



# Amit Karmokar

## Professional Experience : 17.5+ years

### Since February 2018:

DGM Strategy in **Kalpataru Limited**

### April 2016 – February 2018:

Senior Manager Finance in **Bombay Dyeing & Mfg. Co. Ltd. (Bombay Realty)**

### April 2015 - April 2016:

Business Analyst in **Kanakia Spaces Pvt. Ltd.**

### April 2010 – April 2015:

Financial Analyst in **Bombay Dyeing & Mfg. Co. Ltd. (Bombay Realty)**

### July 2008 – April 2010:

Real Estate Analyst in **RBSA Advisory**

### October 2007 – June 2008:

Project Officer in **Hiranandani Township**

### February 2007 – September 2007:

Trainee in **Sprite Capital**

## Education

**Chartered Financial Analyst (CFA)** from ICFAI University

**D.HRM** from Welingkars Institute

**B.Com** from Mumbai University

## Key Projects & Deliverables

- Preparation of Annual Overheads & Project Budgets and long range plans
- Analysed actual performance and performed Variance Analysis vis-a-vis Annual Operating Plans, Forecasts & Previous Year while raising red flags and highlighting actionable insights
- Project Feasibility evaluation of more than 25 Residential Projects focusing into Society Redevelopment
- Published Financial and Statistics reports (KPI decks) as required by Top Management
- Performed active Project Management tracking Construction & Approval status
- Performed industry, market and competitor research & prepared Information memorandum
- Fund Management & Fund Planning on Daily (actual), Monthly & Yearly basis (budget vs actual)
- Prepared Detailed Mumbai Residential Market Analysis from Prop Equity Data
- Worked closely with Book Running Lead Managers for IPO Valuation Model for a Real Estate Company

## Skill-set competency & Expertise

- **Functional Domain** – Financial Modeling, Financial Planning & Analysis, Valuation & Project Feasibility, Profitability Management, Fund Raising, Secondary & Primary Market Research, Data Analysis, Internal Audits & Risk Analysis, Process Improvements, Product Development, Budgets, Business Plans, Variance Analysis, Business Development, Project Management.
- **Technical Skill-Set** – MS Excel, MS PowerPoint, MS PowerBI, SAP, Farvision.

## Languages Known

- English
- Hindi
- Bengali

## Certifications

- IIMBx : People Management with Impact
- Financial Modelling
- PowerBi from Welingkars Institute
- Data Science from Cognixia



# Ankita Kudalkar

## Professional Experience : 10 years

**Since August 2024:**

Compliance Officer

**Yes Bank Ltd**

**March 2019 – May 2023:**

Branch Operations Manager

**Kotak Mahindra Bank Ltd**

**June 2017 - March 2019:**

Branch Service Partner

**Yes Bank Ltd**

**April 2014 – June 2017:**

Personal Banker

**HDFC Bank Ltd**

## Education

**Masters in Accounts**

SIES College of Commerce University of Mumbai

**Bachelor of Accounting and Finance**

ML Dahanukar College Of Commerce

## Key Projects & Deliverables

- Contributing to the continual review of the corporate governance team's output and working practices to ensure risks are minimised and performance-optimized
- Assistance with review and preparation of Board and Committee materials, meeting preparation and drafting of minutes
- Submission of Para banking returns
- Coordinate with internal and external stakeholders to ensure compliance with regulatory norms.
  - Performed monthly compliance checks
  - Analyzed and interpreted data transaction reports and customer information, to identify suspicious activity or transactions that may be related to money laundering or other financial crimes

## Skill-set competency & Expertise

- Banking operations
- AML/CFT regulations
- Transaction monitoring
- Compliance Reporting
- Customer Due Diligence.
- Risk Management

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Post Graduate Diploma in Banking



# Anupam Jhavar

Professional Experience : 8.5+ years

**Since December 2023:**

Manager, Corporate Business Development

**Reliance Retail Limited**

**June 2018 – Nov 2023:**

Associate Vice President

**Metta Capital Advisors**

**Nov 2017 - June 2018:**

Senior Analyst

**SG Analytics**

**Sep 2015 – Oct 2017:**

Analyst

**BA Continuum India (Subsidiary of Bank of America)**

Education

**Chartered Accountant**

Institute of Chartered Accountants of India

**Bachelor of Commerce**

HR College of Commerce & Economics

Key Projects & Deliverables

- Manage required market analysis, competitive benchmarking, research, financial analysis and monitoring business performance.
- Prepare and present reports, presentations, and recommendations to senior management and the board of directors. Communicate findings, strategies, and recommendations effectively to stakeholders.
- Led multiple projects across the M&A life-cycle (i.e. from deal origination to deal execution process) through identifying opportunities, preparing deal origination and discussion documents, pitch books and engagement proposals for buy-side and sell-side deals.

Skill-set competency & Expertise

- **Functional Domain** – Investment Banking; Corporate Finance; Fund Raising; Valuation; Merger & Acquisition; Investor Relation; Restructuring
- **Technical Skill-Set** – MS Tools (Excel, PowerPoint and Word).
- **Soft Skill Set** – Leadership, Negotiation, Communication, Teamwork, Client Relationship, Problem Solving.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Financial Modelling
- Harvard Business Publishing: Finance, Financial Accounting



# Ashish R Tapare

## Professional Experience : 18+ years

### Since October 2018:

Sr. Manager Production

**JSW Paints Ltd**

### October 2016– September 2018:

Assistant Manager Production

**Nippon Paints (India) Pvt Ltd**

### March 2008 – October 2016:

Senior Executive- Quality

**Berger Becker Coatings Pvt Ltd**

### June 2006 – February 2008:

Production Officer

**Asian Paints Ltd**

## Education

**B.Sc.- Chemistry,**

**First Class with Distinction**

Shivaji University, Kolhapur.

## Key Projects & Deliverables

- Overseeing all production activities related to coil coating, protective coating, and wood coating processes.
- Part of the project team which is expanding total capacity of the plant from 25000 to 60000 kl of the Production.
- Proficient in Shade development and matching, troubleshooting, and data analysis.
- **Digitization:** Digitization of regular data gathering and communication between Production, PPC, Quality and stores
- **Safety:** Chairman of the Incident Investigation Committee, part of core team responsible for BSC award and other audits
- **Management system:** Integrated Management Systems, including ISO 14001, ISO 9001, and ISO 45001.

## Skill-set competency & Expertise

- **Functional Domain** – Production Planning, Project Management, New Development related to Digitization
- **Technical Skill-Set** – Distributed Control System(DCS), Manufacturing Execution System (MES), MS Office.

