



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

PROFILES OF STUDENTS

PGPMX 2016-18 BATCH

PGP in Management for Executives (PGPMX)

Course Introduction

- The IIM Indore two-year, alternate weekend Post- Graduate Programme in Management for Executives (PGPMX), offered in Mumbai, is uniquely designed for working executives and entrepreneurs, who would like to take the opportunity to become transformational leaders and innovative solution creators in their respective organizations, but find it difficult to pursue a full-time programme in management.

Pedagogy

- The pedagogy is a judicious mix of lectures, case discussions, international / rural immersion programme, project work, term papers, role-play, seminar presentations, assignments, management games, and simulations.



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE



Aniruddha Kekatpure

Professional Experience: 14 years

Since 2006:
Vice President, Portfolio Management
JM Financial

2004-Oct 2006:
Relationship Manager, Private Wealth
JM Morgan Stanley

2003-2004:
Associate, Operations
JM Morgan Stanley

Education

CFA - ICAI Hyderabad

PGDBA – ICAI Business School

B.Com - Narsee Monjee, Mumbai

Key Deliverables

Investment Management: Co-manage investment portfolios under the product India Resurgent Series, including development of investment strategies and evaluation of investments ideas.

Research: Financial analysis of companies including development of financial models, monitoring regulatory developments & other business variables and communicating with company managements.

Macro-Monitor: Spearhead the department’s flagship quarterly research product, Macro Monitor, which highlights the market outlook by capturing various indicators across financial markets - Equity, Credit,, Commodities and Currency.

Cross Functional Collaborations: (a) Collaborate closely with the credit department of NBFC during the credit appraisal process. (b) Collaborate closely with Sales teams for making investment presentations to the clients and periodically to develop products and formulate cross asset class investment strategies.

Skill-set competency & Expertise

Comprehensive understanding of Financial Markets: Strong analytical and stock picking skills (consistent success rate of 75%+ over last 6 years) with broad understanding of macro trends - both global and domestic.

Technical Skill-sets: Strong proficiency in financial modeling and extensive knowledge of investment management and financial databases – Bloomberg, Capitaline, CRISIL Research, Securites.com etc.

Languages Known

- English
- Hindi
- Marathi

Certifications

Professional Membership::
CCFA, INDIA

NSE Certification – AMFI
Advisors Module.

Professional Training:

Silver Brook Training
Program - Technical Analysis.

Mercuri Goldman Sales
Training Program.



Anshuman Agrawal

Professional Experience = 11+ years

Since Jan 2012

Founder & Director
Minimac Systems Pvt Ltd, Pune
(Manufacturers and exporters of lubricant oil purification & pipeline flushing machinery)

Feb 2007- Jan 2012

Founder & CEO
Minimac Solutions, Pune
(Traders of oil filtration machines, oil filters and allied products)

Jul 2005 – Feb 2007

Asst. Manager, Tata Motors Ltd, Pune
(Worked in New Product Introduction deptt.)

Education

B. Tech. (2001-2005)

Gold Medal in Mining Machinery Engg.
IIT (ISM) Dhanbad, Jharkhand

Key Projects & Deliverables

- Design and Development of indigenous, versatile machine for 3-in-1 function for solids, moisture and acid reduction in all types of lubricant oils.
- Design and Development of India's largest Oil Flushing Machine used for high velocity pipeline flushing activity in Power and Oil & Gas sector commissioning.
- Successful marketing effort with 35% market penetration in Power Sector (India)
- More than 50% International Business revenue for the organisation in successive years of 2014 and 2015. Clients List includes big names like Weir, Technip, Petrofac, Sparrows, APTS, Bemco, Manuli, AIM spread across Middle East, Africa, SAARC, S-E Asia, and Australia.
- Developed a strong network in India for sales across various Power Stations, Refineries, Cement & Steel Plants, Fertilizer Factories owned by Central Govt, State Govt and Private Companies.
- YoY growth in revenue maintained at >20%
- A double Profit Margin % recorded in last Fiscal.

Skill-set competency & Expertise

- **Entrepreneurial & Leadership** : Built and have managed a team of 25 across various functions of the organisation and plan to expand 2 fold soon.
- **Marketing & Branding** : Built, owned, nurtured and campaigned brand "Minimac" during last 10 years across various core industrial sector companies
- **Technological** : Lubricant Oil Purification & Pipeline Flushing needs well studied, innovations in field aptly updated and futuristic developments timely planned and innovated.

Languages Known

- English
- Hindi

Awards & Recognitions

- Level 4 @ "100 Open Start-ups", a world forum for start-ups
- Top 15 at BW Young Entrepreneur Award
- Nominated for Tata NEN Hottest Start-ups Award
- Guest Speaker at ARMMCON 2015, Pune



Ashish Bhansali

Professional Experience : 8+ years

Since June 2014;
Sr. Product Manager
Zycus Infotech, Mumbai

Feb 2013- May 2014
Product Manager
Zycus Infotech, Mumbai

Dec 2011- Jan 2013
Project Manager
Pcura Consulting, Mumbai

June 2009 - Dec 2011
Product Lead
Zycus Infotech, Mumbai

Sept 2006- Aug 2007
QA Engg
Softex Infotech, Mumbai

Education

PGDM – Systems
Thakur College of Management

B.E. (Computer Engineering),
Mumbai University

Key Projects & Deliverables

- Responsible for providing easy to use, innovative and process compliant softwares
- Developed products in different domains of Supply Chain like eSourcing, Supplier information and performance management
- Designing product roadmap and prioritising requirements from customers
- Proficient in Product Development Life Cycle functions through Business Function Study, Requirement Finalization, Task Breakdown, Effort & Time Estimation

Skill-set competency & Expertise

- Technical - Analyze customer usage patterns, design prototypes, A/B testing, AGILE product management
- Functional – User stories, PRDs, MRD writing, wireframes and prototyping, marketing collaterals, analyzing business processes across industries

