



Abhijeet Kumar Singh

Professional Experience : 14+ years

Since November 2025:

Manager- Business Development
Tenex JSC Subsidiary of Rosatom (Russia)

July 2023 – November 2025:

Senior Manager – **STUP Consultancy Private Limited**

September 2021 – July 2023:

Senior Manager – **Egis india Pvt Ltd**

March 2018 – August 2021:

Manager – **RZD International (Russian Railways)**

August 2016 – March 2018

Manager – **Maccaferri Environment Pvt Ltd**

August 2011 – August 2016

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

Education

- **B.E Electronics And Telecommunication – Birla Institute Of Technology Mesra.**
- **ME Information Technology - Mumbai University.**

Key Projects & Deliverables

- Leading the Business Development activity for the entire country for the Nuclear Fuel Supply for the Government as well as the private entities.
- In Stup, as Business Development manager for Rail and Metro, achieved an order book of 45Cr.
- In Egis, as Business Development Manager for Rail and Metro achieved the order book of 60Cr.
- In RZD International, a Subsidiary of RZD(Russian Railways)
 - Led Feasibility study for the proposed semi-high-speed railway corridor between Nagpur and Secunderabad.
 - Build strategic relationships between various organizations of Indian Railways with their Russian Railway Counterparts.
- In Barsyl, held the position of Co-coordinator for the Hyderabad Metro project as the Lender Independent Engineers for SBI for the world's largest PPP project in the Metro Sector.
- Held the position of Deputy Management Representative for the Audit committee, otherwise known as the two processes and did internal audits.

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, Nuclear Energy, Fuel fabrication

Languages Known

- English
- Hindi
- Marathi
- Magadhi

Certifications

- Handwriting analysis course.
- Google Cloud Associate
- IAEA Certificate on Nuclear Fuel extraction, Fabrication and Nuclear Power Plant Decommission



Aniket Anil Kulkarni

Professional Experience : 14 years

Dec 2019 – till date:

Software Lead Level4 in **Raja Software Labs**
(acq. by Ness Digital Engineering)

Feb 2017 – Dec 2019:

Principal iOS Developer in **JourneyLabs Inc.**

Aug 2015 – Feb 2017:

Saas BI Application Developer in **ZS Associates**

Aug 2014 – Aug 2015

Software Engineer in **KloudData Labs Pvt. Ltd**

Sept 2012– August 2014

Associate Software in **Synechron Technologies**
Pvt. Ltd

Education

- **B.E Computer Science Engineering – MGM's College of Engineering (2008-2012)**
- **MBA - IIM Indore (2025-2027)**

Key Projects & Deliverables

- **Engineering Leadership:** Lead a cross-functional team of 20 plus developers in the end-to-end design and architecture of scalable software applications.
- **High-Value Delivery:** Direct the execution of critical project milestones for the LinkedIn account, overseeing a portfolio valued at over \$100M in revenue.
- **Product Lifecycle Management:** Manage the full SDLC, from initial requirement elicitation and **RFC (Request for Comments)** documentation to final deployment and release.
- **Operational Planning:** Spearhead monthly financial and operational reporting, including budget forecasting, resource allocation, and sales performance analysis.
- **Stakeholder Engagement:** Partner with client counterparts to align technical roadmaps with corporate strategy and cultivate long-term strategic partnerships.
- **Delivery & Feasibility Governance:** Serve as the primary liaison between Sales and Engineering to validate technical feasibility, manage client expectations, and oversee post-production support.
- **New Product Development (NPD):** Drive innovation through requirement validation and rapid prototyping, streamlining client review cycles and governing the product development.

Skill-set competency & Expertise

- **Functional Domain –** Software Development, Project Management, Team Management, Customer Relationship Management, Key Account Management.
- **Technical Skill-Set –** MS Projects, Jira, Python, Swift, Android, Java.

Languages Known

- English
- Hindi
- Marathi

Certifications

- **IIM Mumbai – Advanced Project Management and Data Analytics 1year Programme – 2024**
- **PMP – 2025**



Aniruddha Puranik

Professional Experience : 16+ years

Since Feb 2023:

Senior Manager- Project Management
Tata Projects Ltd.

Mar 2018 – Feb 2023:

Manager – Project Management
L&T Energy & Hydrocarbon.

