



Akshat Telang

Professional Experience : 18+ years

February 2010 Onwards: Union Bank of India [erstwhile Corporation Bank], at present posted at Central Office as Deputy General Manager.

December 2007 till January 2010: IDBI Bank, as Relationship Manager for Corporate Credit Clients

December 2003 till November 2007: Federal Bank, as Assistant Manager

April 2003 to November 2003: Career Forum Pvt Ltd

Education

B.E. Mechanical, Govt Engineering College, Jabalpur;
Post Graduate Dip in Buss. Administration (Finance Management) - Symbiosis Centre for Distance Learning
Post Graduate Diploma in Software Application Engineering – Boston Software

Key Projects & Deliverables

In the current role, heading Syndication Cell of Union Bank of India looking after the debt requirement of Large Corporates along with Fresh Sanctions for Large Corporate clients and TReDS. Headed Industrial Finance Branch in Corporation Bank having large corporate clients and Designated Branch for forex transactions. Handled large NCLT cases and involved in resolution plans for large NPA borrowers. Active participation in the strategy and business growth. Credit and Risk analysis of the loan proposals. Participated and presentations made in various MSME meets.

In IDBI Bank worked as Relationship Manger at Specialized Corporate Branch. Marketing and appraisal of credit proposals, trade finance along with relationship handling of the corporate customers.

Also having experience in general branch operations.

Skill-set competency & Expertise

Skill-set competency and Expertise: Handling Large Corporates, debt syndication, Project Appraisals, credit analysis, debt resolutions including restructuring.

Soft Skills: Relationship management, team handling.

Languages Known

- English
- Hindi

Certifications

Certified Associate of Indian Institute of Banking and Finance – CAIB
Certification Programme in IT and Cyber Security for Senior Management - IDRBT

Albert Joseph P

Professional Experience : 12+ years

Since February 2021:

Business Analyst

SBI

September 2012 – September 2014:

Asst. Manager

SBI

September 2014– July 2016:

Credit Officer

SBI

August 2016– January 2021:

Branch Manager

SBI

Oct 2009 – Nov 2010:

System and Testing Engineer in **Infoys**

Ltd

Education

B.Tech – Electronics and

Communication, Govt. Rajiv Gandhi

Institute of Technology, Kottayam

PGDIBO-Ignou

Key Projects & Deliverables

- Handling Retail, Agri branches of various business volumes for overall monitoring , Marketing, Business Development, Operational control, Credit proposal sourcing, Project Appraisal, Underwriting and Branch Management
- Core Competence in development & testing of IT solutions and its architecture in Banking domain.
- **Project management** : Testing and deployment of Finacle, as part of Infosys Finacle Architecture team
- IT Co-ordination for Large retail IT projects of SBI including RLMS,SBI Easy Ride, Other Third party integrations including Account Aggregator Eco System and VKYC based Account opening.
- **Design/Detail Engineering** : *Business requirement solutioning ,Designing of End to End digital solutions for Digital Lending and loan Documentation*
- **Marketing** : *Sourcing of Large value SME and Retail Proposals, liaison and Handling Govt and Corporate Accounts , Deposit Mobilization, Business Unit Development & Strategy planning, Relationship management of Wealth and High value customers including their Financial planning.*

Skill-set competency & Expertise

- **Functional Domain** – Branch Management, Marketing, Asset and Liability Banking Products, Analytics, Credit Appraisal, Processing and Underwriting, Project Finance, IT Coordination and Implementation of new innovative technological solutions in Retail Banking, India Stack and other related technologies for End to End Digital lending,
- **Technical Skill-Set** – Java, PLSQL, Functional Testing and Automation

Languages Known

- English
- French
- Hindi
- Malayalam

Certifications

- JAIIB,CAIIB,CPBM



Anant R Gawali

Professional Experience : 18+ years

Since November 2018:

Assistant Vice President

Ebixcash Financial Technologies

August 2017 – October 2018:

Freelance Consultant in **Project Management**

Jan 2006 - July 2017:

Senior Project Manager,

Bank Of America (Merrill Lynch)

Mar 2003 – Jan 2006:

Senior Software Engineer

Patni Computer Systems

Education

B.E – Mechanical,

K. J. Somaiya Coll. Of Engg. Mumbai University

Key Projects & Deliverables

- Solution oriented technologist and SME in Prime Brokerage, Risk & compliance, Client Onboarding, Credit Valuation Adjustment (CVA), Hedge Funds, Pension Funds, Employee benefits, etc.
- End-to-End Solution Delivery and Planning of all the systems agnostic of technology
- Budgeting and driving costs for different project modules for Multi-Million Dollar project
- Manage relationships and Collaborate with Global tech directors, CPM desk, middle office, front office users, quants team to deliver projects flawlessly
- Creating full scale project timelines with extensive resource management for an agile implementation.

Skill-set competency & Expertise

- **Functional Domain** – Program Management, Stakeholder management, Business Analyst, Capital Markets, Prime Brokerage, Counterparty Portfolio Risk Management , Vendor management.
- **Technical Skill-Set** – Database (Oracle/SQL), Visual Basic, Cognos, Business Objects, MS Project, MS Office.

Languages Known

- English
- Hindi
- Marathi

Certifications

- NSE Certified in different modules
- Risk & Compliance
- Business Analyst
- PMP
- Six Sigma
- OCA



Animesh Patel

Professional Experience : 16+ years

Since April 2020:

Assistance General Manager
Vodafone Ideal Limited

November 2015 – March 2020:

AMS Manager in **Huawei**
Telecommunication (India) pvt. Ltd

August 2008 – Nov 2015:

Specialist in **Ericsson India Global Pvt. Limited**

Aug 2007 – Aug 2008:

SWITCH ENGINEER (RISPL - OFF ROLL),
Reliance Communications Ltd

Dec 2005 – Aug 2007:

SWITCH ENGINEER (OFF ROLL), **TATA**
Teleservices Limited

Education

B.Tech – Electronic & Communication,

AMIE in The Institution of Engineers (IEI India).