Languages Known

- English
- Hindi
- Gujarati



Asmita Dixit

Professional Experience: 6 years

Since Sept 2015:

Planning and Development Executive at **ICON Hospital**

Oct 2014 - Aug 2015:

Observership (Administration and management)

ICON Hospital, Dombivli

Jul 2012 - Nov 2013:

Clinical Data Coordinator at **Icon Clinical Research, Chennai**

June 2010 - June 2011:

Clinical Research Volunteer at Clinical Trials Office

Boston Medical Center, Boston, USA

Jan 2008 - July 2009

Clinical Data Manager, **Cognizant Technology Solutions**

Education

- **B. Pharm**, Mumbai University
- **MSc. In Clinical Pharmacy**, University of London
- **Post-graduate Diploma in Clinical Research**, Academy for Clinical Excellence, Kalina

Key Projects & Deliverables

- OPD management at hospital - updated appointment scheduling system which positively reduced waiting time for patients and improved communication
- Bed management – created systems to reduce the time spent on getting current bed availability/occupancy status
- Billing status updates to doctors – Created charts and a system to avoid late payments from patients/timely follow-up
- Experience of working at the clinical trial site at Boston Medical Center with a team of excellent doctors, CRAs, Research nurses and trial administrators
- Successfully handled clinical trial data from Phase I, II and III till database lock
- Conducted clinical research project at NHS Hospitals during MSC, which were well received by the department

Skill-set and expertise

ICH-Good Clinical Practices, Clinical Research
Electronic Data Capture databases
Experience of working in healthcare systems of UK, US and India with awareness of cultural sensitivities

Languages Known

- English
- Marathi
- Hindi

Certificates

Regulatory Affairs
Certificate: Medical Devices and Pharmaceuticals (Dual), Regulatory Arrairs Professional Society (Online University)



Bhavana Verma

Professional Experience: 10 years

Since March 2015:

Manager, Infrastructure and Government Services
KPMG

June 2008-March 2015:

Senior Consultant, Government Services
KPMG

March 2008-June 2008:

Executive, SAP Sales
Mahindra Consulting

Aug 2006- March 2008 :

Engineer,
Emerson Network Power (I) Pvt Ltd

Education

- BE, Production, VJTI, Mumbai

Key Projects & Deliverables

- Handled some large prestigious projects at Center and State like Skill Development, CCTNS project, State Data Centers (SDC), e-District, SeMT, UID, ISO 27001 audit, Land registration etc.
- Have worked with more than 10 Government Departments at Center and State like Police, Social Justice, IT, Planning etc
- Have been felicitated by Honorable Chief Minister of Karnataka and Madhya Pradesh for the Consultancy worked carried out for the Karnataka and Madhya Pradesh State Data Centre respectively.

Skill-set competency & Expertise

- Diverse experience includes Project Management, Skill Development, Capacity Building, Bid Process Management, Vendor Selection and Monitoring, Business Process Re-engineering, RFP preparation, IT Infrastructure Planning, Stakeholder Management etc.

Languages Known

- English
- Hindi
- Marathi

Certifications

- 35 hours of Project Management study for PMP Certification.
- ITIL foundation course.
- Distinction in Maharashtra State eGovernance course.
- Teachers training course from Yoga Vidya Niketan.
- Basic and consultative selling skills training.
- Awareness course in ISO 9001:2000/TQM.
- "Effective Public Speaking Skills" and "Speech Craft"



Deepak Pande

Professional Experience - 30 years

Since Jan 2016

Co-founder and CEO, Suljhan Consulting LLP,
Banking & Financial Services

July 2015 - Dec 2015

Banking Professional
Guest Faculty at Banker's Training Institutes and
Management Institutes

June 1997 - June 2015

Senior Vice President & Head - IPG, Axis Bank
Ltd

April 1986 - June 1997

Assistant Manager, Central Bank of India

Education

M.Sc. (Physics) from Bhopal University

PGDIB from School of Economics, Indore
University

CAIIB from Indian Institute of Banking and
Finance,

Key Projects & Deliverables

- Started career as Probationary Officer and handled Retail Banking, Corporate Banking and HR functions in a large branch
- Headed a rural branch, which was declared as best branch of the MP Zone
- Trade Finance Head at a B category Forex branch
- Instrumental in setting up a Tier I city branch and Headed it successfully
- Retail Head for Western Zone covering 250 branches having Rs 10,000 crores in Savings deposits and overseen a Sales force of 2000 personnel.
- Circle Head for Western Maharashtra & Goa and responsible for Retail, Business Banking, SME, Retail Assets, Agriculture loans etc.
- Head of Retail Investment Products supervising Life Insurance, General Insurance, Mutual Funds, Retail Broking, Alternate Investments Fund and Bullion

Skill-set competency & Expertise

Functional

Retail Banking, Retail Investment Products, Business Banking, Trade Finance and e-payment services

Competence

Leadership, Sales Management, Relationship Management and Wealth Management

Strategic Solutions

Business Acquisition, Branch Expansion, ATM network expansion, Recruitment of Sales Force, Bancassurance Partnerships, Corporate Salary tie ups

Certifications

Managerial Effectiveness from IIMC

Sales and Marketing Management, ISB, Hyderabad

Leadership and Presentation Skills, Dale Carnegie

Languages Known

Marathi
Hindi
English



Deependu Dutta

Professional Experience = 12 years

Since Sep 2015;

Manager, LTE Network Planning,
Samsung Electronics (I) Ltd, Mumbai

Mar 2015- Sep 2015

Manager, 3G Network Optimization,
ZTE Telecom Ltd, Kolkata

Jun 2009- Mar 2015

Specialist, Network Planning & Optimization
Ericsson India Ltd, Kolkata

Aug 2007- May 2009

Asst Manager, 2G Network Optimization,
Idea Cellular Ltd, Raipur

May 2006- Aug 2007

RF Sr Engineer, TNS, Noida

Dec 2004 – May 2006

RF Engineer, TFI, Bhopal

Education

B.E. (Electronics & Communication),

R.G.T.U, Bhopal

Industry Experience

- Technical Manager having customer focussed experience of more than 12years, successfully delivered 2G, 3G & 4G network rollout and managed solutions projects in India, Germany & Saudi Arabia.
- Responsibilities comprises of project rollout planning / execution, cost estimation & analysis, vendor management, optimum resource plan, timeline planning, scope of work fulfilment, Service acceptance responsibilities etc.
- Ensured adherence with standard project delivery model for smooth running of projects. Identify additional business & add-on sales opportunities.
- Network rollout projects delivered for various service operators viz. Jio, Airtel, Idea, Uninor, Vodafone Germany, Saudi Telecom, Mobily Saudi etc.
- Flex trainer for technical trainings & participated in knowledge sharing activities for peer development activities.