Jul 2009 - Mar 2018:

Lead Engineer - Engineering
GE Power

Education

- **B.E- Mechanical Engineering – The MS University of Baroda.**

Key Projects & Deliverables

- Leading small teams across Project Management & Engineering functions for Power, Oil & Gas and Chemical Projects in the EPC ser-up.
- End-to-End responsibility to deliver & erect Static/Rotary Equipment & Packages
- Delivery Management & Vendor Coordination for On-Time Equipment Dispatches
- Interface Management with Internal & External Stakeholders of EPC/ EPCM Projects
- Communicate seamlessly across HO, Site Office, Vendors, Logistics & Customers
- Post-Order Management & Risk Mitigation for On-Time Equipment Delivery
- Manage Conflicts and Align Internal & External Stakeholders towards Project Goal
- Change Management of claims by external/ internal stakeholders
- Support Bidding/ Tendering Teams with Project Execution Plans & Project Learning
- Facilitate Planning & Constructability Workshops in alignment with all Stakeholders

Skill-set competency & Expertise

- **Functional Domain –** Project Management, Engineering Management, Interface Management, Stakeholder Management, Team Management.

Languages Known

- English
- Hindi
- Gujarati
- Marathi



Arulkumar Thulasidoss

Professional Experience : 16+ years

Since Aug 2023:

Assistant General Manager- FP&A
XBP Asia IT Solutions Pvt Ltd.

Jan 2022 – Aug 2023:

Manager - Presales (commercials) **Tech Mahindra**

Nov 2019 - Dec 2021:

Deputy senior Manager- FP&A in **XBP Asia IT Solutions Pvt Ltd.**

Sep 2018 – Nov 2019:

Sales Analyst in **Atos Global IT solutions**

Aug 2016 – Aug 2018

Senior Executive in **Cognizant**

Jun 2014 – Aug 2016

Assistant Manager in **HCL Technologies**

May 2009 – May 2014

Senior Executive in **Ford Global Business service center**

Education

- **BBA - Loyola college, Chennai**
- **MBA (Marketing & Finance) – IIPM, Chennai**

Key Projects & Deliverables

- Finance Business partner for European business unit providing Pricing & Analytics support.
- Commercial lead in bid/RFP responses - creating bid P&L, Cash flow projections, deal structuring & handling internal governance.
- Deals handled includes areas of Business process outsourcing, Application development & application maintenance.
- Partnered in large deal wins (\$100Mn+), successfully handled many mid-size deals wins (\$15-40 Mn).
- Participate in Annual budgeting exercise by coordinating with regional Sales, delivery teams for bottom-up calculation & working with management team in allocating the top down targets to strategic business units.
- Provide Quarterly forecasting support by projecting existing business numbers from operations & new pipeline opportunities from Sales personnel.
- Provide Analytics support in areas of Variance analysis (revenue & margin), Bid vs Actuals, Cost Structure analysis, Closed Won deals flow through/conversion, etc.,
- Provide commercial perspective & analysis in business decision by creating financial models, scenario analysis, etc.,

Skill-set competency & Expertise

- **Functional Domain** – Pricing, Budgeting, forecasting, financial modelling, variance analysis and Management reporting
- **Technical Skill-Set** – MS Office

Languages Known

- English
- Tamil

Certifications

- CMA (Intermediate)
- Investment Banking, NUS Singapore



NAME - Brendon JOSEPH FAROZ

Professional Experience – 10+ Years

- Since May 2025:
Regional Manager – IAN Group
- Nov 2022 – April 2025
Senior Associate – Piper Serica
- Jan 2019 – May 2022
Associate – CBA Startups
- Aug 2018 – Dec 2018
Internship – CBA Startups
- Jan 2017 – July 2018
Sales & Marketing – Crystlyn Software
- July 2015 – Nov 2016
Associate – GlobeOp Financial Services

