



Abhishek Dhar

Professional Experience : 14 years

Since March 2024:

Electronic Sales trader (Institutional)
ICICI Securities

November 2016– Feb 2024:

Executive Director /Regional Specialist
Goldmans Sachs India Securities Pvt Limited.

Prior ::

Equities IT , Front office Technology
Nomura financial advisory Securities India Pvt Ltd.

Developer in **Tata Consultancy Services** for product TCS BaNcS Securities Trading (matrix)

Education

B.Tech – Information Technology
Gandhi Institute of Engineering and Technology.

Industry Experience

- In my current role, I am managing DMA desk for Institutional Sell Side broker servicing a host of FIIs, Hedge Funds, Short Term Speculators, Long Only Funds, Index Arbitrage Funds, Directional Players and Domestic mutual funds.
- In my previous role, I was Chief Technology officer managing Goldman Sachs India franchise office from all Engineering aspect.
- Core Competence in algorithmic trading and in high frequency trading(HFT).
- Expertise in setting up end to end technology system solution, process and work flow for the broker -dealers trading entity.
- Managed various Front Office and Middle Office applications, with hands-on technical knowledge and deep finance knowledge on various asset classes making me a unique techno-functional human asset for a Banking firm.
- Strong experience in handling regulator s and regulatory audit/Inspection for a broker dealer entitiy I,e, System/SEBI/NSE/BSE.

Skill-set competency & Expertise

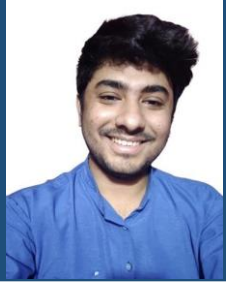
- **Functional Domain** – Securities Trading,Project Management, Technology audit, Managing Compliance & Legal, Business analyst, Vendor management, Stake holder management.
- **Technical Skill-Set** – High frequency algo trading, technical analysis of stock, Bloomberg,C++, Python, Unix, Database query languages.

Languages Known

- English
- Hindi
- Bengali
- Odia

Certifications

- NISM – Securities operation and Risk management, Series VII
- NISM – Equities Derivative, Series VIII
- ITIL Foundation- 4



Abhishek Jha

Professional Experience : 6 years

Since April 2023:
Full Stack Engineer

May 2021 – April 2023
Front end Engineer
BrowserStack

May 2019 – May 2021:
Frontend Engineer
VSH Solutions

Oct 2018 – May 2019:
Associate Software Engineer
Accenture Pvt Ltd

Education

B Tech (Computer Science Engineering)
Atharva College, Mumbai University

Key Projects & Deliverables

- My career is built on a strong foundation of leadership, collaboration, and problem-solving. I've consistently played a pivotal role in driving projects forward by effectively leading teams and aligning stakeholders toward common goals. My ability to communicate clearly and manage expectations has been key to delivering successful outcomes, especially when implementing new features and frameworks that significantly improved user engagement and customer satisfaction.
- I pride myself on my ability to build strong, cross-functional relationships. By working closely with product managers, engineers, and other stakeholders, I've ensured seamless integration and functionality across projects. My focus on customer-centric solutions has enabled me to identify and resolve challenges efficiently, reducing downtime and enhancing product reliability.
- Adaptability and continuous learning have also been crucial in my journey. I've pursued advanced certifications and developed a keen business acumen that complements my technical expertise. This blend of skills has allowed me to stay ahead of industry trends and effectively guide my teams through complex challenges, always with a focus on driving performance and innovation.

Skill-set competency & Expertise

- **Functional Domain** – Strategic planning, resource allocation, decision making, risk management, process optimization, customer relationship management, cross-functional collaboration, agile methodologies, product innovation, data-driven decision making, performance monitoring, conflict resolution, continuous improvement, mentoring and coaching, change management.
- **Technical Skill-Set** – JavaScript, React, VueJS, Ruby on Rails, NodeJS, Python, SCSS, Ruby, Yii PHP, Terraform, AWS, Unity3D, Salesforce Lightning, App Components, Jira, Figma, Amplitude, Typeform, Confluence, LaunchDarkly, Hotjar.



Abhishek Mane

Professional Experience : 7.5+ years

Since Jul 2021:
VP Technology
5Paisa Capital Ltd

August Jun 2019 – Jul 2021:
CTO
Futurewise Technologies Pvt Ltd

Oct 2016– May 2019:
Co-founder
Ayurconnect- Doctor social network

Oct 2014– September 2016:
Co-founder
Superdoc App- Online doctor tele-consultation

Nov 2012 – Oct 2014:
Co-founder
Dawa.in

Education

B.E – Computer Engineering
Mumbai University
M.S – Computer Science
NYU

Key Projects & Deliverables

- Built a web and SMS drug search engine of 100K+ drugs, their indications, side-effects, contradiction, precautions and price comparisons
- Built a doctor consultation application serving 65+ countries. Raised an angel round from TLabs, Times Internet.
- Built a multi-lingual doctor social network for Ayush professionals. Raised 4 Crores from US based VC, Roundglass Partners
- Conceptualized and implemented india's first personal finance social network, assisting novice investors with right set of advice
- Leading the vision of technology landscape transformation, we ensure unparalleled high availability and low latency, shaping a future where seamless connectivity becomes the norm

Skill-set competency & Expertise

- **Functional Domain** – Technology Strategy, Project Management, IT Operations, SDLC, Product Roadmap, Infrastructure and, cloud management
- **Technical Skill-Set** – System Design, Agile Framework, Devops, Software Development

Languages Known

- English
- Hindi
- Marathi

Certifications



Ankita Jain

Professional Experience : 17+ years

Since July 2010- Present

Data Engineering Management & Governance Associate Manager

Accenture India Pvt Ltd

January 2010 – July 2010: Analyst
HSBC Data Processing Unit

October 2006- January 2010:
Consultant
Capgemini India Pvt Ltd

Education

B. Tech – Electronics and Communication Engineering
MANIT Bhopal

Post Graduate Program in Data Science and Business Analytics -
University of Texas and Great Lakes.

Key Projects & Deliverables

- With extensive IT experience in Business Intelligence projects, I design and develop reports for business management to support process analysis..
- Delivered projects using Agile, Kanban and Waterfall models.
- Expertise in SQL and data warehousing.
- Managed Team across geography including worked as onsite lead from USA for 4 years.
- Worked on data science projects and analysis using python and data models – predictive modeling machine learning, data mining
- **Resource/Demand management :** Efficient allocation and optimization of resources, for upcoming projects and evaluate resource.