Skill-set competency & Expertise

- In depth technical knowledge of LTE, WCDMA & GSM technology
- Rollout & optimization expertise in LTE, WCDMA & GSM
- Telecom network planning expertise
- Telecom network optimization & managed solution activities
- Techno-commercial process standardization for projects
- Technical support to end user for better network services
- Expertise on various network planning & optimization tools

Languages Known

- English
- Hindi
- Bangla

Awards & Trainings

- Excellent Performer, Ericsson Saudi Arabia
- Outstanding Individual Performer, Ericsson India
- Club Ace falcon Award, Ericsson India
- Customer Centric training
- Technical Trainings on 3G and 2G technology
- Technical training on network planning tools



Dinesh Prajapati

Professional Experience = 10+ years

Lead-Technology

**Synechron Technologies (P) Ltd ,
Pune-India**

Education

**B.E. (Computer Sc. & Engineering),
RGPV University, Bhopal-India**

Core Competency

- Delivered projects in **Financial Services, Health Care, E-Commerce, Telecom and Enterprise Resource Planning.**
- Core Competence in solution design as per business.
- Managing and leading the project team , participating solution designing and approval of the design specification ,coordinating partners and working groups.
- Estimate and Plan the project task, participating in defining and implementing process and process improvement.
- Implementing best industries practices across SDLC and Agile.
- Responsible for monitoring project progress, providing technology leadership, product development, systems integration, functional management & performance review.
- BFSI , Health Care and ERP domain experience.

Job Role

- Understands business/technical Requirements specification, builds domain knowledge, Provides high and low level design to speciation's/problems.
- Team Management, Motivates, coaches, helps and works effectively with team to achieve goals.Process Compliance, Development, release and review processes are followed effectively.

Languages Known

- English
- Hindi

Certifications

- IT Project Management Certification(**ITPM**) from **IIT,Bombay**



Gyanandra Narain Mishra

Professional Experience: 23 years

Since July 2016:

National Head- Rural Banking & Geography Head
RBL Bank Ltd- Mumbai

May 2011- Jun 2016:

Senior Vice President & Geography Head
Rest of Maharashtra & North Karnataka
RBL Bank Ltd-Pune

March 2010-April 2011:

Business Head
Utkarsh Micro Finance Ltd-Varanasi

September 2007 – March 2010

Dy General Manager & Zonal Head
IDBI Bank Ltd- Mumbai

May 2005 – August 2007

Asst Vice President & Cluster Head
IDBI Bank Ltd- Mumbai

Oct-2001 – April 2005

Asst Vice President & Branch Head
IDBI Bank Ltd- Various Branches (Patna , Mumbai)

January 1998 – September 2001

Head- Depository Business
Axis Bank Ltd (Erst UTI Bank)- Mumbai

July 1995 – December 1997

Head- Retail & HNW Broking
UTI Securities- Mumbai

October 1994 – Jun 1995

Branch Head
Kanak Capital Pvt Ltd

Skill-set competency & Expertise

- **Functional Domain** – Retail & Consumer Banking , Micro & MSME Lending , Priority Sector Lending , Agri Loans & Small Business Loan
- **Technical Skill-set** –Consultancy and Technical Support to Start up companies in the field of Dairy Projects, Agri Processing & Micro Finance

Education

MA-Sociology-1993
(LNMU-Bihar)

BA (Honours) -1991
(Bihar University)

Languages Known

- English
- Hindi
- Maithilee
- Marathi

Certifications

- JAIB- IIBF Mumbai
- CAIB-IIBF Mumbai



Harsha Vasireddy, CFA, FRM

Professional Experience = 8+ years

July 2011 – till date

Sr. Manager - Group Strategy

Wadhwan Global Capital (DHFL Holding company), Mumbai

Feb2011- July2011

Business Analyst – Start up venture

Harbinger Education & Research

Jul2008- Aug2011

Derivatives Trader – US Interest Rate Futures (TMG LLC) & Researcher (NISM)

Education

B.Tech (Aerospace),

IITBombay

Chartered Financial Analyst (CFA),

Charterholder,

CFA Institute, USA

Financial Risk Manager (FRM),

Charterholder, GARP Institute, USA

Member,

Institute & Faculty of Actuaries

Overview

- **Business Strategy professional** with experience covering business planning & B-S/P-L management, merger & integration, handling & leading consulting projects, valuation & acquisition methods, annual budget planning & annual performance review, feasibility study & market entry strategy, statistical analysis of data, sales function optimization, business development & interfacing/recommending key strategic decisions to key management persons.
- **Industry Expertise:**
 - Banking/ NBFC/ Housing Finance industry/ SME Lending
 - Insurance
 - Mutual Funds

Key Projects & Deliverables

- **Setting up DHFL General Insurance Ltd** – Core founding team, Business Planning; Investment Proposal to Board; R1, R2, R3 licensing stage - interacting with IRDAI
- **Acquisition, Merger & Integration** of Deutsche Mutual Fund (India) with DHFL Pramerica Mutual Fund
- **Setting up SME Lending vertical** in DHFL
- **Microfinance Industry** Investment proposal to WGC Board
- **Merger & Integration** of First Blue Home Finance & DHFL
- Developed a **strategic Geographical expansion plan** for DHFL Group companies (~550 locations across country)

