



सिद्धिमूलं प्रबन्धनम्  
भा. प्र. सं. इन्दौर  
IIM INDORE

Profiles of students of PGPMX batch (2015-17) of IIM Indore

# PGP for Management 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 will be a judicious mix of lectures, case discussions, international / rural immersion programme, project work, term papers, role-play, seminar presentations, assignments, management games, and simulations.



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# Amit Jaitly

## Professional Experience: 13 years +

### Since June 2010

Head Development Management  
Synergy Property Development Services Pvt Ltd

### Feb 2006 to May 2010

Manager Projects  
Synergy Property Development Services Pvt Ltd

### Dec 2002 to Jan 2006

Architect  
Atelier D Art's and Architecture

## Education

Bachelor of Architecture ,  
R V College of Engineering,  
Bangalore

## Skill-set competency & Expertise

- Business Development
- Corporate Real Estate
- Project Development
- Project Management
- Architectural Design

## Roles & responsibilities

- Business Generation and Diversification into new regions
- Project Delivery
- Team Building and Risk Management

## Languages Known

- English
- Hindi
- Punjabi



# Anvize Rodrigues

Professional Experience = 18 years

**Since Nov 2008:**

Head IT  
Ezeego One Travel and Tours Ltd.

**2001-2008:**

Delivery Manager/ Business Relationship  
Manager  
Tata Consultancy Services Ltd.

**1999- 2001**

Project Leader  
Global Tele Systems Ltd.

**1997-1999**

Systems Administrator  
Hindustan Unilever Limited.

Education

B.E Computer Science from Mangalore University

Industry Experience

- Strategic Planning and Decision making related to IT strategy of the company.
- Large Program Management with complete P&L responsibility.
- Managing Budgets, Applications, Infrastructure, vendors and delivery teams.
- Managing Industry agnostic, technologic agnostic and geography agnostic projects and programs.
- Setting up e-commerce verticals, implementing ERPs rollouts and business intelligence data analytics.

Skill-set competency and Expertise

**Functional Domains:** Retail, Banking, Insurance, Pharmaceutical, Manufacturing, Travel, Transportation and Hospitality.

**Technical Expertise:** Business Intelligence, Data warehousing, ecommerce, ERP- SAP Financials /CRM /HRMS/Hybris, Oracle Suite- Financials, Oracle DBA ,Mobility and Cloud, Infrastructure and Application setup and Management.

**Management Expertise:** Large Program Management, IT Strategy, Budgets.

Languages Known

- English
- Hindi

Certifications

- Agile Foundation
- Data warehousing and Business Intelligence:
  - Business Objects,
  - Cognos,
  - Informatica,
  - Microstrategy
  - Hyperion
  - SAS
  - Teradata
- Six Sigma Green Belt
- Oracle 9i Database Administration
- IBM AIX RS 6000 Server Administration



# Dr. Asma Yousuf

## Professional Experience: 8 years

- MARCH 2016-Current  
Brand Consultant – GetSetHome, Mumbai
- FEBRUARY 2015-MARCH 2016  
Manager Branding & Corporate Communication, Nanavati Super Speciality Hospital, Mumbai (Radiant Life Care Pvt. Ltd.)
- JULY 2014-JANUARY 2015  
Senior Marketing Executive - Content & Digital, Wockhardt Hospitals South Mumbai (Wockhardt Ltd.)
- JUNE 2011-JULY 2014  
Content Developer - Corporate Communication, Kokilaben Dhirubhai Ambani Hospital (KDAH), Mumbai (Reliance Group)
- MAY 2010-JUNE 2011  
Senior Features Writer, Infomedia 18, Mumbai (Network 18 Media Group)
- AUGUST 2008-MAY 2010  
Medical Content Executive, Healthizen.com, Mumbai (VNurture Healthcare Pvt. Ltd.)
- SEPTEMBER 2007-AUGUST 2008  
Medical Writer, Oxygen Healthcare Communications Pvt. Ltd., Mumbai (Seagull Group)

## Education

- BHMS (Bachelors in Homoeopathic Medicine and Surgery), SCMPH Medical College, MUHS Nashik, Mumbai 2005
- MSc-CR (Masters in Science – Clinical Research), ICRI - Cranfield University, Mumbai 2008
- MA English (Masters in Arts – English Literature), SNDT University, Mumbai 2013
- PGC-APM (Post Graduate Certificate in Advanced Project Management), SP Jain Institute of Management & Research, Mumbai 2014
- AICP (Post Graduate Diploma in Advanced Integrated Mass Communication Program), Xavier's Institute of Communication, XIC-Fort, Mumbai 2015

## Industry Experience

- Over 8 years of experience in Healthcare Media and Communications
- Around 5 years of experience in Marketing & Corporate Communication in Hospital Industry
- About 3 years of experience in agency – Advertising Agency & Website Company
- An year as a Healthcare Journalist and Senior Features Writer for two magazines in B2B Segment (Modern Medicare and Modern Pharmaceuticals)
- Practiced medicine for 3 years