Skill-set competency & Expertise

- **Functional Domain** – Pharmaceutical, Banking, Insurance and Capital Market
- **Technical Skill-Set** – IBM Cognos, SQL, Unix, MS SQL, SAB BO, Informatica, MSTR, Tableau, Python, Machine Learning, Statistics, Data Modeling, Oracle, Teradata, MS SQL 2007, Sybase, SQL developer

Languages Known

- English
- Hindi

Certifications

- IBM Cognos Report Author
- Azure AI -900
- Mongo DB AI Associate
- AI for Everyone



Apurva Sharma

Professional Experience : 11+ years

Since December 2023:

Delivery Manager
BayRock Labs

July 2022 – Dec 2023:

Project Manager at **Zensar Technologies**

June 2015 - June 2022:

Business Analyst & Scrum Master
Zensar Technologies

Nov 2013– May 2015:

Software Engineer
Zensar Technologies

Education

B.E – Computer Science Engineering

GH Rasoni College , Nagpur University

Key Projects & Deliverables

- **Delivery Management:** Ensuring the successful execution of complex projects that drive business value and customer satisfaction, with a strong background in project management, team leadership, and client engagement
- **People Management :**Leading cross-functional teams, managing stakeholder relationships, and overseeing the entire project lifecycle—from initial planning to final delivery.
- **Delivery leadership** for launching a new product, optimizing existing systems, and implementing cutting-edge technology solutions for both my clients and my organization
- **Strategy :** AI Evangelist and Transformation Leader for internal and external AI Initiatives

Skill-set competency & Expertise

- **Functional Domain** – Project Management & Agile Methodologies, Cross-Functional Team Leadership, Client Relationship Management, AI Integration & Emerging Technologies, Risk Management & Mitigation, Budgeting & Resource Allocation, Process Optimization & Continuous Improvement
- **Technical Skill-Set** – Scrum Master, Data Analytics and Reporting – Tableau, PowerBI, Informatica, PL-SQL, Web design and development – Figma, HTML, CSS, MS Office Suite

Languages Known

- English
- Hindi
- Marathi

Certifications

- Certified Scrum Master
- Certified Power BI Data Analyst
- Google Project Management Professional
- Google UX Design Professional



Dr. Deepak Bungler (MD)

Professional Experience : 24+ years

Since Nov 2021:

Cluster head, Medical Affairs, India
Intas Pharmaceuticals Ltd.

Apr 2020- Oct 2021:

Lead, Medical Affairs & Clinical Development, India
Torrent Pharmaceuticals

Dec 2014 – Mar 2020:

Assistant General Manager, Medical Affairs &
Clinical Research, Oncology, India
Intas Pharmaceuticals Ltd.

Jan 2011 – Dec 2014:

Senior Medical Advisor, India & Emerging Markets
Fresenius Kabi, India

Sep 2008 – Dec 2010:

Regional Medical Advisor
Merck Sharp & Dohme (MSD) India

Education

M.D. Biophysics

AIIMS, New Delhi,

MBBS

GMCH, Chandigarh

Key Projects & Deliverables

- Responsible for devising medico-marketing strategies of Oncology, Hematology, Critical care, Nephrology & Gynecology business areas at Intas.
- Presented data at National & International conferences in Oncology, Nephrology & Gynecology.
- Generated 40+ real world & clinical trial publications on various products.
- Leading one of the largest real world, registry study in patients with lymphomas across India.
- Developed and executed Medico-marketing & KOL engagement strategies for assigned therapeutic areas in accordance with Commercial plan.
- Responsible for New Product Planning (NPP), evaluated 100+ products for Indian & International markets.
- Executed 20+ real-world evidence (RWE) and investigator- initiated studies (IIS) and data presentation/publication plans for the portfolio.
- Developed 30+ Antimicrobial protocols for rationalizing the use of antibiotics in India.
- Lead the pre- and post-launch medical activities for 20+ products.
- Leading a robust team of medical advisors & medical writers.

Skill-set competency & Expertise

- **Functional Domain** – Medico-marketing, Clinical Development, Real world data generation.

Languages Known

- English
- Hindi
- Punjabi

Certifications

- Professional Certificate Program in Marketing & Sales Management, IIM Kozhikode



Donald Menezes

Professional Experience : 12+ years

Since June 2022:

Capacity Planner, Global Operations Supply Chain, **DSM-Firmenich**

March 2021 – May 2022:

Assistant Manager – Production, Dahej, **Rossari Biotech**

March 2019 – March 2021:

Production Executive
Rossari Biotech

August 2011 – January 2018:

Production Executive,
Hextar Unitop Sdn Bhd, Malaysia

Education

B.Tech Oils, Oleochemicals and Surfactants

Institute of Chemical Technology, formerly known as UDCT

Key Projects & Deliverables

- Responsible for production planning of 1000+ perfumes for Dahej manufacturing facility.
- Responsible for creating weekly and monthly production plan and modifying it as and when necessary.
- Consistently maintained customer service targets of over 95%
- Responsible for collaborating with customer experience teams in Barcelona, material planning teams and site manufacturing team to address supply issues and capacity constraints.
- In Rossari Biotech, achieved daily production target of 150 tons in which products included were textile auxiliaries for both local and export market, home, laundry and sanitation, and water treatment.
- Managed the workloads of 20 operators and supervisors that included daily meetings, trainings, EHS etc.
- In Hextar Unitop, I was responsible for production, procurement, sales and customer support including technical support. Also responsible for setting up & commissioning of a new surfactant production facility with yearly capacity of 3,000 MT

Skill-set competency & Expertise

- **Functional Domain** – Supply Chain Management, Operations Management, Procurement, Logistics, Customer Experience
- **Technical Skill-Set** – Kinaxis Rapid Response, SAP ECC R3, MS Office.