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Diploma In Information Technology



# Brajesh Bhargava

## Professional Experience : 19.5+ years

**Since Jul 2021:** Digital Transformation Manager  
**Worley Service India Pvt Ltd**

**Mar 2020 – Mar 2021:** Senior Data Scientist  
**Locus.sh**

**Jan 2016 - Feb 2020:** Global IT Service Delivery  
Lead , **Worley India Pvt Ltd**

**Jan 2013 – Jan 2016:** Manager/SW Architect  
**Capgemini Ind Pvt Ltd**

**Nov 2009 – Jan 2013:** Technical Leader  
**Atos Ind Pvt Ltd**

**May 2008 – Oct 2009** – Consultant  
**Deloitte Consulting Ind Pvt Ltd**

**Jun 2006 – May 2008** – Senior Systems Engineer  
**Siemens Information Systems Ltd**

## Education

**Business Analytics and Intelligence**

IIM, Bangalore

**B.E – Computer Science & Engineering**

LNCT, RGPV, Bhopal

## Key Projects & Deliverables

- Managing key digital transformation projects across EMEA and AMER countries.
- Review digital transformation initiatives and projects as a part of Enterprise Architecture team and coordinate with other stakeholders to facilitate approvals/required amendments.
- Designed and optimized ML algorithms, lead team to complete implementation.
- Lead IT application development and support services for EMEA.
- Lead an IT services program for a US staffing client. Supported from RFI, RFP stage, built a team from scratch, spread across US & India, mentored and transformed it into a successful team .

## Skill-set competency & Expertise

- **Functional Domain** – Project Management, IT Services Management,, Enterprise Architecture. Software design and development.
- **Technical Skill-Set** – Data Science and analytics- machine learning, deep learning, natural language processing, Generative AI , Azure, MS.Net, SharePoint, Office 365, AWS, Cybersecurity, IT and data governance

## Languages Known

- English
- Hindi

## Certifications

- PMP
- TOGAF 8.1
- COBIT Foundation
- Blockchain
- Decentralized Finance
- Deep Learning



# Debashish Mohanty

## Professional Experience : 23 years

**Since April 2023:**  
Regional Head ,West.  
**Bajaj Capital Ltd**

**June 2017 – March 2023:**  
Deputy Regional Head .  
Maharashtra & Gujarat.  
**Bajaj Capital Ltd**

**August 2013 - June 2017:**  
VP & Zonal head, Mumbai, Pune, Nasik. ,  
**Bajaj Capital Ltd**

**Dec 2010 – July 2013:**  
Zonal Head ,Retail Channel , Mumbai ,  
**Bajaj capital Ltd**

**Dec 2007 – November 2010:**  
AVP & Zonal Head , Delhi ,  
**Bajaj capital Ltd**

**Dec 2003 – Nov 2007**  
Branch Head, Vasant Kunj, New Delhi,  
**Bajaj capital Ltd**

## Education

Bachelor of Commerce-( **B-COM** ).  
UTTKAL UNIVERSITY,ODISHA.

## Key Projects & Deliverables

- **Heading Retail channel –West Region** for Business development & market Expansion, Managing a 150 members team , 12000 client with 2600 Cr Mutual Fund AUM and 900 CR other AUA. Maintenance all compliances at 100% .
- Played key role in **building a online platform for Retirement planning** and its implementation and training to Team across India and growing business through it as central strategy.
- **Concept Selling**- Pre & Post Retirement Planning and implementation at client level , , Financial Planning , Goal based Investment portfolio construction and Risk & planning for each client .
- **Team Management** –Effectively growing a healthy sustainable sales team and support team by setting SOPs and cultivating company enrich culture. Continuous knowledge enhancement through training and Developments.
- **Client Management** – Uninterrupted Growth of Happy client through service and Advisory and Engagement .
- **P & L & Revenue Management**-Responsible for consistent revenue target achievement while maintaining cost and profitability.
- **Operational Management** at each branch meritoriously & **Product Panning** & Implementation of all strategy at with all functional divisions.
- **Marketing** : Coordination with central marketing & digital team , Lead Generation through BTL activity , client seminars offline & online .

## Skill-set competency & Expertise

- **Functional Domain** – Business Development & Sales, Team Management , Project Management & Execution, Strong Execution Bias
- **Technical Skill-Set** – Retirement Planning , Investment Portfolio construction, MS Excel-advance, Power Point .
- **Soft Skill** – Negotiation, Communication skills, Data-analytics, Client-Relationship, Training.

## Languages Known

- English
- Hindi
- Oriya

## Certifications

- **CERTIFIED FINANCIAL PLANNER – (CFP)** Global Excellence in Financial Planning- FPSB
- INVETSMENT PLANNING SPECIALIST- FPSB
- RISK & ESTATE PLANNING SPECIALIST- FPSB
- RETIREMENT & TAX PLANNING SPECIALIST –FPSB
- LEADERSHIP, TRANSITION &CHANGE MANAGEMENT – IIM-BANGALORE
- NISM SERIES- V





# Akshaykumar Dhanuskar

Professional Experience : 5+ years

**Since August 2021:**

Deputy Manager at JSW Paints (R&D)

**April 2017 – July 2019:**

Technical Officer at Kansai Nerolac Paints Ltd (R&D)

Education

**M.Tech – Surface Coating Technology**

Institute of Chemical Technology,  
Mumbai, Maharashtra (2019-2021)

**B.Tech – Oil & Paint Technology**

UDCT Amravati University,  
Amravati, Maharashtra (2012-2016)

Key Projects & Deliverables

- Product development for water-based emulsion paints
- Product development for Solvent based Enamel paints
- Product Upgradation & trouble shooting for Water & Solvent based paints
- Support to manufacturing for water-based emulsion paints
- Technical-commercial expertise
- Visualize, develop and scale-up of the next generation coating formulations for market leadership.
- Collaborate with cross functional team for successful standardization of developed products.
- Generate new materials and coating ideas based on market needs by translating customer need into technical specifications.
- Supporting marketing team for product testing and promotion.
- Customer trials and visits for commercialization of products.

Skill-set competency & Expertise

- **Functional Domain** – Product Development, Project Management, Coating Technology, Colour Science, Process Development Customer support.
- **Technical Skill-Set** – Polymer Chemistry, Paint Formulation, Surface Coating, Rheology, Pigment Technology, Formulation Software, Regulatory Compliance, Sustainability, Cross-Functional Collaboration, Safety and ISO Standards.

Languages Known

- English
- Hindi
- Marathi

Certifications

- GATE Qualified: AIR 447 in GATE 2020 in Engineering Science
- Research Publications: A.Y. Dhanuskar, P.A. Mahanwar, Phase change material: Published in Colors Publications Pvt Ltd, Part-1 & 2



# Durgesh Kumar Soni

## Professional Experience : 17+ years

### Since April 2024:

Sr. General Manager

**Reliance Industries Limited**

### Dec 2011 – Oct 2023:

Process Engineering Manager

**LyondellBasell (Mumbai, India)**

### June 2007 - Dec 2011:

Manager- Process Simulation

Reliance Industries Limited, Jamnagar

Gujarat

### Oct 2006 – March 2007:

Chemical Engineer

Grasim Industries Ltd, Nagda, M.P.

