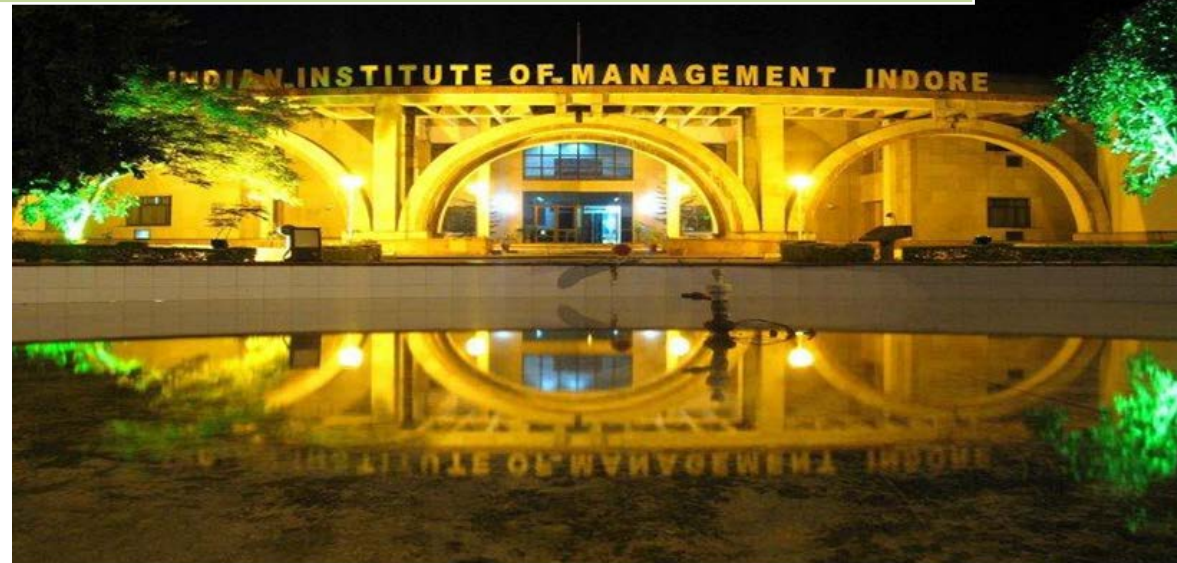


2013

IIM INDORE PGPMX CLASS OF 2013



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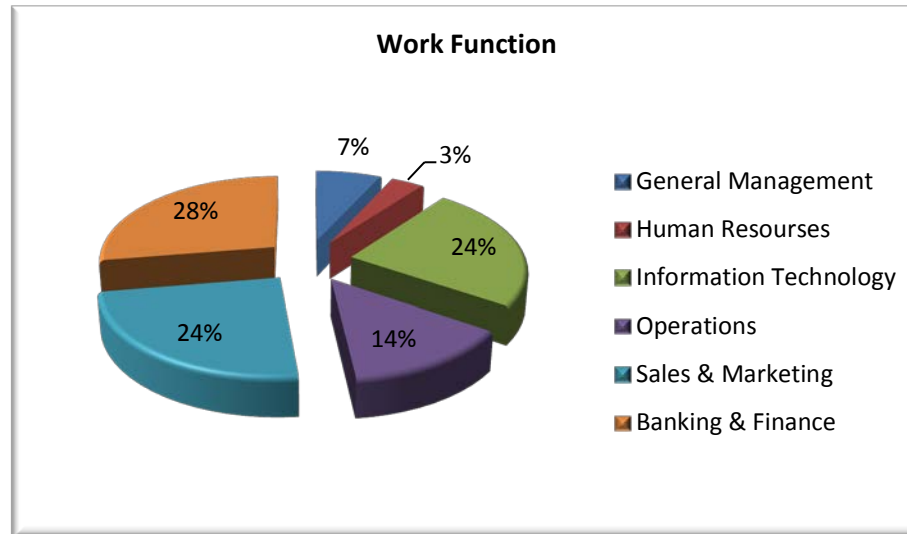
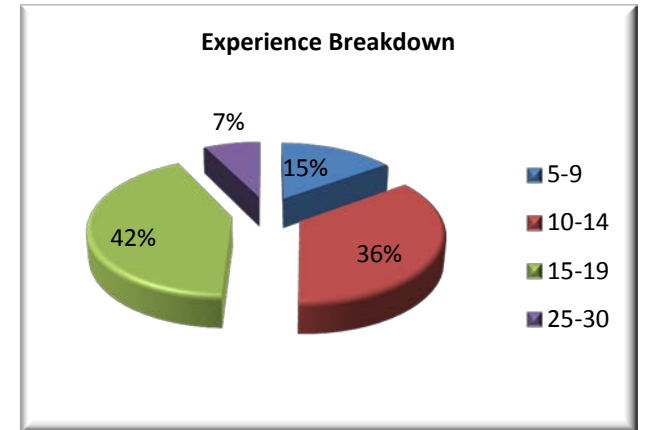
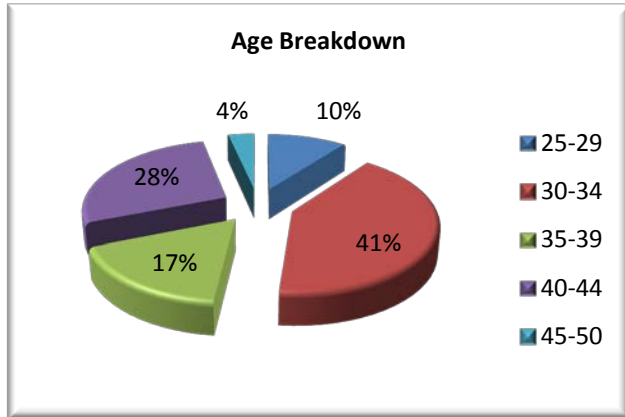
The **IIM Indore** two-year, alternate weekend **Post-Graduate Programme in Management for Executives (PGPMX)**, offered in Mumbai, is uniquely designed for working executives and entrepreneurs, who would like to take the opportunity to become transformational leaders and innovative solution creators in their respective organizations, but find it difficult to pursue a full-time programme in management. PGPMX is designed to provide flexibility to working executives to be engaged in their respective professions and at the same time to upgrade their knowledge base simultaneously.

Pedagogy

The pedagogy will be a judicious mix of lectures, case discussions, international / rural immersion programme, project work, term papers, role-play, seminar presentations, assignments, management games, and simulations.



Class of 2011 Graphs





Abhishek Kumar

English, Hindi
B.Com, MBA (HR)
University of Delhi
10 years of experience across Financial, ITES and Telecom Sector

Birla Sun Life Asset Management Company – Associate Vice President

- 10 Years' experience in HR
- Areas of Expertise includes Talent Sourcing, Talent Management, Employee Engagement and productivity Analysis
- Part of the Project Team that set up WNS, Sri Lanka



Ajinkya Potdar

English, Hindi, Marathi
BE
Product Lead in Wipro Technologies with 9.5 years of experience.

Wipro Technologies – Product Lead

- Expertise in Mainframes Technologies in BFSI domain.
- Over all 9.5 years of experience on mainframes technologies.
- Around 4 years of customer facing role at onshore
