

# INDIAN INSTITUTE OF MANAGEMENT INDORE



PROFILE OF STUDENTS OF PGPMX 2019-21 Batch I  
11<sup>th</sup> Batch

# Post Graduate Programme Management in Management for Executives

## **About the programme :**

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.



# Aakash Gupta

## Professional Experience : 11+ years

### Since July 2015:

AGM – Finance

**Bajaj Consumer Care Limited**

### Jan 2012 – June 2015:

Chief Manager - Finance

**Golcha Associated Group**

### Mar 2009 – Dec 2011:

Deputy Manager - AERS

**Deloitte Haskins & Sells**

## Education

**ACA** - The Institute of Chartered Accountants of India

**ACMA** - The Institute of Cost Accountants of India

**Bachelors of Commerce** – Rajasthan University

## Key Deliverables & Projects

- Defining and implementing financial strategy and business plans of the organization based on evaluated market dynamics and organizational financial health.
- Handling group financial reporting, group financial analysis, group internal and credit control, budgeting and forecasting, costing based on operational as well as statutory requirements.
- Involved in end to end management of the accounting, treasury and tax departments.
- Coordinating with the Secretarial Department for ensuring compliance to SEBI, Stock Exchange and RBI requirements
- Headed implementation of Companies Act 2013, Ind AS adoption and GST implementation
- Knowledge Partner for FICO Module of S4 HANA, ERP, BI, Travel and other IT Implementations.

## Skill-set competency & Expertise

- **Functional Domain** – Financial Planning & Analysis, Financial Reporting and Controls, Cost Optimization & Budgeting, Team leading, Negotiation & Change Management
- **Technical Skill-Set** – Accounting & Audit Standards, Taxation & Legal Statutory Compliance, Project Management & Implementation.
- **Soft Skill:** Leadership, Teamwork, Problem Solving, Communication and Time Management

## Languages Known

- English
- Hindi

## Certifications

- Certification on IFRS - ICAI
- Certification on Strategic Management – IIM Rohtak
- ISO Auditor



# Abhisek Kumar

## Professional Experience : 12 years

### Since May 2016:

Manager – Production & ME

#### **Epiroc Mining India Pvt. Ltd, Nashik**

Products – Face drill Jumbos (Tunneling), Mining Trucks, High Pressure Vent Fans, Concrete Sprayers & Pumps

### March 2015 – April 2016:

Manager - Production

#### **Shaktiman Agro Tech Limited, Rajkot**

### June 2012 – March 2015:

Asst Manager – Assembly & Testing

#### **JCB India Ltd, Pune**

### July 2008 – May 2012:

Engineer – Assembly & Machine Testing

Komatsu India Pvt Ltd & Kobelco, Chennai

## Education

### **B.Tech – Mechanical Engineering,**

Bharat Institute of Science & Technology, Chennai

## Key Deliverables & Projects

- **Heading Production & ME** : Ensuring Safety, Quality, Productivity and cost optimization in Production of Underground Face drilling Jumbos (Tunnelling), Mining Trucks, Concrete Sprayers, High Pressure Vent Fans, Excavators, Loaders & Compactors with key focus on achieving top line and improving bottom line by ensuring optimal utilization of resources and innovations. Team & technology management of core manufacturing function. Aligning with market fluctuations to remain cost competitive & agile.
- Introduction of Best available tools & techniques to assembly for world class quality, productivity & human safety.
- **Projects** - NPP cost reduction, Lean implementation in Assembly Line, Kaizen culture development, QC-Circle project for PDI defect reduction, Assembly SoP, Live work elimination, Last minute risk assessment, Gender Diversity in Assembly.

## Skill-set competency & Expertise

- **Functional Domain** – TPM, TQM, FMEA, QC-Circle, Kaizen, Lean manufacturing, Kanban, 5'S, Project Management, Cost Optimization. Efficiency & Productivity improvement
- **Technical Skill-Set** – Assembly Tools & Techniques, Hydraulic Power Systems, Engines, Axle, Transmissions, Expertise on Efficiency improvement & defect reduction based on process optimization & training
- **Soft Skill:** Communication & Motivation, Leadership, Teamwork, Problem Solving & Time Management

## Languages Known

- English
- Hindi
- Marathi
- Tamil

## Certifications

- Labor Laws
- QC Circle
- Life Saver
- ISO9001
- ISO45001



# Aditi Sharma

Professional Experience : 8+ years

**Mar 2016 – Till Date:**

Clinical Application Specialist – West  
Ultrasound Medical Imaging  
**Fujifilm Sonosite India Pvt. Ltd.**

**Feb 2015 – Feb 2016:**

Application Specialist – West  
Ultrasound Medical Imaging  
**Samsung India Electronics Ltd.**

**Oct 2011 – Jan 2015:**

Application Specialist  
Ultrasound Medical Imaging  
**Mindray Medical India Pvt. Ltd.**

**Jan 2011 – June 2011:**

Intern – MRI, CT, X-rays, Cathlab  
**Siemens India Ltd.**

Education

**B.Tech Biomedical Engineering**  
D. Y. Patil University, Mumbai

Key Projects & Deliverables

- Provide clinical and technical support in Ultrasound imaging modality to clinicians, internal and external sales team.
- Support national and regional conferences, tradeshow and product launches by performing product presentation and demonstration.
- Understand and evaluate customer segmentation and provide value proposition strategy to sales team.
- Conduct market analysis in term of competitor product positioning, strategy, technology updates, market share, clinicians requirement.

Skill-set competency & Expertise

- **Industry Expertise** – Medical Imaging – Ultrasound, CT, MRI, X-rays, Cathlab.
- **Functional Domain** – Branding, Product Marketing and Management, Customer Relationship Management.
- **Technical Skill-Set** – Clinical and Technical aspect of Ultrasound imaging in - Radiology, Obstetrics/Gynecology, Echocardiography, Point-of-Care Ultrasound.
- **Soft Skill** – Negotiation, Communication, Time Management, Innovative, Teamwork, Problem Solving.

