



Abhay Dasari

Professional Experience : 25 years

Since Jan 2015: Founder Director
18North Systems Private Ltd.

Jan 2013 – December 2014:
Head of Presale and BD Support, BFS AVM SBU,
Cognizant Technology Solutions.

August 2010 – April 2012:
Member of Team – Large Deals
Cognizant Technology Solutions.

May 2000 - Jan 2010:
Senior Engineer, Proposals & Marketing,
**Swisscom Financial Custom Solutions AG,
Switzerland (Formerly COMIT Strategic Sourcing
AG)**

Jun 1995 – Apr 2000: Software Specialist,
Patni Computer Systems Ltd.

Sep 1993 – May 1995: System Analyst, **DSS
Infotech Pvt Ltd.**

Education

MCS – Computer Science
N Wadia College, Pune University

Key Engagements & Deliverables

- In his current role as Founder Director 18North, Abhay helps CIOs, IT SMBs and Startup Founders to bring absolute certainty in their business outcomes by conceptualizing, engineering and maintaining highly responsive and elegant - cloud based and hybrid digital services. Please look at his LinkedIn Profile for more details <https://www.linkedin.com/in/abhay-dasari/>
- At Cognizant, Abhay was heading its BFS AVM SBU's Presales and BD Support function where he had responsibility for the solution design, orchestration and delivery of bids in the range of USD 5 million to USD 100 million for Cognizant's BFS AVM SBU.
- In Switzerland, Abhay was Program Manager for a USD 1.5 Million IT Program to architect design, develop, and host *Player Transfer Matching System (google keyword)* for FIFA. FIFA's aim was to bring transparency into USD 2+ Billion Player Transfer payments. FIFA took this program to its 208 member nations from 2008. In other engagement, Abhay was responsible for all IT Programs of worth USD 1.5 Million per year (for period of 5 yrs.) of the *Investment Funds Division of Swiss Depository in Zurich, Switzerland* and delivered significant business outcomes
- At Patni and DSS Infotech, Abhay had development and design centric roles at offshore (India) and Onsite (USA) for customers in Manufacturing and Airlines space.

Skill-set competency & Expertise

- IT Product Engineering, IT Service Management, Microservices Architectural Patterns, General Management, Organizational Resilience, People Management, BFS and Fintech,, Customer Centricity, Capability Development, Consulting, Outsourcing, Program Management

Languages Known

- English
- Hindi
- Marathi

Learnings

- Various and Lifelong



Mohd Adnan Khan

Professional Experience : 9+ years

Since December 2017:

Business Head
RDC Concrete

September 2016 – December 2017:

National Sales Manager
RDC Concrete

September 2013- September 2016:

Territory Sales Manager
ACC Limited

August 2011 – September 2013:

Assistant Manager
ACC Limited

September 2010 – August 2010:

Graduate Engineer Trainee
ACC Limited

Education

B.Tech – Civil Engineering,
ZHCET , Aligarh Muslim University

Key Projects & Deliverables

- Successfully managing and handling western zone in ready mix concrete business, leading a team of 70 people and managing a turnover of about 300 Cr. Strong in developing partnerships with Business stakeholders to be their trusted advisor and nurturing excellent relationships with partners and vendors
- Core Competence in Sales & Marketing for ready mix concrete solutions based on Market research creating positioning for Value Added solutions in the industry.
- Proficient in training & managing sales team to strengthen domain competency, focused on acquiring new business in different geographies and ensure value addition to customers .Developed training modules like value based selling, negotiation skills & Product price placement
- **Salesforce management** : Development & Implementation of CRMs, Sales forecasting, performance tracking ,tracking& aligning sales activity towards goal achievements
- **Training Salesforce** : Identification of training needs of the team and creating a training calendar and developing different training modules based on the requirement
- **Branding & Marketing** : Evaluating the brand status of the organization planning & organizing branding activity. Plan and execute marketing strategies to cater problem focused solutions, impact customer experience and increase revenue

Skill-set competency & Expertise

- **Functional Domain** – Business Leadership ,Sales & Marketing , Talent assessment & Team building, People development & Training, Supply chain management, Ready mix concrete technology
- **Technical Skill-Set** – CRM, ERP, Microsoft Word, Excel

Languages Known

- English
- Hindi
- Urdu
- Arabic

Certifications

- GMI Certified Professional- GMI
- Young Leadership development – IIT B
- Leadership Mastery program – ACC-ACL
- Asian RMX Course- Holcim Lafarge



Alok Bihari Sharan

Professional Experience : 16+ years

Since April 2016:

Sr. AVP (CFO & HR)/ Chief Manager

**State Bank of India,
Retail Branch, Bahrain**

June 2010 – March 2016:

Branch Manager in various branches

State Bank of India (eSBH)

June 2008 - June 2010:

Dy. Manager (Marketing)

State Bank of India (eSBH)

February 2005 – June 2008:

Asst. Manager (Credit)

State Bank of India (eSBH)

Education

CAIIB,

Indian Institute of Banking and Finance

B. Sc. (Hons.)

Tilkamanjhi Bhagalpur University, Bhagalpur

Key Projects & Deliverables

Finance & Accounts : Worked as Financial Controller responsible for preparation and submission of regulatory returns and financial statements at foreign branch of State Bank of India for four years from 2016-2020. Active participation in the strategic planning, budgeting and forecasting processes. Analysis of performance and participation in performance review with top management.

