



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

Impressions

Profiles of students of PGPMX batch (2014-16) 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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Anand Rai

Professional Experience = 14 years

Since Nov 2009:

Sr. Manager, Network Strategy & Services
Tata Teleservices Limited, major Indian TSP

2008-2009:

Manager – Technology Services
Telecom MNCs (Alcatel-Lucent & Nokia-Siemens)

2005-2008:

Circle Lead & Senior Consultant
Turn-key Telecom service company (SNEL & NIIT)

2001-2005

Engineer & Team Lead – Project Implementation
Telecom vendor company (Nutek & Bonsai India)

Education

- Bachelor of Engineering in Telecommunication Engineering, Mumbai University
- AMBCI associate from BSI global

Key Projects & Deliverables

- **Technical competency assessment & management:** assessment design and gap analysis of ~1500 technology function employees w.r.t unique role.
- **Technology manpower planning and management.**
- **Enterprise risk management:** Technology function champion empowered for risk ratings definitions and implementation of mitigation controls.
- **Network Security & business continuity management.**
- **Telecom deployment, integration and operations management.**
- **Opex value engineering and vendor management:** cost optimization initiatives, tracking and control.

Skill-set competency & Expertise

- Proficiency in **Ms Office & Modeling** techniques.
- **Telecom Network** design, planning, operations and management with optimal cost per BTS(site) ratio.
- Telecom Network **Risk Management, Information Security** and **Business Continuity** Management System Implementer & Auditor across 22 TTL circles.
- Managing deadline driven cross-functional projects.

Languages Known

- English
- Hindi
- Marathi

Certifications

- IRCA certified professional - ISO 27001 Information Security & ISO 22301 Business Continuity - Lead Auditor
- Registered provisional auditor for ISMS and BCMS
- CBCI certified professional
- Certified NSN trainer



Anil Jain

Professional Experience - 23 years

Since Jan 2014:
IT Shastra (India) Private Limited
Chief Technology Officer

2010-2013
Ispat Group, Mumbai
Head of IT (VP-IT)

2007-2010
Webdunia.com (India) Private Limited, Indore
Head of Dot Net Technology Group
(Sr. Mgr)

1992-2007
Prosoft Group, Bhopal
Entrepreneur

Education

B Tech (Mechanical Engineering),
IIT Bombay

Key Industry Experience

- **Deliver multiple software products** in the BFSI, e-Commerce, e-Governance, m-Governance, Manufacturing, Logistics & eProcurement domains across diverse technologies
- Handle business development support, client communication, client process mapping, solution architecting, project & team management leading to successful delivery of multiple IT projects
- **Define & deploy IT strategy** by analyzing business needs, creating strategy documents and align it with corporate business strategy.
- **Streamline business processes**, improve organization-wide collaboration and reduce costs after blueprinting exercise and facilitating workshops to design and implement a new ERP system that consolidates all IT applications
- Keep abreast of **future trends in technology**, overcome any technological challenges and ensure acceptance of change

Skill set

- Product development
- Hands-on with technology.
- Client interfacing for business development & technical communications
- Leading the large teams
- Program & Project Management
- Keen insight in several business domains
- CMMI Processes

Certificates

- PMP Certified from PMI, USA



Anupam Purbey

Professional Experience = 10 years

Since Feb 2013:
Technical Consultant,
Wipro Infotech

2004-2013:
Product Technical Lead,
Infosys

Education

Bachelors in Technology (Information
Technology)
Uttar Pradesh Technical University

Key Projects

- **Finacle 7.0** Customization and Support for NABARD sponsored Cooperative Banks in India
- **Finacle 10.2.0 for PHILIPPINES** : Loans Module involving Amortization of Interest , Fees and Direct Cost using EIR method for Advance Interest Loans.
- **Finacle 10.2.0 for ING BELGIUM** : Deposit Module involving Interest Cancellation and Settlement.
- **Finacle 10.0 for DBS Bank, Singapore** : Liquidity Management System
- **Finacle 9.1 for ASPIS Bank, Greece** : Loan Subsidy module development
- **Finacle 9.0 for GHB Bank, Thailand** : Litigation module

Skill-set

- **Functional Expertise** : Core Banking , Retail Banking, Interests, Lending , Investments and Internet Banking.
- **Technical Expertise** : Software Product Development, Project Management, Project Execution, Effort Estimation
- **Languages** : C/C++ , Java , Scripting, PL/SQL
- **Technologies** : XML, Java Servlets, JSP, JavaScript, Oracle
- **Others** : CVS, Rational , Microsoft Power Project, SCM, Microsoft VSS

Languages Known

- English
- Hindi



Dr. Balkrishna Agarwal

Professional Experience = 9 years

Since Dec 2007:

Head – Analytical Department.

