



Amit Sahoo

Professional Experience = 11+years

Since May2017:

DevOps Consultant, Global Markets
Credit Suisse, Mumbai

May2014 - May2017:

Tech Lead, Electronic Trading for Deutsche Equities
HCL Technologies Pvt Ltd, Mumbai

Nov2007- May2014:

IT Analyst, BFSI Domain
Tata Consultancy Services, Mumbai

Education

- B.Sc. (Sambalpur University)
- PGDCA (BDPS)
- PGDFERM (National Institute of Security Markets, SEBI, Navi Mumbai)

Key Projects & Deliverables

- **IT Application Owner** for Electronic Trading Applications of Deutsche Equities used for Trading in Future and Options and Currency Derivatives segments in NSE.
- **Project Management** for very large and complex IT Infra setup involving Development and Testing , Deployment and Maintenance of Software Solutions.
- **Vendor Management** across APAC, EMEA and AMER regions for Network Equipment's, Server Solutions, Application Services ,Datacentre Setup.
- **Compliance and Audit:** Spearhead the entire IT Infra setups to be compliant to rules and regulations of various external and internal entities such as SEBI, NSE, GARS,SOX, Group Audit on year-on-year basic.
- **Process Management:** Improved Business and Technical processes using Six Sigma DMAIC methodology. Mentored 11 Six Sigma Green Belt and 2 Black Belt Projects.

Skill-set competency & Expertise

- **Functional** – Banking and Financial Services and Trading Business SME
- **Technical Skill Set** – Servers {Mainframes,UNIX, LINUX, Solaris, Windows}, Databases {Oracle, IDMS, DB2, SQL Server},Languages {COBOL, JCL, Shell, Perl, Python, R, SQL, PL/SQL, HTML, Windows Batch Scripting}

Languages Known

- English
- Hindi
- Oriya

Certifications

- CompTIA N+(Network)
- Oracle **OCA** (Developer)
- Oracle **OCP** (DBA)
- Six Sigma **Black Belt**
- Banking Competency – FTC – TCS
- Financial Markets (Beginner) – NSE
- Equity Derivatives (Beginner) – NSE
- Currency Derivatives (Beginner) – NSE
- Interest Rate Derivatives (Beginner) - NSE



Amit Shukla

Professional Experience = 10.5years

Nov'2014 – Till Date

Assistant Vice President, Corporate Banking

Barclays Technology Centre India, Pune

June'2011- Oct'2014

Technical Officer–QA

JP Morgan Services India Pvt. Ltd., Mumbai

Dec'2007 – May'2011

Test Consultant, Payments Platform

Cognizant Technology Solutions Pvt. Ltd., Pune

Education

B.E. (Mechanical),

Bharati Vidyapeeth University, Pune

Key Projects & Deliverables

- Accountable for overall testing delivery of projects encompassing customer reporting for corporate, retail customers and swift statements plus developing in-house solution for payments processing.
- Adept in Project delivery for Development and Testing of software solutions; Solution Design , Test Management and Software Quality Assurance; Project Estimation and Costing.
- Delivered multiple complex projects with teams spread geographically primarily within Payments Domain, CHAPS, BACS, Faster Payments, SEPA , AML, Customer / Payments Sanctions.
- Proficient in project life cycle management functions through Project Initiation, Requirement Analyzing, Project Scoping, Task Breakdown, Effort & Time Estimation, Costing & Project Budgeting, Resource Allocation, Scheduling, & Risk Management
- Responsible for providing technology leadership, product development, systems integration, implementation.

Skill-set competency & Expertise

- **Expertise:** Vendor Relationship, People Management, Performance Optimization
- **Functional:** Corporate Banking, Payments, Core Banking,
- **Core Competence:** Business Analysis, Test Consultant, Project Management, Solution Design, Data Migration,

Languages Known

- English
- Hindi

Certifications

- Certified Scrum Master (CSM)
- Agile Certified Practitioner (ACP)
- ISTQB Advance Test Manager



Arabinda Patro

Professional Experience = 18+years

Since Oct 2007;
Role -Sr.General Manager- F & A(CFO) **Standard Greases Spl P Ltd / Group co ALSLPvt ltd – Motul India) ,Mumbai**

Jan2004- Oct 2007
Role : Sr. Manager Finance
A.T.E. Marketing Pvt. Ltd.,, Mumbai

Dec 2000 to Dec 2003
As Finance consultant/Executive
Charitable organisation/Ashok Leyland

Education

ACA-Chartered Accountant..
Bachelor of Science (Hons.)

Key Projects & Deliverables

- Strategic Financial Management : Share key information and knowledge with the Board in strategic business planning discussions .Provides commercial input for all new business opportunities including acquisitions, mergers and contracts . Oversee long-term budgetary planning, forecasting and cost management .
- Financial Leadership and Management : Business plans, annual recourses allocation, Ensure funding lines are in place and proactively managing with bankers, Continual improvement to foreign exchange management. Enhance Board Reporting. Support the Board and General Managers in developing projects for long term diversification of revenue streams
- Private placement of share/open offer - due diligence, valuation and legal & statutory process.
- Risk/Compliance and Asset Management : Management risk framework, including all aspects of Legal compliance, and strategic and operation risk. Ensuring adequate insurance coverage is taken out.
- Transition to/ Implementation of GST
- Ind AS Conversation- Indain GAAP to Ind AS converged with IFRS.

Skill-set competency & Expertise

- Financial Planning, Audit, Budgeting/MIS/Treasury/Fund Management
- Taxation & Legal -Statutory Compliance System Implementation
- Merger & Acquisition ,Private placement of share & Open offer.
- Financial modelling and funds mobilization
- Created and implemented system & process for financial controlsand governance.

