

INDIAN INSTITUTE OF MANAGEMENT INDORE

**Indian Institute of Management
Indore**



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

**PROFILE OF STUDENTS OF PGPMX 2019-21 Batch II
12th 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.



Aditya Shinkhede

Professional Experience: 12.5 + years

Since April 2018:
Vice President, Yes Bank

April 2017 – Mar 2018:
Chief Manager, Dena Bank

April 2014 – Mar 2017:
Senior Manager, Dena Bank

Education:

P.G Dip. in Capital Markets
Management, Pune University

Bachelors in Commerce (Statistics),
Pune University

Key Projects and Deliverables

- **Anti Money Laundering Unit:** Monitor & investigate cross border transactions for suspected money laundering instances. Report STRs to FIU. Assist mitigation of AML risk of the institution and compliance with current AML regulations
Recommend for policy and procedure improvements concerning KYC – AML.
- **International Banking Division** - Formation and dissemination of policy guidelines on FX business of the Bank, Handling Compliance & Audit Function, responsible for FATCA/CRS, USPA, Risk Based Supervision (RBS), key contributions in new Product launches – Forex Travel Card, FCNR deposit schemes, online cross border remittance products.
- Responsible for Correspondent Banking, RMA, AD branch categorizations, impart in-house trainings on FX/ NRI products, etc.
- **Forex Dealing Room operations** - Cross Currency Proprietary Trading in G7 currencies, Merchant Dealing Desk, Foreign Currency Fund Management, Overnight placements, Nostro Funding etc.
- **AD Branch operations** - MSME & retail lending, trade finance & forex operations, handling Audit & regulatory compliances

Skill-set competency and Expertise

- Functional Domain: Fx Treasury Operations, Trade Ops, Compliance and Audit function, Trade Based Money Laundering (TBML) investigations, Technical analysis.
- Technical Skills: Finacle. Flexcube. Amlock. Ms Office.

Languages known

- English
- Hindi
- Marathi

Certifications & Trainings

- Certified Anti-Money Laundering Investigator (CAMI)
- Certified Associate of Indian Institute of Banking (CAIIB)
- Prog. on Technical Analysis – NIBM, Pune
- Prog. on International Trade Finance - NIBM, Pune
- Forex Bourse Course – Trinity Academy, Mumbai



Anil Chaplot

Professional Experience : 15 years

Since August 2013:

Chief Financial Officer

Secure Parking Solutions P. Ltd.

(India's leading car parking operator)

June 2008 – Aug 2013

Senior Manager - Accounts

Secure Parking Solutions P. Ltd.

Oct 2005 – May 2008:

AGM Accounts (Mumbai)

Branch Manager (Bangalore)

Varun Industries Limited

April 2004 - Sept 2005:

Asst. Manager – Finance & Accounts

Varun Life Sciences Pvt Ltd. (Pharma)

Education

Chartered Accountant

ICAI, New Delhi

B. Com

MLV College, Bhilwara

Key Projects & Deliverables

- Rich experience in Finance and Accounts with added knowledge for setting-up businesses. Key areas are Banking, Cash Flow, Business Planning, Taxation matters, Cost control, Budgeting, Internal Audit.
- **Proposals management** : Cost strategy for multiple business products, client proposals, negotiations, draft agreements/work orders.
- **Advisory role**: Actively advising CEO for decision-making in business strategy, risk mitigation, legal matters, profitability, cost analysis, growth plans, tenders,
- **Other Business roles**: Insurance claims, standard operating procedures, cash management, ISO 9001 certification & audits, project report & procurement (plant and wind power),

Skill-set competency & Expertise

- **Functional Domain** – Leading accounts team for timely & accurate accounting, finalization of annual accounts, IT returns, monthly management reports (MIS), banking relationships, Cash Flow management, annual budgeting, client agreement negotiations & renewals, taxation matters, assessment handling, GST & service tax matters, Internal control and audits, board meetings,

Languages Known

- English
- Hindi
- Gujarati
- Marathi

Certifications

- General Management & Communication Skill by ICAI



Ankesh Toshniwal

Professional Experience : 7.5+ years

Since October 2013 till now Working as Manager in Sanyukta Trading Private limited

Education

July 2010 -13 BBA In Marketing From Pune University

Key Projects & Deliverables

- Started to work with the Organization as Fresher During the tenure I have worked on many prospects of an organization from lower level to higher Level
- The company deals in export of fruits and vegetables. My Role in the company is to deal with the Customers directly and generate more leads for the company .
- I have visited many Trade Fairs in Berlin France and many other
- Today I am heading a team of 6 to 7 people with them trying to explore new Market
- Future Goals We as a company want to grow as one of the best export houses

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Marketing Posting Products On Different websites
- **Technical Skill-Set** – MS EXCEL MS Word

Languages Known

- English
- Hindi
- Rajasthani



Anuradha chavan

Professional Experience : 14+ years

Areas of Expertise:

Shipping , Liner & Ports
Commercial Shipping ,Business development
Logistics & Transportation

Experience across Shipping (Liner and Agency), Logistics, 3PL, 4PL sectors in roles leading to consultation in logistics, business development, sales and marketing, pricing, exports, imports, operations, contract management, warehouse management and customer service