Languages Known

- English
- Hindi
- Marathi



# Shashank Agnihotri

Professional Experience : 17+ years

**Since Oct 2019:**

Senior Manager – Purchase Strategy  
**Schaeffler India Ltd.**

**Sept 2008 – Sept 2019:**

Manager-Purchase  
**Bosch Limited**

**June 2006 – Aug 2008:**

Manager-Vendor Development  
**Tata Motors Limited**

**Sept 2004 – May 2006:**

Senior Engineer-Supplier Quality  
**Kirloskar Oil Engines Limited**

Education

**Bachelor of Engineering (Mechanical Engineering)**

Government Engineering college,  
Jalgaon

**ICWA (Inter)**

Institute of Cost Accountants India,

Key Projects & Deliverables

- **Heading Direct Purchase Strategy:** New product development for needle, roller & ball bearings.
- Supplier audit, supplier evaluation for various commodities like Casting, Forging, Machining, Sintering, Stamping, Plastic Injection molding
- Price finalization, payment term & cost negotiation with suppliers.
- Defining the annual bundling strategy on global level.
- Focus on key parameters like quality, cost & delivery to achieve the organization targets.
- As Localization expert, completed many projects for cost reduction as LCC strategy.
- **Key Projects:** Indica Vista with Tata Motors; CRIN 2-16 Injectors relocation project.
- ABS 10.1 relocation project from Japan to India.

Skill-set competency & Expertise

- **Functional Domain** – Product Development, Project Management, Value Engineering, Cost Optimization/Budgeting
- **Technical Skill-Set** – Hydraulic Systems, Engines, Axle, Transmissions, Casting, Forging, Machining, Sintering, Stamping, Plastic Injection moulding. Expertise in cost estimation of various commodities.
- **Soft Skill:** Communication, Leadership, Teamwork, Problem Solving & Time Management

Languages Known

- English
- Hindi
- Marathi
- German (Basic)

Certifications

- Project Management Professional
- ISO9001 Auditor
- Six Sigma Green belt



# Amruta Shah

## Professional Experience : 15+ years

**Since Mar 2018:**

Head Treasury

**Isagro (Asia) Agrochemicals**

**Dec 2015 – Feb 2018:**

Manager Treasury

**Crompton Greaves Consumer**

**Jun 2008 – Sep 2013:**

Treasury Specialist

**Unilever**

**Sep 2005 – May 2008:**

Accounts & Finance

**L&T Infotech**

## Education

**Master of Commerce**

Mumbai University

## Key Projects & Deliverables

- **Crompton Treasury:** Setting up treasury function for company acquired by PE firms from Crompton, Improving working capital, Overall treasury yield improvement
- **Unilever Global Treasury:** Treasury Dealer handling 36 countries of Unilever for Forex and Liquidity needs, stint at Unilever Switzerland for seamless migration of global treasury centre, set up SOP framework and treasury MIS reporting. Significant float reduction and cash flow automation.
- **Isagro Treasury :** Overlooking Treasury function for Asia. Working on strategic projects including acquisition and cost reduction structures. Member of Management Committee.

## Skill-set competency & Expertise

- **Functional Domain** – Treasury Management, Financial Modelling, Valuation, Management Accounting and Analysis, Exim, Budgeting
- **Technical Skill-Set** – Working Capital Management, Forecasting, Investments, Forex, Credit Facilities, Trade Finance, Automation, Operational Excellence, SAP
- **Soft Skill:** Team Management, Collaboration, Innovation

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Diploma in Import Export Management





# Anirban Ghosh

Professional Experience : 11+ years

**Since May 2019:**

Regional Manager : Sales and Marketing  
**MG Automotives Bus and Coach Pvt Ltd**

**Sept 2018 – May 2019:**

Senior Manager – Global Marketing  
**ATG Tire ( Yokohama)**

**Dec 2017 – Sept 2018:**

Entrepreneur / Co Founder  
**Self – Start up**

**May 2016 – Dec 2017**

Senior Manager Product Marketing  
**CEAT Ltd**

**May 2013 – May 2016**

Regional Manager  
**Scania CV India**

**April 2011 – May 2013**

Area Manager  
Volvo Trucks India

Education

**Bachelor of Technology : Automobile**

MCKV Institute of Engineering ( WBUT)

Key Projects & Deliverables

- **Marketing Management** : Market Evaluation, Industry potential mapping, Brand Management, ATL + BTL campaign planning and implementation, Marketing Spend Analysis.
- **Product Management** : Managing product mix, introduction of new Products, Pricing, Promotion and placement in domestic and international Markets.
- **New Business Development**: Accessing business potential for premium European trucks in India and South Asian countries, Create business opportunities in different application, Key account creation and management.

Skill-set competency & Expertise

- **Functional Domain** – Marketing Management, Consumer Behavior and Insight, Product Development, Project Management, Value Engineering, Product Lifecycle Management, Advertisement and Promotions, Retail Trade Marketing, Business Development, Sales Channel Management, Team Management.
- **Technical Skill-Set** – Automotive Engineering, Application Engineering,
- **Soft Skill**: Communication, Leadership, Teamwork, Problem Solving

Languages Known

- English
- Hindi
- Bengali

Certifications

- Scania Sales Professional, Sweden
- Project Management Professional Module





# Ankur Dave

Professional Experience : 15+ years

**Since Feb 2016:**  
AVP – Product Management  
**Netcore Solutions Pvt. Ltd.**

**Sep 2014 – Jan 2016:**  
Independent Growth Consultant

**Aug 2010 – Aug 2014:**  
Group Manager – Professional Services  
**Netcore Solutions Pvt. Ltd.**

**2004 - 2010**  
Various roles as software development  
domain with 2-3 start-ups

## Education

**Master of Computer Application –  
M.C.A.**

Gujarat University, Ahmedabad

## Key Projects & Deliverables

- **Product Management:** Productization of Marketing Automation Platform (Smartech), Product with Conversational ChatBot, Productization of WhatsApp Business API, Built products for CPaaS (Communication Platform as a Service), SMS Gateway, Voice Gateway.
- **Product Research & Development:** Product Development, New Products Introduction, Product Strategy, Product Benchmarking, Product led innovation
- **Professional Services:** Build state of art customized solutions in Marketing Technology domain. Like balance over missed call, quiz over SMS, etc
- **Software Development:** During early days built various online products with start-ups.