## Projects Handled

- Marketing Communication & Media Management for Hospital Centre Launch (Nanavati's Accident & Emergency Centre 2015, KDAH Robotic Surgery & Liver Transplant Centres, 2012 & 2013)
- DTC Marketing (Live360@60 Nanavati's Senior Citizen's Club Initiation) & CSR Activity Planning & Execution
- Digital Communication Development, Video Wall Project and Media Relations Management for Wockhardt Hospitals Launch (South Mumbai), November 2014
- Promotional Campaign for KDAH National Geography Documentary Project, October 2013
- Content & Design Development followed by launch of company websites
- Social Media Management (KDAH Facebook & Twitter pages, and KDAH Blog)

## Languages Known

- English
- Hindi



# Amol Deshpande

## Professional Experience: 9 years

- Since September 2014  
Senior Manager – BD & Sales  
Sumitomo Corporation, Japanese ‘SOGO SASHA’  
Investment & Trading co)
- 2011-2014  
Assistant Manager-Business Development (Oil &  
Gas)  
(Thyssenkrupp Industrial Solutions, German MNC)
- 2009-2011  
Assistant Manager – Projects  
(Mahanagar Gas Limited, BG & GAIL JV)
- 2007-2008  
Executive – LNG Business Development  
(Inox India now *Inox CVA*)

## Education

- B.E Chemical
- Masters in Oil & Gas management

## Industry Experience

- Oil & Gas Upstream – Business Development & Sales catering to Oil & Gas Onshore & Offshore segment. Client engagement with National Oil Companies, Private & MNC’s (Oil & Gas Exploration & Production).
- Oil & Gas Downstream – Business Development & Licensor Technology Sales for Oil & Gas projects (EPC, EPCM & PMC). BD coordinator for Middle East projects. Client engagement with Oil Marketing Companies (Refinery, Petrochemicals)
- LNG – Business Development & Sales of LNG Business Solution.
- City Gas Distribution – Development of Natural Gas infrastructure .Demand Assessment. Managing project team of 10.

## Languages Known

- English
- Hindi
- Marathi

## Skill set

- Business Development
- Sales



# Dibyendu Guchhait

## Professional Experience = 13 years

### Since April' 2014

Sr. Lead Geophysicist, Petroleum (E&P),  
Reliance Industries Limited.

### April'2013-March'2014

Addl. Manager, Petroleum (E&P),  
Reliance Industries Limited

### April'2010-March'2013

Dy. Manager, Petroleum (E&P), Reliance  
Industries Limited.

### April'2007-March'2010

Senior Geoscientist, Petroleum (E&P),  
Reliance Industries Limited.

### Feb'2003-March'2007

Geoscientist, Petroleum (E&P)  
Reliance Industries Limited

## Education

M.Tech (Petroleum Exploration),  
Indian School of Mines, Dhanbad

M.Sc.Tech (Applied Geophysics), Indian  
School of Mines, Dhanbad

## Industry Experience

- Petroleum Exploration and Appraisal of shallow water lease, Krishna Godavari basin, East Coast of India:** Proposed wells have been proved with oil and gas discovery in two wells. Appraised two discoveries in the lease area.
- Petroleum Exploration and Appraisal of deep water leases Cauvery basin, East coast of India:** Technical lead of the team of eight Geoscientists. Instrumental in exploring Four deep water leases of Cauvery Basin. Strategic team member in proposing several exploratory wells in the leases. Appraised three hydrocarbon discovery and assessed production viability of the discoveries.

## Skill Set

- 2D, 3D seismic data interpretation, GDE preparation, CRS, CCRS preparation
- Prospect generation and maturation, Chance of Success estimation
- Probabilistic Hydrocarbon volume estimation
- Bottoms up and Top down model building
- Quantitative Interpretation
- Business scenario evaluation for Prospects & New access opportunity.

## Languages Known

- English
- Bengali
- Hindi

## Trainings:

- Safety Training (Fire Fighting, Personal Survival Techniques, First Aid, Helicopter Underwater Escape Technique)
- Technical Trainings: Sequence Stratigraphy, Geostatistical reservoir characterization, 21C Geophysics, 21C Structure, Integrated Petroleum Exploration (IPE), Applied Subsurface mapping
- Business Training: "ASSET" management

## Publications:

- Guchhait, D., Tenepalli, S.,: Fluid Substitution modeling and Rock physics modeling to predict Amplitude Variation with Offset (AVO) in shallow water block, Godavari Basin, East Coast of India; MTGST, 2007, Indian School of Mines, Dhanbad
- Nayak, S., Bastia, R., Guchhait, D., Bhawal, D.,: Quantitative Seismic Geomorphology of Deepwater slope channels from bathymetry data-A case study from offshore Cauvery basin, East coast of India; SPG, India, 2010
- Chada, S., Guchhait, D., Bansal, A.,: EEI analysis in Class-I low porosity sands; SPG, India, 2016