Piramal Healthcare Ltd

2005-2007:

Team Leader,

IPCA Pharmaceuticals Ltd.

Education

Ph.D. Analytical Chemistry, Mumbai, India
Ramnarain Ruia College, University of Mumbai.
2003-2005.

M.Sc. (By Research) Inorganic Chemistry,
Mumbai, India
Ramnarain Ruia College, University of Mumbai.
1999-2002.

Key Projects & Methodological Competence

- Oversee CRAM projects for Europe, US-based, Brazil & Malaysia pharmaceutical companies (Pre Clinical, Phase I-III clinical NCE, anesthetic, vitamins and generic product development)
- Client Communication, Business and Technical meetings, Telecon, Proposals, Project updates.
- Providing Technical Inputs to Business Development Manager
- Core Committee Member of Customer Centricity
- Head Group of 24 scientist at R&D, performing method development, validation, support of formulation development, GMP release, stability, extractable and leachable study (Dosage Forms handled Injectables - Aqueous, Non aqueous, Lyophilized, Ophthalmic, Oral solution, Tablet, Capsules) at GLP analytical laboratory
- Manage budget and project costing
- Auditing GMP site for outsourcing commercial development

Skill-set

Instrument proficiency:

Well verse with Hyphenated Techniques

Languages known

- English
- Hindi
- Marathi
- Gujarati



Deepak Sharma

Professional Experience = 17 years

D Décor Home Fabrics Pvt. Limited

General Manager - Business Development
Business Head (Bedding Division)

Education

Bachelors of Engineering in Textile Industry

Skill-set

- Business Development & Category Management
- Proficiency in Ms Office & SPSS
- Managing deadline driven cross-functional projects

Industry experience

- Product to Revenue planning
- Sales & Business Development in Export & Domestic via distributions , shop -in - shop & retail sales channel
- Buying & Merchandising , Sourcing & Vendor management
- Product & Category Development for new growth avenues
- Retail Profitability via Merchandise Mix , Promotion Mix and Managing Margins , Inventory & space allocation

Languages Known

- English
- Hindi



Lakshmanan V

Professional Experience = **18 years**

General Manager
Tata Communications Limited

Education

B E (Electronics & Communication Engineering),
Madras University

Skill Set

- Project and Program Management
- Project Planning and Implementation
- Telecom Network Operations
- PMI – PMP Certified since 2009

Industry Experience

- Expertise in Rollout of various Enterprise Products in Telecom Domain from Conception till Go To Market.
- Drive and Guide a motivated Proj mgmt. team to deploy High net worth Projects (Average of 100 Projects totaling ~ USD 30 to 50 Mn USD per year) to meet Business objectives.
- Areas of Responsibility include preliminary assessment of Projects, Program Management , Vendor Management , Team development.
- Tactical role providing a marked contribution to defining the direction of new processes, standards or operational plans based upon business strategy, with a significant mid term impact on business unit overall results.
- Improve Delivery efficiency and Turnaround time to increase top-line growth.
- Drive to reduce Costs out of project delivery to improve bottom-line.
- Focus is on implementation and control rather than policy and strategy development.
- Delivery of Strategic Organizational projects in Telecom Domain .

M. S. Ravi Kumar

Professional Experience = 25 years

Larsen & Toubro Limited

Senior DGM

Senior Management role in Power Projects and Plants (Super critical & Sub Critical) and Gas based plants

Education

Bachelor of Engineering (Mechanical)

Skill-set

- Project Management
- Mechanical Design and Engineering
- Operations & Maintenance of large plants
- Power Plant Engineering, Erection & Commissioning, Operations & Maintenance, Corporate Functions and New initiatives
- Vibration analysis

Industry experience

Mechanical erection and commissioning team for 3x660 MW plant and trouble shooting of all Technical problems 4 nos. different coal based Steam Turbine Power Super Critical projects of capacity varying from 660 - 800 MW, located in various parts of India & One 370MW Combined cycle Gas Power Plant.