## Skill-set competency & Expertise

- **Functional Domain** – Product Development, Project Management, Product Lifecycle Management, Business Development
- **Technical Skill-Set** – Conversational Technology, ChatBot, Marketing Automation (MarTech) , Advertisement Technology (AdTech), Web Analytics, Microservice based Architecture
- **Soft Skill:** Communication, Leadership, Teamwork, Problem Solving & Time Management

## Languages Known

- English
- Hindi
- Gujrati

## Certifications

- Google Analytics Individual Qualification



# Archana Lalwani

## Professional Experience : 10+ years

### Since Mar 2019

Head, Digital Marketing & Communications

**SRL Dr. Avinash Phadke Labs**

### Aug 2016 – May 2018:

Head, Organic Marketing & Corporate Relations

**HDFC RED (formerly HDFC Ltd. subsidiary)**

### Mar 2015– Jun 2016:

Head, PR & Integrated Communications

**FoxyMoron**

### Sept 2009– Feb 2015:

Senior Account Manager

**Adfactors PR**

## Education

**Master of Arts in Journalism & Mass Communications**

Sikkim Manipal University

## Key Projects & Deliverables

- **Setting up marketing functions:** Closely working with CXOs/Promoters to set up marketing and communication units in alignment with the business strategy and establishing processes and systems
- **Driving revenue generation:** Identifying growth opportunities and driving activities that have a direct and indirect impact on revenue generation and short term business objectives.
- **Brand building and reputation management:** Creating brand equity that is aligned with the vision and long term objectives of the organization. Assuming the role of a Brand Custodian across all stakeholders
- **Quality Control of Communication Channels:** Ensuring standardization of brand positioning and customer experience across various communication channels.

## Skill-set competency & Expertise

- **Functional Domain** – Strategic Communication, Integrated Marketing, Digital Marketing, Business Development, Project & Team Management, Setting up systems and Processes, Reputation Management
- **Technical Skill-Set** – Content Marketing, Search Engine Marketing, Media Relations, Public Relations, Social Media Marketing, Influencer Management
- **Soft Skill:** Leadership, Ability to perform in highly demanding roles, Diligent & Result Oriented

## Languages Known

- English
- Hindi

## Certifications

- Google Ads
- Digital Ad Sales



# Ashish Agrawal

Mobile: +91 80 8001 5485  
Email: ashish.Agrawal@gds.ey.com

## Professional Experience : 9+ years

### Employer:

EY LLC  
TATA AIA Life Insurance Ltd.  
ICICI Bank Limited.  
Reliance Life Insurance Ltd.  
ICICI Prudential AMC Ltd.

### Clients:

US Based:  
Aviation, Pharmaceuticals, Banking, Financial Institutions & Manufacturing.  
UK Based:  
Leasing, Financial Institutions, Life Insurance, Reinsurance, Manufacturing and Others  
Mena:  
Oil and Exploration, Financial Institution and Operation Management.

## Education

**Chartered Accountant, ICAI**

**Company Secretary, ICSI**

**Certified Financial Analyst, CFA, US-** Level 1

## Key Projects & Deliverables

- **Agile Method:** Consulting UK based Life, Reinsurance ,Health and General Insurance companies for implementation of IFRS 17 - Insurance Contracts.
- **SAP Implementation:** Implemented SAP FAM and FICO for Insurance and Bank.
- **Derivatives setup:** Full Implemented of Forward Rate Agreement (FRA), Interest Rate Future (IFR) and Interest Rate Swaps (IRS) including, system, operational and technical policy preparation.
- **Merger & Acquisition:** High level GAAP Analysis for Merger and Acquisition for US and UK clients.
- **Hedging:** Hedging setup for insurance company for hedge their Insurance liability under IFRS 17.
- **Custody Migration:** End to end custody migration from one to other bank

## Skill-set competency & Expertise

- IFRS and US GAAP e.g. GAAP conversation i.e. IFRS 9, 15 and 16
- Finalization of Accounts and Statutory Reporting
- Technical Analysis e.g. Analysis i.e. regression, VAR, Stress, SPAN, TWRR and MWRR
- NAV computation, Deal settlement and Cashflow management.
- Handled Financial Instrument's i.e. AIF, SLB, IIB, Gesc –Stripping, overseas & gold fund.
- Documentation e.g. Credit support annex. (CSA), Service level agreement (SLA), SOP and process note.

## Management Skill

Project Management & Collaborator

Team Management

Innovating thinker

## Certifications

- IFRS and US GAAP Accreditation
- Python & R
- SAS
- SQL & VBA



# Bharat Thyagarajan

## Professional Experience : 1+ years

**Since Nov 2015:**  
Manager – Sales  
Environment Solutions Division  
**Ion Exchange India Ltd.**

**May 2010 – Sep 2015:**  
Asst. Manager – Business Development  
**SSP Pvt Ltd**

**July 2007 – April 2010:**  
Engineer - Sales  
**SGR Engineers**

**August 2004 – Nov 2006:**  
Engineer – Process  
**TANFAC Industries**

## Education

**Bachelor of Technology –  
Chemical Engineering**  
Coimbatore Institute of Technology

## Key Projects & Deliverables

- Successfully completed several Industrial projects for wastewater treatment in India & in ASEAN countries.
- Sales:** Technical support for project sales across different verticals in the company; Developing proposals including technology selection, costing, scope defining; Successful techno-commercial negotiations.
- Business Development :** Identifying of opportunities for Sales / Services; Relationship & Key Account Management; Involved in the full bidding cycle to ensure successful bid submission.
- Project Management:** Preliminary assessment of Projects; Project initiation; Planning and Site installation; Vendor selection & management; Managing budget & Cash flow planning.

## Skill-set competency & Expertise

- Functional Domain** – Sales, Business Development, Project Management, Multi-disciplinary technical & business coordination, strategic implementation of policies & business plans  
**Technical Skill-Set** – Environmental Health and Safety Management, Water & Wastewater treatment, Water chemistry, Thermodynamics, Process plant design
- Soft Skills:** Teamwork, Conflict management, Communication across multi-verticals.

## Languages Known

- English
- Hindi
- Tamil

## Memberships

- Member - IWWA
- Junior Member- WEF



# Girish Dalvi

Professional Experience : 22+ years

**Since Jan 2017:**

International Resource Management -  
**Aker PowerGas India ( Group  
company of Aker Solutions Norway)**

**April 2014 – Dec 2016:**

Head Proj mgmt. & contrls – Brownfield  
BU

**Aker PowerGas India**

**Jan 2011 – March 2014:**

Project Manager – Brownfield Projects  
**Aker PowerGas India**

**Nov 2003 – Dec 2010**

**Piping dept. Aker PoweGas India**

Education

**Bachelor of Mechanical Engineering**

(Bharati Vidyapeeth's College of  
Engineering ( Pune University)

Key Projects & Deliverables

- **International Resource Management:** Establish resource management in new international locations, Implementation of resource mgmt. strategy. Support digitalisation initiatives internationally. Lead and manage High Value Execution team for resource management.
- **High Value Execution for Brownfield Oil & Gas :** Established team of engineering professionals for high value execution of major brownfield frame agreements and modification projects in Mumbai. Develop and implement execution strategies, training plans. Lead team of Project Engg Managers, Task managers and project controls
- **Business development and tender management :** Participation in preparing 'winning strategy' for tenders for High Value Execution projects. Coordination with multi location tender teams.