Languages Known

- English
- Hindi
- Marathi



Harshmee Gada

Professional Experience : 7+ years

Since June 2023:
Senior Research Manager
KANTAR

January 2022- June 2023
Associate Consultant
Universal consulting Pvt Ltd

October 2018– January 2022:
Senior Manager
Adali Consulting Pvt Ltd

July 2017 – May 2018:
Equity Advisor
Motilal Oswal Ltd

Education

Bachelor of Management Studies
MKS College – Mumbai University

Key Projects & Deliverables

- Establish and maintain strong relationships with clients, understanding their business needs, and providing strategic advice and insights.
- Manage and oversee multiple research projects, ensuring they are delivered on time, within budget, and meet quality standards
- Translate research data into actionable business insights that help clients make informed decisions
- Develop and present research proposals that clearly outline objectives, methodologies, timelines, and costs
- Deliver insightful and impactful presentations to clients that highlight key findings and recommendations
- Produce detailed research reports that summarize data, analysis, and strategic recommendation
- Identify opportunities for innovation in research methodologies and contribute to the growth of the business through new ideas and approaches

Skill-set competency & Expertise

- **Functional Domain** – Developing Research Frameworks, Survey Design and Data Collection, Sampling and Data Quality Management
- **Technical Skill-Set** – Quantitative Research, Qualitative Research, Survey Programming Tools

Languages Known

- English
- Gujarati
- Hindi
- Marathi

Certifications

- NISM – Series VIII and Series-V-A



Kirti Chugh

Professional Experience : 6.5+ years

Since October 2021:
Program Quality Integrator
John Deere India Pvt Ltd

November 2019 – October 2021:
Supplier Quality Assurance
Suzuki Motors Gujarat

January 2018 – October 2019:
Manufacturing Quality Engineer
Avtec Ltd

Education

B.E –Mechanical Engineering
Chameli Devi Group of Institutions ,
Indore

Key Projects & Deliverables

- Leading and executing Quality integration activities for compact utility Ag-tractors in Product delivery programs
- Led critical initiatives like New Product sample First Pass Yield improvement, Digitization of metric dashboards, Women in operation , wage employee development
- Collaborated with suppliers across India to develop automotive manufacturing parts of various commodities like casting, forging, sheet metal and proprietary parts.
- Drove Process Improvement and Cost optimization through vendor benchmarking and efficiency enhancements.
- Digitized part inspection by introducing e-gauging and Wi-Fi enabled gauges connected to ERP systems, saving 12 manhours/day
- Led parts improvement program for safety and MBR complaint systems of automotive powertrain.

Skill-set competency & Expertise

- **Functional Domain** – New Product Development, Supplier Quality Assurance, Vendor development and management
- **Technical Skill-Set** – Problem solving skills, SAP QM, Statistical Process control, Quality management system and COEP audits, FEA tools(Ls-Dyna, NASTRAN & Optistruct, Hyper mesh)

Languages Known

- English
- Hindi

Certifications

- Six Sigma Green Belt Certified, IASSC
- AutoCAD certified professional
- Altair Hypermesh and optistruct certified
- Electric vehicle specialist certified, ARAI



Krunal Sharma

Professional Experience : 17+ years

Since June 2023:

IT Manager PMO &
Strategic Innovation Management,
Burns & McDonnell India

Dec. 2008 – May 2023:

Sr. Technical Manager (Engineering
Solutions), **Neilsoft**

Jan. 2007 – Dec. 2008:

Design Engineer
Praj Industries limited

Education

**BEng – Mechanical and
Manufacturing Engineering (Hons.)**

University of Portsmouth, UK

**(EPDT) Executive Program in Digital
Transformation**

Indian Institute of Management, Indore

Key Responsibilities

- Overall IT Portfolio and Project Management Office leadership for solution deliveries to global practices and internal corporate functions.
- Enterprise-wide Digital Innovation program management.
- Capacity planning and maximization of IT staff utilization.
- Partnering with Business to explore, evaluate and conduct pilots for Emerging technologies to support Digital transformation roadmap.
- Coaching and mentoring development teams on adoption and management of agile delivery model.

Skill-set competency & Expertise

- **Functional Domain** – Technology Consulting, Design thinking & Innovation, Project Management & Product Management.
- **Technical Skill-Set** – Solution blueprinting (As-Is/ To be), Presales, AI Agents, RPA, Custom application development, Design automation, Digital twin, Digital thread, BIM, AR/ VR/ MR, PLM, analytical-problem solving, high impact decision making skills and Entrepreneurial drive for business excellence.

Languages Known

- English
- Hindi
- Gujarati
- Marathi

Certifications

- Leading digital transformation and innovation.
- IEng. Professional registration.
- Contact PLM administrator.
- Palantir foundry



Kshitij Raj Gupta

Professional Experience : 18+ years

May 2022- Present – Sr. Vice President, JPMorgan India

Jan 2017 – Apr 2022 – Vice President, JPMorgan India

Jan 2013 – Jan 2017 – Assistant Vice President, JPMorgan India

Mar 2009- Jan 2013 – Associate, JPMorgan India

Sep 2005- Mar 2009 – Software Engineer, TCS

Education

B.E – Compute Science and Engineering

Samrat Ashok Technological Institute, Vidisha.

Key Projects & Deliverables

Current

- ❖ Managing Generating start of day Risk and P&L for ~1 million instruments pricing 400 risk scenarios each using grid computing.
- ❖ Manage market data consolidating form multiple avenues like Bloomberg, Moody etc.
- ❖ Onboard new equities instruments taking requirement from Trading.
- ❖ Designed Risk management system for Equities trading exotic providing low latency trading.
- ❖ Responsible for CCAR regulatory reporting
- ❖ Migrated 10 million worth of on-premise hardware to AWS cloud infrastructure realizing overall saving of \$2.4 million.

Past

- ❖ Part of team delivering front office and back office Institutional broking applications across multiple brokers like ICICI, HDFC, Axis, Goldman and JPMorgan.
- ❖ Implemented models for calculating counterparty risk exposure using Monte Carlo method.
- ❖ Managed convergence with 20k monte-Carlo iterations and stress scenarios
- ❖ Responsible for implementing Basel and Volcker regulatory reporting.
- ❖ Created Risk management system for credit trading which stored and processed 3 billion Greeks everyday

Skill-set competency & Expertise

- ❖ Functional: Equities and Credit Risk management, Institutional broking, Regulatory reporting like Basel 2, Volcker, CCAR etc.
- ❖ Technical Skill set – Monte-Carlo modelling, risk Greek calculations, contract note calculations
- ❖ Software Skills – Java, Python, Perl, RDMS, MongoDB, Kafka, AWS

Languages Known

- English
- Hindi

Certifications

AWS Certified Cloud Practitioner certification



Kunal BANGAR

Professional Experience : 10+ years

Since June 2023:
BD Manager - IN, SEA, ANZ (Automotive), &
BD Manager and Technical Service - India (All markets).
Arkema Chemicals India Pvt. Ltd.