Education

- B.A.F – Mumbai University

Key Projects and Deliverables

- **Regional Deal Sourcing & Target – Based Strategy Ownership:** Own and execute a best in class, target – driven sourcing strategy for IAN Angel Fund, IAN Alpha Fund and BioAngels across the West India region.
- **Strategic Ecosystem Relationship Management (MFN Partnerships):** Build and nurture deep, MFN – style collaborative relationships with key ecosystem stakeholders including incubators, accelerators, micro VC's, family offices, syndicates and co – investors.
- **Proactive Digital & Thematic Deal Hunting:** Lead online and outbound sourcing efforts using innovative tools such as LinkedIn, Social Media Platforms, Founder Databases and ecosystem intelligence based on sectoral themes, emerging trends and research led investment themes rather than relying only on inbound deal flow.
- **Member & Portfolio led Deal Flow Development:** Build strong, trust based relationships with IAN members and existing portfolio founders to generate high quality, referral driven deal flow.
- **BioAngels Sector specific Deal Sourcing & Collaboration:** Work closely with the BioAngels practice lead to source and evaluate startups in Biotech, Life Sciences, MedTech and allied deep science sectors.
- **End to End Deal Execution & Investment Closure:** Own the complete investment lifecycle – from initial sourcing and founder interaction to internal evaluation, investor discussion, due diligence coordination, IC processes, and final deal closure.
- **Narrative Building & Founder Value Proposition:** Actively contribute to shaping and communicating the firm's narrative as the preferred early – stage capital partner for startups.
- **Brand Ambassadorship & Ecosystem Visibility:** Serve as a brand ambassador for the firm by representing IAN group at startup events, demo days, conferences, pitch sessions and ecosystem forums. Drive high visibility, credibility and mindshare within the regional startup and investor ecosystem.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Investment Banking
- MS CIT



Chandan Kumar

Professional Experience: 14 Years

Key Projects & Deliverables

Languages Known

Since Nov 2025:

Head - Product Solutions & Segments
IDFC First Bank Ltd.

Jan 2025 – Nov 2025:

VP & Head - Centre of Excellence & Digital
Strategy - **Kotak811 (Neo-banking)**

July 2019 – Dec 2024:

VP & Lead – Product Development & Digital
Growth (Programs, Savings, Term Deposits &
Debit Cards) - **Kotak811 (Neo-banking)**

Aug 2016 – Jun 2019:

Lead – Strategy & Digital Enablement
Kotak Securities.

Oct 2013 – Jul 2016:

Sr. Product Manager – Bundled Propositions
(Savings) – **Kotak Mahindra Bank Ltd.**

Apr 2012 – Oct 2013:

Product Manager – Portfolio Campaigns
HDFC Bank Ltd.

- **Product Development:** Leading design and lifecycle management of segment-led banking products (**Liabilities & Cards**) aligned with growth and profitability objectives.
- **Portfolio Growth:** Driving segment-wise balance sheet growth through structured propositions, pricing, and lifecycle interventions.
- **Alliances:** Building strategic partnerships to enhance product value proposition and ecosystem reach.
- **Acquisition:** Defining acquisition strategy across digital and assisted channels to scale high-quality customer onboarding.
- **GTM:** Owning end-to-end go-to-market including **positioning**, channel readiness, and performance tracking.
- **Digital Marketing:** Leveraging performance marketing, CRM, UI/UX and digital journeys to drive acquisition, activation, and engagement.
- **Service & Experience:** Enhancing customer experience through **digital journeys**, service design, and continuous improvement using VOC and behavioural insights.

Products Associated with: Kotak Junior, Kotak Alpha, Kotak Silk, Kotak Super, Kotak 811, Infinity Metal Debit Card, Kotak PVR Debit Card, and IDFC FIRST Quantum+ Savings Account.

- English
- Hindi
- Maithili
- Bajjika
- Marathi

Certifications

- PMI-ACP (Agile)
- Licentiate – Institute of India
- Introduction to APIs in Google
- Google UI/UX professional certificate

Education

Skill-set competency & Expertise

PGPM - Marketing & Banking
(IBS Mumbai, 2010-12)

B.E - Biochemical Engg. & Biotechnology
KIT's COE (Shivaji Univ. Kolhapur, 2006-10)

- **Functional Domain –** Core banking, Pricing engine, DCMS, Product development, Portfolio growth, Campaigns, Digital transformation & Mobility
- **Technical Skill-Set –** LMS, CRM, Cloud Telephony, Agile, SAP-BO, Project Management



Dipali Sawant

Professional Experience : 18+ years

- Since June 2021:**
Sr Systems Eng Supervisor (GES-LSS/ GMSC)
Honeywell Technologies (India)
- Feb 2018 – Jun 2021:**
Technical Manager in **Honeywell Automation India Ltd, Pune**
- September 2014 till Feb 2018:**
Lead Engineer (PAS) in **Honeywell Automation India Limited Pune**
- November 2007 till April 2011 :**
Sr. Specialist Tech Training in **Honeywell Automation India Limited Pune**
- April 2007 to October 2007**
Technical Trainer in **Emerson Process Management (Navi Mumbai)**
- Sept 2001 to April 2007:**
Lecturer in **Vivekananda Education Societies Institute of Technology, Mumbai**

