

Executive Doctoral Programme in Management (EDPM)

Name: Nikhil Sabharwal

Area: Strategic Management

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Educational Qualification:

MBA (IB), Indian Institute of Foreign Trade (IIFT), New Delhi	2010-2012
B.Tech., Indian Institute of Technology, BHU (IIT BHU)	2004-2008

Overall Work Experience: 15 years

Extensive experience in **Strategy, Business Planning & Project Management** roles across reputed MNCs like Tata Motors and Aditya Birla Group.

I. Aditya Birla Group (ABG)

Nov'21 – Present: Working in CMO office, driving Sales Planning & Market Strategy for Viscose Staple Fiber (VSF) Business of ABG, spread globally with 5 Pulp & 7 Fiber manufacturing units.

Jul'15 – May'17 & Jun'18 – Nov'21: Worked as a Business Analyst (Team Lead) for monitoring the business performance & strategic initiatives, for manufacturing businesses of ABG.

II. Tata Motors Ltd (TML)

Jun'12 – Jul'15: Worked in Business Planning function for New Products Introduction (NPI) at Tata Motors Passenger Car Division.

III. KRITI Industries

May'17 – Jun'18: Worked as Chief of Staff, leading the Project Management Office (PMO) to drive Sales Transformation Initiatives to increase Sales & Distribution Network.

IV. MIDHANI (Mishra Dhatu Nigam Ltd, Defense PSU)

Jul'08 – May'10: Production planning & Inventory Management, in line with monthly sales plan & optimum capacity utilization.

Achievements

- CFA Level-1 Qualified.
- IIT-BHU Gold Medal for standing First in the Departmental Engineering Examination.
- Certificate of Merit from CBSE, New Delhi for securing 100% marks in Science in SSC Examination.
- Certificate in Strategic Management from IIM-Bx (IIM Bangalore).
- Professional Certificate program in Data Analytics & Gen AI from IIT Kanpur.
- Received “Champion Award” from Tata Motors for exceptional contribution to Tata Harrier Project.