



# Ajit Kumar Singh

## Professional Experience : 18+ years

### Since June 2021:

Senior Manager- Industrial Sales  
**JSW Paints Ltd.**

### Dec 2018 – Jun 2021:

Marketing Manager in **American Precoat  
Speciality Pvt. Ltd.**

### Jul 2016 - Nov 2018:

Asst. Manager- Sales in **Jotun India Pvt. Ltd.**

### Nov 2012 – Jul 2016:

Sales Executive in **Whitford India Pvt. Ltd.**

### Apr 2010 – Aug 2012

Sales Executive in **BASF India Ltd.**

### Jun 2007 – Apr 2010

Sales Officer in **Berger Becker Coating Pvt.  
Ltd.**

## Education

- **B.Sc- Physics- Mumbai University.**
- **Masters in Marketing  
Management- Pune University.**

## Key Projects & Deliverables

- Responsible for West & North India along with Export, generating revenue of 170 Cr/Annum.
- Business Development – Through approval of Appliance & OEM. Paint systems
- Sales activities- Achievement of Sales Targets assigned, Increase of Share-of-business at assigned regions
- Customer order management- Volume and Price related decision after discussions with management
- Preparation of Monthly Sales Plan, Annual sales Plan & Budgeting.
- Collections & revenue- Achievement of Monthly, Quarterly and Annual Revenue targets.
- Customer Engagement- Develop long-term business relationship with customers.
- Delivery Management- Optimize customer serviceability, Coordination with Plant logistics and Sales Planning team.
- New Product Development- Development of various coil coating products with Color Coated Steel Manufacturers, including Product approvals along with R&D.
- Quality Complaints- managing technical service team to mitigate quality complaints.

## Skill-set competency & Expertise

- **Functional Domain** – Business Development,, Customer Relationship Management, B2B Sales, Key Account Management, Sales Strategy, Negotiation, After Sales Support, Team Management.
- **Technical Skill-Set** – MS Office., Salesforce, SAP Ariba

## Languages Known

- English
- Hindi
- Bhojpuri
- Marathi

## Certifications

- Handwriting analysis course.
- MS Office.



# Akash Randhir

## Professional Experience : 7.7+ years

**Since March 2018:**  
Senior Technical Lead  
**Montran India**

## Education

**B.E – Electronics & Telecommunication**  
Pune University

**PG Diploma in Advance Computing**  
CDAC Mumbai

## Key Projects & Deliverables

- Led the delivery of mission-critical Fintech payment solutions, ensuring timely execution, quality, and alignment with business objectives.
- **NACH (National Automated Clearing House) & e-Mandate:** Contributed in mandate registration, authentication, and bulk transaction processing, handling 20–25M transactions/day.
- **PFMS (Public Financial Management System):** Delivered secure and efficient government payment solutions, handling high transaction volumes across ministries and beneficiaries.
- **NEFT & RTGS:** Implemented enhancements for real-time and batch interbank transfers, ensuring compliance while processing tens of millions of daily transactions.
- **Payment Orchestration System:** Built centralized engine to route retail, corporate, and government payments to respective channels designed for high-volume, high scalability and accuracy.

## Skill-set competency & Expertise

- **Functional Domain –** Fintech, Payments Systems-Retail, Corporate and Government payments, Banking & Financial Services (BFSI), Regulatory compliance (RBI, NPCI), Cybersecurity in Payments, Liquidity management.
- **Technical Skill-Set –** Java, Spring, Spring Boot, RDBMS (Oracle, Sql Server), Hibernate, Bootstrap, AWS, Microservices, APIs, Angular, Web technologies.

## Languages Known

- English
- Hindi
- Marathi

## Awards

- Star Performer awards
- Long service Award



# George Devasagayam

## Professional Experience : 11+ years

### Since Jun 2022:

Program Manager  
**Jio Platform Limited**

### Sep 2018 – Jun 2022:

Specialist – Project Co-ordination  
**Bytedance Inc** (TikTok)

### Aug 2017 – 2018:

Associate – Project Co-ordination  
**Indian Political Action Committee**

### Oct 2012 – Nov 2016:

Entrepreneur, General Management  
**Pal Coco Company**

## Education

**B.E – Mechanical Engineering,**  
Anna University - Tamil Nadu (2008-12)

**PGDM - Indian Institute of Mass  
Communication – New Delhi (2016-17)**

## Key Projects & Deliverables

- **Program Manager:** Managing programs of enterprise-scale digital transformation in Finance & Controlling (FICO) and Business Intelligence, impacting 500+ users across departments in Jio Platforms Limited.
- Implemented Azure DevOps for real-time tracking, reducing idle time by 20% and improving delivery predictability.
- Created executive dashboards, cutting leadership reporting time by 40% and enhancing decision-making speed.
- **Entrepreneurship:** Innovated India's first coconut-based jelly beverage, introducing a probiotic-enhanced health product with unique natural coconut shell packaging, driving 300+ retail partnerships within a year.
- Managed end-to-end product development, branding, and go-to-market strategy, increasing monthly sales volume by 25% QoQ during launch phase.
- Best Innovation award from SRM University, Chennai.