Instrumental in implementation of IFRS 9 & IFRS 16 accounting standards at the branch and development of Expected Credit Loss Policy and model. Implementation and overall responsibility of Value Added Tax (VAT) in SBI, Retail Branch, Bahrain.

Human Resources : Handling Human Resources Department related to identification of vacancy, recruitment of employees, performance appraisal, compliance of labour laws, establishment, training and development, drafting and updating the HR Policy of the Branch.

Risk Management : Asset Liability Management of the Branch and coordination with various departments for management of Operational Risk, Liquidity Risk and Market Risk.

Branch Operations & Marketing : Marketing of Banking products and business development as Branch Head with consistent performance. Setting up of two new branches of State Bank and working as Branch Head turning those branches into profit centre within a year.

Skill-set competency & Expertise

Functional Domain : Finance & Accounts, Strategic Planning, Training and development, Marketing of Retail and SME products, Branch Management and Business Development, Risk Management, Handling audit teams, Credit Appraisal and Customer Service. Consistent performer with strong sense of commitment and ownership to the job assigned.

Languages Known

- English
- Hindi
- Gujarati

Certifications

- Certified Anti Money Laundering Specialist
- Certified Financial Planner, FPSB, India
- Certificate in Commercial Credit from Moody's
- AML KYC from Indian Institute of Banking & Finance
- Certification in Risk Management, Accounting, Asset Liability Management and HR from Bahrain Institute of Banking & Finance



Amit Agarwal

Professional Experience : 23+ years

Since December 2007:

Director

Raja Software Labs Pvt. Ltd.

October 2006 – December 2007:

Sr. Software Engineer in **Symantec India**

August 2004 - October 2006:

Sr. Software Engineer

Motorola India

June 2000 – March 2004:

Associate

HCL Perot System, Bangalore

Education

B.Tech – Chemical Technology

HBTI Kanpur

Key Projects & Deliverables

- RF Network Monitoring Tool optimization
- Generic Rendering Engine
- pcAnywhere tool for Windows Vista
- Worked with various startup clients to help ship their products
- Developed IP based virtual phone system for Windows 2K
- **People management** : Work with various teams and mentor them
- **Company Growth**: Helped in growing the company from 4 people to 180.
- Project Estimation: Worked with different stake holders to estimate project timeline and deliver them.

Skill-set competency & Expertise

- **Functional Domain** – Mobile Applications, CDMA, Project Management, People Management, Product Life Cycle Management, Product Development Cycle,
- **Technical Skill-Set** – Mobile Application Development (Android, iOS), GIS, Windows Desktop/Mobile development, Configuration Management Tools, Various Frameworks and Programming Languages

Languages Known

- English
- Hindi

Certifications

- Sun Certified Java Developer
- .NET Microsoft Certified Developer
- Brainbench C++, Java developer



Ankit Khetan

Professional Experience : 5.5+ years

Since July 2019:
FS Advisory Consultant
Ernst and Young

Oct 2018 – June 2019:
Assistant Manager
Deloitte

Sep 2016 - Sep 2018:
Risk Associate
PwC

Oct 2014 – Sep 2016:
Senior Software Engineer
Capgemini

Education

B.E – Information Technology
Fr. CRIT, Vashi (Mumbai University)

Key Projects & Deliverables

- Understanding Process, Process Analysis to identify key Business Risk and Technology Risk
- Providing Solutions to mitigate the Risk identified in Business Processes specifically in Financial Services Domain and have catered Globally Leading Banks, Investment Banks, Securities Services.
- Key domains – Banking Operation, Investment Accounting and Valuation, Trade Processing, Credit Risk
- Worked on Global Banking Regulation – Analyzing Capital adequacy requirement as per COREP Standards and BASEL Standards
- Currently working on BCBS 239 Banking Standards, SOX Reporting and US IHC Banking Standards to ensure the compliance from regulatory Standpoint

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Risk Analysis, Business and Technology Consulting

Languages Known

- English
- Hindi

Certifications

- CeH
- CISSP



Bhushan Rane

Professional Experience : 9 years

Since April 2016:

Buying Professional SCM
Siemens Limited

July 2012 – March 2016:

Asst. Manager – Project Procurement
Railsys Engineers Pvt Ltd

June 2011 - May 2012:

Project Coordinator - SCM
Kartin Control & Switchgear

Education

B. Com

L S Raheja College of Arts & Commerce
Mumbai, Mumbai University

Key Projects & Deliverables

- Handling Procurement Operations activities for various Locations of Siemens Real Estate (Internal Assets Management Unit – Siemens Ltd). Major category handled Indirect materials, Civil - Interior, MEP materials, Factory Canteen Services, IFM Services etc.
- Core Competence in techno-commercial bids for Facility management Services, comprehensive AMC's of tangible Assets. Analysis of last Purchase orders value while evaluation of new orders.
- Driving sourcing and category management initiatives through spend analysis, cost benchmarking, sourcing execution support and other end-to-end sourcing activities.
- **Project Procurement** : procurement activity for Railway Signaling & Telecommunications projects for government and semi government sectors, private sectors.

Skill-set competency & Expertise

- **Technical Skill-Set** – Basic Functional Experience of SAP (MM) Module, One SRM, PEGA vendor management system, Tally ERP – 9, MS Office.