Education

- B.E.- Instrumentation - Mumbai University

Key Projects & Deliverables

- Currently leading 25+ team India Team & working with Global team in Migration COE Team of Honeywell Technologies ensuring that the assigned team is able to meet the delivery schedules as per target, communicate with the Front Office Teams/Customers as necessary; timely and accurate forecasting & reporting of Monthly / Weekly performance data such as volume, adoption, productivity, escalation, demand, and capacity planning.
- Worked as Technical Manager for Legacy DCS system migrations which involves project review meetings with Global LSS or migration Project Team for standard process & practice to follow, Query resolutions for project specific questions, RQUP review from COE, interaction with DE, GATC for project query or for documentation update.
- Worked as DCS Lead for Honeywell DCS global projects for Engineering design Changes, Support for FAT/ SAT Commissioning.
- Commissioned MIDOR (Middle East Oil Refinery), Egypt as DCS Lead for Honeywell Migration Project of FOXBORO to Honeywell DCS.

Skill-set competency & Expertise

- Functional Domain** – Operation Management, Team Management, DCS Commissioning & Engineering, Six Sigma Mentor
- Technical Skill-Set** – MS Office, Salesforce, Power BI, VB & JAVA Script

Languages Known

- English
- Hindi
- Marathi
- Sanskrit (Basic)

Certifications

- CCNA Training
- MS Office
- Six Sigma Green Belt one weeks Training at Honeywell
- 1 International & 2 National Publications in 2006



Gajanan Sunil Patange

Professional Experience : 11+ years

Since May 2023:

Deputy Manager- Technical Services
Deepak Novochem Technologies Ltd.

Oct 2020 – April 2023:

Engineer- Technical Services
in **Lasons India Pvt. Ltd.**

Sept 2017 - Sept 2020:

Manager- Production in **Nirbhay
Lasons Pvt. Ltd.**

July 2014– August 2017:

Engineer- Process in **Mallak
Specilities Pvt. Ltd.**

Education

- **B.E. Chemical Engineering- TKIET, Warananagar, Shivaji University, Kolhapur**

Key Projects & Deliverables

- Conceptualization and commissioning of Green Field Projects for specialities chemical manufacturing unit.
- CAPEX, Basic and detailed engineering activities for both greenfield and brown filed projects, along with commissioning and handover.
- Process modifications related activities for batch cycle time reduction, production capacity enhancement related projects, de-bottlenecking and troubleshooting.
- High Pressure Hydrogenation reaction set-up commissioning.
- R&D processes commercial trial activities for various niche segment campaign products.
- Handled project related activities for Sodium Nitrate, Ammonium Sulfate and zero liquid discharge plant (ZLD).
- Process Safety code leader for Responsible Care Certification audit.

Skill-set competency & Expertise

- **Functional Domain** – Process Engineering, Project Management, Process Safety, Technical services and production support.
- **Technical Skill-Set** – Basic & Detailed Engineering package, Equipment designing & selection, HAZOP, Risk Assessment, Basic chemical/ process engineering softwares, MS Excel/Office/Project.

Languages Known

- English
- Marathi
- Hindi

Certifications

- Certified Internal ISO Auditor



Naveen Singh

Professional Experience : 13+ years

Since Nov 2018:

South Asia Manager

Precision Analyser Company

Dec 2017 – Nov 2018:

Asst. Manager (Project Proposal) in

Endress + Hauser.

Sep 2012 - Dec 2017:

Asst. Manager- Process Analytics in

Chemtrols Industries India Pvt. Ltd.

Education

B.E –Instrumentation Engineering

Watumull Institute Of Engineering And
Technology, Mumbai

Key Projects & Deliverables

South Asia Revenue Transformation: Led sales strategy & market expansion across South Asia, delivering **3X revenue growth** in 5 years through territory optimization and strategic account focus.

Channel Partner Network Development: Scaled a high-performing distributor ecosystem, improving market coverage and partner-led sales growth.

Regional Go-To-Market Strategy: Implemented region-specific go-to-market in collaboration with global product teams and regional partners.

Key Account Growth Initiative: Strengthened strategic relationships with major industrial customers through consultative selling, driving sustained key account revenue growth.

Cross-Functional Market Development: Led cross-functional initiatives across sales, marketing, to identify new opportunities and accelerate market adoption.