February 2020 – June 2023:
Business Development Manager - India (HPP BU) &
Technical Service
Arkema Chemicals India Pvt. Ltd.

Feb 2018 - Dec 2019:
Key Account Manager - South India (all markets)
DSM India Pvt. Ltd. (Engineering Plastics)

Mar 2015 – Feb 2018:
Key Account Manager - Industrial Market
DSM India Pvt. Ltd. (Engineering Plastics)

Aug 2014 – Feb 2015:
Management Trainee - Sales & Marketing
DSM India Pvt. Ltd. (Engineering Plastics)

Education

B.Tech. – Polymer Engineering and Technology
Institute of Chemical Technology (erstwhile UDCT
Mumbai)

Key Projects & Deliverables

- **Business** : Generated New BD pipeline with a volume growth resulting in 2X of current business volume to be delivered in next three years.
- Currently responsible for generating \$2.5m commercial new business YoY.
- Identified, mapped and managed key Tiers of a leading 2W manufacturer in India to generate additional business of \$0.35m per year.
- Managed highest margin generating region contributing approximately 25% GM and 15% Revenue to India business.
- **Marketing** : Participation in Industry level conferences, networking for effective Lead Generation, Business Unit Strategy planning.
- **New Product Development** : Identifying product portfolio gaps, Generating value proposition, Creating relevant business case, coordinating with global product development team, leading stage gate process for identified NPD.
- **Technical Service** : Understanding and Resolving customer complaints, leading change management at customer, supporting PPAP activities, leading customer trials.
- **Channel Partner management** : Managing and supervising BD activities at channel partner, creating effective business growth strategies, Identifying new geographies for business growth, Personnel training and skill updation.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Competitor Analysis, E-tendering, Marketing, Distribution management, Customer relationship building, value chain management, New Product development
- **Technical Skill-Set** – Plastics Engineering, Coatings solutions, Adhesives, Moldflow, Composite materials, Metal-to-Plastics conversion, Plastics Processing technologies - Injection molding, Extrusion molding, Roto-molding, Filament extrusion, Additive manufacturing / 3D Printing.
- Softwares - Salesforce, Power BI, MS CRM, MS Office

Languages Known

- English
- Hindi
- Marathi

Certifications

- Miller Heimann - Strategic Selling(R).
- Mercury International - Consultative Selling Skills Programme.



Madhur Arora

Professional Experience : 6.5 years

August 2018 - Till Date:

Founder & Proprietor

Monk Foods

July 2018 - Till Date

General Manager

Operations and Sales

Sea Pold Chemicals and Filters

Education

B.Tech - Food Technology

National Institute of Food Technology

Entrepreneurship and Management

(MOFPI, GOI)

Key Projects & Deliverables

- **Product development & Innovation**
 - Seasoning Product Line Development
 - Chocolate Product Line Development
 - Nutraceutical Product Development
- **Production & Quality Control**
 - Set Up a new manufacturing plan, optimised production and commercialization of R&D initiatives.
 - Developed and implemented rigorous testing procedures and parameters to maintain the quality of the products to highest standards.
- **Team Development and Coordination**
 - Over the period of 6 years have build various departments - Sales, Accounts, Production, Store, QC, QA, R&D and have been handling a team of 25 people.
 - Involved in building cross departmental communication and process building initiatives.
- **Sales Channel and Market Development**
 - Have participated in various trade shows and have represented Monk Foods as well Seapold Internationally.
 - Have successfully managed to sustainability grow customer base by 200 + B2B Clients and 15+ distributors across India, and achieving YOY sales targets.

Skill-set competency & Expertise

- **Product Development and Culinary Expertise:** Proficiency in understanding and development of complex flavour profiles and product matching expertise along with RM sourcing expertise.
- **Problem Solving Competency:** Strong problem solving skills, capable of handling high pressure decisions and face challenges swiftly and effectively ensuring smooth operations.



Manav Malhotra

Professional Experience : 7.5+ years

Since August 2023:

Senior Assistant Vice President, Data & Insights Analytics

Wells Fargo

May 2018 – July 2023:

BA >>> SBA >>> Manager

Evalueserve.com Pvt. Ltd.

May 2017 – April 2018:

Investment Banking Analyst

Verity Knowledge Solutions

October 2016 – May 2017:

Audit Associate

EY – GDS

Education

Bachelor of Commerce (Hons)

Hans Raj College, University of Delhi

Key Projects & Deliverables

- Leading a team of seven for a U.S. bellwether client, engaging in client interaction, managing production, and preparing governance decks for performance discussions on monthly and weekly client calls.
- Successfully converting over 20 analytics projects from pilot stages to recurring engagements, while proactively automating seven analytics processes, reducing turnaround time by ~ 40%.
- Coordinating across global teams to ensure smooth work transitions between different geographical shifts, maintaining project continuity and efficiency.
- Managed two pilot programs, overseeing the work of 5 and 3 FTEs respectively, from project scoping and requirement gathering to final deliverables, and converting these into permanent engagements.
- Performed detailed relative valuations, identifying potential buyers, and maintaining regular updates of market and company databases, including liquidity and revolver availability analysis.
- Worked for 3.5 years E&P sector and an additional year in the REGAL space within the investment banking domain, delivering targeted, high-impact financial insights and strategic solutions.

Skill-set competency & Expertise

- **Functional Domain** – Data-Driven Financial Analysis and Insights, Development Comprehensive Financial Valuation and Analysis, Pitch-Book and Industry Report Creation, Leadership in Pilot Program Execution, Team Operations and Talent Development
- **Technical Skill-Set** – Data Analysis & Valuation Tools: Capital IQ, Refinitiv Eikon, Capital IQ Pro, Factset, Factiva, Bloomberg, MergerMarket, Pitchbook, EMIS. Data Processing & Visualization: SQL and PowerBi.



