member team of fellows and associate consultants at Women Works Program, Govt of Delhi.
- Established executive-level stakeholder relationships with government bodies, multilateral
 organizations, and corporate partners.

Achievements

- Award for Iconic Women Creating a Better World for All Women Economic Forum, 2022.
- Top 130 Women Entrepreneurs in India Women Transforming India Awards, NITI Aayog, 2019.
- ASLDS was selected by Ministry of Social Justice & Empowerment to mark Gandhi's 150th Anniversary by promoting mechanized septic tank cleaning across 40 Municipal Corporations in 3 states.



Core Skills

- · Project Management
- · Documentation & Reporting
- Customer Relationship Management
- Leadership
- Agile Framework

Qualifications

B -Tech in IT from N.I.E.T, Greater
Noida

Industry

• IT Consulting Services

Previous Employers

- Hexagon Manufacturing Intelligence
- Insight Enterprises
- Teleperformance
- Tata Consultancy Services

Industry Expertise

- LMS Administration
- Saba Cloud
- NetExam
- Service Now
- JIRA
- MS Office 365 Administration

Function/Domain

- IT/ITES
- Consulting

Areas of Interest

- Project Management
- IT Consulting
- Strategy Consulting

AYUSH GUPTA

Work Experience: 8 years 5 months



An accomplished intellectual with excellence in governing developmental operations through effective management of projects & team leadership to achieve amplified growth

Exposure to driving large-scale organizational change initiatives, and technology adoption, creating a culture of engagement, agility, innovation, and coaching for delivering results.

Roles & Responsibilities

Senior LMS Administrator

- Led the LMS migration project of 9 different systems to a Global LMS.
- Managed a team of four professionals to execute various LMS-related tasks and initiatives.
- Did vendor collaboration, team management & cross-functional team coordination.
- Managed more than 30,000 users in the LMS and did content & course management.
- Migrated more than 5000 courses from different LMS systems into the Global LMS.
- Fetched reports and created documentations as per the user needs and for Knowledge Articles

Education Support Specialist

- Managed the administration of Saba LMS for the client, ensuring seamless user experiences and system functionality.
- Managed and administered Instructor-Led Trainings (ILTs) and Virtual Instructor-Led Trainings (VILTs).
- Engaged with clients via WebEx or calls to understand and resolve issues, providing exceptional support for programs, students, and course related issues.
- Utilized Service Now to support end users by responding & resolving the tickets in the given SLA.

Product Specialist – O365

- Addressed and resolved issues related to user and shared mailboxes, distribution groups, and maintaining smooth communication and scheduling processes.
- Handled and resolve issues related to Advanced Threat Protection, Exchange Online Protection, and licensing, ensuring secure and compliant system operations.

Systems Engineer

- Swiftly tackled and resolved ServiceNow tickets, adhering to SLA deadlines and addressing email security gateway concerns, distribution list updates, and mailbox problems
- Engaged in Exchange server patching and diligently updated documentation to aid team training and user support.

Achievements

- Earned "Rookie Rockstar" Certificate of Recognition for successfully completing LMS Migration Project.
- Microsoft Certified Professional (MCP) in Managing Office 365 Identities and Requirements.
- Microsoft Certified Solution Associate (MCSA) in Enabling Office 365 Services.

Extra-Curricular Activities

- Contributed to The Mango Foundation by aiding underprivileged children through educational support, essential resources, and motivational encouragement.
- Volunteered as Placement Coordinator in 3rd and Final year of college.
- Won 2nd prize in the "Bridge Making" Competition of Tech Fest "Faction-2k13" at NIET.
- Won 2nd prize in the "Robo War" Competition of Tech Fest "Faction-2k13" at NIET.



- · Project Management
- Process Optimization
- Quality Control
- Stakeholder Engagementand Management
- · Data Analysis and interpretation

Qualifications

· Bachelor's in Chemistry

Industry

Manufacturing

Previous Employers

• The Ramco CementsLimited

Industry Expertise

- BIS Documentation
- Physical and Chemical Laboratory Testing
- · Process Engineering
- Plant Safety and Regulatory Compliance
- Lean Operations and Continuous Improvement
- · Total Quality Management
- Supply chain Management & Raw Material Handling

Function/Domain

- Quality Control and Management
- MIS & ERP
- Process Analysis and Implementation

Areas of Interest

- Strategy and Supply Chain Consulting
- Management Consulting
- Operations and General Management

BISHAL RAM

Work Experience: 5 years 5 months



Results-oriented consultant with 5+ years of experience in analyzing business needs and delivering data-informed solutions. Skilled in communication, analytical thinking, and problem-solving, with expertise in Excel, SQL, Python, and data visualization tools. Provenability to identify trends, streamline operations, and provide actionable recommendations to drive growth and innovation.

Roles & Responsibilities

Data Analysis and Interpretation

- Developing interpretation based on quality statistical analysis & predictive data values to improve product quality.
- Developing interpretation based on quality statistical analysis & predictive data values to improve product quality.
- Contributing to the increase in equipment efficiency by 35% by using analytics.
- Exercising quantitative analysis & visualization to present data on user interaction with the product which increased the revenue by 25%.

Quality Control and Process Optimization

- Organizing huge data sets effectively via advanced SQL querying and systematizing the process for smooth mill operation.
- Performing data analysis and creating dashboards to show the energy efficiency of equipment and energy savings.
- Playing a pivotal role in preparing dashboards and generating high revenues by improving the product quality by altering the raw matrix.
- Evaluating and formulating enhancement strategies to boost KPIs across allequipment matrix.

Report Generation & Troubleshooting

- · Creating weekly reports and updating the resources with new data.
- Training the recruits in data handling and coaching them to manage the inventory.
- Resolving issues pertaining to dashboards and reporting database environmentand overseeing the quality assurance of the data.

Additional Responsibilities

- Played a key role in obtaining all necessary clearances (BIS, PCB, MoEFCC) forsetting up a new plant and single-handedly established a chemical and physical laboratory.
- Collaborated with mechanical teams to optimize production processes, setupmills, and streamline operations from start-up to execution.
- Managed procurement of process spare parts and raw materials, including supplier negotiations and rigorous quality checks to maintain production standards.

Achievements

- Independently established and operationalized a fully functional Physical and Chemical Laboratory from scratch, ensuring high-quality process monitoring and compliance.
- Successfully implemented ISO 14001, 45001 and 50001 with zero non-conformities, strengthening enterprise-wide quality and information security compliance.
- Produced and distributed sanitizers to nearby villages using in-house lab facilities.
- Certified Internal Auditor of ISO 14001, 45001 and 50001.

Extra-Curricular Activities

- Part of the ABC Scheme of CMC for the welfare of street dogs in the entire city.
- Headed 2 and a part of organizing committee for 3 international conferences.



Core Skills

- · Problem solving
- Project Management
- Automation
- Framework
- Testing Tools
- development
- · Ability to Analyse
- Attention to detail
- Leadership
- Team Management
- Collaboration
- Pattern recognition
- Linkages

Qualifications

B.Tech NIT Rourkela

Industry

- Information Technology
- Telecommunications
- Enterprise Software

Previous Employers

- ORACLE
- ERICSSON

Industry Expertise

- Enterprise Databases
- · Tools developer
- · Agile Product Delivery

Function/Domain

- Product Development
- Consulting
- Release Management

Areas of Interest

- · Product manager
- Project manager
- · Management/Strategic Consulting

CHANCHAL CHANDRA

Work Experience: 9 years 8 months



Seasoned software professional with 9+ years of experience leading Oracle DB upgrade projects, automation frameworks, and data-driven decision-making. Proven track record in managing cross-functional teams and delivering high-impact, scalable solutions across enterprise systems.

Roles & Responsibilities

Project Ownership

- Owned the Oracle Database core project "RAC Rolling Upgrade," driving strategic decisions and end to end execution.
- Directed Oracle Database upgrade cycles, managing all phases from planning and coordination to final release sign-off, ensuring seamless delivery and high-quality outcomes
- Engineered critical tools (DB PATCH testing tool, drift data analysis framework) adopted in Oracle 21c and 23c, enabling proactive bug detection and high-quality patch releases.
- Collaborated with DevOps, QA, and DBA teams to ensure enterprise-grade release
- Managed project teams ensuring delivery aligned with business goals.
- Spearheaded performance optimization and system integration testing in telecom environments.

Project Management

- End-to-end delivery of Oracle DB patch testing and validation projects.
- Reduced cycle time by 40% through automation pipelines.
- Managed and optimized the RAC rolling test framework, safeguarding Autonomous Data Cloud stability during frequent patch cycles.

Strategy & Business Development

- Drove risk assessments and stakeholder reporting during product upgrade cycle
- Enhanced upgrade reliability through continuous improvement and feedback loop

Operations

- · Integrated custom testing solutions for telecom and database systems.
- Improved system stability and traceability during complex upgrade processes.

• Team Management & Leadership

- Led engineering teams for Oracle and Ericsson across Upgrade and Integration projects.
- Facilitated Agile practices ensuring rapid, quality-focused deliveries.
- Mentored junior engineers in scripting and testing protocols.

Achievements

- Introduced automation saving 40% of validation cycle time.
- Successfully handled critical Oracle patch releases with zero regressions.
- Delivered multiple high-visibility upgrades with cross-functional coordination.

Extra-Curricular Activities

- Former General Secretary of hostel, organized multiple events.
- Contributed in an NGO in Odisha, focused on education.
- Yoga and meditation practitioner, interested in cultural learning.
- Travelling



- · Project Management
- Design & Value Engineering
- Document Life Cycle Management & Contracting
- · Process Optimization
- Data Modelling & Visualisation
- Wrench, MS Office suit, PowerBI
- Critical thinking
- Conflict Resolution
- Stakeholder Management & Collaboration

Qualifications

• B.Tech, Mechanical Engineering, 2016

Industry

- Manufacturing Steel
- Production & Packaging Electronics

Previous Employers

- TATA Steel Limited, Jamshedpur (2019-25)
- LAVA International Limited, Noida(2016-17)

Industry Expertise

- Design & Process Engineering
- Problem Analysis
- Digital Innovation
- Supplier Quality Assurance
- Process Workflow Automation
- Corporate Communications
- Documentation & Control
- · Learning Development

Function/Domain

- Engineering & Projects
- Supplier Quality Assurance

Areas of Interest

- Strategy/ Management/ Sustainability Consulting
- Innovation/ Digital Transformation Leadership
- Project & Change Management
- General Management

DAMINI PRAKASH SINGH

Work Experience: 6 years 10 months



Value-driven professional with ~7 years in engineering execution, vendor management, cross-functional collaboration, digital integration, and supplier quality assurance. Adept in analytical thinking, process improvement, and bridging engineering excellence with sustainable business outcomes.

Roles & Responsibilities

Engineering Execution & Project Delivery

- Led end-to-end engineering planning and control for ₹3,000+ Cr growth projects at Tata Steel, including Tinplate Expansion (0.3 MTPA), Caster, Pellet Plant, and Hlsarna Storage.
- Negotiated and finalized 6 high-value tech packages across 20+ stakeholder interfaces, accelerating offer closure timelines by 25%.
- Coordinated 100+ engineering deliverables with Tata Technologies, embedding digital workflows across the project lifecycle and reducing approval lags by 30%.
- Orchestrated cross-functional collaboration via monthly reviews, layout simulations, and 3D model integration—cutting design-cycle inconsistencies by 50%.
- Implemented front-end loading protocols that slashed rework volume by 50% and improved first-time-right execution.
- Enhanced vendor and business unit performance by 30% through milestone-based governance and real-time tracking dashboards.

Value Engineering , Strategic Cost Optimization, Consulting

- Delivered ₹24.39 Cr lifecycle savings through Value Methodology, lean transformation, and sustainable design for HRPGL layout.
- Achieved 15% Capex/Opex savings for Tinplate Expansion via embedded cost strategies in technical evaluation.
- Executed 3 TQM Small Improvement Projects with measurable gains in process efficiency.
- Delivered operational consulting for Greenmood India (IESEG, France).

Engineering Automation & Digital Integration

- Deployed Wrench platform for engineering lifecycle and document control—cut approval timelines by 30%, improved traceability.
- Led virtual construction and 3D modeling across 4 key assets—enhanced spatial planning accuracy by 40%.

Quality Systems & Operational Governance

- Strengthened risk and quality compliance at Lava International.
- Coordinated 10+ audits, IQC, and reliability testing—boosted defect traceability by 35%.
- Conducted OHSAS 18001 internal audits; enabled compliance-ready culture.
- Developed 15+ SOPs, checklists, and protocols—achieved 95% process adherence.

Achievements

- Excellent & 4-Star Rating in Tata Steel's 360° Feedback (FY 2023-24).
- Value Methodology Associate (VMA), Muthiya Kashi Award, INVEST (2024).
- Technical Papers: IEEE (Virtual Lifts); In-house EPC Publication (2022-2024)
- Tata Steel Training: Strategy Planning, Lifecycle Assessment, Decarbonization (2024).
- Certified Internal Auditor for OHSAS 18001:2016; STAR Award, Lava (2016).
- Ongoing: 6 Sigma, PMP, Supply Chain Management.

Extra-Curricular Activities

- · Yoga Teacher & CSR Volunteer (Pro-Engage, Tata Steel).
- · MOC for professional events, sports captain (football/cricket), magazine contributor.



Core Skills

- · Credit Analysis
- · Financial Statement Analysis
- · Credit Risk Scoring Model
- Credit Underwriting
- Delinguency Management
- Capital Markets
- · Sales and Account Opening
- Customer Relationship Management
- Business Valuation
- Financial Modelling

Qualifications

· B.E in Mechanical Engineering

Industry

Financial Services

Previous Employers

- Tata Motors FinanceLimited
- Zerodha

Industry Expertise

- Lending
- Credit Underwriting
- · Credit Risk Management

Function/Domain

- · Credit Analysis and Underwriting
- · Sales and Account Opening

Areas of Interest

- · Strategy/Management Consulting
- · Investment Banking
- Product Management

DEBAJIT DAS

Work Experience: 5 years 2 months



Finance professional with 5+ years of experience in credit underwriting, financial analysis, and risk management. Led credit operations across Northeast India, ensuring high-qualityloan decisions and business growth. Hands-on experience with credit analysis, credit underwriting, venture capital, customer experience, and intercultural management.

Roles & Responsibilities

Credit Manager

- Ensure efficient credit processing, risk mitigation, and compliance while supporting business growth.
- Oversaw credit operations for the designated zone, ensuring compliance with internal policies.
- Analysed strategic customer's credit applications and financial statements to check their credit worthiness.
- Prepared risk assessment models to evaluate and mitigate credit risk.
- Implemented credit control measures to minimize delinquency and improve collections.
- Conducted regular audits and reviews to ensure compliance with regulations.
- Reported credit performance and market trends to senior management.
- Collaborated with cross-functional teams to streamline credit workflows and improveefficiency.

Delinquency & Portfolio Management

- Developed strategies to manage and reduce delinquency rates.
- Designed and executed credit control strategies to reduce delinquency rates.
- Implemented processes to enhance collection efficiency across the zone.
- · Monitored aging reports and flagged high-risk accounts for immediate follow-up.
- Partnered with local collection teams to ensure timely recoveries and NPA containment.

Sales & Account Opening

- Align credit decisions and onboarding processes with business growth targets.
- Evaluated customer needs and tailored credit terms accordingly.
- Supported dealerships with strategic insights into customer financing.
- Enabled smoother customer onboarding through efficient processing (Zerodha).
- Analysed customer needs and recommended products that fit their profiles (Zerodha).
 Assisted in validation of income and banking statements as part of regulatory
- onboarding(Zerodha).Accelerated sales closures through faster credit approvals.
- Improved customer onboarding experience and sales conversion.
- Enhanced dealer and client satisfaction.

Customer Relationship Management

- Build and maintain strong client relationships to support long-term engagement.
- Validated customer financials as per compliance requirements (Zerodha).
- Maintained quality service by enforcing standards and responding to client queries (Zerodha).
- Ensured personalized support by analysing customer profiles and providing suitable recommendations (Zerodha).
- Improved client understanding of financial products and processes.
- Strengthened customer engagement and retention.

Achievements

- Outstanding Performer Awards at Tata Motors Finance Limited
- KPI Achiever Award at Tata Motors Finance Limited

Extra-Curricular Activities

- Sports
- Travelling
- Workout



- · Strategic Business Planning
- · Continuous Process Improvement
- ProjectExecution & Management
- Operations
- Manpower Management
- Leadership

Qualifications

 B. Tech. MechanicalEngineering, VIT University

Industry

- Manufacturing
- Information Technology

Previous Employers

- Scolarian Bicycles Private Limited
- Accenture Services Private Limited

Industry Expertise

- Manufacturing
- IT

Function/Domain

- Operations
- Planning & Control
- Quality Management
- Plant Growth
- Analyst

Areas of Interest

- Operations
- Strategy
- Consulting
- General Management
- Project Management
- Product Management

DEEPAK PRAJAPATI

Work Experience: 10 years 7 months



Results-driven professional with 10+ years' experience in manufacturing operations and IT analysis. Strong technical, analytical, and leadership skills, with expertise in business growth, change management, and operational excellence. Successfully led a manufacturing startup, gaining valuable experience in overcoming business challenges and steering the company toward sustainable growth

Roles & Responsibilities

Operations Management

- Led Value Engineering and de-bottlenecking projects to reduce costs and improve operational efficiency.
- Developed process designs (FMEA, Control Plans, Layouts, PFDs) for new and existing lines.
- Planned and commissioned equipment; evaluated CAPEX and optimized capacity utilization.
- Set up assembly lines end-to-end, including RFQs, vendor finalization, and facility planning.
- Resolved quality issues through root cause analysis and design improvements (SolidWorks).
- Implemented lean tools (Kaizen, Poka Yoke, 5S) and Value Engineering for cost and quality gains.
- Developed an inventory management system for efficient tracking and management of all raw materials and product components.
- Oversaw the entire assembly process, packaging, and timely delivery of the product.
- Handled vendor management and ensured the procurement of all components needed for product manufacturing, while coordinating timely orders for machining critical parts

Project Management

- Managing asset lifecycle involving asset capitalization, periodic verification & asset disposal in manufacturing area.
- Supported NPI by ensuring timely facility readiness and process validation.
- Developing & releasing Process Design for existing/new processes (involving development of FMEA, Control Plan, Layout Preparation, PFD, so on).

