



**LEADING WITH
CONFIDENCE**

**SENIOR
EXECUTIVE
CLUB**

**20
24**





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Message from **DEPUTY DEAN**, Academic Programmes
PROF. RAMABHADRAN THIRUMALAI

In a programme that requires all students to have at least two years' work experience, it is my pleasure to introduce the PGP students from the Senior Executive Club (SEC), who stand head and shoulders above their peers because they bring high-quality leadership experience from sectors as diverse as Technology, Finance, Energy, Defence, Oil & Gas, Manufacturing, Fintech, Healthcare, etc. and a variety of functions like Operations, Project management, Market research, etc. They have about twice the work experience of their classmates and, hence, are able to draw deeper learnings and insights from the programme, which makes them better prepared for leadership roles as well as helps them contribute to their future employers in substantive ways from day one. I wish them all the very best in all their future endeavours.





Message from **DIRECTOR AND HOD,**
Careers Advancement Services
KIRAN NETI

We are happy to share with you the profiles of Senior members of the PGP Class of 2024. This group brings in a rich and diverse work experience across different functions and industries. Their breadth and depth of pre-ISB experience, combined with a rigorous academic program at ISB, makes them ideal candidates for fulfilling mid-senior and senior levels roles in your organisation.

We are confident that these senior members will be great asset to organisations that recruit them. They bring with them their leadership, relationships, knowledge and a mature mindset to work with organisations navigate complex set of challenges and next set of opportunities.





Message from **DIRECTOR**, Student Engagement
& Applied Learning (SEAL).

SHIV KUMAR

Our SEC students with 8+ years of work experience are seasoned individuals who have consistently achieved exceptional professional milestones. These students not only possess domain expertise but also invaluable behavioral know-how and maturity, making them ideal candidates for successful leadership roles in any industry.

Rich experience and domain expertise: The SEC members bring a wealth of experience to the table, which, when combined with the rigorous learning environment and cutting-edge management concepts at ISB, positions them to handle complex business challenges with ease. This combination of practical experience and theoretical knowledge equips them with the necessary tools to excel in leadership positions and drive organizational success.

Value to your Organization: With their positive outlook and ready-to-take-charge attitude, our SEC members are poised to make significant contributions to any organization that recruits them. Their unique blend of experience, knowledge, and maturity ensures that they can seamlessly integrate into your team and quickly make an impact. With this positive outlook, ready to take-charge attitude, I strongly believe that these smart, driven students would be an invaluable asset to any organization that recruits them.





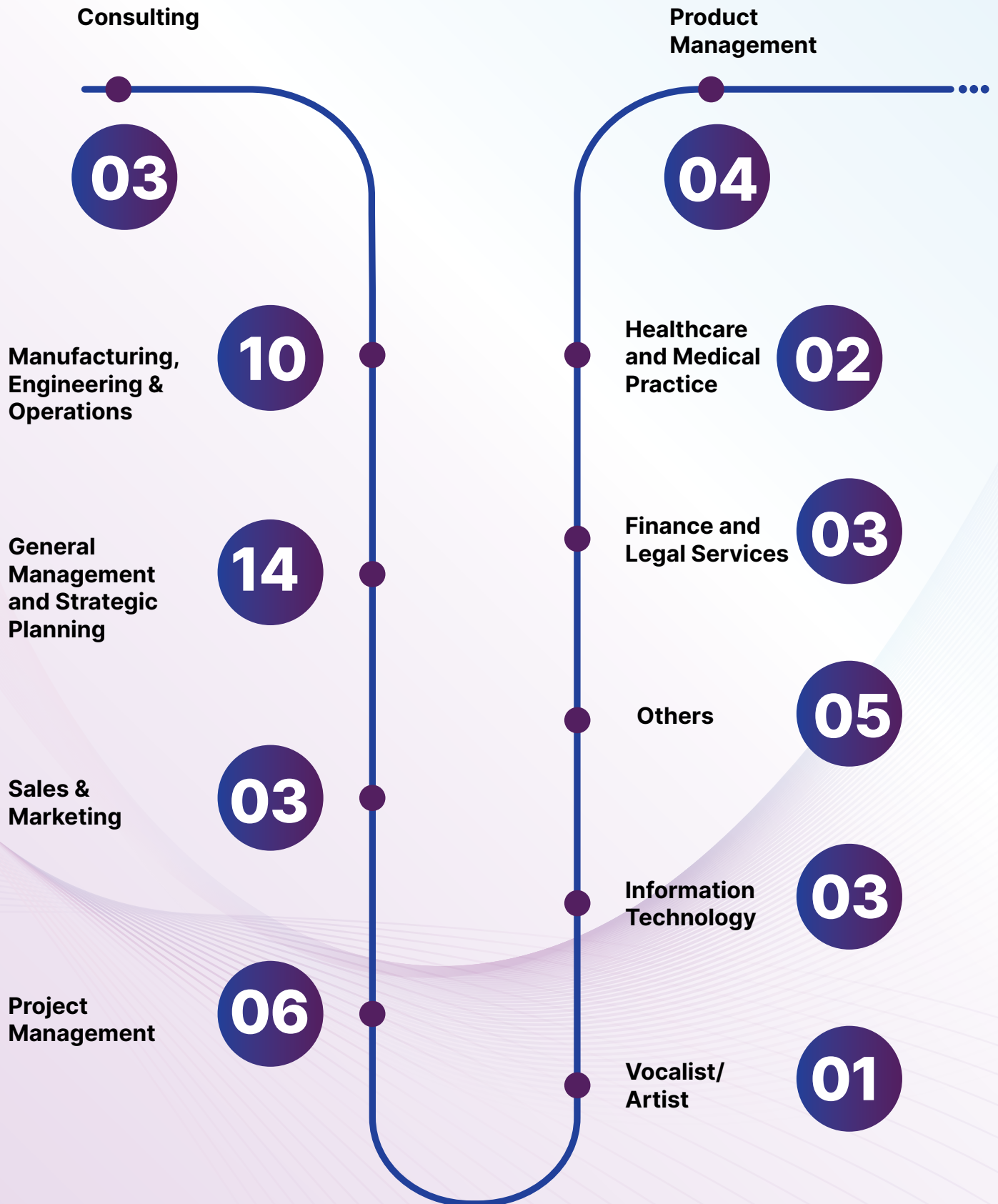
About the **SENIOR EXECUTIVE CLUB**

The Senior Executive Club is the leaders' abode at the Indian School of Business. Herein are gathered, a niche segment of the class of PGP. who are nourished with an experience of over 8 years in myriad fields and functions such as technology, media, healthcare, consulting, FMCG, oil & gas and so on.

With their inherent cross-functional leadership skills honed by the rigor of ISB's management education combined with the increasing alumni base of the Senior Executive Club that offers greater connectivity with the senior management strata of the business community, the members of the club stand armed with the potential to take up the leadership challenges of the businesses and champion the growth of organizations.



FUNCTION/DOMAIN



INDUSTRY EXPERIENCE



01

Ed Tech

09

IT/ITES

04

Consulting

06

Energy

01

NGO

01

Government

01

Transportation/
Logistics

06

Defence

02

Pharma/
healthcare

03

Technology



INDUSTRY EXPERIENCE



STUDENT AT A GLANCE



Aakanksha Bajpayee

08 Years 03 Months

Core Skills: Startup evaluations, Fundraising and compliances, AIF registration, Stakeholder/Partner management, Financial reporting, valuations, business model assessment, market research, shareholder negotiations

Industry: Consulting, Startups, Venture Capital Hedge fund and Healthtech

Past Companies: Hyderabad Angels, Red Health, D.E. Shaw Pvt Ltd



Abhishek Sinha

12 Years 9 Months

Core Skills: Operations, Strategy, Stakeholder Management, Project Management

Industry: Energy/Electricals

Past Companies: Bharat Heavy Electricals Limited



Abhinav U Patil

8 Years 11 Months

Core Skills: Public Administration, Indirect Taxation, Banking operations, Credit processing, Compliance and Regulatory knowledge, Customer Service and Relationship Management, Teaching, Strategic Planning and Business Development

Industry: Government/Public Administration, Banking/Financial Services, Education, Eco-tourism

Past Companies: Commercial Taxes Department, Government of Karnataka, State Bank of India, JICE Academy, Agadi Thota

STUDENT AT A GLANCE

Abhishek Sharma

10 Years

Core Skills: Strategic Planning, Operations, Project & Stakeholder Management, Cross-functional Leadership, Budgeting & Forecasting, People Management & Training

Industry: Defence, Construction, Technology

Past Companies: Indian Navy



Anil Kumar

08 Years 06 Months

Core Skills: BSc (Nautical sciences) Master Mariner in Merchant Navy, Strategy and Planning, Cargo Operations, Sustainable development, Operations, Crew Management, Emergency Preparedness.

Industry: Shipping industry Closely related to Operations, General Management, Supply Chain and Logistics

Past Companies: ABB ship management, Phelix Ship Management



Anil Tiwari

08 Years 10 Months

Core Skills: Product Management, Engineering Management, Software Development Building, Scaling, and Managing B2B SaaS products.