## Skill-set competency & Expertise

- **Functional Domain:** Product Development, UI/UX, Business Intelligence, Data Analysis, Portfolio, Program, Project Management, Communication Management, Stakeholder Management, Performance Management and Risk Management.
- **Technical Skill:** Azure DevOps CI/CD, Figma, SAP FICO, S4 HANA, Tableau, SQL, Python, R language, AWS cloud, Jira, Asana and MS Office.

## Languages Known

- English
- Tamil
- Hindi

## Certifications

1. **PfMP®** Portfolio Management Professional, PMI.
2. **PMP®** Project Management Professional, PMI.
3. **SAFe® SPC 6** SAFe Practice Consultant.
4. **Diploma in Cyber law** – Asian Law college.
5. **Lean Six Sigma Green Belt** – KPMG.





# Nili Kumari

## Professional Experience : 6+ years

**Since October 2024:**  
Manager Procurement  
**Arcelor Mittal Nippon Steel India Ltd**

**October'23 – September'24:**  
Manager, Procurement-Services  
**Bharti Airtel Ltd**

**June'19 – September'23:**  
Deputy Manager, Procurement-Services  
and Supply  
**JSW Steel Ltd, Dolvi Works**

## Education

**B.Tech – Metallurgical and Materials  
Engineering (2015-2019)**  
National Institute of Technology(NIT),  
Jamshedpur

## Key Projects & Deliverables

- Led CAPEX procurement and contracts for fabrication and erection (pipes and structures), enforcing QA/compliance, supplier certification, and on-time logistics to support plant construction and maintenance at AM/NS India.
- Established standardized CAPEX service contracts for mechanical fabrication scopes at AM/NS, defining SOW, ITPs, WPS/PQR, KPIs, and milestone billing to ensure quality and schedule adherence.
- Built and qualified a multi-vendor panel for fabrication/erection at AM/NS; negotiated framework agreements and mobilization SLAs to accelerate shutdowns and brownfield execution while mitigating single-vendor risk.
- Drove PAN-India sourcing of RM and critical MEP components (cables, pneumatic pumps, MCBs) for Airtel; led RECD deployment and governed AMCs to reduce downtime and extend asset life.
- At JSW Steel, executed rate-contract strategy and tail-spend pooling; digitized PR-to-PO with SAP and Ariba to reduce manual interventions and improve accuracy and SLA adherence.
- Initiated Drive Parts Management and extended warranty coverage; negotiated OEM AMCs and multi-vendor rate contracts (e.g., sheeting work) to boost flexibility, accountability, and cost competitiveness.

## Skill-set competency & Expertise

- **Functional Domain** – Procurement & sourcing, vendor management, rate contracts, CAPEX services contracts for mechanical fabrication/erection, budgeting, cost optimization, logistics, PR-to-PO lifecycle, AMC governance, compliance & QA, risk management, stakeholder management, operations excellence, project coordination, cross-functional collaboration
- **Technical Skill-Set** – SAP S/4HANA; SAP Ariba

## Languages Known

- English
- Hindi

## Achievements

- Excellent Services award, 2023 — JSW Steel Limited, Dolvi Works; Certificate of Excellence.





# Ananth Pai

## Professional Experience : 9+ years

**Since September '25**

DGM, Design · **Jio Platforms Limited**

**May '23 — April '25**

Principal Designer · **JioHotstar (prev. JioCinema)**

**May '21 — May '23**

Product Design Lead · **Fox Corporation**

**April — Dec '20**

Sr. Product Designer · **Jupiter**

**January '18 — April '20**

Product Designer 2 · **Disney+ Hotstar**

**July — December '17**

Experience Design Intern · **Microsoft**

**May — July '16**

Product Design Intern · **InfoEdge**

**Feb — July '15**

Designer / Developer · **GoZoomo**

**June '14 — Feb '15**

Designer / Developer · **Icicle Technologies**

## Key Projects & Deliverables

**Product Design & Innovation in Video Streaming:** Shipped impactful user experiences in JioHotstar, JioCinema and Disney+ Hotstar, such as Home Carousel, Vertical Player, MaxView, Top 10, Creators Landing Page, Watch'NPlay, and Social Feed across mobile, tablet, web, and connected TV platforms, reaching millions of users.

**Design Leadership & Team Building:** Mentored and managed teams of designers, set up design systems, and scaled both people and processes to improve efficiency and quality.

**Design Project Management:** Introduced structured handoff documentation, streamlined project tracking with Jira and Confluence, and improved publishing workflows.

**Cross-Functional Collaboration:** Built effective partnerships with product, engineering, and project management teams to ensure smooth delivery of features and cohesive user experiences.