Analyst

- Worked with stakeholders across the organization to gather requirements for new systems andreports & ran database queries to find out specific dataset.
- Participated in system testing, data validation, and troubleshooting to ensure quality andaccuracy of deliverables.

Achievements

- · Led a manufacturing startup from inception to a successful business entity.
- Awarded for Process Improvement at Scolarian Bicycles in 2021.
- Head of Inventory Management
- Senior team member in R&D, designing and prototyping division.
- Successfully improved operational efficiency and process performance.
- Managed different teams, increased their overall productivity and skills without compromisingon safety and workload pressure. Reduced the overall expenses by 20%.
- Lean Manufacturing and Kanban System (2022).
- Extra-Curricular Activities
- · Office bearer Cultural Committee of IIM Shillong.
- Stage Manager, Coimbatore Arts and Theatre Society.
- · Organizing Committee Member, Enduro Student India (3 consecutive years).
- Acted in short films and dramas in college as part of VIT's Dramatics Club.
- Manufacturing Head of college's first off-road vehicle team in VIT.



Core Skills

- · Quality & Compliance Management
- · Process Optimisation
- Stakeholder Engagement
- · Project Management
- · Risk Assessment & Mitigation

Qualifications

• B.Tech - Biotechnology

Industry

- HealthTech
- Consulting (Operations, Quality, Supply Chain)

Previous Employers

Zifo - the scientific informatics services company

Industry Expertise

- Pharmaceuticals & Life Sciences
- Clinical Research & Healthcare Services
- Technology-Enabled Services (Regulated Domains)
- Operational Excellence
- Consulting & Advisory (Internal / Client-Facing)

Function/Domain

- Quality Management & Compliance
- Operations Management
- Strategy Execution
- Change Management

Areas of Interest

- Strategic Consulting
- Digital Transformation
- Customer Relationship Management

GARBITA MITRA

Work Experience: 5 years 6 months



Strategic operations and quality specialist with 5+ years of experience in supply chainoptimization, regulatory compliance, and risk management. Proven track record inleading ISO implementations, streamlining procurement processes, and delivering auditexcellence across life sciences and tech-enabled services. Passionate about solving complex business problems through data-driven insights and cross-functional collaboration.

Roles & Responsibilities

Operational Excellence

- Led supply chain compliance and quality audits across internal operations and external vendors to ensure adherence to ISO and regulatory standards.
- Designed and implemented quality management systems, including ISO 27001:2022 and ISO9001:2015, resulting in zero non-conformities.
- Created and delivered training programs for 100+ stakeholders on audit readiness, compliance protocols, and quality frameworks.
- Conducted vendor performance evaluations and inspections, enhancing vendor accountability and quality compliance.
- Handled customer complaints and issue resolution, reducing escalations by 50% through proactive process intervention.

Supply Chain & Vendor Management

- Developed and executed supply chain optimization strategies to reduce costs while maintaining customer satisfaction.
- Streamlined procurement and warehouse processes in collaboration with crossfunctionalteams, boosting operational efficiency.
- Monitored key procurement and logistics KPIs to drive data-informed decisions and continuous performance improvement.

Risk Management and Governance

- Managed risk assessments to identify and mitigate information security, quality and supply chain vulnerabilities, improving operational resilience.
- Established governance mechanisms for quality assurance across business units, ensuring consistent monitoring and escalations.

• Cross-Functional Leadership & Stakeholder Engagement

- Collaborated with cross-functional teams across procurement, logistics, compliance, and quality to drive business outcomes.
- Influenced operational teams through training, governance, and audit insights to foster aculture of continuous improvement.
- Demonstrated leadership in coordinating multi-stakeholder efforts and implementing change in regulated environments.

Achievements

- Successfully implemented ISO 27001:2022 and re-certified ISO 9001:2015 with zero nonconformities, strengthening enterprise-wide quality and information security compliance.
- Led and executed over 20+ internal and vendor audits, driving process improvements and raising overall audit preparedness across supply chain functions.
- Designed and delivered training programs on audit and compliance to over 100+ stakeholders, improving organizational readiness and regulatory awareness.
- Managed complaint handling workflows, resulting in a 50% reduction in customer escalations through proactive root cause resolution and process alignment.

Extra-Curricular Activities

- Part of the CSR work group, designed the yearly CSR Report.
- · Volunteered for NGOs such as Rangde.org and Muskurahat Foundation.
- · Bharatnatyam dancer



- · Agile QA Delivery
- Functional Testing
- Requirement Analysis
- Cross-Border Payments (SWIFT, SEPA, Target2)
- ISO 20022 Implementation
- · Stakeholder Communication
- Team Leadership
- Conflict Resolution

Qualifications

 B.Tech – Computer Science & Engineering – AKGEC, UPTU | 2014–2018

Industry

- Information Technology (IT Services)
- Banking & Financial Technology Implementations

Previous Employers

Tata Consultancy Services

Industry Expertise

- International Payments (SWIFT, SEPA, Target2)
- ISO 20022 Implementation
- QA for Banking & Financial Software
- Agile Delivery in BFSI Projects

Function/Domain

- Quality Assurance
- Agile Delivery
- Client-Facing Testing Coordination

Areas of Interest

- FinTech Consulting
- Agile Program Delivery
- IT Strategy & Consulting

GAURAV RAGHUVANSHI

Work Experience: 5 years 3 months



IT professional with 5+ years of experience in the BFSI domain, working across multiregion payment systems and client-focused Agile deliveries. I've been closely involved in sprint testing, defect management, and cross-team coordination. I value process over just results and believe in inclusive collaboration where every team member's strength matter. Looking forward to a role that lets me take that experience forward into more business and managerial ownership.

Roles & Responsibilities

Role

- Led QA delivery across Agile teams for the TCS BaNCS platform used by Société Générale
- Coordinated global testing efforts across Europe and Asia, ensuring high-quality and timely releases.
- Conducted requirement analysis, sprint planning inputs, and QA execution for modules deployed in Poland, Singapore, and Hong Kong.

Agile Delivery & QA Leadership

- Delivered key banking modules within Agile sprints, ensuring minimal defect rates.
- Drove end-to-end QA planning and execution for multi-region implementations.
- Oversaw backlog analysis and managed test coverage across all releases.
- Enabled early Go-Live of MX payments, a global-first milestone within TCS.

Client Coordination & Functional Analysis

- Conducted requirement walkthroughs and impact assessments with client teams.
- Facilitated functional gap analysis for implementations in Europe and Asia.
- · Acted as the primary QA liaison for business units during UAT and regression phases.

Team Management & Leadership

- Managed daily stand-ups, task tracking, and conflict resolution within QA teams.
- Mentored junior analysts and ensured consistent knowledge sharing.
- Handled coordination between developers, BAs, and testing stakeholders across time zones

Banking Compliance & Payment Systems

- Implemented and validated banking compliance standards including SWIFT, Target2, and SEPA.
- Led QA support for ISO 20022 implementation, ensuring message standardization.
- Tested payment flows and settlements for domestic and cross-border systems.

Achievements

- Delivered first successful Go-Live of MX payments across TCS globally.
- Received TCS Service Milestone Awards (3 & 5 years).
- · Recognized for CSR participation and internal team engagement.
- · Consistently achieved low defect leakage across all major deliveries.

Extra-Curricular Activities

- · Alumni Relations Committee IIM Shillong
- NCC 'A' Certificate Holder
- Badminton (College-level)
- Head, Cultural Dance Committee 2017-18
- Core Team, Annual Cultural Fest 2017
- Member, Computer Society of India (CSI) 2015–18



Core Skills

- · Retail Analytics
- Demand Forecasting
- OTB Planning
- · Inventory Management
- Allocation Planning
- · Review reports
- · Category Management

Qualifications

- M.Sc. Operations Research University of Delhi, 2017
- B.Sc. Mathematical Sciences University of Delhi, 2015

Industry

Retail

Previous Employers

- · Vishal Mega Mart
- V2 Retail
- R Bazaar

Industry Expertise

- Retail
- Apparels
- · General Merchandise

Function/Domain

- · Retail Planning
- Demand Analytics
- Supply Chain Management
- Store Operations
- · Merchandising Strategy

Areas of Interest

- Playing Basketball
- Table Tennis Case Study

GAURAV KUMAR VERMA

Work Experience: 7 years 4 months



Retail strategy and analytics specialist with 7+ years' experience in multi-format retail chains, focused on demand forecasting, inventory optimization, and supply chain analytics. Skilled in translating data insights into actionable business strategies that enhance inventory efficiency, reduce costs, and drive profitability

Roles & Responsibilities

Sales Forecasting & Inventory Analytics

- Vishal Mega Mart had inconsistent sell-through across its 500+ stores, leading to stockouts in high-performing regions and excess inventory in others. Forecast regional demand and optimize allocation planning to balance inventory across zones.
- Led the development of weekly sales forecasting models using Excel and ERP data; integrated past sales, trends, and regional behavior.
- Improved forecast accuracy by 24% and enhanced regional sell-through by 18%, reducing overstock and stockouts.

Supply Chain & OTB Planning

- Frequent overbuying due to poor coordination between sales forecasts and purchase planning.
- Establish OTB planning discipline and align procurement with actual sales cycles.
- Designed OTB dashboards, implemented rolling purchase planning models, and automated reorder triggers via ERP (Ginesys).
- Reduced aged inventory by 22%, improved working capital usage, and ensured better vendor negotiation leverage.

Retail Operations & Merchandising Strategy

- New store launches lacked proper allocation and merchandising readiness, impacting initial weeks' sales.
- Create a playbook for allocation planning, zoning, and product display for new stores.
- Formulated zoning maps, prepared pre-launch inventory kits by store format, and trained in-store teams for smooth execution.
- Reduced stockout incidents during store opening by 30%, improving average Day 1 sales performance by 20%.

ERP Implementation & Hierarchy Structuring

- R Bazaar's operations were manual and unstructured, causing frequent delays in purchasing and stock tracking.
- Digitize planning operations by implementing ERP with clear product hierarchies and SOPs
- Spearheaded Ginesys ERP rollout; developed hierarchies, catalog management rules, and PO lifecycle protocols.
- Increased stock traceability, shortened PO-to-delivery cycle by 40%, and enabled datadriven replenishment.

Achievements

- Revamped demand planning models leading to higher forecast accuracy.
- Enabled reduction in aged stock by aligning purchase cycles with demand.
- Standardized new store setup process to minimize launch-week disruptions and improve launch sales by 20%.

Extra-Curricular Activities

- Leadership: President Optizone Society, DDUC | Cultural Secretary D.S. Kothari Hostel.
- Awards: International Mathematics Olympiad International Rank 52.
- Sports: Passionate about Basketball and Table Tennis (TT) represented college in interdepartmental tournaments.
- Hobbies: Following retail tech trends, supply chain case studies, and data visualization.



- · Storytelling & Creative Thinking.
- Design & Innovation.
- Leadership & Collaboration.
- Market & Trend research.
- GTM Strategy...
- · Brand building & growth.
- Marketing & Communication.
- · Financial analysis.

Qualifications

 Bachelor of Design – National Institute of Fashion Technology (2012-16)

Industry

- · Apparel Fashion
- Manufacturing

Previous Employers

- · Aditya Birla Fashion & Retail
- · Raymond Apparel Ltd.
- · Shivalik Prints Ltd.

Industry Expertise

- Product Development
- Stakeholder Management
- Trend Insights
- Merchandise Planning
- · Category Management
- Market and Customer Research

Function/Domain

· Design & Product Development

Areas of Interest

- Strategy
- · Management Consulting
- · Category Management
- Product Management
- Marketing

GAUTAM RAMAN

Work Experience: 7 years 9 months



Result driven design professional having 7+ years of diverse work experience across research, design, storytelling, product development, go-to-market strategy, consumer insights, marketing and branding. Proven track record of collaborating & leading crossfunctional teams, delivering impactful projects that have strengthen brand identity and driven growth. Adept at stakeholder management and aligning creative strategies with business goals.

Roles & Responsibilities

Storytelling, GTM & Brand building

- Developed and implemented storytelling model in the brand, which resulted in more structured and focused approach towards brand building.
- Spearheaded the creation of a new sub-brand, "The Gentlemen's League," leveraging strategic storytelling—resulting in ₹19 Cr NSV within 18 months and scaling to ₹65 Cr in 3 years.
- Conceptualized go-to-market strategy and contributed in end-to-end execution of marketing campaign and shoots, including concept and product development.
- Led a portfolio of ₹135 Cr, driving YoY growth.

Design & Product development

- Responsible for conceptualizing and developing seasonal product range by integrating trend analysis and market research insights. Developed 250+ options each season.
- Worked cross-functionally with sourcing & planning to standardize fabrics and factories, resulting in 2x sales and 8x customer satisfaction index.
- Managed product innovation, product benchmarking & risk analysis to ensure the implementation of best practices for better product quality.
- Improved Outerwear category design direction, fabrics & vendors, which resulted in 54% improvement in primary sales.

Stakeholder Management & Negotiations

- Managed 25+ projects in design and product development for key business partners including, aligning with consumer preferences and brand positioning.
- Enhanced project efficiency through effective cross functional collaboration, resulting 20% reduction in turnaround time.
- Collaborated with internal Buying team for seasonal demand and planning, delivering 250+ new product options each season.
- Contributed to raw material cost negotiations with national and international factories and vendors, enhancing product cost efficiency.

Research and Market Strategy

- Conducted 30+ market & trend research and 10+ consumer surveys, translating outcomes into actionable deliverables to deliver seasonal demands.
- Created multiple product innovations leveraging trend and competition analysis, resulting in incremental revenue growth.
- Delivered various store activities, such as store launch, season launch, consumer connect, store staff training across India.
- Collaborated and contributed to merchandise planning for stores.

Achievements

- Emerging Leader Award, 2024 ABFRL for creating a new sub-brand and leading all of its operations and functions - design, product development, marketing and campaign shoot.
- Best Brand (Colorplus), 2018, Raymond Apparel Ltd. for 54% primary sales growth in outerwear category.
- Gold Medalist, 2016, National Institute of Fashion Technology Best Academic Performance
- Best Design Collection, 2016, NIFT, for innovative menswear collection.

Extra-Curricular Activities

- · Passionate Table Tennis Player.
- · Photography enthusiast Storytelling through visuals.



Core Skills

- Branch Banking
- Credit Monitoring
- Finacle
- Recovery
- Compliance
- Digital BankingCustomer Service
- Data Analytics
- Leadership
- Risk Management

Qualifications

- Bachelor of Commerce
- Advanced Certification in Business Analytics

Industry

- Banking
- Financial Services
- Retail Lending
- SME Finance
- Digital Finance
- Compliance
- Public Sector Banking
- FinTech
- Operations

Previous Employers

• Canara Bank (e-Syndicate Bank)

Industry Expertise

• Banking & Financial Services

Function/Domain

- Branch Operations
- · Credit Monitoring
- Risk Management
- Retail Lending
- Recovery & Compliance
- Digital Banking
- Financial Strategy

Areas of Interest

- Business Intelligence & Analytics
- Digital Business and Transformation Strategies
- Strategic Management

HARSHAD TIWARI

Work Experience: 6 years 2 months



Dynamic and performance-driven Banking Professional with over 6 years of experience in Branch Banking Operations, Credit Monitoring, and Financial Services. Adept in managing Special Monitoring Assets & Recovery, and implementing Core Banking Solutions (Finacle). Demonstrated ability in driving Operational Efficiency, ensuring Regulatory Compliance, and promoting Financial Inclusion in both urban and semi-urban branches.

Roles & Responsibilities

Banking and Financial Services (BFSI)

- Managed retail and SME credit portfolios, including underwriting, monitoring, and recovery of SMA/NPA accounts.
- Ensured full compliance with RBI norms, KYC/AML guidelines, and internal audit
- Executed frontline banking operations across CASA, loans, and government schemes in high-footfall branches.
- Supported digital banking adoption (Finacle CBS, UPI, mobile banking) and cross-selling of third-party products like insurance and mutual funds.

Strategy & Business Development

- Designed recovery follow-up strategies leading to 30% reduction in NPAs across assigned branches.
- Identified underserved customer segments and led targeted outreach to onboard them under PMJDY and other schemes.
- Contributed to digital transformation by advocating process automation and appbased servicing models.
- Participated in strategic reviews and sales planning meetings to enhance regional performance metrics.

Operations

- Handled end-to-end daily branch operations including account servicing, cash management, and teller functions.
- Coordinated with regional office for smooth functioning of 25+ branches under credit
- Digitized and streamlined loan processing and documentation to reduce turnaround time by 20%.

Team Management & Leadership

- Led multi-functional teams in high-traffic branches to ensure seamless customer service and compliance.
- Trained junior staff and new joiners on CBS, loan processing, and regulatory procedures.
- Trained junior staff and new joiners on CBS, loan processing, and regulatory procedures.

Achievements

- Reduced SMA/NPA accounts by 30% across 25+ branches.
- Achieved 100% audit compliance in multiple branches.
- Increased CASA base by 15–20% monthly in semi-urban markets.
- Successfully managed operations in high-footfall urban and semi-urban branches.
- Spearheaded credit review automation, reducing manual effort by 25%.
 Consistently exceeded recovery and compliance targets.

Extra-Curricular Activities

- Office Bearer, Niveshak Finance Club, IIM Shillong: Coordinating finance events, workshops, and industry speaker sessions to promote peer learning and financial literacy.
- Certified Yoga Instructor (Ministry of AYUSH): Actively promotes wellness; coordinated, instructed, and participated in International Yoga Day celebrations at IIM Shillong.



- CRM
- Social Listening & Sentiment Analysis
- · Problem Solving & Crisis Management
- Strategic Thinking
- · Marketing &Business Analytics
- · Microsoft Office
- · Executing & Tracking Digital Campaigns

Qualifications

• B.Com – Tolani college of Commerce

Industry

- Marketing & Advertising
- OSR
- · Art & Culture Industry

Previous Employers

- Blink Digital
- Canvas Creations

Industry Expertise

- Business Development
- · CRM tools & Social Listening
- Marketing & Business Analytics
- Microsoft Office
- · Executing & Tracking Digital Campaigns

Function/Domain

- CRM
- Digital Marketing
- · Business Analytics
- · Brand Strategy & Positioning
- Business Development
- Marketing Analytics

Areas of Interest

- Strategic Planning
- · Marketing Analyst
- Brand Building & Strategy
- Sales & Marketing Strategy
- Marketing Intelligence

KOMAL JAIN

Work Experience: 5 years 4 months



Business professional with 5+ years of experience in Business Development, Strategic Planning, Customer Experience Management, Digital Media, Brand Positioning, and marketing Analytics. Brings a practical approach in driving results across digital and customer focused functions.