Mohammed Ali Shaikh

Professional Experience : 12+ years

Since November 2022:
Current Account Product Manager -
Self Employed Segment
ICICI Bank LTD

May 2019 – November 2022:
Product Manager -
Business Banking Group
HDFC Bank LTD

June 2012 - May 2019:
Team Coach – Email Unit
Service Delivery Alternate Channel
DCB Bank LTD

Education

M-COM Accounting & Finance
University of Mumbai

B-COM
Vivek College of Commerce

Key Projects & Deliverables

- **Product Management** : As per Business requirement getting new Product Codes created & managing it all the at backend for seamless operation.
- **Business Development** : Driving Liability Business by creating triggers basis the customer behavior/pattern etc. Sharing those triggers to RM's for actioning, then tracking its conversion & publishing the MIS.
- **Digital Current Account Opening** : During Covid -19, when the physical Account opening was not possible, we worked on a project for developing Digital Current Account opening journey for Individual & Proprietors, which constitute nearly 85% of total Account opening,
- **RBI Compliance** : Implementation of RBI "Need for Discipline – CRILC Compliance". Ensuring that the Current Accs are compliant as per extant guideline.
- **Escalations** : Handling Escalated Complaint which has gone MD & CEO or Banking Ombudsman – RBI.
- **Training** : Conducting Product training for Branch RM's & Virtual RM's.

Skill-set competency & Expertise

- **Functional Domain** – Product Management, Process Improvement, Customer Relationship Management, Business Development Strategy, Project Management, Data Analytics
- **Technical Skill-Set** – MS Office Advance Excel, PowerBI

Languages Known

- English
- Hindi
- Marathi

Certifications

- JAIB
- NISM
- IRDA

Achievement's

- **Gold Category Award** in HDFC Bank - Product Team
- Nominated for **Best Employee of the Year** in DCB Bank – SDAC Unit



Parag Tendulkar

Professional Experience : ~12 years

Comprehensive experience across two major sectors:

FMCG - CPG (Consumer Packaged Goods) and BFSI - Banking Financial Services Insurance.

1. **PepsiCo** –FMCG – Sr Finance Manager
2. **General Mills** – FMCG – Sr Financial Analyst
3. **Bank of America Merrill Lynch** – BFSI – Financial Analyst
4. **Axis Bank Ltd** – BFSI – Asst Manager F&A
5. **SVFSL Pvt Ltd** – BFSI - Asst Manager F&A

Education

CA Finalist: Institute of Chartered Accountants of India

B. Com : HR College of Commerce and Economics, Mumbai

Key Projects & Deliverables

- **Finance Transformation:** Led multiple finance transformation initiatives leading into **measurable cost savings, FTE savings, reduction of process cycle time**, thereby consistently advancing the value chain
- **FP&A :** Managed end to end AOP for **Opex Spend of \$1.5 Billion** for North America markets (ZBB/ Rolling Forecasts, Analytics)
- **Business Performance Management :** Led the Go To Market (**GTM**) **Finance** role for North America markets, business performance reviews (including \$ budgeted, HC and AOP) direct business partnering with Business leaders and Sr Finance Directors
- **Business / Trade Finance :** For the GBP 600 Million Business spread across multi currency legal entities, trusted **partner of 60+ KAM (Key Account Managers)** for strategic business planning of Brands/ Promotions
- **Corporate Divestiture:** Led the Finance PMO for **business divestiture** of Indian wealth management business, projected Financial statements, SBL/GBL and Sensitivity Analysis

Skill-set competency & Expertise

- **Business Domain** – Finance Transformation, Financial Planning & Analysis (FP &A), Business performance management, Commercial / Trade Finance, SAP, Budgeting, People Management, Cross-Functional & Multi Geography stakeholder management
- **Technical Domain** – SAP, Blackline, Tableau, SQL, BPC, GLSU, AFO, MS Office.

Languages Known

- English
- Hindi
- Marathi

Certifications

- **Harvard Business Publishing:** Finance, Financial Accounting
- **Harvard Business Publishing :** Maths for Management, Quantitative Methods
- **Dale Carnegie:** Impacting across organization
- **Skill Nation:** Tableau Data Analysis



Praveen Kumar B

Professional Experience : 16+ years

Since May 2024:

DGM –Industrial Engineering Dept.
Sanand EV Plant . **Tata Motors Ltd.**

Dec 2014 – Apr 2024 :

Senior Manager Productivity Service
Dept. .Dharwad Plant. **Tata Motors Ltd**

May 2010 – Dec 2014:

Manager, Productivity Service Dept.
Pantnagar Plant , **Tata Motors Ltd**

Oct 2007– May 2010:

Deputy Manager ,Industrial Engineering
Mahindra & Mahindra (Auto Sector)

Education

PGDBM – General Management ,
University of Hyderabad

M.E – Industrial Engineering,
Andhra University

B.Tech – Mechanical Engineering,
J.N.T.U Hyderabad.

Key Projects & Deliverables

- **Tata Motors :Dharwad Plant :Ace Zip & LCV & MHCV & EV Bus** MOST Study & Implementation, EPOCH Project Implementation ,Plant Indirect Manpower Study & Plant Quality & Maintenance & Mapping.
- **Tata Motors :Pantnagar Plant : Tata Ace ,Magic ,Venture ,Super Ace ,Nano** Vehicles MOST Study & Implementation .TCF ,BIW ,Paint Shop ,Gear Box ,Engine Shops Handled .8000 Blue Collar work force &.5000 Contract Manpower Handled.
- **Wage Settlement** –LTS in Pantnagar & Dharwad Plants Implemented .
- Contract Manpower Study & Cost Control & 100% Outsource of Plant Indirect Areas
- **Mahindra & Mahindra : Mahindra Buses ,Load king LCV ,Max ,Invader,3W Alfa ,Bolero, Camper lines** MOST Study and Line Balancing Lean Manpower deployed.

Skill-set competency & Expertise

- **Functional Domain** – Work measurement of Job & Contract Activity Using MOST tool. Industrial Engineering . Manpower Planning & Contract Estimation. Project Management. Line Balancing & Kaizen Implementation.Lean Manufacturing .
- **Technical Skill-Set** – MDAT, Delmia, Ansys, DPE, Digital Manufacturing, Excel, Word and Power point, AutoCAD, VSM .