### June 2006 – Oct 2006:

Chemical Engineer

Navin Fluorine International Ltd,

## Education

### B.E – Chemical Engineering

Ujjain Engineering College Ujjain (RGPV University)

### Diploma- Petro-Refining &

**Petrochemical**, (RGPV University)

## Key Projects & Deliverables

- **Process Engineering:** Feasibility study, Conceptual study & Basic Engineering for Propylene manufacturing using Ethylene. TIC ~700 U\$D
- **Technical Services:** Technical services support to **LDPE Tubular reactor plant**
- **Refinery debottleneck studies-** Coker & FCC
- **Plant Test run-** CDU/VDU entire unit process simulation

## Skill-set competency & Expertise

- **Functional Domain** – Process & Project Engineering, Process Simulation, Optimization Tech-commercial analysis for Refinery & Petrochemical process plants, Competitors bid evaluation, Business Development, Project Management
- **Technical Skill-Set** –Process Engineering, **LDPE technology**, Steady state & Dynamic Simulation (Aspen+, Hysys, KBC Petrosim etc.), Digital Twins, Data Analytics, Vendor bid evaluation, Proposal preparation, Ensuring the deliverables quality and Project schedule tracking.

## Languages Known

- English
- Hindi

## Certifications

- QRA & Dispersion Analysis training certificate- by DNV GL
- Aspen Basic Engineering tool user by Aspen





# Gauri Prakash Ghatge

## Professional Experience : 12+ years

### **Since May 2023 :**

VP, Digital Transformation

**Axis Bank**

### **Nov 2021 – May 2023:**

Associate Manager, MarTech Advisory

**Accenture in India**

### **Aug 2015 – Nov 2021:**

DVP, Digital Initiatives

**Kotak Life Insurance**

### **Apr 2012 - Aug 2015:**

Deputy Manager, Digital Products

**SBI Life Insurance**

### **Jun 2008 – Mar 2009:**

Software Engineer, IMS

**Infosys Technologies**

## Education

### **PGPM – Marketing & Banking**

IBS, Mumbai

### **B.E – Biotechnology**

Shivaji University, Kolhapur, MH

## Key Projects & Deliverables

- Digital Product journey creation and management for B2B and B2C
- Mobile universe management for digital on-boarding and servicing
- Co-origination (reverse cross sell of liabilities products to asset first customers) across multiple product journeys
- Salesforce, CRMNext (CRM) and Payment gateways (PG) integrations
- Payout Automation for all Partners, Vendors, Distributors and BCs
- E2E Project Delivery Management
- Technical Product Management, Bharat Banking
- Website management
- Budgetary control
- Partner on-boarding and Tech enablement

## Skill-set competency & Expertise

- **Functional Domain** – Digital Product + platform development and management, Journey creation, Digital KYC processes, Business Transformation, Innovation, Business Analysis, BRD and Project charter creation, Project Management, Process Automation, Vendor Management, Analytics & Automated reporting.
- **Technical Skill-Set** – UI/UX, CRM, LMS, Payment Integration, MS Visio, JIRA, Workfront, API tool kit, Microservices, MS Office and C++.

## Languages Known

- English
- Marathi
- Hindi

## Certifications

- Licentiate, Insurance Institute of India
- Six Sigma Blackbelt
- Value Stream Mapping in Lean
- PMI-ACP



# Umesh Honnali

## Professional Experience : 19+ years

### **IT Experience: ~5 years**

Since Dec 2019:

Sr Enterprise Relationship Manager

**Checkmate.com (US IT firm)**

### **Banking Experience: 10 years**

Senior Manager

Managing Service Team of South Mumbai Region

**Kotak Mahindra Bank**

Personal Banker

Managing Portfolio of High Networth Individuals

**HDFC Bank Ltd**

### **Supply Chain Management & BPO: ~4 years,**

Team Leader

**Maersk Global Service Centre**

Executive WFM

**Firstsource Solutions Lts**

Team Leader

**Andromeda Marketing Pvt Ltd**

## Key Projects & Deliverables

- Senior professional with experience in steering Project Management, managing cross-functional teams, project execution and integration Core
- Skilled in communication with different levels of management, collaborating with cross-functional departments; possess strong analytical skills for financial analysis and preparation of strategic plans
- Capable of revitalizing teams and managing client relationships, creating a passionate and winning attitude to outperform competitions
- Managed implementations including integration, project plan, design, development, production deployment, technical maintenance & support
- Proven expertise in using analytical processes and techniques to improve and optimize information and decision systems
- Excellent relationship management, analytical, leadership, decision-making, problem-solving & organizational skills

## Skill-set competency & Expertise

- **Functional Domain** – Relationship Management, Project Management, Portfolio Management, Process Improvement & Automation, Process Training.
- **Technical skill set** – Integration, problem solving, Troubleshooting DataDog, Monitoring via IEX. Tracking via Asana,

## Languages Known

- English
- Hindi
- Marathi
- Kannada

## Certifications

- Prince2 Foundation and Practitioner
- Certified Scrum Master
- Lean Management

## Education

**Master of Commerce**  
Mumbai University



# Kiran Modak

## Professional Experience : 17+ years

### Since July 2007:

Design & Development Manager  
**Tata Motors Ltd**

### January 2011 – September 2016:

Manager, Engine Applications  
Mahindra Trucks & Bus Ltd

### June 2016 - June 2024:

Engine Development, Senior Manager

## Education

### B.E – Mechanical Engineering

K.J. Somaiya College of Engineering

### M.Tech– Mechanical Engineering

Indian Institute of Technology, Kharagpur

## Key Projects & Deliverables

- BSV 55 kW to 129 kW exhaust aftertreatment DOC/DPF/SCR system development, installation, validation of JCB India all machines.
- Engine validation of JCB 444, 448 55 kW to 129 kW BSIV, 20000 + hours and engine system efficiency, consistency and functional testing.
- T4F and Stage V Industrial Power Units/ G – Drive development at JCB Power systems, UK.
- Design & development of liquid cooled Li –ion battery cooling system for Series Hybrid bus.
- **Project Leader** : Scope RFQ , budget . Manpower planning. Supplier, systems reviews, engine & machine validation planning and system signoff.
- **Systems Engineering**: Engine systems – Cooling, Airpath, CCV, Fuel system and aftertreatment system. Stage V/ BSV.
- **Engine development**: Thermal survey, vibration assessment, engine systems and emissions durability.

## Skill-set competency & Expertise

- **Functional Domain** – Product Management & New Product Introduction, Engineering Management, System Engineering, System Validation, Customer concern resolution, Vendor management, Launch Management.
- **Technical Skill-Set** – DFMEA & PFMEA, DVPSOR, 8D, Design Thinking, RFQ submission, Work package finalization, Validation planning and budgeting, PFEP,7QC Tools. Decision making, APQP, PPAP, DFM DFA, Service Audit.