Maintenance - **Expertise** in the Maintenance for 500 MW Steam Turbine and all its auxiliaries, 130 MW gas turbine and all its auxiliaries, maintenance planning schedules, streamlining existing plant processes, Condition monitoring of all rotating equipment

Control Room Operations - **Distinction** in Control Room Operations for 500 MW Steam Turbine Power Plant BTG+BOP auxiliaries. Also in increasing the performance, availability and Non-defective rate of the plant.

Project - Recently completed the assignment of completion of Mechanical works in STG & BOP of STG Island for a 660 mw Power plant as Head Mechanical – In charge of installation and commissioning of Mechanical systems. Prior to this assignment, concluded an engineering assignment for Coal handling plant expansion plan (Additional wagon tippler + Emergency Ground hopper) for one of the existing plants at Reliance power.

Design and Engineering – **Complete involvement** in the Engineering of BOP eqpt for a Gas turbine 800 (200 x 4) MW open cycle power plant, incl. interfacing with GT vendor. Involved in Engineering of BOP systems .at detailed Engineering stage and as an Engineering coordinator for Mechanical, Electrical & I&C disciplines between Engineering & site during erection stage. Worked as Engg. Manager for a 1500 MW Co-Gen Plant. Carried out expert level Engg. review of STG + BOP for 660 MW.



Madhur Dave

Professional Experience = 11 years

Since Dec 2014:

Strategic Growth Manager,
MarketsandMarkets

2010-2014:

Manager-Strategic Planning & Market Research,
Mercedes-Benz India

2007-2010:

Senior Client-Solution Executive
The Nielsen Company (Formerly AC Nielsen)

2003-2007

Senior Research Associate
ICMR-Planman Consulting

Education

Bachelors of Applied Computer Science
University of Mumbai

Key Projects & Methodological Competence

- **MBC 2020** : long-term growth strategy for Mercedes-Benz India
- **Balance scorecard**: conceptualization & implementation at Mercedes-Benz India
- **Demand estimation & market entry strategy**
- **Consumer behavior and perception studies**
- **Corporate image & brand positioning studies**
- **Customer satisfaction studies**
- **Applied economic researches** to investigate various trade barriers (domestic as well as international) and map the competence of industrial or business *units*
- **Mystery shopping studies**

Skill-set

- Proficiency in **Ms Office & SPSS**
- **Data modeling skills** - statistical techniques like **regression, correlation, factor analysis** and models like **Kano-Model, Price-Sensitivity-Meter**, etc
- Managing deadline driven cross-functional projects

Languages Known

- English
- Hindi
- Marathi
- Gujarati



Manish Ahuja

Professional Experience = 11 years

Nomura Services India Pvt. Limited, Mumbai
Vice President,
Head of FX Options and Structuring Technology

Education

M.Tech (Power Electronics, Electrical Machines and Drives), IIT Delhi

Skill-set

Product Management, Business Analysis and Project Management in the Investment Banking Industry spread over various asset classes like Rates, Credit and FX

Industry experience

- Partnering with Business , preparing IT Road Maps , managing rollouts of full front to back re-engineered firm wide pricing and risk IT solutions for the Global Markets Business
- System and Workflow design for various processes in the Investment Banking Front Office, Middle Office, Finance and Risk verticals
- Managing a team of Developers, Business Analyst, Project Manager and QA aligning their personal objectives with firm vision and consistently delivering value to business in the process.
- Working with senior management on firm wide global initiatives, Expertise in running cross functional, cross asset projects in an investment banking setup
- Technical trading analysis, designing trading algorithm and optimization. Understanding of financial products and associated risk and P&L in various asset classes being traded by investment banks.

