



IIM Indore - PGPMX

Class Profile – Batch 2012/14

Post Graduate Program in Management for Executives

2012-14

Name	Amit DHAND
Experience	13+ Years
Designation	Project Manager at Emerson/Avocent (Software)
Work Function	Information Technology, General Management
Education	B.E. in Computer Science from Amravati University



Area of Expertise Managing software products & projects for product engineering teams and various clients across geographies (India & overseas) catering to Banking, Lending (loans, mortgage & auto loans), and Data Center Infrastructure Management (DCIM) domains. Strong client engagement skills, pre-sales, project execution (schedule, scope, cost & resources) & product up-sales. Hands-on experience working with various web & client-server technologies. Over 13 years of software experience working with Zensar, Oracle and Emerson.

- Achievements**
- Extensive experience in product management, development & delivery, client consulting & solution implementations for clients in Americas, Europe, Middle-east, Japan & Singapore.
 - Managed over 12 product release cycles, executed deliverables worth over 5 million USD.
 - A certified project management professional (PMI), recipient of performance excellence awards in the individual & team category whilst at Oracle.
 - Acknowledged & awarded by the client for successful project implementation in Japan.

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Name	Amit KHANDELWAL
Experience	13+ Years
Designation	Senior Manager, Strategic project planning at Volkswagen India Ltd.
Work Function	General Management
Education	B.E. in Mechanical Engineering from Jay Narain Vyas University, Jodhpur, India.



Area of Expertise Business Excellence Management, Lean, Business Process Management, Production & Processing Planning, Total Quality Management, Supplier Quality Management, Operation Management, Strategic Project Planning, Project Controlling, Business Case, Budget Controlling.

- Achievements**
- Vast experience in operations and recognition for various best performances in the field of operation management (Productivity improvement, Cost saving projects, process improvements, problem solving, Customer relationship Management)
 - International exposure of 3 years in Germany in the field of Business Excellence Management
 - Certified EFQM assessor for Business Excellence
 - Successful accomplishment of various international benchmarking projects.

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Name	Amit MISHRA
Experience	6+ Years
Designation	Senior Quantitative Algorithmic Trader at Motilal Oswal Securities Ltd.
Work Function	Financial Services
Education	B.Sc. in Math's, Statistics from University of Allahabad.



Area of Expertise Designing, developing, testing, financial modeling, deploying and optimizing algorithmic / high-frequency trading strategic in Indian capital markets.

Achievements N.A.

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Name Atul DEOLEKAR

Experience 8+ Years

Designation Tech Lead at iGATE (IT)

Work Function Information Technology

Education B.E. in Mechanical Engineering from SGSITS, Indore.



Area of Expertise A Techno-Business professional with more than eight years of IT Experience. Domain - Banking & Financial Services, Area of Expertise - Corporate Banking, Bank Mergers, Debt Management and Fixed Income Product. Roles and responsibilities - Requirements analysis and solution design, Project delivery, building customer relationships, BFS Functional Consultant, Agile Expert.

Achievements

- Setup of IT consultancy firm in UK (Deolekar Ltd.) to provide Debt Management (Banking) services.
- Successful delivery of Royal Bank of Scotland and Ulster Bank integration project.
- Managed "Reference Data Systems" which was designed for corporate banking customer.
- Designed and implemented Fixed Income Analytics functionality for a major US investment firm.

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Name Govind SAWANT

Experience 16+ Years

Designation Deputy Controller International Marketing at ISAGRO (ASIA) Agrochemicals Pvt. Ltd.

Work Function Agrochemicals (Agro Input), General Management

Education M.Sc (Agriculture) from Konkan Krishi Vidyapeeth, Dapoli.



Area of Expertise Sales and Marketing of Generic and Proprietary Agrochemicals in Overseas market, Identification of new markets, Segment for Agrochemicals in Overseas Market. Dose Fixation, Screening and Regulatory field trials, Registration and commercialization of proprietary molecules in overseas market export logistic, Strategic Planning and Budgeting.

Achievements

- ASPEE - All India Junior Fellowship for M.Sc (Agriculture)
- Hexamar Gold Medal for outstanding performance at M.Sc.

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Name Govind SHARMA

Experience 13+ Years

Designation Project Manager at Wincor Nixdorf (Retail IT Solution)

Work Function Professional Service, IT Delivery & Pre-sales.

Education B.Com (Mumbai University), GNIIT.