Key Projects & Deliverables

- **Architect in Information and Communication Technology:** Strategic planning with customer for delivering CS Core, 4G, LTE, VoLTE, IMS projects.
- Support and provided technical guidance to the Business team for new features testing and execution.
- Designed architecture and process for 3GPP spec of 5G & ETSI. and Third line technical support.
- Successful Project Transformation for Reliance Network pan India and 8 African countries. Prepare Ericsson internal documents involved in initial, streamline the Process Management in GNOC.
- **Telecom Operation management:** In SNOC Service support and service operations and Incident Management and service level agreements. Responsible for a customer meeting, Plans and technical activities, and end-to-end network change. People and Performance Management, strategic planning, and Quality compliance. Vendor management, Budget & Cost

Skill-set competency & Expertise

- **Functional Domain** – Knowledge of designing 5G (5G Core) network for customer requirements. Internet of Things (IoT), Vehicle-to-Everything Communications (V2X) Improvements, virtualization, NFV, and container-based deployment models
- **Technical Skill-Set** – VoLTE, 5G, Cellular IoT, NFV, Cloud, Huawei, Ericsson, Multi-Vendor in Telecom operations.

Languages Known

- English
- Hindi
- Sanskrit

Certifications

- ITIL Expert Certified (MALC).
- AWS Cloud Certification Training Course..
- PMP® Certification Training Course



Ankita Jha

Professional Experience : 7+ years

Since April 2020:

Consultant

**Capgemini Technology Services India Ltd
(Solvay, Total, CNHI)**

Aug 2018 - Mar 2020:

Application Developer

**IBM India Pvt Ltd
(HONDA Cars, Prudential Financial,
SBI YONO)**

May 2015 - Aug 2018

Application Development Analyst

**Accenture Services Pvt Ltd
(Microsoft, AON, NALCO-Ecolab)**

Education

B.E - Electronics & Telecommunication
RCET, CSVTU

Key Projects & Deliverables

- Front end developer, responsible for building and maintaining responsive websites using modern libraries and frameworks and analysis of requirements and proposal of business critical solutions.
- Managed end to end project delivery by working with stakeholders, IIB, Backend and collaborating with the design team to ensure the functional requirements are converted into efficient designs and are technically sound.
- Followed proper AGILE methodologies with timely scrum ceremonies.
- Automated SCOPE scripts for extraction of data from COSMOS and reducing manual effort through SSIS packages
- Application integration from multiple workspaces using TFS and hosting the application in various servers.
- Code optimisation and testing across browsers.
- Provided SIT and UAT environment support.

Skill-set competency & Expertise

- **Functional Domain** – BFSI, Marketing, Automobile Industry, Petrochemical, Petroleum, Water Treatment Industry, Public Sector.
- **Technical Skill-Set** – Web Front End Technologies, SVN/GIT, Jenkins, Azure, SQL, ASP.NET, COSMOS, SCOPE, SSIS, Highcharts, Mobile Development, Wave Tool..

Languages Known

- English
- Hindi
- Maithili

Certifications

- MS 70-480
- MS 70-483
- MS 70-532
- MS 70-533
- Google Adwords



Aprajita Singh

Professional Experience : 6.5+ years

Since November 2016:

Technology and Application Scientist
Mettler Toledo (I) Pvt. Ltd.

January 2016- November 2016:

Officer Process Engineer
Synergia Sciences Pvt. Ltd.

June 2015– December 2015:

Trainee Process Engineer
Unimark Remedies Pvt. Ltd.

Education

M.Eng Hons. –Chemical Engineering
University of Birmingham, UK

Key Projects & Deliverables

- **Market Development and Technical support** for products PAN India and IN Asia Pacific countries. Involves working with national sales team, regional sales teams and product managers.
- **Technical training** for instruments provided to customers and Sales as well as Service teams in India and Asia Pacific countries.
- **Post- sales technical support** provided to customers in India and in Asia Pacific. Involves application consultations for customer's reactions.
- **Marketing:** Implementation of strategies for value selling and market segment specific initiatives.
- **Business Development:** Implementation of strategies from Business Unit for market organization through pipeline management and competition assessment.

Skill-set competency & Expertise

- **Functional Domain** – Market Development, Process Engineering, Plant Mapping, Technology Transfer
- **Technical Skill-Set** – Material Characterization tools such as TGA, MATLAB, AutoCad, MS Office.

Languages Known

- English
- Hindi
- Punjabi
- Gujarati

Certifications

Nil



Deeksha Agarwal

Professional Experience : 9 years

Since August 2016:

CFO and business development manager
New Bombay Paper Mills Pvt Ltd

December 2012 – January 2013:

Volunteer at **The Akanksha Foundation**

June 2012 – August 2012

Intern at **Essar Group of Companies**

June 2011 – September 2011:

Volunteer at **The Akanksha Foundation**

November 2009 – June 2012:

Article clerk at **Nolkha and Nolkha CA firm**

August 2008 – October 2009:

Article clerk at Contractor, **Nayak and Kishnadwala CA firm**

Education

CA - Institute of Chartered accountants of India

B com - Narsee Monjee College of Commerce and Economics

Key Projects & Deliverables

- Developed the export clientele for New Bombay Paper mills pvt ltd
- Rich experience in Finance and Accounts with added knowledge for setting-up businesses. Key areas are Banking, Cash Flow, Business Planning, Taxation matters, Cost control, Budgeting, Internal Audit.
- Proposals management : Cost strategy for multiple business products, client proposals, negotiations, draft agreements/work orders.
- Advisory role: Actively advising CEO for decision-making in business strategy, risk mitigation, legal matters, profitability, cost analysis, growth plans, tenders
- Other Business roles: Insurance claims, standard operating procedures, cash management, FSC certification & audits, project report & procurement (boiler and turbine power).