Languages Known

- English
- Hindi
- Marathi

Certifications

- SITRUST Basic Industrial Safety Training, Siemens Ltd



Bijay Kumar Jha

Professional Experience : 25+ years

Since 2019:
DGM, Regional Head, **Bank of Baroda**

2017 - 2019
Head of Credit Functions, Mumbai Zone,
Bank of Baroda

2016-2017
Branch Head, Deira, Dubai, UAE,
Bank of Baroda

2013 – 2016
Credit Functions, GCC Operations, Dubai, UAE,
Bank of Baroda

2011 – 2013
Head, MSME Credit, Kolkata, **Bank of Baroda**

2008 – 2011
Head of Credit Functions , West Bengal, Sikkim,
Andaman & Nicobar Islands, **Bank of Baroda**

1996 – 1998
Data Base Administrator, **Bank of Baroda**

Education

Post Graduation in Physics (1988 – 1990)

Key Projects & Deliverables

- Total Branch Mechanization (TBM) (1996 – 1998)
- Rural Banking Projects, 10 Villages allocated in Surat District, Gujarat, under Service Area Approach as a Branch Head (1998 – 2000)
- Assessing and facilitating Credit Disbursements to MSME & Corporates in West Bengal, Sikkim, Andaman Nicobar & Mumbai
- Hand holding of MSME Borrowers for sustenance / restoration / normalization of operations - suffered due to global pandemic in Mumbai
- Upholding of morale of Team Members in the process of providing uninterrupted Banking Services during on going global pandemic in Mumbai

Skill-set competency & Expertise

- **Functional Domain** – Credit Management at Branch, Region & Zonal Level in Domestic and International Operations
- **Technical Skill-Set** – Credit Appraisal, Team Leader in Operational Banking functions as a Credit Head, Branch Head & Regional Head
- **Soft Skill** – Communication, Leadership, Teamwork, Problem Solving, Time Management

Languages Known

- English
- Hindi
- Maithili
- Bengali
- Gujarati

Certifications

- Certified Associate of Indian Institute of Bankers
- Baroda Emerging Leaders Program Star
- Business Excellence Learning Lab - INSEAD
- Linking Risk to Rewards, NIBM, Pune



Girish Mevada

Professional Experience : 19+ years

Since October 2004:
Program Manager
Emerson

Nov 2001 – Oct 2004:
Design Engineer
Multipack Systems

Dec 1998 – Jan 2001:
Manufacturing Engineer
KOCH-GLITSCH INC

Education

B.E – Mechanical
BVM, Sardar Patel University

Key Projects & Deliverables

- **Leading Industrial & Commercial Refrigeration Solution Engineering** – 10+ Years of Program / Project & Product Management. Leading 9 varied teams including Compressor R&D, Refrigeration and Gas Compression Packages for Vilter, and Condensing Unit Development team for Copeland.
- **Leading Development of New to World and New to Business Products** – Leading launch of 23 new products in last 6 years; targeted 5 years' sales of \$54M. Executed 2000+ varied engineering projects for Product Cost, Quality and Efficiency improvements.
- **Developing Capabilities** – Added capabilities for R&D Engineering, Testing, Application Engineering, Proto-build, Customer Order processing (\$100 M), AI & ML, Technical Writing.
- **FTR Culture** – Developing a culture of First Time Right and implementing Best Practices in team to achieve 100% FTR. Driving Operation thru Lean Processes and accomplished Cost, Quality and Productivity Improvements. Consistently exceeding targets for Innovation, Continuous Improvements, 5S and Safety.
- **Leading Business Development** – Leading business development of Vilter products for India Market.

Core Competencies

- New Product Development, Lean, CAD, PLM, FEA, CFD, FMEA, VAVE, DFMEA, Project & Program Management
- Managing Multi-cultural teams for customers in US, Middle East & Asia
- Leadership / Strategy / Trainer – Lean & Project Management, Behavioral, HVAC and GD&T, Management
- Special and Large Equipment Design
- Managing Operations and Leading Productivity Improvements

Certifications & Awards

- Charter President for Emerson Innovation Centre Toastmasters Club
- Granted First US Patent For Emerson Innovation Centre – 2008
- Won 2 Technology Award @ Emerson Innovation Centre – 2009, 2017
- PMP Certified



Lalit Mane

Professional Experience : 17+ years

Since September 2015:

Chief Manager

**Bennett Coleman & Co. Ltd.
(The Times of India Group)**

December 2011 - September 2015:

Head – Engineering & Facilities

Fortis Healthcare Ltd.

March 2007 - May 2011 :

Senior Executive – Siemens Real Estate

Siemens Ltd.

July 2003 – March 2007:

Team Leader – Engineering

Hyatt International

Education

B.E. – Electrical Engineering

Government College of Engineering
Nagpur University

Functional Domain & Accomplishments

Functional Domain:

- Finalising Concepts, Requirements, Designs, Materials, Specifications for infra development & MEP enhancement of Office set-ups & Manufacturing units.
- Leading end to end Planning, Designing & Implementation. Preparing/ finalising the SOR/ BOQ/ BOM with respect to requirements & standards in co-ordination with Architects/ Consultants.
- Leading cost estimation, Budgetary sanction process and cost control. Handling Capital & Operational expenditures.
- Leading design value engineering. Analysis & implementation of AI & IOT based applications/ automations for infra set-ups.
- Establish Energy efficiency & sustainability solutions. Driving cost initiatives to minimize Energy cost, Facility & Administration cost.
- Finalising operational contracts, contract retentions, contract growth and development. Budgeting, SLA framework, Contracts negotiations, Procurement & consumption of resources, Vendor management.
- Statutory compliances, Space/Occupancy Services, Occupational & Facility Health and Safety.
- Managing Business Continuity Plan.