Languages Known

- English
- Hindi
- Oriya

Certifications

- Master in Business Finance (MBF).
- IFRS



Ashish Satpute

Professional Experience: 21+ years

Since Dec 2007:

Group Leader, **Tata Consultancy Services Ltd. (TCS)**
Mumbai

2006- 2007:

Project Leader, **Patni Computers Ltd.**
Mumbai

2002-2006:

Project Leader, **Syntel Inc. Mumbai**

2000-2002:

Developer, **Kale Consultants Ltd. Mumbai**

1996 – 1998 :

Project Engineer, **STUP Consultants Ltd. Mumbai**

1995 – 1996 :

Engineer, **Tata Power Company Ltd. Mumbai**

Education

- B.E. Civil, SPCE Mumbai, Bombay University

Key Projects & Deliverables

- **Project Execution:**
 - Large project Management
 - Management of portfolio of projects
 - Planning and execution of the projects
 - Delivering the projects in Agile methodology
- **Solution Architecture & Designing**
 - Solutioning the applications in the banking domain
 - Process revamp / improvisation & automation through rearchitecting
- **Digital Transformation**
 - Introduction of digital channels like, mobility, DMS, Big data and analytics in the banking applications.

Skill-set competency & Expertise

- **Functional Domain** – Banking and Financial sector
- **Project Management**– large to medium project execution, implementation, maintenance and support. Managing and tracking project revenue, costing and reporting critical delivery and revenue parameters
- **Leadership** : Building, Leading and mentoring large team (100+). Identifying and developing the team leaders, enabling and building the skills in the teams

Languages Known

- English
- Marathi

Certifications

- PMP, PMI
- SCJP, SCJC
- IBM ACE



Ashok Kumar

Professional Experience 16 years

Sep'2009 – Till Date

Vice President

Global Head of Application Hosting and
Regional Head of Messaging &
Authentication Services.

Barclays Technology Centre India, Pune

August'2004- Jan'2009

Platform Manager - Middleware

Tech Mahindra , Mumbai

June'2003 – August'2004

Software Engineer

Enet Solutions , New Delhi

Education

Master Of Computer Application,

DCA, Cochin University Of Science and
Technology

Expertise

- Extensive experience of establishing new functional teams from ground zero.
- Extensive experience of leading global team – India, UK, US and SA.
- Extensive Stakeholder Management experience: Interfaced and collaborated with Business owners, Program managers, Infra designers, Architects to translate Business requirements into solutions, work demand, Risk management, effective planning and execution.
- Extensive Project Deliveries, Change Management and Service Management experience.
- Lead Initiatives align to organizational Objectives and changes.
- Drive and implemented Automation solutions.
- Strong Strategy formulation , Implementation and Monitoring & Reporting Experience.

Skill-set competency

- **Expertise:** Technology Roadmap, Vendor Relationship, People Management, Stakeholder Management, Risk & Control.
- **Functional:** Retail/Corporate/Digital Banking, Payments, Core Banking,
- **Core Competence:** Business Analysis, Designer, Consultant, Project Management, Architect, Migration, Automation and Transitions.

Languages Known

- English
- Hindi

Certifications & Trainings

- PMP
- ITIL
- SOA
- Design Pattern
- IBM MQ Certification



Shreyas A. Chippalkatti

Professional Experience = 14+years

Since Mar 2015;

Sr. Manager - MEP Procurement and Contracts,
Reliance Industries Limited, Mumbai

Mar 2013 – Feb 2015

Manager – MEP Procurement and Contracts, Lodha Group, Mumbai

Jan 2011 – Feb 2013

Asst. Manager – MEP Sales , ETA Engineering Pvt. Ltd., Mumbai

Jun 2004 – Dec 2010

Estimation & Q.S. Engineer, ETA M& E Division, Dubai

Education

B.E. (Instrumentation),
Mumbai University

Key Projects & Deliverables

- Responsible for finalization of Procurement and Contracts– Mechanical in Real Estate group.
- Digital Transformation – implementation of Digital initiatives in Real Estate group.

Skill-set competency & Expertise

- Contracts Management
- Excellent negotiation skills
- Vendor Management

Languages Known

- English
- Hindi
- Marathi

Deepak Bhatia

Professional Experience: 17 years

Since October 2015:

Assistant General Manager
Export-Import Bank of India

October 2010-September 2015:

Chief Manager
Export-Import Bank of India

August 2006-September 2010:

Manager
Export-Import Bank of India

May 2005-August 2006:

Assistant Manager
State Bank of India

February 2002-May 2005:

Programmer
Webcity Technologies

Education

- MCA
- Post Graduate in Mathematics
- CISA from ISACA, USA

Key Projects & Deliverables

- Heading the IT-Operations Unit of Exim Bank
- Convinced RBI to grant RTGS/NEFT to Exim Bank and Exim Bank became the first financial institution to get payment system membership, now followed by other FIs
- Was involved in first time implementation of Finacle CBS in a Financial Institution
- Established of DC and DR
- Redesigned business processes; resulting in real time processing from a time lag reduced from 21 days
- Setting up data analytics unit for the Bank
- Guiding other institutions on Banking Technologies
- Regular interaction with regulatory and other Government bodies for compliance

Skill-set competency & Expertise

- ***A Techno-Banker having exposure of both Banking (domain) as well as technology***
- ***Functional Domain*** – Treasury Products, Corporate Banking, Financial Statements, Payment Channels, Cash Flows & Risk Management
- ***Technical Domain*** – Project Management, Manpower Planning, CBS and Treasury product implementation, Emerging technologies, AI and BI

Achievements

- Speaker and presenter at various domestic and international forums viz., 2019 OECD- Paris, BNDES- Brazil, SIMSARCetc
- Assisting in setting up Export Credit Agency in one of the developed country in middle east
- Won 2014 Celent Model Bank Award

Certifications

- CAIIB from IIBF
- ISO27001 Lead Auditor
- IS Governance assurance from University at Buffalo

Languages Known

- English
- Hindi



Deepti Jairam

Professional Experience: 12 years

Since May 2013:

Lead – Custom Solution for Field Automation
Honeywell

May 2010 – April 2013:

