



Abhishek Tiwari

Professional Experience = 12+ years

Since July' 2015;

Sr Associate – Projects

**Cognizant Technologies Solutions Ltd.,
Pune**

Dec' 2014 – July' 2015

Principal Consultant

**Oracle Financial Services Software Ltd. ,
Pune**

Dec' 2013- Dec' 2014

Technical Leader QA

iNautix Technologies India Pvt. Ltd. , Pune

Apr' 2013 – Nov' 2013

Probationary Officer (Regional IT Head)

Bank of Baroda. , Regional Office Raipur

Sep' 2005 – May' 2007 and

July' 2007 – June' 2012

Sr Test Engineer

Infosys Technologies Ltd. Pune

Education

B.E. (E&Tc),

RGPV, Bhopal

Key Projects & Deliverables

- As a SME and Test lead was involved in successful implementation of key regulatory program for a leading UK bank
- As a SME and Test lead was involved in successful implementation of SEPA payments for a leading UK bank
- As a SME was involved in successful implementation of SWIFT messages processing for a leading US bank
- As a Regional IT head was involved in handling IT infrastructure for a leading Indian public sector bank
- Responsible for RFPs preparation and their presentations
- Experience in managing & engaging with cross functional teams within the organization

Skill-set competency & Expertise

- Sound knowledge of BFS (Payments) Domain : NEFT/RTGS, IMPS, NACH, CTS, GIRO, BBBPS, BBPOU, UPI, SFMS, SEPA, BACS, CHAPS, FPS etc.
- Sound knowledge on GPP MassPay , GPP High Care, OPF, SWIFT MT messages, SEPA ISO 20022 XML messages
- Payments Domain Quality Assurance professional with solid knowledge in manual software testing and extensive experience in software development methodologies including both Agile (Scrum) and Waterfall models

Languages Known

- English
- Hindi

Certifications

- None



Akshay Darmwal

Professional Experience: 12 years

Since Sep 2017:

Consultant

AtoS Global IT Solutions and Services Ltd.

2013-April:

Consultant

AtoS India Pvt. Ltd.

2006-2013:

Assistant Consultant

Tata Consultancy Services Mumbai

Education

- B.E from Mumbai University

Key Projects & Deliverables

- **Team lead** of SAP CRM Middleware team for SAP AG project (one of the largest accounts in TCS)
- **Lead** of the Technical Team in the Asian Paints SAP CRM Implementation project in TCS. 1 year onsite experience.
- **Service Delivery Manager** for SAP CRM and Salesforce CRM related applications in current project and also the **Cluster Manager** for all applications within the Sales & Marketing Cluster.

Skill-set competency & Expertise

- **Functional Domain** - SAP CRM experience with Sales , Marketing and Service Modules
- Hands on experience with leading and managing small and medium sized teams
- **Technical Skill-set** – SAP ABAP ,SAP CRM Web UI, SAP Netweaver Gateway system
- People Management and co-ordination with large teams

Languages Known

- English
- Hindi
- Marathi

Certifications

- CRM Foundation with SAP CRM 7.0 EhP1
- ITIL V2 2011
- Prince 2 Practitioner
- CSM Scrum Master



Anees Malkani

Professional Experience: 8+ years

Since April 2018:
Manager, Marketing & Program Management
Supreme Treon Pvt. Ltd.

April 2016-Mar2018:
Deputy Manager, Marketing & Program Management
Supreme Treon Pvt. Ltd.

Aug 2014-March 2016:
Deputy Manager, Design
Supreme Treon Pvt. Ltd.

Aug 2011-July 2014:
Assistant Manager, Vehicle Engineering
Mahindra & Mahindra Ltd.

Education

- B.E. (Automobile), M.H. Saboo Siddik College of Engineering, Mumbai University

Key Projects & Deliverables

- **Pre-Sales & Bid Management** - Responsible for pre-sales negotiations, Project Budgeting & post-sales cost finalization. RFQ negotiated for Ford-Thailand with annual sales worth USD 18 Million.
- **Business Acquisition** - Business confirmation for Ford-India B Car & SUV with annual sales worth USD 7.5 Million & 21 Million respectively.
- **Key Account Manager** for one of our major Customer Ford that has Company's 34% share in total Business.
- **Client Relationship Management** - Single window person for clients to provide optimal solution as per their requirements
- **Project & ECN Management** - Managed Project activities with Cross Functional Team and Engineering Change Quotes for 7 live programs