Education

Education:

Bachelor of Engineering (Instrumentation and Control) - CEPN - Pune
PGDBM -Symbiosis college

Key Projects & Deliverables:- world wide Transportation customers

Business Consultant - Shipping & Transportation at Tata Consultancy Services(TCS) :-

Develop new revenue streams through consulting on shipping and logistics transformation. Responsible for Profit and Loss for shipping and logistics in domain BPS. • Responsible for the sales cycle, identify opportunities, understand customer challenges and design appropriate solutions

Trade Head - Area Middle East at Hamburg Sud Shipping Line :- Managed overall commercial activities for India, Pakistan & Middle East. Trade activities include pricing, business development, forecasting & planning and pushing for expansions in new Trade lanes.

Mediterranean Shipping Company (MSC) :- Head of Trade for South & East India to Europe, Mediterranean, NWC, Africa, USA . Instrumental in opening ICD's (Dry Ports) in India, by location EXIM feasibility study. Lead independent consulting assignments for Logistics 3PI players , Shipping & NVOCC Players

Skill-set competency & Expertise

Strong Analytical & Leadership Skills

Area of specialization includes, Business Development, Sales & Marketing, Logistics & Customer Service. Strengths & keen interests in Shipping & Supply Chain strategy, processes, tools, teamwork and training.

Manage business plan for the Cargo Vertical within TCS Travel Domain

Strategy formulation & implementation of the Cargo Vertical within TCS Travel Domain

End to end cycle management

Languages Known

- English
- Hindi
- Punjabi
- Marathi

Certifications

- Dale Carnegie “Leadership Excellence”
- Crucial conversations
- PIBS TMcertification on Partnership in Business. Success”
- IBM Watson trained
- MS Azure trained



Balwant Subhash Chandra Mishra

Professional Experience : 6.5+ years

Since January 2019:

Group Manager- Tax & Risk Assessment
Avacare Health Group

August 2016 – December 2018:

Asst. Manager Finance & Taxation
Celio Future Fashion India

July 2015 - August 2016:

Asst. Manager Finance & Taxation
Hitachi Data Systems India

Feb 2015 – July 2015:

Sr. Executive Accounts & Taxation
Wolters Kluwer-Medknow

Feb 2013 – Feb 2015:

Audit Executive
CMS Computers

Education

B.Com. – Mumbai University

LL.B. – Mumbai University

Inter. CA – Institute of Chartered Accountants of India

Key Projects & Deliverables

- Managing Global taxes & Compliances for more than 25 countries
- Managing Global Transfer Pricing
- Tax and statutory advisory to business
- Implementation and business awareness of GST for Retail sector
- Handling Revenue Assessment including Transfer Pricing, Income Tax & GST
- Critical Process review and recommendation
- Managing Legal function
- Risk Assessment and recommendation
- Managing merger, acquisition, new entity and winding-up compliances
- Business contract vetting and risk mitigation
- Global Trademark protection

Skill-set competency & Expertise

- **Functional Domain** – Global taxation, Global Compliance, Legal, Risk Assessment
- **Technical Skill-Set** –MS Office, Tally, Microsoft ERP

Languages Known

- English
- Hindi
- Marathi

Certifications

- Member of Bar Council of India



Chirag Giri

Professional Experience : 16.5+ years

Since May 2017:
Portfolio Manager
Capgemini Technology Services India Limited

Sept 2014 – May 2017:
Associate Manager(Technology)
Accenture Services India Limited

Sept 2007 - Sept 2014:
Manager Projects
Cognizant Technology India Limited

Sept 2003 – Sept 2007:
Senior Software Engineer
Patni Computer System India Limited

Education

B.E – Computer Science & Engineering
LNCT, RGPV, Bhopal

Key Projects & Deliverables

- **Leading Machine Learning COE** under Intelligent Automation Practice in Financial Service(FS) Business Unit in Capgemini India. Responsibilities include driving Automation for **Solution Delivery, Sales and Consulting** for various FS customers
- **Established Automation team** start from scratch till 30+ members which on one hand resulted in delivering solution **resulted to great effort savings and improvement in Contribution Margin** while on other hand helped in helping in getting **additional business in niche areas**
- **Mobile Banking Application** – Managed team who is responsible for designing Responsive banking application for one of the top 3 North American Bank. Application include features like Remote, Deposit Capture, Bill Pay using QR Code etc. which helped in increasing bank's competitiveness in market
- **Worked at onshore in USA for 3+** years for prominent Banking and Insurance customers and delivered high quality, accurate and timely solutions

Skill-set competency & Expertise

- **Functional Domain** – Banking (Retail and Investment), Financial Services, Insurance and Public Services
- **Technical Skill-Set** – Intelligent Automation(Machine Learning, Artificial Intelligence, Natural Language Processing, ITPA), Java/J2EE Technology Architecture, Hybrid Mobile Application Design/Architecture, Cloud Computing(AWS, Google Cloud, IBM),

Languages Known

- English
- Hindi
- Marathi

Certifications

- IBM Watson V3 Application Development
- IBM Cloud Platform Application Development
- Sun Certified Programmer/Jav Platform
- Sun Certified Web Component Developer 5.0
- AWS Certified Solutions Architect: Associate(In Progress)