Sr. Sales Engineer
Endress + Hauser

November 2008 – March 2010:

Academician – 3D Prototype building and
Engineering Drawings

July 2007 – September 2008:

Project Engineer
Emerson Process Management

October 2006 – March 2007:

Design Assistant
IIT, Mumbai – CTech

Education

B.E. Instrumentation from Mumbai
University

Key Projects & Deliverables

- **Project Management** : Have lead pre-bid of some of the largest Global projects won, amounting at an excess of 16.5 Mill \$ for Field automation, in the last 4 years. Includes Technical and Commercial negotiations.
- **Global Reach** : Have been working with Customers from Americas, EMEA and APAC. Instrumental in Vendor development for all three world area.
- **New product Launch** : Have identified products that can be supplied as home brand, to improve bidding competency and better execution. Part of the team that is now releasing these products.
- **Process Excellence** : Responsible for Harmonizing process amongst various verticals of the organization. Introduced tools, that have build the efficacy of the existing process exponentially

Skill-set competency & Expertise

- Product and Process knowledge for Field Automation primarily in Oil and Gas sector.
- Cross function management. Scheduling and execution of dependent activities
- Cross Cultural collaboration. Product positioning and Value proposition.
- Tools such as SAP, ERP , AutoCAD, ProE , IOS Management,

Languages Known

- English
- Hindi
- Malayalam

Certifications

- **Certified Automation Engineer** – PLC and Control Systems
- **PMP** - Project Management Professional - 35 PDUs
- **Six Sigma** Fundamentals
- Effective communication for leadership

Kedar V. Deodhar

Professional Experience: 10+ years

Since Nov 2015:

Associate Manager, Business Finance
Tech Mahindra Limited

Apr 2014-Oct 2015:

Manager, Finance
UST Global

Feb 2011-Jul 2013:

Senior Manager Corporate Finance
Core Education and Technologies Limited

Nov 2007-Jan 2011:

Assistant Manager, Transaction Services
PricewaterhouseCoopers India

Education

Chartered Accountant - Institute of Chartered Accountants of India

Masters in Economics - University of Pune

Bachelor of Commerce - University of Pune

Key Projects & Deliverables

- Worked on deals (Organic / inorganic) worth \$ 9.4 billion till date
- Complex deal and commercial structuring for a traditional as well as new age IT service delivery projects
- Financial Structuring (equity, debt, mezzanine debt, junk bonds)
- Worked with key strategic partners for conceptualising business plans, financial models for greenfield projects
- Assisted strategic / private equity clients to take an informed decision for the proposed acquisition / financing by identifying financial, valuation and commercial issues

Skill-set competency & Expertise

- **Financial Analytics** for Commercial in-sights
- **Business finance partnering**
- **M&A/JV/Investments** – End to end coordination, financial and commercial due diligence, end to end coordination, post-acquisition integration
- **Business valuation** and competition financial analysis
- Strategic **fund raising** (equity / debt)
- **Large Deals** Financial management
- **Business plan** preparation and validation

Languages Known

- English
- Hindi
- Marathi

Certifications

- E- Certificate course by Harvard Business School (Management and leadership essentials)
- Rotary Youth Leadership Award in year 1999-2000.



George Sam

Brief Profile

George Sam is the **Business Head & Co-founder of Mindgate Solutions**, George brings in 18 years of experience in servicing the BFSI customer in India, Middle East and Singapore. George has a proven track record on building and leading technology product and service organisation and has key focus on Business Management specifically on Client Relationship and Managing Profitability for every Product & Service vertical of the company.

In addition, George also **sits on the advisory board of Myndgenie (social payments platform)** and other technology **start-ups on analytics and payment fraud and risk engines**.

Prior to cofounding Mindgate, George served as the Business Head and scaled up the business multiple folds for an IT service Company called Byzan Systems.

George has studied in a Military college and earned his Graduation from Pune University and Management from Mumbai.

George Sam Cofounded Mindgate solutions a **Leading Digital Transaction Platform and Processing Company, with over a decade of Payments and Collections domain expertise**. Mindgate today is leading the innovation wave of building and managing the new generation digital transactions platforms using bank accounts, credit cards, prepaid wallets leveraging QR, BlockChain, NFC, Nearby, Mobile POS infrastructure. Our Organization over the decade has established a strong presence in India with over 50 plus banks and payment providers in, Middle east and South East Asia for whom we provide digital payments/Collections platforms.

Mindgate's Digital Payment/Collection (Mobile Collect) platform has the largest market share in terms of throughput and volumes in India and constitute roughly 40% of UPI transaction in the country & helps Banks's Customers in near real time API based Collection, Request pay - request initiated by corporate platforms and facilitate near real time API based reconciliation. This helps Banks Customer's Customer getting the best of the service. We provide API based integration to bank accounts to Google Tez and Whatsapp Payments for P2P and P2M transactions.

Mindgate Powers the payment and digital platforms of the central government in bringing to fruition its digital strategy from **DBT (Direct Beneficiary Transfer) platform, GST (Goods & Service Tax) accounting and reconciliation, Conditional Cash Transfer (CCT) Platform** (an IMF sponsored initiative), digital payments like (Unified Payment Interface), digitized bill collection platform (BBPS), electronic toll collection (NETC), Digital mandate payments (e-NACH), Pre-paid Issuance and acquiring platform with digital wallet and QR acceptance. Our Enterprise Payment Hub (EPH) that provides a catalogue of digital transaction service offering is regarded as a next generation gateway application that all stakeholders (Banks, aggregators and merchants).

George drives an organization with over 500 technology professionals with offices in India, Dubai, Singapore and San Francisco engage with the top financial and banking organizations to manage, Integrate with their ERP's and service their ever increasing appetite for digital transformation.