Skill-set competency & Expertise

Functional Domain – Leading accounts team for timely & accurate accounting, finalization of annual accounts, IT returns, monthly management reports (MIS), banking relationships, Cash Flow management, annual budgeting, client agreement negotiations & renewals, taxation matters, assessment handling, GST & service tax matters, Internal control and audits, board meetings.

Languages Known

- English
- Hindi
- Marathi
- French
- Gujarati

Certifications

- General Management & Communication Skill by ICAI



Dnyanesh Prabhu

Professional Experience : 7.5+ years

Since July 2021:

Lead – Connected Futures
Capgemini

April 2016 – July 2021:

Lead – Market and Competitive
Intelligence
Wipro Technologies

May 2015 – March 2016:

Research Analyst
Smarte Solutions Pvt Ltd

August 2014 – February 2015:

System Integration Engineer
CMC Limited

Education

B.E – Electronics Engineering

Mumbai University

Key Projects & Deliverables

- Collaborate with Business Leaders and experts to assess developments in their business environments with accurate information to enable defining strategy and boost overall growth
- Champion research and present insights about latest developments in Connected technologies to the Chief Technology & Innovation Officer
- Contribute towards investment decisions by analyzing adoption of connectivity and networking technologies
- **Deal Pursuits** : Maximized successful large deal pursuits by providing insights about the Account, Market and Competitor environment
- **Analyst Relations** : Improved Analyst Relations with Global Data, Forrester, HFS and IDC to develop a deeper understanding of industry trends, technology developments and presented insights / recommendations

Skill-set competency & Expertise

- Business Strategy & Outlook
- GTM Strategy
- Project Management
- Collaboration & Teamwork
- Process Improvement

Languages Known

- English
- Hindi
- Marathi
- Konkani

Certifications

- Certificate Program in Business Analytics



Gyan Sinha

Professional Experience : 16+ years

Since July 2011:

AGM – IT - **LPGCL - Bajaj Group**

November 2010 – June 2011:

Sr Exec L2 Corp IT - **Rolta India Ltd**

March 2008 - November 2010:

Engineer IT - **Lanco Infratech Ltd**

June 2007 – March 2008:

Founder – **KMT Training & Placement Center**

Dec 2006 – May 2007:

Sr Eng - Tech Support - **Accenture**

July 2005 – November 2006:

Engineer - Tech Support – **HCL**

Education

B.E – Electronics & Telecommunication,

RPCE, Nagpur University. Nagpur

Key Projects & Deliverables

- Headed the IT Department since 2009, implemented IT packages at Lanco Mega Power Plant at Anpara and supervised a team of 5 IT support engineers.
- Single Handedly designed and built Ultra Low Cost e-commerce platform to market products of Bajaj Family unique startup PaperKaichi
- Planned and Modified the existing IT infra of Bajaj Group to support work from home at minimal cost
- Designed and implemented multiple cost optimization models in various IT domains across group.
- Streamlined the Procurement Process to provide ease of business to our Vendors resulting better trust relations with them.
- Designed, built and operated multiple collaboration solutions over different

Skill-set competency & Expertise

- **Functional Domain** – Cost Optimization, Project Designing and Planning, Solution Optimization, Troubleshooting Problems & Creative Designing
- **Technical Skill-Set** – Network Designing, Firewall Management, VNOG Management, Desktop Support, Mac & Windows Support, Collaboration Platform Designing and Optimization
- **Soft Skill Set** – Team Motivator, Public Speaker & Presenter, Trainer, Counselor & Mentor

Languages Known

- English
- Hindi
- Telepathy

Life Achievements

- Trained and uplifted life of 3 non tech, mid level educated team members and bought them in main stream IT

Super Skills

- Directed music video for Bajaj Family
- Designed & Directed video on the life of Shri Aditya Birla
- Designed, directed and hosted live talk shows¹



Harshal Mohnot

Professional Experience : 8.5+ years

Since July 2016:

Support Engg. , Center of Expertise,
SAP Labs India Pvt. Ltd., Mumbai

July 2013 – July 2016:

Senior Officer - IT
**Kansai Nerolac Paints Ltd.(KNPL),
Mumbai**

Education

B.E – Computer Science (2009-2013)

Fr. C.R.C.E, Bandra, Mumbai

Key Projects & Deliverables

- Drive Digital Transformations for Premium Engagement Customers globally
- **Technical Quality Manager (Analytics Focussed)** to help customer in Architecture Design, Project Safeguarding, Risk assessment, Escalation Management, Contract Renewals and Consumption Review
- Planning and execution of end-to-end upgrades and migration projects for SAP Business Warehouse
- Architect, Evaluate and Support cloud migrations and adoptions
- Industry experience in Manufacturing, Banking, Telecom, FMCG, Steel, Paints and Chemical, Software Services etc.
- Data Strategy and Management to lower Total Cost of Ownership

Skill-set competency & Expertise

- **Functional Domain** – Analytics Strategy , Design & Architecture Review, Upgrade & Migrations, Data Volume Management etc.
- **Technical Skill-Set** – SAP Business Warehouse, SAP DataWarehouse Cloud, SAP Analytics Cloud, Analysis for Office and Data Intelligence

Languages Known

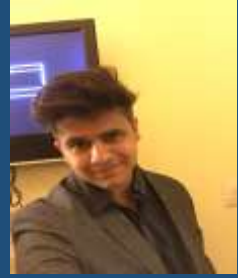
- English
- Hindi

Awards / Achievements

- SAP Catalyst 2019
- Excellence award at SAP SKOM 2019

Certifications

- SAP Datawarehouse Cloud
- Planning with SAP Analytics Cloud



Hrishikesh R Tiwari

Professional Experience : 8years+

Since May 2021:
Specialist Business Analyst
Angel One Ltd

Jan 2019 – March 2021:
Business Analyst – IT
Aditya Birla Health Insurance Pvt Ltd.