Languages Known

- English
- Hindi
- Marathi



Nitin Alkari

Professional Experience = 21 years

Since April 2012:

Nelito Systems Limited (TATA Group)

DGM - Pre-Sales

Key Previous Organizations

- Polaris FT Limited
- 3i Infotech Limited
- Others

Domain and Sub Domain

- BFSI
 - Core Banking System
 - Satellite solutions e.g. Mobility Solutions, Internet Banking, ABPS, NACH, CTS, AML

Skill-set & Experience

- IT Pre-Sales in BFSI vertical
- Align the business with corporate strategy
- Strong Customer Interface
- Team Management
- High level Functional solution mapping
- Proposal winning
- Manage large System Integration bids
- OEM Management
- Collateral Management
- Estimate Project cost during Pre-Sales
- Manage Presentations and customer visits

Education

- B.Sc. – Physics, Maths & Statistics, Holkar Science College, Indore.
- MBA – Marketing. IMS, Indore

Certificates

- JAIIB- IIBF
- AML/KYC – IIBF
- CTF – IIBF
- MCP (Microsoft)
- e-Commerce - Boston Computers
- DSM - NIIT

Languages Known

- Hindi
- Marathi
- English



Nitish Bhardwaj

Professional Experience = 5+ years

Zycus Infotech Pvt. Limited

Solutions Consultant,
Bid Management & Proposal Creation

Education

B.Sc – Statistics & Computer Programming

Skill-set

- Procurement & Supply Chain (Source to Pay)
- Marketing
- Business Development
- Consulting

Industry experience

- Expertise in Procurement & Supply Chain domain – Source to Pay solutions
- Creation and Delivery of qualitative and quantitative business cases to help Senior Management at large Enterprises get the necessary buy in within their company.
- Responsible for Solution Consultancy and Business Development initiatives in the geographic region of Europe
- Bid Management, Proposal creation & Delivery of Proof
- Create & Coordinate marketing communications material with the Marketing department for customized customer needs.

Languages Known

- English
- Hindi



Osmond Charles Pengal

Professional Experience = 25 years

HCL Services Limited

(A subsidiary of HCL Infosystems Ltd)
Associate Vice President,
IT Infra Consulting Services

Education

Graduated from NTT Electronics Center -
Bangalore

Skill-set

IT Professional with in-depth knowledge of
Enterprise IT Infrastructure Practice in multiple
technology towers

Industry experience

- Responsible for Consulting Services Business and Program Management in India, Middle East and Singapore
- Career starting with Customer Engineering function followed by various technical and leadership roles in Account Management and Technology Practice (Business Development, Presales and Program Management roles)
- Led System Integration engagement with leading technology OEMs in datacenter solution space such as EMC, Cisco, Hewlett-Packard and VMware
- Identify leading edge and disruptive technologies, align with OEM partners offering such solutions and create service offerings along with joint GTM plan
- Created innovative delivery models for mission critical solutions with optimum mix of People, Process and Technologies
- Well versed in analysis and mitigation of risks, evolve cost-effective solutions and thereby contribute to bottom-line of key projects

Languages Known

- English
- Hindi



Partha Mazumdar

Professional Experience = 8.5 years

Capgemini India Pvt. Limited

Senior Consultant, IT Service delivery
Datacenter virtualization and server operations

Education

B.E (Mechanical), KJ Somaiya College of Engineering , University of Mumbai

Skill-set

Project management of IT Infrastructure projects(banking) and IT service management (banking & pharmaceuticals)

Industry experience

- Executing datacenter virtualization programs in banks encompassing strategic lines of business (Retail, Cards, Private Banking, Treasury, Commercial Banking etc) .
- Executing IT Infrastructure Projects including coordination, resource planning, deliverables, timeline negotiations and business continuity planning .
- IT Service Delivery Management of Remote Computing, Virtualization Support and Datacenter Compute Technology based on ITIL standards and global engagement model.
- Solution design and Client Relationship Management with a focus on integration of business applications and processes.
- Service improvement and optimisation initiatives to improve quality and business value

Languages Known

- English
- Hindi
- Marathi

Certifications

- PMP
- ITIL 2010 foundation
- VMware Certified Associate – Cloud
- VMware Certified Professional – Datacenter Virtualization