# Jayant Shenoy

## Professional Experience = 9 years

### **Since Feb 2014:**

Sr. Sales Manager – MINI division  
**Infinity Cars Pvt. Ltd., Mumbai**

### **2008-2014:**

Team Manager (Sales) – Mercedes-Benz division  
**Auto Hangar (India) Pvt. Ltd., Mumbai**

### **2006-2007:**

Marketing Executive – Toyota division  
**USL Shinrai Automobiles Ltd., Mumbai**

## Education

Bachelor of Management Studies – University of Mumbai

## Industry Experience

- Increased market share of the MINI brand substantially (highest amongst MINI dealers in India)
- Oversaw the launch, growth and decline cycle of entire generation of cars
- Defining quantitative and qualitative objectives for acquisition, sales and customer support
- Recruitment, training and management of the sales team
- Planning and implementing marketing campaigns and other events at the dealership
- Handling inventory and transaction management
- Handling complaints and improvement management

## Skill-set

- Automotive Sales Management
- Team Management
- Sales Pitch Development
- Marketing
- Product Management

## Languages Known

- English
- Hindi
- Marathi





# Kamayani Aniruddh Nagar

## Professional Experience: 21 years

### Since September 2013 :

Channel Sales : Household Outbound Channel, ICICI Bank Ltd

### March 2005 to July 2011:

Various Roles in Retail Liabilities and Branch Banking, ICICI Bank Ltd.

### August 2002 to March 2005 :

Business Development Manager, TASC Segment, IDBI Bank Ltd

### March 1999 to August 2002:

Senior Manager, Corporate marketing, Provista India Ltd.

### December 1994 to March 1999:

Journalist and Associate Producer, Indian Television Pvt. Ltd.

## Education

- Post Graduate Diploma in Journalism and Mass Communication from Indira Gandhi National Open University
- Bachelor of Applied Sciences (BASc) from College of Applied Sciences, Delhi University

## Industry Experience

- Heading Outbound Distribution channel pan India for sales of Savings Accounts product through 10,000 + sales officers
- Design and Implementation of Various Strategy and design Initiatives, Structured programs for increase in quantity and quality of product sales.
- Sales Process Management through Sales CRM
- Data handling and Analysis across various segments
- Handling Branch Banking – liability and assets heading a 250 member team.
- Digital Channel Initiatives for Transactions
- Customer service Quality
- Concept Selling and Business Development
- Event Management
- Electronic Journalism

## Skill-set competency & Expertise

- Ability to handle Large distribution set ups for multiple products
- Ability to handle, splice and present large data sets
- Project management and execution
- People Skills
- Strong Execution Bias

## Languages Known

- English
- Hindi
- Marathi
- Gujarati
- Punjabi



# Kamlesh Mishra

## Professional Experience 13+ years

### Since April 2005:

Axis Bank Ltd – AVP & Branch Head

### Dec 2002 – March 2005:

DM- Marketing  
Cipla Ltd

## Education

- B.Sc( Physics-H) from C.M. Science College ,L.N.M.U, Bihar

## Core Competency

- Retail Banking
- Credit Appraisal
- Branch Operations Management
- Forex Operations
- Marketing and Sales

## Job Role

- Currently working as branch head of Axis Bank, heading a midsize branch.
- Quality customer service, business development, operations management in the banking industry.
- Marketing corporate and Retail banking products/solutions.
- Relationship Management of corporate and retail HNI customers.
- Building, guiding and motivating teams to achieve goals such as unit profitability.
- Credit Underwriting and addressing post disbursement maintenance of loan accounts and documentations

## Languages Known

- English
- Hindi
- Maithili

## Certifications

- JAIB –Indian Institute of Banking & Finance Mumbai
- CAIB-Indian Institute of Banking & Finance – Mumbai
- IIBF-IFMR certificate course in project finance.
- Advance Wealth Management - Indian Institute of Banking & Finance, Mumbai



# Lalita Chandel

## Professional Experience = 10+ years

IT Business Consultant, Agile Trainer & Global Program Manager

### Tata Consultancy Services

## Education

### B.E. (Computer Engineering)

Fr. Conceicao Rodrigues College of Engineering, Mumbai University

- First Class with Distinction

## Key Projects & Deliverables

- End to End Agile Transformation of large IT Program for an International Banking customer along with competency development of more than 250 associates.
- Agile Consulting, Coaching and Advisory services to High Profile customers across different verticals.
- Conducted IT Business Thought leadership sessions in various IT conferences in India.
- Have been instrumental in Strategic Planning, IT Service designing, Value Stream analysis, Work Flow Automations & User Centered Process Improvements.
- Successfully delivered results in all stages of Software Development Life Cycle & IT level Services.

## Skill-set competency & Expertise

- IT Consulting expertise on Complex Distributed Large programs, Engagement transformations using Agile & Lean, developing IT Strategy for Large programs with globally distributed IT Partners.
- Functional Domain expertise in BFSI , Corporate Banking , Hi Tech, Product development.
- Technical proficiency in Enterprise Applications using J2EE, Oracle ,Open source technologies, Infrastructure Setup.