Feb 2016 – Jan 2019:
QA Analyst
GEP Worldwide

May 2013 – Feb 2016:
Product Analyst
Convergys Corp

Education

B.Sc. Information Technology
University of Mumbai

PGPMX
IIM Indore

Key Projects & Deliverables

- **Product Development and Management:** Managed and delivered various products catering to both B2C and B2B world with compelling business and user value addition. Delivered products ranging from mobile apps, web apps and desktop apps in various domains like BFSI and Supply Chain.
- **Core Competency:** Techno-Functional roles using various methodologies including Waterfall methodology and Agile methodology.
- **Proficiency:** Adept at learning new processes and Functional aspects of the organization.
- **Ownership:** Owned all requirements and the product life cycle from conceptualizing to delivery and then maintenance of the apps.
- **Cross-Team co-ordination:** Co-ordinated the product delivery across all cross-functional teams including in-house teams and vendor teams for smooth end-to-end delivery.

Skill-set competency & Expertise

- **Functional Domain** – Product Development & Management, Product Overhaul, Feature Integration, Resource Planning & Estimation, Integrated Change Control, Risk Analysis & Mitigation, Client Relationship Management, Training & Development, CrossFunctional Team Leadership, Documentation, Technical Requirements, New Business Requirements, Project Management, Vendor management.
- **Technical Skill-Set** – SQL Server, Windows and MacOS, JIRA, Confluence, Bugzilla, Planning Poker, POSTMAN, GitHub, Google PlayStore Console, iOS AppConnect, draw.io, Figma, MS-Office.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Creative Thinking and Problem Solving.
- Fraud Awareness
- Agile Methodology

Reach Me

- www.linkedin.com/in/hrishitiwari
- pxm21b2hrishikesht@iimdr.ac.in



Jahnvi Ganguly

Professional Experience : 7+ years

Since December 2020:

Manager, Corporate Social
Responsibility
HDFC Bank Ltd.

May 2017 – June 2020:

Manager – Program
**Society for Action in Community
Health (SACH)**

July 2015 - April 2017:

Program Officer
**Institute for Global Development
(IGD)**

Dec 2014 – June 2015:

Assignment based executive

Education

B.Sc. Life Sciences

University of Delhi

**PG Diploma Advertising &
Marketing**

Key Projects & Deliverables

Project Management –

- Results based management of central CSR projects of HDFC Bank Ltd scaling pan India cross-cutting various focus areas such as Skill Development; Livelihood Enhancement; Quality Education; Women empowerment; Health, Water & Sanitation; Sustainable Energy & Environment catering to multiple SDGs (Sustainable Development Goals)
- Current project portfolio upwards of Rs.60 Crores
- Project conceptualization, finance management, monitoring & documentation, due-diligence, stakeholder analysis and management
- Contributing towards development and finalization of CSR Policy and CSR Strategy.
- Undertaken on-ground implementation of livelihood and WASH (Water, Sanitation & Hygiene) projects across Punjab, Odisha and Meghalaya

Communications –

- Developing internal and external communication documents/ publications, Working on Directors' Reports, Scripting & video documentation, award applications etc.

Skill-set competency & Expertise

- **Functional Domain –** Project Development, implementation and management; Stakeholder Management; Rural Development
- **Technical Skill-Set –** Project Conceptualization & design, Research, Finance Management, Monitoring and Impact Reporting, Communications

Languages Known

- English
- Hindi
- Bengali

Training &
Exposures

- Sustainable Agriculture & Rural Development – UNITAR Cifal Jeju, Republic of Korea
- MDP on Result Based Project Management – IRMA
- Environment & Social Impact Assessment (ESIA) & Gender Mainstreaming – Bankers' Institute of Rural Development



Kishore Sanam

Professional Experience : 18+ years

Since July 2020:

Managing the Business Relationships with NBFC/FIs Clients, Acquisition of New Clients., Portfolio Buyouts, Co Lending Relationships.

Asst Gen Manager-Union Bank of India

July 2014 – June 2020:

Managing the Corporate Tax, Financial Management-Balance Sheet, GST, Service Tax, TDS, VAT matters etc.,---**Corporation Bank**

Feb 2010 - June 2014:

Credit Appraisal– **Corporation Bank**

June-2009 – Jan 2010:

Relationship Manager-Mid Sized Corporates **IDBI Bank**

Feb 2004 – May 2009

Branch Banking- **Bank of Maharashtra**

Education

ICWAI (Institute of Cost Accountants of India), **Kolkata.**

M.Sc (Animal Science), Sri Venkateswara University, Tirupati.

B.Ed, Osmania University, Hyderabad.