**Emerging Technologies:** Designed Web3 flows and consumer experiences with Blockchain Creative Labs, contributing to Fox Corporation's early experiments in blockchain-powered products.

## Skill-set competency & Expertise

**Functional domains:**

Product Design, Interaction Design, Wireframing, People Management, Design Project Management

**Technical skill set:**

Figma, Sketch, Principle, Adobe Photoshop, Adobe Illustrator, Jira, Confluence, Notion.

## Education

**MDes (Information Design)**

National Institute of Design, Bengaluru

**BTech (Mechatronics Engineering)**

Manipal Institute of Technology, Manipal



# Arpita Pal

## Professional Experience : 13.5+ years

### Since January 2022:

Assistant Vice President (Product Owner)

### Citi Corp Services India Pvt Ltd.

### August 2018 – December 2021:

Authorized Officer (Lead BA) in **UBS**

### April 2017 – August 2018:

Senior Consultant

### Virtusa IT Consulting Company

### September 2015 – February 2017:

Consultant

### Genpact Headstrong Capital Markets Ltd

### February 2012 – August 2015:

Associate Business Analyst

### Infosys

## Education

### B.E – Computer Engineering (2011)

Lokmanya Tilak College of Engineering,  
**University of Mumbai**

## Key Projects & Deliverables

- Product Owner for **Digital Signer Management** CitiDirect – a Global Digital Signer Management Tool for Corporate Banking clients. (<https://www.citidirect.com/cdhome> )
- Designed and optimized signer management workflows aligning with client, business and regulatory requirements.
- Collaborated with global stakeholders to define and refine product features through product Demo, workshops, client feedback and surveys.
- Rich experience in digitalization of Regulatory Reporting across multiple Investment banks for Global Regulatory Requirements like Dodd Frank-Swap Data Repository, Basel III, IFRS9 etc.
- Designed benchmark management solutions for CFA and Portfolio Managers for Asset Wealth Management Company which was used for monthly rebalancing processes of portfolios comprising of Fixed Income instruments.

## Skill-set competency & Expertise

- **Functional Domain – Product Owner | Fintech Domain** specialization in Digital Transformation across Capital Markets, Regulatory Reporting and Client Onboarding (Corporate Banking) processes
- **Technical Skill-Set** – Product Strategic Vision, Stakeholder management, Agile backlog management, Impact Analysis, Data Analysis, Product Road mapping , Delivery Management.

## Languages Known

- English
- Hindi

## Certifications

- Advanced Certified Scrum Product Owner (**A-CSPO®**)
- SAFe 6 Product Owner/Product Manager (**SAFe 6 POPM**)
- Certified Scrum Product Owner (**CSPO®**)
- Foundation Certificate in Business Analysis – **BCS, The Chartered Institute for IT**



# Chandra Shekhar Thakur

## Professional Experience : 15+ years

**Since January 2026:**  
**Sr. Staff R&D Engineer – Synopsys inc**

**April 2024–December 2025**  
Lead R &D Engineer – Ansys Software Pvt. Ltd.

**April 2018–March 2024**  
Senior R &D Engineer – Ansys Software Pvt. Ltd.

**April 2014–March 2018**  
Software Developer –II – Ansys Software Pvt. Ltd.

**July 2010–March 2014**  
Engineer – Ansys Software Pvt. Ltd.

## Education

**M.Tech in Design Engineering (Applied mechanics) – IIT Delhi**  
(2008–2010)

• **B.Tech in Mechanical Engineering – GNIT, UPTU (2004–2008)**

## Key Projects & Deliverables

### **Ansys Mechanical Feature development –**

Developed the multiple cutting edge features in contact mechanics field of MAPDL solver of Ansys. Played the crucial role from design the feature to successful release .

**Collaboration with cross functional team** to benchmark the Ansys MAPDL solver against competitors for major automobile customer accounts .

**Early adoption of Machine learning and AI** techniques to improve the software capabilities by adopting more automation.

**Mentoring and building the Mechanical development team in Pune :** Trained the new team members and skilled them with all the development tools.

**US Patent granted (2024) on simulation of preload under rotation**

## Skill-set competency & Expertise

### **Functional Domain –**

Computational Mechanics, FEM, Product development, People management, Delivering projects following Agile methodology.