Alok Ghode

Professional Experience = 10+years

Since Aug 2016

Technical Architect – Manufacturing IT
L&T Infotech Ltd., Navi Mumbai

May 2013 – Aug 2016

Technical Lead – Manufacturing IT Systems
L&T Infotech Ltd., USA

Jun 2010 – May 2010

Sr. Software Engineer – Cloud Computing
L&T Infotech Ltd., Navi Mumbai

Jan 2007 – Jun 2010

Sr. Systems Engineer – Telecom, Banking
Infosys Technologies Ltd., Pune

Education

B.E. (Electronics and Telecommunication)

Mumbai University

Key Projects & Deliverables

- Rolled out new software to control and support automobile manufacturing assembly line at multiple plants of Honda North America.
- Coordinated with offshore teams from onsite, and completed more that 30 change requests.
- Designed and developed Cloud based web applications which contributed values to organization's innovations.
- Delivered business critical software projects/modules across multiple domains.
- Worked as a Configuration Controller, prepared Configuration Management (CM) plan, and followed various CM processes.
- Monitored some of the operational parameters at account level as per organization standards.

Skill-set competency & Expertise

- Functional Domain - Manufacturing, Cloud Computing, Telecommunication, Banking
- Technical Skillset - Achieved technical proficiency in Enterprise Applications using J2EE, and provided technical leadership for various software development projects
- Competence - Project Management, Techno-functional consultation

Languages Known

- English
- Hindi
- Marathi

Certifications

- Oracle Certified Professional, Java SE 6 Programmer
- Oracle Certified Professional, Java EE 5 Web Component Developer



Hrishikesh Bawa

Professional Experience = 10 years

Since August 2018:

Manager – Torque and End of Line Quality
General Motors India Pvt. Ltd., Talegaon

August 2015 – August 2018:

Manager – Global Manufacturing Systems
General Motors India Pvt. Ltd., Talegaon

January 2013 – August 2015:

Deputy Manager – Global Manufacturing Systems and Planning
General Motors India Pvt. Ltd, Halol

October 2010 – January 2013:

Assistant Manager – Quality Launch
General Motors India Pvt. Ltd, Halol

July 2009 – October 2010

Assistant Manager – Quality Launch
General Motors India Pvt. Ltd, Halol

Education

B.E. (Automobile Engineering),
Sardar Patel University

Key Projects & Deliverables

- Achieved 99% compliance in General Assembly Process Control Plans.
- GM Global Best with 98.3% Electrical First time quality for Talegaon.
- Responsible for End of Line Testing of vehicles by Flashing of electrical modules, static electrical test, wheel alignment, headlamp aiming, and dynamic brake test.
- Achieved Built in Quality Level 4 certification for the Talegaon Vehicle Plant as a benchmark world class performance level.
- Sustaining more than 95% Direct Run Rate (First Time Quality), from 79.7% performance as part of new launch
- Operation Readiness by leading the CFT for manufacture and export of LHD export vehicles during 255% growth Year on Year.
- Increase in production through put from 18 JPH to 22.5 JPH.
- Launch Quality Manager for Chevrolet Tavera, and Chevrolet Enjoy.
- Tool Calibration and torque quality control for General Assembly.

Skill-set competency & Expertise

- Internal Process Audit for manufacturing and quality processes
- Business performance and Balanced Score Card review
- Failure Mode Effect Analysis and Root Cause Analysis (5 Why)
- Quality Process Control and Total Quality Management systems
- New launches and process design

Languages Known

- English
- Hindi
- Gujarati
- Sindhi

Certifications

- Global Immersion – Nanyang Business School, Singapore
- Operational Excellence for sustained Continuous Improvement
- Internal Auditor for Integrated Management Systems (ISO 9001 + 14001)
- Red X Apprentice for Problem Solving using Statistical Process Control



Jaanvi Hotwani

Professional Experience : 7+ years

Since September 2018:
Business Development Manager
Kaizen Automation

August 2017 – August 2018:
Freelance Consultant in **Industrial Automation**

June 2012 - June 2017:
Senior Engineer, Proposals & Marketing
Supertech Instrumentation Services (I) Pvt Ltd

Oct 2009 – Nov 2010:
Junior Engineer, C&I Maintenance
Gujarat State Electricity Corporation Ltd (GSECL)

Education

B.E – Instrumentation & Control, Gold Medalist
SCET, Veer Narmad South Gujarat University

Key Projects & Deliverables

- Handling turnkey projects offering process automation solutions in Pharma, Chemicals, Paints, Power, Balance of Plant (BOP) and F&B industries.
- Core Competence in techno-commercial bids for integrated solutions based on Schneider Electric –PlantStruxure Process Automation Control Systems.
- Proficient in C&I Maintenance, Plant Efficiency Reporting, Offshore/Onshore spare materials handling at GSECL - 370MW Power Plant.
- **Proposals management** : Control System Architecture, Bill of Material for Control System, Process Field instruments, System and Marshalling Cabinets & Erection items; E-tendering for public sectors.
- **Design/Detail Engineering** : P&ID analysis to derive I/O List, Field Instruments Index & Instrument specification sheets.
- **Marketing** : Lead Generation, Content & E-mail Marketing, Integrated marketing channels, Business Unit Strategy planning.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Competitive Bidding Solutions, E-tendering, Control System Design & Detail Engineering, Vendor management.
- **Technical Skill-Set** – Distributed Control System(DCS), Programmable Logic Controllers (PLC), Supervisory Control & Data Acquisition (SCADA), Human Machine Interface (HMI), Safety PLC, Process Instrumentation, Ladder & Function Block Diagram Programming, AutoCad, MS Office.

Languages Known

- English
- Hindi
- Sindhi
- Gujarati
- Marathi

Certifications

- Automation – DCS, PLC & SCADA from Prolific System & Technologies Ltd



Jayakrishnan Natarajan

Professional Experience

Seasoned Banker with 18 years of professional exposure and expertise in Transaction Banking Sales, Product Management, Operations Management and Relationship Management.

June 9, 2016 – till date → Transaction Banking Sales - Yes Bank Ltd.

January 14, 2008 to May 20, 2016 → Product Cash Management – HDFC Bank Ltd.