## Languages Known

- English
- Hindi

## Certifications

- Certified Scrum Master – Scrum Alliance
- Certified Scrum Product Owner – Scrum Alliance
- SAFe Agilist – Scaled Agile Framework
- Oracle 9i DBA OCA



# Lata Srijit

## Professional Experience

25+years

**Chief Manager** - Reinsurance Finance Aviation Business  
GIC's Protection Retrocession & Alternative Risk Transfer (Fire/Engg/Marine/Energy Aviation/Credit/Liability/Aviation)

**Senior Manager:**Reinsurance Underwri Claims, GIC Protection Cell, Terrorism XL, ART

**GIC RE – India's National Reinsurer (A Govt of India Undertaking)**

## Education

- **B Com** - Mumbai University
- **Bachelor of Law (Gen)** - Mumbai University
- **Fellow of the Insurance Inst of India**
- **Specialised Diploma in Health Insurance** : Insurance Institute of India
- **ACII** Pursuing ACII from Chartered Insurance Institute, London
- **IIM Indore-MBA** candidate 2015-17

## Industry Experience

- Working for the past 25 years for GIC Re, India's National Reinsurer and the 14<sup>th</sup> largest Reinsurer globally
- Underwriting Inward Property Risks, Reinsurance Treaty and Facultative offers
- Retrocession Program & Quote Analysis, Renewal Pack and Placement under XOL, Alternate Risk Transfer and Structured solutions
- Accumulation, Concentration and Control
- Reinsurance Treaty Wordings and Clauses as per International Underwriting Association and Lloyds standards
- Treaty Exposure Control
- Claims Analysis, Control, IBNR Reserving, Catastrophe Claim Recoveries
- Pricing- Exposure and Experience Rating
- AM Best Rating Presentation preparation
- Business leader for ERP upgradation (FSCD Module) with Delloitte Consultancy
- London Market XChanging Platform implementation/automation (First ever in India)

## Skill-set competency & Expertise

- Reinsurance Property Underwriting, Claims, Accounting
- Alternative Risk Transfer Solutions
- Structured Solutions
- Catastrophe Claims Recovery and Management
- Retrocession and Accounting (All classes except Life)
- Business Analysis MIS
- Accumulation, Aggregation Concentration Analysis and Control
- Terrorism Pool Retrocession
- Technical Proficiency in Enterprise Platforms SAP- FSRI and FSCD module
- XChanging Platform Aviation RI & ACCORD compliant Aviation Ethru Platform
- IRDA Compliance

## Languages Known

- English Hindi Marathi  
Tamil German Mandarin

## Visiting Faculty

- National Insurance Academy Pune, India

## Training & Certifications

- Advanced Reinsurance Programme by Guy Carpenters at Cambridge, UK
- Nuts and Bolts of RI at London
- International Advanced Programme in Reinsurance Management from NIA Pune
- Service Tax and Advance Taxation from ICWAI, India
- Terrorism Pool Management at NIA Pune
- Chinese Language -Advanced- British Insttutes
- German Language - Basic– Goethe Institutes, Mumbai



# Mandar Risbud

Professional Experience = 17 years

## Since May 2004:

Practice Head, Digital Customer Unit  
**Hexaware Technologies LTd**, a growing IT  
Company

## 2003-2004:

Consultant  
Quinnox Consultancy Services

## 1998-2003:

Consultant  
Datamatics Technologies Ltd

## Education

- M Sc from Mumbai University
- PG Diploma in Software Technology from National Center for Software Technology (NCST), Mumbai

## Key Projects & Deliverables

- **Competency Development** *Has experience in setting up new Competencies in mass market technologies as well as niche technologies*
- **Offerings Development** *Have developed new business solutions around leading technologies and platforms to win new business*
- **Competency Management** *Have done efficient Competency Management to ensure resource utilization, resource availability, business growth*
- **Technology Thought Leadership** *Have successfully run Innovation Lab initiatives for key Customer Accounts*

## Skill-set competency & Expertise

- A unique blend of business + technology skills
- A technology enthusiast
- Have handled large as well as small accounts for IT project delivery
- Experience in opening new accounts and stabilizing them
- Experience in pre-sales, technology consulting

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Project Management Professional (PMP) from PMI Institute
- Microsoft Competency Assessment for Portals and Collaboration
- Coursera – Content Strategy for Professionals
- Coursera – Developing Innovative Ideas for New Companies
- IBM Information Lifecycle Governance Sales Professional



# Mandar V. Dandekar

## Professional Experience = 18 + years

- Pinwheel Technology India – July 2014 – Till Date
- Mphasis Ltd (An Hewlett Packard Company) India & USA – January 2005 – June 2014
- TATA Interactive Systems – November 2003 – January 2005
- Ness Global Services Group - Nov 2002 – Nov 2003
- CGI India- Sep 2000 – Oct 2002
- KPIT Cummins Ltd, India - Jul 1999 – Jun 2000
- TATA Honeywell – Jul 1998 – Jun 1999