Heeral Kashyap Shah

Professional Experience : 8+ years

Oct 2014 – June 2016, Sept 2017

onwards:

Assistant General Manager, Investments
Radius Developers

Sept 2016 - May 2017

Assistant General Manager, International
Business

Kanakia Group

April 2013 - Oct 2014:

Relationship Manager, HNI Sales
Kalpataru Ltd

Jan 2011 – March 2013:

Professional Anchor
Event Management

Education

B.D.S

Manipal University

Key Projects & Deliverables

- Preparation of financial models for fundraising opportunities
- Coordinate due diligence and compliance requests from prospective/ existing investors with respect to project finance availed.
- Regularly update sales & collections, FAR norms, construction and execution plans with the lenders / investors.
- Create, monitor and manage all legal documentation and presentations required for lenders / investors
- Playing a crucial decision support role for Senior Management in strategic initiatives, operational & Sales Planning, Pricing & Budgeting, Strategic Tie-Ups, Business Analytics, Channel Engagement, Product and competitor research.
- Experience in Real Estate Strategy, Marketing, Market Research, HNI / NRI & luxury sales, Business development and Event management.

Skill-set competency & Expertise

- **Functional Domain –**
- Fund Raising, Investor Relations Management, Business Strategy, Business Development, International Business
- **Technical Skill-Set –**
- SFDC, MS Office

Languages Known

- English
- Hindi
- Gujarati

Certifications

- Dale Carnegie
*“World Class
Customer Service”*



Hemant Rai

Professional Experience : 14+ years

Since May 2017: Entrepreneur
Blue Dolphin Enterprises
Manufacturer Exporter of Organic Neem based fertiliser & Pesticides

June 2016 – Dec 2018:
Chief Marine Engineer
MGM Ship Management, Singapore

June 2006 – June 2016:
2nd Engineer, 3rd Engineer, 4th Engg & Junior Engineer
Barber Ship Management Norway & Dynacom Tanker Mgt. Greece

Education

Class 1 Chief Marine Engineer
Singapore Maritime Academy
Class 3 Marine Engineer
NMIT, Nelson, New Zealand
B.Tech – Marine Engineering
Maharashtra Naval Academy Pune,

Key Projects & Deliverables

Entrepreneur:

- Revived a sick/dead manufacturing unit, increased production capacity, Developed export business model of High quality organic Neem based pesticides and Fertiliser. Imparted training to tribal people for plant production, operation & maintenance.
- Successful audits by Iffco, state govt Agriculture Dept. , Drug Controller Ayurveda Dept, Organic certification agencies (Apeda Certified)
- Exhibited Neem products at an international events like Biofach and Farm tech Asia, Educating people and farmers about Neem based organic farming.

Merchant Navy:

- Key responsibility for operation, management of ship and machineries on board, Cargo operations.
- Yard takeovers, change of mgt, vetting inspection, ISM audits, Ship Surveys

Skill-set competency & Expertise

- Business intelligence, Business development, Project management, Digital marketing, Product development, Risk analysis and management, Marketing, Sales, Training.
- Operation, maintenance and management on board ship's Engine room and machineries, Cargo operations on board VLCC, product tankers and Bulk carriers.

Languages Known

- English
- Hindi

Certifications

- Entrepreneurship Development
- Import export business management
- Misc certificates Marine related.



Krishna Kumar Ghosh

Professional Experience : 5+ years

Since February 2018:

Senior Manager

Reinforce Resources and Trade Pvt Ltd

December 2016– January 2018:

Management Trainee

Finance & Accounts

Vadraj Cement Ltd

May 2014- November 2016:

Associate

Reinforce Resources and Trade Pvt Ltd

Education

Bachelor of Commerce (B.com)

University College of Commerce &
Management Studies

Mohan Lal Sukhadia University, Udaipur

Key Projects & Deliverables

- **Investment Banking-** Assisted in offshore funding assignments by way of listing and private placement of Aviation, Marine & Defence Engineering, Cement and Power sector companies. Presently handling AIM London listing of data management company and private placement of automobile part manufacturer.
- **Insolvency & Bankruptcy-** Handling assignments with Insolvency Professionals (IP's) for shipping and entertainment companies.
- **Business Development-** Along with the business owner developing from scratch and managing chemical trading business consisting of pool of buyers and suppliers across the border i.e USA, China, Indonesia etc.
- **Finance & Accounting-** Handled cash flow statements, corporate debt restructuring accounting & compliances, forex payments & compliances, assisted in due diligence for foreign investments.
- **Auditing-** Conducted Statutory and internal audit of organisations from engine manufacturing, co-operative societies, automobile dealerships and textile companies.

Skill-set Competency and Expertise

- **Technical Skills-** SAP, Oracle, MS-Office
- **Functional Domain-** Cash Flow Management, Loan Syndication, MIS, Financial Modeling, Investor Relationship Building, Strategic Consulting And Financial Due Diligence.