**Technical Skill-Set –** ANSYS –Mechanical , Fortran, C, C++, AI/ML, Azure devops,

## Languages Known

- English
- Hindi
- Mathili

## Certifications & Awards

**Machine learning**  
By Coursera

**CEO innovation awards 2022**

**ANSYS Inspire Award (2016)**



# Piyushi Singh

## Professional Experience : 6+ years

### **Aug 2020- Till Present:**

Assistant Manager

**The Cotton Corporation of India Ltd.  
Ministry of Textiles, Govt. of India**

### **Jun 2017 – Oct 2018:**

Project Coordinator

**CBRE South Asia Pvt. Ltd.**

## Education

### **B.Tech – Civil Engineering**

Delhi Technological University (formerly DCE)

## Key Projects & Deliverables

- Involvement in procurement management of the project. Hold prebid meetings, making comparatives of the quotes, organize negotiation meetings and final onboarding of the vendor. Active participation in planning, organizing, and implementing all aspects of Project Management in the project.
- Estate Management and monitoring of day to day operational activities in smooth functioning.
- Preparation of technical BOQ of the tenders and ensuring the work is carried out as per the procedure.
- Tracking and communicating project status to stakeholders through weekly detailed reports, while facilitating weekly conference calls with stakeholders and suppliers to review goals and project progress.
- Logging risks and delays involved in the project and reporting to the client.
- Keeping track of the deviations from the BOQ and it's impact on the project in terms of time and cost, while highlighting it to the client.
- Highlighting the deliverables from client and contractor frequently.

## Skill-set competency & Expertise

- **Functional Domain** – Project Management, Competitive Bidding, E tendering, Vendor management, Procurement.
- **Technical Skill-Set** – MS Office Suite, STAAD.pro, AutoCAD, SAP, Primavera P6, Primavera Risk Analysis.

## Languages Known

- English
- Hindi
- German-A1

## Certifications

- CBRE Individual Award for result oriented performance.





# Nikhil Bhat

## Professional Experience : 11 years

### **Since Sep 2024:**

Senior Manager, Global Business and Product Strategy

***Mahindra & Mahindra Ltd***

### **Oct 2023 – Aug 2024:**

Category Lead, Sales Strategy & Planning

***Hero Motocorp Ltd***

### **Dec 2021 – Oct 2023:**

Manager, Product Management

***Hyundai Motor India***

### **Mar 2018 – Nov 2021:**

Senior Product Lead, Product Management

***Honda Motorcycle and Scooter India Pvt Ltd***

### **Feb 2015 – Mar 2018:**

Executive, Planning

***India Yamaha Motors Pvt Ltd***

## Education

**B.Tech – Mechanical Engineering**

Maharishi Dayanand University

## Key Projects & Deliverables

- **GTM Strategy:** Led end-to-end go-to-market strategy for Mahindra, successfully entering and positioning the brand in South Africa and Indonesia, enhancing market penetration and profitability.
- **Product Launch:** Executed GTM strategy for Mahindra XUV 3XO in South Africa, achieving top 10 SUV ranking and making Mahindra the fastest-growing automotive brand in FY25.
- **EV Strategy:** Developed Hyundai's 10-year electric vehicle roadmap, combining market intelligence, pricing, and volume forecasts. Engaged with MoRTH & MHI for industry alignment.
- **Regulatory Compliance:** Formulated Australia NVES counter-strategy for Mahindra, aligning with emission norms, optimizing portfolio mix, pricing models, and profit structures.
- **Brand Transformation:** At Honda, repositioned the brand from commuter to premium through the CB350 Series launch, securing ₹500Cr dealer investment and capturing 12% of the mid-size segment in six months.
- **Category Strategy:** Managed full model changes and enhancements at Hero MotoCorp. Redefined Destini Prime positioning, achieving 56% volume growth and record 112K units in festive sales.
- **Cost Optimization:** At Yamaha, localized 32% of RayZR components, increasing per-unit profit by 20% and recovering ₹2.2M through part redesign.

## Skill-set competency & Expertise

- **Functional Domain** – Product Strategy, Business Planning, Market Expansion, Go-to-Market Execution, Portfolio Management, Pricing Strategy, Brand & Channel Development, Cross-functional Leadership.
- **Technical Skill-Set** – Market Research & Benchmarking, Pricing Models, Financial Analysis, MS Office Suite, Tableau, Product Lifecycle Management Tools, Project Management (PMP).



# Dr. Sangeet Bhaumik

## Professional Experience : 9.7+ years

### Since May 2025:

Field Diagnostics manager

**AstraZeneca Pharma India LTD**

### June 2021 – April 2025:

Medical Affairs manager

**Becton, Dickinson India LTD**

### January 2018 - June 2021:

Senior Application Specialist

**Altona Diagnostics India LTD**

### Oct 2017 – Dec 2017:

Principal Scientist

**Modern Diagnostics and Research Centre**

### June 2011 – Dec 2012

Junior Research Officer

**SRL Diagnostics LTD**

## Education

### Ph. D – Biotechnology

University of Mumbai

### M. Sc – NeuroScience

University of Calcutta

## Key Projects & Deliverables

- Effectively developed and implemented Go-To-Market strategies for a new products in India
- Showcasing a successful history in product registration, having completed 15 product registrations during tenure at Altona Diagnostics
- Steered efforts in providing application support, including validation & verification of COVID-19 tests in various laboratories across India
- Specialized in Medical Affairs, Diagnostics, and Molecular Diagnostics, with a proven track record in managing Medical Marketing and ensuring Regulatory Compliance
- People engagement specialist, excels at leading and realigning work groups and roles to foster an environment of collective leadership; insightful cross-cultural exposure while working with geographically diversified & multi-functional teams