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Product Excellence
- Conflict management
- Quality function deployment
- ISO 9001



# Mohit Chhabra, CEng

## Professional Experience : 18+ years

### Since Feb 2022:

Manager, Instrumentation

**Worley Services India Private Limited, Mumbai**

### Sep 2014 – Feb 2022:

Assistant General Manager, Instrumentation

**L&T Hydrocarbon Limited, Faridabad, Kuwait, Mumbai**

### Apr 2014 – Sep 2014:

Assistant Manager, Instrumentation

**GS E&C Delhi Pvt Ltd, Gurugram**

### Sep 2012 – Apr 2014:

Assistant Manager, Instrumentation

**Simon India Limited, New Delhi**

### Oct 2007 - Sep 2012:

Senior Engineer, Instrumentation

**Projects & Development India Limited (PDIL),  
Vadodara**

### Jul 2006 – Sep 2007:

Instrument Engineer

**A2Z Instrument Services, Vadodara**

## Education

**B.E (Hons) – Instrumentation & Control, University Rank-5**

PDM College of Engineering, Bahadurgarh (Maharishi Dayanand University, Rohtak) Haryana, India

## Key Projects & Deliverables

- Handling instrumentation and control part of turnkey, engineering and EPCM projects for oil and gas, petro-chemical, chemical, renewable energies like green hydrogen, Bio-diesels, Bio-Plastic etc.
- Core Competence includes Manhour estimation, resource allocation, Engineering design and techno-commercial bid evaluations and factory acceptance tests (FAT).
- **Deliverables:** All instrument design deliverables like Requisitions, Layouts, Instrument lists, Material Take offs (MTOs), Hook ups, Installations diagrams, cause and effect charts, Technical Bid Evaluations (TBE), Adequacy Reports, Sizing Calculations, Safety Calculations etc.
- **Key Projects:**
  - Bio-diesel project for British Petroleum (BP), Kwinana, Australia
  - Green Hydrogen FEED project for British Petroleum (BP) Australia, Spain, USA, Germany
  - FDCA Flagship Plant, Avantium Renewables, Delfzijl, The Netherlands
  - Dual Feed Cracker Unit, HMEL Bhatinda, India
  - Flagship Hydrazine Hydrate Plant, GACL, Vadodara, India
  - Gas Gathering Centre (GC-30) for Kuwait Oil Company (KOC), Kuwait
  - Aegean Refinery Project (STAR Refinery), Turkey
  - Sulphuric Acid Plant, Paradeep Phosphate Limited (PPL), Paradeep, India
  - Methanol Plant, GSFC, Vadodara, India
  - Ammonia Plant, GNFC, Baruch, India

## Skill-set competency & Expertise

- **Functional Domain** – Instrumentation Design & Detail Engineering, Project Control, Vendor management, Business Development, Project Management, Competitive Bidding Solutions, E-tendering, Control Systems, Package Vendor Management, Client Handling, Liaisoning with statutory authorities, etc
- **Technical Skill-Set** – Process and Safety Instrumentation, Analyzers, Distributed Control System(DCS), Programmable Logic Controllers (PLC), Supervisory Control & Data Acquisition (SCADA), Human Machine Interface (HMI), Safety PLC, Fire and Gas System, Smart Plant Instrumentation, MS office, Bluebeam, Aconex etc.

## Languages Known

- English
- Hindi
- Punjabi

## Certifications

- Chartered Engineer Certificate, IEI India
- Effective Time Management
- Difficult Conversations
- 3 Milestones to say "Yes" to delegation
- Understanding Empathy
- Financial Accounting
- Digital Excellence Passport
- Energy transition passport

## Awards

- Award for university Rank (By College)
- Rise to challenge Award (At Workplace)



# Mukta Chandani

## Professional Experience : 5+ years

### Since June 2023:

Assistant Manager

**PwC India**

### June 2019 –May 2023:

Risk Consultant

**EY India**

## Education

### **B.E – Computers,**

Vivekanand Education Society's Institute of Technology, University of Mumbai

## Key Projects & Deliverables

### **Software Cost Optimization**

- Led software cost rationalization engagements for a large Indian banks covering top 10 publishers, thereby identifying avenues of optimization and supported the client with procurement advisory

### **Software License Reviews (SLR)**

Led license compliance audits for 50+ small/medium and enterprise segment organizations for a large software vendor. d discussing the effective licensing position with respective stakeholders.

### **IT Asset Management**

- Led an IT Asset management engagement for one of the largest banks in US. The engagement included performing end-to-end asset lifecycle procedures. Defined the key performance indicators for ensuring 100% compliance of software and hardware asset management policies.

## Skill-set competency & Expertise

- **Software Asset Management** –Software Licensing Expert, Software Compliance Auditor for Microsoft, Adobe, Oracle, SAP.
- **Technical Skill-Set** – ServiceNow SAM Pro, System Center Configuration Manager (SCCM), Configuration Management Database (CMDB), Flexera, Tableau, MS Office

## Languages Known

- English
- Hindi
- Sindhi
- Marathi

## Certifications

- Certified Software Asset Manager
- Certified Asset Management Professional
- ISO 27001 Lead Auditor



# Nikhil Carvalho

## Professional Experience : 5+ years

- Since Aug 2022:**  
Head of Information Technology  
**Vastu Housing Finance Corporation Ltd.**
- Sept 2015 –Aug 2022:**  
Head of Digital Experience
- Nov 2010-April 2016:**  
Managing Director  
netBlade Solutions Pvt. Ltd.
- November 2010 - April 2016:**  
Oct 2009-Oct 2010  
Senior Programmer  
Web Werks India Pvt. Ltd
- October 2009 - October 2010:**  
Wysetek Systems Technologists Pvt. Ltd

## Education

**B.E Computer Science**  
Don Bosco Institute of Technology

## Key Projects & Deliverables

- IT Strategy and Infrastructure Management:** Spearheaded the digitization of operations to reduce costs, developed and implemented enterprise-wide IT strategies, and ensured the security, availability, and integrity of data through robust information security and disaster recovery plans.
- Project Management & Coordination:** Led the development of an online mortgage loan application, overseeing resources, timelines, and project health. Acted as a liaison between technical teams and stakeholders, ensuring smooth deployment and system stability.
- SCRUM Master & Risk Management:** Managed SCRUM processes, including daily stand-ups, sprint planning, and release planning. Ensured projects met deadlines and quality standards while mitigating risks.
- Digital Marketing & Customer Experience:** Analyzed SEO and marketing metrics, optimizing strategies for improved customer engagement. Measured and reported on the performance of digital campaigns, working closely with partners to enhance customer experience across multiple channels.

## Skill-set competency & Expertise

Broad range of expertise in IT management, project coordination, and digital transformation of technical, managerial, and strategic capabilities enables effective leadership in both IT and business transformation projects.