Languages Known

- English
- Hindi



Prashant Nayal

Professional Experience : 10 years

Since April 2019-Current:
Sales Manager Wireline
Baker Hughes India

Nov 2016 – March 2019:
Field Service Manager
Baker Hughes India

Oct 2013 - Jan 2015:
Genera Field Engineer Wireline Logging
Baker Hughes Australia

June 2008 – Sep 2013:
Field Engineer Wireline Logging
Baker Hughes India

Education

B.Tech Computer Science & Engg
Indian Institute of Technology Dhanbad

Industry Experience

- Experience Oil & Gas Professional with diverse experience in India, Asia pacific and Middle East . Result oriented professional with strong focus on execution, service delivery and business growth.
- Worked as a Wireline Field engineer in Onshore & Offshore Oil Rigs and held multiple roles in Field Service, Operation Management, Sales & Commercial. Expertise in Formation & Reservoir evaluation and perforation operations.
- Posses strong organizational leadership, people skills, strong decision making and customer management skills. Experience with various O&G clients such as ONGC, RIL, SHELL,SANTOS,WOODSIDE Energy, Cairn, OIL etc.
- Responsible for business growth/market share, margins, process efficiency, New technology introduction.

Skill-set competency & Expertise

- Financial Planning, accurate commercial & sales proposals
- Salesforce, Deal Machine
- Petroleum Engineering, geology and Oil & Gas Exploration

Languages Known

- English
- Hindi

Certifications



Kushal Suresh Rawal

Professional Experience : 15+ years

Feb 2016 - Till Date:

Dy General Manager - Marketing and Sales
COPADATA India

Aug 2010 - Dec 2015:

Sr Marketing Manager - Process Automation
Mitsubishi Electric, India

Dec 2007 - August 2010:

Sales Manager - End User Business
Schneider Electric, India

Mar 2005 - Dec 2007:

Sr Engineer, Product Marketing
Endress+Hauser, India

Feb 2004 - Mar 2005:

Design Engineer, Instrumentation
Uttam Galva Steel, Khopoli

July 2003 - Jan 2004:

Control System Engineer
Prag Bosimi Synthetic Ltd (Assam)

Education

B.E - Instrumentation Engg

University of Mumbai

PGDBA - Marketing Management

Welingkar Institute of Management & ER

Key Projects & Deliverables

- **Sales Order:** Chennai Metro Rail Corporation - Automation of ECS and TVS systems for CMRC Stations - EPC: Voltas Ltd - Contract Order 900K USD - One of the largest sales contracts bidded and won for Mitsubishi India.
- **Business Development** - Collaborated with multiple core and cross functional units of Schneider Electric to get Schneider Electric's Automation product entry into O&G terminal automation and GAIL's natural gas cross country pipeline project. Managed various technology and project management consultants viz. Tractebel, France, EIL and PDIL, India.
- **Sales Order:** Sold the very first system of Schneider Electric's Hybrid DCS called Plantstruxure for process automation of organic compound plant near Mumbai, unit of Henkel Group
- **Marketing and BD:** Designed and developed ecosystem for Process Automation business for Mitsubishi Electric in India. Business covered 4 major verticals Viz. Water Wastewater, Transportation, Energy & Renewals and Utilities. Prepared, got approved and executed the business plan. Led the regional team for breakthrough orders and create sustainable base load in each verticals
- **Product Marketing** - Endress+Hauser new product line marketing - Collaborated with internal and external resources to develop Market-Goto plan for "Phant" Family products. created the product sales momentum

Skill-set competency & Expertise

Functional Domain - Collaborative Practise Leadership, Product Marketing Excellence, Industry/Vertical Management, Contract Management, Channel Management, E Business Management

Technical Expertise - Process and Discrete Automation Technologies, Implementation of various Distributed/Fieldbus controls in continuous manufacturing, ATEX, CSA & FM operations, SIL Instrumentation and Controls (IEC 61508, 61511), Implementation of Manufacturing Execution Intelligence in continuous and Batch manufacturing, Substation Automation, Predictive and preventive maintenance, Implementation of Automation in Regulated Industries. Implementation of IIoT in Smart Factories and Infrastructure (Machine Learning, Cloud Computing, Big Data, Augmented Reality and AI in manufacturing)

Languages Known

- Hindi
- Marathi
- English
- Basic Deutsche

Awards

- Schneider Electric sales award for maximising the sales of Modicon PLC's in India



Narendra Suriseti

Professional Experience : 15 years

Since Jan 2016:

Engineering Manager

Crane Aerospace and Merchandising Systems

Sep 2013 – Dec 2015:

Team Lead

Crane Aerospace

Dec 2009 - Sep 2013:

Project Lead

Crane Aerospace

Feb 2005 – Dec 2009:

Product Engineer, Power Group

Eaton Industries Pvt Ltd

Education

B. Tech – Mechanical Engineering

Bapatla Engineering College, Nagarjuna University

Key Projects & Deliverables

- **Project Management:** Responsible for completion of projects to meet scheduled PDR (Preliminary Design Review) and CDR (Critical Design Review) timelines with 90% completion of projects on time
- **People Management:** Leading a team of 15 engineers with diversified experience, responsible for Project deliverables to Crane Aerospace and Crane Merchandising Systems sites located in USA
- **Budget Management:** Preparation of Capital Expenditure Request for purchasing capital goods and Annual budget plan for Design Centre
- **Quality management:** Minimize / Eliminate the waste, variation and overburden of each engineering process through Kaizen events
- **Engineering Productivity:** Define and implement Engineering metrics like Occupancy, Productivity and Score Cards