Accomplishments:

- Continual annual savings - introducing PPA concept. Zero capital investment.
- Energy efficiency projects/ Operational effective solutions - ROI < 2 years.
- Infra developments projects - Deliveries in stipulated timelines
- Awarded 1st Rank by NECA (2013) – Healthcare segment

Languages Known

- English
- Hindi
- Marathi

Certifications

- Automation – PLC & SCADA
- Environmental Health & Safety Standards
- Green Buildings by IGBC
- Fire Safety & Emergency preparedness
- Disaster Management by Civil Defence Corps
- Agility



Laxminarayan Gupta

Professional Experience : 22 years

Since March 2016:

Head Credit, India Factoring & Fin Sol PL

December 2013 – September 2015

Vice President – Corp Banking DCB Bank

July 2008 – December 2013

Sr Relationship Manager ING Vysya Bank

July 2006 – June 2008

Portfolio RM (Factoring) HSBC Bank

2004 to 2006 – Asst RM ICICI Bank

2003 to 2004 – Asst Mgr – DyStar India PL

2001 to 2003 – Sr. Asstt Clariant India Ltd

1998 to 2001 – Jr Mgr (F&A) - SAIL

Education

B. Com (Hon)

ICWA, CS, CFA from ICFAI

Key Projects & Deliverables

- Responsible for Credit Appraisal and monitoring of portfolio health of asset book of India Factoring.
- At ING, singlehandedly managed a large value ECGC claim for the Bank. Also managed multiple stressed accounts.
- At DyStar, identified an error in SAP and got it rectified through IT. Also successfully migrated manual nature of branch expense accounting to an MS Excel based data capturing and uploading system for error free accounting.
- At Clariant, played key role in developing a System Generated Report for Actual Costing capturing actual consumption and actual prices for every shop order.
- Part of Special Task Force set up in SAIL (Bhilai Steel Plant) to clear final settlement of 3000+ employees (all non-digital records) who opted for VRS. The work was successfully completed in 3 months time.

Skill-set competency & Expertise

- **Functional Domain** – Banking, Risk Management in financial services, Credit Appraisal, Factoring – Non-Recourse & Recourse, Costing, Budgeting, Financial Accounting, MIS, Stressed assets management.

Languages Known

- English
- Hindi
- Marwari

Certifications

- JAIB
- CAIIB



Paras Vora

Professional Experience : 14 years

Since November 2014:

Corporate Finance Advisory, **Deloitte Touche Tohmatsu**

September 2006 – November 2014:

Associate Project Manager, **Integreon Managed Services**

Education

Bachelor of Management Studies,
Vivekanand Education Society

Core Technical Skills

- Leading projects across the M&A life-cycle (i.e. from deal origination to deal execution process) through identifying opportunities, preparing deal origination and discussion documents, pitch books and engagement proposals for buy-side and sell-side deals
- Performing relative valuation / indicative pricing proposals for valuation assignments
- Drafting marketing materials for sell-side engagements including teasers, executive summaries, information memorandums and management presentations
- Preparing go-to-market documents, industry decks, research insights and POVs (point-of-views) for conference and road shows

Operational Competency

- Account / Service Delivery Management, Project Management, Business Development, Client Management, Team Building, Mentoring and Training

Accomplishments

- Received "Collaboration Award – 2018" for leading a project in co-ordination with other service lines
- Appreciated by Directors and Partners for strong performance in 2016 & 2017

Languages Known

- English
- Hindi
- Marathi
- Gujarati

Certifications

- Advanced Financial Modelling - EduPristine



Prakhar Mathur

Professional Experience : 7+ years

Since Feb 2020 :
Senior Manager – Fibre Intermediates,
Reliance Industries Ltd.

Jul 2017 – Feb 2020:
Area Manager – Industrial Marketing,
Reliance Industries Ltd.

Mar 2015 – Jun 2017:
Deputy Manager – Direct Sales,
Nayara Energy Ltd.

Jul 2013 – Feb 2015:
Assistant Manager – S&D,
**Nayara Energy Limited (formerly
Essar Oil Ltd.)**

Education

B. Tech. - Petroleum Engineering
Pandit Deendayal Petroleum University,
Gandhinagar, Gujarat

Key Projects & Deliverables

- **Product Management:** Responsible for end-to-end transactions of polyester chips – sales, operations and technical support to key domestic accounts.
- **Business Analysis:** Examined domestic and international market trends and their impact on profitability.
- **Business Development:** Experienced in business development, cold calling, customer engagement and overall marketing of HSD & MS.
- **Customer Focus:** Continuous improvement and implementation of systems and processes for customer satisfaction & loyalty.
- **Supply Chain, Operations & Co-ordination:** Worked in tandem with functional support groups for smooth day-to-day operations, profitability maximization, budget compliance and cost control.
- **Procurement:** Strategic planning for cost-effective and timely procurement of critical raw material.