Skill-set competency & Expertise

- **Functional Domain** – B2B Marketing, Operations Management, Multi-disciplinary Technical & Business coordination, strategic implementation of business plans, Project estimation and costing
- **Technical Skill-set** – CAD, Project Management.
- **Competence** – Multi-functional team management, cross-cultural sensitivity

Languages Known

- English
- Hindi

Certifications

- Six Sigma
- Project Management Professional
- VAVE
- DFMEA
- GD&T



Anirban Chakraborty

Professional Experience: 6.1 years

Since July 2018:

Sr. Manager, Refinery & Marketing
(Team lead sales – Petcoke/Flyash/Sulfur/HSD)

Reliance Industries Limited

Sep 2015 - July 2018:

Manager, Projects - Petrochemicals

Reliance Industries Limited

Jan 2015 - Sep 2015:

Sr. Project Engineer, Hydrocarbons

L&T Hydrocarbon Engineering Ltd

July 2012 - Dec 2014:

Project Engineer - Hydrocarbons

Larsen & Toubro Ltd

Education

- B-Tech, Chemical Engineering (2008-2012)
Nirma University, Ahmedabad

Key Projects & Deliverables

- Greenfield & Brownfield petrochemicals / Oil & Gas LSTK project execution & planning.
- Single point responsibility for executing 986 Cr. Revamp project (Ethane Feed Flexibility project) at Reliance Hazira mfg. site.
- 7 days early completion of project revamp resulting in 7 days of extra production amounting to 109 TPH (capacity) X 24 Hrs X 7 Days = 18,312 TPH of polymer grade ethylene amounting to additional profit of INR 120 Cr than forecasted.
- Pre-Commissioning, Commissioning, Start-up & Guarantee run of process plants.
- EPC project cost control & scheduling.
- EPC project procurement of mechanical speciality items.

Skill-set competency & Expertise

- **Functional** – EPC project execution, Project planning & Scheduling, Primavera P7, Aspen Hysys, Aspen Plus, HTRI
- **Competence** – Project Management Professional in EPC LSTK projects in Oil & Gas Industry.

Languages Known

- English
- Hindi
- Bengali

Awards / Recognition

- **L&T Icon's award – Bronze Medal** for implementing innovative cost saving technique during plant shutdown.
- **RPMG (Reliance Proj. Mgmt) "Exceptional paper" award** for presenting paper on "Ethane Cracker Modification – A benchmark execution"



Vishal Gargote

Professional Experience = 14+ years

Since Mar' 2017;

Manager – Software Projects

HELLA India Automotive Ltd., Pune

Dec' 2009 – Mar' 2017

Manager – Software Projects

Capgemini Technology Services Ltd. , Pune

May' 2007- Dec' 2009

Project Lead

Synechron Technologies Pvt. Ltd. , Pune

Feb' 2004 – May' 2007

Developer – Software Projects

Patni Computer Systems Ltd. , Pune

Education

B.E. (Computer Science),

Pune University, Pune

Key Projects & Deliverables

- Delivered projects for Healthcare & Capital Markets, providing leadership and management consulting to software development teams and projects. Experience in managing & engaging with cross functional teams within the organization spread across multi locations.
- Executed project under Six Sigma – Green Belt.
- Developed and delivered a Technology roadmap for the department. Responsible for team growth, career development, coaching and staffing.
- Responsible for budget planning, defining and tracking KPIs for the department, proposals and business development for the organization.

Skill-set competency & Expertise

- Sound knowledge of Healthcare and Capital Markets domain.
- Strong leadership & Project Management skills, executing multiple projects simultaneously.

Languages Known

- English
- Hindi
- Marathi

Certifications

- None



Girish Dhondge

Professional Experience = 16+ years

Since Feb 2012;

Director, Solution Consulting
SAP India Pvt Ltd, Mumbai

Aug 2006- Feb 2012

Principal Consultant
Cognizant Technologies Ltd
(USA, Germany and India)

Sept2004- Aug 2006

Development Lead
SAP Labs India Pvt Ltd
(Bangalore, Germany)

July 2003-Sept2004

Development Lead
UGS PLM Solutions

Education

B.E. Mechanical,

Govt. College of Engg, Pune (COEP)

Key Projects & Deliverables

- Lead a team of motivated procurement presales professionals across India MU. Enable the team to exceed organizational and individual targets while having a great time doing that.
- As a part of the APJ Management team, am responsible for the go-to-market strategy in the region and driving strategic initiatives.
- Proficient Supply chain professional having led many supply chain transformation initiatives for niche organizations like Audi, BMW, Johns Hopkins, Sony Music, Disney.
- Provide thought leadership and advisory to customers in their business transformation towards a Digital Enterprise. Adept at securing executive sponsorship and stakeholder buy-in for technology led, value driven business transformation projects