## Skill-set competency & Expertise

- Functional Domain** – Creating Go-To-Market Strategy, Medical Affairs, Medical marketing, Product launch, SOP, Validation verification. Reshaping the opinion of KOLs without authority.
- Technical Skill-Set** – Molecular Diagnostics Techniques including Sanger Sequencing, NGS, RT PCR, Infectious Disease Testing, Automated Systems Implementation, Pre-Analytical Systems, Laboratory Quality Control

## Languages Known

- English
- Hindi
- Bengali

## Awards

Conferred with the Innovator of the Year Award in 2022, Brave Heart Award in 2023 at Becton, Dickinson



# Shubham Gupta

## Professional Experience : 6+ years

### **Since March 2020:**

Senior Pricing Analyst  
**American Express**

### **August 2019 :**

Business Analyst  
**Manpower Group**

## Education

### **B.Com– (Hons.)**

Guru Gobind Singh IP University  
University

## Key Projects & Deliverables

Led pricing strategy and launch for B2B payment solutions (Global Pay) and business lending products.

Owned pricing and rollout of Business Line of Credit and Single Repayment Loan offerings.

Delivered new lending terms generating over USD 0.5 billion in incremental revenue within six months.

Managed cross-functional execution of pricing changes across product, risk, and operations teams.

Executed reconciliation and process migration for large-scale US corporate payment programs.

## Skill-set competency & Expertise

Pricing strategy and revenue optimization for B2B payments and lending products.

Product pricing, launch, and scaling of credit and short-term loan offerings.

Financial analysis, data-driven decision-making, and pricing experimentation.

Cross-functional stakeholder coordination and operational execution.

## Languages Known

- English
- Hindi

## Certifications





# Siddhesh Vichare

Professional Experience : 18+ years

**Since September 2023:**  
General Manager – Head of Business Applications  
**Novel Jewels Ltd.**  
**(Aditya Birla Group Company)**

**Feb 2021 – Sep 2023:**  
DGM – Digital & Information Tech  
**Shoppers Stop Ltd.**

**Apr 2010 - Jan 2021:**  
Associate Consultant  
**SkillNet Solutions (I) Pvt Ltd**

**Jan 2009 – Apr 2010:**  
Senior Engineer – Handheld Devices  
**Honeywell Technology Solutions Lab**

**Jun 2006 – Jan 2009:**  
Engineer – WHQL  
**NVIDIA Graphics Pvt Ltd**

## Key Projects & Deliverables

- Headed implementation of Microsoft D365 ERP for retail jewelry business
- Lead implementation of cloud mobile POS with 500+ active devices
- Handled loyalty platform for 80 lacs+ customers
- Worked on FMS (Franchisee Management System) multiple modules like Primary Billing, Consignment Model, Secondary Selling, and Discounting
- Worked on Microsoft D365 CRM implementation
- Core Competence in techno-functional consulting across various businesses in retail vertical
- Proficient in implementing ERP applications for large global retailers with proven track record of extensive onsite work experience in USA, UK and Romania
- Worked on implementing Datawarehouse with platforms like Databricks, Azure Synapse, BYOD to set up medallion architecture

## Skill-set competency & Expertise

- **Functional Domain** – Business Domains – Retail (B2B & B2C), Project Management, Digital Transformation, Vendor Management, Governance, Stake Holder and Client management, IT Planning, Risk, and Compliance
- **Technical Skill-Set** – Oracle EBS, SAP PI/PO, Microsoft D365 F&O, Retail Cloud Commerce, Java, SQL, MS CRM, Integration and Interface third party systems

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- PMP from PMI
- Six Sigma – Green Belt Certified

## Education

**Bachelor of Engineering in Information Technology,**  
Pravara Engineering College, University of Pune



# Swapnali Singh

Professional Experience : 6.5+ years

**Since July 2022:**

Senior Consultant- Foreign Portfolio  
Investors (FPI)- Tax  
**Ernst & Young, India**