Key Projects & Deliverables

- **Seasoned Banker.** Handled various assignments.
- **Marketing :** Lead Generation and Sourcing the Business.
- **Corporate Banking:** Credit Appraisal, Monitoring, Relationships Management, Portfolio Buyouts, Co Lending Relationships, Micro Finance Funding.
- **MSME, Retail & Branch Banking:** Handling the Volumes, Motivating the Team for achieving the highest rate of converting the leads into business.
- **Corporate Tax & Indirect Taxation Management:** Strategic Corporate Tax Management, Implemented the GST Compliances in the Bank where transaction size is in large, Implemented Centralized Compliance of TDS and other Income Tax Matters, Financial Management and Accounting.
- **Amalgamation of the Banks:** Actively participated in the team meant for the Valuing the organization from the perspective of Bank Merger.

Skill-set competency & Expertise

- **Functional Domain** – Corporate Credit Appraisal to all segments, MSME, Retail. Managing healthy Client-Banker Relationship, Corporate Strategic Tax Planning, Financial Management, Indirect Taxation Matters, Branch Banking. Automation-Digitalization of the Processes in Banks.
- **Technical Skill-Set** – Core Competency in Accounting & Taxation, Credit Appraisal and Inviting bids /Rolling out the Software Utilities/Digitization of the process for Organization.
- **Soft Skills** – Leading the team, Communication Skills, Drafting, Problem Solving, Task Management, Team work.

Languages Known

- English
- Telugu
- Hindi
- Tamil
- Kannada

Certifications

- Associate Member of Institute of Cost Accountants of India (CMA)
- Certified Associate of Indian Institute of Bankers (CAIIB)



Vaibhav Kulkarni

Professional Experience : 9.5+ years

Since October 2020:

Assistant Manager

Flipkart India Private Limited

March 2016 – September 2020:

Senior Engineer II

LG Electronics Private Limited

June 2014 – March 2016:

R & D Engineer

Parametrik Cadsoft Solutions

April 2012 – Feb 2014:

R & D Engineer

BG LI-IN Electricals Limited

Education

B.E –Electronics and Telecommunication,
Dr. Babasaheb Ambedkar Marathwada
University, Maharashtra

Key Projects & Deliverables

- **Product Quality** : Handling product quality for Home Entertainment (Television, Monitor) products as well as managing entire product testing and validation, Product development network management.
- **Product Compliance and Process Compliance Management** : Managing product compliance testing and certification requirement like BEE (Bureau of Energy Efficiency) , BIS (Bureau of Indian Standards), WPC (Wireless Planning and Coordination), TEC (Telecommunication Engineering Center), RoHS,, Legal Metrology for Packaged Commodity Model Approvals, CDSCO etc. for Private Brands and verticals across categories. Along with product compliance managing internal quality audits, internal quality process improvements, NPD Automation Projects
- **Stakeholder (Internal and External) Management** : Coordination with Government bodies and drive Program management for new development product till product launch with internal stakeholders.

Skill-set competency & Expertise

- **Functional Domain** – Program Management, Product Compliance Management, Product Quality Management , Stakeholder Management.Process Compliance.
- **Technical Skill-Set** – Product Development, Product Testing and Validation, NCR Management, Product Compliance testing and certification, EMC Testing, Process improvement, Asset Management, Lab Management, MS-Office, Autocad, CATIA.

Languages Known

- English
- Hindi
- Marathi

Certifications

- A successful completion of short term training program covering PLC (Messung) & SCADA In touch Software.



KUMAR NANDDEV ROSHAN

Professional Experience: 12+ Yrs.

Since April 2018:

Business Analyst – Global Transaction Banking and Channel

Speartek LLC – UAE

(Client: First Abu Dhabi Bank – ABU DHABI)

June 2017 – Jan 2018

QA Consultant

Hastra Consulting – Malaysia

(Client: RHB Bank – Kuala Lumpur)

Aug 2012 – May 2017

Associate QA Lead

Maveric Systems Ltd - India & Middle East

(Client: Bank Albilad and Samba Bank – KSA, Amlak Finance – Dubai, Oracle Financial Services system – Mumbai)

Dec.2009 – Apr. 2012

QA Engineer

Infineon Webtech - India

Education

B.E – Computer Science & Engineering

Rajiv Gandhi Pradyogiki Vishwavidyalaya, Bhopal – Madhya Pradesh

Key Projects & Deliverables

Business Analysis:

- Responsible for Business Analysis Planning, Requirements Elicitation & Modelling, Stakeholder engagement & Communication, Planning & monitoring the project delivery with support on post production activities.
- Accountable for initial assessment of the proposed process - mapping 'As-Is' and arriving at 'To-Be' by doing feasibility analysis
- Followed proper "Agile" processes, conducted Product Backlog sessions to get the requirements in Definition of ready state.

Project Management:

- Managed End to End project delivery by working with Business, Product, Architects, developers and operations to ensure that the product design, implementation and deployment meets with the requirements
- Responsible for project strategy, planning and monitoring product development, technical capability, service delivery and people management during SDTC and STLC
- Responsible for effort estimations by having a discussion with the architect, developers and arriving at delivery cost with a breakdown of various phases

Skill-set competency & Expertise

- **Domains** – GTB Channel, Corporate and Digital Banking, Cash Management, Retails Assets, Syndicate Lending, Clearing (ICCS), Payments (SWIFT & UAEFTS) and Collections (eDDS)
- **Applications** – Temenos T24, ICCS, eDDS, Mysis Loan IQ 7.2, Flex Cube (FCUBS & FCDB), Cortex (FIS), RLOS & RCOS (Appian BPMS), Seibel (Oracle), Oracle Banking Platform, NGP Collections & Internet and Mobile banking applications
- **Project Management tools** – JIRA, HP ALM 12.02 and 11.5 and QC 10.0

Certifications

- **PSPOI** – Profession Scrum Product Owner I
- Scrum Master & Scrum Product Owner Accredited Certification
- **ISTQB** – Foundation Level

Language Known

- English
- Hindi



Manoj Shinde

Professional Experience: 22+

Since April 2019:
Business Head – Protein/Poultry. Vista-OSI Group.