- Worked in Claims area of insurance and in commercial banking in banking domain
Got Valuable Contribution Award and excellent performance ward.



Asish Karunakaran

English, Hindi,
B.Tech. (Electronics)
Cochin University of Science & Technology
11 Years of Technology Management in BFSI

SBI Capital Markets – Assistant Vice President (IT)

- A Techno Business professional with more than 11 years' of experience in Managing Technology Implementation in Retail
- Banking & Investment Banking encompassing
Information Technology Strategy
Business/System Analysis
Program/ Project Management
Systems Development.



Debaranjan Hazarika

English, Hindi, Assamese, Bengali
B.Tech. (Production & Industrial Engineering)
Motilal Nehru National Institute of Technology
6 years of experience in Automobile sector as a Business Analyst

Bajaj Auto Limited – Assistant Manager

- Study of current business processes and propose improvements to achieve identified targets of business functions
- Project planning, budgeting, partner selection, resource allocation, coordinate project execution and reviews
- Adopt TPM (Total Productivity Management) as a way of improving internal efficiency
- Explore New Technologies for adoption



Dhruba Jyoti Bora

English, Hindi, Bengali, Assamese, Gujarati
B. Sc. (Tech.) in Textile Technology
University of Calcutta
4 Years' experience in Textile Industry
12 Years in Banking Industry

Axis Bank Limited – Deputy Vice President

- Senior member of Security Trustee and Project Finance Monitoring team of the Bank.
- Was member of policy making team for Corporate Banking Operations of the Bank.
- Was monitoring Corporate Credit Operations of entire North Zone of Country.
- Was Head of Corporate Credit Operations for Pune and Ahmedabad with portfolios around Rs.4000 Cr.