**May 2021- July 2022:**

Finance Officer  
**Hindustan Unilever Limited (HUL)**

**February 2019 – March 2021:**

Tax Analyst- Corporate & International Tax  
**KPMG, India**

Education

**Master of Commerce - Finance**

University of Mumbai

**Bachelor of Management Studies - Finance**

Sydenham College of Commerce and  
Economics

Certification

**Applied Financial Risk Management (FRM)**

Indian Institute of Management, Raipur

## Key Projects & Deliverables

- **Tax Strategy & Compliance (EY):** Managed tax compliance and advisory for global institutional investors (US, UK, Canada, Hong Kong, Denmark) under FPI vertical; optimizing returns through DTAA planning and cross-border repatriation structures.
- **Financial Reporting & Portfolio Analysis (EY):** Conducted comprehensive financial analysis on dividends, capital gains, and interest income across multi-fund structures.
- **Regulatory Representation (EY):** Assisted in tax assessments and appellate proceedings before CIT(A) and DRP; engaged with Commissioner-level officers and worked alongside senior legal counsel in preparing and presenting cases before the DRP.
- **Accounts Payable Optimization (HUL):** Streamlined reconciliation processes for global supplier payments; reduced payment delays by 20% through improved tracking mechanisms across AP workflows.
- **Corporate & International Tax (KPMG):** Supported multinational clients in corporate tax provisioning, regulatory research, and structuring of cross-border transactions; prepared advance tax computations and audit observations.
- **Tax Research & Advisory (KPMG):** Conducted technical research on DTAA treaties, judicial precedents, and regulatory circulars; assisted in drafting appeal memos for large corporate clients.

## Skill-set competency & Expertise

- **Functional Domain –** Direct & International Taxation, Financial Reporting, Compliance Management, Portfolio Analysis, Reconciliation & Audit, Regulatory Representation.
- **Technical Skill-Set –** MS Excel, PowerPoint, Word, Tax & Java ITR Utilities, Adobe Acrobat Pro.



# Dhruva Kumar

## Professional Experience : 12.5+ years

### **Since Sept 2018:**

Deputy Manager

**JSW Paints Ltd**

### **April 2015 – Sept 2018:**

Senior Officer- Production

**Kansai Nerolac Paint**

### **July 2013 – April 20215:**

Gust Facultyl

**NSI Kanpur**

## Education

### **B.Tech – Chemical**

UPTU, Kanpur

## Key Projects & Deliverables

Contributed to SAP implementation for manufacturing and operations, enabling process standardization and improved shop-floor visibility.

Led shop-floor process improvement initiatives to enhance productivity, quality, and operational efficiency.

Managed end-to-end production operations, including manpower planning, quality control, and adherence to safety standards.

Drove continuous improvement and cost optimization initiatives aligned with organizational goals.

## Skill-set competency & Expertise

Manufacturing & Production Operations

Shop-Floor Management & Process Improvement

SAP (Manufacturing & Operations)

Quality, Safety & Compliance

Cost Optimization & Operational Efficiency

## Languages Known

- English
- Hindi
- Marathi

## Certifications





# Jadhao Aditya Marotrao

## Professional Experience : 12+ years

**Since Sept 2023:**

Asst. Manager- Design HSE  
**Technimont India Pvt. Ltd.**

**Oct. 2021 – Aug. 2023:**

Asst. Manager - GOE  
**Clariant India Ltd.**

**July 2021 – Oct. 2021:**

**Gulbrason Techonologies**

**July 2018 – July 2021:**

**Valiant Industries Ltd.**

**Aug.2013 – July 2018**

**Solar Industries**  
**Aarti Industries Ltd**

## Education

**B.Tech – Chemical**

Yenepoya Institute of Technology,  
Visvesvaraya Technological University

## Key Projects & Deliverables

Executed process safety and EHS initiatives across chemical manufacturing and EPC projects.

Conducted HAZOP studies, risk assessments, safety audits, and loss prevention reviews.

Integrated EHS requirements into design engineering and plant operations.

Managed statutory compliance, incident investigations, and corrective actions.

Supported operational excellence and continuous improvement initiatives.

## Skill-set competency & Expertise

Process & Occupational Safety Management

EHS Compliance, Risk Assessment & HAZOP

Safety Audits, Incident Investigation & Loss Prevention

Safety Integration in Design & Operations

Operational Excellence & Continuous Improvement

## Languages Known

- English
- Hindi
- Marathi

## Certifications



# Pranav Gabhane

Professional Experience : 6+ years

**Since April 2022:**

Sales, Marketing & Business  
Development Manager

**L&T Heavy Engineering, Mumbai**

**April 2019 – April 2022:**

Asst. Manager- Engineering &  
operation

**ITC Ltd- Hotels Division, Kolkata**

Education

**M.S- Sustainable Energy System,**

Chalmers University of Technology,  
Sweden

**B.E – Mechanical Engineering**

R.V College of Engineering, Bengaluru

Languages Known

- English
- Hindi
- Marathi
- Bengali

Key Projects & Deliverables

- **Business development** : Lead Generation, obtaining bid/no-bid clearance from executive committee, strategize bids to offer competitive solutions to clients. Major clients include- Oil & Gas PSUs, private refineries and petro-chemical plants.
- **Sales & Marketing** : Creating & negotiating commercial contracts, pricing, T&Cs and delivery frameworks. Successfully secured orders worth INR 550Cr.
- **Collection of payments** : Collection of payments from PSU & private customers within the due date- successfully collected INR 585Cr in FY 24-25, highest in the department.
- **Customer Relationship Management** : Strengthened relationships with key stakeholders and clients, enhancing market penetration and increasing repeat business.
- **Engineering & Operations Management** : Led a team of 60 staff. Managed engineering operations and utilities across hotel properties, achieving a 34% reduction in energy costs. Ensured technical compliance with HSE and energy standards, providing support in infrastructure planning and execution.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Competitive Bidding Solutions, E-tendering, Commercial contract negotiation, vendor management, cash flow forecasting
- **Technical Skill-Set** – ERP systems, MS Office.