## Education

- BE (Petrochemical), University of Pune-India

## Key Projects & Deliverables

- **Center of Excellence (CoE)** *Has experience in setting up new Centers of Excellence in mass market and niche technologies in the automobile sector.*
- **Offerings Development** *Have developed new business solutions around leading technologies and platforms to win new business*
- **Business Process Re-engineering** *Have done efficient business process re-engineering to ensure resource utilization, increase productivity, reduce costs.*
- **Technology Thought Leadership** *Have successfully run Innovation Lab initiatives for key Customer Accounts*

## Skill-set competency & Expertise

- Test Management (Manual & Automation)
- On-site / Offshore Account Management
- Have handled large as well as small accounts for IT project delivery
- Experience in opening new accounts and stabilizing them
- Experience in pre-sales, technology consulting, and sales.

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Certified Software Quality Analyst (CSQA)
- ITIL Foundation Certification
- Baan IV (Distribution and Transportation Module)





# Mantosh Yadav

## Professional Experience = 12+ years

**Since Dec. 2005 till date**

Grindwell Norton Ltd. A Saint Gobain Company - Abrasives  
Area Sales Manager

**Feb 2004 till Dec 2005**

Zenith Birla Group – ITM Cutting Tool  
Junior Engineer Marketing

**Feb 2000 till Oct 2000**

Durovalves India Pvt. Ltd. Varroc Group  
Trainee Engineer

## Education

**B.E. (Production Engineering)-2003**

**Diploma In Production Technology**

## Industry Experience

**Industrial Sales** - Manage overall sales of the assigned region.

**Marketing excellence** - launching and securing market acceptance of new branding for the business and a range of new products.

**Business Development** - Strategizing and Developing new business segments

**Talent Management** - Develop and Nurture Talent

**Market Intelligence** - Gather information from market on Competition activity and Market Mapping.

### Core Competencies

Effective Negotiation Skills

Strategic Planning

Partner Account Management

Customer Service

Conflict Management

Team Management

Market Analysis

Dealer Management

## Awards and Accomplishments

**Winner of GNO's 75<sup>th</sup> Anniversary theme contest 2015.**

Received The **Gold Card in the year 2013** for getting bulk orders of CBN wheels against competition after a gap of three years (Regained lost business).

Bagged the **Star Achiever Award** for the second consecutive year for **Highest New Product Sales in 2012** for **Norton Division.**

Received the prestigious **Star Achiever Award - Total Customer Service in the year 2011 Orient Division.**

Received **Appreciation Letter from the General Manager Operations** – Durovalves India Pvt. Ltd.





# Parineeta Katgaonkar

Professional Experience: 16 years

**Since April 2015:**

Deputy General Manager, Architecture  
**Lodha Group**

**Nov 2011-March 2015:**

Associate General Manager, Architecture  
**Lodha Group**

**2007-Oct 2011:**

Senior Architect  
HIRCO Developments Pvt. Ltd.

**2000-2007:**

Principal Architect  
Architecture, Conservation and Interior design  
Consultancy  
Visiting Faculty, Architecture  
College of Architecture, Nashik

Education

- B.Arch from Nagpur University
- M.Arch from School of Planning and Architecture, New Delhi

Key Projects & Deliverables

- **Master-planning** – Have experience in handling large - scale integrated townships of more than 300-400 acres
- **Architectural Design** - Have designed for sustainable development for the LEED certification ratings
- Fifteen years of experience in the Real Estate sector
- Have delivered high-end high rise residential buildings in Mumbai and Chennai
- **Architectural Conservation** – Have experience in conservation of built heritage as well as urban-scapes
- **Quality Improvement Programs** – Have successfully

Skill-set competency & Expertise

- **Functional Domain** - Integrated township development, Sustainable designing, Architectural designing, Architectural Conservation
- **Technical Skill-set** – Computer aided designing, 3D
- People Management and co-ordination with large teams

Languages Known

- English
- Hindi
- Marathi

Certifications

- Conservation of Stone, University of York
- IGBC – LEED Accredited Professional in Sustainable design
- CWIT Fellowship to work in the UK



# Priyanka Gupta

Professional Experience  
= 9 years

**Since August 2013:**  
Manager – Technology Group  
Tata Steel Limited

**2012 – 2013:**  
Asst. Engineering Manager  
Danieli India Limited

**2010 – 2012:**  
Asst. Engineering Manager  
Larsen & Toubro ECC (EDRC)

**2009 – 2010:**  
Design Engineer  
Tecpro Systems Limited

**2006 – 2009:**  
Software Engineer  
Infosys Technologies Limited

Education

**B.E. (Civil)** - 2006  
Jadavpur University, Kolkata

Key Projects & Deliverables

- Design of sub stations, balance of plant (concrete and steel) of major thermal power plants namely, Raichur TPS, Barsingsar TPS, Harduagunj TPS, Pariccha TPS
- Design of conveyor galleries and different storage and ovens of steel plants (concrete and steel) namely, Bhillai SP, Bokaro SP, Durgapur SP, Myanmar SP.
- Successful Process Improvement Plans at Fabrication Factory
- Digital Supply Chain & Cold Chain Applications
- Content writing for few online portals on construction, civil engineering.
- B2B Business Development for VAPs.
- Digital marketing Initiatives & Content writing.
- BTL and ATL activities in B2C business