Languages Known

- English
- Hindi
- Telugu

Certifications/Awards

- Chartered Financial Analyst (CFA)
- Financial Risk Manager (FRM)
- Member – IFA (cleared CT1, CT2, CT3, CT7, CT8, ST0)
- Pratibha Award – by State Government of AP for Excellence in Education



Himatej Bonagiri

Professional Experience: 7.5 years

Since July 2014:

Sr Manager - Technical
i-maritime Consultancy pvt ltd

April 2012 - July 2014:

Maritime Structural Engineer
GMAPS Singapore

Nov 2010 - April 2012:

Assistant Manager
Adani Group

July 2009 to Nov 2010:

Assistant Engineer
CES india private limited

Education

M.Tech (Offshore Structural Engineering) from
NIT Calicut

B.Tech (Civil) from Acharya Nagarjuna University

Key Projects & Deliverables

- **Master-planning** – Prepared master plans to various upcoming sea ports in the world (Bo Aung Kyaw terminal in Myanmar, River port in Mandalay, Outer Harbor Tuticorin etc)
- **Feasibility studies and DPR** – Prepared feasibility and detailed project reports for variety of projects (Ro-Ro project in Gulf of Kutchh, Dredging project in NMPT, IWT terminal in Paradip port, Dry dock in Vizag etc)
- **Detailed design** – Structural design of port structures (Daweei port by ITD Bangkok, Jazan Economic City port in Saudi Arabia, EQ-1 terminal in Vizag port etc)
- **Due diligence** – Assessment on operational capabilities of existing old ports and its limitations to understand the possibility of future developments. (MIPT Yangon)

Skill-set competency & Expertise

- **Functional Domain** – Sea port planning/design and integration of technical part of the project to operations to build an optimized business case
- **Technical Skill-set** – Structural Design
- **Managerial Skill-set** – Project Management

Languages Known

- English
- Hindi
- Telugu

Certifications

- Diploma in PDMS



Dr. Venkatesh Katgeri

Professional Experience: 23 years

Since November 2016:

Sr. General Manager, Global Regulatory Affairs
Glenmark

November 2002– November 2016:

Team Leader API Regulatory Affairs
Cipla Limited

November 1996– November 2002:

Officer – API QA
Cipla Limited

April 1993 – November 1996

Officer - API Manufacturing,
Cipla Limited

Education

- Ph.D Chemistry Mumbai University
- MBA, YCM Open University

Key Projects & Deliverables

Responsibilities :-

Leading the global API regulatory team for compilation of Drug Master files,
Supporting cross functional teams for API support
Facilitating selection of API vendors, starting material vendors.

Skill-set competency & Expertise

Functional Domain - Total 14 years experience in handling 150+ Drug master file submissions globally
Managing queries from regulatory authorities
Managing queries from customers

Technical Skill-set – Review of process validation documents, Development reports, analytical method validations, characterization data for DMF review and compilation. Proficient in selection of API vendors, starting material vendors,

Languages Known

- English
- Hindi
- Kannada
- Marathi

Memberships

- Project Management Institute, USA
- Royal Society of Chemists, UK
- American Association of Pharmaceutical Scientists



Kavitha Jayesh

Professional Experience: 16 years

Axis Bank Ltd - Corporate Banking **Since July 2015:**

Deputy Vice President –Transaction Banking
Senior Relationship Manager & Head Mid
Corporate Segment Mumbai at Corporate Office .

2014-2015:

Assistant Vice President –Treasury Markets Group

2011-2013 :

Assistant Vice President –Treasury Relationship
Manager

2009-2011:

Head for B-Category Forex Teams

2004 –2009

Flagship Branch, Fort Mumbai

2000-2004: ICICI Bank Ltd **Corporate Banking.**

Education

- B`Com from Bangalore University

Key Projects & Deliverables

- Delivered consistent results as Team Leader and Senior Relationship Manager in the area of Treasury-Trade-Forex & CMS
- Area of competence :Trade Finance – Solution provider to complex Trade transactions of Large and Mid Corporate clients of the Bank.
- Product Development : Team member for product improvements/enhanced customer experience for the Bank’s corporate clients .

Skill-set competency & Expertise

- Functional –ECRM, Treasury, Fx Trade, Core Banking-Finacle, Swift ,Intellect ,Analytics .
- Competence -Experience in Trade Finance, Corporate Banking, CMS Solutions .
- Strategic Solutions – To be the preferred partner Bank for Corporates for their Treasury, Trade Forex & CMS transactions. Providing structured solutions for complex deals .
- Leadership : People Management and result oriented.
- Liasoning : Excellent rapport with internal and external stake holders.

Languages Known

- English
- Hindi
- Malayalam
- Kannada

Certifications

- FEDAI Certification
- Axis E-Learning Certifications



Mahesh Sivaramankutty

Professional Experience: 13+ years

Since April 2013:

Associate Director

PKF Sridhar and Santhanam, Chartered Accountants

Sep 2005- Mar 2013:

Audit Manager

Sridhar and Santhanam, Chartered Accountants

Apr 2003 – Mar 2005

Accounts Manager,

VFS Global Pvt. Ltd.

Education

- Chartered Accountant – ICAI
- B.com - University of Mumbai

Core Competency

Thorough understanding of IIA standards and IFRS Framework

Evaluating and mapping key business risk to the financial framework and reporting to the management with impact analysis and key action plan

Knowledge of Key control procedures, audit security, asset management compliance, GAAP and regulations

Ability in improving operations, enhancing business growth and maximising profits through finance management, internal control and productivity improvement

Job Role

Heading the operations for National and International business.