Skill-set competency & Expertise

- **Functional Domain –** Project management, Business development , Tender management. International resource management.
- **Soft Skill:** Strong interpersonal skills, networking abilities, good analytical skills, ability to work with diverse cultures.

Languages Known

- English
- Hindi
- Marathi

Certifications

- MDP - Wellingkar Institute Mumbai
- Certified Career Manager for Aker Solutions
- HSSE Leadership Program
- Lean Orange Belt



# Himanshu Kale

Professional Experience : 15+ years

**Since June 2017:**

Senior Manager –Sourcing, Procurement Strategy - (Corporate)

**STT GDC India Pvt Ltd**

**Mar 2016 – June 2017:**

Senior Manager –Sourcing, Contracts, Processes (Corporate)

**Inorbit Malls Pvt Ltd**

**Aug 2012 – Mar 2016:**

Manager –P&C (Corporate)

**Enercon India Ltd**

**Aug 2004 – July 2012:**

Manager – Projects, Contracts, Sourcing

**Reliance Infrastructure Limited**

Education

**BE- Electrical Engineering**

Government College of Engineering, Pune (COEP)

**MBA** – IIM Indore (Class of 19-21)

Key Projects & Deliverables

- **Key Sectors and Projects** – Delhi Discom–Privatization, 2x600MW HISAR Coal PP, Samalkot Gas PP (Contracts, Procurement & PMG) – Reliance Infrastructure Limited
- Pan India Wind Renewable Projects – Transmission/Distribution/Substation – Procurement – Decentralization to Centralization - Enercon India Limited
- Capex Opex , Marketing , Engineering and Refurbishment Projects – *Malls* – Inorbit Malls Private Limited.
- Develop & Execute the Capex Sourcing strategy – *Data Centres* – Long term plan for STT
- **Procurement and Sourcing** : FIDIC, Contracts , Claims, Auctions,
- **Key Areas Worked : Power Plant (Coal/Gas)** – Boiler Turbine Generator, ESP, TG Aux ITC, Imp Service Contracts , Cables, Bus Ducts, Transformers and Key Electrical Items
- **T&D , Substations**–Towers, Structure , Conductors, Insulators – Entire Electrical Purchase
- **Real Estate and Malls** – MEP, AMC, SLA’s, HVAC and All Opex and Capex Purchases
- **Mission Critical – Data Centre** – Complete Capex Purchase – MEP, Civil, Electrical , HVAC, Automation

Skill-set competency & Expertise

- **Functional Domain** – Procurement, Sourcing , Project Management, Contract Management, Long Term Tie ups, RC’s, Systems, Processes, Practices, Procurement Strategy Development Centralization ,Compliances, Partnering Benchmarking, E Auctions, BPD’s
- **IT Skills** – SAP MM - ERP, Ariba – E Auction
- **Soft Skill:** Communication, Leadership, Teamwork, Hiring, Team Building, Problem Solving & Time Management, Change Management, Collaboration

Languages Known

- English
- Hindi
- Marathi

Extra Curricular

- National Level Netball Player
- State Level Basketball Player
- Financial advisory

Trainings

- Power Plant Familiarization
- Power Distribution Systems
- SAP MM Power User Training
- Ariba





# Jayasekharan Unnikrishnan

## Professional Experience : 13+ years

### Since Jan 2019:

Program Manager – International Business

**Sintex – Bright Auto Plastics Limited**

### Jan 2015 – Aug 2018:

Deputy Manager – Manufacturing Engineering

**CHN Industrial India Private Limited**

### Oct 2008 – Jan 2015:

Senior Engineer – Manufacturing Services

**John Deere India Private Limited.**

## Education

**Currently pursuing MBA from IIM Indore [PGPMX] – Batch 2019 - 2021**

### **B.E Mechanical**

Vidyavardhini's College of Engineering , University of Mumbai

## Key Projects & Deliverables

- **Greenfield project for CNH India** : Key member of the manufacturing team at CNH Industrial who were responsible for setting up the company's first grain & sugarcane harvester manufacturing plant in Pune. I led the development of critical welded structures through the various product development phases and was instrumental in setting up the fabrication facility.
- Executed a 2 year project at John Deere Des Moines Works, [United States] where I led the deployment of a welder training application which helped the operator learn the job faster and reduce welding defects by 30%
- Executed a 2 month project at John Deere Horizontina Works (Brazil) where I led the implementation of work methods for shop floor activities and estimate cycle times.  
The efforts led to a reduction of standard labour hours by 30%
- Implemented a Kaizen project on a group of welding stations, streamlining processes and layout leading to lesser work-in-process inventories and freeing up of floor space, of about 1000 sq. ft.

## Skill-set competency & Expertise

- **Functional Domain** – Project Management – Greenfield/ New Product Development, Operations Management, Industrial Engineering, Manufacturing Engineering, Business development
- **Technical Skill-Set** – Six Sigma. Lean , Kaizen, Composites Manufacturing, MIG welding, Motion and Time study, Capacity planning., PPAP, FAI , RCA
- **Soft Skill:** Team building, Stakeholder communication, Labor union relations

## Languages Known

- English
- Hindi
- Marathi
- Malayalam

## Certifications

- PMI certified Project Management Professional (PMP)
- Six Sigma Green Belt
- Beginner's level Portuguese language





# Madhan Raj

## Professional Experience : 17+ years

Since Jan' 2007,  
Technology Relationship Program Manager,  
**State Bank of India, Navi Mumbai**

Jan'2015-Dec'2016,  
Portfolio Testing Delivery Manager,  
**Accenture Services Ltd., Bangalore**

Dec'2007-Dec'2014  
Testing Delivery Manager,  
**Polaris Financial Tech Ltd., Chennai**

Jul'2005-Dec'2007, Software Test Analyst  
**Xansa India Pvt. Ltd., Chennai**

Jun'2002-Jul'2005, Software Test Engineer  
**Limitless Software India Pvt. Ltd., Bangalore**