Area of Expertise 13+ successful years of experience in IT Project delivery both in International and Domestic market, Professional Service, Engagement Management, Outsourcing & Transition Management, Interaction with C-level.

Achievements

- Participation in first offshore support transition project @ Capgemini India.
- Successfully managed Business Readiness Stream during implementation of new promotion management @ leading retailer in the UK (during the Christmas peak)

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Name	Mahesh Malkar
Experience	12+ Years
Designation	Assistant Vice President – IT, HDFC Bank Ltd.
Work Function	Unit head of IT Projects team
Education	B.E Computers From Mumbai University
Area of Expertise	Project Management, Handling budgets worth `10 Crore annually, System architecture & design. Lead successful implementation of various enterprise level applications like Oracle Applications, COGNOS, Sharepoint, Hyperion Financial Management, Oracle BPEL, SAP HCM etc. Possess expert level knowledge in ERP implementation.
Achievements	N.A.



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Name	Manoranjan BISWAL
Experience	21+ Years
Designation	Financial Controller with Cameron Corporation.
Work Function	Finance, Accounts and Controlling.
Education	ACMA, M.Com., CISA.
Area of Expertise	Financial Accounting, Budgeting & Control, Business Planning & Analysis, Internal Control, Financial Analysis & Reporting, Team Management, SAP.
Achievements	<ul style="list-style-type: none"> ▪ Developed high performance finance team to drive disciplined growth and strengthen controls ▪ Developed and implemented standard operating procedures, Implemented SAP within minimum time frame and no hiccups



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Name	Milind PATKE
Experience	29+ Years
Designation	DGM Strategy in-charge of CRM Project at Bharat Petroleum Corporation Limited (Oil & Gas).
Work Function	General Management, Marketing.
Education	BE (Mechanical), From Delhi College of Engineering, Delhi.
Area of Expertise	I have a core competence in the area of Technical Services of Petroleum products with special focus on Lubricants and its marketing in India. After Lubricants Sector was deregulated, I have held several key position in lubricant BU during 1998-2011 - Territory Manager (Lubes), Kolkata, Regional Manager(East), Head Supply Chain (Lubes), Lubes HQ, Mumbai, Head Industrial Lubes, Lubes HQ, Head Strategy Lubes, Head OEM Lubes, All India Marketing Manager (Reseller & Direct), Lubes HQ reporting to Business Head, Lubes, Mumbai.
Achievements	<p>I take pride in listing three of my major achievements</p> <ul style="list-style-type: none"> ▪ I was instrumental in abolishing wasteful work practices in a blending plant in East India, thus leading to improvement in productivity. ▪ I was able to tie up significant OE business in Auto Sector. This not only improved volumes and values for the business but also lent greater credibility to our Lubricants brand. ▪ I spearheaded the “product differentiation strategy” to give new direction to the Lubricants.



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Name	Mukesh SACHDEV
Experience	15+ Years
Designation	Vice President - IT Information Technology at HDFC ERGO General Insurance Company Ltd.
Work Function	Information Technology, General Insurance (Non-Life Insurance)
Education	B.E Electronics - Mumbai University.



Area of Expertise Large Scale Software Solution (Program) Implementations in Life & Non-Life domains across the globe with disparate platforms/technologies.

- Achievements**
- Consistently being rated highest in current and previous organizations.
 - Awarded with Letter of Appreciation for outstanding Leadership Team Awards to the teams led.
 - Successful Implementation of various large scale programs like :
 - Policy Admin System in HDFC ERGO for 80+ Retail & Corporate Products covering Policy Issuance (with Point of Sale and Uploads);
 - Re-Insurance, Accounting, Claims, integrated with various disparate systems, portals etc.,
 - Straight Through Processing Policy Issuance and Policy Admin System for Guardian Life Insurance Company in New York
 - GE New Insurance Underwriting System (GEnius); Life-Insurance New Business Case - Wing to Wing automatic solution to reduce the case processing time.

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Name	Nikhil KUMAR
Experience	14+ Years
Designation	Functional Consultant at Tata Consultancy Services (Information Technology)
Work Function	Business Analyst, Information Technology
Education	B.A. (Hons) French from Jawaharlal Nehru University, New Delhi.