Roles & Responsibilities

Brand & Campaign Management

- Conceptualized & designed a digital platform, devised positioning and communication strategy for social media handle.
- · Worked on campaign analysis and optimization, highlighting the core objectives of the
- Managed end-to-end digital strategy, execution & ideation across channels catering to different verticals.

Client Relationship & Stakeholder Management

- · Worked on implementing strategies for building a positive reputation for brands on social media forums.
- · Directly worked with brands to address real-time interventions to reduce Escalation Resolution TAT.
- Provided timely crisis reports, identified trends & collectively worked on strategic
- Escalated crucial insights from social media responses and suggested resolutions to

Marketing Analytics & Consumer Insights

- Reached out to 10,00,000+ target audience leading to 48,000+ traffic, ensuring a conversion rate of 3%.
- Procured 3,000+ organic followers on social media handles, leading to 50,000+ post engagements.

Customer Experience & Customer Relationship Management (CRM)

- · Executed and managed ORM operations for 4 major clients like KFC, Milton, ZEE 5, Goa Tourism & Jio.
- Escalated 2000+ client queries within a day for brands, worked on software's like OneDirect, Konnect Insights & Simplfy360.

Achievements

- Data Analytics by the University of Virginia 95% score.
- · Market Research and Consumer Behaviour.
- Fundamentals of Digital Marketing course by Google Digital Garage.
- · Winner of SAMVAD National Business Article Writing (2020) Competition organised by We-School School.
- · Scored 99.98%ile in M.A.T Exam.
- Secured Rank 1 out of 600+ students during 2nd year of degree college.

Extra-Curricular Activities

- Baking
- Cooking
- Writing
- · Playing Badmintion
- Binge Watching



Core Skills

- · Project Planning & Execution
- Stakeholders Management
- · Strategic Thinking
- Problem Solving
- Risk Assessment & Mitigation Process Optimization
- Change Management
- Data-driven Decision Making
- Data Analysis using Python
- · Six Sigma
- · Data Modeling and Visualization

Qualifications

· B.E in Electrical, Electronics and Power Engineering

Industry

· Energy and Utilities

Previous Employers

- The Tata Power Company Ltd.
- TPCODL Odisha
- REC PDCL

Industry Expertise

- Utilities (Electricity Distribution & Transmission)
- Infrastructure & Public Sector Projects
- Renewable Energy (basic exposure)
- Electrical Equipment & EPC

Function/Domain

- · Project Management
- · Operations Management
- · Supply Chain & Vendor Coordination
- Team Leadership & People Management
- Process Improvement & Optimization

Areas of Interest

- Strategy / Management Consulting
- · Project Management
- · Product Management

MAHESH SAMBHAJI CHINCHANE

Work Experience: 8 years 6 months



Project Management professional with 8.5+ years of experience. Specializing in Power Distribution, Enforcement Operations, and stakeholder collaboration. Skilled in project execution, MIS reporting, dispute resolution, and team leadership. Strong communicator with a hands-on approach to problem-solving and optimization. Aiming for impactful roles in Strategy Consulting, Project Management and Product Management.

Roles & Responsibilities

Project Management

- Developed detailed project implementation plans including resource allocation, timelines, and budgets.
- Led end-to-end execution of power distribution projects under schemes like DDUGJY, RAPDRP, IPDS, and Smart Metering initiatives, improving electrification across urban and
- · Achieved 20% reduction in project delays via optimized scheduling and resource planning. Managed Projects of substation and HT/LT networks, ensuring >99% system reliability.
- Implemented stakeholder coordination strategies with government bodies, contractors, and
- Managed vendor evaluation, selection, and performance monitoring for timely procurement and service delivery.

Operations

- Led revenue recovery operations in the Vigilance Department, achieving ₹4.5 Cr recovery in 2023 and a significant increase to ₹6 Cr in 2024 through improved consumer engagement, faster dispute resolution, and proactive follow-ups.
- Led end-to-end handling of Section 135 & 126 cases detection, assessment, hearings, and recovery — ensuring compliance and revenue realization.
- Participated in mass raids and vigilance drives, and led awareness sessions on theft
- · Ensured technical quality and safety standards were met as per government norms and utility regulations.
- · Handled operational and regulatory issues on-site, ensuring minimal delays and cost
- Liaised with village authorities and DISCOM officials to prepare and validate SLDs and DPRs.
- Conducted GIS-based consumer and asset mapping using GPS, ArcGIS, and Small world software.

Team Management & Leadership

- Coordinated vendor teams for material supply, Electrical work, and field implementation.
- Streamlined vendor and workforce operations to improve service turnaround time by 15%.
- · Conducted regular meetings, status updates, and presentations for leadership and external stakeholders.

Strategy & Business Development

- Optimized MIS systems for real-time tracking of disconnections, assessments, and recovery, aiding leadership with data-driven decisions.
- · Executed detailed meter data analysis, leading to the identification of suspected tampering cases.

Achievements

- Ethical Hero Award The Tata Power Com. Ltd. 2024.
- · Customer Delight Bronze Medal 2024.
- Excellent Performer Award TPCODL Projects 2023.
- Standard First Aid and Basic life support Certification training 2025.
- Project Management Certification Udemy 2020.
- Learning PLC Ladder logic Linkedin Learning 2020.
- AutoCAD Electrical Essential Training Linkedin Learning 2020.

Extra-Curricular Activities

- IIMS Office Bearer Hult Prize Organizing Committee



- Retail Banking
- BranchOperations
- CustomerExperience
- AML/KYCCompliance
- TeamLeadershipRisk Controls
- Process Improvement

Qualifications

- PGPEX (Pursuing) IIMShillong
- PGDBS AmityUniversity, Noida
- B.Tech Electronicsand Communication, Kurukshetra University

Industry

• Banking and Financial Services

Previous Employers

- Bank of Maharashtra(Manager Scale II)
- HDFC Bank (Manager)
- Yes Bank (DeputyManager)
- Axis Bank (AssistantManager)

Industry Expertise

- Retail Banking
- AML/KYC Compliance
- Financial Inclusion
- Rural & Urban Markets
- Customer Servicing

Function/Domain

- Retail Banking
- Operations
- Risk & Compliance
- Customer Engagement
- Business Development

Areas of Interest

- Consulting (BFSI Focus)
- Fintech Strategy
- Risk &Compliance Advisory
- Digital Transformation in Financial Services

MANISH MISHRA

Work Experience: 10 years 5 months



Result-driven banking professional with over a decade of experience spanning leading private and public sector banks. Demonstrates proven expertise in branch operations, regulatory compliance (AML/KYC), customer relationship management, and leading high-performing teams. Adept at optimizing operational workflows, driving financial product growth and ensuring audit-readiness across diverse geographies.

Roles & Responsibilities

Project Management

- Managed the rollout of updated compliance checklists for account opening across multiple branches during tenure at YES Bank.
- Coordinated staff roles and workflows during internal audit preparations toensure timely submission of required documents and responses. This proactive planning helped improve audit ratings.

Branch Management and Business Development

- Led the daily functioning of high-performing bank branches, including planning, resource allocation, and business strategy execution.
- Consistently achieved targets across CASA, third-party products, and loandisbursements through structured marketing efforts and customer-centric approaches.

Retail Banking Operations

- Led the daily functioning of high-performing bank branches, including planning, resource allocation, and business strategy execution.
- Consistently achieved targets across CASA, third-party products, and loan disbursements through structured marketing efforts and customer-centric approaches.

AML/KYC Compliance

- Strengthened due diligence and KYC processes, ensuring alignment with regulatory standards.
- Conducted internal reviews and maintained high audit performance across multiple audit cycles.

Operations

- Ensured regulatory compliance and 100% audit readiness.
- · Led the onboarding campaign of customers on the internet banking platform.
- Handled high-volume branch transactions and improved operational controls.
- Achieved a 2x increase in the adoption rate of the cardless cash withdrawalfeature through targeted customer education and awareness initiative.

Team Management & Leadership

- Supervised and mentored branch teams across four banks with diverse customer profiles.
- Conducted performance evaluations and provided coaching for junior staff.

Achievements

- Cleared IBPS Scale 2 Officer Exam (Top 0.2% among 2L+ applicants).
- Recognized at Yes Bank for outstanding branch operations and customer service delivery.
- Transitioned from private to public banking with managerial elevation.

Extra-Curricular Activities

- Office Bearer Student council at IIM Shillong.
- Volunteer at NGO Manav Mandir Gurukul, supporting underprivileged children'seducation and health.



Core Skills

- · Market Research & Sizing
- · Competitive Intelligence
- Secondary & Primary Research
- Go-To-Market Strategy
- Financial & Company Analysis
- · Strategic Planning & Execution
- · Executive-Level Presentation
- Communication

Qualifications

- MBA IIM Shillong
- BE RGPV

Industry

- Consulting
- IT
- Market Research
- Software & SaaS
- Oil & Gas
- · Automotive & Industrial Automation

Previous Employers

- Gartner
- Acuity Knowledge Partners
- · Global Market Insights
- Future Market Insights

Industry Expertise

- Strategy & Business Planning
- Management Consulting
- Product Strategy
- Business Analytics & Insights
- Business Operations

Function/Domain

- · Strategy Consulting
- Internal Strategy
- Due Diligence
- Competitive Analysis

Areas of Interest

- Strategy
- Management Consulting
- Marketing
- Operations

MAYANK KAITHWAS

Work Experience: 6 years 7 months



Strategy Consultant with 6+ years of experience in data-driven strategy, competitive intelligence, and market research. Successfully led cross-functional initiatives delivering insights that shaped strategic decisions for senior leadership. Skilled at uncovering growth opportunities and driving business transformation. Proven ability to influence outcomes through analytical rigor and stakeholder engagement.

Roles & Responsibilities

Strategy Consulting & Go-To-Market Initiatives

- Helped generate \$480K in year-one revenue by leading TAM analysis and contributing to the GTM strategy for a new business line, identifying lucrative revenue streams to support data-informed entry into a competitive market.
- Enabled seamless integration and cross-team alignment following Gartner's acquisition of UpCity, a \$5M business, by conducting due diligence and trend analysis, delivering insights that guided the post-acquisition strategy.
- Generated \$4M in partnership revenue by identifying and evaluating high-revenue companies with the Strategic Partnerships team, forming four strategic alliances that expanded Gartner's solution ecosystem.

Business Intelligence & Internal Reporting

- Informed strategic leadership decisions (CMO, GVPs) by delivering monthly analytical reports covering 9+ revenue channels, based on deep analysis of trends and segment growth opportunities.
- Enhanced executive visibility into business performance by preparing detailed monthly, quarterly, and annual reports for the CEO, as well as high-stakes presentations for the Board of Directors.
- Enabled data-backed decision-making across the organization by transforming raw datasets into executive-level insights using Power BI, Excel, and PowerPoint, illuminating key business drivers.

Competitive Intelligence & Market Research

- Equipped leadership with competitive insights by conducting research using SWOT, Porter's, PESTEL, and benchmarking tools across 10+ industry players, helping shape strategic positioning.
- Strengthened product strategies for 20+ businesses by synthesizing multi-source market data into concise, insight-driven recommendations.
- Supported expansion and M&A strategies by working directly with senior clients to develop data-backed recommendations that addressed growth, positioning, and acquisition goals.

Client & Project Management

- Delivered 20+ high-impact research projects across Energy, Automotive, and Oil & Gas sectors by translating complex client objectives into actionable deliverables through structured project scoping and planning.
- Improved research efficiency and output quality by leading and mentoring a team of 5+ analysts, ensuring timely delivery of accurate and insightful outputs aligned to client expectations.

Achievements

• Unsung Hero Award – Q2 2024, Gartner: Recognized for post-acquisition reporting and strategic insights that supported senior leadership during integration.

Extra-Curricular Activities

- Trekking: Completed a 5-day Har-Ki-Dun trek in Uttarakhand.
- Motorbiking: Rode the 12-day Srinagar–Leh–Manali route, showcasing endurance and planning
- Gaming: Fan of single-player, story-driven PlayStation games.



- · Test Automation(Groovy,Postman)
- CI/CD Integration (Jenkin, GitLab)
- Defect ManagementTools (JIRA, ALM)
- Agile & Scrum Methodologies
- API Testing & Web Services Validation

Qualifications

 BTech (Electronics and Communication) Dr. A.P. J. Abdul Kalam Technical University

Industry

· IT Services

Previous Employers

- · EXL Services PVT LTD.
- · Bakerhill solutions India PVT LTD
- NIIT Technologies
- NTT Data (Dell International Services India PVT LTD)

Industry Expertise

- Digital Insurance Platforms
- Insurance Core Systems
- API & Web Services TestingBusiness Analytics

Function/Domain

- · Life Insurance
- IT Service

Areas of Interest

- · Product Management
- IT Consulting

MILIND VIMAL Work Experience: 8 years 4 months



Results-driven QA professional with 8+ years of experience in manual and automation quality assurance. Skilled in Postman, JIRA, and Groovy, with a strong focus on Product Validation & Verification, defect management, and cross-functional collaboration.

Roles & Responsibilities

Automation Framework Design & Maintenance

- Designed modular, reusable frameworks using Groovy scripting for policy and claims applications.
- Maintained framework compatibility with CI/CD pipelines for seamless integration.
- Integrated frameworks with source control (Git) and CI tools for versioned and automated execution.

Test Case Automation

- Automated high-priority test cases covering policy issuance, endorsements, renewals, and claims.
- Ensured 90%+ regression coverage, reducing manual testing time by over 50%.
- Reduced manual testing effort by 60% through optimized script libraries.
- Utilized Groovy/Java to script and maintain robust test cases for complex scenarios.

Test Data Management

- Created synthetic test data for complex insurance products including riders and multilife policies.
- Validated data consistency across policy admin and claims systems (PAS, CMS).
- · Automated data seeding scripts to reduce test environment setup time.
- · Created synthetic test data for underwriting scenarios using automated scripts.

Collaboration with Cross-Functional Teams

- Participated in requirement walkthroughs with business analysts and underwriters.
- Aligned automation test plans with sprint goals in agile ceremonies (daily standups, retrospectives).
- Partnered with BAs and SMEs to convert business requirements into executable test scripts.
- · Worked with developers to perform early defect triage and root cause analysis.

Achievements

- Reduced Regression Time by 60% by automated 500+ test cases covering end-to-end life insurance workflows (underwriting, issuance, endorsements), reducing regression cycle time from 5 days to 2 days.
- Optimized Resource Utilization by designing and implemented shared automation libraries for multiple insurance projects, reducing testing man-hours and enabling parallel delivery streams.
- Completed the LOMA FLMI (Fellow, Life Management Institute) certification in 2015, demonstrating comprehensive knowledge of life insurance operations, risk management, and regulatory compliance.

Extra-Curricular Activities

- Actively participated in cricket, football, and table tennis at inter-college and corporate levels. Office bearer of Sports Committee in IIM Shillong 2025-26.
- · Play Keyboard as a hobbyist musician.
- Avid follower of international cinema and critically acclaimed series.



Core Skills

- Strategic Planning
- Go-To-Market (GTM) Strategy
- Team Leadership
- Project ManagementClient Acquisition
- Revenue Growth
- Python, Power BI & Tableau
- Digital Marketing
- Stakeholder Engagement
- B2B/B2C Sales

Qualifications

- MBA IIM Shillong (Pursuing, 2025)
- B.Tech -Electronics Engineering VIT Pune (2014–18)

Industry

- EdTech
- Strategy Consulting
- SaaS
- DigitalSales
- Analytics

Previous Employers

- BYJU'S
- CampK12
- Edvizo Media Pvt Ltd

Industry Expertise

- Strategy & Business Planning EdTech GTM
- Strategy & Growth
- Customer Acquisition
- Sales Operations
- Data-Led Consulting

Function/Domain

- Strategy Consulting
- GTM Execution
- Sales LeadershipMarket Research
- Business Analytics

Areas of Interest

- Strategy
- · Market Intelligence
- Business Transformation
 Crowth Strategy Operation

Growth Strategy Operations

NIHAL NITNAWARE

Work Experience: 5 years 2 months



Business & Strategy professional with 5+ years of driving revenue, scaling teams, and annuching GTM strategies in India's EdTech sector. Managed ₹164 Cr+ in revenue whileleading data-driven transformations through CRM, analytics, and campaigns. Skilled inPython, Power BI, Tableau, Excel modelling, and digital marketing—combining technical expertise with strategic leadership. Eager to leverage this blend of skills in a consulting roledemanding analytical rigour and operational excellence.

Roles & Responsibilities

Strategy & Growth Initiatives

- Generated ₹164 Cr+ in sales by leading performance-focused teams and optimizing end-to-endsales funnels.
- Designed and executed GTM strategy for regional education markets (K-9/K-12), boosting new user acquisition.
- Built Pune operations from the ground up at CampK12, resulting in ₹75L revenue within
- Supported strategic campaigns like BNAT, apartment drives, and Facebook lead generation.

Business Intelligence & Analytics

- Developed dashboards and analytics reports using Power BI and Excel for weekly performance reviews.
- Tracked key conversion metrics and SPP performance, averaging 2.5 SPP across teams.
- Leveraged data insights to refine lead qualification and campaign effectiveness.

Market Research & Client Strategy

- Conducted primary and secondary research for campaign targeting and regional strategy planning.
- Onboarded 150+ coaching institutes for Edvizo; strengthened regional footprint through B2B partnerships.
- Collaborated with 50+ schools to design coding bootcamps tailored to emerging student tech interests.

Client & Project Management

- Managed and mentored 45 sales associates, driving high-performance culture and consistent target delivery.
- Led onboarding, upskilling, and communication training across functions.
- Received "Happiest Team Award" and Pan-India Top 10 ranking for sales performance atBYJU'S.