July 25, 2005 to January 2, 2008 → CMS Operations – ICICI Bank Ltd.

May 8, 2002 to July 22, 2005 → KPO for Reinsurance Claims - Trinity Computers (India) Pvt. Ltd.

August 1, 1997 to January 2001 → Audit Clerk at S. B. Billimoria & Co.

Education

CAIIB from Indian Institute of Banking and Finance

JAIIB from Indian Institute of Banking and Finance

Bachelor of Commerce from University of Mumbai

Industry Experience

Responsible for Cash Management Services – Collections and Payments in Transactions banking sales, designing and delivering digital solutions.

Digital banking initiatives for customer acquisition, penetration and migration.

Assessment of Cost to Income ratio for all banking customers and undertake remedial actions in order to maintain overall product level profitability.

Strategy to acquire new customers and strategy to deepen in existing customers.

Designing and developing a new product to suit / customise to institutional customers.

Training and development on Transaction banking products to Relationship Managers and Sales Managers.



Karan Patil

Professional Experience = 8+ years

Since July 2010;
Manager (CreditAnalyst)
Central Bank of India

Education

MBA (Finance) from Pune University
BSc (Chem.) from Pune University.

Key Projects & Deliverables

- Credit Appraisal of corporate loan proposals with ticket size from Rs. 25 Cr. To Rs. 350 Cr.
- Credit Monitoring of loan portfolio, carrying out due diligence of new connections.
- Liasoning with external agencies- lawyers, LIEs, valuers, for timely completion of reports.
- Facilitating various audits and ensuring timely closure along with rectification of all irregularities.
- Won Best medium sized branch in Semi-Urban segment in Pune-Kolhapur-Solapur region.
- Won Best Branch award in Non-Life bancassurance business.
- Also worked as branch head for medium sized branches which involved business development and improving the market share along with improving operational efficiency.

Skill-set competency & Expertise

- Credit Appraisal and due diligence.
- Leadership skills along with good inter-personal skills.
- Financial Statement analysis, Ratio-analysis.

Languages Known

- English
- Hindi
- Marathi

Certifications

- **Certified Associate of Indian Institute of Banking & Finance (CAIIB)**
- **Certifications in SME Finance and KYC-AML from Indian Institute of Banking & Finance**
- **Certification in SME finance from Reserve Bank of India**

Karunakar Banjan



Professional Experience: 18 years

Since April 2014:

AVP – Sales Automation/ Distribution Excellence
TATAAIA Life Insurance Co. Ltd.

Apr 2009-Apr 2014:

AVP – Business Solutions
IndiaFirst Life Insurance Co. Ltd.

Aug 2007-Apr 2009:

Manager – New business operations
Reliance Life Insurance Co. Ltd

Dec 2003- Aug 2007:

Manager – New business operations
ICICI Prudential Life Insurance Co. Ltd.

Apr 1999 – June 2003

Articled Clerk – ICAI
P.Sanghani & Co

Education

- B.COM from Tolani College of Commerce
- Inter CA (Part 1) – ICAI

Key Projects & Deliverables

- Heading **sales automation, distribution digital enabling and change management role**
- Implemented many **digital solutions** for business which helped in improving efficiency (Few critical projects – Pre submission check, TCS PASA, Citi Simplified, Indusind Bank POS implementation, HDFC Banca Integration, Good Friend (Agent Dashboard)
- Reduced overall Application form data entry journey from 160 fields to 80 fields by **optimizing user journey**
- Few awards which we have won in 2018-19 for various implementations – **Insuretech company of the year** (For AI/ PSC) , **SAP Ace award** for SAP FAM implementation, **Eureka Award** for L&D App implementation, played key role in all projects.

Skill-set competency & Expertise

- **Functional Domain** – Life Insurance operations, Change management, Sales Automation, PMO
- **Technical Skill-set** – Cost Accounting, Program management, QA automation
- People Management and co-ordination with large teams

Languages Known

- English
- Hindi
- Marathi
- Kannada

Certifications

- ALMI - LOMA
- FLMI 1- LOMA
- Black Belt SixSigma
- Green Belt Six Sigma
- III – Licentiate
- PMP Trained
- IIM Indore - MDP



Jeetendra Kasar

Professional Experience: 14 years

Since Nov 2016:

Head Business Development, India
Sinotruk International, CNHTC Group (China)

Jan 2008- Nov2016:

Country Manager, China
AMW Motor Works Ltd China Rep office

Jun 2006 - Dec 2008:

Manager, Proto Development,
TATAMotors Engineering Research Centre, Pune, Maharashtra

Oct 2004-Jun 2006:

Planner / Asst Engineer
Hindustan Aeronautics Ltd, Aircraft Div., Nashik, Maharashtra.

Education

- B. E. Mechanical from North Maharashtra University

Key Projects & Deliverables

- **Strategic Marketing and business development :**
- Lead an international team for India market research and entry strategy for commercial vehicles segment.
- Devise an overreaching marketing strategy and set impactful marketing objectives
- Devise, develop, and implement appropriate structures, systems and processes to embed a cross organisational approach to strategic marketing.
- **Global Sourcing:** Have experience in administering the supply chain function, entailing supply planning, logistic operations, warehousing and techno-commercial negotiations in China and India.
- New product development with cost reduction objective.

Languages Known

- English
- Mandarin
- Hindi
- Marathi

Skill-set competency & Expertise

- **Functional Domain:** Formulating marketing strategy, long-term sourcing strategy , negotiation skills
- People Management and co-ordination with large teams, supply chain management for automobile industry
- **Technical Skill-set:** techno-commercial expertise in new product development,
- Sound knowledge of manufacturing and assembly processes.



Lakshman Pathak

Professional Experience: 14 years

Since Dec. 2014:

Sr. SAP SD Consultant

L n T Infotech

Sep 2011- Dec 2014:

Sr. SAP SD Consultant

Tata Consultancy Services

Jun 2010- Aug 2011:

SAP SD Consultant

Bristlecone Ltd.