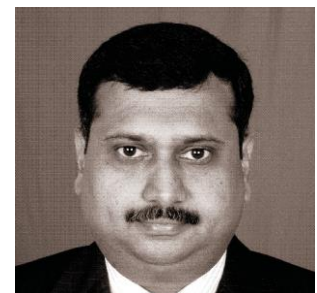


Area of Expertise Loan Management System including appraisal monitoring & handling of stressed assets, Requirement gathering & Project Implementation, Business Banking and Corporate Finance, Credit Risk Management, Basel Norms & Trade Finance.

- Achievements**
- Implementation of loans Origination system for corporate Banking at India's Largest Bank
 - Implementation of technology re-platform of a large multi-national bank across emerging markets.
 - Managed loan portfolio of `2000 Crores as credit officer at State Bank of Patiala.

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Name	Nobin CHITNIS
Experience	17+ Years
Designation	Client Director at Tata Consultancy Services Ltd.
Work Function	Information Technology, Sales
Education	B.E. in Electronics Engineering from Mumbai University.



Area of Expertise Domain Experience: Insurance & Banking Management; Expertise: Project Management, Account Management, Business Development, Large Relationship Management.

- Achievements**
- Acquiring a large Dutch Bank as a customer.
 - Opening an overseas office in the Scandinavian region & operationalizing it. Demonstrated 300% growth in this market in 18 months.
 - Instrumental in successfully creating a demand and pitching for a business transformation case at one of largest private Life Insurance Company in India.
 - Securing a largest SAP platform

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Name	Pankaj KALRA
Experience	15+ Years
Designation	Account Manager at Tata Consultancy Services Ltd.
Work Function	Information Technology
Education	B.E. in Electronics from Mumbai University.
Area of Expertise	Information Technology with 15+ Years of experience in IT Project Management, Engagement Management.
Achievements	<ul style="list-style-type: none"> ▪ PMI PMP Certified, ITIL certified, Certified Scrum Master



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Name	Rajeev AGARWAL
Experience	11+ Years
Designation	SVP and Head - Equities Technology India Captive at Citicorp Services India Ltd.
Work Function	General Management, Information Technology
Education	B.E. from M.I.T.S. Gwalior; M.Tech from National Institute of Technology, Karnataka.
Area of Expertise	Capital markets IT captive strategy, high end technologies, large scale and real time trading / analytics, technology systems development, large team setup, project / program management, coordination with senior stakeholders, experience of managing globally distributed development team, COE engagement models.
Achievements	N.A.




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Name	Rajeev BHANDARI
Experience	20+ Years
Designation	Head - EPC Proposals (Earlier Head EPC Project Control) at Hindustan Construction Company (Engineering & Construction)
Work Function	Proposals, Project Management and Project Control
Education	M.Tech in Thermal Science from University of Calicut, Kerala.




Area of Expertise	Project Control and Project Management, Change Management, Risk Management, Cross discipline co-ordination, Cross functional co-ordination
Achievements	<ul style="list-style-type: none"> ▪ Developed project control systems for the EPC department handling `2700 Crores Kishanganga hydropower project ▪ Established the project control department at Essar Engineering Services Limited including systems and procedures. ▪ Handled engineering project control of `1200 Crores OSBL part of Vadinar refinery ▪ Lead project management and project control manager for the `700 Crores PSF plant (CP11) at Reliance. ▪ Handled multiple small Polyester projects in Reliance Industries Limited ▪ Graded excellent for M.Tech ▪ Third rank in university for B. Tech