Achievements

- Delivered ₹164 Cr+ revenue during tenure as Manager at BYJU'S.
- Ranked in Pan India Top 10 Sales Performers FY 21-22.
- Spearheaded Internship Mela 2017 with 65+ startups and 4000+ attendees.
- Generated ₹75L in 6 months via B2B educational bootcamps.
- Recognized for launching and scaling Pune operations from scratch. War of Voices 2023.
- Pan India top 10 Ranking for Byjus FY'22-21.
- Top Performing Associate 2019.

Extra-Curricular Activities

- · Office Bearer: Alumini Committee at IIM Shillong.
- Internship Mela 2017: Led 20-member team to organize one of Maharashtra's largest student-industry events.
- Melange 2015: Publicity Coordinator and Event Head, managed outreach across 60+ colleges
- Event Head for Techno-Quiz for Melange 2015.
- Drafting Co-ordinator for Melange 2014.



- · Project Management
- Contract Management
- Planning
- · HSE Management
- SAP MM
- Cost Estimation & Procurement
- ClientRelation
- Business Development
- CustomerService & PeopleManagement

Qualifications

- MBA IIM Shillong (Pursuing, 2025)
- B.Tech Mechanical -Dr. MGR University

Industry

- Oil and Gas
- IT Sales

Previous Employers

- · Arabian Fal Company
- · HireIndians Infotech Pvt. Ltd.
- · XDBS Pvt. Ltd.

Industry Expertise

- Oil and Gas
- IT Sales

Function/Domain

- · Project Management
- Business Development
- · Sales & Vendor Management
- Procurement
- · Client Management

Areas of Interest

- · Strategy and Consulting
- Supply Chain Management
- Operations

NISHANT PANDA

Work Experience: 7 years 5 months



PMP-certified Project Manager with expertise in project execution, procurement, and stakeholder coordination. Experienced in managing large-scale oil & gas projects with Saudi Aramco. Strong leadership in cross-functional team management, contract negotiation, and resource optimisation.

Roles & Responsibilities

Project Management

- Successfully completed T&I activities for Saudi Aramco (Tanajib), generating a revenue of \$1.3 million for completing the shutdown.
- Successfully completed Major T&l Shutdown of LP Hemispheroid Tank (D-334) at Safaniya A/HPlant 369 ahead of time and received an Appreciation Award from Saudi Aramco.
- Conducted site visits and job meetings to develop technical/commercial offers.
- Created and monitored project execution plans using Primavera P6, MS Project, and SAP.
- · Planned and executed shutdown jobs, including manpower and equipment mobilisation.
- Ensured safety and contract compliance throughout the project lifecycle.
- Ensured timely resource allocation and monitored inventory levels.
- Maintain a billing cycle for each month and generated a profit of around \$20.4 million annually.
- Handled 3 onshore and 4 offshore sites, ensuring smooth operations as per the schedule.

Stakeholder & Vendor Management

- · Liaised with Saudi Aramco, sub-contractors, and vendors for smooth operations.
- Generated RFQs/RFPs, evaluated vendor bids, and supported contract negotiations.
- · Regularly updated management on project progress and cost controls.
- Coordinated with procurement teams and finalised vendor selections.

Business Development, Sales and Digital Marketing

- · Managed international clients for IT outsourcing projects.
- Created and negotiated proposals with the tech team, ensuring project timelines and deliverables.
- · Built strong customer relationships and worked in Agile/hybrid methodologies.

Lead Generation and Sales

- · Designed and managed integrated digital campaigns.
- · Identified and converted prospective leads into qualified sales opportunities.
- · Worked closely with sales teams and adapted quickly to market changes.

Achievements

- Awarded a certificate of appreciation from Arabian Fal for the year 2020-2021 for successfullyspearheading various projects during COVID without loss of revenue.
- Awarded a certificate of appreciation from Saudi Aramco for completing a critical shutdown of LP Hemispheroid Tank (D-334) at Safaniya A/H Plant 369.
- Awarded a certificate of appreciation from Saudi Aramco for successfully completing T&l activities in the Safaniya plant on time, avoiding loss of production.
- Awarded a certificate of appreciation from Kalahandi Agency for Rural Development (NGO) forcontributing towards the cause of child welfare and development.

Extra-Curricular Activities

- Dedicated 2 years from 2023 to 2025 toward NGO activities and was an active member
 of the Kalahandi Agency for Rural Development (NGO), offering pro bono support aiding
 orphanedchildren through emotional care and social development initiatives.
- Worked on my own farm for 2 years along with the NGO activities, helping farmers to adapt tonew changes in the farming techniques.



Core Skills

- Structured Problem Solving
- Macroeconomic-Geopolitical Awareness
- · Data Visualisation & Story telling
- Cross functional stakeholder
 Management
- · Data-Driven Decision Making
- MS Projects, Matlab, PowerBl & Python

Qualifications

 B Tech (Metallurgy & Material Science-COEP)

Industry

- EPC & Industrial Manufacturing
- · Metallurgy & HeatTreatment
- Public Policy & Governance

Previous Employers

- J M Enterprises, Pune
- Ganesh Fabrierecon Pvt. Ltd.
- · Pune Heat Treat Pvt. Ltd.

Industry Expertise

- Brewery, Pharma & Chemical Projects (FPC)
- Strategy Enablement in Manufacturing
- Market Re-entry & Client Growth Strategy
- Public Policy & Governance

Function/Domain

- · Consulting & Advisory
- Strategy & Execution
- Project Management & Delivery
- Quality Assurance & Process Optimization

Areas of Interest

- Consulting- Strategy, Operations, Management, Finance
- Al, Analytics, General Management
- Digital Business Transformation
- Customer Relationhip Management

NITIN GHATKAR

Work Experience: 6 years 8 months



Business builder with a founder in an ambiguous environment. Project Manager with leadership exposure. Proven track record in aligning execution with strategic goals and lean project management; experienced in business transformation & digitisation of processes in startups. Skilled in data-driven decision-making. Strong analytical skills with public policy acumen.

Roles & Responsibilities

New Business Development & Strategic Growth Execution

- Advised founder on post-COVID market re-entry using CAPEX/OPEX frameworks, targeting high-ROCE segments in brewery, pharma equipment, and EPC.
- Conducted bottom-up market sizing, industry benchmarking, and opportunity analysis to uncover ₹50–100 crore segments with 8–12% EBITDA margin potential.
- Formulated go-to-market (GTM) strategy, pricing models, and breakeven thresholds based on 60–70% utilization to ensure project-level financial viability.
- Built B2B client relationships and secured key accounts including Glatt Systems, Praj Industries, Glenmark, and Alfa Laval.

Project Management

- Achieved 100% SLA compliance on-site by optimizing JIT workflows for Glatt Systems and Praj Industries in a high-impact turnkey project.
- Engineered modular execution for Glatt Systems, cutting rework by 30% and lifting revenue by 22%.
- Implemented digital ops setup for the new startup using MS Project and collaborative tools, driving workflow standardization and a 25% drop in turnaround time.

Operations & Quality Management

- Reduced overhead costs by 30% and rework by 40% by implementing lean project management strategies.
- Collaborated with the team for metallurgical diagnostics, reducing defect rates by 20% and ensuring compliance with ASME Section II and VIII standards.

■ Team Management & Leadership

- Built a results-oriented culture within a 25-member cross-functional team, driving collaboration across technical and operational functions.
- Developed scalable operations and client delivery frameworks in collaboration with the founder during early-stage business restructuring.

Achievements

- 3rd Prize in IIM Shillong's Zeitgeist Debate Competition (2025).
- Awarded Best Employee (2023) for leading market re-entry and scaling client acquisition in a growing startup.
- UPSC CSE-Top 0.4%, UPSC CSE Scholarship by Govt of Maharashtra (2017) –(SIAC), Nagpur.
- Graduate Excellence Examination (GEE 2011)-State Rank 9.

Extra-Curricular Activities

- Volunteer Parisar, Pune
- Keen interest in linkages of current affairs, economics, public policy, geopolitics, macroeconomics, and cross-sectoral linkages.
- Avid reader- Strategic culture of Indian and Chinese civilisations & IVC script decipherment.



- · Design & Product Development
- Brand & Experience Strategy
- Go-to-Market Strategy
- Cross-Functional Project Management
- Microsoft excel & PowerPoint
- Design tools Adobe Illustrator,
 Photoshop and Canva

Qualifications

 Bachelor of Design | National Institute of Fashion Technology | 2014-18

Industry

- Fashion
- Retail
- E-commerce

Previous Employers

- Reliance Brands Ltd (Ed-a-mamma)
- Fashion Square
- · Siyaram Silk Mills Ltd

Industry Expertise

- Product Development & Lifecycle Management
- Customer Experience
- · Design-to-Market Strategy
- · Category launch and Expansion

Function/Domain

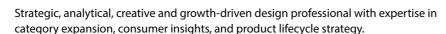
- · Design & Product Development
- Brand & Experience Strategy
- Go-to-Market Strategy
- Cross-Functional Project Management

Areas of Interest

- Marketing Consulting
- Product Management

PAYAL LADDHA

Work Experience: 6 years 4 months



Detail-oriented, collaborative, and results-focused, with a proven ability to drive market impact and cross-functional alignment.

Roles & Responsibilities

Design & Product Development

- Directed the design and development of over 4000 SKUs annually, spanning infant, toddler, boy's and men's categories.
- Delivered 30+ cohesive seasonal collections, each aligned with the brand's evolving narrative and consumer needs.
- Launched 3 new sub-categories, including the infant boy's range, contributing to 12–15% of annual revenue for the vertical.
- Reduced sample turnaround by establishing clear communication channels between design and production.

Category Expansion & Strategic Growth

- Launched new product verticals (toys, gifting, bedding), expected to contribute 8–10% of future category revenue.
- Led school uniform design for two high-profile institutions, creating scalable uniform systems for 2,000+ students.
- Drove pricing and range planning strategy in collaboration with the merchandising and business planning team, helping achieve an 8% higher average basket value.

Brand Building, Marketing & Campaigns Execution

- Collaborated cross-functionally to plan and execute marketing campaigns that reinforced brand messaging and increased customer engagement across online and offline channels
- Contributed to go-to-market (GTM) strategy, aligning category launches with campaign timelines, merchandising plans, and content rollouts.
- Played a key role in building and maintaining brand identity, ensuring consistency in tone, visuals, and communication across product categories.
- Partnered with visual merchandising, retail, and e-commerce teams to drive seamless execution of campaign rollouts, resulting in improved launch performance.
- Supported development of campaign narratives and content briefs, ensuring alignment with consumer insights, market trends, and brand positioning.

● Team Management & Cross functional Team Collaboration

- Led coordination across 5+ departments (design, sourcing, production, marketing, planning) to ensure seamless go-to-market delivery.
- Streamlined inter-departmental processes, reducing handover friction and rework by 10%.
- Represented creative functions in executive reviews, influencing decision-making through data-backed design strategy.

Learning & Development

 Led and mentored a team of 3–4 junior designers and interns, increasing team productivity and design ownership.

Achievements

- 2nd Merit Holder | NIFT
- Best Design Collection Award | NIFT
- 1st position in Sports Olympiad

Extra-Curricular Activities

- Office Bearer- Cultural Committee | IIM SHILLONG
- Office Bearer- Batch Representative | IIM SHILLONG
- Digital art & Content creation: A dedicated digital space for developing animations, creating aesthetic wedding cards.



Core Skills

- · Machine Learning & Neural Networks
- · Predictive Modelling
- HR Analytics & Dashboards (Power Bl, Tableau)
- · Artificial Intelligence Solutions
- Global Talent Acquisition Strategy
- Stakeholder & Conflict Management
- · Team Leadership & Coaching
- ATS & Sourcing (LinkedIn Recruiter, Naukri, Dice)
- Data Science (Python, pandas, scikit-learn)
- Strategic Workforce Planning

Qualifications

• B.Tech., Electrical Engineering

Industry

- Lifesciences
- · Medical Equipment Manufacturing
- Telecom
- Information Technology

Previous Employers

- Meril Lifesciences
- Lightstorm Telecom
- PerkinElmer (Revvity)

Industry Expertise

- Lifesciences
- Pharmaceutical
- Telecom
- · Information Technology
- SAAS

Function/Domain

- HR Analytics
- Workforce Planning
- Predictive Modeling

Areas of Interest

- Strategy and Consulting
- Product Management
- Analytics

PIYUSH SHARMA

Work Experience: 12 years



Seasoned global talent acquisition and HR analytics leader with 11+ years in life sciences, telecom, and tech. Expert in ML, DL, and predictive modeling. Built Al dashboards and tools cutting hiring cycles by 30%, saving ₹3 Cr+. Strong in stakeholder, team, and conflict management with a growth-driven mindset.

Roles & Responsibilities

Project Management

- Managed a global talent acquisition team filling cardiovascular & med-tech roles across APAC, EMEA & LATAM; closed 120+ hires with 96% on-time delivery.
- Deployed an Al-powered neural-network candidate-fit model that boosted recruiter productivity by 25%.
- Built a real-time Power BI dashboard integrating ATS & LinkedIn data; predictive vacancy-risk alerts saved ~₹1.2 Cr in agency fees. Cultivated C-suite stakeholder relationships, mediating conflicting priority hires and lifting satisfaction NPS from 68 to 92.

Strategy & Business Development

- Managed end-to-end hiring for 40 + network-cloud roles; created a Python resume-screening script reducing screening time by 40 %.
- Chaired cross-functional planning workshops, resolving inter-departmental resource conflicts.
- Leveraged data analytics, AI and HR analytics to drive client acquisition and collaborated with management to generate multimillion-dollar revenue for the company.

Operations

- Hired 300+ STEM professionals across the US/EU/India; maintained a 2:1 submittal-to-hire ratio.
- Partnered with the data science team to build random-forest attrition & time-to-hire prediction models; cut median cycle time by 15 days.
- Co-developed an HR analytics dashboard tracking D&I metrics adopted by global HR leadership.

Team Management & Leadership

- Led a 6-member global talent acquisition team with a strong focus on data-driven recruitment strategies.
- Utilized dashboards and predictive modelling to streamline candidate sourcing and improve hiring efficiency.
- Applied AI and machine learning techniques for talent matching and market trend analysis. Proficient in leveraging data analytics and platforms like LinkedIn to close critical positions for telecom clients.

Achievements

- Predictive Hiring-Success Model: Developed a gradient-boosting model on 10 K historical hires; achieved 87 % offer-acceptance prediction accuracy.
- Conflict-Management Playbook: Authored SOP adopted by Meril HR, reducing escalations by 40%. Recognized as "Top 1% Recruiter" at PerkinElmer (2020)
- Certificate of Machine Learning Specialization by Stanford Online and Deeplearning.Al from Coursera.

Extra-Curricular Activities

- · Played cricket at the college level, demonstrating discipline and team spirit.
- Served as Cultural Secretary, successfully organising events like Freshers and Farewell.
- Actively contributed to student governance as part of the HR Committee at IIM Shillong.
- $\bullet \ \ {\sf Participated} \ {\sf in} \ {\sf intercollege} \ {\sf debates}, show casing \ {\sf public} \ {\sf speaking} \ {\sf and} \ {\sf analytical} \ {\sf abilities}.$



- Strategic Planning and Implementation
- Stakeholder Management
- · Compliance and Risk Management Project and Change management
- Communication and Leadership acumen
- Event Management
- Digital Marketing and Content Creation

Qualifications

 B.Tech (Biotechnology) –SRM University, Chennai

Industry

- · Risk Management, Business Risk
- Strategy, Fintech / Payments
- · E-Commerce
- Compliance
- · Investment Banking.

Previous Employers

- PayPal
- Collabera (Goldman Sachs)
- Amazon

Industry Expertise

- Risk Management
- Business Risk Management
- Transaction Risk
- · Investment Banking Settlements
- · AML and Fraud Prevention

Function/Domain

- · Risk Management
- · E-Commerce and Payments
- · Investment Banking and Financial Services
- Risk and Analytics
- · Content and Media Production

Areas of Interest

- Strategy Consulting
- Business Consulting
- Product Management
- Marketing

PUJAN NAYAK

Work Experience: 8 years 3 months



Experienced Senior Risk Consultant with 8+ years in financial risk assessment and management. Expert in fraud prevention, analytics, and investment banking. Proven ability to implement risk strategies, ensure compliance, and drive growth. Recognized for aligning compliance, technology, and operations to enhance performance in complex, high-stakes environments.

Roles & Responsibilities

Leadership – Process Improvement.

- · Acted as SME on operational risk, advising teams like Venmo, Zettle, and Omni on fraud defense, risk assessments, and policy alignment.
- · Led Euroclear/MEM workflow optimization, matching trade complexity with expertise for effective resolution.
- Trained new analyst cohorts, improving ramp-up speed and reducing errors.
- Managed global SLA fraud escalations with SPOCs and business teams.
- Chief Content Writer for Amazon MPA; seasoned event and podcast host.

Strategy and Innovation

- Modernized fraud policies to align with industry standards, ensuring compliance and adapt ability to changing business needs.
- Collaborated with Venmo/Zettle teams to track fraud trends, enhance operational resilience, and strengthen real-time decision-making.
- Developed trade settlement strategies to reduce failures and minimize financial impact on the balance sheet.
- Created trend reports (FTR, Firm Short, LCH) to identify systemic risks and enable early, proactive resolution.
- · As SME, restructured Euroclear/MEM trade allocation workflows, improving accuracy, efficiency, and team performance.

Product/Project Management

- Conceptualized and managed 'Grind,' a pan-culture engagement magazine.
- Founded LearnZilla at PayPal, a project-based learning platform to enhance seller support performance.
- · Led FTR/LCH and Euroclear/MEM reporting projects for predictive analysis of failing fixed-income trades, enabling expert-driven resolution.
- Launched PayPal's first cross-site leadership podcast featuring top industry leaders.

Team Management & Leadership

- Lead the formation of the learning platform LearnZilla at PayPal a project-based learning initiative.
- Recognised as an advisor POC for Transaction Process Risk and payments resilience.
- · Led many training and retraining programmes as an SME and managed teams in Zettle, Venmo, Risk strategies and Flash Tool.

Achievements

- · Founded and led LearnZilla, a project-based learning platform at PayPal.
- Recognized under PayPal's Accolades program for contributions to global info-media initiatives.
- · Praised by Amazon's Sr. Site Leader for creating the SPS engagement module.
- Conceptualized and launched 'Grind,' the first global pan-site employee magazine.