Skill-set competency & Expertise

- **Functional Domain** – Strategy Implementation, Supply Chain Management, People Management, Negotiation, Customer delight.
- **Technical Skill-Set** – Advanced Excel, MS Office, AWS, Java Script, MS Visio, functional experience of Vendavo, SAP-SD & FI (CRM)

Languages Known

- English
- Hindi
- Gujarati

Certifications

- AWS Certified Cloud Practitioner – Amazon Web Services (AWS)
- Publication – ([SPE-177679-MS](#), ISBN:978-1-61399-424-5) : *“Particle Size Distribution in Casing While Drilling: A Quantitative Analysis”*



Priyanka Das

Professional Experience : 8.5+ years

Since April 2020:
Deputy Manager Systems, MMGS -II
State Bank of India,
Global IT Centre, Navi Mumbai

April 2015 – March 2020:
Assistant Manager Systems, JMGS- I
State Bank of India,
Global IT Centre, Navi Mumbai

Dec 2011 – Feb 2015:
Systems Engineer
Infosys Limited, Bhubaneswar

Education

B. Tech –Computer Science and Engineering

Biju Patnaik University of Technology,
Odisha

Key Projects & Deliverables

- **Foreign Tour Application:** Project Manager for designing and developing of paperless foreign tour application in SBI HRMS portal .It was a very critical project developed as per the requirements of HONOURABLE CHAIRMAN of SBI ,delivered successfully within strict timelines.
- **PAF TEGS Web Application:** In-house development of this application for preparation of PAF FY 2018-19 onwards for promotion to TEGS -VI and above officials .This project was delivered within record timelines of 2 weeks. For which received **Star Award from DMD & CIO ,SBI** for Q3 2017. Resulting in reduction of PAF preparation time by a month.
- **SBI HRMS Dashboard** - In-house development of new HRMS dashboard with best in class interactive UI/UX, incorporating Fuzzy logic Employee Search functionality, pie charts, bar graphs, depicting the distribution of employees based on geographic/administrative location, gender etc.
- **Redesigned business processes** of existing new joinee portal for capturing data and feeding it into HRMS system, resulting in reduction of processing time of new joinee data from 15 days to 1 day.
- **Merger of eSBH with SBI** : Spearheaded the Merger of PA and OM module of largest SBI associate bank e-SBH with SBI.
- **Salary Processing head** for two large payroll areas of SBI consisting of 33000+ employees.

Skill-set competency & Expertise

Functional Domain : Project Management, IT service Management, Web Application development, Business Analysis
Technical Skill Set- SAP ABAP, .NET MVC 5,HTML 5,Oracle PL/SQL, XSLT, C,C++,CSS,AJAX JavaScript, JQUERY,JSON,PMP processes, Agile Scrum Framework.

Languages Known

- English
- Hindi
- Odiya

Certifications

- **PMP, PMI USA**
- **CAIIB from IIBF**
- **JAIIB from IIBF**
- **Certified Information System Banker, IIBF**
- **IBM DB2 Fundamentals Database Associate**



Rima Mane

Professional Experience : 12+ years

Since July 2016:

Founder

Kidz World Pre-School

Nov 2010 – March 2013:

Sr. Executive PR, Corp. Comm.,
Sustainability

Blue Dart Express Ltd.

July 2007 – October 2010:

Senior Public Relations Executive
MEDIACOM Public Relations

Education

Bachelor of Mass Media

University of Mumbai

Key Projects & Deliverables

- **Conceptualized & Executed** the Pre-School Brand Kidz World for providing value education to the little ones in this competitive world and making them Good Leaders for tomorrow.
- Currently handling 3 Successfully owned branches of Kidz World Pre-School in Navi Mumbai & Mumbai.
- SPOC for day to day operations. Handling critical decision making and planning the teaching methodology with New age 21st century Learning program.
- **Branding** - Brand 'Kidz World Pre-School' has completed 5 successful years in delivering value education.
- Initiating CSR activities for the Students coming from marginalized background.
- **Media & Communications** - Handling internal & External Communications, Planning Media & Marketing Strategy, Preparing's FAQs, Talk points, Press Release, Write-up, Articles, Columns. Maintaining Media Relations, Planning Media & Marketing positioning, Initiating Branding Activities, & Executing CSR Activities.

Skill-set competency & Expertise

- **Marketing:** - Making Strategy, Content & Planning Ideas, Media Positioning, Maintaining Media Relations.
- **Technical Skill-Set** - Good communicator, High level of initiative & genuine interest in learning, Positive attitude & adaptability to new concepts & ideas.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Education – 21st Century Learning by Asian College of Teachers.
- CSR - Recognized by Teach for India for the commitment towards society and initiating volunteering for Teach for All.



Rushikesh Joshi

Professional Experience : 12.5 + years

Since Aug 2019:
SAP Delivery Head - India
Unipart Services Pvt. Ltd.

Jul 2014 – Jul 2019:
Sr. Manager - SAP
Nielsen India Pvt. Ltd.

Feb 2013 - Jun 2014:
Sr. Consultant SAP
Capgemini India Pvt. Ltd.