## Education

**Master of Business Administration - MBA**  
Indian Institute of Management - IIM Indore  
Mumbai Campus 2019-21 (Present)

**Bachelor of Engineering – B.E (EEE)**  
Electrical and Electronics Engineering  
Periyar University, Salem 1998-02

## Key Projects & Deliverables

- Multifaceted and result driven professional with 17+ years of experience in Information Technology - Experienced on Banking, Financial Services and Insurance Domain (BFSI domain) with a proven track record of delivery, strong strategic vision and demonstrated ability to inspire/mentor and manage teams.
- Directed and prioritized IT project delivery activities to support business critical applications in various assignments including State Bank of India, Bank of America, First Data-Debit Payments, ANZ- OTC Reform - Murex, Marketwire, Midanz, DTCC- Fixed Income Clearing & Settlement, Citibank-Salesforce CRM, JP Morgan Chase-Intellect, QBE-Home, Motor and Travel Insurance, Barclays-Unpaid Outwards payments and Cooperative Bank UK – Faster payments etc.
- Strong expertise in Opportunity creation, Product ideation, Business Case generation, Requirement Analysis, Running Proof-of-Concepts/Pilots, Customer Journey Analysis, User Experience, User Acceptance Testing and End User Acceptance and Adoption.

## Skill-set competency & Expertise

### Domain/Functional Expertise

- Banking – Core Banking, Retail & Corporate Banking, Loans, Trade Finance and Payments
- Investment Banking - Capital Markets – Fixed Income/Derivatives
- Insurance – Home, Motor & Travel Insurance

### Delivery Expertise

- Project/Program & Portfolio Management, Managing Project Management Office (PMO), Heading - Testing Center of Excellence (TCOE): Quality and Defect Management, Requirement Management (Business Analyst), IT Strategy and Planning, IT Operations Management, Technology enabled business transformations across planning, design and deploy phases.

## Languages Known

- English
- Tamil
- Telugu
- Hindi

## Certifications

- Certified in Project Management
- ISTQB Testing Certified
- Agile Certified
- Design Thinking
- Information System and Cyber Security Certified

## Global Experience

- New York, USA
- Birmingham, UK
- Sydney, Australia



# Manan Vaishnav, CAIA

Professional Experience : 15+ years

**Since Aug 2015:**

Vice President- Listed Derivatives Sales  
**Deutsche Equities India**

**Mar 2013 – July 2015:**

Assistant Vice President- SLB Trading  
**Deutsche Global Securities Services**

**Feb 2006 – Feb 2013:**

Associate- Global Equities Analyst  
**Deutsche CIB Centre**

**Oct 2004-Jan 2006**

Research Associate- US Industrials  
**Aranca Ltd**

Education

**MS (Finance)**

ICFAI University

**B.Com (Hons)**

MS University of Baroda

Key Projects & Deliverables

- **Derivatives Market Insights:** Present the daily derivatives summary, derivative-specific updates & mid-market commentaries to FII/DIIs.
- Publish periodic trading views & analyses such as market-wide client positioning and roll-spread analysis for foreign & domestic investors
- **Managing Key Client Relationships & Providing Liquidity:** Manage key client relationships with institutional investors, and provide them liquidity during the time of futures expiry for their long and short roll blocks
- **Execution & Clearing:** Managing key functions of trade execution and clearing of trades, and issues that may arise therein.
- **Business Management:** Manage the Equities/F&O businesses by liaising with regulators (SEBI) & exchanges (NSE/BSE) and coordinating across diverse stakeholders for getting timely submissions of half-yearly internal audits, systems audits, annual risk based supervision and addressing any queries raised therein.

Skill-set competency & Expertise

- **Functional Domain** – Platform development, client relationship management, client engagement
- **Technical Skill-Set** – Strong understanding of algo trading, trading strategies based on liquidity/price impact and trade execution using algos, arbitrage (fresh/reverse), \$to\$ matching, program trading & others.
- **Soft Skill:** Communication, Leadership, Teamwork, Problem Solving & Managing Stress

Languages Known

- English
- Hindi
- Gujarati

Certifications

- **CAIA** (Chartered Alternative Investment Analyst)
- **NISM Series I**
- **NISM Series VII**
- **NISM Series VIII**



# Manoj Kumar Meena

## Professional Experience : 13+ years

### Since Feb 2018:

Senior Manager, Procurement & Contracts  
(Oil Well Drilling Services)

**Reliance Industries Limited**

### Sep 2014 - Feb 2018

Senior Manager, Operations  
(Logging and Petrophysics)

**Reliance Industries Limited**

### Feb 2013 - Sep 2014

Manager, Operations  
(Logging and Petrophysics)

**Reliance Industries Limited**

### July 2007 - Feb 2013:

Manager, Operations  
(Exploration Data Acquisition)

**Reliance Industries Limited**

## Education

### Master of Science - Geophysics

Indian Institute of Technology, Kharagpur

## Key Projects & Deliverables

- **Operations-Exploration data acquisition:** Supervised multiple 2D/3D seismic, gravity & magnetic data acquisition surveys in east coast of India, designed and modeled seismic data acquisition surveys.
- **Operations-Oil well data Logging & Petrophysics:** Managed Deep water Oil Well data logging operations in east coast of India, managed Oil Well data logging operations in Cambay basin of Gujarat, handled regulatory compliance for Oil Well explosives and Oil Well logging data.
- **Procurement & Contracts-Oil well Drilling services:** Negotiated, executed and managed contacts for oil well drilling activities for multiple campaigns in east cost of India.

## Skill-set competency & Expertise

- **Functional Domain** - Contract & Procurement, Project Management, Quality Management, Regulatory and Compliance.
- **Technical Skill-Set** - Evaluation of Commercial Proposals, Contract negotiations, procurement and logistics, oil well logging operations, seismic data acquisition.
- **Soft Skill:** Communication, Leadership, Teamwork, Problem Solving & Time Management, Real time decision making.

## Languages Known

- English
- Hindi

## Certifications

- Basic fire fighting & Sea survival
- HUET certification



# Moumita Basak

## Professional Experience : 9.5yrs

### Current Assignment:

Data Scientist (Manager), BlueDart Express

### Previously worked with:

- Genpact Ltd.
- Pfizer Ltd.
- HLL Lifecare Ltd. (Govt. Undertaking)
- Sevenhills Healthcity Pvt. Ltd.