July'15 to Jan'19
Unit Head- Pernod-Ricard India.

Sept'12 to Jun'15
Factory Head – Godrej Tyson.

Nov'10 to Aug'12
Plant Technical Head – General Mills India.

Mar'09 to Nov'10
Project Head. PepsiCo India – Bangalore.

Feb'00 to May'07
Production Executive – ACG Worldwide.

Education:

PGDBA - Operations Management, Symbiosis, Pune.

B.E. - Industrial Engineering from Indian Institute of Industrial Engineering, Mumbai.

Diploma - Mechanical Engineering from Govt. Polytechnic.

Key projects & Deliverables:

- Performed senior leadership role for 10+ years in reputed Food & Beverage Global leading MNC's like OSI, Pernod, Godrej- Tyson, PepsiCo, General Mills & ACG Worldwide.
- Currently working as a Business head- Protein/Poultry. Responsible for P&L, Business/Functional & growth strategy. A member of Global Sustainability council & Global EHS task force.
- Commencing Industry 4.0, Artificial Intelligence & IoT implementation to be ahead in the segment.
- In an earlier role of Technical Head-Pan India, Responsible for multi-location operations & Central projects.

Major Accomplishments:

- **Turning around the business:** From negative EBIT to positive EBIT in FY 13 through Lean manufacturing practices in one of the plant handled.
- **Safety award:** Awarded for achievement of zero LTA during the project work of close to 2 years with 280+ people working in PepsiCo.
- **PRIDE:** Prestigious winning team award in for completing a project on “Integrated Supply Chain” in Pernod.
- **Global Manufacturing Excellence award:** Conducted by PR, France Academy in Pernod.
- **Championship Award:** Received in the Innovation Category in F12 Annual Rollout in General Mills India Ltd.
- **Productivity & Downtime:** From 78% to 92% and from 14% to 3% through MTTR & MTBF in ACG.
- **Change over time:** From 8 to 2 hrs by Kobetsu Kaizen, P.D.C.A. SMED & Ishikava Diagram in ACG.

Skill-set competency & Expertise:

Business turnaround expert. Operations, Supply chain & Projects management. Strategy management, TPM, Op. Excellence & Lean manufacturing. Industry 4.0, IIoT, AI/ML, Digital Transformation. Liaison with Labour, Pollution control, Fire, FSSAI, Legal Metrology, Excise & Industrial Development Corporation.

Languages:

English
Hindi
Marathi

Core Strengths:

Leadership, Foresight, Adaptability, Critical thinking, Reliability, Emotional intelligence, Passion, Resilient, Optimistic & Team player.

Certificates:

- Certified residential Program at IIM, Bangalore campus.
- Jury member in the “CII Digital transformation award 2021”.
- CII/TUV Certified Industry 4.0 assessor.
- Eminent speaker & Panellist on Operational Excellence/Asset integrity
- Lead Auditor FSSC: 22000.



Mansharan Singh Baveja

Professional Experience : 6+ years

Since May 2019:

Assistant Manager – Taxation
Accounting

**TATA AIA Life Insurance Company
Limited**

June 2015 – August 2018:

Manager – Audit & Taxation

Shailesh Narang & Associates

June 2012 - May 2015:

Article Assistant

Shailesh Narang & Associates

Education

CA – IPCC Gr I

Institute of Chartered Accountants
of India

M.Com. – University of Mumbai

B.Com. – University of Mumbai

Bhavan's College, Haji Rashid Jaffer
College of Commerce

Key Projects & Deliverables

- Initiating and handling key automation projects with respect to NRI Tax compliance and returns.
- Handling Core Tax compliances of the company – TDS payments and returns, FATCA/CRS returns, Income tax returns, Transfer pricing report and return, Profession tax payments, GST payments and returns.
- Handling Internal Audit of tax processes, preparation of SOPs and verification of content for online tax blogs of the company.
- International tax due diligence and issuance of foreign remittance certificates.
- Compilation of Income tax data for assessment and litigation and co-ordination with consultants.
- Preparation and filing of income tax returns of various entities and consulting on investment management and planning.
- Recruiting and training accounts personnel based on client business requirement and setting up computerised accounting for small enterprises.
- Preparation of financial statements, tax computations, financial reports and accounting models for different entities.

Skill-set competency & Expertise

- **Functional Domain** – Business Process Automation, Project Management, Tax Compliance, Due Diligence, Audit, Documentation and Process Building, Income Analysis and Tax Planning, Market analysis and Investment planning, Recruitment and training.
- **Technical Skill-Set** – SAP, Tally 9 ERP, Income tax Java utility, GST, MS Office, Tax packaged software .