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Name	Rajeev SONI	
Experience	16+ Years	
Designation	Country Manager - India and Mid-east at Aspect Software	
Work Function	General Management, Human Resources, Sales, Marketing	
Education	B. Tech (Electronics & Telecommunication), Allahabad University.	
Area of Expertise	Eager to learn new things and self-driven towards execution with a sense of urgency. In depth sales and consulting experience ideally gained in a technical solution selling organization. Experienced in selling to business and technology levels.	
Achievements	<ul style="list-style-type: none"> ▪ Revenue contribution since inception exceed \$125Mn. Led cross-functional team to win 25+ deals of >US\$1.0Mn and 50+ >\$500K deals. Consistent revenue growth Y-o-Y of channel & direct business and exceeding the sales operating plan for 5 years in a row. Revenue share in Aspect APAC now above 40% (up from 32% in 2008 and 14% in 2005) in Fy12. ▪ Market leading position in several B2C communication led verticals in India. ▪ Successful launch of Digital innovation practice and Microsoft PS practice. ▪ 70% sales team achieving distinguished global sales performer award 5 years in row. ▪ Channel partners received 'Global top sales' attainment in 2008, 2009 and 2011. ▪ Consistent recognition by Industry analysts on growth leadership, price value differentiation market share leadership. ▪ Zero defect audits pass for 7 years in row. Auditors are Ernst & Young. Recognized by financial controller (based in UK) as one of the best managed operations in APAC through demonstrable implementing of processes, policies and procedures. ▪ 2nd highest visits after US on social pages and micro-sites for region, leading to brand building and demand generation. ▪ Successfully rolled out GPTW (great place to work) initiative and several sales and operations related policies (in line with Aspect's stated goal of public listing), viz. revised revenue recognition and booking policies, ethics, transfer pricing norms, cost/budget management (including optimization) etc. ▪ Opened offices and recruited channel partners in Mid-East. Delivered 150% Y-o-Y revenue growth on initial 3 years on smaller base. Last 2 years sustained wins and revenue growth of 80% in BFSI, Telecom and Airlines including win of Largest multi-country opportunity of Integrated Unified Communication in Airlines sector, i.e., Qatar Airways ▪ Experience of working of functional / matrix structures where sales and professional services collaboration. ▪ Proven history of employing creative and effective decision making. Innate capacity for strategic thoughts, maturity to develop trusted relationships with senior leaders internally and externally, powerful intellectual curiosity, toughness and stamina to tackle strategic challenges and a relentless drive with a high energy level to find solutions. Strategic and critical thinking skills - analytical, logical, data driven. 	

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Name	Rohit Kumar	
Experience	8+ Years	
Designation	Senior Manager - Institutional Sales Mumbai at Birla Sun Life Assets Management Company Ltd. (Financial Services)	
Work Function	Sales	
Education	B.Com (Professional) from Guru Nanak Dev University, Amritsar; CFA from ICFAI.	
Area of Expertise	Institutional Sales, Handling large size corporate, Banks, Financial Institutions, Managing of `10,000 Crores of Assets under Management, Accountable for increasing sales growth and driving sales initiative in order to achieve business goal.	
Achievements	<ul style="list-style-type: none"> ▪ Nominated for the Chairman's Individual Awards in the category of Young Professional (Aditya Birla Awards for Outstanding Achievements 2011) ▪ Winner of Aditya Birla Financial services Inspiration Awards 2012 for Customer Centricity ▪ CEO Award for Functional Excellence 2012 ▪ CEO Award for Functional Excellence 2011 	

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Name	Sachin VAKIL	
Experience	15+ Years	
Designation	General Manager - Human Resources at Hutchison Global Services Pvt. Ltd. (BPO - ITES) [Telecom]	
Work Function	Human Resources	
Education	Bachelor in Commerce from Mumbai University; Diploma in HRM from Welingkar Institute of Management Studies.	
Area of Expertise	Talent Acquisition, Business Partner – HR, Organizational Development (OD) Operations Delivery	
Achievements	<ul style="list-style-type: none"> ▪ Awarded for “HR Leadership” by World HRD Congress ▪ Awarded RASBIC (Recruitment & Staffing Best in Class) Personality of the Year ▪ Accredited on MBTI ▪ Accredited on CPBA (Certified Professional Behavioral Analyst) 	

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Name	Shivi YECHO	
Experience	12+ Years	
Designation	Business Analyst - Insurance at Accenture (Information Technology, Consulting, Technology)	
Work Function	General Management, Information Technology, Business Analyst for Insurance Companies	
Education	B. Com from Delhi University; Post Graduate Diploma in Insurance and Actuarial Sciences; Fellowship in General Insurance from Insurance Institute of India; CPCU from American Institute of Insurance; AINS certified from AICPCU.	
Area of Expertise	Insurance Domain Expert (General Insurance) with an experience of 12 years with an exposure to both American and Domestic Indian Insurance Market.	
Achievements	N.A.	