Extra-Curricular Activities

- Office Bearer/Secretary

 Public Relations Committee for the IIM Shillong PGPEx Co'2026.
- Founder, ShapeShifter Productions cross-media studio for content, design, marketing, and music.
- · Multi-instrumentalist and vocalist; toured nationally with bands.
- · Experienced MC and podcast host.



Core Skills

- · Project Management
- · Stakeholder Management
- · Operations Management
- · Quality Management
- · Business Transformation
- Consulting
- · Investment Banking
- · Business Intelligence (BI)
- Automation
- R Language
- SQL
- Generative AI for Managers

Qualifications

- · B.Tech (Communication Eng)
- M.E (Communication Eng)

Industry

IT Services

Previous Employers

Concentrix

Industry Expertise

- · IT-Enabled Services
- · Service Delivery
- Strategy Consulting
- Generative AI

Function/Domain

- Digital Transformation Services
- Al-driven Solutions
- Strategic Operations & Business Transformation
- Generative AI

Areas of Interest

- · Management Consultant
- Strategy Consultant
- Product Management
- · Analytics & Business Intelligence
- · Business Transformation · Al Product Manager
- · Generative AI

PRADEEP MAKASI

Work Experience: 7 years 1 months



Seasoned Project and Operations Manager with 7+ years' experience in strategic initiatives, system transitions, and business launches. Exceeded KPIs through innovative tools and AI projects. Designed integration roadmaps, automated reporting via Google Apps Script, and led high-impact teams focused on productivity, ethical leadership, and continuous improvement.

Roles & Responsibilities

Project Management, Strategic Initiatives & Business Transformation

- Optimized generative AI chatbot performance, boosting response throughput by 35% and accuracy by 16% in one quarter.
- Led 5 complex cross-functional initiatives, delivering 100% on-time completion and exceeding all KPIs within budget.
- · Launched and stabilized Al-generated imagery business with 5+ tool enhancements, cutting AHT by 25%.
- · Enabled smooth UI transition for two businesses through structured feedback, documentation, and training, achieving 95%+ adoption and <2% support tickets.

Operations Management & Continuous Improvement

- Boosted workflow productivity by 7% in 3 months through tool and process improvements, saving 133 hours/month.
- · Led seamless 2-month business transition to a new site with zero service disruption and 98% hygiene compliance.
- Oversaw 120+ member team, maintaining 98%+ hygiene and aiding in keeping
- · Automated 5 reporting processes and cut manual steps, saving 24 hours/month and raising service efficiency by 5%.

Quality Consultant

- Built quality management systems across two verticals, improving business effectiveness by 12% and cutting errors by 5% in 6 months.
- Designed audit sampling mechanisms, boosting effectiveness by 10% and compliance
- Deployed interactive dashboards tracking 20+ metrics, enabling real-time decisions and halving reporting lead time.
- · Created FMEA frameworks for 3 key workflows, mitigating risks and ensuring zero escalations over 12 months.

Team Management & Leadership

- Led development of a high-performing team of 35 analysts and 230 associates, fostering accountability and achieving 90%+ productivity consistently.
- Delivered weekly coaching, improving individual quality scores by 15%.
- Maintained 97% adherence to processes and ensured 100% SLA compliance across
- Collaborated with cross-functional teams to achieve 100% deliverable adherence, driving client satisfaction.

Achievements

- · Recipient of Multiple Star Performer Awards.
- · Recognized with "Going Extra Mile" Awards for exceptional contributions.
- Garnered consistent client appreciation and rewards for outstanding work, earning direct recognition from senior leadership for key achievements.

Extra-Curricular Activities

- · Captain of the University Cricket Team, led in the Inter-University Tournament and fostered strong team cohesion.
- Completed an advanced certification in German language (B2 Proficiency).



- · Project Management
- Teamwork
- GTM Strategy
- Leadership
- Effective Communication
- Problem Solving
- · MS Office
- SQL Power BI

Qualifications

· BA (Hons) Economics

Industry

 Food-tech & Online Services, B2B Supply Chain, Insurance & Risk Analytics

Previous Employers

- · Zomato Pvt Ltd (Eternal)
- Hyperpure By Zomato
- Xceedance Consulting

Industry Expertise

- Consulting
- Client Strategy
- GTM Strategy
- · Customer Success Management

Function/Domain

- Client Strategy
- Customer Relationship Management
- GTM Strategy
- · Data Modelling
- · Risk Analytics

Areas of Interest

- Strategy Consulting
- · Tech Consulting
- · Product Management
- · B2B Sales
- CSM

PRAFFUL SINGHAL

Work Experience: 5 years 2 months



Result-oriented Key Account Manager with a proven track record of delivering clientcentric solutions through strategic leadership and data-driven decision-making, adept at leveraging analytics to uncover growth opportunities and craft impactful go-tomarket strategies.

Roles & Responsibilities

Client & Account Strategy

- · Managed 15 high-value restaurant accounts in Delhi NCR, including Pizza Wings, Burgrill, and Kake Da Hotel, driving ₹8 Cr+ monthly GMV.
- Achieved ₹52 lakhs in monthly ad revenue by consistently meeting 100% of ad sales
- Sustained 65% RM across key clients, reinforcing Zomato's platform dominance.
- · Built strong client relationships through data-backed business reviews and ongoing performance optimization.

■ Go-To-Market Strategy & Campaign Execution

- · Designed and executed partner-specific GTM strategies to enhance restaurant visibility and order volume.
- Led ad sales for West Delhi, generating over ₹2 Cr in cumulative revenue within 10
- Executed high-impact campaigns such as Flash Sale, ZPL, Ranveer Singh Ads, and Deal of the Day, resulting in measurable increases in user engagement.
- · Improved partner retention and order consistency through more relevant productmarket alignment.

Operational Excellence & Efficiency Building

- Reduced partner rejection rates from 1.3% to 0.5% by implementing workflow optimizations and SOP training.
- Increased listing visibility to 92% during Diwali through better content placement and product positioning.
- Improved zonal service metrics by diagnosing and resolving partner-level operational inefficiencies
- Processed and standardized 50,000+ rows/month of catastrophe risk data for insurance clients globally.
- Delivered 99%+ data accuracy through resolution of geocoding, TIV, and occupancy anomalies.

Data-Driven Insights & Cross-Functional Collaboration

- · Conducted daily performance tracking and reporting on GMV, ad spend, account health, and rejection rates.
- Used analytics to optimize client campaigns, reallocate budgets, and drive higher return
- · Created clean, structured datasets to support client-side catastrophe modelling with minimal error.

Achievements

- New Business Ninja Award (Mar-Jun 2022) Recognized for exceptional performance in new account acquisition at Hyperpure by Zomato.
- Go-Getter Award (2024) Honored at Zomato for driving the highest incremental profitability within the managed portfolio.
- School business studies subject topper for the year 2015-2016, CBSE EXAMINATION
- Secured consecutively top 3 positions in handball for the school team for 4 years
- · Won the Coca-Cola Cup cricket tournament at school level.

Extra-Curricular Activities

• Office Bearer - Sports Committee of IIM Shillong



Core Skills

- Startup evaluations
- Fundraising and compliances
- Stakeholder/Partner management
- Financial reporting
- Valuations
- · Business model assessment
- Market research
- · Shareholder negotiations

Qualifications

• B.A. (Hons.) Economics, Symbiosis School of Economics (SSE)

Industry

- Consulting
- Startups
- · Venture Capital
- · Hedge fund

Previous Employers

- · Afferent Technologies
- StrideOne Capital
- Stride Ventures
- KPMG · ProEdge Edutech

Industry Expertise

- Consulting
- Startup evaluations
- · Business model assessment & company valuations
- Business Strategy
- Fundraising and compliances
- AIF registration and compliances

Function/Domain

- Startup evaluations and assessment
- Venture Capital/Deb
- · Fund-raising
- Financial Reporting
- · Deal Sourcing, Execution and Risk management

Areas of Interest

- · Investment Banking
- Venture Capital
- · Private Equity · Corporate Banking
- Finance
- · Consulting Strategy

PRATHAM PATANKAR

Work Experience: 6 years 11 months



Experienced investment professional and business development specialist with 6+ years of expertise in venture debt, startup investments, and end-to-end product development. Proven track record of managing \$300M+ in transactions, scaling AUM from \$5M to \$75M within the timeframe of 22 months, and leading marquee deals across multiple sectors.

Roles & Responsibilities

Investment Management & Deal Execution

- Led and supported 45+ marquee deals across consumer, B2B, B2C, AgriTech, FinTech, and healthcare sectors.
- Successfully executed 25+ transactions with an 85% approval rate by the investment
- · Managed portfolio companies totaling \$300M+ in transaction values (Bluestone, Zepto, Upstox, Mensa Brands).
- Achieved 0% delinquency rate across the entire portfolio of companies.

Strategy & Business Development

- Scaled startup-focused NBFC AUM from \$5M to \$75M within 22 months.
- Raised \$10M in liabilities through Inter-Corporate Deposits exclusively from startups.
- Secured positive intent from three early-stage venture funds for future fundraising.
- Facilitated India's fastest startup insolvency resolution, recovering \$9M (90% of debt) in

Team Management & Leadership

- Led training sessions to enhance team efficiency and performance across investment
- Managed and streamlined workflows for risk procedures and CAM creation processes
- Coordinated logistics and marketing initiatives for college fest with 150+ participants.
- Led job drives across 3 cities, engaging 25+ colleges and 10,000+ students.

Operations

- Developed a proprietary rating model for Indian startup ecosystem portfolio
- Implemented SOPs for the CAM creation process, streamlining investment team
- · Conducted 65+ Senior Management Due Diligence (SMDD) for CXO-level hires.
- Onboarded 5,000+ vendors/dealers for supply chain financing programmes.

Achievements

- Deal of the Month Awards: Bira91 (Oct '22) and Bluestone (Jan '23) for excellence in deal
- Kudos Award: KPMG (July 2020) for recognising outstanding performance
- Super Team Award: KPMG (Dec 2019) for demonstrating outstanding contribution to the
- · Co-authored India's first comprehensive Venture Debt landscape report in 2022 (covered by multiple news agencies in 2023).
- Zero delinquency rate across all managed portfolio companies 90% debt recovery in one of India's fastest startup insolvency resolutions.

Extra-Curricular Activities

- Presented 'Affordable Housing in Smart Cities' paper at the International Sustainable Development Goals Conference, Pune (2017).
- Led Logistics Department for Laissez Faire 2017, the annual college fest of SSE.
- Represented college in intra-university football tournament (2015).
- Served as Class Representative on SSE College Council (2015-2016) amongst 150 students.

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- · Product Strategy & Road-Mapping
- · Data Analytics & Modelling
- · Go-To-Market (GTM) & Product Launches
- Design Thinking
- A/B Testing & Experimentation
- Digital Marketing
- · Cross-Functional Leadership

Qualifications

- MBA-IIM Shillong (Pursuing)
- · B.Tech VIT Vellore

Industry

· Mobility, Fintech, Quick-Commerce, **Data Science & Analytics**

Previous Employers

- Ola Cabs
- Swiggy
- RMZ
- Mu Sigma Inc.

Industry Expertise

- Quick-Commerce
- Digital Products
- Consulting

Function/Domain

- Product Management
- · Growth & Strategy
- · Data Science & Analytics
- · Customer Experience & Operations
- Platform & Ecosystem Development
- Business Intelligence & Reporting

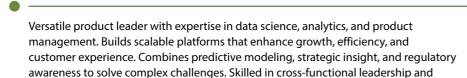
Areas of Interest

- Management Consulting
- Product Management

PRIYANKA SINGH BAGHEL

delivering data-driven products with lasting business impact.

Work Experience: 5 years



Roles & Responsibilities

Product Development & Launch

- Launched a co-branded payments card with Ola Money, enabling 100K+ users to transact externally while staying fully compliant.
- Led rollout of multiplayer games like Poker and Ludo, increasing monthly active users by 200% to 1.2 lakh in six months.
- · Piloted Swiggy's Food Court format across 31 campuses, adding 8,500 daily orders and testing scalable revenue models.
- · Created a dynamic ride allocation model at Ola, analyzing airport flows to boost revenue from Bangalore Airport by \$30M annually.

Customer Experience & Go-To-Market Strategy

- Rolled out redesigned Swiggy UI in 16 cities via A/B testing (5% users), boosting adoption and guiding scale-up.
- · Optimized out-of-stock workflows, cutting edit-to-order time from 18 to under 5 minutes, enhancing order speed and satisfaction.
- · Revamped gaming app UI, lowering bounce rates by 20% and increasing user retention.
- Introduced smart readiness signals, reducing Swiggy delivery SLAs by 3 minutes and improving NPS.

Platform & Process Optimization

- Scaled Ola Money's digital financial services by building robust platform capabilities, ensuring smooth transactions and regulatory compliance for a growing user base.
- Boosted Ola Cabs efficiency with an advanced allocation model, increasing driver availability by 20% and generating \$30M in annual revenue.
- Improved Swiggy's delivery logic using predictive signals, cutting delivery SLAs by 3 minutes across 16 cities and enhancing customer satisfaction.

Data Science & Predictive Analytics

- · Developed predictive models for wait time and cancellation probability, improving ride allocation accuracy and boosting booking efficiency by 10%.
- Built real-time KPI dashboards and early warning alert systems, enabling proactive decision-making and better stakeholder visibility.
- Applied video analytics to optimize airport turnaround times, achieving 96% accuracy in queue and resource predictions, reducing delays and costs.

Achievements

- Launched Ola Money Everyday Card, expanding wallet usability to 200K+ active users with full regulatory compliance.
- · Boosted driver availability by 20% with an advanced airport allocation model, adding \$30M in annual revenue.
- Built predictive models and analytics dashboards, improving booking efficiency by 10% and achieving 96% accuracy in airline turnaround predictions for Southwest Airlines.

Extra-Curricular Activities

- Poker Enthusiast: Active poker player, leveraging strategy, probability, and risk management skills that translate into analytical decision-making and high-pressure problem-solving.
- TV Series & Pop Culture: Follower of global series and narratives, bringing a fresh perspective on storytelling and consumer trends.



Core Skills

- Strategy Consulting
- · Business Transformation
- · Operations & Stakeholder Management
- · Product Development
- · Cross-functional Leadership
- · Process Optimization

Qualifications

- PGPEx (MBA) IIM Shillong
- · B.Tech Mechanical Engineering, GITAM University (CGPA: 9.1)
- · Executive Education IIT Delhi (Engineering Materials in Automotive Applications)

Industry

- Management Consulting
- Automotive & Manufacturing
- Technology & Open Source
- Public Policy & Governance

Previous Employers

- Neutron Electronics
- · Maruti Suzuki India Ltd.

Industry Expertise

- · Strategy & Operations
- · Digital Transformation
- Quality & Process Excellence
- · AR/VR & Embedded Systems

Function/Domain

- Strategic Planning
- Business Development
- · Quality Assurance, Product & Process-Innovation

Areas of Interest

- · Strategy Consulting
- Business Transformation
- Product Strategy · Public Sector Advisory
- · Al aided Business Administration

RAGHURAM HARSHA NARNINDI

Work Experience: 5 years 8 months



Strategic leader with 5+ years of experience across operations, strategy, and engineering in high-growth startups and Fortune 500 environments. Proven track record of driving large-scale transformation, optimizing processes, and influencing executive decisions through data-driven insights. Adept at navigating ambiguity and leading cross-functional teams to deliver impact at the intersection of technology, business and people.

Roles & Responsibilities

Strategy & Business Development

- Defined operational strategy and GTM roadmap for India's first indigenous Vmount Li-lon battery.
- · Conducted market analysis and competitive benchmarking to identify growth opportunities.
- · Led strategic vendor selection and make-or-buy decisions across geographies.
- Collaborated with senior leadership to align business goals with execution plans.
- Developed and implemented ERP and CRM systems to streamline operations.

Operations & Quality Management

- Delivered ₹97L in cost savings through automation and process redesign at Maruti Suzuki.
- Reduced vendor defects from 30% to <1% through root cause analysis and
- · Designed and deployed in-house vibration multiplexing systems for defect detection.
- Conducted internal and vendor audits using PFMEA, PDCA, Agile, 5Why, TQM, and KANBAN.
- Supported BS-VI product development and K15, K12, KBKC, E15 engine development projects.

Project & Team Leadership

- Led cross-functional teams across engineering, manufacturing, and marketing
- Trained engineers and managers in quality systems, automation tools, and strategic
- Built scalable systems for community platforms and open-source projects.
- Mentored junior professionals and fostered a collaborative, high-performance culture.
- Delivered complex projects under resource constraints and high ambiguity.

Technology & Innovation

- Developed 30+ open-source plugins and tools for AR/VR, automation, and productivity.
- Implemented CI/CD pipelines, bug fixes, and cross-platform compatibility enhancements.
- Built distributed systems using Discord API, noSQL DBMS, and event-driven architectures.
- Contributed to global developer communities with 40k+ downloads and active maintenance.

Technical Expertise

- Proficient in C, C++, Python, Rust, Bash, and Embedded C.
- Skilled with SolidWorks, MATLAB, Git, AWS, Docker, CI/CD pipelines.
- Experience with ARM microcontrollers, Arduino, CNC programming.
- Maintainer of open-source tools including Obsidian-to-Anki (300k+ downloads).

Achievements

- Scaled Neutron Electronics to 6.6% YoY growth in a competitive market.
- National Finalist TCS CodeVita V5.
- Springer-published International research paper on adaptive CNC optimization.

Extra-Curricular Activities

- · Speaker at strategy forums and tech meetups.
- Mentor to UPSC aspirants and young professionals.
- · Maintainer of open-source projects.



- · Project Management
- · Supply Chain Management
- Vendor Management
- Stakeholder Management
- · Time Management
- Collaboration & Teamwork

Qualifications

 Bachelor of Engineering (B.E.), Civil Engineering from BVB College of Engineering & Technology

Industry

Manufacturing / Operations

Previous Employers

- Onx Homes India Pvt Limited
- Larsen And Toubro Limited

Industry Expertise

- SAP MM
- EIP 4
- AutoCAD

Function/Domain

- Procurement
- Planning & Costing

Areas of Interest

- Consulting
- Operations
- Marketing
- Finance

RASHMI TOTAD

Work Experience: 12 years 8 months



Experienced Senior Procurement Engineer with over 12 years in procurement and project management. Expertise in vendor negotiation, budgeting, contracts, and stakeholder coordination. Proven track record of successfully closing high-value projects, delivering cost savings, and ensuring timely, efficient procurement aligned with organizational goals and compliance standards.