Languages Known

- English
- Hindi
- Punjabi
- Marathi

Certifications and Awards

- Project Management Professional (PMP)[®] Workshop Certification
- Outstanding Service & Consistent Achievement Recognition Award



Om Margaj

Professional Experience : 5.5+ years

Since January 2020:

Senior Manager,
Product Line – Small Commercial
Vehicles

Tata Motors Ltd, Pune

August 2017 – January 2020:

Senior Manager, Quality
Tata Motors Ltd, Ahmedabad

August 2016 - August 2017:

Graduate Engineer Trainee, Quality
Tata Motors Ltd, Ahmedabad

Education

B.Tech – Mechanical Engineering

Indian Institute of Technology,
Gandhinagar, Gujarat

Key Projects & Deliverables

- **Project Management** : Project management for introduction of new product in small commercial vehicle segment (maxi truck, pickups) within given cost, quality and timeline requirements.
- Coordinating cross functional team of Design, Purchase, Manufacturing, Quality and Service functions to achieve the cost, quality and timeline requirements of the product.
- **Quality** : Quality target achievement for vehicles through product audit processes and root cause analysis methods

Skill-set competency & Expertise

- **Functional Domain** – Automotive Project Management
- **Technical Skill-Set** – Structured Problem Solving (SPS) method for root cause analysis of quality issues

Languages Known

- English
- Marathi
- Hindi

Certifications



Mohd Faizan Khan

Professional Experience : 17+ years

Since Jan 2018:

Vice President - Automation
Department Head (HOD)

AQM Technologies

Apr 2015 – Jan 2018:

Sr. Consultant Quality **GlobalLogic**

September 2009 – Apr 2015:

APM(Assistant Project Manager)

SDG Software India Pvt. Ltd.

April 2007 – Sep 2009:

Sr. Test Engineer **NIIT Technologies**

Jan 2005 – April 2007:

Test Engineer BMR Infotech, Jinvani
Systech

Education

MCA–AKGEC Ghaziabad (U.P) UPTU

Key Projects & Deliverables

- Department head, Responsible for Annual Operation Planning, Budget allocation, People management, & Client servicing.
- Handling multiple projects offering Test automation solutions in BFSI, (Banking, Capital, And Insurance domain) and non BFSI domains .
- Develop a growth strategy focused on financial gain and customer satisfaction.
- Identify where changes are required. evaluate the impact, and advise Stakeholders about the implications and consequences for the business.
- Actively support and engage with experts and Stakeholders to ensure continuous improvements are identified through review and benchmarking processes.
- Operates as a specialist and consultant on all aspects of software testing and gives advice to both client/user and management to determine the most appropriate testing strategies for Banking, Insurance & Capital domain projects within the constraints.
- Ensure adherence to agreed standards and good practice in the development, and systems testing for the integration of one or more software products

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, RFP preparation ,Estimation and Solution designing, and Client management.
- **Technical Skill-Set** – Selenium, Java, TestNG, Maven, CI/CD, DevOps, UFT, TOSCA, Test Complete, UI-Path, Appium, Restassured, GIT, Jenkin. Desktop App, Mobile App, API's , Microservices automation testing. Cucumber, Specflow , Modular, Keyword driven, and Data driven.

Languages Known

- English
- Hindi
- Urdu

Certifications

- Automation – ISTQB (Foundation)
- PMP (Simplilearn)
- SAFe Agile



Pankhuri

Professional Experience : 5 years

Since September 2019:

Consultant
Capgemini

September 2016 – September 2019:

Network Analyst in Ericsson India
Global Services Ltd

Education

**B.TECH in Electronics & Communication,
Sikkim Manipal Institute of Technology**

Key Projects & Deliverables

- Responsible to deliver complex high-quality reports and dashboards to clients response to varying business requirements.
- Creating paginated reports and complex reports involving Sub Reports, Matrix/Tabular Reports, charts and graphs.
- Working also as a support resource in Agile JIRA Project.
- Developing visual reports, dashboards and KPI scorecards using Power BI desktop. Tracking Incidents/service tickets in the OMNI Tracker tool as per SLA/WLA.
- Implement agile management ideals by facilitating exercises such as sprint planning and team leading standups.
- Enact delivery upon completion of projects and ensure that delivery adheres to agile practices maintained by the company.
- Attending to the queries and request of the client and fixing the issues or the report in case of an issue in the aggregate data showcased in the report.
- Perform certain business logic, calculations, and aggregations to show the data extracted from the raw files meaningful to the end users.
- Record incident summary, action performed & handling emergency restoration logging in to customer network.
- Post recovery, analyze logs, reproduce & involve right stakeholder, escalate for fix

Skill-set competency & Expertise

Technical Skill-Set – Data cleaning /Data Visualization/Data Normalization & Data extraction ,Linux, UMTS/LTE(4G), Power BI, JIRA tools, MySQL, Tableau

Languages Known

- English
- Hindi
- German(A1)

Certifications

- Agile with Atlassian Jira Certification
- Microsoft Power BI Certification from Udemy



Rahul Bansal

Professional Experience : 15+ years

Since October 2018:

Assistant Vice President, **TATA Motors Insurance Broking & Advisory Services**

August 2013 – Oct 2018:

Assistant Vice President, **MARSH & MCLENNAN**

Aug 2013 - Jul 2014:

Strategic Alliance & Product Development
LOYLTY REWARDZ MNGT PVT LTD

Nov 2011 – Aug 2013:

Senior Manager, Property Underwriter
ICICI Lombard General Insurance Co.

Jul, 2006 to Jun, 2009

Senior Technologist, Royal Dutch Shell

Education

B.Tech, Chemical Engineering, IIT Kharagpur

Fellow, Insurance Institute of India

Key Projects & Deliverables

- **Business Development and Relationship Management** having engagement with CXOs of Corporates.
- Core Competence of building organization through sales processes and service delivery model.
- Maximize organization revenue through Cross Sell and Upsell while serving as **Key Account Manager** for large corporates
- **Extensive consulting** in Property & Casualty and Liability line of Insurance.
- **Due diligence and risk advisory** for lenders for their prospective mergers and acquisitions with relation to insurable risks.
- **Claim Advisory** for large property and liability claims.
- **Product Development** - Direct to Customer retail portals for B2C business.
- Mid terms to long term project management in manufacturing facilities.
- Played crucial role of **project engineer** for many strategic projects of organizations spanning across career.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Key Account Management, Sales & Relationship Management, Consulting and Product Development.
- **Technical Skill-Set-** Property & Casualty line of Insurance, Liability line of Insurance, Underwriting, Claim Advisory, Product Development (D2C)

Languages Known

- English
- Hindi

Certifications

Fellow, Insurance Institute of India



Rahul Khanvilkar

Professional Experience : 8.5+ yrs.