Industry: Technology – B2B SaaS Products, IT in Financial Services Enterprise Technology, E-commerce

Past Companies: Factors.AI, Dealbox Digisol, Edelweiss, Novell Inc.



STUDENT AT A GLANCE



Anuj Gupta

11 Years 09 Months

Core Skills: Retail Merchandising strategy , category management, demand forecasting & buying, pricing, inventory & margin management, business analytics, stakeholder management (directors, SVPs, country leaders, principals) & team management.

Industry: Fashion & Beauty Retail, Family Entrepreneurship.

Past Companies: Valiram Group (Malaysia), MH Alshaya Co (UAE), Shri Jai Balaji Textile Mills



Anurag Shukla

11 Years 9 Months

Core Skills: Product Design & Development, Requirement Engineering, Mobility, Product Industrialization, Stake-holder Management, Problem Solving.

Industry: Automotive/Mobility

Past Companies: Bosch Global Software Technologies PVT LTD(Bosch)



Aparnaa Jain

8 years 8 months

Core Skills: Marketing & Strategy, Business Development, Digital Marketing

Industry: Not – for – Profit, Healthtech Startup, Financial Services

Past Companies: Sarthak Foundation, Brainpan Innovations, Motilal Oswal Securities Pvt. Ltd.

STUDENT AT A GLANCE

Apurv Mittal

9 Years 6 Months

Core Skills: Product development, Process improvement, Stakeholder management, Strong analytical, research and execution skills

Industry: Semiconductor, Govt of India – Ministry of Defence

Past Companies: Qualcomm India, Cypress Semiconductors (now Infineon), DRDO (Ministry of Defence, Govt of India)



Arghya Bose

19 Years 06 Months

Core Skills: Leadership, Operations Management, Project Management, Stakeholder Management, Strategic Planning, Operational Audit, Process Optimization, Risk Mitigation and Learning & Development (L&D) Management

Industry: Armed Forces, Banking & Financial Services

Past Companies: Indian Air Force, Wells Fargo



Ankit Singh

16 Years 07 Months

Core Skills: General Management, Stakeholder Management, People Management, Business Development, Growth Strategy and Planning, Marketing Management, Operations Management

Industry: ITES / Healthcare

Past Companies: Infosys Technologies Limited, TCS, VMware, MediGlobe (C&FA of Roche India Pvt. Ltd), 365 Wellness, WE CARE Pharmacy



STUDENT AT A GLANCE



Bhuvan Mohan Jha

08 Years 11 Months

Core Skills: Logistics and Supply Chain Management, Strategy, Operations, Leadership Occupational Health & Safety Management

Industry: Maritime and Shipping Industry

Past Companies: Seaspan Corporation



Binuraj Somanathan Nair

16 Years 10 Months

Core Skills: IT Consulting, Product Design and Development, Data Management

Industry: Information Technology

Past Companies: Yesql Solutions Limited (Director), Phonographic Performance Limited UK, Accenture, IBM India Private Limited



Chintala Chinnialok Reddy

09 Years 6 Months

Core Skills: Leadership, Growth Strategy, Program Implementation, Stakeholder Management, Negotiations, Brand Management, Crisis Management

Industry: Oil & Gas, Government of India

Past Companies: Indian Oil Corporation Limited, Bhutan Oil Corporation (On Deputation), Ministry of Petroleum & Natural Gas (On Deputation)

STUDENT AT A GLANCE

Chitranshi Tewari

08 Years 06 Months

Core Skills: Product Management, Research and Development, Strategy and Operations, Data Analytics, Project Management

Industry: Space Technology, Geospatial, Optical, Aerospace

Past Companies: Indian Space Research Organization



Dhruv Mehtani

12 Years 10 Months

Core Skills: Client Onboarding, Client Management, Problem solving, Financial & Investment Modeling, Valuation Company & Market Research, Presentations, and Investment Memorandums.

Industry: Financial Services, Sustainability, Carbon Trading

Past Companies: Acuity Knowledge Partners, Moody's Analytics, Managing Emissions, Evolution Markets



Dr. Dinesh Prajapati

11years 8months

Core Skills: Stakeholder Management, General Management, Project Management

Industry: Healthcare/ Consulting

Past Companies: Reliance Industries Ltd,

Government of Maharashtra, IQVIA RDS, MediBuddy/DocsApp



STUDENT AT A GLANCE



Dr. Aravind Venkatesh

12 Years 3 Months

Core Skills: Physician, Project and People Management, Strategy, Leadership, Teaching, Digital Health Innovation

Industry: Healthcare

Past Companies: MOHH (Sing), KK hospital (Sing)



Ephrem Joel John

08 Years 07 Months

Core Skills: Project Management, Automobile Design And Development, Automation, Customer Report Analysis (Jd Power), Manufacturing

Industry: Automobile Manufacturing

Past Companies: Alten India Private Limited

Renault Nissan Technology and Business Centre India Pvt Ltd.

Fiat Chrysler Automobiles India Private Limited



Harshit Anand

11 Years 01 Months

Core Skills: Procurement Management, Supply Chain Management, Vendor Management, Supplier Development, General Management, Negotiation.

Industry: Manufacturing / PSU

Past Companies: Bharat Heavy Electricals Limited

STUDENT AT A GLANCE

Jaspreet Kaur

8 Years 7 Months

Core Skills: Tech Infrastructure Management (Server Management, Middleware, Capacity Planning & Procurement, Business Continuity Planning, Root Cause Analysis), Product Management, Stakeholder Management.

Industry: Banking & Finance, IT

Past Companies: State Bank of India, Bank of Baroda, Cognizant Technology Solutions



Karthik M K P

13 Years 02 Months

Core Skills: Process Automation, Stakeholder Management, Project Management, Manufacturing Operations, Application Development

Industry: Industrial Automation, Chemicals, Oil& Gas, Power

Past Companies: Dow Chemical Company, Yokogawa India Limited



Kaushal Modi

08 Years 6 Monthst

Core Skills: Business Growth & Strategy, Sales & Business Development, Stakeholder Management, Financial Acumen

Industry: Ecommerce, FinTech

Past Companies: Razorpay Software Pvt Ltd, Outbox IT Pvt Ltd



STUDENT AT A GLANCE



Kshitij Sinha

10 Years 05 Months

Core Skills: Omnichannel Retail and Ecommerce Operations, Business expansion, Market penetration, Business Strategy, growth and execution, Negotiation, Strategic Alliances and Marketing , Product Innovation and Marketing, Business Development

Industry: Retail and Ecommerce

Past Companies: Reliance, Paytm, HDFC Bank, Godrej and Essar



Mohit Bhargava

16 Years 04 Months

Core Skills: Technology Consulting, Strategy Consulting, Program Management, Product Management, Digital Transformation, Process Optimization, General Management

Industry: Technology, IT/ITES ,IT Products

Past Companies: Tata Consultancy Services (TCS), Aon Consulting, NIIT Technologies, Egon Zehnder International, Aricent, Crossover



Mohit Bisht

18 Years 03 Months

Core Skills: General Management, Strategy & Planning, People & Team Management, Operations, Project Management, Budgeting, Client & Vendor Management

Industry: Defence, Infrastructure

Past Companies: Indian Army/ Corps of Engineers, Military Engineering Services

STUDENT AT A GLANCE

Mohammed Moinuddin Khan

10 years 6 months

Core Skills: Talent Management, Stakeholder Management, Client relationship Management, Leadership. Program Management, Project Management, Strategy

Industry: Consulting, IT Product & Services, Healthcare and EdTech

Past Companies: Deloitte US, ADP, Prime Healthcare, Deloitte USI, GUS Education India.



Naveen Raj

08 Years 11 Months

Core Skills: Project Management, Leadership & Team Management, Stakeholder Management, Coaching & Mentoring, Market Research, Data Analysis and Insights Generation

Industry: Consulting (Market Research), Social Impact (Education)

Past Companies: Absolutdata Research and Analytics (an Infogain Company), Teach For India



Neeti Bhatia

08 Years 10 Months

Core Skills: QA Engineer, Product Development ,Agile Project Development ,Release Management, Project Management, Team Management ,Software Development, ITIL ,CCNA

Industry: Fintech, Ecommerce, IT Services

Past Companies: AlphaSense, Sentieo, Indiamart, Dell International Services



STUDENT AT A GLANCE



Neha Chauhan

10 Years 10 Months

Core Skills: Professional Vocalist, Brand Management, General Management, Client & Vendor Management

Industry: Media & Entertainment

Past Companies: Personal Artist Management, Clear Skies Entertainment, Sanskriti Events



Niladree Chakraborty

09 Years 1 Month

Core Skills: Corporate Strategy & Leadership, Growth & Business Development, Change Management & Stakeholder Management, Due-Diligence and Global Expansion, Deals and Transaction Advisory, Negotiation and Team Management

Industry: Consulting

Past Companies: TM Solutions Private Limited (Taxmantra Global)



Nishi Priya

08 Years 10 Months

Core Skills: Design Thinking, Product development, Marketing & Brand management

Industry: E-commerce, Retail, Fashion & Lifestyle

Past Companies: Ajio.com (Reliance Retail), Shoppers Stop Ltd., Manipal Academy of Higher Education

STUDENT AT A GLANCE

Nithya Devi G.A.