Sales Capability Enhancement: Introduced structured sales planning that improved pipeline visibility, forecasting accuracy, and team productivity

Skill-set competency & Expertise

- **Functional Domain** – Regional Strategy & Business Planning, Sales & Business Development, Market Development & Go-to-Market Strategy, Channel Management, Key Account Management.
- **Technical Skill-Set** –Sales Analytics, Business Forecasting,CRM

Languages Known

- English
- Hindi
- Bhojpuri
- Marathi

Certifications



Nikhil Dilip Kulkarni

Professional Experience : 21+ years

Since October 2024:

Test Architect

AXA Global Business Services Pvt. Ltd..

December 2021 – September 2024:

Cofounder – Director

TekiGo Solutions Private Limited

Jul 2016 - Nov 2021:

Product Head

NGX Labs India Pvt. Ltd.

Education

- **PGDBM – Alliance University**

Key Projects & Deliverables

- Responsible for Overall Testing for AXA – UKI including Budgeting and Profit & Loss.
- Developed Functional Architecture of Agentic AI Tool for Testing, helping reduce 50% of manual efforts.
- Envisaged and implemented Aadhar based AML Solution which reduced onboarding time for End users by 70%.
- Prepared detailed Software Architecture for Regulatory Technology Product.
- Developed and Implemented Test Automation framework for US Based eCommerce Portal and Media company.
- Lead and Processed eTenders worth US\$ 1.5 Billions in 5 years through eTendering Solutions across 54 departments of Government of Maharashtra.

Skill-set competency & Expertise

- **Functional Domain** – Contract Management (eTendering, eProcurement, Auction) Insurance, RegTech, eCommerce, Retail, Media, Private Placement, Education, Key Account Management, Product Management, Program Management, Test Management, Team Management.
- **Technical Skill-Set** – Java, Selenium, PostgreSQL, MS SQL, MS Office.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Advanced CSPO
- ISTQB – Test Manager



Parag Sanjay Khopkar

Professional Experience : 11+ years

- **Since Apr. 2024**
Manager - **PwC Pvt. Ltd.**
- **Apr. 2021 – Mar. 2024**
Sr. Consultant - **PwC Pvt. Ltd.**
- **Jul. 2018 – Mar. 2021**
Consultant – **PwC Pvt. Ltd.**
- **Jan. 2018 – Apr. 2018**
Sr. GIS Analyst - **Shelter Associates**
- **Aug. 2014 – Aug. 2016**
Research Fellow – **SAC (ISRO)**
- **Feb. 2013 – Aug. 2013**
Project Planner (Geoinformatics) – **CDSA**
- **Freelancing – 15 months**

Education

- **M.Tech.** (Geoinformatics & Surveying Tech.) – Symbiosis International
- **M.Sc.** (Geoinformatics) - Pune University
- **B.Sc.** (Geology) – Pune University

Key Projects & Deliverables

- Working as a Manager with PwC on:
 1. Leading & managing the consulting PMU & liaising with the end user, System Integrator, OEMs & other key stakeholders
 2. Business Solutioning for IT & GIS Engagements
 3. Strategy Consulting (IT & GIS) for state, national, & international clients
 4. Contract Management & Client Engagement
 5. Drafting RfPs, Eols, RfQs, Risk Registers, Project Plans, Proposals, FRSs, SoWs etc.
 6. Delivering SOPs, As-Is & To-Be, Benchmark Reports, Gap Analysis Reports etc.
 7. Layered system architectures for consulting engagements
 8. Leading Risk and Quality (RnQ) processes for multiple business opportunities
- GIS based Slum Mapping towards effective implementation of 'One Home, One Toilet' program undertaken by Pimpri Chinchwad Municipal Corporation.
- Research & Development with Space Applications Centre (SAC) of Indian Space Research Organization (ISRO) on projects titled Web GIS based Vegetation Monitoring System (WGVMS) and Visualization of Earth observation Data and Archival System (VEDAS).
- Assisted development planning processes with GIS mapping for effective implementation of Backward Region Grant Fund (BRGF) Scheme by Ministry of Panchayati Raj.
- 10+ research publications

Skill-set competency & Expertise

- **Functional Domain** – Client Engagement, Technology & Strategy Consulting, Project & Program Management, Business Solutioning, Customer Success, Pre-sales, Business Analysis, Scrum & Agile
- **Technical Skill-Set** – MS Office Suite, JIRA, GIS & Remote Sensing Tools

Languages Known

- English
- Hindi
- Marathi

Certifications

- Certified Scrum Master (CSM) & Certified Scrum Product Owner (CSPO) – **Scrum Alliance**
- Global Reporting Initiative (GRI) Certified Training Course on GRI Standards - **BSI**