## Languages Known

- English
- Hindi
- Marathi

## Certifications





# Prakash Khedekar

## Professional Experience : 16+ years

### Since January 2021:

Senior Manager – R&D

**JSW Paints Limited**

### June 2019 – December 2020:

Assistant Manager – Technical Service

**Nippon Paints India Private Limited**

### July 2010 - May 2019:

Senior Researcher – R&D

**Asian Paints Limited**

### July 2008 – July 2010:

Chemist – R&D

**Pidilite Industries Limited**

## Education

**Master of Science – Inorganic Chemistry**

Patkar College, Mumbai

## Key Projects & Deliverables

- **Research and Development:**
  - Developed various pigment dispersion technologies for both water-based and solvent-based systems.
  - Developed 'Zero VOC' machine colorants compliant with GS11 standards.
  - Invented a colorant clone detection technique to identify counterfeit colorants in the market.
- **Technical Service:**
  - Formulated shades for all categories of interior and exterior paints for both regional and international markets.
- **Troubleshooting:**
  - Provided troubleshooting solutions to production facilities to ensure operations ran according to the scheduled plan and maintained a high rate of first-time quality (RFT).

## Skill-set competency & Expertise

- **Functional Domain** – Product Development, Innovation Management, Project Management, Strategic Planning, Market Research, Regulatory compliance, Cross-functional Collaboration.
- **Technical Skill-Set** – Formulation Development, Analytical Techniques, Troubleshooting and Problem Solving, Project Lifecycle Management Tools, Data Analysis and Interpretation. Pigment Dispersion Technologies, Qualitative and quantitative Research.

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Design for Six Sigma (DFSS) Black Belt.
- Occupational Health and Safety Assessment Series (OHSAS) Internal Auditor.
- Part-time Paint Diploma from ICT, Mumbai.



# Pramod Bhilare

## Professional Experience : 24+ years

### Since May 2008:

Senior Manager, Safety & Security  
**GIA India Laboratory Pvt. Ltd**

### November 2003 – May 2008:

Security Officer  
**Costa Crociere, S. P. A., Italy**

### January 2000 – November 2003:

Senior Security Assistant  
**Jet Airways (I) Pvt. Ltd, Mumbai**

## Education

### Post Graduation in Business Administration - Operations

Welingkar Institute, Mumbai

### LLB – Criminology

Mumbai University

### Bachelor of Commerce – Accounting

Mumbai University

## Key Responsibilities:

- Responsible for **safety and security operations**. Develop and implement policies and procedures. Manage the budget for the function.
- Conduct **internal audits, risk assessments, and fire safety audits**, and act as SPOC for external audits.
- Maintain a **business continuity management system** for the organization.
- Oversee **legal compliance of the organization** in collaboration with others.
- Responsible for enhancing the **Environmental, Social, and Governance (ESG)** performance of the organization.
- Play a pivotal role in **internal investigations**, being part of GRC, ICC.
- **Liaison** with local government authorities
- Responsible for safety and security **systems automation, installation, maintenance, and upgradation** in line with advanced technology

## Skill-set competency & Expertise

- **Functional Domain** – Risk Assessment, Project Management, Investigations, Developing policies and procedures, Business Continuity and Emergency Response, ESG, Stakeholder Management, Change Management.
- **Technical Skill-Set** – Security and safety automation, Certified Lenel System Administrator, Certified X-Ray Screener, Trained under Bomb Detention and Disposal squad. Certified in Cyber Forensics-Crime Security-Cyber Crime and Cyber Law.

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Certified Compliance and Ethics Professional, 2024, Legasis
- Project Management Professional 2022, PMI
- Certified Protection Professional, 2021, ASIS
- International Crime Prevention Specialist – ISCPP 2014



# Radhika Naren

## Professional Experience : 17+ years

**Since Sep 2024**  
Service Delivery Manager  
**Capgemini**

**Feb 2012 – Sep 2024 :**  
Portfolio Manager  
**TCS**

**August 2010 – Jan 2012:**  
System Engineer  
**IBM**

**May 2007 – Aug 2010:**  
Software Developer  
**Mastek**

## Education

**B.E – Electronics**  
Pune University

## Key Projects & Deliverables

- Managing support and operations of CRM customer assisted application which is mission critical to support customer care which cater to customer service, sales and partner engagement
- Handling fixed price and turnkey projects offering development, support and maintenance of Digital Marketing applications for Pharma domain clients
- Diverse experience in Portfolio Management, Program Management, Project Management, Scrum Master, Design and Development, Driving Transition from vendor company, Support & Enhancements
- Demonstrated expertise in Crisis Management and Business Continuity Management.
- ***Request for proposal*** : Built proposal for annual AMS contract for Pharma client. Include scope of work, transition plan, segregation of applications support, Key expertise of technology landscape

## Skill-set competency & Expertise

- **Functional Domain** – Stakeholder relationships, Requirements gathering, RFP proposals, Vendor evaluations, Vendor transition, End to End project deliverables.
- **Technical Skill-Set** – Data warehousing ,MSBI SSIS, SSAS, SSRS, Tableau, Teradata, SQL, .NET, Drupal, Python.

## Languages Known

- English
- Hindi
- Marathi
- Tamil

## Certifications

- Project Management Professional PMP
- Professional Scrum Master PSM1



# Richa Bhatnagar

## Professional Experience : 17+ years

**Jul 2019 – Present** – Associate Director,  
Procurement, Kellanova India Pvt Ltd

**Jul 2017 – Jul 2019** – Regional  
Procurement Category Manager, Nestrade,  
Malaysia

**Apr 2011 – July 2017** – Senior Manager,  
Procurement, Yum Restaurants India Pvt  
Ltd.

**Jul 2007- Mar 2011** – R&D Associate,  
Unilever India

## Education

### **PG Diploma in Packaging Technology**

Indian Institute of Packaging

### **B.Sc (H) Electronics**

Hansraj College, Delhi University

## Key Projects & Deliverables

### Current

- ❖ Manage Procurement of Grains (Corn, Wheat, Rice, Oats, others) for the Kellanova region touching across 10 geographies.
- ❖ Lead contracting for a spend of ~ \$100M annualised cutting across various categories, various countries. Negotiation of contracts ensuring most beneficial commercial agreements with suppliers
- ❖ Own Supplier relationship with ~ 25 suppliers
- ❖ Define and implement category strategy, utilising Strategic Sourcing processes, tools and policies.
- ❖ Perform Supplier market/category/supply risk analysis
- ❖ Manage relationship with various stakeholders to integrate category plans and outcomes in local budgets and price planning.

### Past

- ❖ Responsible for Solid Board Procurement for Nestle – Asia, Oceania and Africa regions.
- ❖ Packaging Development & Sourcing of India's fastest growing QSR (KFC, Pizza Hut, Tacobell)
- ❖ Packaging Development in one of the leading FMCGs in the capacity of a Packaging Technologist. Worked on Brands like Bru, Tazza and Kwaliti Walls at the HUL Foods Innovation Centre, Bangalore.