Skill-set competency & Expertise

- **Functional** – Supply Chain Professional - Automotive, Pharma and High Tech, GTM Strategy, Product Portfolio and Strategy, Consulting
- **Technical** – SAP Procurement solutions, Digital Elite – Business Transformation through Technology led Initiatives

Languages Known

- English
- Hindi
- Marathi

Certifications

- SAP Certified Procurement Professional
- Design Thinking Certified Professional
- SAP certified Digital Elite/Strategist



Arijit Bhattacharyya

Professional Experience: 8 years

Since April 2018:

Manager, PGRC – Risk Assurance Services

PricewaterhouseCoopers

April 2015-March 2018:

Assistant Manager, Risk Assurance Services

PricewaterhouseCoopers

August 2013-March 2015:

Consultant, TMT– Risk Advisory Services

Ernst & Young LLP

March 2012-July 2013:

Senior Executive - Compliance

AXA Business Services

Feb 2010-March 2012:

Legal Officer

Softcell Technologies Ltd.

Education

- BBA LL.B from Symbiosis Law School, Pune

Key Projects & Deliverables

- Multi Country Payroll Advisory (including tax computation support and content development)
- Advisory on Technology driving Global Tax Compliance
- GST/VAT guidance
- Been part of core team for complex Tax Transformation Projects
- Handled complex Tax Statutory Compliance projects encompassing 49 countries
- Proficient in Project Life Cycle Management functions through Project initiation, Business Function Study, Requirement Finalization, Project Scoping, Task Breakdown, Effort & Time Estimation, Costing & Project Budgeting, Resource Allocation, Scheduling, & Risk Management

Skill-set competency & Expertise

- **Functional** - Expatriate Taxation, Employee Mobility, GST/VAT, Audit, Global Compliance.
- **Competence** - Experience in Project Management

Languages Known

- English
- Hindi
- Marathi
- Bengali

Certifications



Muneesh Kumar Mishra

Professional Experience = 11 years

Since July 2017;

Regional Manager (Middle East)

Bajaj Auto Ltd

Aug 2013- July 2017

Manager – S&M

OTE Group, Oman

Aug 2012- Aug2013

Area Sales Manager, UP & Uttarakhand

Renault India

June 2008- Aug 2012

Product Account Manager, CV, NCR &

Haryana Tata Motors Ltd

May 2007 – June 2008

Territory Manager, South Rajasthan

TAFE Ltd

Education

B.E. (Mech Engg), Army Institute of Technology, Pune University

Key Projects & Deliverables

- Localization project of 2W & 3W in Egypt.
- Rebuilt Bajaj Auto business in Egypt market.
- Planned and executed entry strategy of Bajaj Auto in Iraq and GCC.
- Market-share gain project in Egypt 2W market.
- Volume improvement project in GCC commercial vehicle market
- Market Transformation projects in Indian domestic market.
- New business establishment in Indian domestic market.

Skill-set competency & Expertise

- Functional – International Business, Channel Operations Management (3S), go-to-market strategy, New product planning, competitive analysis, capability building initiatives & differentiated customer experience initiatives.
- Competence – Multi-functional team management, cross-cultural sensitivity, multi-national market management
- Strategic Solutions – to simplify business process in order to create sustainable and long-term profitable business models which have customer delight consideration at the centre.

Languages Known

- English
- Hindi
- Arabic



Ravi Soni

Professional Experience = 12+ years

Since June 2017
Relationship Manager for Medium Enterprises
State Bank of India, Mumbai

Aril 2014- May 2017
Senior Credit Analyst for Very Large Corporates
State Bank of Patiala, CAG Mumbai

April 2012 – March 2014
Branch Head Retail Segment
State Bank of Patiala , Shimla

April 2007 – March 2012
Credit Analyst for SME & Retail
State Bank of Patiala, Bangalore

Education

- **B.Sc. (Mathematics),**

Key Projects & Deliverables

- Handling total portfolio size of Rs.2000 crs with SME client’s sizing up to Rs.100 crs with clients in manufacturing (steel, plastic, pharma, coolants etc.), construction, infrastructure, and services sector
- Instrumental in managing business development operations, developing marketing strategies, studying the elements in sales promotion plan while considering consumer preference to drive business volumes
- Spearheading the overall growth and quality of the portfolio, credit appraisal, and presentation, sales of bank’s liability & asset products, cross sales of third-party products including insurance
- . Spearheaded industry wise and sector wise research and analysis for acquisition and retention of large corporate clients, credit appraisal, risk and reward matrix assessment, and presentation of credit proposal to credit committees
- Handled large corporate accounts of Essar Group (Essar Steel, Essar Oil, Essar Power Gujarat Ltd, Essar Shipping, The Mobile Store Services Ltd), Juniper Hotels (Hayyat), Taj Sats, JSW Steel, JSW Cement, SKS Ispat, Wind World, Suzlon etc.