Languages Known

- English
- Hindi
- Telugu
- Kannada

Certifications

- SIX SIGMA-Green Belt from ISI- Bangalore
- TPM From CII.
- MOST From Accenture.
- QMS External Auditor
- IATF 16949
- PMP

Awards

- MD Cup -in Productivity
- ACE From COO



Rajiv Jain, PMP®

Professional Experience : 13+ years

Since September 2022:

Program Management

Epsilon Carbon Private Limited

Nov 2018 – Jan 2022:

Project Manager

Larsen & Toubro

Sep 2014 - Nov 2018:

Rotating Equipment Engineer

GS Engineering & Construction

Jul 2011 – Sep 2014:

Project Engineer

Reliance Industries Limited

Education

B.Tech – Chemical Engineering,

IIT-BHU, Varanasi

Key Projects & Deliverables

- Monitoring and controlling program (multiple green/brown field projects) from the CEO's office.
- Working with strategy team from concept stage till commissioning and handover to operations team.
- Tracking of all pre-project statutory compliances like EC/CTE/CTO including land acquisition strategy and monitoring.
- Projects include a 35MW Captive power plant, Carbon black capacity addition, Specialty chemicals project, synthetic anode material pilot project.
- Presently working on anode material commercial scale project for USA/Finland and India.
- Architectural reviews and co-ordination for housing projects include 250 family housing units and 500 bachelor housing units and master planning of green field projects.

Skill-set competency & Expertise

- **Functional Domain** –Program management, Project Management, Vendor Management, Project planning & control, Procurement, Detail Engineering, Construction Management, Inspection, expediting, payments etc.
- **Technical Skill-Set** – Primavera P6, MS Projects, AutoCad, MS Office.

Languages Known

- English
- Hindi
- Assamese

Certifications

- Project Management Professional (PMP®) (10/2020 - 10/2026) from PMI, USA



Rakesh Tripathi

Professional Experience : 19+ years

Since Dec 2019:

AGM – Product Management
Yokohama Off Highway Tires

Mar 2013 – Nov 2019:

Product Manager & Zonal Sales Manager
Kirloskar Oil Engines Ltd.

Sep 2008 – Feb 2013:

Manager - Product Manager
Mahindra & Mahindra Ltd (Tractors)

Nov 2004 – Aug 2008:

Assistant Manager - Service
Automotive Mfrs. Ltd. (Ashok Leyland)

Education

B.E – Mechanical

Rajendra Mane College of Engineering,
Ratnagiri (Mumbai University)

Key Projects & Deliverables

- **Product Management:** Customer insight in various markets, finding the products gaps, Develop and implement product strategy for Yokohama range of products @ global market.
 - Align all the key stake holders Sales, Design, SCM, Service towards the development and planning of all the new products through the NPI and NPD process.
 - Capacity planning for all the new products at various plants @ global level.
 - Preparing the business case and pricing strategy for the new products in long term.
- **Business Development:** New Product launch, Strategic placement of products in key markets, monitoring the business for new products.
- **Merger & Acquisition:** Playing a vital role in M&A for Yokohama, dealing with external entities in key planning
- **Product Training:** Regular product training to regional sales team, channel partners and key customers.

Skill-set competency & Expertise

- **Functional Domain** – Product Management, Product Planning, Sales & Marketing, Business Development, Brand Management, Strategic Alliances, and Training.
- **Technical Skill-Set** – Product Life Cycle Management, MS Excel, Power Point, AutoCad

Languages Known

- English
- Hindi
- Marathi

Certifications

- Rural Marketing – IIM Ahmedabad
- High Impact Presentation – Dale Carnegie
- Autocad



Sahil Dhawan

Professional Experience : 11+ years

Since May 2019:

Regional Field Sales Development
Manager

Maruti Suzuki India Ltd

April 2017 – May 2019:

Area Sales Manager

Honda Cars India Ltd

July 2013 – March 2017:

Area Sales Manager

**Royal Enfield (A unit of Eicher
Motors Ltd)**

Education

B.Tech – Mechanical Engineering

Punjab Technical University

Key Projects & Deliverables

- **MSIL:** Currently handling **Dealer Network** of **Mumbai, Thane, Navi Mumbai, Goa, Ratnagiri** for NEXA (Premium Automobile division of MSIL). Handled **Dealer Network** of **Chandigarh, Punjab, J&K as well**. Responsible for making **sales, marketing, dealer manpower strategies for regional office** with an objective to **increase segment wise market share**.
- **Honda Cars: Himachal Pradesh – Revived a shrinking dealer** and increased its **Retail Sales Target Achievement** from **40 to 115%** - Won a trip to **Singapore. Jammu – Used HCIL & Competition’s data**, Segmented Jammu and aligned ATL/ BTL Activities to **increase Market coverage**. Achieved more than 100% market coverage for every model. Honda CITY achieved coverage of 225%. **Jaipur – Ensured working capital availability**, proliferated **referrals** through UIO (**HCIL Customers**) Project, initiated **digital marketing** – Resulted in **Market Share increase from 7.1% to 8.7%**.
- **Royal Enfield:** Handled **24 dealers** of Northern India. Strategically increased the market share of Chandigarh from 33%, the highest in India, to 35. Implemented New Brand Retail Identity.

Skill-set competency & Expertise

- **Functional Competencies** – Business Development, Project Management, Dealer business management, Learning & sales development, New dealer scouting, Strategic marketing, Data analysis, Brand management.

Languages Known

- English
- Hindi
- Punjabi

Certifications

- Digital Marketing.
- Introduction to Data analytics.
- What is Data Science.



Sandeep Roy

Professional Experience : 9+ years

Since May 2023

Asst. Manager - Planning
Tata Projects Limited, Mumbai

Mar 2020 – Apr 2024

Head – Project Controls
SNS Group, New Delhi

Feb 2019 – Jan 2020

Billing & QS Engineer
Black & Veatch, Gujarat

Jul 2015 – Jan 2019

Billing & Planning Engineer
RSB Projects Ltd, SKP Buildcon

Education

- MBA – PGPMX (2023-25)
Indian Institute of Management, Indore
- Construction Management (2021-22)
PGPCMWP – NICMAR
- B. Tech – Civil Engineering (2011-15)

Key Projects & Deliverables

Tata Projects Limited, Powai, Mumbai

- Responsible for Project Controls, Billing, Cashflow Projections and Cost Control of Lupech Petrochemical project for IOCL Refinery, Vadodara

SNS Group, Vasant Kunj, New Delhi

- Managing of design engineering deliverables with DEC and in-house team
- Managing all packages for Warehousing and Infra EPC Projects across PAN India for clientele Amazon, Indospace, St. Gobain
- Developing master plans and baseline schedules for new projects & prospects
- Standardization of internal progress reports (DPR, WPR, MPR), consolidation at portfolio level for periodic review from the office of Managing Director

Black & Veatch and Previous

- Billing and QS Engineer assigned at Jafarabad site for India's first FSRU LNG Regassification Plant for Swan LNG (2019-20)
- Billing and Planning for IOCL, HPCL and HMEL projects across India (2015-19)
- Actively assisting in estimation for tendering, arbitrations, ISO Audit works.