8 Years 3 Months

Core Skills: Strategy, Program management, Digitization, Software Engineering, Team Management

Industry: IT Services, Automobile, Online marketplace

Past Companies: Infosys Ltd, Daimler India Commercial Vehicles, Sulekha.Com, Visteon Technical Services



Paramjot Walia

9 Years 4 Months

Core Skills: Strategy and leadership, Project Management, Stakeholder management, Strategic Design Thinking, Design Strategy, Product Management, Design technical skills, Brand Design, Brand Strategy, Brand Management, system design

Industry: E-commerce, Bihar, Madhya Pradesh and Chattisgarh Government, Ed-Tech, Lifestyle, FMCG.

Past Companies: Lopez Design, OneKeyCare Ventures, Whitelink Design, Art&Deal Magazine, MATI(Management of Art Treasures of India)



Prashant Kumar

12 Years 09 Months

Core Skills: Strategic planning, Stakeholder Management, General Management, Benchmarking, Margin Improvements, Vendor Management, Operational Excellence

Industry: Energy, Oil & Gas, Manufacturing

Past Companies: Bharat Petroleum Corporation Limited



STUDENT AT A GLANCE



Pallavi Singh

10 years

Core Skills: Effective planning and revenue forecasting (I have designed, planned and executed multimillion dollar digital transformation deals), Negotiation, Problem solving (there are multiple moving parts, multiple divisions to coordinate with, and extraneous factors impacting complex, multi-cloud solution deals that require attention to careful detail and firefighting), Relationship management (have been managing C-suite relationships for several years)

Industry: HR Consulting and Technology (SAAS)

Past Companies: Aon Hewitt, Mercer, Meltwater, Salesforce, SAP



Remya Geetha

10 Years 2 Months

Core Skills: Project Management, Operations and General Management, Engineering, Design, Maintenance and Supply Chain Management

Industry: Oil & Gas, Manufacturing, Aerospace

Past Companies: Shell India Ltd, McDermott International, Cummins India Ltd, Indian Space Research Organization



Sahil Mittal

11 Years 09 Months

Core Skills: Strategy and Leadership, Entrepreneurial, Category Management, Operations and Process Excellence, Supply Chain Management, Negotiation

Industry: E-Commerce | Food & Beverages

Past Companies: Wellcurve.in (E-commerce start-up); Dr. Cook (Own Start-up in F&B); PricewaterhouseCoopers (PwC) India

STUDENT AT A GLANCE

Sachin Kumar Singh

8 Years 10 Months

Core Skills: Strategic Planning, Strategic Implementation, Senior Stakeholder Management, General Management, Project Management, Compliance & Regulatory Knowledge, Public Administration, Software Development, Production Support, Software Testing, Customer Service and Relationship Management, Teaching

Industry: Government/Public Administration, Information Technology, Education.

Past Companies: Government of India, Infosys



Sagar Thakrar

8 Years 11 Months

Core Skills: Technology Consulting, Project Management, Product Management, Software Development

Industry: Technology Consulting, IT/ITES, Fintech

Past Companies: Deloitte, HighRadius, Accenture



Dadi Sandeep Nag

08 Years 04 Months

Core Skills: Software Development, Software Architecture, IT Project Management

Industry: Software, Financial Services, Telecommunications

Past Companies: Microsoft, Goldman Sachs, Ericsson



STUDENT AT A GLANCE



Saswata Chakraborty

09 Years 10 Months

Core Skills: Project Management, Contract Management, Procurement and Inventory Management, Cost Estimation-Budgeting-Tendering, Stake Holder Management, Boundary Management, HSE Management, SAP MM and FI Modules, Designing Electrical and Process Automation System, Designing P&ID of Plants, Construction Management in Oil & Gas industry, International Standards - IEEE, IEC, and API Codes.

Industry: Oil & Gas, Manufacturing

Past Companies: Bharat Petroleum Corporation Limited



Satya Tejaswi Gadi

08 Years 06 Months

Core Skills: Project Management, Research and development, Strategy, Operations and supply chain management.

Industry: Aerospace, Space Technology, Propulsion systems.

Past Companies: Indian Space Research Organization



Shakeb Ajaz

08 Years 07 Months

Core Skills: Business Strategy and Leadership, Process Excellence, Program Management, Revenue Management, Stakeholder Management, Project Management

Industry: Energy (Oil & Gas), Clean Technology
Travel & Hospitality, Education Technology, E-commerce

Past Companies: SHV Energy, Chakr Innovation, OYO, LEAD School, Cars24, FabHotels

STUDENT AT A GLANCE

Dr. Sudha Rani Erra

10 Years 09 Months

Core Skills: Pharmacovigilance, Healthcare, Drug safety, Medical safety, Clinical Research, Clinical Trials, Physician

Industry: Pharmaceuticals, Healthcare, Academics, Research

Past Companies: Novartis, NIMS



Sumit Shivani

15 Yrs 6 months

Core Skills: Leadership and Team Management, Program Management, Strategic Planning and Execution, Operations Management, Resource Optimization, Marine Safety and Ergonomics

Industry: Maritime, Defence, Manufacturing, Heavy Engineering

Past Companies: Indian Navy



Sunil S Korti

20 Years 10 Months

Core Skills: Leadership/Strategy/ Communication/Operations Management/Portfolio & Program Management /Crisis Management/Training & Development/Human Resource Development/Submarines

Industry: Defence

Past Companies: Indian Navy



STUDENT AT A GLANCE



Suhas Hegde

15 Years 03 Months

Core Skills: Program Management, MS Project, Operations Management, Risk Management, Agile, Stakeholder Management, Cost and budgeting, Scrum Agile Methodology, Change Management, Leadership, Governance & Compliance, Manufacturing, Consultancy, Strategy Management, Crises & Conflict management

Industry: Manufacturing

Past Companies: Indian Navy



Swati Agarwal

08 Years 07 Months

Core Skills: Business Finance, P&L management, Financial Planning & Analysis, Financial Reporting & Revenue Assurance

Industry: Retail, E-commerce

Past Companies: Reliance JioMart, Udaan, Myntra & Flipkart



Tania Aggarwal

11 Years 08 Months

Core Skills: Business Analysis, Product Management, Stakeholder Management, Technology Consulting, Agile Project Management, Software Development

Industry: Technology, IT/ITES, Energy & Sustainability, Real Estate, Healthcare, Data & Analytics

Past Companies: Nagarro Software Private Limited

STUDENT AT A GLANCE

Venkatesh Sripada

10 years 6 months

Core Skills: Leadership, Project Management, Team Management, Stakeholder Management, Process Improvement, Client relationship Management

Industry: IT Services, Technology, Education

Past Companies: Tata Consultancy Services, Wipro Technologies, Vignan Engineering College



Vinay Kumar Katukuri

11 Years 2 Months

Core Skills: Leadership and Team Management, Program and Project Management, Construction Management, Operations and Maintenance, General Management, Communication and Stake Holder Management

Industry: Energy and Utilities, Power Projects, Mining, PSUs, and Information Technology.

Past Companies: Telangana State Power Generation Corporation Limited, Singareni Collieries Company Limited, Infosys Technologies Limited.



**SENIOR
EXECUTIVE
CLUB**

**20
24**



STUDENT VILLAGE
A BLOCK
B BLOCK
C BLOCK
D BLOCK

Aakanksha Bajpayee | 08 Years 03 Months

8 years of experience in the startup ecosystem and Hedge fund industry primarily in consulting and evaluation roles. Having performed over 700 startup evaluations I am proficient in valuations, fundraising, and business model assessment. I also have extensive experience in operational roles such as partnership management, shareholder negotiations, and stakeholder management. I have experience in setting up an Tier 1- Alternative Investment Fund and have conducted the end-to-end registration process with SEBI.

Having spent more than 5 years with startups and Venture Capital funding I have developed a deep interest in the ever-growing startup ecosystem of India with a keen interest in disruptive technologies and subsequent multiplier effects on the economy.

Core Skills

Startup evaluations, Fundraising and compliances, AIF registration, Stakeholder/Partner management, Financial reporting, valuations, business model assessment, market research, shareholder negotiations

Qualifications

B.A. (Hons.) Economics & Industrial Mathematics

Industry

Consulting, Startups, Venture Capital, Hedge fund, Healthtech

Previous Employers

Hyderabad Angels, Red Health, D.E. Shaw Pvt Ltd

Industry Expertise

Consulting/Startup evaluations/ Business model assessment & company valuations/ Business Strategy/Fundraising and compliances/ Investment Relations/ AIF registration and compliances

Function/ Domain

Startup evaluations and assessment, Fund-raising, Stakeholder management, Consulting and Financial Reporting

Areas of Interest

Consulting-Strategy and Finance, Product Management

Roles & Responsibilities

D. E. Shaw Pvt Ltd- Senior Analyst

- Managed fund performance and analysis reports for investors such as JPMorgan, Silvercreek.
- Was responsible for PNL calculations of funds.
- Conducted market research for relationship manager in areas that macro funds could invest.
- Worked cross functionally with the tech development team to optimise reports and further streamline internal processes.