### Part-time Interest:

- Work as a freelancer Data Scientist in my free time
- Participate in datathon challenges on online platforms like Kaggle, etc.
- Blogger(Content Writer) by hobby

## Education

- **MBA (PGPMX)** – IIM Indore, Mumbai Branch (2019-21)
- **PGDBM (Marketing)** - S.I.E.S. College of Management Studies, Mumbai (2008-10)
- **B.Tech (Bioinformatics)** - Pune (2004-2008)

## Professional Summary

Data Scientist by profession with a little less than a decade of experience in corporate field. Analyze and interpret complex bigdata using scientific methods, algorithms and statistical tools to assist businesses in their decision-making process. Key role as a data scientist is to do data processing, mining, hypothesis designing, data visualization and build predictive models using Machine Learning and Artificial Intelligence.

### Machine learning Algorithms and Techniques:

- Regression algorithms viz. Linear regression, Logistics Regression, Decision Tree, Multiple Linear Regression, Polynomial Regression, Random Forest, Ensemble Model
- Supervised and Unsupervised learning models
- PCA Techniques & Factor Analysis
- NLP or String Matching Algorithm
- Time Series Forecasting, ARIMA, SARIMA, Holt Winters
- K-means, KNN
- Smoothing Techniques
- Missing value imputation

### Projects:

- Forecasting & Prediction
- Hypothesis Testing
- Recommender Model
- Churn Prediction & Propensity Model
- Sentiment analysis
- Pricing analysis
- Clustering & Segmentation
- Behavioral/ Cohort Analysis
- MDM

**Tools/Skills:** Machine Learning, Artificial Intelligence, Statistics, Bigdata, Hadoop, Spark, Hive, R/RStudio, SparkR, Scikit-Learn, Python, PySpark, SQL, Shiny R, ggPlot2, Plotly, OpenText Magellan Notebook, Minitab, SAS BI, Tableau, Power BI, Unify, ILD, Advanced Excel, etc.

**Soft Skills:** Leadership, stakeholder management, critical thinking, negotiation, project management

## Certifications

**IIT, Mumbai |** Certification on Analytics for Management (2018)

**Indian Institute of Science (IISc), Bangalore |** Fundamentals of Data Analytics (2018)

**Indian Institute of Science (IISc), Bangalore |** Advanced Analytics, Machine Learning & NLP (2018)

**MSME, Bangalore |** Bigdata & Hadoop (2016)

**Genpact |** Three Whitepapers published (2014 – 2017)

**Genpact |** Green Belt and Lean Six Sigma Certified (2015)



# Neha Pawar

## Professional Experience : 6+ years

### Since Nov 2016:

Technical Services & Application Technology  
Manager – High Performance Polymers  
**Evonik India Pvt. Ltd.**

### Sep 2013 – Nov 2016:

Technical Manager- Commodity Polymers  
**Reliance Industries Limited**

## Education

### Master of Technology – Polymer Engineering

Institute of Chemical Technology, Mumbai

### Bachelor of Technology – Polymer Engineering

University Department Of Chemical Technology

## Research and Publications

1. The effect of different silane coupling agents on mechanical properties of Mica filled PPO composites.  
(Asian Journal of Applied Science and Technology (AJAST) Volume 1, Issue 7, Pages 153-157, August 2017)
2. The effect of different silane coupling agents on mechanical properties of Fly ash filled PPO composites.  
(International Journal of Chemical, Environmental & Biological Sciences (IJCEBS) Volume 2, Issue 4 (2014) ISSN 2320–4087)

## Key Projects & Deliverables

- Productivity Increase in Extrusion process of PA12 Automotive tubes manufacturing.
- Key projects with Automotive OEMs in Implications of our product portfolio for new market environment (BSVI, EV)

## Skill-set competency & Expertise

**Application Technologies** :Technical Support to Automotive tier 1 suppliers. PV and CV sector. Analysis of the buying center (Influencers, Decision makers etc.), specifications & material approval process. Direct communication with customers regarding concerns, complaints, new/existing products. Technology and testing support in Polymer Packaging sector . Customer oriented technical service. Hands-on experience and in-depth knowledge on Polymer/Chemical testing instruments and Polymer Processing.

## Languages Known

- English
- Hindi
- Marathi



# Paresh Kerkar

## Professional Experience : 12+ years

**Since May 2010:**  
Project Manager  
**Zensar Technologies**

**April 2007 – April 2010 :**  
Sr. Technical Support Engineer  
**Novell Inc.**

**April 2005 – April 2007:**  
Self Employed – Hardware and Network engineer.  
**A self-started venture**

## Education

**B.Sc. Business Information Systems (YCMOU)**

## Key Projects & Deliverables

- **Project Management And Delivery Assurance** :Executed multiple information technology projects ,using strong and accepted fundamentals of project management, operations management and ITIL , in the domain of cloud infrastructure services across varying geographies.
- **Organisation Transition Program - Organizational Excellence (OE) “Lean”:** Program was rolled out with the help of consulting firm McKinsey. The Lean change transition was targeted to take the organization project delivery to next level in line with business excellence. The focus area of Lean implementation was to achieve Productivity improvement, Improved Work allocation, Cost savings and creating a healthy competitive environment.
- **Self Employed as a Hardware & Network Engineer:** A self-started venture for providing hardware and network support for small businesses and individual customers.

## Skill-set competency & Expertise

- **Functional Domain** – Project Management, IT Operations Management, Quality Management, Root Cause Analysis, Innovation and process optimization.
- **Technical Skill-Set** – ITSM tools, IT Infrastructure(Monitoring ,Datacenter, Applications)
- **Soft Skill:** Communication, Leadership, Collaboration, Teamwork, Problem Solving

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- ITIL V3 Expert
- PRINCE2 Practitioner





# Rajani Nair

Professional Experience : 6.5+ years

**Since July 2018:**

IT Analyst

**Tata Consultancy Services**

**February 2013 – June 2018:**

Associate Technical Consultant

**Blue Star Infotech Limited**

Education

**Bachelor of Engineering-Information Technology**

University of Mumbai- Pillai's Institute of Information Technology

Key Projects

Trafigura, Viacom18, PVR, Conde Nast India, Glencore,

Key Roles & Responsibilities

- Microsoft Certified Software Professional with 6.5 years of experience in Microsoft Dynamics NAV.
- Worked on latest Microsoft Dynamics Navision foundations viz 2009 SP1, 2009 SP1 R2, 2013, 2013 R2, 2015, 2016 and 2017
- Currently managing an entire team L3 support and deployment team.
- Proficient in using Navision Tools like c-front, Navision Application Server (NAS).
- Proficient analysis, design, coding and debugging/Error fixing skills.
- Customized various customer requirements under Microsoft Dynamics NAV.