Advanced Risk and Compliance Analytics Solutions

Internal Audit, Statutory Audit and Process Assurance

Attending the Audit committee meetings, reviewing of MIS and Finance

Languages Known

- English
- Hindi
- Marathi
- Gujarati
- Malayalam
- Tamil

Certifications

- IFRS – ICAI



Manish Purshottam Purohit

Professional Experience: 8 years

Since Dec 2013:

Risk Manager - Market Risk & Analytics
Credit Suisse Group

Dec 2012 – Sept 2013:

Financial Analyst – Supply Chain Finance
General Mills Inc.

Mar 2011 – Dec 2012:

Analyst - Global Markets Equity – Risk and P&L
Deutsche Bank Group

Feb 2010 – Mar 2011:

Analyst – Consultant at MSCI Inc.
Research & Analytics
WNS Global Services Private Ltd

Aug 2008 – Aug 2009:

Analyst – Consultant for Blackrock Inc.
Risk Management & Solutions
Oracle Financial Services Software Ltd

Industry experience

- Expertise in Market Risk Management with specific focus on Value at Risk (VaR) & Economic Risk Capital (ERC), Basel, Performance & Risk Attribution, Product Control, Financial and Regulatory Framework.
- Delivery of Strategic Regulatory projects in Banking domain.
- Working along with Enterprise Risk Management, IB, Private Banking, Finance , Front office traders and other verticals in order to manage and mitigate overall business risk.
- Responsible for updating & managing various risk models on regular basis.
- Managing a team of risk analysts in order to align their personal objectives with firm vision and consistently delivering value to the business & also streamlining the overall processes.

Skill-set

- Regulatory capital risk calculations, Limit monitoring, RWA, Position risk analysis, Impact testing, Risk Appetite Framework , Basel II & III, Valuations, Controls & Internal Audit, Back testing VaR models, Greeks, Client services, knowledge for various asset class such as Equities, FX, Credit, Rates, Securitized & Exotics products.

Languages Known

English
Hindi
Marwadi
Marathi

Education

MS – Finance
ICFAI University

Chartered Financial Analyst (CFA) - ICFAI University

Financial Risk Manager - FRM - GARP (USA)

Bachelor of Commerce
University of Mumbai



Narendra Singh Thakur

Professional Experience: 10.5 years

Since Mar 2015:

Associate in Global Custody , Investor Services
J.P. Morgan India Services Pvt Ltd

Oct 2013-March 2015:

Project Manager for EFS (Electronic Financial Services) , Corporate Investment Banking
J.P. Morgan India Services Pvt Ltd

Sept 2008- Sept 2013:

SME on Returns Domain, Production Management Lead for ACH (Automated Clearing House), Corporate Investment Banking
J.P. Morgan India Services Pvt Ltd

June 2006- Sept 2008:

Software Developer, Financial Software and Systems (FSS)

Education

- B. E. from Rajiv Gandhi Technical University

Key Projects & Deliverables

- **Legacy to Strategic Platform Migration** – Experience of End-to-End migration of Legacy applications to open system strategic platforms, scalability and integration with other systems
- **New Payment Services** – *Design and build new IAT (International ACH Transaction) payment services*
- **Operational Efficiency** – *Reduced complexity and cost by doing process automation of manual ops procedures*
- **Technology Upgrades** – Migrated ACH application from a 32-bit CPU system to 64-bit CPU system.
- **Fortress Architecture Implementation** – Modularization of application architecture helped provide stability, security & scalability to EFS application

Skill-set competency & Expertise

- **Functional Domain** – Clearing House and Payment services, Cards processing - ATM and POS switches, Global Custody – Trading, Corporate Actions, Trade processing, FX and derivative processing, Escrow Services
- **Technical Skill-set** – Mainframes and utilities, HP NonStop Servers, Java, Unix, Big Data, Mule
- People Management of global teams. Vendor Management

Languages Known

- English
- Hindi

Certifications

- Certified Scrum Master
- OCJP – Oracle Certify Java Programmer
- Application Security Champion (ASC)



Neha Lamba

Professional Experience: 9 years

Since November'2015

SBM Bank (Mauritius) Ltd Mumbai, India
Zonal Head (West), Financial Markets Sales

April'13 –October'15

IndusInd Bank, Mumbai, India
Assistant Vice President, Client Risk Solutions,
Global Markets Group

April'11 –March'13

IndusInd Bank, Mumbai, India
Chief Manager, Proprietary Trading Desk, Global
Markets Group

May'08-March'11

IndusInd Bank, Mumbai, India
Manager, Merchant Desk and Client Advisory
Services, Global Markets Group

Education

B.E. (Electrical)
M.I.E.T, Jammu

Industry Experience

- Intensive coverage of client portfolio; advising clients on FX exposures through short term / long term hedging strategies.
- Experience at running proprietary positions across currency pairs on the basis of Technical & Fundamental analysis.
- Responsible for handling Large & Mid-Sized Corporate of West Zone and generating revenue from FX/Derivative Sales.
- Actively track and interpret financial markets across asset classes. Offer views and advisory basis client exposure.
- Structuring foreign currency assets in India; Manage Forex exposures and related requirements of large and Institutional clients.
- Hedging Risk: Dynamically suggest suitable mitigation strategies for Balance sheet/Trade exposures based on market movements. Manage trade and capital flows for large corporates/institutional clients.
- Also involved in managing short term funds through capital market instruments for clients and bank.