Since August 2017:

Manager – Group SHEQ (Safety, Health , Environment & Quality) Support Center
Azelis India Pvt. Ltd.

September 2016 – August 2017:

Business Consultant & Safety Data Sheet (SDS) Expert
Lisam Systems India Pvt. Ltd.

June 2015 - September 2016:

Senior Process Associate
Tata Consultancy Services

September 2013 – June 2015

Head of Department (Biotechnology)
**Karmaveer Bhaurao Patil College, Vashi
(Affiliated to University of Mumbai)**

Education

M.Sc. Environmental Science

S.I.E.S. College of Arts, Commerce & Science,
Nerul (Affiliated to University of Mumbai)

B.Sc. Biotechnology

Karmaveer Bhaurao Patil College, Vashi
(Affiliated to University of Mumbai)

Key Projects & Deliverables

- **Digitalization:** Planned & Implemented digitalization initiatives to improve process efficiency of master data management & sustainability of global operations.
- Successfully Implemented EHS Management software (Safety Data Sheet Authoring & Labelling)
- **Project Management (Merger & Acquisition):** Expertise in project management for integration of ERP & regulatory due diligence.
- **People Development & Team Building :** Managing a team of 50+ regulatory specialist
- **Business Development & Client Support:** Responsible for business development of EHS management software & technical support for chemical regulation management.
- **Global Regulatory Change Management:** Responsible for managing documentation update due to change in regulations for Fortune 500 Chemical Manufacturing company.

Skill-set competency & Expertise

- **Functional Domain** – Product Stewardship & Product Safety, Master Data Management, Digitalization, Project Management, People Management and Training
- **Technical Skill-Set** – Project planning, Quality Assurance and Chemical Regulatory Affairs

Languages Known

- English
- Hindi
- Marathi

Certifications

- Classification and Identification of Dangerous Goods in accordance with UN-RTDG guidelines - DGM India



Sanjeet Chaturvedi

Professional Experience : 7+ years

Since August 2019:

Manager – Sales & Accounts

Adrie Marine Electronics Solutions Pvt Ltd.

May 2019 – July 2019:

Senior Sales Executive

SSBA Innovations

April 2015 - April 2019:

Flight Operations Assistant

Jet airways India Ltd.

Education

B. Tech – Automobile Engineering,
Uttar Pradesh Technical University

Key Projects & Deliverables

- Defence project bid planning, exploring the details of the required criteria of the documents/equipment.
- Development and Improvement of Quality Standards, Business Proposals and Company Growth. Proposal presentation with ship owners.
- Relationships/authorization with new major Marine OEMs and vendors for business development.
- Export/Import business development, vendor network establishment.
- **Proposals management** : Negotiation with ship owner & ship manager regarding the budgetary contract & other sales opportunities. Questionnaire preparation/discussion for Defence tender pre-bid meeting.
- **Marketing** : Lead Generation, Content & E-mail Marketing, Business Unit Strategy planning. Identify the prospects and make a go-to-market plan.
- **Operations** : Locate and define new process improvement opportunities. Monitor team performance and report on metrics.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Competitive Bidding Solutions, E-tendering, Vendor management, Supplier service network management & expansion, Export/Import account management
- **Technical Skill-Set** – MS Office, Sabre, Netline

Languages Known

- English
- Hindi
- Marathi
- Punjabi

Certifications

- DGCA Approved Flight Dispatchers' Ab-Initio Training for B737



Siddharth Maheshwari

Professional Experience : 8+ years

Since September 2021:

Vice President & Head (Product & Business)

CredAvenue Private Limited

March 2018 – August 2020:

Director Growth - Amity Online & Founder - Amity Future Academy

May'16–Nov'17

Director of Growth

UpGrad Education Private Limited

Oct 2014 – September' 2016:

Co Founder & Director Growth
Pickingo LogiExpress (Acquired by Shadowfax Technologies)

Education

B.Tech– Computer Science & Engg (07-11)

Rajasthan Technical University

Management in Entrepreneurship ('13)

IIM Bangalore

Key Projects & Deliverables

- Worked at CAG - Citizens for Accountable Governance with Prashant Kishor in run up for 2014 General Elections (Projects: Chai Pe Charcha, Modi in 3D)
- Co-Founded - Pickingo (Reverse Logistics Firm) raised \$1.3M USD from VCs and further got acquired by ShadowFax Technologies
- Scaled up business for UpGrad, as a first growth head - led the business fro zero to 100cr revenue
- Worked for Amity Education Group to setup emerging tech online education vertical and led business and product from zero to 120cr+
- Currently responsible for non-linear growth at CredAvenue - India's largest debt marketplace

Skill-set competency & Expertise

- **Functional Domain** – Product Growth, Business Growth, Growth Marketing
- **Technical Skill-Set** – Wireframes, BRD, Marketing automation tools, CRM - Hubspot, Salesforce,
- **Product & Marketing Tools Experience** - Google Analytics, Facebook Ads, Jira, Balasimq, Mixpanel, InVision, Appsflyer

Languages Known

- English
- Hindi

Publications / Certifications

- Author - The Billion Minds - India's Quest to train a billion workforce (Published by BPB)
- Author at various blogs and forums like Analytics India Magazine, Startup World, CA India Club
- 40 under 40 in EdTech in India
- India's top 30 higher ed professional