Paramananda Sahu

Professional Experience : 14+ years

- Since March 2023:**
Senior Manager-Construction, TATA Projects LTD,Mumbai
- May 2019 – March 2023:**
Construction Manager, L&T Energy Hydrocarbon
- June 2017 – May 2019:**
Senior Engineer, Chaina kunlun contracting & engineering co.
- July 2014 – Aug 2016:**
Engineer, Larsen and Toubro engineering and construction division(LTHE)
- Jan 2012 – July 2014:**
Engineer , Powermech projects ltd

Education

B-Tech –Mechanical Engg.
Konark institute of Science & Technology, Bhubaneswar,Odisha

Key Projects & Deliverables

- Project & Construction Management:** Led end-to-end construction execution for large-scale industrial projects in Oil & Gas, Fertilizer, Petrochemical & Power sectors, ensuring delivery within safety, schedule, and quality targets
- Heavy Lift & Modular Execution:** Planned & executed heavy lifts up to 2200MT single lift ,prepare lift studies, rigging plan and implemented modular construction to increase productivity and on site risk.
- Interface & Stakeholder coordination:** Mange interface across BD, Engineering, procurement, construction, vendor, client resolving clashes and ensuring smooth project progress
- Digitalization & Process improvement :** Adopted & Implemented digital tools for progress monitoring ,DPR automation, material tracking , productivity across SBU

Skill-set competency & Expertise

- Project Management, Construction management, Subcontract management
- Heavy Lift , Modularization
- Interface management, stakeholder management

Languages Known

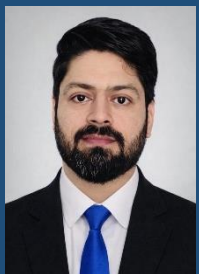
- English
- Hindi
- Odia

Certifications

- AutoCAD

Recognition

- Gold & Silver TPL Innovation Award in 2024 & 2025
- PI Award –L&T Energy Hydrocarbon 2023
- Best Execution & Engineer



Pradeep Kachroo

Professional Experience : 15+ years

Since Aug 2023:

Platform Purchase Lead (Manager)
Mahindra & Mahindra Ltd.

Sept 2021 – Aug 2023:

Associate consultant
Tata Consultancy Services.

Jul 2014 - Sept 2021:

Asst. Manager- Product development
Honda Cars India Ltd.

Feb 2013 – Jun 2014:

Engineer – Supplier Quality
Subros Limited.

Jan 2011 – Feb 2013:

Engineer – Product Quality
Oswal Castings / Sankei Giken India

Education

B.Tech – Mechanical Engineering

Ch. Devi Lal State Institute of Engineering & Technology
(Kurukshetra university)

Key Projects & Deliverables

Project Delivery Manager - Commodity (Interior, Exterior, Frame & Mechanism)

- Leading end-to-end Development and Delivery management of Vehicle Interior, Exterior, Frame, and Mechanism commodities across multiple vehicle programs.
- Drive commodity-specific business case preparation, Budgeting, and management approvals, including Scope CAPEX and Revenue planning.
- Manage supplier business partnerships and ensure adherence to new component Target Cost Planning (TCP) in line with approved business cases.
- Collaborate with sourcing and procurement teams to define sourcing strategies and conduct new supplier assessments and qualification activities.
- Support vehicle product design concept development through Early Supplier Involvement (ESI), ensuring feasibility alignment and concept maturation.
- Ensure timely completion of sourcing milestones including TSO, Quotation Management, QSS approvals, Vendor Onboarding, and associated risk assessments.
- Conduct regular risk reviews, escalation management, and cross-functional stakeholder alignment to ensure on-time project execution.
- Manage and track budget performance, cash flow, and financial health (Plan vs. Actual)
- Coordinate with Engineering, Purchasing, Quality, Manufacturing, Finance, and Supplier teams to ensure seamless product industrialization and launch readiness.