Red Health (Stanplus)- Finance and Investments Manager

- Managed the PNL and monthly investment summary for the firm.
- Was responsible for fund raising and investment related activities in the firm. Raised 4cr in seed funding for the company within 3 months of joining.
- Collaborated with the CFO during funds crisis and successfully shifted the business model of the company to an asset light one.
- Was managing a Finance team, daily financial and investment related operations which involved working with EY on necessary compliances.
- Maintained investor relations and partner relations with VCs and Hospital heads.
- Worked on investment negotiations, documentation and financial projections for the company.

Hyderabad Angels - Investments and Partnerships Manager

- Managed Partner Relations with incubators, accelerators, High network individuals, VCs, family offices and grew the network by 10% in under 2 years which increased the number of companies coming to us for funding by 30% annually.
- Conducted rigorous due diligence and evaluation while screening startups and streamlined the internal processes for the investment team at HA.
- Was the official spokesperson for Hyderabad angels in all events and investor conferences.
- Managed portfolio companies to ensure HA gets early exits of at least 2-3 multiples of initial investment.

Achievements

- Was the only one chosen from a team of 30 to go to New York to liaise with the company's overseas counterparts and spearhead a potential research area for investment
- Was awarded for developing a widget that auto-populates the in-house investor database and also alerts users of inactive investors.



Abhishek Sinha | 12 Years 9 Months

A Mechanical Engineer with diverse experiences in Project Management, Operations and Strategy, and Contract Management in Energy, Infrastructure, and Manufacturing sectors. Having executed large infrastructure projects in extremely challenging conditions, I have developed a keen intuition for strategic planning with a thrust on operational efficiency through process

Core Skills

Operations, Strategy,
Stakeholder Management,
Project Management

Qualifications

B.Tech. Mechanical
Engineering, IIT ISM, Dhanbad

Industry

Energy, Infrastructure,
Manufacturing, Heavy Industry

Previous Employers

Bharat Heavy
Electricals Limited,
VISA Steel

Industry Expertise

Strategy and Operations
General Management
Strategy Consulting

Function/ Domain

Strategic Planning and
Operations
Project Management
Sub-Contracting
Stakeholder Management

Areas of Interest

Strategy and Operations
General Management
Strategy Consulting

Roles & Responsibilities

Project Management

- Successfully executed projects worth \$13 million in an extremely challenging work environment in 16 different sub-packages, each with different technical requirements ranging from water, effluent, and sewage treatment, fuel oil handling, and hydrogen generation to Air Conditioning systems at 3x660 MW Thermal Project in North Karanpura thermal Power Plant, Jharkhand
- Successfully executed projects worth \$8.3 millions, in 6 different packages at 2x600 MW Singareni Thermal Power Plant, Telengana

Strategic Planning and Operations

- Developed detailed unit-level completion plans for the 16 different packages including timelines and resources deployment schedules for different resources.
- Developed and implemented safety and quality plans for the different systems

Sub Contracting & Insurance

- Conducted subcontracting for several different projects with a total value of \$1,50,000 in the absence of unit-level subcontracting division including vendor identification, tendering, award and execution of contracts.

Achievements

- GATE 2010 – 99th percentile, GMAT – 750/800 (98th Percentile), IIT JEE 2006– Rank 4703
- Consistently amongst the top performers at Office as per the annual appraisals.
- School Captain in High School level

Extra-Curricular Activities

- Photography, Poetry, Cricket and Chess.
- Involved in the establishment and running of a primary school for underprivileged kids at my village in Bihar.
- Volunteer for the NGO, Kartavya involved in the education of slum children at Dhanbad, Jharkhand.

Abhinav U Patil | 8 Years 11 Months

With over 8 years of experience spanning private, public, and government organizations in tax administration, banking and financial services, teaching, and eco-tourism business development, I bring a wealth of knowledge and skills. Leveraging my diverse background, technical and administrative acumen, and management education at ISB, I am eager to pursue roles in banking, strategy and consulting, general management, or product management. I am confident in my ability to make a significant impact and drive success in these areas.

Core Skills

Public Administration, Indirect Taxation, Banking operations, Credit processing, Compliance & Regulatory knowledge, Customer Service & Relationship Management, Teaching, Strategic Planning and Business Development

Qualifications

BE in Electrical and Electronics Engineering, R V College of Engineering (RVCE), Bengaluru

Industry

Government/Public Administration
Banking/Financial Services,
Education, Eco-tourism

Previous Employers

Commercial Taxes Department,
Government of Karnataka
State Bank of India (SBI)
JICE Academy, Agadi Thota

Industry Expertise

Tax Administration
Banking and Finance

Function/ Domain

Public Administration and Compliance, Banking and Branch Operations, Teaching, Eco-tourism

Areas of Interest

Banking and Financial Services
General Management
Strategy and Consulting
Product Management

Roles & Responsibilities

Diverse and Versatile Experience

- Served as a civil servant in the Commercial Taxes Department, Government of Karnataka, working across various wings, including front office operations, GST registration, professional tax, audit, enforcement, and vigilance activities.
- Worked in diverse roles encompassing general banking, credit, marketing, agriculture, and small to medium enterprises (SME) segment in SBI
- Teaching and Mentoring: Served as a faculty member, instructing and guiding students in various competitive examinations. Assisted aspiring candidates in their exam preparations, specifically for civil services.

Leadership, Administration and Team Management

- Managed office administration with a team of 7+ employees and handled the operations of 5000+ dealers registered under the GST Act.
- Branch Operations: successfully managed the role of an Accountant in a semi-urban branch, handling a high footfall of 300+ customers per day. Skillfully led a team of 6 members to ensure smooth operations and exceptional customer service.

Tax Administration

- Compliance Verification and Audit: Successfully conducted 50 independent field audits, leading to the identification of Rs. 3 crores in tax demands. Implemented thorough investigations and inspections to ensure strict adherence to the GST Act.
- Results-Driven Performance: Achieved outstanding results by creating a demand of over INR 2 Crores in 2 quarters in the audit wing and successfully implementing the INR 52 Crore Amnesty Scheme of the Commercial Taxes Department.

Digital Banking Initiatives in Operations and Credit Disbursal

- Successfully managed the promotion of SBI's YONO App in a semi-urban branch, achieving remarkable growth in application registrations from under 100 to over 2000 within three months. Recognized as the top performer in the state for this impactful campaign.
- Successfully managed the digital disbursal of credit products like YONO gold loan and pre-approved personal loan, achieving a significant reduction in turnaround time (TAT) from 2 days to just 1 hour for the branch.

Strategy and Business Development

- Strategic Business Development: Secured 50 long-term contracts within the first year from schools and corporates for eco-tourism initiatives, driving business growth and promoting environmental awareness.
- Market Expansion and Sales: Developed new markets, organized engaging events, and utilized multimedia tools to enhance customer engagement, improve sales, and foster environmental education at Agadi Thota, Karnataka

Achievements

- Recognized for outstanding performance with an appreciation letter from the Deputy General Manager of SBI for the digital banking initiatives.
- Certifications
 - Financial Modeling & Valuation Analyst (FMVA) ®
 - The Junior Associate in Banking and Finance (JAIIB)
 - Certified Associate of Indian Institute of Bankers (CAIIB)
 - The Certificate in Commercial Credit (CICC) by Moody's Analytics

Extra-Curricular Activities

- Student Placement Coordinator, RVCE- Achieved 100% placements.**
- Coordinator, Avventura-** College Adventure Club, RVCE
- Coordinator, CRY** (Child Rights and You) NGO College collective

Abhishek Sharma | 10 Years

Indian Naval Officer with 10 years of diverse experience in cross-functional domains and an Engineering degree from DTU.

As second in Command of a Naval Warship, led multiple high-intensity missions in challenging circumstances and hostile weather conditions. Led tri-nation operations with US and Japanese Navy ships and gainfully implemented cross-platform learning to improve own functioning.

Youngest Vice President appointed at Regional Headquarters. Conceptualized and executed multiple infrastructure projects worth INR 200Cr+ and completely transformed the functional landscape through resource optimization, developing long-term organizational roadmap and establishing SOPs where none existed.

An agile learner and collaborative professional, effective in leading multicultural teams across transnational environments.

Core Skills

Strategic Planning,
Operations,
Project & Stakeholder
Management,
Cross-functional Leadership,
Budgeting & Forecasting,
People Management &
Training

Qualifications

B.Tech. Engineering Physics
(Major - Electronics / Minor -
Robotics & Intelligent
systems),
Delhi Technological University

Industry

Defence, Construction,
Technology

Previous Employers

Indian Navy

Industry Expertise

Construction, Technology,
Government Operations,
Defence Procurement

Function/ Domain

Strategy, Operations,
Project Management,
People Management

Areas of Interest

Strategy, Operations,
General Management,
Program Management,
Management Consulting,
Marketing

Roles & Responsibilities

Vice President (Infrastructure Development), Regional Headquarters

- Conceptualized and initiated 9 construction projects (worth INR 65Cr) and resolved legacy issues to commence stalled projects (worth INR 85Cr+) by bolstering coordination between Military, State Government and civil agencies.
- Formulated the Master Land Utilization Plan for 95+ acres of Naval land spread across 8 pockets and established detailed Road Map for infrastructure development for next 5 years catering for organizational expansion and efficient use of available resources.
- Initiated an action plan for streamlining the capital expenditure, resulting in 400% increase in fund allocation by Naval Headquarters and accelerated development in 12 Naval Stations across Tamil Nadu.