Skill-set competency & Expertise

- **Functional Domain** – Formulation, estimation, planning, work allocation and delivery of engineering projects. Proven experience of working with multi-location global engineering teams
- **Technical Skill-Set** – DFM, DFA, DFMEA, PFMEA, QFD & Product Validation
- **New Technologies** – Additive Manufacturing, Virtual Reality & Augmented Reality

Languages Known

- English
- Hindi
- Telugu

Certifications

- 7 Habits of Highly Effective People
- How to be an Effective Manager
- Cross Cultural Training



Nikhilesh Naik

Professional Experience : 8+ years

June 2015 – Till date:

Manager – Strategy & Business Dev.
Meril Life Sciences Pvt Ltd (MLSPL)

June 2014 - June 2015:

Asst. Manager – Strategy & Business Dev.
Meril Life Sciences Pvt Ltd (MLSPL)

Oct 2011 – Nov 2014:

Management Trainee & Buss. Executive
Meril Life Sciences Pvt Ltd (MLSPL)

Education

B.E – Computer

Maharashtra Institute of Technology -
Pune, University of Pune, 2007-2011

Key Projects & Deliverables

- Heading Institutional (Govt.) business development activities of India with a team of 15+ members including Zonal heads & State heads for two business segments of group.
- Working under direct leadership of promoters of company, I have been active part of various endeavors like,
 - Front ended launch of business segments in countries like USA
 - Launched key product portfolios with a strong G2M strategy
 - Business process improvements activities by spearheading cross-functional initiatives across departments in setting up best practices for all group companies
 - Pivotal role in defining digital transformation strategies for sales & marketing team to bring sales force effectiveness
 - Generated new revenue streams by setting new business models
 - Lead secondary market research activities for all group companies

Skill-set competency & Expertise

- **Functional Domain** – Business Planning, Business Development, Project Management, Market Analysis. Business Strategy Formation, Team Building, People Management, IT Vendor Management
- **Technical Skill-Set** – MS Office, SAP ERP, CRM, Zoho One

Languages Known

- English
- Hindi
- Gujarati
- Marathi

Certifications

- Business Models that work and Value Propositions that Sell – *Strategyzer Academy*
- 35 PDUs for PMP



Nitesh Kumar

Professional Experience : 7 years

April 2016 – Till Date:

Manager - New Business

EuroKids International Pvt. Ltd.

September 2015 – March 2016:

Consultant – Education

Technopark Advisors Pvt. Ltd.

June 2012 – Nov 2015:

Assistant Manager – Operations

Educomp Group

Education

PG Diploma Global Business Operations

Shri Ram College of Commerce, University of Delhi

B.Com (Hons) Biomedical Sciences

College of Applied Sciences, University of Delhi

Key Projects & Deliverables

- **Business Development** – Managing Employee Sponsored Daycare business vertical for EuroKids -a Leading Education Company
- Maintaining institutional Relationships during Lifecycle
- Anchor for Government Business& E-Tendering Projects in the Organization
- **Business Development** : Pilot & Rollout of New Business lines for Corporate Daycare. A vertical leading to 20Cr Revenue.
- **Marketing** : Lead Generation, Events & Exhibitions, Content & E-mail Marketing, Integrated marketing channels, Business Unit Strategy planning.
- Product Management & alignment to TG Requirement & regulations.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Sales, Project Management, E-tendering, Vendor management.
- **Technical Skill-Set** – Salesforce, Microsoft BI, tableau, MS Office.

Languages Known

- English
- Hindi
- Spanish

Certifications

- Google Certified Educator Level 2
- Salesforce Certified CRM Admin



Brijesh Patel

Professional Experience : 12+ years

Since Jan 2016:

Manager, Flight Hangar (SU-30 MKI)
Avionics System

Hindustan Aeronautics Ltd.

Jan 2012 – Dec 2015:

Deputy Manager, Flight Hangar (SU-30 MKI)

Hindustan Aeronautics Ltd.

Dec 2008 – Dec 2011:

Engineer, Flight Hangar (SU-30 MKI)

Hindustan Aeronautics Ltd.

July 2006 – Sep 2008 :

Senior Engineer, Electrical
Maintenance

Education

B.E – Electrical Engineering

Sardar Vallabhbhai National Institute of
Technology Surat

Key Projects & Deliverables

- Part of the major modification trial of SU-30 MKI like BRAHMOS, Navigation system and Flight data recorder system.
- Developed in house methods for quick snag rectification of flight as well as ground snag.
- Provided technical support to various IAF bases to maintain serviceability of SU-30 aircraft.
- Provided key support to develop indigenous GHE/GSE testers and their functional tests for certification.
- Provided training to IAF technical teams on various system like FBW and Navigation system.