Skill-set competency & Expertise

- **Functional Domain** – Project & Program Management, Commodity Management, Budgeting, CAPEX & Cash Flow Control ,Sourcing Strategy & Procurement Alignment, Risk Management & Governance, Cross-functional Leadership, Automotive Product Development
- **Technical Skill-Set** – MS Office., APQP , System Audits , PLM

Languages Known

- English
- Hindi
- Kashmiri
- Punjabi

Certifications

- Six Sigma black belt.
- MS Office.
- Auto-CAD



Sai Pavan Kumar

Professional Experience : 14+ years

Since July 2021:

Principal Engineer Mechanical Systems
Cummins Turbo Technologies

July 2017 – June 2021

Technology Specialist
Entuple Technologies Pvt Ltd

July 2013 – August 2016

Applied Mechanics Engineer
Cummins Turbo Technologies

May 2011 to June 2013

Assistant Manager – Product
Suzlon Energy Limited

October 2008 – May 2011

Senior Engineer – Desing
Whirlpool of India Limited

Education

Master of Engineering – CAD CAM
Anna University Chennai

Key Projects & Deliverables

- **Six Sigma–Led design optimization delivering measurable business impact**, led a six-sigma project and delivered approximately \$150K in cost savings – reinforcing the role of simulation-led decision making in product development.
- **Driving reliability & design optimization for critical turbocharger systems**, led simulation-driven engineering initiatives to improve the durability of turbochargers operating under severe thermo-mechanical and vibration environments.
- **Innovation leadership & patent contributions**, served as a core member of the innovation council, driving structured innovation initiatives that contributed to a record level of idea submissions during the year 2025. Individually conceptualized five novel ideas, with three advancing toward patent filings.
- **Advancing engineering efficiency through automation & tool adoption**, championed the adoption and global implementation of automation tools, significantly improving analysis efficiency and consistency across regions.
- **Technology foresight & knowledge enablement**, authored technical newsletters on hydrogen technology and embrittlement and organized sessions to enhance organizational readiness for emerging mobility trends.

Skill-set, Competency & Expertise

- | | | |
|--------------------------------------|------------------------|--------------------------------------|
| • Simulation-led product development | • Problem solving | • Applied Mechanics |
| • Failure analysis & risk mitigation | • Engineering judgment | • Durability & Vibration engineering |
| • Risk assessment & decision making | • Innovation mindset | • Mechanical product design |

Languages Known

- English
- Hindi

Certifications

Six Sigma – Green Belt



Shramana Mondal

Professional Experience: 10+ years

Since June 2021:

Manager- Product Development(Sales)
Kalpataru Ltd.

June 2019 – April 2021:

Assistant Manager at **Knight Frank India**

Oct 2018 – May 2019:

Consultant- Architect and Urban Designer in **GDS Consultants**

Feb 2018 – Aug 2018:

Urban Designer at **Enia Architects, Paris**

Jul 2016– Jan 2018

Jr Urban Designer at **Pune Municipal Corporation**

Dec 2015 – Jul 2016

Architect at **Mamta Shah and Architects**

Education

- **B.Architecture** – Birla Institute of Technology, Mesra
- **Master of Architecture (Urban Design)**- School of Planning and Architecture – New Delhi

Key Projects & Deliverables

- **Market Entry & Acquisition Strategy:** Evaluate land and redevelopment opportunities through market analysis and investment assessment.
- **Financial Feasibility & Investment Analysis:** Develop feasibility and cash flow models to assess project viability and returns.
- **Product Mix, Pricing & Positioning:** Define product configuration, pricing, and positioning using consumer insights and competitive benchmarking.
- **Market Research & Competitive Intelligence:** Conduct market, consumer, and competitor analysis to guide acquisition and development decisions.
- **Product Innovation & Standardization:** Introduce differentiated product features and support process standardization across projects.
- **Stakeholder & Cross-Functional Management:** Collaborate with leadership, internal teams, and external partners to drive project alignment and execution.
- **Strategic Support & Sales Enablement:** Enable business development and sales through strategic insights, proposals, and positioning guidance.

Skill-set competency & Expertise

- **Functional Domain** – Commercial Strategy, Product Development, Sales Strategy, Business Development
- **Technical Skill-Set** – MS Office, AutoCAD, Photoshop, BIM

Languages Known

- English
- Hindi
- Bengali

Certifications

Construction Project Management-
Columbia University

Construction Finance-Columbia University



Shruti Ajit Kutty

Professional Experience : 8+ Years

Since 2022:

Global Lead: Compensation & Benefits,
Acer Unipac Optoelectronics

2017 – 2022:

Manager C&B,
Aditya Birla Capital

2016

HR Intern,
Whistling Woods International

Education

- **B.Sc. IT – Mumbai University**

Key Projects & Deliverables

- **Annual Merit Cycle**

Standardization & Leading the annual Merit Cycles for all 9 international locations, coordinating with business heads & finance to finalize budgets and pay revisions. Designed increment matrices based on performance ratings, market trends, and internal equity.

Ensured parity and performance based meritocratic increments and promotions. To achieve the same, conducted Benchmarking for each role of the company.