Skill-set competency & Expertise

- Business Development & Technical Marketing
- Seismic Design & Dynamic Analysis of Structures
- CRM and different ERP systems
- Statistical Tools: Statistica, Ansys & MathCAD
- Design Tool: AutoCAD, StaadPro & ETabs

Languages  
Known

- Hindi
- English
- Bengali
- Oriya



# Priyatam Kumar

## Professional Experience = 20 years

- Since April, 2009: Managing Director at "Sadhvi Exports Pvt Ltd."
- Sept. 1995 to March 2009: Managing Director at HEM Overseas Ltd.

## Education

### **M TECH. (Mechanical Engineering)**

Georgian Institute of Technology,  
Georgia.

## Core Competency:

- International Trading
- Export and Import Operations
- Business Development
- Strategic Planning
- Documentation and Logistics

## Job Role:

- Promoter of "HEM Overseas Ltd" Russia, HEM Overseas Ltd UAE and Sadhvi Exports Pvt Ltd. Bangalore.
- Business Development for the Organization.
- Overall Management of the Organisation.

## Languages Known

- English
- Hindi
- Russian

## Certifications

- Diploma in Russian Language.



# Sadanand Gupta

Total Professional Experience = 23+ years

## Currently :

Director & Chief Operating Officer

**SOKTAS (India) Pvt Ltd, Kolhapur** (A subsidiary of Sektas Group, Turkey – one among global top 3 manufacturers of premium cotton shirt fabrics)

## 1994 to 2008 :

At **Vardhman Group of Industries, Baddi (HP)**

## Education

- M Tech (Textile ) , IIT Delhi. (Gold Medalist)

## Industry Experience Summary :

- General administration of a composite textile manufacturing plant- coordination of all technical as well as commercial functions
- Worked with leaders of diverse management thought process- Japanese & European
- Experience in all sections of cotton textile processing - Spinning to Fabric Processing
- Customer Technical Service and customer relations management
- Experience Of dealing with and management of operators' Union.

## Skill-set / core competency :

- Process optimization & continuous improvement in efficiency, quality, reduction in cost
- Analysis & problem solving
- Striving for business excellence
- Team development of people from cross functional areas
- Development & installations of systems
- Change management

## Languages Known

- Hindi
- English



# Samir Shah

Professional Experience: 23 years

## Since 2008

President – Corporate Affairs  
**J M Baxi Group**

## 2005 to 2008

Vice President  
Dr. Amin Controllers Pvt. Ltd.

## 1993 to 2005

Narendra Forwarders Pvt. Ltd.

## Education

Bachelor of Commerce,  
University of Mumbai

## Skill-set competency & Expertise

- More than 20 years of experience in Bulk Cargo Handling, Freight forwarding, Container and Project Logistics
- Project Implementation in the Shipping, Logistics and Ports Sector
- Marketing and Business Development

## Roles & responsibilities

- Director on Boards of various group companies
- Corporate Public Relations and Communication
- Corporate Social Responsibility

## Languages Known

- English
- Hindi
- Gujarati
- Marathi



# Sanjeev Bhasker

## Professional Experience = 14+ years

### Since Aug2015;

Role -Sr.Manager ( Test Architect)  
**Atos- Worldline, Mumbai**

### Feb2013- July2015

Test Practice Lead  
**Trigyn Technologies Pvt Ltd, Mumbai**

### May2012- Aug2012

Project Manager, Bursys Infotech, Chandigarh

### April2008- May2012

Quality Manager, TS Infotech, Gurgaon

### May2005- April2008

Technical Lead –QA  
Cash Edge( Now part of Fiserv), Gurgaon

### Nov2001- May2005

Component Engineer, RSB System, Gurgaon

## Education

**B.E. (Electronics & Communication),**  
M.D. University, Rohtak

## Key Projects & Deliverables

- Delivered projects in **E-payment, Banking, E-commerce and Shipping/logistic**. Ensured swift ramp up of projects with time, quality & cost parameters.
- Core Competence in Project Management for development and Testing of software solutions; Design & Architecture, Test Management & Execution and Software Quality Assurance; Project estimation and costing.
- Proficient in Project Life Cycle Management functions through Project initiation, Business Function Study, Requirement Finalization, Project Scoping, Task Breakdown, Effort & Time Estimation, Costing & Project Budgeting, Resource Allocation, Scheduling, & Risk Management
- Responsible for providing technology leadership, product development, systems integration, functional management & vendor evaluations and investments.