## Skill-set competency & Expertise

- ❖ Functional: Procurement, Supplier relationship Management, Packaging technical

## Languages Known

- English
- Hindi



# Ruchir Mehta

## Professional Experience : 15+ years

### **Since December 2022:**

Technical Solutions Advisor

**Welltec Oilfield Solutions India Pvt Ltd -Mumbai**

### **Jan 2022-Nov 2022:**

Entrepreneurial Sabbatical

### **Nov-2013– Dec 2021:**

Technical Sales Advisor **in EV Offshore Limited-Mumbai & Doha (Qatar)**

### **Oct-2009 - Oct 2013:**

Sr. Field Engineer and Operation Coordinator in **HLS Asia Limited-Gandhinagar**

## Education

**B-Tech – Electronics and communication Engineering**

National Institute of Technology,  
Karnataka-Surathkal

## Key Projects & Deliverables

- Led a 30-member team to successfully execute a USD 25 million Exploration and Production (E&P) project for a client in Western India.
- Supervised the maintenance and calibration of downhole well-logging tools valued at USD 10 million, supporting over 1,000 well-logging operations.
- Contributed to sustainable revenue generation in the Middle East as part of a 5-member Core MENA team.
- Spearheaded the standardisation of operational practices, reducing Days Sales Outstanding (DSO) by 20% through faster customer invoice settlements.
- Managed the complete account lifecycle, from lead generation and proposal development to invoicing and payment collection.
- Extensive experience supporting their upstream operations with major oil companies, including ONGC, OIL, Vedanta, RIL, Qatar Gas, ADNOC, NOC-Qatar, QP, HOEC, Shell, and others.

## Skill-set competency & Expertise

- Financial Planning & Sales Forecasting
- Operations Management
- Petroleum Engineering & Wireline Services
- People Management
- Sales Lifecycle Management
- Revenue Generation.

## Languages Known

- English
- Hindi

## Certifications

- Publication SPE – 22505-MS , IPTC-2022, Riyadh
- Sales Enablement by Track Intl.
- B2B Sales: Critical Sales by JP Amlin



# Sachin Dasharath Raorane

## Professional Experience : 12+ years

### Since April 2012:

Director of Applications  
UMEDX Inc.

### September 2006-April 2012:

Project Leader  
Xoriant Solution Pvt. Ltd

### September 2024-August 2006:

Sr. Software Programme  
Tasaa Netcom Pvt. Ltd.

### February 2004 – August 2004:

Software Developer  
Eclerx Pvt. Ltd

### November 1999 – January 2004:

TASAA Netcom Pvt. Ltd

## Education

**BCom** – Mumbai University

## Key Projects & Deliverables

With over 12 years of experience in **Client Relationship** and **Delivery Management**, this individual has a strong track record in managing large-scale projects both **onsite and offshore**. Key strengths include:

**Client Engagement:** Proficient in managing relationships, resolving issues, and ensuring profitability and resource efficiency.

**Project Management:** Experienced in executing outsourcing strategies and leading large teams across multiple domains.

**Domain Expertise:** Specialized in **Healthcare** and **Insurance** technology solutions.

**Technical Proficiency:** Skilled in **Microsoft .Net, iOS, Android, and Open Source** technologies.

**Pre-sales & Business Development:** Expertise in **RFI/RFP, solution design, and technical negotiations**.

**Leadership:** Effective leader in team motivation, performance management, and problem-solving.

## Skill-set competency & Expertise

Skilled in project management, team leadership, and effective project coordination, with a strong emphasis on change management and stakeholder relationship management. Excellent communicator, adept at driving projects forward and building cohesive, high-performing teams.

**Languages & Frameworks:** C#, ASP.NET, .NET Core 3.1, Classic ASP, Visual Basic 6, PHP, JavaScript frameworks, TCP communication

**Database Technologies:** MS SQL, MySQL

**Integration Expertise:** HL7, EDI 835, EDI 837 for enterprise-level data interchange

## Languages Known

- English
- Hindi

## Certifications





# Sarani Mondal

Professional Experience : 5+ years

**Since March 2023:**

Quality Executive

**Pernod Ricard India Pvt Ltd**

**March 2021 – March 2023**

Regional Distribution QA In charge

**Abbott Healthcare Pvt Ltd(**

Contingent employee)

**March 20 – March 21**

Lab In charge

**BRITANNIA INDUSTRIES LTD. CP (GIS Food Pvt Ltd)**

**May 2017 – August 2018:**

Junior Quality Executive

**BRITANNIA INDUSTRIES LTD.(CP**

Education

Bachelors in Technology – Food Technology ( 2013 to 2017)

**West Bengal University of Technology,**

Key Projects & Deliverables

- **Logistic and Supply chain Management-** Managing overall warehouse inbound and outbound operation, inventory management , Overall warehouse transition, vendor management
- **Operation Management** - Plant Efficiency Reporting, Production Planning , OEE improvement, waste reduction , manpower handling , Implementing automation in production.
- **Quality Management System** : Lean six sigma application, Statistical process control projects, new production development ,deviation management, application of 7 QC tools,.
- **Environment Health and safety Management** - Slip trip and fall project, HIRA analysis, waste management with respect to government norms.
- **Auditing** : Managing FSO audit, FSSAI audit, FSSC, adherence of regulatory norms.

Skill-set competency & Expertise

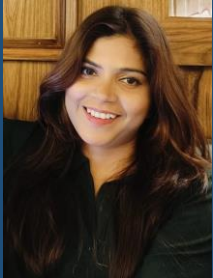
- **Functional Domain** – Product Development, Project Management, Vendor management, QMS, Cost Management, Automation, Leadership
- **Technical Skill-Set** –JDE( JD Edwards) SAP( System application and products in data processing ), MS office, MS Excel

Languages Known

- English
- Hindi
- Bengali

Certifications

- FSSC 22000
- Lean Six Sigma yellow belt
- FOSTAC certified



# Shalu Singh

## Professional Experience : 15+ years

**Since Mar 2022:**  
Technical Integration Architect  
TCS

**Mar 2016 - Feb 2022:**  
Senior Consultant  
Capgemini

**Jan 2014 - Feb 2016:**  
Senior Manager  
Reliance Tech Services

**Nov 2012 - Dec 2013:**  
Technology Analyst  
Infosys Limited

**Oct 2006 - Nov 2010:**  
Deputy Manager  
Reliance Communication

## Education

**ME - Computer Science**  
Thadomal Sahani Engineering College

**BE - Computer Science**  
Terna Engineering College

## Key Projects & Deliverables

- Designed and developed common logging and exception (CLE)
- Planning and execution of TIBCO BW5.x to BW6.x migration activity
- Migration of obsolete TIBCO BPM provided solution
- Designed and developed APIs for customer self-service functionality to interact with SMS Gateway, USSD, IVR, and PACE.
- Installation and implementation of repush page using TIBCO Spotre.