Skill-set competency & Expertise

- **Technical Skill-Set –**
  - ERP: Microsoft Dynamics NAV 2009 SP1/2009 R2/2013/2013 R2/2015/2016/201
  - RDBMS : Microsoft SQL Server 2005/2008R2/2012
  - Languages : C/AL, C
  - Operating Systems : Microsoft Windows XP/Vista/7
  - Other Tools : MS Office, HP ALM, Version One, GitHub, Compare It, TFS, OMA
- **Soft Skill:** Communication, Leadership, Teamwork, Problem Solving & Time Management

Languages Known

- English
- Hindi
- Marathi
- Malayalam

Certifications

- Microsoft Dynamics NAV 2013 Installation and Configuration
- Agile Way of Working- E1 level





# Rohit Kumar Sinha

## Professional Experience : 13+ years

**Since April 2017:**  
Senior Manager (IT)  
**Aditya Birla Capital Limited**  
**(Health Insurance)**

**Aug 2013 – Apr 2017:**  
Senior Consultant (IT)  
**Capgemini India Private Limited**

**Jun 2006 – Aug 2013:**  
Technical Lead (IT)  
**Verizon India Private Limited**  
**(Verizon Wireless, USA)**

## Education

**Bachelor Of Engineering– Electronics & Telecommunication**  
Nagpur University

## Key Projects & Deliverables

- Set up end to end SDLC management processes in a start up organization(ABHI) and currently leading a team for Policy Administration & Services System (Core) in **Aditya Birla Health Insurance**. Reviewed technical architecture of Core system and aligned it with defined Enterprise Architecture principles in ABHI.
- Worked collaboratively with IT Application ,Infra, Operation, Sales, Finance and Underwriting teams to provide efficient solutions and resolve their issues.
- Automated existing processes for troubleshooting Production Issues thereby reduced manual intervention of IT Support team and reduced call volume significantly at service centre for **Morgan Stanley** project in **Capgemini**. Experience in both Waterfall and Agile methodologies.
- Designed and Developed user provisioning engine For Home Monitoring Control(HMC) product in **Verizon** from scratch and successfully launched it at onsite location at Dallas ,Texas (USA)

## Skill-set competency & Expertise

- **Functional Domain** – Product Development & Project Management in **Telecom , Banking, Insurance** domains .
- **Technical Skill-Set** –Technical Proficiency in Designing Solutions for Web, Client/Server & Enterprise Applications using **Microsoft** technologies , Hands on experience in implementing Design Patterns, Service Oriented Architecture, Cloud Computing ,MVC , C#.NET, OLAP, MDX , SQL Server .
- **Soft Skill** : Cross functional co-ordination with teams, analytical, problem solving

## Languages Known

- English
- Hindi

## Awards & Training

- Received **Customer Delight Award** for outstanding performance in Morgan Stanley project in Capgemini
- Presented and Received **Best Project Award** in Verizon
- Recipient of **ON THE SPOT** award for outstanding performance consecutively for 4 years from 2007- 2011 in Verizon
- Awarded **ABOVE AND BEYOND** employee for the year 2006-2007 in Verizon
- Attended industrial training about Telephony and Telecom at BSNL

# Post Graduate Programme Management in Management for Executives

## **About the programme :**

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.



# Saureb Bannerjii

## Professional Experience : 13+ years

### Since May 2013:

Manager – SAP Project

**Tata Consultancy Services Ltd.**

### Oct 2009 – May 2013:

SAP Consultant

**KPMG India Ltd.**

### Aug 2009 – Sep 2009:

SAP Consultant

**IBM India Ltd.**

### Nov 2006 – Jul 2009:

SAP Consultant

**Eureka Forbes Ltd.**

## Education

### **Bachelor in Engineering (Electronics)**

Vivekand Education Society Institute of Technology, Mumbai University

### **Certificate in Planning & Entrepreneurship**

I.I.P.M., Mumbai

### **SAP HCM Certified Consultant**

Lithan Genovate, Mumbai

## Key Projects & Deliverables

- **Heading a SAP Support Project:** Post Implementation Production Support for overseas customer, managing and problem solving in various modules of SAP HCM, handling all change requests, developing interfaces and reports in SAP.
- **Implementing SAP HCM:** Delivered 5 End to End Implementations in Insurance, Petrochem, Construction, Marine Products industry.
- **Worked on Support Projects in SAP HCM:** Handled Post Implementation Support for 12 clients.
- **Data Migration Project in SAP HCM:** Delivered in data migration activation for 2 clients
- **Audit Projects in SAP HCM:** Audited Pre implementation (Business Blueprint Audit), Configuration Audit and Post Implementation Audit

## Skill-set competency & Expertise

- **Functional Domain** – SAP HCM Submodules (Personal Management, Organizational Management, Time Management, Payroll, Employee Self Service, Manager Self Service)
- **Technical Skill-Set** – Basics of SAP Advanced Business Application Programming (ABAP)
- **Soft Skill:** Communication, Leadership, Teamwork & Problem Solving

## Languages Known

- English
- Hindi
- Bengali

## Certifications

- SAP Certified Consultant



# Shri Suhas Pande

## Professional Experience : 18+ years

### Since Sep 2017:

*Technical Director & Board Member*  
**OMCI RIG TECH & SS Pvt. Ltd.**  
*Mumbai - India*

### Aug 2012 – Aug 2017:

*HoD - Technical*  
**OMCI Shipmanagement Pvt. Ltd**  
*Mumbai - India*

### Aug 2001 – July 2012:

*Chief Engineer*  
**Searland Shipmanagement B.V.**  
*Villach, Austria*

## Education

### B. E. – Marine Engineering

Marine Engineering & Research Institute  
(ex- DMET),  
Kolkata

## Key Projects & Deliverables

- **Company start-up** : Experienced in successfully starting a Company and utilizing multiple skills towards achieving sustained growth through strategic planning, Product / Service visioning, recruitment & team building, brand management, CRM, business development and marketing.
- **Technical & Project Director - Project Management & Technical Services:** Project Life Cycle Management - Project charter, Business Function Study, Project Scoping, Task Breakdown (WBS), Requirement identification, Effort & Time Estimation, Costing & Project Budgeting, Resource Allocation, Scheduling, & Risk Management (for modular and turnkey projects, including multiple concurrent projects ). Singularly accountable for all technical services to Clients. Managing day-to-day operations of the Company as PIC for all functions.
- **Quality Systems:** Building ISO compliant systems, overall management of accreditations, standardization and quality compliance, Management of Risk