Oct 2008- Jun 2010

SAP SD Consultant

NASTEK Solution Pvt. Ltd

Mar 2007- Sep 2008

SAP SD Consultant

Alok Industries Limited

Jul 2004- Sep 2006

Domain Work Ex.

Industry Experience & Project Deliverables

- Worked on projects for Textile, Diamond, Jewellery, Power, Automotive, Power Products, Automation, Wire industries
- Worked on implementation, Support, Roll out & Enhancement Projects.
- Holds proficiency in understanding business processes and providing solutions accordingly in SAP
- As team lead handled large size projects & clients.
- Experience in ASAP, Waterfall and Agile methodologies
- Exposure to Quality Improvement Programs.
- Tested and implemented new tools in projects.
- Was part of few pre-sales activities for SAP, also worked on RFP's.

Skill-set competency & Expertise

- **Functional Domain:** 2+ years experience in marketing of financial products. Work on few pre-sales, campaigns and Pre & Post sales activities.
- **Functional Skills:** 11 + years of experience in SAP SD functional consultant.
- Project execution & Team management.

Certifications

- Sales & Distribution Certified Consultant – SAP AG.
- SCM (GATP) certification – SAP AG.

Education

Bachelor of Commerce from Mumbai University

DBM (MMK) from Welingkar Institute of Management Studies

Languages Known

- English
- Hindi
- Marathi



M S Raviteja

Professional Experience: 7 years

Since June 2018

Chief technical Officer

Vihati Technohealth Pvt Ltd

(research and development of patented technology for patient remote monitoring solutions)

August 2016-June 2017

Chief executive officer

Veramasa IT and education consultancy Pvt Ltd

(End to End IOT solution architect)

January 2013-August 2016

Manager

UCO Bank

(Govt of India undertaking)

Education

M Tech ,Nano technology

Jawaharlal Nehru Technological university

B Tech, Electronics and communication

Jawaharlal Nehru Technological university

Key Projects & Deliverables

- Developed and implemented real time IOT solutions for clients, leveraged Cloud computing and effective use of cloud using edge implementations.
- Delivered high end signal processing solutions to device based companies increasing efficiency and accuracy
- Developed image processing tools,format converters,Data encryption tools for medical devices.
- Designed AI/ML algorithms for use cases from Health,Industrial automation and agri tech.
- Consulted for MSME and start ups with high innovation factor with their technical design and validation.

Skill-set competency & Expertise

- New product development cycle, Research,IOT solution architecture,Signal and Image processing,AI and ML algorithm design.
- Tools-Matlab ,Eagle, Keil , embeded linux,C/C++,python
- Architecture-ARM-Cortex,LoRa, NB-IoT,RTOS

Certifications

- Course certificate on Machine Learning from Stanford.
- CAIIB from Indian institute of banking and finance

Awards and publications

- Awarded as top product showcase at Nasscom Product conclave 2018.
- Awarded at Matlab Expo 2017 for the best research work.
- Authored research papers in high impact journals such as IEEE,IJEETC,IETE



Naveen Sangal

Professional Experience : 8years

Since March 2016:
Manager-Sales, Commercial Products
IFB Industries Ltd.

Jan 2013-March 2016:
Assistant Manager-Sales, MEP Projects
Godrej Group

Aug 2010-Dec 2012:
Senior Engineer-Sales
Blue Star Ltd.

Education

B.E-Electrical Engineering from Mumbai University

Key Projects & Deliverables

- Responsible for **sales and distribution of B2B products** including formulation of business plan, competitor benchmarking, lead generation and relationship management.
- Overseeing the execution of sales plan and guiding team for effective client engagement and resolving conflicts.
- Increasing effectiveness and efficiency of customer acquisition cycle and reduce operational challenges.
- Identifying new areas for market expansion and developing customized solutions for niche market.

Skill-set competency & Expertise

- **Key Account Management** – Experience in developing and retaining high potential accounts.
- **Channel Management** – Hands-on-experience in setting up distribution channel and resolving channel conflicts for B2B products.
- **Lead Generation** – Leveraging existing network to generate leads and increasing productivity of sales closure.
- **New Market Development** – Experience in identifying and developing new segment/area for business expansion.
- **Contract Management** – Effective in negotiating contracts and enhancing revenues for organization.

Languages Known

- English
- Hindi
- Marathi

Certifications

- CII-Business Excellence Facilitator
- Digital Marketing



Neelam Purohit

Professional Experience: 15 years

2004 to 2014
Royal Hygiene Care Private Limited
General Manager Sales & Marketing

2014 to 2015
Emami Limited
National Key Account Head

2015 to 2018
Asia Pulp and Private Limited
Business Head

2018 to present
Diversey India Hygiene Private Limited Sector
Head - New Initiatives

Education

Bachelors in Arts
Sociology, Diploma in Education, Mumbai
Diploma in Education
Maharashtra

Languages Known

English, Hindi, Marathi, Gujarati and Kumaoni

Key Projects & Deliverables

- Played a key role in developing short and long-term strategic plans for ‘She Comfort Sanitary Napkins’ which resulted in acknowledgment of the brand as the 3rd largest brand in Feminine Hygiene Care space. Extended support while working with brand for a London Business School Case Study (World’s Leading B- School)
- Have been instrumental in building a strong distribution network to achieve greater market reach & penetration along with augmenting brand exposure and acquiring market share of 14% in a span of 3 years
- Played a key role in “Project Udaan” working with Mckinsey Consultant Team in strategizing Emami’s Modern Trade business with 2X incremental sales
- Launched brand ‘Paseo’ - International and Domestic range of dry tissues across Traditional and Modern Retail in India with an effective outlet coverage across Modern Retail in India
- Spearheaded Product Portfolio management & expansion through ideation to capture the Mid-Market and BoP needs of professional cleaning chemicals.
- Have drawn effective business cases & product launch plans for brands like Taski, Suma and Clax for India’s Mid-Market and BoP
- Effectively designed Compensation / Incentive programs to motivate Distributors, Channel teams, Direct Sales Representatives, in achieving set targets. Been instrumental in evaluating channel’s effectiveness by implementing best practices.
- **Private Label and New Product Development** : Process compliance and execution of launch calendars and achievement of business metrics for the home brands launched for the leading retailers. Worked on assortment planning, packaging, costing and pricing for Private Label launches for retailers like Future Consumer, Tesco, Amazon India and selective international markets.