## Skill-set competency & Expertise

- **Functional Domain** – Solution Architecture, Integration Architecture, Project Management, Operation Management.
- **Technical Skill-Set** – EAI Tools (TIBCO BW, TIBCO MFT, TEA, Administrator, ADB Adapter, SAP R3 Adapter), Messaging Services (EMS, RV, GEMS), Reporting Tool (TIBCO Spotfire), Databases (Oracle 8, Oracle9i, Oracle11g), iPass (Dell Boomi, Mulesoft, Azure logic app), Source Code Management (Git and Subversion), Automation/ integration (Jenkins), Cloud service providers (AWS, Azure), Software containerization platform (Docker and container orchestration tools Kubernetes and Docker Swarm)

## Languages Known

- English
- Hindi

## Certifications

- TIBCO Certified Associate BusinessWorks
- TIBCO Certified Associate Messaging
- TIBCO Certified Administrator Messaging
- TIBCO Certified Professional BusinessWorks
- TIBCO Certified Professional BusinessWorks Container Edition
- Dell Boomi Professional Architect
- Dell Boomi Associate and Professional Architect
- Dell Boomi Production Administrator
- SAFe Practitioner Certified



# Shweta Bhosale

## Professional Experience : 7+ years

### Since November 2022:

Business Analyst at Barclays Pune

### Jun 2017 – Nov 2022:

Application Consultant/Business Analyst  
at FinIQ Consulting Pvt. Ltd., Pune

## Education

### B.E – Electronics & Telecommunication

Pune Institute of Computer Technology

## Key Projects & Deliverables

- Currently working in Business Analyst capacity in the technology team of Private banking and Wealth Management domain, to deliver changes required for trading platforms
- Handled numerous south Asian client projects, which started from requirement gathering till production support
- I've been exposed to various facets of private banking industry via providing a technological platform for configuring complex financial instruments, managing daily product life cycle and automating workflows
- Been an integral part of the presales team for configuration of financial products for various clients and demonstration purposes which were later used comprehensively in Equity Derivatives projects
- Resolved system validation problems to provide normal program functioning by regular engagement with stakeholders

## Skill-set competency & Expertise

- **Functional Domain** – Equities, FX, IR, OTC Derivatives for all asset classes, Vendor management, Business Analysis, Project Management, Requirement Gathering, Stakeholder management
- **Technical Skill-Set** – SQL, Python, JIRA, C, C++, Excel VBA, MS Office.

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Applied Business Analytics from ISB Executive Education
- Python for finance: Investment Fundamentals and Data Analytics



# Sudheendran PC

## Professional Experience : 10+ years

### Since April 2024:

Team Member (ERP CC)

**Bharat Petroleum**

### May 2019 – Mar 2024:

Sales Officer, Retail

**Bharat Petroleum**

### Jan 2018 – Apr 2019

Planning officer

**Bharat Petroleum.**

### Oct 2014 – Dec 2017

Engineering & Operations Officer

**Bharat Petroleum.**

## Education

### B.Tech in Electrical & Electronics Engineering

Govt. Engineering Collage, Thrissur, Kerala

## Key Projects & Deliverables

- Managed end-to-end Sales and operations of more than 60 Fuel Retail Outlets each in Metro & Non-Metro Cities (Chennai & Kochi).
- Spearheaded in commissioning of dealership Retail Outlets and company directly operating (COCO) outlets with state-of-the art facilities & services.
- Ensured implementation of digitalization and various safety and quality interlocks in Retail Outlets.
- Ensured implementation of various initiatives of the corporation including SBI Co branded cards, FINO, Ufill, ARB etc. successfully in the sales area outlets.
- Made growth in sales of lubricants and ensured All India No. 1 sales area in DEF business.
- Spearheaded in implementation of ISO 50001 (Energy Management) in the biggest terminal of BPCL.

## Skill-set competency & Expertise

### Functional skills

- Dealer, Vendor & Stakeholder Management, Project Management, negotiation skills, Quality assurance, Training & knowledge sharing.

### Technical Skills

- ERP – SAP Material Management, excel- advanced level knowledge, data analytics skills.

## Languages Known

- English
- Hindi
- Tamil
- Malayalam

## Certifications

- Fundamentals of Management from UCI.
- Fundamentals of Project Management from Google
- Financial accounting from Harvard Business school.



# Suraj Vishwakarma

## Professional Experience : 5.5+ years

**Since December 2020:**  
Supply Chain Associate (Shared Service)  
**Azelis India Pvt Ltd**

**August 2019 – July 2020:**  
Environmental Officer  
**Antony Lara pvt ltd**

**December 2018 - March 2019:**  
Technician  
**Altimate Asia pvt ltd.**

**November 2017 – Nov 2018:**  
Senior Process Associate  
**Tata Consultancy Service**

## Education

**M.Sc –Environmental Science**  
Birla College of Arts , Commerce and Science, Kalyan  
(Affiliated to University of Mumbai)

**B.Sc – Biotechnology**  
K.B.P College of Arts , Commerce and Science, Vashi  
(Affiliated to University of Mumbai)

## Key Projects & Deliverables

### Purchase and Sales Order Management

- Process Purchase Orders (POs) and Sales Orders (SOs) efficiently using the ERP system.
- Develop and implement a standard operating procedure (SOP) for order entry and processing.

### Product Transport Organization

- Coordinate with external transport partners to ensure timely and cost-effective delivery of products.
- Create and maintain a transportation schedule based on predetermined rules.

### Communication Management

- Establish clear communication protocols for interacting with suppliers and customers, both internal and external.

### Demand Planning and Inventory Control Support

- Assist in demand planning by providing data and insights on inventory levels and order trends.
- Implement inventory tracking tools to support accurate forecasting and planning.

### Business Operations Support

- Provide support to various business operations as assigned, ensuring alignment with overall business goals.

## Skill-set competency & Expertise

**Functional Domain –** Expertise in order management, logistics coordination, inventory control, and communication with suppliers and customers. Competency in following up on goods flow, resolving transportation issues with 3PL, and supporting business operations.

**Technical Skill-Set –** Proficiency in D365 ERP systems, logistics and inventory management software,. Skills in using communication tools, and technical documentation

## Languages Known

- English
- Hindi
- Marathi

## Certifications

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



# Uday Sinha

## Professional Experience : 7 years

**Since October 2022:**  
Regional Manager, Capital Market  
**CRISIL Limited**

**June 2019 – June 2022:**  
Manager  
**Raheja QBE General Insurance Company Ltd.**

**March 2018 – May 2019:**  
Partner, Business Strategy and Distribution  
**Indus Insurance Broking LLP**

**August 2016 – March 2018:**  
Sr. Accounts Manager  
**Bajaj Alliance Life Insurance Company**

## Education

**BBA – Finance**  
Amity University

## Key Projects & Deliverables

Business Development and Client Management  
Market Analysis and Strategic Planning

## Languages Known

- English
- Hindi
- Marathi

## Certifications

## Skill-set competency & Expertise





# Vallari Borkar

## Professional Experience : 5+ years

### Since January 2024:

IT Intermediate Analyst, **Citi**

### September 2022 - December 2023:

IT Business Analyst II, **Citi**

### June 2021 - August 2022:

Risk Officer, **Diagnosearch Life Sciences**

### July 2019 - December 2020:

Assistant Manager, **Godrej & Boyce**

### July 2018 - June 2019:

Graduate Engineering Trainee, **Godrej & Boyce**

## Education

### B. Tech – Mechanical Engineering

K J Somaiya College of Engineering

## Key Projects & Deliverables

### • Technology Risk & Controls

- Handled & supported reviews of regulatory critical technology projects focusing on SDLC, digital transformation, and control testing
- Trained team members on completed projects & their nuances
- Supported in identifying risks & challenges in the project plans and raising them to key stakeholders
- Conducted risk assessments of the technology project implementation
- Ensured clearly documented path-to-green for high risk projects