Jan 2008 – Jun 2012:
SAP Consultant

Education
Systems Ltd.
BSc IT
Mumbai University

Key Projects & Deliverables

- Manage India operations for Unipart’s SAP division & end to end delivery.
- Manage projects and team budget.
- Implement Industry based best practice methodologies and standard ways of working based on ITIL methodologies to ensure the highest quality delivery of outputs from the team.
- Team Management, Identify issues, risks and manage them.
- Develop and implement operations model.
- Designing and setting-up processes, on board, train and groom resources.

Skill-set competency & Expertise

- Manage, monitor and motivate the cross functional teams assigned to the projects.
- **Functional Domain** - IT Service Management, Project Management, Business Development, People Management, Client engagement
- Implement extended support as per client needs.
- Build teams to support new projects and clients.
- Responsible for Service Improvement Plans.
- **Technical Skill Set** - SAP SAP BI SAP Analytics cloud SAP

Languages Known

- English
- Hindi
- Marathi

Certifications

- PMP
- ITIL foundation



Sandeep Patil

Professional Experience : 11+ years

Since April 2014:

Market Development Manager
Mettler Toledo (I) Pvt Ltd

June 2012 – April 2014:

Head, Laboratory Projects
GMP Technical Solutions Pvt Ltd

July 2011 – June 2012:

Research & Development
Rubicon Research Pvt Ltd

Oct 2009 – July 2011:

Analytical Research Scientist
SITEC Labs Pvt Ltd

Education

Ph.D. – Chemistry,
State Government Scholarship holder

The Institute of Science, Mumbai
University of Mumbai

Key Projects & Deliverables

- Market development and application support for product on PAN India level, closely working with regional sales teams and product managers.
- Second level customer interaction and support, specifically aligned to development of dealer channel business for organization.
- **Product Training:** Technical and application based product training activities for sales teams from APac region at Kula Lumpur, Malaysia training center.
- **Content Development:** Sales tools and market specific applications for global reference and enriching know-how data base.
- **Marketing:** Strategies for implementing door opener, value selling and up-selling concepts with market specific initiatives.
- **Business Development:** Implementation of Business Unit strategies for market organizations, specifically through business reviews, pipeline management, value price mapping for products & competition assessment.

Skill-set competency & Expertise

- **Functional Domain** – Market Development, Project Management, Training Solutions, Competition Assessment for account penetration strategies.
- **Technical Skill-Set** – Analytical instruments with hyphenated techniques like HPLC-MS, GC-MS. Chromatographic separations using HPLC, GC, HPTLC. Material characterization using MS, NMR, FTIR & UV Spectrophotometers. IT based proficiency with MS Office, Photoshop, Paint etc.

Languages Known

- English
- Hindi
- Marathi

Certifications

- FDA approved Scientist for chemical and instrumental testing section



Shantanu Sharma

Professional Experience : 9+ years

Since April 2019 :

Product Manager – Rice Polishing, Industrial Retail & Affiliate Exports

Abrasive Marketing Group – Saint Gobain Abrasives INDIA

Jan 2018 – March 2019

Business Development Manager - SEA, Bangkok

Saint Gobain Abrasives Thailand Ltd.

Oct 2013 – Dec 2017

Manger Partner Accounts & OEM, NOIDA

Abrasive Marketing Group – Saint Gobain Abrasives INDIA

July 2011-Sept 2013:

Application Engineer, Kolkata

Abrasive Marketing Group – Saint Gobain Abrasives INDIA

Education

B.Tech Mechanical

Bharti Vidyapeeth Deemed University – COE, PUNE

Key Projects & Deliverables

Application Engineering

- Target Account Share Gain projects - 1M USD Potential, with 400k USD targets & Achievement of 80%.

Key Account Sales & Exports

- Customer Cost Saving Projects.
- Sustainable & Profitable Sales Growth. - Brick Wall & Share Gain.
- Annual tenders & negotiations.
- Credit Control & Annual Price Contracts.
- In-Charge for Thailand, Malaysia, Singapore, Indonesia, Vietnam & Philippines

Product Management

- Product launches, Price & Promotion management

Skill-set competency & Expertise

- **Functional Domain** – Product & Business Management

Languages Known

- English
- Hindi
- Thai - Preliminary

Certifications

- Speed Of trust Training - PacRim
- Mind Maps



Subrata Mahapatra

Professional Experience : +25 years

Since Jan 2017:

Senior Director & General Manager

Dover Fueling Solutions & OPW Inc

Jan 2009 – Dec 2016:

Director - Sales & Service
General Electric (Oil & Gas)

Oct 2003 - Dec 2008

General Manager (Petroleum Retail)
Reliance Industries Limited

Education

Aug 1989 – Sept 2003

B.E – Electronics Engineering,
General Electric Company (UK)
REC- Nagpur
Post Graduate in

Key Projects & Deliverables

Experience in Handling following business areas

- Branch Management
- Product Management
- Setting of Sales & Service Teams - All India & South East Asia regions
- Managing Business in South East Asia Region.
- Projects over Rs 1000 Cr Projects.
- Sales over \$ 100 M

Skill-set competency & Expertise

- **Functional Domain – Business Development, Project Management, Sales & Service Business activities, Handling P & L.**
Two manufacturing Units

Languages Known

- English
- Hindi
- Odia

Certifications

NIL



Sunil Verma

Professional Experience : 11+ Years

Since August 2018:

Lead Vehicle Functional Evaluation Team
(Vehicle Dimensional Quality Management)
Function : Manufacturing engineering (ME)
MG Motor India Pvt Ltd.