Pooja Bhalla

Professional Experience = 7 years

Trent Limited

Senior Buyer,
Buying & Management of the Beauty Category

Education

B. Tech (Fashion Technology from NIFT)

Skill-set

Buying & Merchandising for Retail Outlets

Industry experience

- Managing the buying, merchandising & overall functional aspect of the business across various categories (Apparels & Non-Apparels) for Westside Stores pan India
- Responsibility of sales, inventory management & profitability of the business
- Developing & establishing the Private label brand of Beauty for Westside
- Managing a team of buyers & merchandiser
- Handling suppliers/collaborators relations(both External & Internal cross-functions)

Languages Known

- English
- Hindi



Santosh Kumar Dubey

Professional Experience = 12 years

Ruchi Soya Industries Limited (Nutrela)
Head – Human Resources (CBD)
Business Human Resources

Education

PGDPM & IR, B. Com, Hotel Management & Catering Technology

Skill-set

- HR Business Partner
- Talent Management & Development
- Organization Development Interventions & Effectiveness
- Total Rewards

Industry experience

- Over the last 12 years I have had the privilege of working with some of the well-known institutions (FMCG, Retail & Hospitality sectors) in the country. Through the diverse roles that I have held, a rich learning has come through in areas of HR.
- Have handled Independent Business Head HR, PAN India HR, Regional HR profiles for employee strength ranging from 600 to 5000 people.
- As a professional have balanced business and HR hat together; long term strategic thinking, strong ability to drive oneself and team vision
- Work area includes- Talent Acquisition, Performance Management System, Learning & Development, Compensation & Benefits, HR Automation Projects, Organization Development Interventions

Languages Known

- English
- Hindi
- Marathi

Certifications

- Fellowship in strategic HRM from Carlton Advanced Institute – USA.
- Thomas Profiling from Thomas International.
- Competency Mapping & Assessment Development Centre from IHRD.
- Certified Retail Trainer from Retail Association of India.



Sourav Banerjee

Professional Experience = 14+ years

Afcons Infrastructure Limited

(Shapoorji Pallonji Group Company)

Senior Manager - Contracts Management of large scale infrastructure projects

Education

B.E. Civil, Contracts Management

Skill-set

- Product Management, Business Analysis and Tender Risk Assessment and Contract Negotiation
- Contract Administration
- Claims Management and Dispute Resolution

Industry experience

- Managing EPC Turnkey, BOT, Item rate Contracts under various domains such as National Highways, Mass Rapid Transport System – Metros, Water supply pipelines and treatment system etc
- Experience in Management of International Contracts and Domestic Contracts valued over INR 1000crore
- Expertise in delay and disruption protocol, formulating strategy and minimize risks
- Handled international commercial arbitration
- Experience in implementation of ISO:9001 system and conducting internal audits (Certified ISO:9001-2008 Lead Auditor)
- Rated Outstanding Performance and received Cash Rewards at numerous occasions
- Worked with companies like Hindustan Construction Co., Reliance Infrastructure

Languages Known

- English
- Hindi
- Bengali



Subrata Biswas

Professional Experience = 12 years

Aranca

Senior Manager

Project Management, Client Management and Business Development

Education

B.Tech (Chemical Engineering), IIT Delhi

Skill-set

Managing end-to-end consulting engagements to deliver multi-faceted strategy advisory to global clients (key areas of expertise including market entry strategy, growth strategy, go-to-market strategy, opportunity assessment, competitive benchmarking, distribution strategy, and feasibility studies)

Industry experience

- Experienced in managing consulting engagements in strategic advisory across industries spanning multiple geographies – particularly emerging markets including India, China, Russia, Brazil, Indonesia, Myanmar, and the Middle East.
- Rich experience of working along-side client teams (including senior management personnel i.e. CXOs and key strategic decision makers) of global companies, including Fortune 500 companies.
- Engagements span several areas including corporate/business strategy, business expansion plans, identify growth opportunities.
- Leading multiple organizational development initiatives such as setting up internal process and systems, recruitment, skills development, developing quality control measurements and driving quality/process excellence to substantially increase team's effectiveness.
- Singular responsibility of developing FMCG/Consumer goods business vertical including project sourcing, project planning, resource planning, people planning and augmentation, process frameworks, etc.
- Driving business development activities in terms of presales meeting, developing proposals including scope defining, methodology, timelines and commercials.
- People manager for managers, senior analysts, analysts, and associates. Providing both project based and career growth guidance on a day-to-day basis

Thanks!

PGPMXM Batch 2014-16