# Saurabh Uttreshwar Umbare

## Professional Experience : 12+ years

**Since Jan 2025:**

General Manager

**Greaves Cotton**

**Apr 2022 – Dec 2024:**

Finance Head

**ACA Power**

**Oct 2016 – Mar 2022:**

Finance Controller

**Grasim Industries**

**Jun 2013 – Jun 2016:**

Associate Manager

**IFFCI Group of Companies**

## Education

**B.Com** – Mumbai University

**CA** – ICAI

## Key Projects & Deliverables

Executed process and occupational safety initiatives across chemical manufacturing and EPC projects.

Conducted HAZOP studies, risk assessments, safety audits, and loss prevention reviews.

Integrated EHS requirements into design engineering and project execution.

Managed EHS compliance, incident investigations, and corrective actions.

Supported operational excellence and continuous improvement initiatives.

## Skill-set competency & Expertise

Process & Occupational Safety Management

EHS Compliance, Risk Assessment & Loss Prevention

HAZOP, Safety Audits & Incident Investigation

Operational Excellence & Continuous Improvement

Safety Integration in Design & Manufacturing

## Languages Known

- English
- Hindi
- Marathi

## Certifications





# Vikas S Arya

## Professional Experience : 9.5+ years

### Since July 2025:

Deputy Manager- Business Development  
**Nucon Aerospace Pvt. Ltd.**

### March 2022 – July 2025:

Deputy Manager- Marketing  
**Godrej & Boyce Mfg. Co. Ltd.**

### May 2020 - October 2021:

Deputy Manager, Business Development  
**AeroChamp Aviation (Intl.) Pvt. Ltd.**

### August 2017 – Nov 2019:

Senior Sales Engineer, Aviation Division  
**Avdel (India) Pvt. Ltd.**

## Education

### B.E – Mechanical

Yenepoya Institute of Technology,  
Visvesvaraya Technological University

## Key Projects & Deliverables

- **Sales Management** : Responsible in generating sales revenue of USD 17 million (240% growth YOY) for aerospace manufacturing corporation.
- **Service Management** : Increased sales for special process services (NDT, Surface Treatment, Heat Treatment) by USD 125,000 (98.3% growth YOY).
- **Market Research** : Generated database of 1300+ aviation customers in Asia and Oceania regions for Aircraft component trader.
- **Channel Management** : Generated revenue from domestic customers of approx. USD 275,000 for Aircraft component distributor.
- **Schedule management** : Generating business reports on weekly basis such as billed sales, production backlog and sales forecast reports comparing against ABP for export customers.
- **Contract Management** : Involved proactively interacting with Exports LOB for dispatches due, co-ordinate with customer for extensions, if any, and with LOB for initiating timely dispatches to meet OTD requirements.

## Skill-set competency & Expertise

**Functional Domain** – Business Development, Strategic Accounts, Account Planning, Lead Generation, Proposal Generation, Client Relations, Sales Management, Go-to-Market Strategy, Pricing Strategy, Contract Management, International Sales, Market Research & Analysis, Project Management, Forecasting & Sales Support, Customer Satisfaction & Segmentation

**Technical Skill-Set** – Microsoft office, Infusionsoft CRM, Mailchimp, Social media marketing, Canva, HubSpot, Send in Blue, Infor Ln, Solid edge

## Languages Known

- English
- Hindi
- Marathi
- Kannada

## Certifications

- Customer Segmentation and Prospecting from Northwestern University
- Sales Pitch and Closing from Northwestern University



# Jahnvi Singh

## Professional Experience : 6+ years

**Sep'21 – to date:**

Operations Specialist

**Education Above All Foundation**  
(Doha, Qatar)

**Nov'15 – Nov'16:**

Tax Consultant

**Deloitte Tax LLP (Hyderabad, India)**

**May'15 – Oct'15:**

Snr. Primary Instructor

**Deens Academy (Bangalore, India)**

**May'14 – Apr'15:**

Primary Instructor

**Chrysalis High (Bangalore, India)**

## Education

**PGDM – IILM Academy of Higher Learning** (Lucknow, India)

**Bachelor of Commerce (B. Com)**  
Lucknow University (India)

## Key Projects & Deliverables

### Education Above All

- Managed end-to-end partnerships including partner selection, EC approval and signing of the agreements with **15+ global partners** across **10+ countries**
- Implemented **20+ international pilots** for flagship programs such as IFERB (Greece, Lebanon, Sudan, Kenya), DSP (India, Zambia) and Education in Emergency (Poland, Turkey, Syria) benefitting 1Mn+ learners
- Prepared **policies and procedures** for different types of partnerships & programs to ensure compliance with the EAA's broader policy objectives and guidelines
- Prepared **annual business plan** and **human resources plan** for the department with a continuous monitoring and reporting throughout the year to ensure effective implementation