Chief Executive Officer, Naval Warship

- Spearheaded the planning and completed repairs & refurbishment of the ship within a remarkably abbreviated timeframe of 90 days. Single-handedly coordinated with repair agencies and vendors; carried out procurement of spares; and outsourced arduous jobs to compress timelines.
- Seasoned in crises management with extensive experience in leading multiple Humanitarian Aid & Disaster Relief, Search & Rescue, Casualty Evacuation, anti-poaching and anti-piracy missions
- Managed and mentored a team of 4 Officers (Managers) and 55 Sailors (subordinates) and ensured 24x7 combat readiness through a carefully crafted Operations-Maintenance-Training cycle.

Manager, Naval Warship

- Operated sophisticated weapons and tracking systems ensuring on-time and on-target delivery of ordinance during hostilities and training exercises.
- Executed the technological transition of new weapon system in collaboration with foreign OEM and achieved full operational capability ahead of the stipulated deadline.

Achievements

- First in overall order of merit and Gold medalist at Indian Naval Academy.
- Awarded Special Service Medal for operational deployment in sensitive area.
- Winner of Command-level Firefighting & Damage control championship and Musketry championship.

Extra-Curricular Activities

- Clubs coordinator in Career Advancement Council (Graduate Student Body, ISB) – Moderating Leadership talks for the cohort on an ongoing basis.
- Currently working with Honeywell Technology Solutions for a consulting project under Experiential Learning Programme (ELP).

Anil Kumar | 08 Years 06 Months

I have worked in Merchant navy for almost 9 years, and for last two years as chief officer.

I've progressed from a 3rd Mate on cargo vessels to a Chief Officer, finally clearing the Master Mariner exam in 2023. My journey also includes a four-year commitment towards UPSC preparation, underscoring my perseverance and intellectual rigor.

I've effectively led multicultural teams in planning and executing complex shipping routes and global cargo operations.

Core Skills

BSc (Nautical sciences)
Master Mariner in Merchant Navy
Strategy and Planning , Cargo Operations, Sustainable development, Operations, Crew Management, Emergency Preparedness.

Qualifications

B.Sc. (Nautical Sciences)

Industry

Shipping

Previous Employers

Abb Ship Management
Phelix Shipping Ventures Private Ltd.

Industry Expertise

Shipping Industry Closely Related to Operations, General Management, Supply Chain and Logistics

Function/ Domain

Operations
General Management

Areas of Interest

Operations
Finance

Roles & Responsibilities

Operations

- Shipping industry has multitude of tasks which involve time management , Human resource management and Inventory Management .
- The team involved in carrying out Cargo operations and Berthing Operations is responsible for the safety of the vessel and also accountable for any damage which may occur due to negligence and despite of due diligence .
- Carried out Safe Berthing/Unberthing Operations.
- Carried out Cargo Operations i.e. Loading/Unloading of Cargo
- Carried out Tank Cleaning operations.

Crew Management

- Led a team of crew members in various cargo operations and Vessel maintenance .
- Maintained Rest hour record of the crew ,Oil record book, Garbage record book , Daily Deck Log book, Tank Cleaning Log
- Prepared Purchase order for the Supplies and Provision for the Crew

Cargo Stowage

Prepared Stowage plan and Tank cleaning Plan of the Cargo. Cargo of multiple Grades on a single tanker have to follow strict guidelines for Unloading and Tank cleaning .

Vetting and Inspections

Cleared Various Vetting Inspections at the vessel . At sea vessel has to comply with various International conventions such as SOLAS, MARPOL, STCW, Merchant Shipping Act and to keep vessel ready for planned and Unplanned inspections is Challenging as well as inspiring.

Achievements

Cleared UPSC and PCS exam prelims

Scored 2852 in IIT_JEE in 2002

Scored 730/800 (96th Percentile) in GMAT

Completed Basic level coursework on:

- o Six Sigma
- o Financial Modelling



Anil Tiwari | 08 Years 10 Months

I am a seasoned Engineering Manager with a robust technology background, holding a master's in computer science with specialization in Machine Learning. With extensive experience in spearheading the development of tech products from inception to launch, I possess a skill set encompassing stakeholder management and fostering collaborative work environments. My passion lies in the creation and deployment of scalable products, and I have applied my expertise across diverse industries such as SaaS, Financial Services, Enterprise, and e-commerce. Through a combination of technical acumen and strategic thinking, I have consistently driven growth and delivered innovative solutions. Proficiency in programming, team leadership, and strategic marketing underpins my track record of achieving exceptional results.

Core Skills

Engineering Management,
Product Management,
Software Development
Building, Scaling, and
Managing, B2B SaaS products.

Qualifications

Georgia Institute of Technology

Master of Computer Science,
Machine Learning
Specialization,

National Institute of Technology (NIT Surat)

Bachelor of Technology,
Computer Engineering

Industry

Technology – B2B SaaS
Products
IT in Financial Services
Enterprise Technology
E-commerce

Previous Employers

Factors.AI, Dealbox Digisol
Edelweiss, Novell Inc.

Industry Expertise

B2B SaaS Product
Financial Markets (Prop
Trading), Enterprise Software

Function/ Domain

Product Management
Engineering Management

Areas of Interest

Product Management
Strategy and Technology
Program Management

Roles & Responsibilities

Product Management

- **Product Strategy:** Ideated, built, and launched core products in 6 months; conducted deep-dive on the competitive landscape to explore white spaces in the marketing-tech industry and build a world-class solution
- **Engineering for Scale:** Scaled the attribution and analytics stack of the product to support usage from 2 to 45 B2B customers (100K to 50M events per week), helping contribute towards 90% of annual revenue
- **Hiring:** Managed recruitment efforts (40+ interviews) to hire, train, and retain 10 engineers across functions
- **GTM & Pricing:** Collaborated with the sales team on calls with prospects, delivering enhancements to onboard 10 new customers; optimized pricing model (account-based to usage-based), reducing computational costs by 25%

Strategy and Technology

- Ideated, Designed and Developed an **innovative post-trade risk management system** with the ability to halt trading in **15 milliseconds** to safeguard capital during algorithmic anomalies; received an **excellence award** in risk & compliance
- Developed EAGLE, a global trading system, increasing trading volume by 100% in 6 months across India, US, Japan & Korean Markets
- Built K2, an aggregation and reporting platform, reducing dependencies on 4 redundant apps and increasing post-trade reconciliation efficiency **by 30%**, **saving \$5M+ in annual license cost.**

Achievements

- Got selected as the first member from the technology team of 30 for the Emerging Leaders Program, the most prestigious cohort at Edelweiss
- Youngest member to become part of ThinkTank group at Novell Inc.
- Certified Ethical Hacker: Trained to assess security level, hack Wi-Fi routers and remote systems.
- Featured in YourStory for Dealbox as most innovative startup from, Surat
- Completed 2 years of physical training at NCC (Indian armed forces)

Extra-Curricular Activities

- Mentor, Startups: tech and product advisor to Raven (YC22), Solnce Energy, and Dealbox Digisol
- Volunteer: teacher (6 kids) and education sponsor (6 kids); adopted 1 and nurturing 10 street dogs
- Member, Toastmasters International: completed level 1 and participated in 15+ speeches and role taking

Anuj Gupta | 11 Years 09 Months



Core Skills

Retail Merchandising strategy, category management, demand forecasting & buying, pricing, inventory & margin management, business analytics, stakeholder management (directors, SVPs, country leaders, principals) & team management.

Qualifications

BBM (Marketing)
CIPD L&D L5 Diploma

Industry

Fashion & Beauty Retail
Family Entrepreneurship
(Textiles)

Previous Employers

Valiram Group (Malaysia)
MH Alshaya Co (UAE)
Shri Jai Balaji Textile Mills

Industry Expertise

Fashion & Beauty Retail

Function/ Domain

Merchandising (Commercial)

Areas of Interest

Strategy,
Sales & Marketing
Analytics

A seasoned professional with 7y in intense-yet-rewarding retail business management for Victoria's Secret across 2 international geographies & 5y as a passionate family entrepreneur. Balances instinct with methodical rationale to spot opportunities, minimize risk & deliver results. Transacted work successfully in 13 countries. Carries people along. Calm-under-pressure, self-driven and motivational. Remembers to have fun while working.