Skill-set competency & Expertise

- Avionics Multisystem and Multifunction testing of SU-30 MKI.
- Fly by wire (FBW) system test and adjustments of Flight control system.
- Automatic flight control system tests.
- Flight data recorder system calibration and adjustments of flight parameters.
- Testing of Aircraft Instrumentation and Navigation system.
- Basics of Aircraft mechanics.

Languages Known

- English
- Hindi
- Gujarati

Certifications

- TIFAC-CORE (Aircraft production & maintenance)
- Electrical CADD
- AutoCAD
- Siemens PLC and Automation



Prabhmeet Arora

Professional Experience : 14+ years

June 2017 – present:

Vice President

JPMorgan Chase & Co.

Feb 2012 - Nov 2017:

Director

American Express

Sept 2005 – Feb 2012:

Sr. Business Analyst & Project
Manager

Dell International Services

Education

B. Sc. (Hon) Computer Science

Hansraj College, Delhi University

Key Projects & Deliverables

JPMorgan Chase & Co:

- Leading the Automation Center of Excellence (CoE) for Global Finance in India for data transformation, analytics and reporting processes.
- Responsible for strategy, planning and operations including technical capability, business development, service delivery and people management for the CoE.

American Express:

- Led sales strategy, analytics, sales incentives and reporting for merchant acquisition sales teams across U.S., Canada and Latin America.
- Served as Subject Matter Expert for sales incentive compensation and reporting for Global Merchant Services. And collaborated with internal and external technology partners to define and implement efficient end-to-end capabilities and platforms.
- Led, managed and coached team members across multiple geographies including direct and indirect reports to deliver on complex periodic deliverables. key initiatives and tech projects.

Skill-set competency & Expertise

- **Core Competencies:** Program Management, Strategic Planning, IT Management, Agile Practitioner, Process Optimization, Sales Compensation Strategy, Reporting & Analytics, Vendor Management, People Leadership.
- **Technical Skills –** Salesforce, SQL, Alteryx, Tableau, Microstrategy,

Languages Known

- English
- Hindi

Certifications

- Oracle Certified Professional
- ITIL Foundation
- Six Sigma Green Belt
- Design Thinking
- Certified Scrum Master



Radhika Pathak

Professional Experience

Since June 2013
Manager - **Manipal Cigna Health Insurance**

Dec 2009 to Apr 2012
As. Consultant- **Capgemini India Pvt. Ltd.**

Mar 2007 to Dec 2009
S/w Engg.- **Infosys Technologies Pvt. Ltd.**

Education

Bachelor Of Engineering- Electronics
& Telecom

Key Projects & Deliverables

- **Techno-Functional expertise** across Banking, Health & Life Insurance Industry
- **Project leadership for organizational Digital Transformation**, full lifecycle management from design and discovery to implementation
- Tech SME for Health Insurance **Products, underwriting systems**
- **Business Analysis, Excellence & Process Re engineering**
- **Vendor Sourcing, Vendor Management**

Skill Set & Expertise

- **Functional Expertise:**
Health & Life Insurance, India and US markets.
Digital Transformation via Process Re engineering
- **Technical Expertise:**
Business Analysis, SDLC & STLC project management, Digital Platform Implementation, Vendor Sourcing & Management, Project Budgeting & Cost control
- **Soft Skills :**
Excellent Communicator, expertise in high pressure high quality deliveries with near zero error, Multi function coordination & problem solving

Languages Known

- English
- Hindi
- Marathi

Certifications

- Insurance Institute of India – Licentiate
- Insurance Institute of India- Specialized Dip. In Health Insurance
- INS 21- P&C
- LOMA



Rahul S Andhare

Professional Experience : 12+ years

Since November 2017:

HSSE Specialist India
Shell India Marketing Pvt. Ltd.

June 2015 – November 2017:

Executive Maintenance & Project
Shell India Marketing Pvt. Ltd.

August 2012 – June 2015:

Senior Executive Maintenance & Project
Mondelez International

March 2009 – August 2012:

Executive Maintenance & Project
Pepsico India Holdings Pvt.Ltd.

June 2008 – March 2009:

Senior Officer Maintenance
Asian Paints

September 2006 – June 2008:

GET
Moserbaer India

Key Projects & Deliverables

- **Project Management:** Handling Key Electrical & Instrumental Transformation Projects in Oil&Gas,Beverages,Chocolate Industry. FEED Studies of Small Medium Large Size Projects End to End Delivery
- **Plant Maintenance:** Maintenance of Plant Utilities Boiler,Transformer,HVAC,Filling & Packaging Machines, PCS,SCADA System Facility Maintenance.
- **HSSE Management :** HSSE Management of Oil & Gas Industry, Round Transport Management of Legal Compliance related to Factories, Contractor Management Risk Management ,HAZOP, HIRA ,Incident Investigation, HSSE Audit.
- **Energy Management:** Delivery of Energy Saving Projects through CI, Lean Six Sigma TPM Methodologies Energy Monitoring.