Languages Known

- English
- Hindi

Certifications

- Certification on Integrated Treasury Management course conducted by National Institute of Banking and Management, Pune.
- ACI Dealing Certification
- FIMMDA certification on advance course on Bond Mathematics conducted by Dun & Bradstreet.
- Technical Analysis Certification



Nileshe Pabuwal

Professional Experience: 16 years

Since April 2014:

Senior Manager Projects (Technology)

Worldline India Pvt Ltd (Atos)

Jan 2007-March 2014:

Project Manager (BFSI - Projects)

Polaris Consulting & Services Ltd

Jan 2005-Dec 2006:

Tech Lead (Products)

SYSTIME Computers (INDIA) Pvt. Ltd (KPIT)

Sept 2004-Dec 2004:

Software Engineer (Equity)

FinEng Solution Private Ltd(3i InfoTech)

Feb 2004 – Sept 2004:

Programmer (ERP)

Grasim Industries Ltd. [Aditya Birla Group, Nagda]

Education

- **Mechanical Engineering** from Amravati University, Maharashtra, in Year 1999

Key Projects & Deliverables

- **Payments** – Bajaj FinServ Retail EMI Implementation, Rupay Credit Card Implementations and Multiple Other program for implementing schemes Such as Master Card, Visa and Prepaid Cards for Private and Public Sector Banks.
- **BFSI-** CMS Applications for EMEA Citi Bank and Payment Gateways including SWIFT.
- **HR& Payroll :** E2E implementation of HR & Payroll System for PHILIPS India, WillBros group, and Others
- **ERP** – Contributed in VSF Finance for Grasim Industries.
- **CSR-**Contributed in Ullas for Corporate Social Responsibility and Imparted training in various Municipal Schools.
- **Quality** – Contributed in ISO9001 and CMMI-5 Audits

Skill-set competency & Expertise

- **Functional Domain:** Business focused Project Management professional possessing experience in Banking and Financial Service Industry (BFSI), Payments and ERP Industry.
- **Result Oriented** Well organized with a track record that demonstrates self motivation, creativity and initiatives to achieve both personal and corporate goals.
- **Leadership,** direction, strategy and vision in the areas of technology, product development, facilitate and enable growth & business agility.
- **Continuous Improvements** focus on effectiveness by Optimizing resources and bringing more Automation, Reusability and ease of Operations and Process Improvements.

Languages Known

- English
- Hindi
- Marathi

Certifications

- **CDAC** From Indore in Year 2001



Nutan Bala

Professional Experience: 6 years

M/s Hindustan Petroleum Corporation Limited
From September 2010- November 2011

Officer - Projects

From November 2011-May 2013

Officer – Vendor Management

From May 2013

Senior Officer - Procurement

Education

- Bachelor of Technology in Instrumentation & Control from NIT - Jalandhar

Certifications

- CENTUM CS 3000 (*DCS system by YOKOGAWA India Ltd*).
- Foundation Field Bus (*by YOKOGAWA India Ltd*)
- Safety systems-PLC (*by YOKOGAWA India Ltd*)
- Maintenance of Distributed control system *by HONEYWELL*.
- E-Procurement system (*Online procurement system*)
- International Contracting & Bid Mitigation Management

Key Projects & Deliverables

Projects Handled :

- Execution of Major Projects in HPCL
 - Diesel Hydro-Treater (DHT)
 - Sulphur Recovery Unit (SRU)
 - Lube Oil Base Stocks (LOBS)
- Supply chain: sourcing, purchasing, transport, warehousing and distribution. Also involved in identifying and implementing initiatives to reduce the overall supply chain cost base.

Skill-set competency & Expertise

- Expertise in Enterprise resource planning (ERP) system of JDE for various Project related activities viz preparation of Purchase Requisitions, Tenders, Purchase orders and release of Payment
- E-Procurement, Online purchasing system of HPCL.
- Solid leader and strategy planner in searching new products supply channels
- Excellent negotiation skills
- Expert in market-research
- Implementing cost savings at all levels of organizations



Prachi Vaidya

Professional Experience: 11 years

Since Feb 2015:

Deputy General Manager, Construction Finance

Indiabulls Housing Finance

Sep 2009-Feb 2015:

Associate Vice President, Analytics

Indiabulls Housing Finance

Aug 2007-Sep 2009:

Assistant Manager, Business Intelligence Unit

ICICI Bank

Education

- B.E from Sardar Patel College of Engg, Mumbai
- Diploma in Engg from Vivekanand (VESP), Mumbai

Key Projects & Deliverables

- CF Team- Expansion and development of Construction Finance and Loan against property business in IHFL
- Credit Underwriting of mortgage loans including financial, legal & technical due diligence and Portfolio Management
- Analytics- MIS reporting, securitization, managing rating agencies & credit bureaus, investor relations regulatory reporting and strategic initiatives.
- Driving marketing strategies driving cross-selling & up-selling

Skill-set competency & Expertise

- **Technical Skill-set** – Analytical tools
- SAS BI and Enterprise Miner
- Clementine SPSS
- SQL – Basic and working knowledge of SQL Querying
- Datamart
- Expert proficiency in Excel and other MS-office tools

Languages Known

- English
- Hindi
- Marathi

Certifications / Awards

- Recognized as 'Outstanding Performer' during Indiabulls Executive Conclave (Shanghai) in April 2013
- Recognized as 'Top Talent' during Indiabulls Management Meet (Goa) in Aug 2011
- Recognized with BIU Star Award in 2007 for devising strategies based on debit card spending patterns of customers @ ICICI Bank



Subahani S M H

Professional Experience = 20 years

Since Aug 2008

JSW Steel Ltd
Senior Manager- Business Development – Projects

Nov 2007 – July 2008

Consulting Engineering Services India Pvt Ltd
Senior Consultant Engineer – Projects

Mar 2005 – Oct 2007

Gannon & Dunkerly Co Pvt Ltd
RE-Project In charge
Karnataka Region

Jan 2000 – Feb 2005

Keyman Construction Pvt Ltd,
Male', Rep. of Maldives
Principal Construction Engineer

Education

B.E Civil Engineering.

Osmania University
Specialization in Steel Structures

Key Projects & Deliverables

- Steel Plant Expansion – Have experience in SMS - Basic Oxygen Furnace, Continuous Casting platform – 8 strand billet caster
- Hands on experience in Commissioning of Cement Plant
- Have experience in handling integrated townships
- Proficient in high end interior setup

Skill-set competency & Expertise

- Functional Domain –
 - Steel & Cement plant commissioning,
 - Township Planning & development
 - High end interiors
 - Contracts management
 - Cross functional Co-ordination
- Technical Skills – CAD
- Project Management tools – MSP, Primavera

Languages Known

- English
- Hindi

Awards & Recognitions

- Managing Director's award for construction management



Sachin Nair

Professional Experience: 11 years

Since April 2012:

Head - Marketing
V-Xpress

August 2011 – February 2013, London, UK

Marketing Manager (UK & Europe)
Vectone Mobile Ltd.