Roles & Responsibilities

- Owned merchandising for Victoria's Secret - Asia-Pacific ; 61 stores|6 mkts|3 channels|Ann. vol US\$ 57M
- Category Leader – Beauty, Panties, Accessories, Apparel.
- Responsible for all buying & pricing appr. 4M units/year.
- Planned promo/product launch calendar 16 weeks out, forecasting for inventory/margin integrity, while being mindful of brand equity.
- Proactive planning, execution (product/mktg/real-estate) for STRONG launches& promos @stores every 3-4 weeks.
- With team, responsible for MIS reporting & circulation- sales/margin/inv – week, month, qtr, season & ad-hoc.
- Analyzed reports to derive actionable insights & led weekly, bi-monthly business reviews & mkt. visits to drive business & influence brand principals.
- Critically reviewed OTB, factoring historical & current trends with risk/impact of upcoming events/stock to to ensure adequate inv. while remaining cash +ve.
- Managed, coached, appraised a diverse team of 4 incl 2 Sr. Merchants (older to me).

Achievements

- Delivered Oct-Dec'20 PBT budget by foreseeing covid trend & buying into low aur\$ giftsets as key vol. driver.
- Improved in-stock% of best-sellers by 15% points across fleet through prudent purchases & inventory planning & keeping customers at heart of decisions.
- Re-imagined pricing (600 skus, 6 countries) & secured upstream buy-in to increase margin% by 6 pts., reduced inventory investment successfully.
- Represented Valiram Group @ Victoria's Secret Intl. partner conference, NYC & Columbus, Feb'20.
- Promoted swiftly within 6 months of joining orgn.

Extra-Curricular Activities

- An Active Toastmaster, Former VP, Education @Midvalley Toastmasters, Malaysia Awarded 'Best Evaluator' & 'Best Impromptu Speaker'
- Reiki Master ; founder @ Hands of Glow Reiki, Teaching Reiki, Providing Reiki energy healing services.
- An adventurous nature lover - trekked 14000 ft to Hemkund Sahib & Valley of flowers, India.

Anurag Shukla | 11 Years 9 Months

An experienced and highly driven individual with eleven years of impactful professional journey in hardware product design and development, requirement engineering, problem solving, design thinking, and product industrialization in mobility sector. As technical lead liaising closely with globally renowned automakers and stakeholders from Europe, Asia, and Australia, I have developed e-Mobility solutions, that have been consequential for EV space, especially in the Indian market. My result-oriented mindset has landed me strategic roles that were high on autonomy and accountability.

Core Skills

Product Design & Development, Requirement Engineering, Mobility, Product Industrialization, Stake-holder Management, Problem Solving

Qualifications

B. Tech, Electronics and Communication
VIT University, Vellore, TN

Industry

Automotive/Mobility

Previous Employers

Bosch Global Software Technologies PVT LTD(Bosch)

Industry Expertise

Automotive/Mobility

Function/ Domain

Product Design & Development
Requirement Engineering
Product Industrialization
Process Improvement

Areas of Interest

Product Management
General Management, Strategy
Project Management
Customer Experience

Roles & Responsibilities

Product Design, Development, and Industrialization:

- Steered end-to-end development and industrialization of pilot Vehicle Control Unit (VCU) for TATA Nexon-EV, the highest selling electric SUV in India. The product also powers TATA Tiago-EV, Tigor-EV, Mahindra XUV700 EV, and other EVs from Asian, European automakers.
- Led the strategy and design of low cost VCU for last mile delivery EVs, such as ACE-EV, especially for e-Commerce players.
- Single handedly drove the customer engineering and development of first GDI project (Gasoline Direct Injection) at Bosch for XUV300 Turbo-sport, and before that for Bharat Benz trucks.

Process Improvement and Problem Solving:

- Significantly contributed to reducing the product development lifecycle from 2 year to 1 year, thereby adhering to ambitious Nexon-EV launch of Jan'20.
- Implemented novel test methods and documentations, used by 1000+ employees, for control unit development.

Stake-holder Management:

- Collaborated with cross functional teams from Europe, Asia, Australia, and automakers such as Daimler, M&M, Volvo, TATA for designing, testing, and delivering products for gasoline, diesel, and electric vehicles, and for their failure root cause analysis.
- Supported Business Unit with technical and cost feasibility to acquire EV projects worth millions of Euros from global OEMs.

Achievements

- Recognized by Bosch leadership and was awarded 'Bosch Prime Award' in 2022 for key role in industrialization of futuristic EV technology.
- 1st runner up in Electrathon-2020 for paper-Hardware and Industrialization challenges with Nexon-EV VCU.
- Rewarded for saving 500T Euros in new development through my safety design learnings acquired in Germany.
- 'Star' and 'Cool Techie' awards for instrumental role in both development of mobility products and customer engagement.

Extra-Curricular Activities

- Trained freshers and laterals on hardware product development at several competence management forums in Bosch.
- Interview freshers and laterals during company recruitment drives
- Organized cultural events and competitions for a student club at VIT-Hindi Literary association.
- Enjoy reading spiritual and motivational literature and practice mindfulness meditation.



Ankit Singh | 16 Years 07 Months

With an impressive track record of over 16 years across diverse industries, I am thrilled to re-enter the corporate ecosystem and make a meaningful impact. As a results-driven professional, I bring extensive expertise in effectively managing all facets of business administration. My skill set encompasses adept Stakeholder Management, Personnel Management, Growth-strategy Development, and Diligent Business Planning. I have successfully guided my company's growth strategy, driving revenue expansion from 2 Crores to 10 Crores in a highly competitive market. I have also skillfully negotiated with Top Pharmaceutical companies and collaborated with the State Government on social welfare initiatives. Additionally, I have resolved Team conflicts and fostered a culture of Learning and Development within the Organization. I would like to position myself into a pivotal role in Strategy, Management, Operations or Marketing, capitalizing on my past experience and learnings from the Indian Business School. I aim to make significant contribution to an organization's overarching goals and objective in aforementioned areas.

Core Skills

General Management, Stakeholder Management, People Management, Business Development, Growth Strategy and Planning, Marketing Management, Operations Management

Qualifications

B.B.A

Industry

ITES / Healthcare

Previous Employers

Infosys, TCS, VMware, MediGlobe (C&FA of Roche India Pvt. Ltd), 365 Wellness, WE CARE Pharmacy

Industry Expertise

Health Care

Function/ Domain

Revenue and Growth Strategy
Co-Founder, Leadership
Business Development
Retail Management
Operations Management
Distribution and Procurement Management

Areas of Interest

Strategy and Marketing
General Management
Operations Management

Roles & Responsibilities

Head of Operations and Growth Strategy | WE CARE Pharmacy

- **Spearheaded** team of 40+ dynamic Sales and Operations personnel delivering high quality service to 1800 patients every day.
- **Acquired** a successful retail pharmacy with annual sales of 1.5 Crores by conducting in-depth due diligence. Administered the existing firm's growth strategy to facilitate annual sales expansion from 2 Crores to 10 Crores in a cut-throat competitive market.
- **Negotiated** with 50+ top Pharmaceutical Companies in India and EU to receive competitive pricing on top medicine brands increasing profit margin by 35%. Liaised with state government to facilitate free treatment for 100,000+ low-income patients.
- **Incorporated** new venture (**RZ Enterprise**) to regulate and expand overseas medical supply to Africa and South Asia.

Co-founder | 365 Wellness

- **Established** operational processes and built highly efficient teams from scratch enabling strong accountable culture.
- **Presented** growth prospects to CEOs and attracted investments worth 1.2 Crores to scale-up. **Proposed** flexible joint-venture business models to vendors and super-stockiest establishing the brand's credit and capitalizing on them.

Operations Manager | MediGlobe: C&FA of Roche India Pvt. Ltd.

- **Reorganized** sales in coordination with Market Representatives and Wholesalers to close monthly turnover of \$200K.
- **Built** meaningful relations with Hospitals and Doctors creating new channels for seamless distribution of medicine.

Sr. Analyst (Service Contracts and Consolidations) | VMware Software India Pvt. Ltd

- **Supervised** the execution of a defined Asset Management process which is the single point of contact to the customer, partner, and accounting team for managing, tracking, and reporting on asset/contract management issues.
- **Achieved** highest productivity and accuracy in all quarters and closed a \$1 million USD deal with Fortune-500 client.

Sr. Process Associate | TATA Consultancy Services

- **Convinced** clients to revamp workflows and implement Six Sigma analysis certified MIS Reports saving \$12000 annually.
- **Trained** 3 different teams in accounts payable domain to handle customer query reducing the error escalations by 20%.

Process Executive | Infosys Technologies Limited.

- **Regulated** pre-sales development efforts by providing best deals in bids and quotes to the customers.
- Presented macro-level business process enhancements to Sr. Management Team reducing all associated redundancies.

Achievements

- RAMP Award - Awarded for outstanding work in meeting the SLA for Client.
- Participation in HercuLEAN - Awarded for successfully completing the LEAN project.
- Certificate of Excellence - Awarded for enthusiastically contributing towards process deliverables.



Aparnaa Jain | 8 years 8 months

I have 7.5 years of leadership experience, building and developing organizations and departments from scratch. My strong suits are networking, marketing, strategy and impactful communication. My soft strengths are to remain calm even in the most stressful situations and effective issue redressal.