Skill-set competency & Expertise

- **Functional** - Large Corporate Credit & Risk Analysis, Financial Management
- **Industry Expertise** – Banking & Finance.
- **Core Competence** Credit Analysis, Industry Analysis, Retail, SME and Corporate Finance, Sales & Marketing, Communication & Team Building
- **Knowledge** Strategic Planning, Strategy & Operational Management, Marketing, Corporate Finance and Portfolio Management, Leadership & Team Building

Languages Known

- English
- Hindi

Certifications

- JAIB & CAIB from IIBF
- Certificate in Microfinance from IIBF
- CFA Level 1

Global Experience

- Best Relationship Manager for Medium Enterprises by SBI in 2017-18



Sudeep Chate

Professional Experience: 12+ years

Since Mar' 2017;

Manager – Software Projects

Vodafone India Service Pvt Ltd, Pune

Jun' 2016 – Mar' 2017

Manager – Software Projects

Syntel India Pvt Ltd, Pune

Nov' 2011 – Jun' 2016

Project Lead – Software Projects

Syntel Inc, Phoenix USA

Sep' 2005- Nov' 2011

Technology Lead

Infosys Technologies Ltd. , Pune

Education

B.E. (Electronics & Communication)

Rajiv Gandhi Technical University,

Jabalpur (MP)

Key Projects & Deliverables

- Delivered multiple Mobile Apps and developed Mobility Governance, Financial and Delivery Framework for Mobile App development
- Agile Consulting, Coaching and Advisory services across different verticals within the organization
- Delivered Infrastructure monitoring portal for infrastructure utilization/health assessment across organization
- Delivered large program of Account Receivable Migration and implemented Geographically Distributed High Availability(GDHA) to achieve high availability
- Delivered security & compliance based projects including GDPR and MSBS (Minimum Security Baseline Standards)
- Implemented several automation and Process improvements in Mobility and Infrastructure operations

Skill-set competency & Expertise

- **Domains:** Financial Services(Credit Cards) , Mobility, Infrastructure
- **Technical :** Agile Coach and Trainer, SAFE Agile, DevOps, Mobility (VMware), Cloud operations (SAAS,IAAS,PAAS), Infrastructure Monitoring (VMware vRelise,iCinga), SQL DBA (SSIS,SSRS,MongoDB),Continuous process improvements and implementation of lean concept.
- **Management :** Large Program Management, IT Strategy (RFI, RFP, CBA, Roadmaps), People Management

Languages Known

- English
- Hindi
- Marathi

Certifications

- Project Management Professional (PMP) from PMI Institute
- Certified Scrum Master (CSM) from Scrum Alliance
- ITIL® Foundation Certification - IT Service Management from AXELOS



Dr Sunil Patil

Professional Experience: 14+ years

Since Nov 2009;

Chief Manager
Branch Head(Very Large Branch)
Bank of Baroda

Oct 2007 – Nov 2009

Veterinary Officer
Divisional Head Sample Survey, Dept of AH&VS, Govt of Karnataka, Belgaum

Nov 2004 – Oct 2007

Officer(Marketing & Recovery),
**Regional Business Office Gulbarga
State Bank of India**

Nov 2003 to Oct 2004

Veterinary Officer, Sales Head of North
Karnataka Poultry Feed Division,
Goderj Agrovet Ltd ,Miraj

Education

PGDHRM,
Centre for Distance Education, Acharya
Nagarjuna University, Nagarjuna Nagar
Andhra Pradesh
BVSc & AH,

Key Projects & Deliverables

- Professional Banker with a 14 Plus years demonstrated history of working in the banking, Private Sector and Government. Skilled in Negotiation, Business Development, Business Planning, Operations Management, Analytical Skills, and Management. Strong finance professional with a CAIB focused in Advance Bank Management
- Headed Very Large branches of the Public-Sector Bank which involved business development and improving market share along with ensuring operational efficiency, Sanctioning of Credit Proposals falling under the Delegation Powers, Compliance and Control Management, NPA management, recovery, dealing with DRT cases and Recovery, Liasoning with Government Agencies for Financial Inclusion, Management of Branch as Profit Centre, Government business management
- Headed the Marketing Dept. at Regional Office, Job involved Sales and Product Management in Retail Liability, transaction Banking for SME segment, Customer acquisition strategy, product development, Customer Life cycle Management, innovative and customized product solutions, Running Marketing campaigns, market intelligence, analytics, digital & E-com offerings along with, Relationship Management with large Corporates and cross-sell
- In Government of Karnataka, Headed seven districts of North Karnataka (Belgaum Division Head) for sample survey and analysis (statistical), In charge of 18th All India Animal census survey of 7 Dist. of north Karnataka