April 2015 – August 2018

Sr. Manger , Sub Function : BIW
Function : Manufacturing Engineering (TML
Sanand Plant)
PVBU , Tata Motor Pvt Ltd.

February 2009- April 2015

Design Manger , Sub Function : SMTDF
Function : Production Engineering Division ,
CVBU Tata Motor Pvt Ltd. Pune

Education

B.E – Mechanical Engineering

Laxmi Narain College of Technology,
Bhopal M.P (University- RGPV)

PGTD - Tool Design

Central Institute of Tool Design, CITD,
Hyderabad

Key Projects & Deliverables

- Responsible for Vehicle/Body Static Quality development and Execution Strategy, Accomplish sustainable Static Quality Target at different developments stage., Handled & Delivered Desired Dimensional Quality of MG Hector, MG Hector Plus MG ZS EV Project. Weekly presentation of Project Status to senior management.
- Handled and Executed Tata Tiago ,Tata Tigor & Tata Tigor EV Project as BIW Manufacturing engineering body team ,Mainly responsible for Manufacturing Strategy design, Manufacturing Feasibility and Risk Assessment and determination of design failure modes ,Budget Estimation, RFQ Preparation and Project TRSO Technical Scope Finalization and Supplier Evaluation for final nominations and commercial Clearance, BIW Process Design based on product Specifications and volume projection ,Equipment design try out and proving for better productivity, quality and ergonomics. Quality Maturation for dimensional, craftsmanship, Hemming and Performance related issues, Weekly presentation of Project Status to senior management.

Skill-set competency & Expertise

- **Functional Domain** –Project Management, Manufacturing Strategy, Budget Planning , Team & Vendor Management ,Supplier Evaluation and Selection , Vehicle Dimensional Quality Management. Technology evaluation & selection.
- **Technical Skill-Set** –BIW Development Expert , Manufacturing Risk Assessment , BIW Simultaneous Engineering (SE) , BIW Tool Design & Manufacturing , BIW Process design, BIW Manufacturing’s Tool/Equipment strategy , BIW Shop Installation & commissioning ,Capacity & Capability Planning & Proving. Strong analytical Skill in Domain ,AutoCAD, Catia ,DVA Tools ,Team centre, PLM ,MS Office

Languages Known

- English
- Hindi

Certifications



Suraj Bajpai

Professional Experience : 7.5+ years

November 2019 – Present

CEO, Webisdome

April 2018 – November 2019

Sr. Vice President, Webisdome

November 2016 – March 2018:

Vice President- Marketing, Dentedge Healthcare

August 2015 – October 2016:

AVP, Webisdome

August 2013– August 2015

Key Account Manager, Webisdome

Education

B.Tech – Mechanical Engineering,
FGIET, Uttar Pradesh Technical University

Key Projects & Deliverables

- Managing the entire organisation
- Worked closely with Sales, Operation teams and digital consultants to identify wins themes and propositions for new customers
- Developed a team of 45+ digital consultants team, who basically act as a consultant to the clients.
- Close digital sales of 15+ crores (Including Media Sales) in 1 year. Managed business development team of 10+ people from different locations – Delhi/NCR, Hyderabad, Bangalore, Mumbai, Australia, Oman and Dubai
- Have worked with around 20+ clients at a time. Clientele includes name from all the industry domains like Kuber Group, Davidoff, NV Lifestyles, Hindustan times,HCL, PwC, RedBus, Mindteck, Sonata Software, Colonial Candles(MVP Group) etc.

Youtube Channel and Facebook Page – Sunday Shots with 10k+ followers

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Digital Consultant, Operations, Sales
- **Technical Skill-Set** – Digital Marketing, Search Engine Marketing, Search Engine Optimisation, Wordpress, PHP, Magento, Social Media Marketing, Adwords, ORM, Digital Transformation, AutoCad, MS Office.

Languages Known

- English
- Hindi

Certifications

- Digital Marketing **1 year Course (June 2007 – June 2008), Traininglobe Noida**

Sushil Patil

Professional Experience : 10 + years

Since November 2019

Dy. Executive Engineer, Fuel Management
(Coal Procurement & Logistics), Coal Office,
Nagpur

**Maharashtra state Power Generation Company
Ltd. (MAHAGENCO)**

June 2018 to November 2019

Dy. Executive Engineer, Operation (2 X 500 MW
TPS)

Chandrapur Super Thermal Power Station,
Chandrapur (CSTPS)

**Maharashtra state Power Generation Company
Ltd. (MAHAGENCO)**

June 2015 to June 2018

Assistant Engineer, Operation (2 X 500 MW TPS)
Chandrapur Super Thermal Power Station,
Chandrapur (CSTPS)

**Maharashtra state Power Generation Company
Ltd. (MAHAGENCO)**

October 2010 to June 2015

Assistant Engineer, Maintenance (4 X 80 MW
HPS)

Koyna Hydro Electric Power Plant, Stage –III

**Maharashtra state Power Generation Company
Ltd. (MAHAGENCO)**

(State Government Company)