Gouri Sardesai

English, Hindi
B.S.C (Botany), University of Pune
15 years of rich experience in Business Operations, Overall Administration, Customer Service & Operations and Process Management across Retail, Hospitality and Fitness industry.

Consultant – Free Lancer

- A competent professional with nearly 16 years of rich experience in Business Operations, Overall Administration, Customer Service & Operations and Process Management across Retail, Hospitality and Fitness industry.
- Lastly working as Solaris Fitness World as Chief Executive Officer.
- Keen strategist & insightful planner with skills in conceptualizing and implementing process development & improvement initiatives to enhance operational efficiencies.
- Adept in managing overall profitability of operations and accountable for strategic utilization and deployment of available resources to achieve organizational object.
- Effective communicator with remarkable ability to interact with internal & external clients by offering courteous, efficient and helpful service.



Hiren Desai

English, Hindi, Marathi, Gujarati
Chartered Accountant and Diploma CIMA
University of Mumbai
6 years post qualification experience and 3 years article ship experience

Star India Pvt Ltd – Project Manager (Account Processing)

- Currently working as Project Manager for Implementation of SAP based Account Processing Module.
- Responsible for coordination and stabilization of AP outsourcing project.
- Actively involved in Statutory Audits and having working knowledge on Indian and US GAAP for work related areas.

KEC International

- Responsible for monitoring project performance and preparation of financial plan.
- Part of In-house Professional Team working with Accenture on Operational Excellence and Process improvement.



Karthik Krishnamurthy

English, Hindi, Marathi, Gujarati. Tamil
B.E - Production., University of Mumbai, India
MSc – Operations and Supply Chain Management, University of Liverpool, United Kingdom
8 Years & 10 months experiences in Retail and Specialty Chemical Distribution.

Anshul Life Sciences: DGM – Strategic Sourcing, IT, MIS

- Headed and Implemented SAP across the organization.
- Handled procurement in excess of Rs. 50 crores.
- Part of the core team that implemented ISO within the organization.
- Setup the research and development center in the pharmaceutical and the food space.

Automotive Manufacturers Pvt Ltd: Head – Retail and EA to ED

- Established a new line of business in Retail. Conceptualized and Setup a chain of retail stores from scratch.



Lalit M Sharma

English, Hindi
M.Sc. Physics, University of Delhi
27 years of varied Banking Sector experience - Corporate Credit Sales, Credit Risk & Administration functions with several new generation banks (Centurion, Times / HDFC and Axis) and retail banking including Branch Head.

AXIS Bank Limited – Vice President, Corporate Banking Operations

- Supervision and monitoring of nearly half the Corporate Credit portfolio (Rs.1,40,000 Crores) of the entire bank. Branch Head of very large branches (Amritsar and Chandigarh).

HDFC Bank Limited – Regional Sales Head

- Headed 3 major segments- Mid Corporates (Assets and Liabilities); Correspondent Banking and Capital Markets for Punjab, H.P., Chandigarh, J&K and North Haryana.

ACADEMIC

- Won various academic awards and distinctions including the Vice President of India's Medal in an International Essay Competition on 'Right to Information' organised by the Indian Institute of Public Administration (IIPA).
- Finalist in the Cooverji Hormusji Bhabha Research Scholarship instituted by Indian Banks' Association at all India level .