### • Strategic Sourcing

- Managed procurement of traded home furniture portfolio with sourcing value of Rs. 40 crores
- Achieved annual cost savings of Rs. 3 crores
- Mediated marketing-vendor relations for product gap analysis, designs, and costing
- Formulated supply chain for new product development

## Skill-set competency & Expertise

- **Functional Domain** – Technology Audit, Quality Assurance, Risk Management
- **Technical Skill-Set** – Data analysis with Excel, MS Visio, MS Access

## Languages Known

- English
- Hindi
- Marathi

## Certifications

Product Manager Certification from Product School



# Vikash Kumar

## Professional Experience : 10.5+ years

**Since December 2022:**  
Product owner, **AGCO Corporation**

**May 2021 – November 2022:**  
Lead Business Analyst, **Persistent Systems**

**February 2019 - May 2021:**  
Senior Business Analyst, **CGI Private Ltd.**

**July 2017 – Nov 2018:**  
Senior Software Test Engineer I, **FIS Global Business Solutions**

**May 2013 – April 2017:**  
Associate Consultant, **Capgemini**

## Education

**B. Tech. – Electronics and Communication Engineering**  
NIST, Biju Patnaik University of Technology

## Key Projects & Deliverables

- **Led the implementation of a company-wide Salesforce** Service Cloud rollout, resulting in a 30% increase in service productivity and a 25% reduction in case/claims cycle time
- **Spearheaded the integration of Salesforce with existing ERP** and marketing automation systems, creating a unified customer view across departments and improving data accuracy by 40%.
- **Managed the development and launch** of a custom Salesforce-based contact center system, streamlining the patient management process for internal agents, doctors/nurses, and back-office users.
- **Orchestrated the migration** from Salesforce Classic to Lightning Experience, resulting in a 20% improvement in user adoption rates.
- **Implemented an AI-powered** customer service solution using, reducing average case resolution time by 35% and improving customer satisfaction scores by 15%.

## Skill-set competency & Expertise

- **Functional Domain** – CRM Strategy, Business Development, Product Management, Agile Methodologies, Stakeholder Management, Data Analytics, User Experience, Integration Architecture, Requirements Gathering, Sprint Planning, Release Management, Vendor Relations, Performance Metrics
- **Technical Skill-Set** – Python, Salesforce Administration, Sales/Service/Health/community Cloud, API Integration, Data Migration, Security Management, Flow Builder, Reporting Dashboards, SOQL/SOSL

## Languages Known

- English
- Hindi
- Bhojpuri

## Certifications

- Salesforce Administrator
- Salesforce Business Analyst
- SAFe 6 Product Owner/Product Manager
- Salesforce Service Cloud Consultant



# Vinay Khade

## Professional Experience : 16+ years

### Since May 2016:

Senior Manager, PNG Maintenance,  
**Mahanagar Gas Ltd., Mumbai**

### June 2008 – May 2016:

Deputy Manager, Plant Operations,  
**JSW Energy Ltd., Ratnagiri**

## Education

### **M.E. – Mechanical Engineering, Design,**

Rajarshi Shahu College Of Engineering,  
Savitribai Phule Pune University

### **B.E. – Mechanical Engineering**

Sinhgad Institute of Technology,  
Savitribai Phule Pune University

## Key Projects & Deliverables

- Core responsibility for the Sustainability of Key Equipment in CGD Business like DRS- District Regulating Station & MRS- Metering Regulating Skid
- Maintenance of PNG installation at Industrial & Commercial Customers
- Accountable for Zero Downtime & Uninterrupted Gas supply, Resource Management, Inventory Control & Reconciliation.
- Handled crucial projects to cutdown the LUAG-Loss of Un-Accounted Gas
- Handled in key areas of a Turnkey Green field Project of 4x300MW, Coal based Thermal Power Plant.
- Vital role in deliverance of the TPP Project, Erection, Commissioning & Operations of the Plant Equipment like Boiler, Turbine-Generator & BOP and their auxiliaries.
- Accountable for Uninterrupted, Accurate Power Generation and Availability of Critical Equipment in the Process.

## Skill-set competency & Expertise

- **Functional Domain** – Operations & Maintenance, Planning & Budgeting, Project Management, Cost Reduction, Resource & Inventory Management, Vendor Development & Management, Customer Relationship Management.
- **Technical & Soft Skill-Set** – Distributed Control System (DCS), Programmable Logic Controllers (PLC), Supervisory Control & Data Acquisition (SCADA), Meter Interface Unit (MIU), Electronic Volume Convertor (EVC), SAP- ERP.

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- “Leadership Development Journey” conducted by JOMBAY
- “Multi-Hazard Safety & Disaster Reduction in Industries” conducted by National Institute of Disaster Management



# Yuvraj Rane

## Professional Experience : 6.5+ years

### Since October 2023:

Sr Executive Engineer- sales and Customer Services

**Siemens Rail Automation Pvt Ltd**

### October 2021 – September 2023:

Sr. Executive – Bid management

**KPMG Assurance and Consulting services LLP**

### September 2018 -September 2021:

Jr. Executive Engineer – sales and Customer Services

**Siemens LTD**

### November 2017 to August 2018:

Graduate trainee Engineer

**Venkateshwara Automation and control Pvt Ltd**

## Key Projects & Deliverables

- **Sales and customer Services:-** Handling sales and customer Services operations of South Region for Railway Signaling business with full profit and loss responsibility. This involves handling of Annual maintenance contracts for all Railway signaling systems like Audio Frequency Track circuits, Digital Axle counters and Electronic Interlockings.
- **Core Competence:-** Techno-commercial bids for Service contracts
- **Project management :-** Project management for Railway signaling AMC services, to ensure the 100% functionality of the signaling systems through Comprehensive, Corrective and Preventive maintenance.
- **Cash Management / Periodic Cash estimation / MIS**
- **Proposals management :** , Making Proposals, Quotations for customer, and negotiating Bill of Material for Railway Signaling system, E-tendering for public sectors and private Railway yards

## Skill-set competency & Expertise

- **Functional Domain –** Business Development, Project Management, Competitive Bidding Solutions, E-tendering, Vendor management, Bid management
- **Technical Skill-Set –** Programmable Logic Controllers (PLC), Supervisory Control & Data Acquisition (SCADA), Human Machine Interface (HMI), Safety PLC, Process Instrumentation, Function Block Diagram Programming, AutoCad, MS Office.

## Languages Known

- English
- Marathi
- Hindi

## Education

### Post Graduate Diploma In Electric Mobility (PGD-EM)

Pune university

### B.E- Electronics and telecommunication

North Maharashtra University