Skill-set competency & Expertise

Functional Domain: Project Management, Project Controls, Billing, Cost Control

Technical Skill-Set: Primavera, MS Projects, Autocad, STAAD, Power Bi, ERP

Languages Known

- English
- Hindi
- Bengali

Certifications

- PgMP®
- PMP®
- Design Thinking
- Data Science
- Financial Accounting
- Mathematics for Management
- Management Communications



Saurav Dutta

Professional Experience : 19+ years

Since September 2022:

Director – Investment Advisory, IWMS
Julius Baer Wealth Advisors PLC

September 2019 – September 2022:

Investment Advisor – Private Banking &
Family Office in **ICICI Bank Ltd**

February 2007 - September 2019:

Portfolio Manager – PMS Pro Tech Fund
Sharekhan Ltd By BNP Paribas Group

June 2006 – February 2007:

Executive – PMS in **UTI Securities Ltd**

July 2005 – June 2006:

Sales Trader – PCG Desk

Way2Wealth Securities Pvt Ltd

Education

MBA – Finance & Systems, 2005

Bharatiya Vidya Bhavan's Institute of
Management Science, Kolkata

Key Projects & Deliverables

- Fund Management, and Investment Advisory in Capital Markets.
- Core expertise in portfolio construction across multiple asset classes – Equity, Debt, & Alternate products.
- Investment strategy formulation across portfolios & aligning with macro views.
- Part of Investment Committee for due diligence of funds & shortlisting of products.
- To monitor front-end risk and exposure of portfolios.
- Presenting portfolio reviews & investment proposals to clients.
- Preparing Investment Policy Charters for Family Offices, Trusts, & Corporate Entities.
- Competition mapping & augmenting new product development.

Skill-set competency & Expertise

- **Functional Domain** – Portfolio Management, Risk Management, and Investment Consulting.
- **Technical Skill-Set** – Market & sectoral analysis in equities. Preparing cashflow models. Derivative analysis and option trading strategies. Scenario analysis for new products along with back-testing analytics.

Languages Known

- English
- Hindi
- Bengali

Certifications

- NISM certification in Investment Advisory.



Shantanu Dhule

Professional Experience : 5.7+ years

April 2023 – Present

Director, Paid Media

Ethinos Digital Marketing

April 2022 – March 2023

Senior Manager , Paid Media

Ethinos Digital Marketing

August 2021 – March 2022 :

Paid Media Manager

Ethinos Digital Marketing

May 2020 - July 2021:

Paid Media Executive

Ethinos Digital Marketing

June 2018 – March 2020 :

Digital Marketing Executive

Clinicspots.com

Education

B.E – Instrumentation Engineering

Ramrao Adik Institute of Technology ,
Mumbai University

Key Projects & Deliverables

- Currently managing performance and brand marketing initiatives for a diverse portfolio, including Chetak Electric, KTM India, Tata Capital, Teji Mandi by Motilal Oswal, and Chinese Wok and Big Bowl in the Food & Beverage sector. Focused on building online presence and brand awareness through strategic marketing campaigns that drive customer engagement, elevate brand visibility, and contribute to market expansion across the automotive, financial services, and food & beverage industries.
- Media Planning and Data Analysis
- Competitor Analysis

Skill-set competency & Expertise

- **Functional Domain** – Digital Advertising and Media Buying, Campaign Strategy and execution, Client servicing and relationship management, Analytics and reporting , Data driven insights and action plan
- **Technical Skill-Set** – Google ads, Facebook Ads, Microsoft Bing ads, Quora Ads, Reddit Ads, Google Analytics, Firebase, Microsoft Excel , Microsoft PowerPoint

Languages Known

- English
- Hindi
- Marathi

Certifications

- Google Ads - Search
- Google Ads - Display
- Google Analytics
- Google Ads - Apps



Souvik Choudhuri

Professional Experience : 8+ years

Since June 2022:

Manager- Product Development

(July 2024 onwards)

Assistant Manager – Product Development

June 2022- July 2024

Kalpataru Ltd.

Sep 2020 – June 2022:

Urban Designer

Mumbai Port Authority

July 2019 - Sep 2020:

Assistant Professor

CTES College of Architecture

July 2017 - June 2019:

Project Architect

STUP Consultants Pvt Ltd

July 2014 – June 2015:

Architect

Abhikalpan Architects & Planners

Dec 2013 – April 2014:

Graduate Trainee – Strategic Consulting

Jones Lang Lasalle (JLL)

Education

B.Arch

University of Mumbai

M.Arch – Urban Design

University of Mumbai

Key Projects & Deliverables

- **Real Estate:** Product Strategy, GTM Strategy, Feature benchmarking, Product Positioning and Pricing Strategy, Market Intelligence and Product Mix demand assessment, Feasibility and Fitment analysis, Product research on creation of Value drivers, Statutory Coordination with internal and external stakeholders, and Sales training standardization.
- Currently covering residential, commercial, retail and second home segments of Mumbai and extended MMR region
- **Project & Design Management:** Driving project initiation through DPR & RFP stages to setting standards, briefs & TOR for technical due diligence at tender stages – Contract management for public infrastructure, transportation & port waterfront programs.
- Project delivery requirements are managed through scoping, scheduling & coordination with vendors, consultants and statutory stakeholders – Project control management
- **Urban Design & City Planning:** Driving Planning deliverables for preparation of Development Plan as per MR & TP act, URDPFI guidelines, and preparation of development control regulations (DCR) by incorporating research & Form based urban design principles for enhancement of quality of life and imageability of city identity.