Skill-set competency & Expertise

- **Functional Domain** – Project Management,HSSE Management, Plant Maintenance, Operational Excellence Stakeholder Management Training & Education.
- **Technical Skill-Set** – PCS Distribution Control System,Programmable Logic Controller, SCADA ,Lauder Logics, Electrical Distribution System, Transformer ACB, VCB, Process Safety, Personal Safety, Road safety, Tripod Analysis, Lean Six Sigma, TPM, Tank Construction, Inspection PIDS.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Green Belt Certification Lean Six Sigma
- Advance Diploma in Industrial Safety

Education

B.E – Electrical
Nagpur University

Advance Diploma in Industrial Safety



Ramnath Eswaravadivoo

Professional Experience : 8.5+ years

Since February 2018:

Market Intelligence Analyst
Jaguar Land Rover

May 2014 – January 2018:

Industry Analyst(Connected Car)
Frost & Sullivan

July 2012 - April 2014:

Service Manager
Viveks Honda

Aug 2011 – May 2012:

Industrial Engineer
MagnaSteyr-Austria

Education

Msc – Production Engineering and Management

The Royal Institute of Management,Sweden

B.E Automobile Engineering
Anna University-Chennai

Key Projects & Deliverables

- Database Management, Competitor Analysis, Bench marking, Pricing Analysis
- Identifying and highlighting the key findings and putting them in perspective for the internal customers Product Design and Marketing Finance.
- Hands-on experience in Market Research & Consulting on specialized projects in various Connected Car Strategies and Big Data Analytics for the Passenger Car Market
- Running specification adjust analysis for JLR vehicles
- Steering Go-To-Market Strategies (OEMs, Tier 1s and Tier 2s): Market assessment and business opportunity analysis
- Audited the finished cars as per customer needs- BiW, Paint & Assembly and evaluated safety standards in production lines and as per torque standards
- Implemented CMMS in 10 Manufacturing Plants with Value Stream Mapping (VSM)

Skill-set competency & Expertise

- Go-To Market Strategy
- Product Portfolio review
- Market Due Diligence
- Client assessment and analysis
- Data management
- Strategic Consulting
- Business Intelligence
- B2B Consulting and Business Development

Languages Known

- English
- Hindi
- Germany(Level 1)
- Swedish(Level 1)
- Tamil

Certifications

- MagnaSteyr Production Management Certificate
- German Language Level 2(Goethe Institute, Chennai)
- AutoCAD



Ronak Kapadia

Professional Experience : 13+ years

Since November 2018:

Technical Product Manager

Vistaprint India Private Limited

September 2011 – November 2018:

Technology Consultant

JLT India Private Limited

June 2007 – September 2011:

Senior Software Engineer

Xchanging Plc.

May 2006 – February 2007:

Software Developer

Channel-G Innovasoft Private Limited

Education

B.E – Computer Science

Dharmsinh Desai Institute of Technology,

Nadiad, Gujarat

Key Projects & Deliverables

- Leading Vistaprint India technology and product implementation team. Responsible for development and support of capabilities that have a software component.
- Responsible for defining and deploying IT strategy by analyzing business needs and align it with corporate business strategy.
- Led Knowledge management program across all business functions of JLT India.
- Mentored and successfully completed multiple SSGB projects as a part of business transformation.

Skill-set competency & Expertise

- **Functional Domain** – E-Commerce, BFSI.
- **Core competencies**– IT Strategy, Business Analysis, Program Management, Product/project management, Enterprise Architecture Design.

Languages Known

- English
- Hindi
- Gujarati
- Marathi

Certifications

- PMP
- TOGAF 9.1
- CSM
- Six Sigma Green Belt



Vibin Theril

Professional Experience : ~10 years

Since April 2017:
Manager, Aranca

April 2015 - March 2015:
Asst. Manager, Aranca

June 2012 - March 2015:
Consultant, Aranca

July 2011 - May 2012:
Consultant, ValueNotes Strategic
Intelligence

September 2009 – July 2011:
Analyst, Nielsen

Education

B. Com – University of Mumbai
CFA (Level 1)

Summary

- ~10 years of business consulting experience, advising clients on their business planning, growth and corporate development initiatives
- Extensively worked on market analysis, opportunity assessment, feasibility studies, market entry and go-to-market strategies for global clients across healthcare, financial services and FMCG sectors.
- Currently leading the healthcare advisory practice at Aranca, to deliver tactical and strategic projects for global clients.

Project Work

- Development of a go-to-market plan for an Asian food & nutrition company expanding into liver disease medical foods in the US. The scope included supporting the client to develop a marketing plan and open negotiations with key partners in pursuit of building commercial capabilities to address a \$120mn market opportunity
- Drafting a biotechnology policy (2017-22) for the Government of Karnataka to support development of the state's bio-economy through an outlay of ~\$28.6mn (Rs 300 cr.)
- Supporting a Saudi-based conglomerate - one of the largest automotive supply company in the MENA region - to diversify into the healthcare sector, as a part of their \$2bn five year investment plan. Undertook several opportunity assessment and feasibility studies which enabled decisions to invest in hospitals and wellness centres in KSA
- Analyzing the Indian payment industry to identify business opportunities for a European payment technology company. Developed detailed business cases by mapping the client's global business capabilities that could be leveraged to gain market domestically. The project acted as a precursor to the company diversifying from POS terminals to electronic payments, culminating to an \$86 million (Rs 600 cr.) acquisition of a prominent domestic payments processing company