- **Compensation Structure**

Designed and implemented global compensation structures, balancing internal equity with external competitiveness. Led harmonization of pay bands post-acquisition, integrating legacy systems and aligning with global grading architecture.

- **Compensation Instruments**

Designed and implemented a suite of compensation instruments including Retention Bonus, Loyalty Bonus, performance-based bonuses, ESOPs and Phantom Stocks for global workforce.

Skill-set competency & Expertise

- **Functional Domain** – Compensation Management & Analysis.
- **Technical Skill-Set** – Compensation Benchmarking, Job Analysis & Evaluation

Languages Known

- English
- Hindi
- Malayalam
- Marathi
- Gujarati

Achievements

- Operational Excellence Award (2024)
- ABG Project – LTIP Benchmarking



Shyam Asware

Professional Experience : 19+ years

Since March 2023:

Principal Consultant – Management Consulting
Wipro Ltd.

May 2016 – Feb 2023:

Business Consultant – Management Consulting
Tech Mahindra Ltd.

Nov 2013 - May 2016:

Senior Consultant – IT Consulting
Infosys Technologies Ltd.

Jul 2006 – Nov 2013:

Manager Consulting
Tech Mahindra Ltd.

Education

- **BE, Electronics & Telecommunications Engineering**

Key Projects & Deliverables

- Responsible for **Product Management** activities for a Technology transformation initiative for Global Tier 1 Europe Telco (Telefonica) (Revenue worth \$ 44 billion)
- Managing a group of Product managers and Business analysts delivering technology solution strategy for global Telecom, Banking, Insurance and Healthcare clients
- **Sales activities** – Supporting pre-sales activities for Wipro Consulting group
- **Business Analytics & Lean Six Sigma** – Helped implementation of company wide customer experience scorecard for British Telecom (UK Client). Identified & implemented Business Improvement Opportunities worth £10 Million
- **Service Design & Product Launch** – Worked as an IT Service Design Lead for 60+ projects (Product launch/ Product enhancements) for Telefonica (Europe client) to ensure appropriate IT Service management processes are established for new/ modified product launches
- **IT & Quality Consulting** – Set up Agile & standard ITSM processes based IT delivery and quality assurance processes for National Australia Bank (Australia Client) and enable 25% productivity improvement
- **Business Process Consultant** – Worked as Process Consulting Lead to establish Business Process Centre of Excellence (COE) for Virgin Money (UK Client)

Skill-set competency & Expertise

- **Functional Domain** – Account Management, Project management, Business Analysis & Product management, IT Projects delivery, Lean Six Sigma based improvements, Business Process Re-engineering, Process mining, Scorecard development, ITSM
- **Technical Skill-Set** – Microsoft Agentic AI, Salesforce/ Siebel CRM, Celonis, Minitab, Pega BPMS, ARIS, SAP Signavio, UiPath RPA, Servicenow, AWS Cloud,

Languages Known

- English
- Hindi
- Marathi

Certifications

- Lean Six Sigma Black Belt, ASQ
- Salesforce Certified AI Associate
- ITIL V3 Certification
- Certified Scrum Product Owner
- Certified Procurement Professional (CPP), ISM India
- Celonis Certification – Build Analyses
- UiPath RPA Business Analyst
- AWS Cloud practitioner



SWAPNIL VIJAY DAREKAR

Professional Experience : 20+ years

Since June 2015

Manager in **Aker Powergas Pvt. Ltd.**

Jan 2015- May 2015:

Senior Engineer in **WorleyParsons, Abu Dhabi**

Aug 2013 – Jan 2015:

Engineer in **Wood Group CCC, Oman**

Jan 2006 – Aug 2013

Senior Engineer in **Aker Powergas Pvt. Ltd.**

Oct 2005– Dec-2005

Graduate Apprentice in **Lubrizol India Pvt. Ltd.**

Education

- **B.E- Instrumentation- Mumbai University.**
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Key Projects & Deliverables

- Business Development and Tendering activities for domestic and global Clients
- Customer Engagement- Develop long-term business relationship with customers.
- Worked on various Basic and Detail engineering project for domestic and global clients

Skill-set competency & Expertise

- **Functional Domain** – Business Development and Tender
- **Technical Skill-Set** – MS Office, Basic and Detail Engineering

Languages Known

- English
- Hindi
- Marathi

Certifications

- Integrated Management System Lead Auditor
- Functional Safety Engineer (FSER)- Level 01
- Management Development Program