## Skill-set competency & Expertise

- **Functional Domain** – Leadership, Strategy, Project Management, Quality Management, Value Engineering, Root Cause Analysis & Cost Optimization/Budgeting, Resource management, Forecasting, Competitor analysis, Cross-functions management, Conflict management, Product/Service enhancement, Multi-cultural team management
- **Technical Skill-Set** – O&M of equipment, predictive / preventive / condition-based / corrective maintenance strategies, Inventory optimization and consumption forecasting, Risk Assessment, Accident investigation & RCA, Quality Audits, Process improvements, Manpower management, Trainer – soft skills (communications) and technical (service related)

## Languages Known

- English
- Hindi

## Certifications

- Vibration Analyst-Cat 2
- IWCF Certified Drilling Well control program – Combined Surface & Subsea BOP (level 4)
- Marine Chief Engineer (MEO CI-1 FG – issued by Govt of India)
- ISO9001 Auditor
- Safety Officer & Security Officer



# TANMAY AGRAWAL

Professional Experience : 9+ years

**Aug 2016 – Till Date:**

Sales Manager- Clinical Division (West India & Nepal)

**Beckman Coulter India Pvt. Ltd. (part of Danaher Corporation)**

**April 2015 – Jul 2016:**

Sales Manager (West India) – Genomics Instrumentation and Consumables

**Imperial Life Sciences**

**Jan 2011 – Oct 2014:**

Key Account Manager-**MP Biomedicals India Pvt. Ltd**

Education

MSc. In Applied Microbiology  
**NMIMS University**

BSc. In Microbiology  
**Mumbai University**

Key Projects & Deliverables

**Domestic Business Development :**

- Managing P&L for Life-Sciences and Diagnostics segment in region
- Key Account Management
- Tender Business Management
- Channel Sales
- Cross-Selling / Up-Selling
- Devise region-wise Promotion Strategy
- Explore and Develop New Market

**International Business Development**

- Managing P&L of the country business
- Customer mapping and Creating Brand awareness
- Channel Sales development and management

Skill-set competency & Expertise

- **Functional Domain** – Funnel management, Sales Forecasting / Budgeting, Relationship Management, Competitive Analysis, Negotiation Skills
- **Technical Skill-Set** – Domain knowledge & Product knowledge, Product positioning, Pricing Strategies
- **Soft Skill:** Communication, Leadership, Team management, Problem Solving & Time Management

Languages Known

- English
- Hindi



# Vikaskumar K Kalal

## Professional Experience : 11+ years

### Since May 2017:

Head – Procurement and Supply Management

**thyssenkrupp BA ET**

### March 2015 – May 2017:

Procurement Manager

**GS Engineering & Construction**

### August 2008 – Feb 2015:

Procurement and Contracts Manager

**Reliance Industries Ltd.**

## Education

**Bachelors of Engineering – Mechanical Engineering**

Gujarat University

## Key Projects & Deliverables

### Heading Procurement & Supply management –

- Steered overall supply chain from factory to customer focusing on International and country logistics network infrastructure to design innovative solutions, reduce operational costs and improve delivery times while maintaining high service levels
- Drove Continuous Process Improvement (CPI) by managing and directing supply chain scorecard for the region, monitored countries performance by highlighting progress and areas to improve
- Drove organizational change process, development and implementation of functional policies and procedures
- Developed and implemented policies on Logistics service provider contracts (Custom Brokers, Distribution facilities, transporters); ensured compliance with Legal and Risk Management requirements

## Skill-set competency & Expertise

- **Functional Domain** - Procurement, Supply Chain Management, Sourcing, Budgeting/cost control, Vendor development/management, contract management, Business development, Risk Mitigation/management, Team management
- **Technical Skill-Set** - SAP Ariba, SAP MM and PM modules, MS Project, Power BI, MS Visio
- **Soft Skills** - Communication, Leadership, Teamwork, Adaptability, Work Ethics, Problem Solving, Time Management, Attention to detail

## Languages Known

- English
- Hindi
- Gujarati
- Rajasthani

## Certifications

- Contracts Management Level 2
- Forming leadership Mindset
- Discovering leadership essentials
- Contractor Safety Management and Field Safety Audit





# Vimal Padmasanan

Professional Experience : 14 years

**Since May 2014:**

Chief Manager – Global Sourcing  
**Reliance Retail Ltd.**

**Feb 2012 – May 2014:**

Dy. Manager – Sourcing &  
Development  
**Crompton Greaves Ltd.**

**Apr 2010 – Feb 2012:**

Senior Engineer – Sourcing & Import  
Procurement  
**LG Electronics India Pvt. Ltd.**

**Sep 2006 – Apr 2010:**

Senior Engineer – Import &  
Merchandizing

Education

**B.E. Electronics**

Rizvi College of Engineering, Bandra  
Mumbai University

## Key Projects & Deliverables

- **Heading Sourcing & Development of LED TV's:**
  - Strategic Sourcing of LED TV's from LCC and FTA countries under Private Label Brands (Reconnect & LYF).
  - Import Merchandising of top brands (SHARP & TCL).
  - Handling – Price Negotiation, Product Costing & RM/Forex Price Trend Analysis.
- **Heading IoT & Custom software for LED TV's:**
  - Developed & Launched custom Apps for LED TV's with 'iREVO & Rivera'.
  - Developed Reconnect Cloud for IoT products & completed 'Proof of Concept' successful.
  - Project Development – Developed the first LED TV with '**Amazon Fire TV Edition**' Operating System under Reliance brand.

## Skill-set competency & Expertise

- **Functional Domain** – Product costing, Sourcing & Development, Value Engineering, Product Lifecycle Management, Negotiation and Cost Saving.
- **Technical Skill-Set** – Product Design & Development, creating new TV Operating Systems & apps on Android platforms and creating voice-assistants skill sets for TV.
- **Soft Skill:** Teamwork, Leadership, Communication, Resource & Time management

## Languages Known

- English
- Hindi
- Marathi
- Malayalam
- Tamil

## Certifications

- Certified Automation Engineer
- Six Sigma Green Belt