Core Skills

Marketing & Strategy,
Business Development,
Digital Marketing

Qualifications

B. Tech (Biotechnology)

Industry

Not – for – Profit, Healthtech
Startup
Financial Services

Previous Employers

Sarthak Foundation
Brainpan Innovations
Motilal Oswal Securities
Pvt. Ltd.

Industry Expertise

Education, Software,
Finance & Investments

Function/ Domain

Business Development
Sales & Marketing, Digital
Marketing
Fundraising, Negotiation
and Stakeholder Management

Areas of Interest

Marketing & Strategy
Consulting, General
Management

Roles & Responsibilities

Business Development & Fundraising

- Managed budget of INR 4 crore at not – for – profit.
- Strategy creation for funding for education of 2700 children from Economically Weaker Sections. Leading a team of 7 people.
- Secured institutional fundings during the most critical period of COVID - 19.
- Led the funding of COVID community care programme- ration for 9000 individuals, laptops and phones for children, 88 hours of medical consultation and 3000 warm winter wears. Ensured 100% retention of children into education system.
- Handled investment portfolios of INR 82 lakhs. Youngest member of the team with highest client acquisitions.

Stakeholder Management

- At the NGO, involved in creating KPIs for partnerships, digital marketing and HR departments.
- First point to contact for major institutional and corporate funders. Responsible for fund renewal and negotiations.

Digital Marketing & Events

- Headed the events and social media for 2400 girls for a project funded by DELL Technologies USA.
- 35% y-o-y increase in the followers.
- Achieved a fundraising target of 151% in 20 days through campaign.
- Organised and managed several events- securing 100% sponsorships.

Startup Experience

- **Employee No #1.** With founder in Germany, solely responsible for product. Played pivotal role in developing Minimum Viable Product and launching the first beta product.
- Led the Brainpan UBER collaboration.
- Onboarded 5000+ patients in our portal. Played a key role in expanding to two other cities.
- Built and mentored a team of 25 people.

Achievements

- GP Birla Fellow for Women Leaders
- Youngest panel member and speaker at UP startup Conclave on Entrepreneurship and Innovation at Academic Institution by **Indian Institute of Technology (Kanpur)**
- Cleared National Certifications from NISM for Equity, Derivates and Financial Advisor.
- Need – cum – merit based scholarship by ISB.
- Scholarship throughout 4 years of study in UG.

Extra-Curricular Activities

- Trekking and adventure activities, Reading books of all genres, Swimming Tennis

Apurv Mittal | 9 Years 6 Months



Core Skills

Strong analytical, research and communication skills, product development, process improvement, stakeholder management

Qualifications

B.Tech, Electronics and Communication, NIT Nagpur
M.Tech, Microelectronics and VLSI, IIT Bombay

Industry

Semiconductors
Defence

Previous Employers

Qualcomm India
Cypress Semiconductors
(now Infineon)
DRDO, Ministry of Defence,
Govt of India

Industry Expertise

Semiconductors

Function/ Domain

Engineering

Areas of Interest

Strategy & Consulting
Product Management

I am fortunate to have an experience of working with both a central government institution and some of the leaders in the field of semiconductor design. I have contributed to the development of hardware products under strict timelines while collaborating with multi-cultural and global teams and navigating a matrix of stakeholders. Implemented better processes in a fast-paced execution thus increasing both the team satisfaction and productivity. I aspire to be a part of and contribute to the field of strategy and product management in my roles post ISB.

Roles & Responsibilities

Product Development

- Engineered CPU subsystem in collaboration with teams across the world for several chips in the domain of smartphone, IoT, compute, wearables and connectivity.
- Guided the long chain of dependent teams to deliver the highest quality design of CPU subsystem.
- Interacted with a matrix of stakeholders in the organization to solve customer issues.
- Heavily contributed to the technology development for the upgradation of an Indian Air Force fighter aircraft in collaboration with a team from Israel.
- Engaged with IAF officers to exchange the requirements and the engineering constraints.
- Led the development of communication subsystem for the student team of Mars rover at IIT Bombay.
- Digitized a critical subsystem in the nuclear reactor at Tarapur Atomic Power Station.

Process Improvement and team initiatives

- Partnered with team mates to automate the data-collection process related to the quality of the design for effective decision making. This improved the job satisfaction within the team.
- Initiated a common platform for the team members to participate in resolving the work-related issues faced by each other during the difficult times of COVID. This increased the sense of bonding and contribution among the team members.
- Gave life to a program to train the new college graduates with the nitty gritty of design and verification thus making them contribute effectively to the team soon.
- Automated a chain of processes in the chip verification cycle to save close to 8-man days

Achievements

- Awarded "Best paper" at Qualcomm's Tech Conference
- Awarded Institute Passing Out Color for significant contributions to the technical activities at IIT Bombay
- Completed two 200 KM endurance rides on a cycle

Extra-Curricular Activities

- UN Online volunteer – Worked with APCOM to give words to a real-life story of a Srilankan gay man trying to come out
- VP-Education at Qualcomm's Toastmasters Club
- Represented school, college in various TT tournaments
- Love to engage myself in photography, trekking, blogging, and playing Tabla and Harmonium

Arghya Bose | 19 Years 06 Months

An armed forces veteran and computer application graduate specializing in operations and strategy with leadership experience across diverse functions & environments. Experienced in planning and executing intense military air operations under acute resource constraints. Specialized in leading cross functional teams in integrated operational environments by leveraging technology transformation and effective Learning & Development (L&D) programs. My soft strengths are ability to handle stressful scenarios, problem solving and effective communication.

Core Skills

Leadership, Operations Management, Project Management, Stakeholder Management, Strategic Planning, Operational Audit, Process Optimization, Risk Mitigation and L&D Management

Qualifications

Bachelor in Computer Applications

Industry

Armed Forces
Banking & Financial Services

Previous Employers

Indian Air Force
Wells Fargo

Industry Expertise

Armed Forces

Function/ Domain

Operations, Project Management, Operational Audit, Strategic Planning, L&D Planning

Areas of Interest

Strategy and Operations
Defence & Aerospace
Consulting
General Management

Roles & Responsibilities

Operations

- Led the Air Defence (AD) Operations crew at a premier AD Integrated Command Centre, towards airspace management of intense air operations (civil & military) in the Northern Sector with nil incidents throughout tenure of four years.

Project Management

- Successfully planned and executed sub-conventional threat mitigation projects for 17 major national and international events across the country in co-ordination with multiple security agencies.
- Partnered with AAI for integration of anti-hijacking protocols in the terminal marshalling areas of 6 major airports.
- Led a 40+ member field-level operation crew to formulate and promulgate the sub-conventional threat mitigation blueprint for a major offshore installation.
- Head of the IT Integration team (Project Management Group) at two project sites for the acquisition of Medium Powered Radar (Arudhra) costing 280 cr each.

Operational Audit

- Conducted 124 operational audits of Air Force Installations across India.

Strategic Planning

- Formulated and supervised execution of strategic allocation of resources in earmarked sector during contingency mobilization post-Pulwama & post-Galwan incidents.
- Designed & implemented remote operational data update framework for audit during Covid-19.

L&D Planning

- Planned & organized regular category upgradation & revalidation tests for 1000+ AD operations field crew across country.
- Planned & executed new Mortgage Research Support process training for 163 analysts (including 19 PWD team members) at Wells Fargo in record time of 02 weeks.

Achievements

- Awarded Best in Academics in Air Force Integrating Training.
- Six Service Medals & Commendation by The Chief of Air Staff.
- Youngest officer to be selected in the elite Directorate of Air Strategy & Inspections (DASI).
- Green Belt in Lean Six Sigma from CSSC.

Extra-Curricular Activities

- Para-Jumper (31 jumps) & rock-climber (certified by Dte of Adv (IAF))
- Volunteered for disaster relief & rescue operations during Kashmir Earthquake (2005), Op Rahat (2013) & Op Maitri (2015).

Bhuvan Mohan Jha | 08 Years 11 Months

Merchant Navy professional with nearly 9 years of international work experience in diverse and fast-paced work environments. Led multinational and cross-functional teams while collaborating with stakeholders from over 94 countries worldwide. Demonstrated expertise in working with complex multinational teams and consistently achieving outstanding results without any operational downtime.

Possessing a strong background in supply chain management, risk management, regulatory compliance, route optimization, and fuel optimization, contributed in significant time and cost savings amounting to approximately USD 612 million over a span of 4 years. By designing an efficient operations plan, I successfully reduced the Turnaround Time (TAT) of Containerships by 13.2%, leading to annual savings of more than \$2.9 million. Certified Lean Six Sigma Black Belt professional by KPMG.