Roles & Responsibilities

Senior Procurement Engineer

- Lead procurement across projects to achieve cost savings through planning and supplier negotiations.
- Source materials and services at the right cost, quality, and timeline to meet project needs.
- Coordinate with teams and suppliers to ensure smooth execution and technical alignment.
- Manage post-order tasks such as scheduling, vendor follow-ups, deliveries, payments, and issue resolution.
- Ensure compliance with company policies, customer standards, and applicable regulations.
- · Analyze costs and provide budget inputs to support financial decisions.
- Train new team members and coordinate with engineering and project teams.
- Evaluate suppliers and manage vendor relationships.

Operations

- · Managed budgets and resources to improve productivity and profits.
- Prepared and certified client and subcontractor bills as a Quantity Surveyor.
- Reviewed contracts and processed changes for extra work done by L&T.
- Coordinated with clients, design teams, HQ, and other departments.
- Tracked project progress and resolved issues to meet deadlines.
- Identified risks and created backup plans to avoid delays.
- Analyzed data, estimated costs, and supported budget planning
- Trained junior team members and shared regular updates with stakeholders.

Achievements

- Achieved 25% cost savings on windows and sliding doors through strong negotiation.
- Nominated for Best Employee Award in Q3 2024 for outstanding performance.
- Secured a ₹8.5 crore amendment with major cost reductions, approved by Prestige Estates Pvt. Ltd.
- Closed a ₹366 crore project and received the completion certificate from Prestige Estates Pvt. Ltd.

Extra-Curricular Activities

- CSR Volunteer
- Hoscom Member



Core Skills

- Pharma/Biotech Operations
- Quality Management Systems
- Process Validation
- · Regulatory Compliance
- GxP Auditor

Qualifications

· Bachelor of Pharmaceutical Sciences

Industry

- Pharmaceuticals
- · Healthcare Biotech

Previous Employers

- Curodoc Healthcare
- IQVIA
- L&T Tech services
- · Himalaya Drug Co
- Lupin

Industry Expertise

- · Healthcare Operations
- · Regulatory Compliance

Function/Domain

- Opeartions Manager (Home healthcare)
- GxP Expert

Areas of Interest

- Nutraceuticals
- Personal Care Products

RISHAB ANIL WAZA

Work Experience: 7 years 6 months



Pharmacist & compliance-driven professional with 7+ years in pharmaceutical/healthcareoperations. Expertise in pharmaceutical QMS, regulatory compliance, and processoptimisation. Currently pursuing an MBA to drive strategic growth in healthcareoperations. Passionate about nutraceuticals and personal care products.

Roles & Responsibilities

Healthcare Operations & Process Improvement

- Established 50+ diagnostic facility alliances.
- Led end-to-end validation projects for pharmaceutical manufacturing (OSD's and semisolids)
- Executed electronic document management (Track wise, ETQ Symphony, SAP).
- Coordinated FDA/MHRA/TGA audit readiness programs.

Team Management & Leadership

- Managed QA teams across 7 contract manufacturing locations.
- Trained in-house personnel on GMP/ICH Q7/critical control points.
- Led cross-functional teams for CAPA implementation.

Regulatory Projects & Compliance Management

- Streamlined scheduling/resource allocation.
- Managed end-to-end product release for APIs/coated granules.
- Optimized OEE through availability/performance/quality metrics.

Strategy & Business Development

- Developed market penetration strategies for North Indian home healthcare operations.
- Conducted GxP gap analyses for regulatory compliance.
- Designed risk mitigation frameworks for manufacturing processes.

Achievements

- Drove revenue growth by establishing 50+ diagnostic facility alliances and optimising resource allocation across North Indian operations, reducing service delays.
- Accelerated regulatory compliance that cut product transfer timelines across manufacturing sites, ensuring 100% audit readiness for FDA/MHRA.
- Scaled quality systems through ETQ Symphony & TrackWise implementation, achieving faster CAPA resolution and training cross-functional teams in GMP/ICH Q7.

Extra-Curricular Activities

- Reading
- Filmmaking
- CookingSinging



- · Project Management
- · Executive-Level Presentation
- · Cross Functional Collaboration
- Leadership
- · Effective Communication
- Critical Thinking
- Adaptability
- Business Requirement Gathering

Qualifications

· B.E in Mechanical Engineering

Industry

- Consulting
- IT Consulting
- Engineering

Previous Employers

- Deloitte Consulting
- Octa micro
- · Schwing Stetter

Industry Expertise

- · Tech Transformation
- Consulting
- Business Development

Function/Domain

- · Consulting, Cloud
- · Data Center
- · Heavy Earth Machinery

Areas of Interest

- · Strategy/Management Consulting
- Digital Transformation
- Product Management

RIXON XAVIER

Work Experience: 7 years 6 months



Seasoned consulting professional with 7.5 years of experience, including 5 years inmanagement and tech consulting, leading business transformation and valuedriveninitiatives across global clients. Known for strategic execution, strong analytical skills, and collaborative delivery of high-impact solutions.

Roles & Responsibilities

Strategy & Business Consulting

- Delivered strategy and IT consulting across Defence, Energy & Resources, and Healthcare, integrating tech-enabled transformation with business objectives to drive efficiency and innovation.
- Advised clients on aligning cloud solutions with business efficiency and cost objectives.
- Consulted on product customisation for key accounts, contributing to a 15% increase in repeatbusiness.
- Engaged with over 50 clients to understand operational needs and deliver tailored concrete equipment solutions, enhancing customer satisfaction.
- · Resolved 30+ customer issues by coordinating cross-functional efforts, reducing response time by 40%.

Project Management

- Led coordination and oversight of complex manufacturing projects, identifying operational pain points across suppliers and clients to drive process improvements.
- Engaged stakeholders through regular updates and issue resolution to ensure alignment with production goals and timelines.
- Conducted training and post-implementation support to ensure effective cloud adoption.

Operations

- Designed 150+ end-to-end test cases, automated the upload of 2M+ records in under 30 minutes, and digitised workflows—achieving 100% paperless operations and reducing manual processing time by 50%.
- Executed functional unit tests and development demos to ensure ERP upgrades aligned with enterprise-wide operational strategy.
- Maintained stakeholder alignment with production goals through operational reporting and issue resolution.

Team Management & Leadership

- Led digital transformation initiatives for utility clients across the U.S. and Europe, ensuring alignment with broader business goals.
- Drove cross-functional stakeholder alignment through roadmap execution and collaborative workshops.
- Accelerated decision-making and increased transformation velocity by 25% through structured leadership engagement.
- · Delivered high-impact project oversight, balancing technical execution with business leadership for measurable outcomes.

Achievements

- Received 3+ Applause and 2+ Spot Awards at Deloitte for exceptional performance and
- Earned certifications in Yotta Cloud (Horizon Partner Certification Program) Collaborations and Colocation, demonstrating expertise in cloud service management.

Extra-Curricular Activities

- Competitive volleyball player with a strong focus on teamwork and strategic play.
- · Avid viewer of World War and Cold War documentaries, with deep interest in historical military strategy.
- Regularly follow global geopolitical developments and international relations.
- Enthusiast of ancient and modern history, with a passion for understanding historical context and its impact on current affairs.



Core Skills

- · Project Management
- · Men-Machine-Manpower Optimization
- Critical Thinking
- · Conflict Resolution
- · Stakeholder Management and
- · People Management & Team Building

Qualifications

· B.Tech, Mechanical Engineering

Industry

- Manufacturing Industry
- Project Execution

Previous Employers

- · Gujarat Alkalies & Chemicals Ltd
- · Freight Wings Pvt Ltd
- · Cocreator— MyKruti (Fashion Apparel Small Business)

Industry Expertise

- · Industrial Project Management & Execution
- Plant Shutdown Planning & Execution
- Inventory Management
- · Critical Mechanical Maintenance
- Shopfloor Management
- Onshore & Offshore Project Execution

Function/Domain

- · Operations Management
- · Project Management
- Event Management
- · Team Leadership & Large-Workforce Management
- · Strategy & Business Development

Areas of Interest

- Operations
- Project & Supply Chain Management
- Consulting
- Strategy
- General Management

ROHAN ANIL RAWAL

Work Experience: 6 years 8 months



An operations and project management enthusiast with strong expertise in planning &execution of plant shutdowns, critical maintenance, and industrial project execution. lexcel at optimizing men-machine-manpower resources while managing teams andresolving conflicts in complex work environments. As the co-creator of a fashion smallbusiness, I honed my skills in strategic planning, branding, and customer engagement.

Roles & Responsibilities

Project Management

- Experienced in leading end-to-end project execution in heavy industrial and mechanical domains, including shutdown planning, heavy equipment erection, and complex workshop operations. Proven ability to plan, coordinate, and deliver large-scale projects safely and within tight deadlines by optimizing job sequencing, managing vendors, and ensuring strict adherence to quality and safety standards.
- FWPL: Executed hydraulic press installations (KIA Motors, Modern Coach Factory): manageddismantling of Mahatma Gandhi Setu (India's largest bridge) and IOCL refinery heat exchanger; involved in JNPT subsea pipeline laying.
- GACL: Contributed to new Methanol Reactor installation, Methanol Reactor Refurbishment, CCUCombo Unit erection, and New 50 TPD HCI Unit erection projects.

Operations

- Demonstrated expertise in driving operational excellence in industrial and entrepreneurial environments.
- Implemented lean practices and 5S methodologies to enhance plant reliability, shopfloor discipline, and productivity.
- · Improved manpower utilization by restructuring shift plans and aligning roles with skillsets.
- · Ensured optimal resource deployment during shutdowns and daily operations.
- Delivered cost savings and higher efficiency through strategic shutdown planning and resource rationalization.
- As Sports Committee Core Member, applied operational strategies to streamline manpower, scheduling, and resource use for cost-effective event execution.

Strategy & Business Development

- Co-created a fashion apparel brand, gaining hands-on experience in strategic decisionmaking and business growth.
- · Applied data-driven pricing, brand positioning, and customer feedback to refine market fit.
- · Demonstrated strategic thinking by aligning operations with long-term business goals.
- · Digitized and streamlined legacy manual processes in sports committee activities for improved tracking and efficiency.

Team Management & Leadership

- Led shopfloor teams of up to 50 members, fostering a high-performance culture through clear communication and motivation.
- Managed manpower across multiple shifts and functions, resolving conflicts and ensuring cross-functional alignment.
- Coordinated large-scale sports events, demonstrating leadership beyond core responsibilities.
- Digitalized event operations to enhance efficiency and team coordination.

Achievements

- Fast-Track Promotion Program Selection: Recognized for high potential and leadership capabilities.
- Consistent High Performance: Consistently achieved top ratings in performance
- Project Recognition: Featured in IOCL Weekly Magazine for project contributions/success.

Extra-Curricular Activities

· National-Level Badminton Player



- · Program Governance
- · Project Management
- Business & Operations Strategy
- Data Modelling and Visualization
- Data-Driven Operational Planning
- Enterprise Performance Monitorin Systems
- Project MIS & ERP-Enabled Project Controls
- Quality Assurance
- Teamwork and Leadership

Qualifications

• B.Tech (Civil Engineering)

Industry

- Public Infrastructure (Govt. Service)
- Construction/Civil

Previous Employers

- Public Works Department, Roads, Assam
- Gammon Engineers and Contractors Pvt. Ltd, Mumbai

Industry Expertise

- Business Transformation
- · Stakeholder Management
- Risk & Quality Management
- MIS & ERP-Based Project Monitoring and Fund Utilization Reporting

Function/Domain

- Public Infrastructure and Operations Management
- Public Projects Governance

Areas of Interest

- Consulting
- IT-Enabled Business Transformation
- Product Management
- Operations
- General Management
- Finance and Marketing

RUPLEKHA BORA

Work Experience: 7 years 7 months



A State Govt. Officer with 7.5+ years of leadership experience in multi-crore governmentinfrastructure projects and overseeing cross-functional public sector operations. A projectmanagement and operations specialist with proven expertise in operational strategy, multi-stakeholder environments and regulatory engagement, process optimization, and qualitymanagement.

Roles & Responsibilities

Project Management

- Planning, execution, and monitoring of 15+ infrastructure projects (roads, bridges, buildings) valued at ₹150 crores under various schemes like PMGSY, SOPD, CMGSY, and RIDF.
- Managed tendering, contract finalization and documentation processes, improving project delivery timelines by 20%.
- Oversaw defect liability inspections for 26 projects, implementing corrective actions to safeguard public assets and government investments of around 5 crores.
- Supervised progress monitoring and billing operations for Kolkata Metro Railway projects, ensuring alignment with delivery schedules and client expectations.

Strategy & Business Development

- Functioned as Nodal Officer for digital infrastructure tracking via Emarg/OMAAS
 platforms and geotagging in DRRP works driving statewide standardization and realtime decision-making in project governance.
- Led risk assessment and quality assurance coordination with National and State Quality Monitors, proactively ensuring zero major deviations across high-value projects.
- Monitored grievance resolution frameworks like Meri Sadak, CPGRAM platforms etc. by integrating media reports with actionable field interventions, enhancing public service outcomes and stakeholder satisfaction.
- Contributed to process optimization initiatives in site operations and billing cycles, achieving a 15% reduction in billing turnaround times for metro projects.

Operations

- Spearheaded cross-functional coordination among contractors, vendors, government officials, and monitoring agencies, ensuring seamless stakeholder alignment.
- Mentored junior engineers and site supervisors, fostering skill development and ensuring adherence to project protocols.
- Led multidisciplinary teams in high-pressure environments, successfully delivering projects within stringent timelines and public scrutiny.
- Collaborated with subcontractors and internal departments for approvals, resource planning, and operational troubleshooting on infrastructure projects.

Team Management & Leadership

- Directed quality control operations, including material testing, site inspections, and compliance audits to maintain operational integrity and mitigate financial risks.
- Prepared material reconciliation statements and streamlined site accounting processes to align operational practices with cost-control objectives.
- Participated in critical state election logistics and school education evaluation program (Gunotsav), demonstrating operational versatility beyond core infrastructure functions.

Achievements

- Secured distinction with a CGPA of 8.12 in B.Tech from NIT Silchar, ranking in the top 15% of the class.
- Published Conference papers at both National and International Level.
- Awarded 2nd position in the "Junior Architect" competition for planning a layout of the college building at Technoesis 2012, NIT Silchar.
- Secured 2nd position in a competitive aptitude test organized by NIRMAAN 2015-16 in NIT Silchar.
- Secured state Rank 8 in a Regional aptitude contest conducted by NERITS, Govt. of Assam.

Extra-Curricular Activities

- Office Bearer at usHR club, IIM Shillong 2025-2026.
- · Yoga and meditation.
- Satisfactorily completed a PADI Discover Scuba Diving program in 2019 run by the centre Temple Adventures in Pondicherry.



Core Skills

- · Problem Solving
- · Stakeholder Management
- · Teamwork & Collaboration
- · Time Management
- Effective Communication
- Critical Thinking
- · Observational Learning
- Presentation

Qualifications

- M.Tech Manufacturing Management
 BITS Pilani
- B.Tech (Mechanical Engineering) NIT Jaipur

Industry

· Manufacturing - Steel

Previous Employers

· ArcelorMittal Nippon Steel India

Industry Expertise

- Product Development & Homologation
- MIS
- · Vendor Management
- Internal Consulting
- CRM
- Customer Value Proposition

Function/Domain

- Applications Engineering
- Sales & Marketing
- Mechanical Maintenance

Areas of Interest

Strategy ConsultingSales & Marketing

SAAJID SHAIK

Work Experience: 5 years 2 months



Business-savvy professional with 5.2 years of core technical and business development experience at ArcelorMittal Nippon Steel India, specializing in strategic product development, OEM engagement, and managing value proposition. Proven track record in import substitution, value engineering, and homologation of advanced steel grades across major automotive clients.

Roles & Responsibilities

Application Engineer

- Led multi-stakeholder projects on homologation, import substitution, cost optimization, and value proposition development to drive business expansion and increase share-of-business (SOB).
- Spearheaded import substitution of Rockstar450 at VECV, unlocking a ₹7.1 Cr business opportunity and driving 2,400 MT annual volume through high-strength steel grade development and cost savings via value engineering.
- Successfully implemented 22 steel grades at Case New Holland, enabling 500 TPM in recurring supply.
- Drove business development at HYVA India, securing homologation of 2 new grades and increasing SOB.
- Piloted trials for Thar and Scorpio at Mahindra, resulting in 150 TPM of additional volumes and a 25% YOY increase in SOB by aligning with M&M vendors.
- Successfully managed cross-functional, multi-location projects, delivering quantifiable outcomes in volume growth, cost savings, and strategic account expansion.

• Strategy & Business Development (AM/NS Expansion Plan)

- Developed product strategies focused on value-added steel grades to increase SOB across key accounts.
- Strengthened relationships with major OEMs to understand approval processes and formulated targeted strategies to accelerate product homologation within defined timelines.
- Aligned AM/NS expansion plans with OEMs' business roadmaps for Hot Forming steel grades.

Project Manager

- Diversified scrap sourcing channels to ensure supply stability.
- Streamlined scrap handling processes to eliminate bottlenecks and enhance
- Proactively addressed challenges faced by associates, fostering a more productive and responsive work environment.

Branding & Social Media Marketing

- Catalogue Hot Rolled/Cold Rolled & Colour Coated Steels.
- Branding of Hot Rolled Steel (Stallion) & Cold Rolled Steel (Polar).

Mechanical Maintenance Engineer

- Conducted regular, thorough inspection of mechanical and hydraulic systems.
- Ensured strict adherence to all Quality and Safety standards.

Achievements

- SUFI Steel Award Import Substitution of values added grades.
- Volvo Eicher Commercial Vehicle Steel Sourcing & development.

• Winner of Wellness Revolution (AM/NS India) – Wellness Initiative.