August 2009 – June 2011

Senior Manager Marketing
DainikBhaskar

August 2007 – July 2009

Account Manager
Lowé Lintas

April 2006 – July 2007

Senior Account Executive
OgilvyOne Worldwide

Education

- B.Com from Mumbai University
- PGD in Advertising from KC College of Mgmt

Key Projects & Deliverables

Responsible for the development and management of national B2B Demand Generation marketing programs, including strategic planning, KPI goals, budget management, execution, and ROI tracking. Manage a small team of marketing professionals focused on executing national campaigns including (but, not limited to) email, direct mail, database marketing, and digital marketing.

Skill-set competency & Expertise

- **Functional Domain** - Integrated Marketing and Brand Building

Languages Known

- English
- Malayalam
- Hindi
- Marathi

Certifications

- Chartered Institute of Marketing – Diploma in Digital Marketing from London School of Marketing, London, UK

Industry Recognition

Emvies 2008 finalist for Innovative DM initiative for Reliance Systematic Investment Plan - Retail)
Conducted comprehensive market research for Population Service International and been the part of team for the Promo Power Award for Social awareness campaign - Best Cause or Charity Marketing Campaign Gold -2005



Saibal Kumar Nag

Professional Experience: 28 years

Since July 2006:

General Manager – Modernisation
All India (Project) **Times Group**

Apr 2004-July 2006:

Dy. General Manager (Civil – Heavy Industry)
Ispat Industries Ltd. Dolvi –Pen, Raigad (MH)

July 1988 –Apr 2004:

Trainee Engineer to Project Manager – EPC
(All India Location),
Simplex Infrastructure Ltd.

Education

- B.E. (CIVIL) from Bengal Engineering College, Shibpur (Calcutta University)
- Energy manager – Bureau of Energy Efficiency (Ministry of Power)

Key Projects & Deliverables

Industrial/ Infra Projects- CIDCO Metro, Mazgon Dock, POSCO CRM, MRPL & Kudremukh Captive Power plant (Including Roads), Sinter & Gas cleaning plant (including Roads, Bridges), Times of India Printing Press (All India)

Residential/ Commercial Projects- CIDCO Mass Housing, High rise residential buildings, Times Now studios, Times Group Offices. Radio Mirchi Stations (All India), Reliance DAKC IT Bldg.

Heritage Conservation – Conservation and revamping of TOI building at CST Mumbai.

Academic Campus – Hidayatulla National Law university campus.

Skill-set competency & Expertise

- Strategic & Business Planning
- Key Account Management
- Design, Value Engineering,
- Tendering, Bidding, Negotiation
- Project Engineering Management,
- Sustainable Energy Management,
- Lateral Thinking & Innovation application Management

Languages Known

- English
- Hindi
- Bengali

Certifications

- Chartered Engineer
- Approved Valuer
- Member of Indian Council of Arbitration.
- Accredited Professional from Indian Green building Council
- Project Management MDP -IIM (A)
- General Management – ISB, Hyderabad.
- Six Sigma – Green belt
- ISO / TPM



Sanyog Dubey

Professional Experience: 16 years

Since Nov 2016:

Deputy General Manager – Planning
JK Cements Limited

July 2014-Nov 2016:

Head Projects: Post Clinkerisation
ACC Limited. Durg –CG

Oct 2000-Jul 2014:

Head Mechanical
ACC Limited

Education

- B.E. Mech. Engg.

Key Projects & Deliverables

- **Preventive Maintenance & Planning :**
 - Have experience in planning of large projects and major shutdowns heavy continuous process industry.
 - Proficient in Project Life Cycle Management functions through Project initiation, Business Function Study, Requirement Finalization, Project Scoping, Effort & Time Estimation, Costing & Project Budgeting, Resource Allocation, Scheduling, & Risk Management
- **Mechanical Maintenance** – Have experience in handling large industrial mechanical maintenance.
- Core team member for SAP MM implementation in ACC Ltd.

Skill-set competency & Expertise

- Project management
- Scheduling shut down activities
- SAP
- TPM/ TQM/ OSHAS/ISO

Languages Known

- English
- Hindi

Certifications

- Holcim certified PME engineer.
- IRDA certified for Solar panel O & M



SUVODIP SEN

Professional Experience = 8+ years

TATA Tinplate

Since Apr 2016

Regional Business Manager (West)

April 2015- March 2016

Head (Credit Control Department)

April 2014- March 2015

In Charge (Supply Chain, Inventory Management)

April 2013 - Mar 2014

Business Head (Eastern India)

June 2008 – Apr 2013

Senior Marketing Officer (North Region)

Education

B Tech (Electronics & Instrumentation Engineering)

West Bengal University of Technology

PGDBM (Marketing & Finance)

Globsyn Business School

PGDIB (International Business)

Coventry University , U.K.