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Name	Soumya Ranjan PARIDA	
Experience	11+ Years Currently as a part of Chairman’s office, involved in formulation of strategy for business growth by optimization of operational issues, identifying key parameters affecting profitability, identifying alternative fuel mix and achieving cost leadership.	
Designation	Deputy General Manager at Essar Power Ltd. (Power and Infra)	
Work Function	General Managements, Operations, Commercial Operations	
Education	B.E. in Electronics and Instrumentation from Gandhi Institute of Engineering and Technology, Odisha; PGD in Thermal Power Plant Engineering from National Power Training Institute, Nagpur.	
Area of Expertise	Expertise in areas of project and contracts management for coal based power plants, in understanding of regulatory (PPA, Case 1 & Case 2 bidding etc) and statutory (Ministry of PCB, Ministry OC, Ministry OP etc) aspects involved in establishing thermal power plant, in understanding of cost structure of various capital goods suppliers specifically Chinese. Overall 11 years of experience in Power sector starting from Sterlite, GE Energy and Currently with Essar from 2007 mainly in project erection, commissioning, tender finalization and bids evaluation.	
Achievements	<ul style="list-style-type: none"> ▪ Has been identified as key talent by Essar Power business being made part of its flagship GenEssar Program. ▪ Was awarded with Certificate of Merit by BALCO senior management for completion of project in record time. 	

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Name	Sushil ZAREGAONKAR
Experience	8+ Years
Designation	Head - New Business Initiatives, India at Diebold Systems P. Ltd. (Financial Self-Service, Security and Services)
Work Function	Sales, Marketing
Education	B.E in Computer Science from Mumbai University.
Area of Expertise	Sales and Marketing, Expanded Rolta's Consultancy Services business in Southern European Region.
Achievements	<ul style="list-style-type: none"> ▪ Successfully launched Diebold's new products in India.



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Name	Tapas SENGUPTA
Experience	25+ Years
Designation	Head Installation Audit at Nokia Siemens Networks (Telecom)
Work Function	General Management, Commercial Operations, Technical
Education	B.Sc. (Physics, Chemistry, Math's); B.Tech (Electronics & Telecom from Allahabad University)
Area of Expertise	Production, Technical, Team Management, Customer Management, Production Management.
Achievements	<ul style="list-style-type: none"> ▪ Development of Microwave Production facility at ITI Ltd. ▪ Wireline, Broadband roll out, fiber and copper rollout for Reliance



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Name	Varun MATHUR
Experience	8+ Years
Designation	Deputy Manager - Project at Hindustan Petroleum Corporation Ltd. (HPCL) (Oil & Gas)
Work Function	General Management, Project Planning, Monitoring & Coordination.
Education	B.E. (Mechanical) from Pune University.
Area of Expertise	Project coordination and monitoring (working in MSP/Primavera), Enterprise Resource Planning, ERP (JDE).
Achievements	<ul style="list-style-type: none"> ▪ Successfully coordinating various marketing project of the corporation (Cumulative cost of approx. 800 cr.) spread across the country by implementing various project planning & monitoring tools (MSP/Primavera/ERP). ▪ Development of operational and HRM module in the process system of the plant thereby ensuring annual increase in throughput of the plant.



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Name	Vinod MEHTA	
Experience	14+ Years	
Designation	Head, Information Solutions, India at Sanofi (Healthcare)	
Work Function	Information Technology	
Education	PGCBM in Business Management from University of San Diego, California.	
Area of Expertise	<p>Reduce Cost, generate revenue and expand market through strategic decision & governance framework, and continuous process improvement that would consistently ensure high quality, under budget, timely deliverables to the customers by keeping business and delivery aligned. 14+ years of result oriented international experience in leading, planning, managing and implementing various global business software applications on various platform ranging from cloud, mobile and web technology in a matrix organization.</p> <p>Excellent track record and proven leadership skills in complex software development and stake holder management on a global scale utilizing cross-functional virtual teams practicing Agile and waterfall methodologies.</p> <p>Strategic Transformer - Defined and directed the portfolios of strategic Global Information Services initiatives - Liaison between business leaders and information services with customer centric approach.</p> <p>Tactical Enabler - Provided business need analysis, prioritization, vendor management and numerous on-time and under budget successful implementations.</p> <p>Experienced in creating framework for delivering Global Information Services ahead of schedule and achieving cost-of-processing reduction using technology and business re-engineering initiatives.</p> <p>Experienced with technical leadership, managing and building high performance, multicultural, global teams and mentoring the in fast paced environments.</p> <p>Diverse industry experience in the life science, biotech, pharmaceutical, software, manufacturing (process), wholesale distribution, Application Service Provider (ASP), construction engineering and publishing.</p> <p>Innovative use of technology to maintain strong and steady alignment with business needs and information services strategies.</p>	
Achievements	Leader in S/W Development, Achieving successful results, PMO, Program and Project Management, Microsoft Technologies Expert, EnterpriseOne ERO Expert, Salesforce.com Expert.	

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