Skill-set competency & Expertise

- **Functional Domain:** Strategic planning, Channel Management, Business Development, New Product Development, Category Management, Supply Chain alignment, Operations, Policies and Business Plan implementation, Business, Annual budgeting, Consumer Promotion planning, International Marketing & Sales.
- **Skill-set:** Strategic Planning, New Business Unit Set-up, Team Training and Development, Channel Sales Management, People Management and co-ordination with large teams

Certifications

Certified in ‘Professional Selling Skills’ by Miller Heiman



Nitin Kane

Professional Experience: 15years

Since Jan 2015:

National Sales Manager, India, Bangladesh, Srilanka
Ingersoll Rand India Ltd

Dec 2010 - Dec 2015:

Sales Manager – South & West India
Cameron Compression, India

2007- Nov 2010:

Senior Engineer – ProjectSales
Elgi Equipments Ltd

2005-2007:

Senior Engineer – Project Sales
Kirloskar Pneumatic Co.Ltd

Education

- Diploma in Automobile Engineering, DTE
- B.E (Mechanical) from Mumbai University

Key Projects & Deliverables

- 15 Years of core sales experience in capital, highly engineered process equipment's and turnkeys projects.
- **Keys Account & OEM management** – Work for YOY growth based in different locations across the globe.
- **Cross functional collaboration** - Engage application & tendering team post order. While PM, engineering, service, site team for timely execution of most critical equipment's and projects.
- **Customer Advocacy** – Align with EPC's LSTK's, Licensor from the feed stage to fit into required specifications and own equipment's.
- **Business agent Ecosystem** – Leverage agents ecosystem for business across different technologies.

Skill-set competency & Expertise

- **Functional Domain** – Sales Management, Connectivity with OEM's, licensor, Forecasting, Negotiation, Innovation.
- **Technical Skill-set** – Technical expertise on Gas Compressors, process and technology.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Miller Heiman Sales model



Prateek Sharma

Professional Experience: 16 years

Since Jan 2016:

Enterprise Account Manager, Sales
Cisco Systems, India

Mar 2011- Apr 2015:

Systems Engineer, Sales
Cisco Systems, India

2008-Mar 2011:

Designated Engineer
EMC Corporation, USA

2005-2008:

Network Test Engineer
One Communications, USA

Education

- B.E from Mumbai University
- M.S from University of North Dakota

Key Projects & Deliverables

- 16 Years of Technology Experience
- **Strategic Account Planning** - Plan and execute account strategy
- **Cross functional collaboration** - Engage engineer, support , product and marketing teams towards account plan execution
- **Customer Advocacy** – Align with customer strategy
- **Competitive Analysis** – Build strategy to create strong competitive play
- **Partner Ecosystem** – Leverage partner ecosystem and create strong solutions offerings

Skill-set competency & Expertise

- **Functional Domain** – Sales Management, Business Forecasting, Negotiation, Solutions mapping,
- **Technical Skill-set** – Deep technical expertise on Security, Datacenter & Collaboration infrastructure solutions

Languages Known

- English
- Hindi

Certifications

- CCIE – DC & Storage



Rahul Mohandas

Professional Experience: 13 years

Since August 2016:

Senior Manager – Product Owner

Duckcreek Technologies

Nov 2010-August 2016:

Associate Manager – Product Owner

Accenture Services Pvt. Ltd.

October 2006 – Nov 2010

IT Analyst

Tata Consultancy Services

July 2005 – October 2006:

Senior developer

Sysconnect Technologies

Education

BE – Information Technology

A.C. Patil College of Engineering , Mumbai
University

Key Projects & Deliverables

- Responsible for executing large and complex customer projects in the Insurance and Core Banking domains thereby ensuring successful project completion and sustainable references.
- Experiences in ideation techniques, user experience/product conception
- Work with senior management to create product plans and roadmaps. Develop and implement product strategies consistent with company vision. Collect and analyze feedback from customers, stakeholders and other teams to shape requirements, features and end products.
- 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 Domain** – Property and Casualty Insurance , Core Banking
- **Technical Skill-set** – Microsoft .Net, C#, Microsoft SQL Server, Ajax , Javascript, MVC , Oracle ,OOPS , Design Patterns
- Continuous Integration , Automated Unit testing and Test Driven Development Approach.

Languages Known

- English
- Hindi
- Marathi
- Malayalam

Certifications

- CSPO – Scrum Certified Product Owner
- MCAD – Microsoft Certified Application Developer
- IFT – Insurance foundation test - Accenture



Shankar Mohanty

Professional Experience = 14+years

- **GM (Technology Lead) @ RelianceJio, Mumbai, Since July 2008 – till date**
- **Module Lead @ Persistent System Ltd., Pune, June 2007- July 2008**
- **Technical Lead@ Tech Mahindra Ltd., Pune, Aug 2004- June 2007**

Education

- **IIM Indore (PGDM)**
- **B.E. (Information Technology), Guru Ghasidas University, Bilaspur**

Recent Key Projects & Deliverables(Last 5 Years)

- **JioGST**
Deliverables: Designing Software solution, System Integration, Technical mentoring, budgeting, security assessment, sizing and scaling the product.
- **JioAadhaar and JioeSign Platform**
Deliverables: Designing Software solution, System Integration, Fraud Analytics, security assessment, sizing and scaling the product.
- **JioAPI Gateway(SECO)**
Deliverables: Designing Software solution, System Integration, security assessment, API analytics to enhance customer experience and marketing