Key Projects & Deliverables

- Experience of working in Hydro Electrical Project (4x 80 MW HPS, Koyna Hydro Electric Power Plant, Stage –III (MSPGCL)) , in aspects of Design, Engineering, Construction, Commissioning of Mechanical & Electrical Systems.
- Experience of working in Thermal Power Project (2 x 500 MW TPS, Chandrapur Super Thermal Power Station, Chandrapur (CSTPS) (MSPGCL)) , in aspects of Design, Engineering, Construction, Commissioning of Electrical Systems, Power plant Operations .
- Managing Team of Operations and Maintenance (Preventive, Breakdown, Condition based and Reliability Centered Maintenance).
- Plant modification, management Lead Operation team for power generation and electrical & mechanical systems operation. Maintain Availability of units & reduce cost of Generation.
- Experience of working in Fuel management division (coal Procurement & Logistics , Coal Office, Nagpur (MSPGCL)) in aspects of coal Procurement & coal Transportation /Logistics, Store Inventory

Skill-set competency & Expertise

- **Functional Domain** – Hydro & Thermal Power plant Operations & maintenance ,Team Leading, Communication, Problem Solving, Negotiations, supply chain management., Inventory Management
- **Technical Skill-Set** – Engineering, Construction, Commissioning, Estimations Specification and Standards Writing, Work Planning, Procurements, Spares management under O&M setup. Cost control, Cause Analysis, SAP

Education

**M Tech (Power
Systems)**

RKDF, RGPV Bhopal

**B.E –(Electrical
Engineering)**

RSCOE, Mumbai
University

Languages Known

- English
- Hindi
- Marathi

Certifications

- Diploma in office computing



Yateen Sonsurkar

Professional Experience : 14+ years

November 2019-Sept 2020

Assistant Manager

**Neptunus Power Plant (P) Ltd,
Mumbai India**

June 2015 – October 2019:

MEP Consulting Engineer

**Al Saqf Engg Consultancy,
Muscat,Oman**

Sept 2009 - May 2015:

Senior Electrical Engineer,Projects

Voltas Ltd. Mumbai, india

July 2006 – Sept 2009:

Junior Manager Steel plant Projects

Mukand Ltd, Kalwe, India

Education

B.E – Electrical Engineering,

SSPM College of Engineering

Mumbai university

Key Projects & Deliverables

- Effectively and efficiently managed engineering services for complex industrial turnkey projects offering process Electrical, Extra low voltage and building automation systems in Industrial ,Commercial and warehouses industries.
- Expertise in Project management- Construction(Services) ,Value engineering, Requirements management, Budget forecasting
- Proficient in preparation in scope statements ,BOQ preparations, Budgeting MEP brought out items.
- Vendor technical evaluation, Assist to cost consultant
- Validation of work done as per specified contract.
- Detailed designing and engineering for electrical and Extra low voltage preparation of schematic and releasing IFC drawings for MEP package.

Skill-set competency & Expertise

- **Functional Domain**– Requirements management, Business Development, Project Management, Vendors/Sub contract technical bid analysis and evaluation. Alternate analysis, Facilitate and coordinate on site activities for multiple MEP services, Detailed Design and Engineering.
- **Technical Skill set** – ABB DOC,VFD –Programming, Programming of PLC,BMS, FAS, Proficiency in AutoCAD and MS Office.

Languages Known

- English
- Marathi
- Hindi
- Arabic

Certifications

Project Management
Institute-
**Project
Management
Professional
(PMP)®**



Yoseph Angre

Professional Experience : 25+ years

Since February 2011:
Account Delivery Manager
Mphasis Ltd

April 2007 – January 2011:
Senior Consultant – Data Centre
John Deere (I) Pvt Ltd

March 2006 - April 2007:
Senior System Analyst
S1 Services (I) Pvt Ltd (Now ACE India)

October 2003 – March 2006:
Deputy Manager, IB
Reliance Industries Limited

November 2000 to October 2003
Senior System & Network Administrator
Selectica (I) Pvt Ltd

July 1995 to November 2000
System & Network Administrator
Thermax Babcock & Wilcox Limited

Education

B.A –
Public Admin., Sociology
Osmania University - Hyderabad

Key Projects & Deliverables

- Result-driven professional with over a decade of rich experience in cross-functional arenas, including Service Delivery, Customer Relationship Management, LAN / WAN management, Systems Set up, Technology Administration, Standardization and IT Project Management with prestigious organizations
- Business as usual support for multiple clients across globe as per industry standards
- Manage P&L, SLAs, Quality Standards, Security Standards
- Plan and execute setup for approx. 2000 remote data centers through out India
- Successful transition management of services (BPOs, Core-IS) from onsite to offshore delivery centers for multiple clients
- Plan and setting up data centers at corporate headquarters
- Plan and manage Business Continuity Plan.

Skill-set competency & Expertise

- **Functional Domain** – Account / Service Delivery Management, Project Management, Transition Management, Vendor management, Business Development, RFPs and Bid Management
- **Technical Skill-Set** – System Administration (UNIX Domain), Network Administration, Databases (Oracle, SQL), Application Deployments, MS-Project, MS-Visio, MS-Office Suite,

Languages Known

- English
- Hindi
- Marathi

Certifications

- ITIL, IMB-AIX – Sys Admin, HP-UX – Sys Admin, Cisco Certified Network Admin (CCNA), MCSE
- PMP, CMMI, Six Sigma training completed