Skill-set competency & Expertise

- **Functional Domain** – Product Development, Research and Reporting, Market Research and Market Intelligence, Strategic planning supporting Business development goals, Contract and Vendor management, Project & Design management for Greenfield / Brownfield projects, Urban Design- Housing Policy and Urban planning frameworks for Development planning.
- **Technical Skill-Set** – MS office, Autodesk- CAD, Revit, Navisworks

Languages Known

- English
- Hindi
- Bengali
- Marathi

Paper Presentations

- Uncertain Housing for the Urban Migrant Labor – Paper presented at CEPT Symposium 2020

Workshops

European Union & Mumbai First :

Bankable projects for brown field lands ; Feasibility and proposals for ADB, World Bank and JiCA- Port Lands

INTACH-Srinagar Chapter :

Environmental planning (Ladakh region) & conservation of Dal lake in Kashmir, India.



Suraj Kumar

Professional Experience : 12.5+ years

Since November 2022:
Deputy General Manager, **Inventory Lead - Reliance Retail**

December 2019 – November 2022:
Operation Manager, **Amazon Seller Services Pvt Ltd**

June 2016 - December 2019:
Area Manager, **Amazon Seller Services Pvt Ltd**

July 2015 – June 2016
Executive Manufacturing, **ITC Limited**

August 2013 – July 2015
Executive Production, **Pernod Ricard India Pvt. Ltd**

April 2012 – August 2013
Executive Production, **Radico Khaitan Ltd.**

Education

B.Tech – Chemical Engineering, Honors’,
Hindustan College of Science & Technology
(Gautam Buddha Technical University, Lucknow)

Key Projects & Deliverables

- **Supply Chain, Operations & Co-ordination:** Collaborating with functional support teams to ensure efficient operations, maximizing profitability, adhering to budgetary guidelines, and implementing effective cost control measures
- **Inventory Control & Management:** Collaborating with purchase, sales, and warehouse departments to ensure optimal stock levels
 - Coordinating regular cycle counts and annual physical inventories, ensuring compliance with company policies and regulatory standards
- **Product Management:** Responsible for end-to-end transactions of Digital – sales, operations, and technical support for key domestic accounts.
- **Merger & Acquisition:** Playing a vital role in M&A for Reliance Digital to assist in increasing its footprint in South (BISMI)
- **Customer Focus:** Continuous improvement and implementation of systems and processes for customer satisfaction & loyalty

Skill-set competency & Expertise

- **Functional Domain:** Strategy Implementation, Supply Chain Management, People Management, Inventory Management, Operations Management, Business Development, Project 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

Certifications

- Certification on The Topic Quality and Food Safety Awareness Training Program by Intertek Food Services
- Exemplary Performance award for the year 2017 in Amazon India

V Sharma

Professional Experience : 20+ years

Global Operations Lead and Program Manager

Capgemini India

Information Services Manager

MIDIS Group

Assistant Vice President

JP Morgan

Senior Solution Specialist

Symantec Software & Services

Senior Consultant

Microsoft

Education

MBA-IT

Key Projects & Deliverables

- IT/IS leader with over two decades of global experience
- Leading global operations and project teams to deliver security services
- Security Governance, Risk Management & Escalation Management
- Led some of the largest global transformation projects
- Deliver IT Infrastructure and Security solutions
- Responsible for cost optimization using automation and right-shoring
- Hiring and talent management

Skill-set competency & Expertise

- Thought Leadership & Strategic Planning
- Digital Transformation & Change Management
- Vendor and Contract Management
- Budgeting and Financial Management
- Governance and Compliance Management
- Service Delivery, Project/Program Management, Business Continuity
- Cyber Security, Identity and Access Management, Data Governance
- Infrastructure/ Platform Management, Cloud Services

Languages Known

- English
- Hindi
- Marathi

Certifications

- PMP
- CISM, ISO27001
- Business Technology Management



Vivek Singh

Professional Experience : 7+ years

Since January 2023:
Credit Rating Analyst
India Ratings & Research Pvt Ltd (A Fitch Group Company)

December 2021– January 2022:
Equity Research Associate
Dam Capital

September 2021- December 2021
Equity Research Analyst
ValueAdd Research & Analytics

December 2020 – September 2021:
Equity Research Analyst
ULJK Group

Education

Bachelor of Management Studies
VSIT – Mumbai University

Key Projects & Deliverables

- Extensive coverage of sectors such as Banking and NBFCs, Chemical, Cement and Capital goods
- Assigning credit ratings based on rigorous analysis, applying standardized rating methodologies
- In-depth analysis of individual companies, including financial health, industry position, management quality, and growth prospects
- Detailed analysis of a company's quarterly earnings results, comparing actual performance to expectations and updating forecasts and recommend accordingly
- Research reports focused on broad market themes, such as the impact of economic shifts (e.g., inflation, interest rates) or emerging trends
- IPO or M&A analysis, Macro-economic analysis and Scenario and Sensitivity Analysis

Skill-set competency & Expertise

- **Functional Domain** – Financial Analysis and Modelling, Valuation, Report Writing, Trend Analysis and Research & Data Collection
- **Technical Skill-Set** – Excel Modelling, Proficiency in using Bloomberg, Applying quantitative methods, Deep understanding of accounting principles and Familiarity with portfolio management

Languages Known

- English
- Hindi
- Marathi

Certifications

- NISM – Series XV – Research Analyst Certification



Yogik Pitti

Professional Experience : 14+ years

Since May 2024 :

Trader- EME
Franklin Templeton

September 2023– May 2024:

Execution Trader
Trust Asset Management Co

Dec 2021- August 2023

Family Office
Bhagwati Chemicals

July 2012 - November 2021:

Trader
Bandhan Asset Management Co.

Feb 2007 – July 2012:

Associate Trader
Bandhan Asset Management Co.

Education

B.Com – Jai Hind College ,Mumbai

Key Projects & Deliverables

- Setting up of Equity execution / trading desk.
- Actively managed Arbitrage funds and passive funds such as Index ETF's.
- Equity trade execution including cash & derivatives.
- Implementation of various trading strategies such as Cash Future Arbitrage, Merger Arbitrage, Pair Trading etc.
- Engaged institutional investors and distributors for the marketing of the Fund.
- Focus on various trading strategy with advanced technology and analytical tools.
- Developed Bloomberg models based on technical indicators'.

Key Skill & Expertise

- **Functional Domain** – Understanding of equities instruments, Fundamental analysis, executing trading strategies, Economic indicators, quantitative analysis and Risk management.
- **Technical Skill-Set** – Trading platforms, understanding of market research tools and regulator compliance software.

Languages Known

- English
- Hindi