## Skill-set competency & Expertise

- Functional – E-payment service, Retail and Core Banking, E-commerce and Shipping/logistic.
- Competence -Experience in Project Management, Test Management, and Vendor Management
- Strategic Solutions – to create affordable, customized business technology strategies that solve problems, enhance profits and enable work to flow quickly, flexibly and securely.

## Languages Known

- English
- Hindi

## Certifications

- Automation IBM Tool – Certified Rational Functional Tester for Java (RFT)
- PMI- 35 PDU Certification for **PMP** program



# Sanmeet Dhokay

Professional Experience = 9+ years

**Since Oct 2010:**

Associate

**J.P. Morgan Chase India Pvt. Ltd.**

**2007-2010 :**

Test Analyst

**Infosys Technologies Ltd.**

Education

**B.E. (Computer Engineering)**

K.J. Somaiya College of Engineering  
,Vidyavihar,  
Mumbai University

**Executive Program in Management**

Shailesh J. Mehta School of  
Management,  
IIT Bombay

Industry Experience

- Quality Assurance –Functional / Automation / Integration / System / Regression / User Acceptance Testing for the software product under varying conditions and analysing the behaviour of the system
- Strong exposure to all stages of the Software Testing Life Cycle
- Ability to handle and lead projects involving multiple vendors viz. Accenture ,Cognizant ,IBM , Amdocs ,Visa ,Mastercard
- Experience in both Waterfall and Agile methodologies
- Identifying business impact and conducting impact analysis meetings with client
- Proposing optimum solutions and documenting approach to improve functionality for future releases
- Banking (Credit Cards) and Telecom domain experience

Skill Set

- HP Application Lifecycle Management(ALM), HP Quick Test Professional/Unified Functional Tester(QTP/UFT)
- Business Process Testing(BPT)
- TSO ,TSYS ,FILEAID ,Mainframe IMS/DB2 ,Siebel CRM ,VB Script ,Excel Macros, Selenium Web Driver, LISA Middleware Testing.

Languages Known

- English
- Hindi
- Marathi

Certifications

- International Software Testing Qualifications Board(ISTQB) - Certified Professional
- Oracle Siebel Support Champion





# Chintan Shah

Professional Experience 5 years 6 Months

**Since Sep 2012:**

Manager, Procurement & Contracting  
Reliance Jio Infocomm Ltd,

**2011-2012:**

Sr. Executive  
Rancore Technologies Pvt Ltd

**2010-2011:**

Executive  
Rancore Technologies Pvt Ltd

Education

- **Bachelor of Engineering** (B.E) in Electronics and Communication, Gujarat University, June 2010
- **MBA –Pursuing MBA (PGPMX)** form Indian Institute of Management-Indore, Mumbai campus, Batch of 2015-2017

Core Competency

- Supply Chain Management
- Operations Management
- Vendor & Relationship Management
- Product Development from Techno-Commercial angle
- Business Analysis
- BOM cost optimization using component engineering skill
- Understanding of the BWA Technology
- Establish & strong working relation with key suppliers maintain
- Multiple Alternate source development for same product

Job Role

- SCM, Procurement, Commercials, Contract Negotiation
- Product costing for analysis for 4G deployment project
- Techno-Commercial activity
- Logistics and related ecosystem
- Coordinate & communicate with other departments, vendors and Stake holders to meet project goals
- Procurement of telecom equipment and professional services for RJIL's pan India 4G network roll-out from leading material and services provider.
- Commercial contracts, agreements ,supplier agreement, services agreement.
- Price negotiation and purchase order processing with vendors

Languages Known

- English
- Hindi
- Gujarati

Certifications With Training

- Training on Instruments like DSO, TV Kit, Antenna kit, Microwave Oscillator, Digital and Analog Multimeter etc at "**Sciencetech Pvt Ltd**" Indore.
- Training on "**Protel**" PCB Design software



# Shirish Suvagia

Professional Experience 13+ years

**Since Dec 2015:**  
Chief Financial Officer  
**NSE IT Ltd**

**2010-2015:**  
AGM - Finance  
**Datamatics Global Services Limited**

**2007-2010 Team leading** role in Audits and Risk consulting with Pricewaterhouse Coopers and 2004 to 2007 with M/s N.M. Rajji & Co.

## Education

- CA – ICAI
- CISA – ISACA
- M.Com – University of Mumbai
- B.Com – University of Mumbai

## Core Competency

- Designing Strategy for the Organisation to pursue the Organic and Inorganic expansion/growth activities.
- Preparation/Review of Global Forecasted & Statutory financial statements and advising Senior Management in important and Strategic decisions. Well versed with Global Accounting Standards viz. IFRS, USGAAP, INDAS etc.
- Handling all the day to day Financing, Treasury and Investment activities and incharge of all the other corporate finance functions. Playing key role in raising of finance from multinational banks.
- Well versed with Legal and Statutory compliances required in India & US geographies.
- Ensuring appropriate control systems & processes for accounting & overseeing accounting activities of the company, groups companies & subsidiaries within India and abroad.