Languages Known

- English
- Hindi
- Kannada
- Marathi
- Telugu

Certifications

**Certified Associate of
Indian Institute of
Bankers**
(Advanced Bank
Management), Indian
Institute of Banking and
Finance, Mumbai,



Vishwajeet Singh

Professional Experience = 15+ years

Since April 2017:

General Manager, Excavator

Sany Heavy Industry India Pvt Ltd

April 2015-March 2017:

Deputy General Manager, Excavator

Sany Heavy Industry India Pvt Ltd

2011-March 2015:

Regional Manager- North

Mahindra Construction Equipment

2008-2011:

Manager- Customer Support

Hyundai Construction Equipment India Pvt Ltd

2005-2008:

Assistant Manager Commercial

JCB India Ltd

Education

- B Com from Vinoba Bhave University
- Executive MBA from National Institute of Management

Key Projects & Deliverables

- Hands on Experience in working in Green field Project and setting up the system and process.
- Core Competence in Sales, Service and developing Micro Market.
- Develop pipeline management and work on for its implementation across region.
- Responsible for Dealer evaluation, Dealer Investment and Dealer Viability.
- Focus on innovative marketing campaign to generate leads.
- Develop relationship with Financiers(NBFC and Banks) to increase business.
- Conversion of Majority of key clients by explaining Owning and Operating cost along with product features.

Skill-set competency & Expertise

- Functional – Sales, Service and Parts business through Channel and Directly.
- Competence -Experience in Project Management, Team Management, and Dealer Management
- Strategic Solutions – to explain customers the benefit of the equipment's and encourage Company representative and dealer to sale by monitoring daily pipeline.

Languages Known

- English
- Hindi

Certifications

- SD Module- End to End Implementation



Kumar Chhitiz Varma

Professional Experience = 17+ years

Since July 2012

Role – Chief Engineer

MMS Tokyo Co., Ltd Japan

Jan 2008- June-2012

Role- First Asst Engineer

MMS Tokyo Co., Ltd Japan

Oct 2000- Dec 2007

On Oil Tankers at ranks as 2nd Engineer, 3rd Engineer, Fourth Engineer and Junior Engineer

Shipping Corporation Of India, Mumbai

Education

- **B.E. (Mechanical),**
- **Post Graduate Training in Marine Engineering, Cochin Shipyard Ltd.**

Key Projects & Deliverables

- Completed six contracts as Chief Engineer on board high Value Oil tankers owned by Japanese Principals chartered by oil majors.
- Completed 30+ Oil transfers at Port and Sea of Fuel oil value around \$600-700k each time.
- Completed Dry Dock of Aframax tanker. Ensured swift ramp up with time, quality & cost parameters.
- Increased Reliability and Improved Asset Integrity of Marine Assets, Optimised usage of Inventory. Improved Planned Maintenance System, Fuel & Lube Consumption Optimisation.
- Responsible for Resource Allocation, Scheduling, Root cause Analysis & Risk Management.
- Responsible for presenting Vessel for Surveys, Audit, Inspection and other third party Inspection at Various ports around the world.
- Responsible for providing Training and Evaluation of Engineering team.
- Responsible for Ship Safety and Security Management.

Skill-set competency & Expertise

- **Leadership Style** - Collaborative and Team Building.
- **Industry Expertise** – Shipping, Marine Engineering.
- **Core Competence** in O&M Ship Machineries including their control systems and detailed Ship Management.
- **Knowledge** of Local, National and International laws including rules and regulations related to shipping.
- **Contingency Management** - Real time Decision Making. Task Force Setup, Monitoring and Execution.

Languages Known

- English
- Hindi

Certifications

- Chief Engineer Certificate MEO Class I (FG) Motor – Certified By Government Of India / Ack by Gov of UK.
- Other Training and certifications as required by STCW 2010. Eg. Advanced Fire fighting, Security Officer Certification as required by DG Shipping.

Global Experience

- India
- USA
- Latin America
- Australia
- UK