Mahesh Vasant Joshi

English, Marathi, Hindi
B.Com, PGDBA (Finance), Diploma (Store Management),
CFA pursuing
Over 15 years' experience in Power Sector Industry in various areas of Corporate Finance & Accounts

- Assisted in preparation of financial statements of Group companies
- Account Payable Management in SAP FICO Module
- Accounting of Investments , Interest ,Borrowing
- Payroll of Top Management,
- Preparation of Weekly Cash Flow
- Certificate awarded for Study Course on Service tax by WIRC of ICAI



Mangesh Pansare

English, Hindi
B E Production
University of Pune
Diploma in Export & Import from IIEI Mgmt.
Graduate Diploma in Materials Management from IIMM Bangalore 1997 in first class

General Manager – Reliance Power Limited

- Head of Materials Management for large MNC plant in India
- Executed the Projects Procurement function of large global scale greenfield Nonferrous plants in India
- Business Development activities for Power Plant
- Complete implementation from inception to execution for Excise,customs,DGFT,Sales tax etc. for any industry in India



Mayank Shah

English, Hindi, Gujrati
MMS (Marketing) Mumbai University
B.E. (Instrumentation) North Maharashtra University.
14 Years of experiences in Managing FMCG and OTC Brands

Parle Products Pvt Ltd: Group Product Manager

- Responsible for Annual turnover of INR 4000+ Cr. Managing various categories of Biscuits, Snacks and confectionaries.
- Leading and managing the performance of teams to ensure efficiency in Marketing operations; Managing Topline and Bottom line
- Develop and implement effective Communication to create Awareness and increase Brand Equity
- Ensure effective Media Planning and Buying to maximize Advertising ROI.



Mushtaq Hussain

English, Hindi

BE Mechanical engineering/ Diploma in marketing management.

Petron Engineering Construction Ltd – General Manager

- Business development in Oil , Gas, Refinery, Power & Cement Projects, Pre-qualification for EPC / LSTK Tenders, Bid no Bid Analysis, Formation of Strategic Alliances like Joint Ventures, Tie-ups with Major Vendors & Sub-contractors, Contractual, taxation and Legal aspects of large EPC.
- Technical and administrative management of the Projects, Post award stage consisting of technical sections (Design & Engineering : Process ,Mechanical, Electrical,C&I, Utilities, Quality, & Safety) and Commercial section (Commercial, Contracts & Procurement), based out of HO.
- Primarily responsible to deliver the Projects from concept to commissioning within the target cost, adhering to the completion schedule , demonstrating the agreed performance parameters and utility consumptions guarantees



Nitin Arora

English, Hindi

MFM, JBIMS-Mumbai, CAIIB

15 year of work experience in Banking Sector

Axis Bank Ltd– Vice President

- Presently posted as Vice President at AXIS Bank Ltd, Corporate Office, Mumbai
- Corporate Banking - Relationship Manager - Mid-Corporates, Mumbai
- Headed Mid-size Branch focusing on CASA, Cross selling and Advances.
- Worked in Credit Department - Fort Branch
- State Bank of Travancore, Indore (1996-99)
- Branch Banking including Customer Service & Operations



Payal Kuldeep Sharma

English, Hindi

Commerce Graduate
University Of Mumbai

- Started my career as a trainee ground staff for British Airways, Air France and Indian Airlines.
- Vodafone Essar Ltd. - Worked in Call Centre Operations as a Team Leader and later in the MIS function, reporting for all Vodafone circles in India.
- Received a total of 8 Quality Awards. Won “Best Team Award” as a Team Coach in 2002. Bought own Team ranking (as a Team Leader) from Rank 13th when I took over the Team in Jan’03 to Rank 2nd in Sept’03 (within a span of 9months).
- Citigroup Global Services Ltd (BPO)- Worked in the Operations Support function as an Assistant Manager which involved monitoring and audit of Sales calls, handling customer accounts for reversals, waivers etc.
- Overall a major part of my experience has been in Operations and in support functions for Operations.



Prajy Kumar

English, Hindi

BSc (Physics), MBA (Marketing & Finance),
CAIIB

7 Years of experience in banking and financial sector

IDBI Bank Ltd Product Manager- Debit & Prepaid Cards

- Analyzing the business needs and accordingly developing new variants of Debit/Prepaid Cards.
- Developing co-branded card products to address diverse needs of various corporate.
- Product analysis on the basis of competitor’s products. Preparation of Product Review papers.
- Coordinating with IT, Operations Team and other related vendors & departments to ensure timely completion of projects.
- Monitor, analyse and re-engineer existing processes and IT systems to entrust a safe and secure transaction system.
- Product Development- Improving the features and facilities of existing Bank Cards.