Student Member (Actuarial Society of India)

Key Projects & Deliverables

- Skilled in identifying and developing new streams for long-term revenue growth
- A keen planner, strategist and implementer with deftness in devising and implementing strategies, aimed at ensuring achievement of business development targets and addition of key accounts to the portfolio
- Hands on experience in charting out sales & marketing strategies and contributing towards enhancing business volumes & growth and achieving profitability norms
- Adroit in appraising the prevalent production systems/ processes, identifying loopholes if any and undertaking result-oriented measures for alleviating them and documenting the same
- An effective communicator with good decision making, interpersonal and analytical skills

Skill-set competency & Expertise

- Planning day-to-day strategies, budgets, maintenance schedules, along with resource allocation for optimum output
- Charting out new sales avenues in the market for expanding the potential customer base, gauging their requirements and bagging sales orders
- Managing activities like demand planning, forecasting, demand fulfillment and inventory management
- Strategizing the long term as well as short term business directions to ensure maximum profitability in line with designated objectives
- Removing unnecessary procedures in processes while ensuring uniformity in the process occurring at the client's and the organization's end while undertaking safe and efficient field operations in process sections
- Creating and sustaining a dynamic environment that fosters development opportunities & motivating high performance within the team members

Languages Known

- English
- Bengali
- Hindi

Certifications

- NIL



Usha Padmashali

Professional Experience: 16 years

Since Dec 2016:

Head Underwriting

Reliance Nippon Life Insurance

June 2002-Nov 2016:

Assistant Vice President - Underwriting

Birla Sun Life Insurance

Nov 2001 – May 2002

Outsource - Underwriting

Birla Sun Life Insurance

2000 – 2001

Executive - **Exim Management Institute/City Cat Chemicals Ltd.**

Education

- Post Graduate Diploma in Export & Import Management – Indian Merchant Chambers
- Associate of Life Insurance – Indian Insurance Institute of India.
- B Com - University of Mumbai

Key Projects , Expertise & Deliverables

- Leading the development and implementation of underwriting & reinsurance strategies in line with business goals and strategies.
- Implementing underwriting strategies, portfolios and customer/channel propositions that optimize business opportunities while taking due account of strategy and risk appetite.
- Optimize portfolio performance of all the lines of business.
- Monitoring the market to identify, assess and make recommendations about underwriting opportunities and/or threats presented by emerging risks.
- Working with the Actuaries and Reinsurance functions to provide input to support the determination of risk appetite and the management of underwriting and claims risks.
- Played a key role in implementation of various system initiatives - Risk Scoring model, auto underwriting, E-Application, online plans etc.

Languages Known

- English
- Hindi
- Marathi

Certifications/Recognitions

- Associate member of Life Insurance Institute of India.
- ISB Executive Education programme - 'Stepping into Leadership'
- Awarded : Individual Functional Excellence Award - Aditya Birla Financial Services group



Vishesh S Chadha

Professional Experience: 17 years

Since April 2005:

Project Manager, India Banking
Tata Consultancy Services Ltd

Sept 1999-March 2005:

Project Lead, Onsite Client Coordinator
Wipro Technologies Ltd

Education

- Bachelor of Engineering (Instrumentation),
Vivekananda Education Society's Institute of Technology, Mumbai University

Key Projects & Deliverables

- **Master-planning** –Leading large - scale CBS, Online Registry, Payments and e-Remittances, Mobile Wallet projects on application level tiers.
- **Architectural Design** – Design and Architecture of packages and interfaces utilized in the context of India Banking with cross integration using standardized industry techniques.
- **Process Structuring & Re-engineering**– Study and improvisations in critical processes related to multi channel dissemination of banking & financial data.

Skill-set competency & Expertise

- **Functional Domain** – India Banking, Securities and Trading. Registries.
- **Technical Domain** – Standards and packages implementation, Design, Testing, Monitoring, BPR, Techno Functional Analysis.
- **Leadership Domain** - *Leading and Mentoring of Large teams, Mentoring of specialized skilled teams, Project Management and Consultancy guidance.*

Languages Known

- English
- Hindi
- Punjabi

Certifications

- Programme on Leading and Managing, IIM Calcutta
- Project Management Professional, PMI USA



Vivek Anand

Professional Experience = 21+ years

Since Oct 2010;

Role –Managing Director (Founder Director)

Bridgeview Maritime Pvt Ltd , Mumbai

Role – Director / (Founder Director)

Bridgeview Infotech , Mumbai (Since Aug 2012)

Aug 2009- May 2010

Class Surveyor

Indian Register Of Shipping,Mumbai

Oct 2006- Nov 2008

Technical Superintendent ,

Fleet Management Ltd, Hong Kong

Dec 2004- Sept2006

Technical Superintendent

Ind Aust Maritime Pvt Ltd , Mumbai

Nov 1995 – Nov 2004

Marine Engineer on board ship

(Ranks : C/E , 2/E , 3/E ,4/E and TME)

For Anglo Eastern Ship Management Ltd , Hong

Kong , Ravenscroft Ship Management Inc , Miami ,

USA and Ind Aust Maritime Pvt Ltd ,Mumbai

Education

Graduation in Marine Engineering from Marine Engineering and Research Institute ,Kolkata

(Formally known as DMET , Kolkata)

Key Projects & Deliverables

- Acquired partial crew management from 20 Ship owners / Ship Managers (approximately 200 ships) from Singapore , UAE , Saudi Arabia , UK ,Nigeria in last 6 years and running successfully with profits .
- Successfully carried out conversion of ship(Inland vessel to Indian coastal vessel).
- Data Analysis of Ships running parameters by creating customised software .
- Core Competence in Project Management for development and Testing of software solutions; Project estimation and costing.
- Carried out Survey of merchant Ships as Surveyor under recognised body (IRS) of DG Shipping , Govt Of India .
- Techno Commercial job as Technical Superintendent , Efficiently ran ships under strict budget / safe ships . Big stake as Very high value ships , danger to human life and risk of environment pollution .
- Hands on experience of running of ship's plant as C/E , 2/E ,3/E ,4/E and TME

Skill-set competency & Expertise

- Functional – Business Development and Operation of Maritime Recruitment company . Business Development and project management in Software Solution.
- Competence -Experience in Project Management .
- Strategic Solutions – Selection / Architect of ERP for crew management company.

Languages Known

- English
- Hindi

Certifications/Professional Degrees:

- Chief Engineer Certificate of Competency from MMD , Govt of India .
- Associate Member of Institute of Engineers .
- Associate Member of Institute of Marine Engineers.
- Trainee External Examiner of Marine Engineer (Grade – MEO CI IV)

Thanks!

PGPMXM Batch 2016-18