Languages Known

- English
- Hindi
- Marathi
- Malayalam

Certifications

- Leadership: People, Teams and Organizations from Emeritus & Columbia Business School



Vilas More

Professional Experience : 15+ years

Since 2017:

Self Employed

Jan 2011 – Aug 2014:

Service Delivery Leader – **Bank of New York Mellon**

Aug 2008 – Dec 2010:

Business Partner (Training) – **Bank of New York Mellon**

Apr 2006 – Aug 2008:

Manager (Operations) – **Bank of New York Mellon**

Aug 2005 – Mar 2006:

Team Leader (Operations) – **Bank of New York Mellon**

Nov 2004 – Apr 2005

Assistant Manager - **Deloitte**

Feb 2001 - Nov 2004

Associate – **GE Capital**

Oct 1999 – Dec 2000

Executive – **Pantaloon's Retail**

Jan 1999 - Oct 1999

Jr. Officer – **IIT Capital**

Key Projects & Deliverables

- Lead 24x7 operations across 2 cities with complete ownership of Service delivery, business growth, reengineering and people management.
- As a member of India Operating committee drive projects of strategic importance, mentor first line of leadership i.e. Team Leaders and Assistant Managers.
- Steered strategically important business divestiture project (180 staff).
- Led India Operations team to decisively contribute in consolidating US Operations from 9 cities to 4 cities.
- Conceptualized and implemented staff redeployment program for career progression and compensation management.
- Created additional 660 seats within existing infrastructure to support influx of new migrations, through innovative stacking and business collaboration.

Skill-set competency & Expertise

- Service Delivery and Relationship Management
- Performance Management
- Project Planning and Execution
- MIS and Reporting
- Process Reengineering
- Training and Development

Languages Known

- English
- Hindi
- Marathi
- Gujarati

Certifications

- CCRA (Level 1)
- Securities Operations & Risk Management (NISM)

Education

B. Com. (University of Mumbai)



Yogesh Mahaparale

Professional Experience : 19+ years

Since April 2016:

Domain Head, Testing

Hella India Automotive Pvt Ltd

May 2008 – Mar 2016:

Program Manager and Delivery Head

MAPYN Technologies Pvt Ltd

Sept 2003 - Apr 2008:

Technical Specialist

Patni Computer Systems (iGate)

Jul 2000 – Sept 2003:

Senior Software Engineer

CMC Ltd

Education

B.E – Instrumentation

Vishwakarma Institute Of Technology, Pune University

M. Tech (Electricals and Electronics)

DoT, University of Pune.

Key Projects & Deliverables

- Strategically developed Centre of Functional Development (CoFD) for various products testing which led to growth from 45 test engineers to 100+ test engineers, resulting growth in revenue of more than 1M Euro.
- Experience of planning and managing Capex of upto 2M Euro.
- Successfully implemented and driven global initiative of “Development Excellence program” by starting efficiency improvement projects in the centre, targeting local pain areas in collaboration with different domains, global teams and management.
- Successfully managed large teams by managing all KPIs viz. attrition rate, reporting rate well within the targets.
- Program management and delivery management of Outsourced Embedded development product group having revenue of 0.5M USD.
- One of the pioneer team member to setup offshore team for Japanese Medical product development and was single point of contact at onsite for outsourced product development of the same.

Skill-set competency & Expertise

- **People management** Experience in handling Large teams(100+ engineers)
- **Product Testing** for Automotive Electronics
- Managing **Entire Product development and execution in outsourced Embedded Product development** across various domains.
- **Control Systems and Automation**
- **System Software projects in Linux and Windows Environment** for Medical Electronics product and Legacy systems.

Languages Known

- English
- Hindi
- Marathi
- Japanese

Certifications

- Japanese Language JLPT N4 certified



YOGESH PRABHU P

Professional Experience : 15+ years

Since October 2015:

Business Development Manager
End Customers & Technical Consultant
Siemens Ltd

October 2011 – September 2015:

Product Manager-
Partnering & Components
Siemens Ltd

January 2007 – September 2011:

Sales Engineer – End Customer,
Hyderabad
Siemens Ltd

July 2005– December 2006:

Sales Engineer – Chennai

Education

B.E – Electrical & Electronics Engineering
MIT, Manipal Academy of Higher Education
Manipal

Key Projects & Deliverables

- **Plan and execute product launch** of entry level metering product. Promote digitalisation in switchboards & safety Integrity Level in intelligent control panel to leverage product strengths
- **Product Management for LV Switchboards and development of partnering model.**
Collaborate with the product design & development team to successfully deploy go-to-market strategy for partnering model. Facilitate easy onboarding of new partners with software tools for estimation and engineering. Expand the partner network and continuously improve competency during the ramp-up phase. Conceptualising lean partner mentor team to offer continued support to partners.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Product Management, Sales and Marketing
- **Technical Skill-Set** – Low Voltage Switchboard Solutions and Partnering ,Control Panel Engineering ,Energy Monitoring Systems ,Intelligent Motor Control Centres , LV Power Distribution Planning and Design

Languages Known

- English
- Hindi
- Kannada
- Telugu
- Marathi

Certifications

- Certified in SIVACON S8 Switchboard Technology by Siemens