### Deloitte Tax LLP

- Prepared **Tax Returns** for several **US based trusts** including setting up accounts, preparing tax return and finalizing 'Trust Closing Memos' for account closure

## Skill-set competency & Expertise

- **Functional domain** – Business planning and preparation, HR planning, Program management, Recruitment, Partnerships and contract management, Vendor management, Risk assessment and mitigation
- **Technical skill-Set** – ONESOURCE (Tax software), ERP system (Oracle), MS Office

## Languages Known

- English
- Hindi

## Certifications

- Cambridge University accredited **CELTA program** certification from the British Council in Muscat (Oman)
- **Tally.ERP9** program certification from National Institute of Information Technology, India



# Nishant Bhardwaj

## Professional Experience : 8.5+ years

### Since July 2024:

Manager, Strategic Projects  
**Grasim Industries Ltd., Mumbai**

### Jan 2023 – June 2024:

Head, Industrial Technical Sales  
**Grasim Industries Ltd., Vadodara**

### July 2019 – Dec 2022:

Operations Manager,  
**Grasim Industries Ltd., Bharuch**

### July 2017 – June 2019:

Engineering Leadership Program  
**Aditya Birla Group**

## Education

### B.E – Chemical Engineering 2013-2017

Birla Institute of Technology, Mesra,  
Ranchi

## Key Projects & Deliverables

- **Project Management** : Planning and Monitoring brown field and green field capex projects at Grasim
- **Business Case Preparation**: Project proposals for management approval with detailed cost benefit analysis.
- **Technology Evaluation**: Techno-commercial evaluation of emerging and new technologies relevant to products of Grasim Industries
- **Customer Support and Engagement**: As head of Technical Sales, led technical support to customers along with other customer engagement programs like – Training sessions, seminars, demonstrations etc.
- **Operations Management**: Have led operations of multiple chemical plants. Leading large diverse teams.
- **Market Research**: Conduct in-depth market research to identify emerging trends, untapped potential and, potential threats. Developing insights for decision making.

## Skill-set competency & Expertise

- **Functional Domain** – Project Management | Business Cases | Operations Management | Project Management | Stakeholder Management | Project Resource Planning | Financial Modeling | Product Benchmarking | Competitor Benchmarking | KPI Reporting & Analysis | Techno-Commercial Evaluation
- **Technical Skill-Set** – Power BI, SAP S/4 HANA, Aspen

## Languages Known

- English
- Hindi
- Gujarati

## Certifications

- Leadership and Change Management.  
**XLRI, Jamshedpur, May 2024**





# Shiv Kumar Dubey

## Professional Experience : 14+ years

### **Since August 2023:**

Assistant General Manager– FMEG Sales  
**R R Kabel Limited**

### **April 2018 – August 2023:**

Sales Manager  
**Panasonic Life Solutions India Pvt. Ltd.**

### **February 2017 - April 2018:**

Area Sales Manager  
**Luminous Power Technologies**

### **November 2014 - February 2017 :**

Territory Sales Head  
**Bajaj Electricals Ltd.**

### **September 2012 – November 2014 :**

Sales Officer  
**Akzo Nobel India Limited**

## Education

### **Bachelor of Science (Mathematics)**

Rani Durgavati Vishwavidyalaya, Jabalpur

## Key Projects & Deliverables

- State-level annual sales budget planning and phasing.
- Ensuring manpower productivity and operational efficiency.
- New channel development in emerging towns and untapped market.
- Key account acquisition and structured handling framework.
- Category-wise business planning and roadmap.
- Demand forecasting and product planning.
- Market development proposals for new business opportunities.
- Built and led a high –performing team of Area Sales Managers and managed and guided a team comprising 25+ indirect reportees across the state.
- Delivered structured state-wide sales planning and execution.
- Expanded channel footprint across Maharashtra & Goa.
- Improved forecast accuracy and stock availability.
- Increased category-wise contribution through focused planning.

## Skill-set competency & Expertise

Sales strategy and business planning, Channel expansion, Key account management, New product launch and Go-To-Market execution, Team leadership and capability building , Productivity metrics for field force, Competitor analysis and market intelligence, Range selling and product mix planning, Scheme design and effectiveness tracking.

## Languages Known

- English
- Hindi
- Marathi

## Certifications

- Diploma in Computer Applications