Extra-Curricular Activities

- Marathon (TATA Mumbai Marathon &HRX Half Marathon)
- Weightlifting
- Motorcycling
- Keen on geopolitics
- Videogaming Action Adventure & Real Time Strategy (RTS) MOBA

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- · Stakeholder Management
- Problem Solving
- Customer Acquisition
- Relationship Management
- SQL
- Growth Strategy

Qualifications

• B.E (Mechanical Engineering)

Industry

- IT/ITES
- Banking

Previous Employers

- Accenture
- Punjab National Bank

Industry Expertise

- IT-ITIL
- · Client relationship Management
- Legacy Systems
- Banking- Retail Banking
- Operations and Loans

Function/Domain

- IT Level 2 support
- Software development
- Banking-Retail lending
- credit report analysis
- Public dealingAccounts and KYC

Areas of Interest

- · Strategy/Management Consulting
- Product Management
- Digital Transformation

SAGAR B M

Work Experience: 5 years 1 months



Results-driven professional with 5+ years of experience in banking and IT, specializing in credit analysis, CRM, and stakeholder management. Proven expertise in branch turnaround, digital adoption, and cross-functional delivery across diverse markets.

Roles & Responsibilities

Banking Operations & Credit Management

- Assessed borrower profiles using CIBIL/Experian reports and determined income eligibility for MSME and retail loans.
- Handled NPA recovery, SMA tracking, and coordinated with borrowers for restructuring and resolution.
- Executed daily high-volume cash transactions (~₹60 lakhs/day) and ensured accuracy in fund transfers and deposits.

Business Development & Customer Relationship Management

- Increased the branch's CASA base by over 200% through salary account targeting and customer outreach.
- Improved retention by prioritizing HNIs and Current Account holders while resolving grievances promptly.
- Adopted Strategic frameworks like Pareto's principle to achieve the branch targets.

Digital Onboarding & Process Optimization

- Onboarded customers to mobile/internet banking platforms, enhancing digital adoption in rural and semi-urban areas.
- Automated repetitive tasks in ServiceNow (ITSM tool) at Accenture, reducing manual errors and ticket volume.
- Promoted financial inclusion by onboarding first-time bank users and enabling access to digital services.

Stakeholder Engagement & Compliance

- Coordinated with government officials for smooth implementation of schemes like PMMY and CGTMSE.
- Represented the Election Commission as Micro-Observer during sensitive polling and counting duties.
- Addressed compliance-related backlogs (CKYC, signatures, insurance, documentation) in a time-bound manner.

Achievements

- Played a key role in turning a loss-making branch into a profit-making unit with ₹1.3+ Cr net profit.
- JAIIB certification from IIBF.

Extra-Curricular Activities

- · Helped Inner Wheel Club NGO in various activities.
- McKinsey Forward program certification.



Core Skills

- Primavera P6
- SAP MM
- Power BI
- Advanced Excel

Qualifications

• B.Tech (Mechanical Engineering)

Industry

 EPC Industry (Engineering, Procurement & Commissioning)

Previous Employers

 QuEST Global Engineering Services Pvt Ltd.

Industry Expertise

Waste water (Sewage & Industrial)
 Treatment

Function/Domain

- Project Planning
- · Project Engineering
- Mechanical Design

Areas of Interest

- · Operations & Supply Chain
- Analytics

SAKSHAM KUMAR

Work Experience: 6 years 6 months



With 6.5 years of experience in water & wastewater treatment, I specialize in end-toend EPC project management with a focus on strategic planning, execution control, and cost optimization. Proficient in Primavera P6, SAP-MM, and Power BI, I focus on delivering projects on time and within budget while optimizing delivery plans, mitigating risks, and driving cross-functional collaboration to enable sustainable solutions and improve efficiency.

Roles & Responsibilities

Project Management (Project Planning & Controls)

- Collaborated with Project Managers to develop detailed schedules, resource plans, and execution strategies for EPC water and wastewater treatment projects.
- Led a team of planning engineers and coordinators to track engineering deliverables, procurement progress, and site milestones using Primavera P6.
- Monitored project timelines, identified critical path elements, and implemented corrective actions to eliminate execution delays.
- Developed project dashboards, reports, and S-curves for internal management and client presentations to support informed decisions.
- Supported budget tracking and cost variance analysis, assisting project leadership in maintaining financial control.
- Identified project risks and developed mitigation plans, enabling proactive schedule management and operational resilience.

Strategy & Business Development

- Established planning-led execution strategies to align cross-functional teams around defined project milestones and proactive risk management.
- Improved on-time delivery of engineering outputs, enhancing internal coordination and project predictability.
- Enabled strategic client retention by increasing project visibility and delivery confidence.
- Strengthened client trust, resulting in repeat orders and expanded business within key accounts.

Operations

- Provided basic and detailed engineering deliverables for water and wastewater treatment plants across South Asia.
- Conducted 3D model reviews with cross-functional teams, clients, and consultants to eliminate design clashes and enhance constructability.
- Collaborated with civil and other engineering departments to identify design efficiencies and reduce construction costs.
- Prepared equipment RFQs, validated supplier technical submissions, and issued technical clearances for procurement execution.

Team Management & Leadership

- Mentored junior planning engineers and trained new hires on planning tools, documentation standards, and project workflows.
- Facilitated stakeholder meetings and ensured structured follow-up through detailed MoMs and action trackers.
- Served as a liaison between project teams, vendors, and internal departments, driving alignment on project scope, deliverables, and timelines.

Achievements

- On the Fly Award in 2021 and 2022.
- Customer appreciation for handling complex projects in 2020,2023 & 2024.

Extra-Curricular Activities

- Toastmaster (2022-2024)
- · VP PR of Toastmaster club (Spoken Word)



- Supply Chain Operations
- · 3PL Management
- RCA & CAPA
- Lean Operations
- Compliance & Audit (EHS, Inventory)
- · Power BI
- · Logistics Strategy
- Stakeholder Engagement
- MIS Reporting
- Cost Optimization
- Advanced Excel
- MS PowerPoint

Qualifications

B.Com (Marketing)

Industry

E – Commerce

Previous Employers

- · Newage Products pvt ltd
- Amazon
- Narayana Health

Industry Expertise

- Transportation & Logistics
- Operations
- · E-commerce & Order Fulfilment
- Process Optimization
- · Data Analytics & Reporting
- Stakeholder Management

Function/Domain

· Transportation & Logistics Specialist

Areas of Interest

- Supply Chain Management
- · Project Management
- · Operational Consulting
- · FMCG & Retail Fulfillment

SHIRIN PAUL

Work Experience: 5 years 6 months



With over 5.5 years of progressive experience across operations, supply chain, and project management, I bring a strong track record in process optimization, data-driven execution, and cross-functional stakeholder alignment. Adept at driving operational excellence through technology integration, SOP standardization, and strategic change management, I specialize in delivering scalable solutions that enhance logistics efficiency and end-to-end value chain performance.

Roles & Responsibilities

Project Management

- · Led end-to-end RFP preparation, vendor evaluation, contracting, and onboarding of new 3PL logistics partners to strengthen supply chain agility and service levels.
- Planned and executed the Costco Roadshow across multiple locations, driving seamless coordination, last-mile delivery, and stakeholder alignment under tight timelines.
- Designed and implemented a multi-tier escalation matrix to standardize incident response and communication workflows, enhancing operational governance.
- Developed and deployed a real-time dashboard for Amazon Prime Day, enabling live tracking of 98M+ units with a 98% success rate, supporting data-driven decisionmaking during peak operations.
- Delivered significant reduction in unloading delays across Amazon Europe by executing tactical interventions in dock scheduling and carrier performance optimization.

Strategy & Business Development

- · Formulated and implemented a carrier selection strategy via RFPs across US & Canada, optimizing cost, service levels, and regional coverage, leading to a 15% transportation cost
- · Designed a tiered Escalation Matrix and SOP framework to institutionalize incident management, reducing resolution time by 30% and improving stakeholder coordination.
- Led the strategic planning and execution of the Costco Roadshow, synchronizing logistics, inventory, and delivery schedules, resulting in a 20% sales uplift in target markets.
- Developed a real-time dashboard for Amazon Prime Peak Deals, enabling leadership to track 98M+ units and achieve a 98% fulfillment success rate.

Operations

- Oversaw 6 warehouses and 30+ carrier partners, managing daily shipment planning for 1,000+ LTL & FTL orders across Europe.
- Maintained 95%+ SLA adherence in outbound EU transportation operations through proactive tracking and exception handling.
- Conducted Root Cause Analysis (RCA) and implemented Corrective and Preventive Actions (CAPA) to reduce recurring operational delays.

Team Management & Leadership

- Acted as Process Expert for a 20-member team at Amazon ROC, ensuring operational consistency and SOP compliance.
- Trained 40+ new hires on standard procedures, safety regulations, and customer handling to ensure faster ramp-up and audit readiness.
- · Led crisis management efforts during major logistics disruptions (e.g., weather delays, accidents, return surges), driving coordinated recovery and stakeholder communication.

Achievements

- 98% SLA during Amazon Prime Deals.
- Led dashboard implementation for tracking 98M+ Prime Deal units.
- Improved unloading efficiency across Amazon EU network.
- Delivered key logistics KPIs with minimal disruptions during high seasons.

Extra-Curricular Activities

- Office Bearer- Cultural Committee, IIM Shillong (2025- 2026).
- Vice President, XIA Unit All India Catholic University Federation (AICUF), Kolkata (2017–2019).
- Secretary, Indian Catholic Youth Movement (ICYM), District Level, Jamshedpur (2012–2016).



Core Skills

- Product Management
- · Salesforce CRM
- · Digital Transformation Strategies
- Agile Delivery
- · Business Requirement Gathering
- IT Consulting
- · Stakeholder Engagement
- · Cloud Architecture

Qualifications

• B.Tech (Computer Science & Engineering)

Industry

- IT Consulting
- SaaS
- BFSI · Healthcare
- Manufacturing

Previous Employers

- · Tavant Technologies
- Deloitte USI
- · Persistent System

Industry Expertise

- Financial Services
- · Healthcare Experience Management
- Manufacturing CRM

Function/Domain

- · Product Innovation
- Digital Transformation CRM
- IT Strategy

Areas of Interest

- Technology Strategy
- Product Consulting · Digital Transformation

SHIVANSH GAUTAM

Work Experience: 5 years 8 months



A growth-driven professional with extensive experience in sales, strategic planning, and consulting across multiple regions. Known for consistently surpassing targets through a collaborative approach and strong analytical skills. Skilled in leading transformation initiatives, managing cross-functional projects, and translating insights into meaningful business outcomes. Proven ability to develop innovative solutions and drive sustained organizational growth.

Roles & Responsibilities

Project Management

- Delivered 15+ PoCs and MVPs with global teams, accelerating product development cycles by 40%, reducing time-to-market while aligning with user and market demands.
- · Oversaw end-to-end execution of CRM and digital transformation projects worth ₹50+ Cr, maintaining 100% on-time and within-budget delivery.
- Drove Agile sprint planning across distributed teams (India & US), facilitating bi-weekly iteration loops and achieving faster decision-making and improved delivery cadence.

Technology Strategy & Consulting

- Designed strategic IT roadmaps for Fortune 500 clients, aligning technology stacks with business growth goals and regulatory mandates.
- Engaged in 5+ enterprise consulting initiatives, modernizing legacy systems and optimizing end-to-end business processes with measurable efficiency gains.
- Proposed scalable architecture enhancements that led to 20–25% improvement in system compliance and performance, while reducing operational overhead.

Digital Transformation & Innovation

- Spearheaded GenAl-led innovation by identifying 10+ enterprise pain points and transforming them into repeatable Salesforce-based solutions across financial. insurance, and retail sectors.
- Developed and implemented data-driven client PoCs leveraging Salesforce Data and Financial Services Cloud, improving real-time analytics and enabling 15% faster decision cycles through enhanced KPIs.
- Led 3+ internal GenAl innovation sprints, accelerating the adoption of cutting-edge tools and frameworks and improving delivery readiness by 30% across teams.

Client Engagement & Communication

- Conducted 20+ business and functional requirement workshops, ensuring seamless alignment between IT capabilities and business objectives.
- Maintained strong stakeholder relationships through structured demos, feedback loops, and escalation management, achieving >95% stakeholder satisfaction.
- Played a pivotal role in client-facing communication for high-impact escalations, resulting in zero SLA breaches across two major implementations.

Team Management & Leadership

- Mentored 10+ engineers and pre-sales analysts on CRM tools and GenAl best practices, enabling cross-skill ramp-up and smoother product handovers.
- · Facilitated coordination across QA, development, and product teams spanning India and US, improving delivery velocity by 25% and contributing to a 10/10 CSAT.
- Authored and standardized detailed solution documentation, leading to 50% reduction in onboarding time and ensuring long-term knowledge retention across teams.

Achievements

- Shinning Star Award, Tavant Technologies
- Spot Award(2x), Deloitte Consulting
- · High Five Award, Persistent Systems

Extra-Curricular Activities

- Office Bearer Placement Preparation Committee PGPEx Co'26 IIM Shillong
- Event Coordinator Aavhaan (Annual Techno-Cultural Fest) SRIT Jabalpur
- Event Coordinator Narmada Events, Jabalpur
- Group Leader R.C Eng Med School, Anuppur



- · Project Management
- Teamwork
- · Time Management
- Leadership
- Critical Thinking

Qualifications

- B.Tech in Information Technology(SRM University)
- · Delhi Public School , Ranchi

Industry

Information Technology

Previous Employers

TATA Consultancy Services

Industry Expertise

- Project management
- Product management
- Software development
- Data analysis

Function/Domain

- SAP ISU Techno functional consultant
- SAP ABAP Developer

Areas of Interest

- Technology Consulting
- Software development
- Project Management
- Product Management

SHREYOSHEE KUNDU

Work Experience: 10 years 7 months



Seasoned IT professional with 10 years 7 months of experience as an SAP ABAP Developer and Functional Consultant in the Utilities domain. Highly tech-savvy, detail-oriented, and driven by a focus on quality and efficiency.

Roles & Responsibilities

Application Development and support

- Specialized as an SAP ABAP developer with hands-on expertise in SAP IS-U Device Management and Billing & Invoicing module.
- Involved in multiple phases of the software development lifecycle: Requirement Gathering, Creating Functional Specification Document, Designing, Developing, Creating Technical Specification Document, Testing, and Support.
- Developed reports based on data analysis to support cross-functional teams that improve decision-making speed by 30%.
- Optimized the SMS billing code, resulting in an 80% reduction in processing time for sending notifications to 1 million consumers.

Functional Consultant in Utilities Domain

- Worked as a Techno -Functional Consultant for SAP IS-U (Electricity and Water Utility) and delivered timely resolution of issues in incident management tool ,consistently meeting 97% of SLA(service level agreements) commitments generating positive feedback, and increasing revenue from client by 40%.
- Provided extended support to the offshore delivery team in establishing healthy relationship with the client leading to contract renewal for 3 consecutive terms.

Team Management & Leadership

- Led a 4-member team in successfully delivering the Solar Metering Project (device) for Himachal State Electricity Board within 30 days, ensuring on-time delivery with minimal defects and high-quality standards.
- Have actively trained and mentored 5 junior team members, helped them build technical skills and adapt to project environments.

Achievements

- Optimized critical database queries, leading to over 20% cost savings in production environments; recognized with the 'On-the-Spot Award' for this contribution.
- Graduated as the university topper with the highest CGPA and was awarded a merit-based scholarship for 3 consecutive years in BTech.

Extra-Curricular Activities

- Singing
- Gardening



Core Skills

- · Project Management
- Documentation & Reporting
- Customer Relationship Management
- Leadership
- Time and Resource Management
- Critical and Analytical Thinking
- · Effective Communication

Qualifications

- KIIT University B.Tech
- Julien Day School, Kolkata

Industry

· IT Consulting Services

Previous Employers

- IQVIA
- Cognizant Technology Solutions

Industry Expertise

- Service Now
- SQL
- Python
- Axway
- ETL
- Salesforce
- Oracle Argus / IVP
- JIRA
- MS Office 365 Administration

Function/Domain

- IT/ITES
- Consulting

Areas of Interest

- · Project Management
- IT Consulting
- Strategy Consulting

SIDDHARTH JAISWAL

Work Experience: 6 years 7 months



A proficient consultant with a strong background in pharmacovigilance, bringing 6+ years of hands-on experience in project management, operations, and strategic initiatives across consulting and healthcare domains. Skilled in leading crossfunctional initiatives and delivering impactful growth strategies.

Roles & Responsibilities

Consultant

- Led the Project Integration team, overseeing project delivery and coordination across multiple client accounts.
- Managed, mentored, and inspired a high-performing team, fostering a collaborative and results-oriented environment.
- Supported over 40 major pharmaceutical clients—including Novartis, AstraZeneca, and Takeda—hosted in the IQVIA data center, handling their specific requests, incident resolutions, and escalations.
- Oversaw onboarding new clients and upgrade projects for IQVIA's own product IVP (IQVIA Vigilance Platform) application, ensuring smooth implementation and client satisfaction.
- Defined and documented support management processes, ensuring adherence to service level agreements (SLAs) and timely project delivery.

Programmer Analyst

- Led end-to-end incident management Including incident analysis, diagnostics, resolution, and root cause investigation of reported events.
- Managed change and release activities, including deployment, testing and patching across multiple Oracle Argus environments.
- Built and maintained strong working relationships with clients and third-party vendors like Oracle to ensure seamless service delivery.
- Trained and mentored new team members while delivering knowledge transfer sessions to promote performance-focused work culture.
- Partnered with the Product team to successfully execute a critical Oracle Argus upgrade
 project, ensuring minimal downtime and improved system performance.
- Coordinated with internal teams and external stakeholders to drive project completion, ensuring alignment across all phases and timely delivery.

Achievements

- 3-time recipient of 'IQVIA IMPACT PROGRAM Award'.
- Received 'PAT ON THE BACK' and 'Star Performer' awards from Cognizant for outstanding performance.
- Salesforce certified Administrator Credential ID: 5495298.
- Certified SQL Developer.

Extra-Curricular Activities

- Social Initiatives (Volunteer, Chandranath Basu Seva Sangh (NGO))
- Collaborated with fellow volunteers to manage the NGO's budget and optimize resource allocation
- Supported underprivileged students through skill-building programs; introduced IT subjects into their curriculum to enhance digital literacy.
- Led digitization initiatives to raise awareness of the NGO's mission and drive fundraising efforts.