## Job Role

- Heading the Global Finance & Legal division of the Company.
- Playing key role in executing Organic & Inorganic growth activities of the Company.
- Handling Treasury activities of the Company for raising of finance & deployment of surplus funds.
- Attending & Playing a key role in Board meetings, Audit Committee meetings and other Strategic Committee meetings.
- Monthly review of Global financials & MIS reports and interacting with various business heads to ensure adherence to Budgets.
- Continuous improvement initiatives to improve controls and processes within the organisation by way of removing redundant processes and Automating routine and mundane tasks to improve efficiency within the team and ensuring overall vendor satisfaction.

## Languages Known

- English,
- Hindi, Marathi, Gujarati
- Sanskrit, French (Elementary)

## Certifications

- IFRS – ICAI, 2015
- CISA – ISACA, 2007,



# Tom Thomas

## Professional Experience 15+ years

### Since June 2013:

Head – Learning & Development  
**Axis Securities Ltd**

### 2008-2013 :

Zonal Training Manger -  
**ICICI Securities**

**2001 – 2008 Team leading** role in  
Retail , HNI and Corporate **Sales** with  
ICICI Securities, Sharekhan and IDBI  
Capital

## Education

- **MBA** in Finance from IBMS, Mumbai
- **PGDCA** from National Institute of Computer Technology, Kerala
- **B.Sc. (Chemistry)** from SD Collage, Kerala University, Kerala

## Core Competency

- Drafting Training Strategy, designing new modules (*online and Classroom*) for entire team and evaluating the results
- Ensuring significant improvements in learning processes, quality & efficiency while utilizing resources and maintaining positive work environment using techniques like training and handholding
- Recognizing, respecting & nurturing the creative potential of each employee, fostering a healthy learning atmosphere.
- Formulating business plan for development and growth of the organisation; steering entire business directions, ensuring profitability in line with organisational objectives

## Job Role

- Heading PAN India Training Team and providing end-to-end training solution for both Axis Bank and Axis Securities employees.
- Develop, Supervise and deliver Behavioural, Technical & Sales training for entire organization.(Both Classroom and E-Learning)
- Evaluating training programs, employee assessment post and pre training and conducting subsequent trainings (both online and In person trainings) as per the requirement.
- Conduct performance evaluations for both Participants and Trainers.
- Organizing and Scheduling Customer Learning Sessions via Webinar and E-Learning.
- Reviewing and benchmarking training initiatives with peers.
- Preparing plans & controlling departmental / functional training budgets, forecasting costs and monitoring activity costs

## Languages Known

- English
- Hindi
- Malayalam

## Certifications

- **Diploma in Marketing Management** - Ashok Mehta institute of Management Studies, Mumbai in 2002
- **Diploma in Computer Application** - National Institute of Computer Technology, Kerala in 2000
- **Certified Financial Expert** - Conducted by IMS in 2008 with A grade
- **Certified Trainer** from ICICI Bank and Axis Bank



# Vinod Maliyekal

## Professional Experience 11+ years

### **GAC – India**

Manager - Marketing & Administration (Oil & Gas Support Services)

## Education

- **BA. (Hons) Tourism Management** from University of Brighton – United Kingdom

## Skill Set

- Relationship Management
- Business Development
- Project & Audit -Planning & execution
- Proficiency in MS Office

## Industry Experience

- Targeting & developing customer base for upstream (Oil & Gas) - logistics & shipping support services
- Responsible for tender & bid management for all marine support & logistics contracts
- Responsible in implementing & monitoring group H.S.S.E standards. Improved Safety Awareness through training & quarterly audits.
- Developing local vendor management system focused on cost saving and improving operational efficiency
- Auditing company offices to ensure that quality standards as per ISO certification requirements are adhered to

## Languages Known

- English
- Hindi
- Malayalam

## Certifications

- Certified Internal Quality Auditor - **Neville Clarke (Singapore)**
- Managing Safely - **I.O.S.H (U.K)**



# Vishit Trivedi

Professional Experience: 13 years

**2013 to Present**

[Cipla Ltd.](#)

**2010 to 2013**

[Bunge India](#)

**2008 to 2010**

[CRISIL Ltd \(A Standard & Poor's Company\),](#)

**2003 to 2008**

[The Aditya Birla Group](#)

## Education

Bachelor of Commerce, Jodhpur University  
EPMHRM, IIT Bombay - Shailesh J. Mehta  
School of Management

## Skill-set competency & Expertise

- Led L&D, employee alignment & TM for \$2 bn India organization [part of \$60 bn, Fortune 150 foods company, Bunge, US]
- Drove pan organisation L&D, strategic leadership development & TM for 2000 analytical knowledge employees providing ratings, policy advisory services & high-end research.

## Roles & responsibilities

Learning & OD Professional

## Languages Known

- English
- Hindi

# Thanks!

PGPMXM Batch 2015-17