Tata-AIG Life Insurance Co Ltd: Branch Operations In-charge, Audit Manager

ICICI Bank Ltd: Process and Audit Manager



Rahul Majgaonkar

English, Hindi, Marathi

B.E (Prod) Shivaji University Kolhapur
11 years of experience in IT Industry with 6 years of International experience

Infosys LTD - Project Manager

- Currently working as program manager for major US client
- Has led team both at offshore as well as onsite with offshore peak strength 50+
- Recipient of Most valuable player of Infosys award
- Recipient of National Talent search (NTS) scholarship



Rajesh Chavan

English, Hindi, Marathi

B.E. (Instrumentation & Control)

11 years of work experience in Sales & Marketing, Customer Services in leadership roles

Reliance Communications

- Delivered top line and bottom line business results and have managed the entire value chain.
- Playing a key role in planning and execution of sales, marketing and customer services strategy, I have delivered YoY growth of 40% in Sales in CESA India and initiated and executed cost optimization projects cutting cost by 24% in Service in Reliance Communications.
- Led sales, marketing and customer services teams at both regional and national level.
- Skill sets include people management, setting up and managing channel distribution network, retail sales and service network for new products and geographies. My experience has helped me develop strong understanding of consumer behavior.



Ranjan Prakash

English, Hindi
B.A.
University of Patna
6 years banking experience

IDBI Bank Ltd – Assistant Manager

- Deft in administering branch operations for ensuring optimal service and efficiency. Proficient in handling operations - Advance & Deposits – entailing opening of accounts, processing loans, handling Cash Management Services, Processing of Tax, Payments, managing Investment portfolios and MIS.
- Have worked as Protocol officer for IDBI Bank, and framed Strategic Paper for IDBI Bank for CSR activity, Card Payments, Account Opening etc. Have been actively involved in the harmonization of HR activities after amalgamation of IDBI Bank with United Western Bank.
- Have been successfully involved in client risks profiling for investment, return analysis of various investment products available in the market and suggesting and maintaining the portfolio of clients.



Ratnesh Vijayvargiya

English, Hindi
BE (Computer Science and Engineering)
Rajiv Gandhi Technical University
7 years of experience in IT Industry specializing in BFSI domain

JP Morgan – Test Manager

- CSTE and ISTQB Certified Test Manager (Architect) possessing diversified experience within BFSI functions
- Formulated Test Strategy for projects involving multiple financial applications/systems
- Agile Methodology Expert – Facilitated Agile implementation in various projects across the LOB
- Expert in designing automation frameworks for manual processes in banking operations
- Led a dedicated team of functional and automation QA experts spread over multiple testing assignments



Sachin Gulati

English, Hindi
M.B.A (Marketing), ERP Baan (National Institute of Industrial Engg)), Diploma in Packaging (DIP).Post Graduate diploma in Materials management (PGDMM))
Professional with 13+ years of successful management experience.

Reputed Group - Sr Marketing & Sales Professional VVF LTD - (FMCG – MNCs) - Sr Professional Marketing & Sales

- Creating and launching product, Product development, Advertising, Promotions, Modern Trade operations , of the entire Personal Care Products, Strategic Analyst of Skin Care & Hair care Products i.e. Doy Care, Jo & Schiff Range Of Soaps, Body Wash etc. on all India basis as well as food products edible oil,sunflower,kanchi dani oil /beverages in various SKU.
- **ONIDA, MIRC ELECTRONICS - Product Manager**
- Managed the entire product line life cycle from strategic planning to tactical activities. Handled Product launch all the products of Consumer Electronics Division on all India basis.
- Developed and implemented brand strategies to meet business growth and profit objectives, Managing ATL/BT L functions
- **ADD PENS LIMITED - Product Manager**
- Successfully launched entire products of ADD Pens Ltd. under the ADD Gel Brand.
- Innovated Media Plan (ATL & BTL Plan) to channelize marketing communication plan towards target segment.