Skill-set competency & Expertise

- **Functional** – Big Data, Analytics(Machine Learning), Aadhaar, GST, eSign (Digital Signature), APIGateway
- **Competence** – Architecting and delivering software products from inception through development till production and operation handover

Languages Known

- Hindi
- English
- Odiya
- Marathi

Certifications

- Artificial Intelligence(Machine Learning) – Stanford University via Coursera
- Statistics Methods and Application – Harvard Business Publishing



Sona Singh

Professional Experience: 16 years

Sep Aug 2017 till date:

AVP, Bancassurance (Business Strategy) **SBI Life**

Jun 2015 to Jul 2017

Zonal Area Manager, Bancassurance (Sales) **SBI Life**

Sep 2009 to May 2015

Chief Manager, (Business Strategy), President’s Office
SBI Life Insurance Co. Ltd.

Sep 2008 to Dec 2008

Area Sales Manager, Investments
HDFC Bank

Apr 2002 to Aug 2008

May ‘06 to Aug ‘08 - Channel Head, (Personal Loans)
Jan ‘04 to May ‘06 - Head, Strategic Alliances
Apr ‘02 to Dec ‘03 - Customer Relationship Manager
CitiFinancial Consumer Finance India Ltd. Citigroup

Education

B.A. (Hons), English Literature
Lady Shri Ram College for Women, Delhi University

Key Projects & Deliverables

Business Strategy –

- Providing Operations and Business side inputs for digital transformation projects
- Annual budgetary planning and reviews
- Designing incentive schemes and campaigns
- Forming Strategic Alliances from setting up of SOP to implementation and scaling

Sales –

- Achievement of regional sales targets
- Ensuring operational efficacy, adherence to TATs
- Recruitment and training

Skill-set competency & Expertise

- Life Insurance – Sales & Marketing, Business Strategy,
- Collaborating with cross-functional teams and key stakeholders and getting things done

Languages Known

- English
- Hindi

Certifications

- MDP, IIM Indore
- AMFI, Advisor Module
- Post Graduate Diploma in Financial Advising, Indian Institute of Banking and Finance



Sourabh Agrawal

Professional Experience: 9 years

Since Apr 2019:
Associate Director, Advisory
KPMG

Apr 2016-Mar 2019:
Manager, Advisory
KPMG

Oct 2014-Mar 2016:
Assistant Manager, Advisory
KPMG

Aug 2014-Oct 2014:
Assistant Manager, Enterprise Risk Services
Deloitte

Jun 2010-Feb 2014:
Consultant, Enterprise Risk Services
Deloitte

Education

- B.E. (Hons) Electronics & Instrumentation from BITS Pilani

Experience

- **Software Asset Management (SAM) & License Optimization**– Have worked with 50+ clients across sectors – BFSI, Manufacturing, IT, Telecom to help them conduct a detailed baseline of their Software Assets. Covering 10+ Publishers including Microsoft, IBM, Oracle, SAP & Engineering Software
- **SAM Governance Process**– Worked with multiple customers to design SAM Governance Process.
- **SAM tool implementation** – Have successfully delivered SAMtool implementation projects for ILMT, BigFix and Snow
- **Software License Compliance Reviews**– Conducted Software License Compliance Reviews at 100+ clients for IBM and Microsoft covering organization with 100Kplus assets.

Technical Skill-set

- **Operating System**- Windows, AIX, Mainframe, Solaris, Linux, Unix
- **Key Publishers** – IBM, Microsoft, Oracle, Adobe, SAP

Languages Known

- English
- Hindi

Certifications

- Certified Information System Auditor (CISA)



Suvigya Khera

Professional Experience: 14+ years

- **Since October 2010**
Director & Promoter
ASCC Private Limited - Mumbai
- **Aug 2007 - Sept 2010**
Business Development Manager
Larsen and Toubro Infotech Limited, USA (West Coast)
- **Jan 2004 - July 2007**
Lead - Projects
Larsen and Toubro Infotech Limited, Mumbai

Education

- **B.E. (Computer Engineering)**
RAIT, University of Mumbai

Industry Expertise

- Industrial & Commercial Real Estate
- Industrial Compliance, Audits & Consulting
- Product Engineering Services, Technology, IT

Key Projects & Deliverables

ASCC Career

- **Diversified** the SCM business to **Industrial Consultancy (Transaction Services and Industrial Compliance)**. Achieved **3x revenue growth** and **2x profitability**.
- Setup more than **70 plus manufacturing & service industries** which include big corporate and MNCs (Fortune 500 Companies). Signed up long term contracts in Oil and Gas Sector for Industrial Compliance & Audits.
- Created Internal Systems, Processes, Online portal, Database of sick industries, Lead generation cell, Legal cell for transfer of Industrial Assets.

Larsen & Toubro Career

- Handled Business Development and Accounts Management for Product Engineering Services in the US (West). Grew the territory to **\$5Mn**. Opened Long Term Tier-1 ISV Accounts which grew to **\$25Mn**.
- **Led the Engineering Team (20)** to deliver Instant Messaging Middleware for Mobile platform for leading ISV in UK and USA. Project Size: **240 Person Months**
- Engaged in creating **Strategic Alliance and Membership** with Microsoft and Open Mobile Alliance.

Skill-set competency & Expertise

- **Business Acquisition** (Consistent Track record of success as a “Doer Seller”)
- **Relationship** (Strong High Level relationships and adept at building partnerships with customers, eco-system partners)
- **Consulting Services** (Strong in Advisory Services for Industrial Compliance)
- **Strategic Planning** (Improved profitability and sustainability of business)

Languages Known

- English
- Hindi

Certifications

- Certificate of Proficiency - REMET, National Association of Realtors - India

Awards & Recognitions

- CEO – Excellent Performance Award (L&T)
- CEO – Team Performance Award (L&T)

Global Experience

- India
- USA
- Canada
- France