- · Key Account Management
- Negotiation
- Planning and Forecasting
- Customer Relationship Management
- · Market Research and Business Development

Qualifications

• Bachelors of Technology in Textile Chemistry

Industry

Manufacturing (Hometextiles)

Previous Employers

- · Trident Limited
- · Nandan Terry Private Limited
- Sara Textiles

Industry Expertise

- Sales
- Customer Relationship Management

Function/Domain

- Sales and Marketing
- · Operation Management

Areas of Interest

- · Strategy and Business Consulting
- Operations
- · Sales and Marketing
- · Data Analytics

SIKANDER PARMAR

Work Experience: 5 years 7 months



A versatile professional with over 68 months of cross-functional experience in operations, Sales & Marketing, with a strong track record of driving business performance and customer centric strategies. Experienced in solving real world business challenges, managing stakeholder expectations, and delivering results in fast-paced environments.

Roles & Responsibilities

Key Accounts Manager - Sales

- Directed key European buyer relationships, with a business volume of around ₹6 Crore per month.
- Negotiated pricing and delivery timelines during the development phase to secure bulk orders, aligning execution with production capacity forecasts.
- · Conducted market exploration beyond existing customer segments, evaluating potential European brands to expand Trident's client base, resulted in business initiation with Swedish retailer, Rusta.
- Defined and implemented standardized credit terms and payment agreements, resulting in clearer expectations and smoother cash flow.
- Managed bulk order projections and account development, navigating challenges from pricing negotiations to supply chain coordination.
- Owned end-to-end account lifecycle: from product development and pricing negotiation to order execution and post-sales service.
- Coordinated across design, marketing, and digital media teams to plan and execute promotional events, client meetings, and trade fair participation.
- Accelerated deal closures, consistently securing key accounts and boosting monthly sales volume. Leads closed for customers UTC, Princess Gruppen, Sports Direct.
- Boosted client (DFD) business fourfold over two years through exceptional customer service and strategic relationship management.

Operations

- · Achieved section-level OTIF (On Time, In Full) goals, while concurrently reducing both customer lead time and production cycle time
- · Streamlined and optimized work-in-progress (WIP) and inventory processes from raw materials to finished goods to enhance efficiency and reduce lead times
- Facilitated cross-functional collaboration with Marketing, Supply Chain, Material Management, and Logistics teams to drive operational efficiency and achieve optimal outcomes
- Reduced waste across multiple operational levels by enhancing work practices and promoting process improvements
- Implemented and sustained TPM and 6S practices on the shop floor (GEMBA) to improve operational control and workplace efficiency.

Achievements

- · Qualified High Potential Candidates test series conducted by SHL in Trident group (June
- Improved efficiency of TFO section by 5.16% (June 2021)
- · Implementation of soft waste management on the shop floor resulted in a cost saving of 6.5 lac per month in Melange Yarn Division (August 2019).
- GATE 2017 Qualified.
- Won Intra college quiz competition, Texwar, in Techno cultural Fest "Aagaaz-2015".

Extra-Curricular Activities

- · Actively volunteered with the National Service Scheme (NSS) during college, contributing to community development and social initiatives.
- SUDOKU solver
- Avid Book Reader
- Yoga



Core Skills

- · Project Management
- · Atlassian Toolkit Administration (Jira, Confluence, Bitbucket)
- Advanced Excel
- PowerPoint
- Tableau
- MySQL
- · Time and Resource Management

Qualifications

· JSS Academy of Technical Education, Noida - B.Tech (Mechanical Engg.)

Industry

- IT/ITES
- BFSI
- Ed-Tech

Previous Employers

- · Tata Consultancy Services
- · Softenger India Pvt. Ltd.
- Extramarks Education India Pvt. Ltd.

Industry Expertise

- IT & Services
- Project & Product Management Tools and Platforms

Function/Domain

- · Project Management
- · IT Service Management
- IT Delivery
- Agile & Scrum Delivery
- · Atlassian Suite Administration (Jira, Confluence, Bitbucket)

Areas of Interest

- Project & Program Management
- IT Consulting
- Strategy Consulting
- · Jira & Atlassian Ecosystem
- Digital Transformation
- · Data-Driven Decision Making
- · Stakeholder Management

SUMIT SINGH

Work Experience: 5 years 9 months



Detail-orientated project manager with 5+ years of experience leading IT initiatives using Agile and Scrum methodologies. Proven expertise in Jira, Confluence, Bitbucket (Atlassian Toolkit) administration, cross-functional team leadership and stakeholder management. Adept at driving project execution through clear communication, data-driven decisionmaking and end-to-end project lifecycle management. Skilled in analysing large datasets using Excel, PowerPoint and Tableau to optimise workflows and enhance system efficiency.

Roles & Responsibilities

Project Management

- · Led client-facing advisory on IT service management optimisation, analysing existing workflows and recommending process redesign using Agile and Scrum methodologies.
- Developed project plans by analysing requirements, availability of resources and time while ensuring on-time delivery of high-quality software increments through SDLC to the business user.
- Managed 4 concurrent projects of Academic, Animation and Test Prep departments, developed and implemented project plans through Jira, ensured timelines and managed resources efficiently.
- Implemented standardized project workflows across departments, improving interteam coordination and reducing project delivery delays by 15%.

Leadership & Stakeholder Management

- Conducted monthly review meetings (CCB-CTO, CCB-COO) with stakeholders and headed discussions on monthly deliveries and presented the status of projects, occupancy reports, risks and issues.
- Defined stakeholder SLAs, task ownership matrices and Agile best practices resulting in a 30% reduction in issue resolution time and measurable improvement in stakeholder
- Conducted weekly review meetings with department managers and the CAO, ensuring transparent communication of project status, risks and issues.
- Collaborated with cross-functional teams (Academic, Animation, Test Prep) and stakeholders (VPs/AVPs) to define sprint goals and manage project backlogs in Jira.

Team & Vendor Management

- Led a team of 5 internally along with 2 vendors, namely Test Yantra and CRG Solutions, that helped provide support for QA resources and Atlassian-Jira.
- Facilitating clear and open communication within cross-functional teams and ensuring that team members are informed about project updates, changes and expectations.
- Identifying training needs regarding Scrum methodologies, Jira workflows, DoD, backlog, update in existing processes for new and existing team members and conducting training sessions for them.

Atlassian Toolkit Administration (Jira, Confluence, Bitbucket)

- · Overseen the administration of Atlassian-Jira including projects, licensing, user management and facilitated migration from Jira Server to Data Center.
- Designed and delivered a custom Jira automation solution for a client's service management team, incorporating workload-based dynamic assignment logic.
- Reduced response times and led to a 25% improvement in First Time to Response (FTR), directly supporting SLA compliance and operational efficiency goals.

Achievements

- Brilliant Brainiac | Extramarks Education India Pvt. Ltd. | Qtr JFM-22
- Overall Winner | Hindustani Semi-Classical Singing | Inter DPS Competition (Northern Region)
- · Jira Fundamental Badge | Atlassian University

Extra-Curricular Activities

- · Playing Basketball Played at collegiate level
- · Singing Hindustani Semi-Classical
- Playing RPG Video Games Watching NBA

· Volunteer Work (Akshargyan-an NGO, aimed at teaching and empowering underprivileged kids)



- Procurement
- Sourcing
- · Vendor Management
- · Teamwork
- · Vendor Development
- Critical Thinking
- · Communication & Negotiation Skills

Qualifications

- Post Graduation Diploma in Industrial Automation & Control Engineering, Technologies Global Pvt. Ltd., Bangalore
- B.E, Electrical & Electronics Engineer, RNSIT, Bangalore

Industry

- · Manufacturing Defense
- · E-commerce B2B

Previous Employers

- A&M Supplies Pvt Ltd. (Senior Procurement Executive)
- PLR Systems Pvt Ltd. (GET Procurement)

Industry Expertise

- Oracle ERP 12
- · Zoho CRM
- Microsoft Office
- C++
- Excel-Based MIS
- Procurement and Supply Chain Management
- Defence Procurement
- Engineering Support & Automation

Function/Domain

- Procurement
- · Supply Chain

Areas of Interest

- Project Management
- IT Consulting
- Strategy Consulting

SURAJ PRASAD SHAH

Work Experience: 5 years 4 months



Ex – Senior Procurement Executive with 5 years 4 months experience in defense and industrial and MRO procurement, Business Development, Sourcing, Vendor Management.

Roles & Responsibilities

Project Management

- Led end-to-end procurement operations for global eCommerce MRO supply projects, ensuring timely and accurate order fulfillment.
- Managed full-cycle procurement in a defense manufacturing setup, including vendor selection, PO issuance, and contract management.
- Coordinated with cross-functional teams (logistics, sales, engineering) to align deliverables with project timelines.
- Streamlined quotation and RFQ conversion processes using Zoho CRM, contributing to project efficiency.
- Implemented process improvements that reduced order cycle times and improved overall project turnaround.

Strategy & Business Development

- Contributed to strategic sourcing decisions that enhanced pricing competitiveness and improved service levels for global B2B clients.
- Played a key role in growing departmental sales through efficient conversion of highvolume RFQs into orders.
- Developed supplier relationships in the U.S. market to improve reliability and diversify sourcing options.
- Acted as liaison between sales and procurement to align operational decisions with business development goals.
- Drove compliance with international incoterms and client expectations to support long-term client retention strategies.

Supply Chain Management

- Managed procurement and sourcing across multiple geographies, including coordination with U.S.-based suppliers.
- Oversaw logistics alignment to ensure fast, cost-effective shipping aligned with client priorities.
- Maintained procurement data using advanced Excel-based MIS for better supply chain visibility and decision-making.
- Worked on vendor development and evaluation to strengthen supply chain resilience and cost-efficiency.
- Ensured material availability and contract renewals in defense manufacturing to support continuous production flow.
- Utilized Oracle ERP 12 and Zoho CRM to manage and track operational procurement activities.

Achievements

- · Certification: C++ (Intermediate)
- Certification: Post Graduation Diploma in Automation & Control Engineering

Extra-Curricular Activities

 Club Member: Office Bearer and Representative within bITeSys (The Product management and Analytics Club.)



Core Skills

- · Rolling Stock Maintenance
- Administration & policy implementation
- · Project & Operation management
- · Workforce Management
- Strategy & Performance Management
- Stakeholder Coordination
- Data driven decision making
- General Management

Qualifications

• B.E.(M.E.),R.G.P.V. Bhopal

Industry

 Rail Transportation & Logistics, under Government of India

Previous Employers

 Indian Railways, under Ministry of Railways, GOI

Industry Expertise

- · Rolling Stock Maintenance
- Strategy & Policy making
- Data driven decision making
- · Technology Management

Function/Domain

- Administration & General Management
- Project & Operations Management
- · Team Management
- Data Management

Areas of Interest

- Strategy Consulting
- IT Consulting
- Project Management
- General Management

VISHAL GAURAV

Work Experience: 11 years 11 months



Mechanical Engineer with over 11 years' experience in both administration and technical operations in Indian Railways, covering production, stakeholder coordination, operations, data management, contracts, and digital transformation. Managed safety, KPIs, staff training, and team leadership while driving process improvement and cross-functional collaboration. Worked on bridging technology, feasibility, and policy to deliver innovative solutions. Roles include Technical Assistant to PCME and Senior Section Engineer at Central Railway, Parel

Roles & Responsibilities

Strategy & Process Development

- Planned and developed performance strategies through data-driven analysis of maintenance KPIs for senior officials to assess operational efficiency and strategic alignment.
- Supported implementation and governance of digital platforms such as MoU Web Portal, IMMS, E-Tendering, and E-Office, streamlining administrative workflows and enhancing transparency.
- Served as Zonal Administrator for MoU Web Portal and Indian Railway Cadre Management System, contributing to reduced reporting time and improved data accountability.
- Led inspection and compliance initiatives, coordinated team reviews, conducted root cause analyses, and implemented corrective and preventive strategies.
- Managed policy-based communication and high-level correspondence, ensuring consistency and alignment with institutional objectives.
- Coordinated timely responses for Parliament Questions across legislative sessions, achieving 100% on-time submission under tight deadlines.
- Facilitated interactions with Parliamentary Standing Committees and Zonal Railway Users' Consultative Committees through structured documentation and Q&A processes.

Project & Operation Management

- Managed end-to-end reporting operations, coordinating across Divisions, Workshops, Car Sheds, and Units to ensure timely and accurate submission of periodic (annual, monthly, weekly, and ad-hoc) reports.
- Oversaw monthly bogie overhaul operations, achieving 105%+ of production targets for 18 consecutive months with over 100 units per month.
- Managed and updated strategic dashboards such as E-Drishti and the Minister of Railways' Dashboard to track project KPIs and support operations during the Covid-19 lockdown period.
- Compiled and analyzed quarterly progress reports to monitor over 150 maintenance contracts, improving contract visibility and enabling timely corrective measures.
- Served on deputation as Assistant Administrative Officer during State Election and with the National Investigation Agency (NIA).

Achievements

- PCME Award 2016, 2019, As a Technical Assistant for best Annual Performance individual Award, for taking various Automation initiatives.
- PCME Award 2022 for Annual Performance Booklet Publication: Mechanical Department's first-ever annual performance publication project. Standardized performance tracking, used in strategic reviews, created a foundation for future strategic documentation & performance benchmarking.
- AGM Award 2019, GM Award 2020- For saving approx. 20 lakhs during Railway week annual function, a National level Event.

Extra-Curricular Activities

- Office bearer of E-cell club of IIM Shillong
- Contributed in planning & execution of Zonal level official Events & Conferences such as award ceremonies, delegates visits, and multi-unit review meetings. Successfully executed 20+ high-level events with cross-functional coordination also Did anchoring in some
- Participated in singing competition, volunteering activities during annual fest at college during graduation.
- · Was active Member of Angdeep under Zila Saksharta Samiti.



- Machine Learning
- Leadership
- Stakeholder Management
- · Project management
- · Six Sigma and Lean
- · Root cause Analysis
- · Problem-Solving
- Critical thinking
- · Training & Mentoring

Qualifications

· B.E. Electrical and Electronics Engineering

Industry

• IT/ITES

Previous Employers

- Amazon Development Center India Pvt. Ltd.
- Sutherland Global Services Pvt. Ltd

Industry Expertise

- IT/ITES
- Artificial Intelligence
- Operations

Function/Domain

- Artificial General Intelligence
- IT Operations

Areas of Interest

- Consulting
- IT Operations
- · Project Management
- · Program Management
- Product Management

YOGALAKSHMI B

Work Experience: 6 years 4 months



Driven and results-oriented professional with nearly 6 years of experience in training Al models, including Alexa, LLM and other Generative Als. Highly motivated, quick to learn, adaptable to evolving business needs. Recognized for a strong work ethic, attention to detail, and being a dependable team player committed to delivering high-quality outcomes. for business requirements.

Roles & Responsibilities

Process Improvement & Innovation

- Conducted deep-dive analysis of data, interpreted root causes, and implemented corrective and preventive measures to ensure long-term project success and compliance with KPIs.
- · Led regular brainstorming sessions, monitored user progress, provided actionable feedback and shared daily as well as weekly reports. This made the huge shift in quality of over 28% at both individual and team levels.
- As part of process improvement initiatives, highlighted workflow challenges and suggested tool enhancements that led to measurable improvements in team performance metrics.

Leadership & Stakeholder Management

- · Served as a Subject Matter Expert for multiple workflows.
- · Trained and mentored over 50 individuals, fostering their decision-making agility through training, regular feedbacks and supported them in consistently meeting and exceeding quality benchmarks.
- Collaborated with internal stakeholders to gather requirements, analyze gaps, and provided critical insights which will be helpful in improving ASR and NLU.

Data Associate - Operations , Amazon(Artificial General Intelligence)

- As a Machine Learning Data Associate, I've worked with diverse datasets to enhance the accuracy of Alexa, Roomba, LLM, and other conversation Als.
- · Interpreted model outputs to identify gaps in AI performance and recommended targeted improvements for real-world applications.

Sutherland Global Services Pvt. Ltd

- Delivered real-time customer support by resolving product and account-related inquiries and addressing service issues with a focus on customer satisfaction.
- · Handled payment processing, refunds and replacements while ensuring quality and compliance standards across all interactions.
- Conducted troubleshooting, provided product and service information to drive resolution and enhance customer experience.

Achievements

- Awarded 3 Extra Mile awards (associated with Amazon) for showing great ownership or bias for action in resolving an issue and assisting another individual or team to deliver the expected results.
- Received 3 Star Performer awards and Bestowals from Amazon for consistently topping the team Stack.

Extra-Curricular Activities

- · Contributed to many community service initiatives as part of Amazon's GMV(Global Month of Volunteering).
- Office Bearer Operations Club (Op-Era).

PLACEMENT COMMITTEE

COMMITTEE DETAILS

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DEPARTMENT OF STUDENT AFFAIRS & PLACEMENTS

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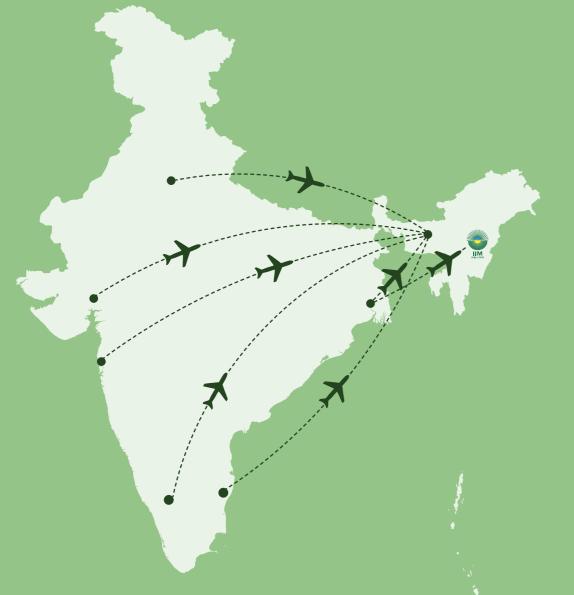
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The nearest major airport and railway station is at Guwahati, which is nearly 120km away from Shillong. Shillong can be reached by taxi/car and the fare is about INR 1500. Guwahati Airport is well connected to many major cities in India including Bangalore, 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.



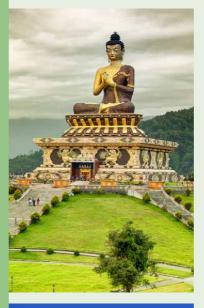








































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