Sandeep S Kalantri

English, Hindi, Marathi
BE (Electrical Engineering)
Govt. Engg. College, Aurangabad
14 years exposure in different activities of electricity transmission sector

Superintending Engineer - Maharashtra State Electricity Transmission Co. Ltd

- Working with MSETCL (previously MSEB) for last 14 years, presently manning (Operation & Maintenance) 39 substations & 5000+ km of lines for 132 kV & above, wheeling 16 billion units of energy annually.
- Worked for testing lines & transformers up to 400 kV
- Trained for Live Line Maintenance Technique (by Hot Stick Method)
- Short stint in implementing ERP in MSETCL (as a Project Manager), also worked for EHV substation construction



Sanjay Gupta

English, Hindi, Marathi
M.B.A (Marketing), B.E. (Production), University of Pune
11 Years of cross-sector experiences in Consumer Durables, Advertising & Retail (Rural & Urban) in Category Management &

Marketing at Leadership Position

Pantaloon Retail (India) Ltd – Manager (Consumer Durable)

- Responsible for leveraging Organization’s strengths & aligning resources by formulating Product/Category strategy to full-fill Organizational objectives of Turnover & Profitability
- Adept in preparing & implementing Business Plan consistent with the Management guidelines.
- Anticipating consumer preferences, identifying market gaps & competition mapping. Functional skills include creating Product Portfolio, formulating Product pricing & sales promotion schemes, briefing Advertising Agency for segment based communication.
- Cross – functional collaboration with Sales, Finance, Logistics, Service, R&D & Production to achieve desired results. Team building through motivation & skill development.
- Previous Organizations: Sansui- India, Godrej Agrovet (Rural Retail – Aadhaar), Mirc Electronics & Confluence Communication.



Saraswathi Chandrashekar

English, Hindi
B.E.
Regional Engg College, Trichy
Bharathidasan University
14 years’ experience in Energy sector Financing and a brief stint in Teaching & defense sector

Rural Electrification Corporation Ltd – Manager-Technical

- 14 Years of experience in Power Distribution Project financing.
- Handling a portfolio of Rs. 10000 crores
- Awarded as ‘Best Employee’
- 2 years’ experience in teaching at Maulana Azad College of technology, Bhopal.
- 2 years’ experience in Defense sector - working with CNC machines & PLCs.



Sunil Bansal

English,Hindi,Marathi

PGDBA (Marketing.), B.E. (Mech.)

16 Years of experiences in channel sales management, business development, strategic planning, operations management, and key account management.

Kodak India Pvt. Ltd. – National Manager -Business Development, Retail System & Solutions & Event Imaging Solutions

- Managing the sales & business plan objective.
- Developing the market coverage & distribution plan.
- Spearheading the new business development initiatives.
- Monitoring competitor activities and devising effective counter measures.
- Sales promotions strategies, lead, organize, monitor and execute various promotional activities such road shows, trade shows, customer meets etc. to create product awareness and achieve business goals.
- Business & retail plan for event imaging solution.



Vinay Thakker

English, Hindi, Marathi, Gujrati

B.M.M

University of Mumbai

6 years of experience in Entrepreneurship, FMCG Marketing and Advertising

Oddinary Marketing India Pvt. Ltd – Founder Managing Director

- The youngest agency in India handling Advertising for a Hindustan Unilever Brand - “OK” Dishwash Bar
 - Within 1st year of Incorporation, led the company to work with the biggest National & International brands like Goethe Institut (Germany)
- Hindustan Unilever Limited: Sr. Brand Executive**
- Project Manager for the Successful 2009 National Brand Relaunch of Bru Coffee – 500 crore Brand.
 - Conceptualized & managed one of Hindustan Unilever’s Biggest Rural Activation, reaching out to more than 1 crore consumers.



Vikram Hemrajani

English, Hindi, Marathi

BE

University of Mumbai

11 years of experience in IT primarily with Investment banks

Morgan Stanley– Vice President- Sales Technology

- Currently managing the global CRM technology operations out of the Mumbai location.
- Ability to balance multiple work streams and manage globally distributed teams.
- Strong understanding of capital markets and various lines of businesses including Securities Lending & Prime Brokerage.
- Experience working with multiple constituencies across the firm – traders, collateral/cash management and operations.
- 7 years of international experience

CITIGROUP GLOBAL MARKETS – Prime Brokerage-Vice President

- Manage key projects within the Prime Brokerage Technology including global cross-product services including securities lending, custody and safe keeping of assets.

Also in the class

- Pravin Singh
- Shekhar Tewari