Core Skills

Strategy, Operations, Leadership
Maritime Operations
Occupational health
& safety management,
Logistics and Supply Chain
Management

Qualifications

Bachelor in Nautical Science

Industry

Maritime and Shipping Industry

Previous Employers

Seaspan Corporation

Industry Expertise

Maritime Operations
Shipping and Logistics Management
Supply Chain Optimization
Risk Management, Compliance and
Regulatory Standards in Shipping,
Strategic Planning for Operations,
Continuous Improvement and Lean
Six Sigma in Processes

Function/ Domain

Strategy and Operations
Risk Management and Compliance
Supply Chain Management
Maritime Operations

Areas of Interest

Strategy and Operations
General Management

Roles & Responsibilities

Supply Chain and Operations Management

- Oversaw transportation of over 152,000 TEUs, implementing innovative strategies and technologies that reduced transit times by 25%.
- Utilized data analytics and performance metrics to identify areas for improvement, resulting in a 15% increase in productivity.
- Conducted comprehensive risk assessments, implementing robust protocols that reduced transportation, compliance, and security risk by 30%.
- Optimized voyage routes, reducing costs and turnaround times, resulting in \$425,000 cost savings and a cumulative reduction of 225 nautical miles.
- Coordinated rescue operations, ensuring the safety of 25 individuals in distress.

Safety and Compliance:

- Maintained a record of successful audits with zero deficiencies, ensuring strict compliance with industry regulations leading to an exemption of \$1.3M from USCG.
- Proactively conducted risk assessments, leading to effective corrective actions that reduced safety incidents by 20%.
- Implemented robust risk management protocols, improving compliance with industry regulations by 25%.

Leadership and Team Management:

- Led a team of over 40 multinational executives, fostering a culture of lifelong learning and skills enhancement.
- Orchestrated successful deterrence of potential pirate attacks, ensuring crew and ship safety.
- Provided training, enhancing onboard preparedness and competence.

Project Management:

- Pioneered automation integration, reducing manual tasks and improving operational effectiveness by 18% as per recorded data with Furuno Electric Shokai Ltd.

Achievements

- Received President medal for a project on "Small Scale Industries in and around the city of Rourkela" by Dr APJ Abdul Kalam.
- Received International Bravery award at Sea by International Maritime organization for rescuing 26 crew of a distressed ship near Aleutian Island.
- Recognized by the World Photography Organization as part of Sony World Photography Awards under Portraiture Craig Easton category.

Extra-Curricular Activities

- I have been actively contributing for the past seven years as an individual fundraiser for People For Animal (PFA) and the World Wildlife Fund (WWF).
- Passionate trek enthusiast with a track record of completing over 16 treks across India and Nepal.

Binuraj Somanathan Nair | 16 Years 10 Months

An IT industry expert with close to seventeen years of experience as a software engineer, independent consultant and an entrepreneur working for clients across the globe. I have spent most of my career in the United Kingdom providing high quality service to clients in many sectors in implementing and troubleshooting Enterprise Resource Planning software systems. I have also worked on various aspects of software product development from ideation to commercialization.

Core Skills

IT Consulting, Product Design and Development, Data Management

Qualifications

Master of Computer Applications
B.Sc. Computer Science

Industry

Information Technology

Previous Employers

YesqI Solutions Limited
Phonographic Performance Limited UK, Accenture
IBM India Private Limited

Industry Expertise

Software development
Project Management
Enterprise Resource Planning
Data Migration

Function/ Domain

IT Consulting
Product Management

Areas of Interest

Software Product Management,
Software Development,
Software As A Service

Roles & Responsibilities

IT Consulting

- Started up an independent consultancy practice in the United Kingdom and provided services to major players in IT industry including IBM, Capgemini, and Infosys as well as to end clients in various sectors such as Energy, Oil & Gas, Public sector, Education and Publishing.
- Significant contribution in 10 ERP end to end implementation programs and 20+ rollout programs within the organization.
- Consistently generated revenues of over £100,000 every year for more than decade of operation through customer retention and careful networking.

Product Design and Management

- Designed and lead the development of the data migration SAAS solution that streamlines data migration process and reduce the data migration cost up to 30%.
- Lead all activities around the products including ideation, hiring, training, requirements gathering, prioritization, development, marketing, product demonstrations, and post-sales support.

Data Management

- Developed data migration strategy and best practices for clients migrating to Oracle ERP Software.
- Successfully implemented more than 10 data migration projects in various modules including Human Capital management, Payroll, Financials, Supply Chain Management and Customer Relationship management.

Achievements

- Scored 730/800 (96th Percentile) in GMAT
- Oracle Certified Professional in multiple technical capabilities.

Extra-Curricular Activities

- An avid traveler and hiking enthusiast. Travelled to 20 countries so far.
- Enjoy reading fiction and non-fiction books.
- Pioneered Audio book publishing in Malayalam by developing mobile application and producing content eventually publishing the first full-length audio novel in Malayalam.
- Established a property investment company in the United Kingdom to invest in the residential sector.

Chintala Chinnialok Reddy | 09 Years 6 Months

During my tenure at IndianOil Corporation of over nine years, I have had the opportunity of working across diverse functions of Downstream Oil & Gas sector, covering business development, strategy, sales projection, supply chain management, operations, customer service management, and crisis management. In this journey, I have managed an annual revenue of INR ~280 Cr, led multiple teams and managed 50+ channel partners. I also had the opportunity to manage a product portfolio consisting of packed domestic & non-domestic LPG, industrial LPG, PNG and non-fuel products. Further, during my stint as a fuel consultant, I had a hands-on experience of handling major industries such as pharma, hospitality, fertilizers and manufacturing, while being well-adept in leading large cross-functional teams and carrying out both cultural and functional organizational transformation initiatives. Lastly, an avid follower of governmental policies, as pro-bono, I have aided public representatives in formulating strategies as well.

Core Skills

Leadership, Growth Strategy
Program Implementation,
Stakeholder Management
Negotiations, Brand Management
Crisis Management

Qualifications

B.Tech (Metallurgy & Materials Engg.)
NIFTT, Ranchi

Industry

Oil & Gas, Public Services

Previous Employers

IndianOil, Bhutan Oil
Ministry of Petroleum & Natural Gas

Industry Expertise

Brand Management
Crisis Management

Function/ Domain

Sales & Marketing
Program Implementation
Strategy & Leadership
Energy Consulting

Areas of Interest

Strategy and leadership
Social & Impact Consulting
Sales & Marketing

Roles & Responsibilities

Leadership & Strategy:

- Managed over 50+ membered teams across the energy value chain, liaised with multiple government authorities, labor unions, and elected leaders to drive and deliver complex projects worth INR 250 Cr.
- Deputed as head of Paro International Airport's Aviation fuel station to spearhead end-to-end operations, increased efficiency by 15% leading to increase in operating margin up to INR 270 Cr.
- Appointed as District Nodal officer for 7 revenue districts to monitor and drive the implementation of social welfare schemes covering more than 6 Lakh households within 50% of the allotted time.
- Led crisis operations to respond to severe cyclonic storms as part of the Disaster Management Committee of the Lt Governor of Andaman & Nicobar Islands for 3 years in a row.
- Executed VVIP refueling tasks by leading cross functional teams to carryout end to end planning and liaising with Civil and Security establishments during Assembly and General elections.

Sales & Marketing:

- Managed 100+ distributors across geographies (West Bengal, A&N Islands, Telangana) to drive annual LPG sales amounting to INR 280 Cr., achieved y-o-y growth of 8.5%, highest in the industry.
- Grew market share by 1.5% resulting in an increase in topline by 8% in all 3 territories by implementing strategies for supply chain & placement of customized LPG products.
- Expanded distribution network to 7 more islands in Andaman & Nicobar Islands and 23 markets in Telangana by expediting selection process and handholding the new channel partners.
- Responsible for launching new products, Composite Cylinder and Free trade LPG for domestic consumption, to target high income segment customers in Hyderabad Metropolitan area.
- Supervised the field teams to fuel 100+ aircrafts in each shift ensuring a 100% on-time performance and reduced turnaround time by 2%, resulted in saving of 4 man-days per month.

Energy Consulting:

- Implemented 23 projects worth INR 15 Cr in industries such as Pharma, Food & Beverages, Hospitality, and Manufacturing, converting them from high carbon emitting fuels to LPG.
- Anchored 12 projects for improving fuel efficiency, resulted into annual savings of approximately 1.5 Cr. per annum of the customers and emissions reductions of 45 tons per year.

Program Implementation:

- Pradhan Mantri Ujjwala Yojana: Provided free LPG connections to 5 lakh families belonging to Below Poverty Line in A&N Islands, Telangana.
- Pradhan Mantri Garib Kalyan Yojana: Led a team of 800 members to serve 1 lakh families with free access to cooking fuel during the pandemic.
- Smokefree Islands Scheme: Formulated and implemented a plan to make two islands (Ross & Havelock) smokefree by collaborating with local government and NGOs.
- Corporate Social Responsibility: Executed projects worth over 2 Cr in the areas of renewable energy, drinking water, and urban cleanliness

Achievements

- Received best Employee Award for 2018-19 for achieving highest increase in sales volume of 998 MT in the state.
- Cleared UPSC Civil Services prelims & Main in 2019 & 2020 (top 1500 out of 5Lakh candidates)
- Represented A&N Islands at Rashtrapati Bhavan (2018)
- Received a letter of appreciation from Chief Secretary (Administrative Head) of the state (2018)
- All India 21st Rank in Gate-2013

Chitranshi Tewari | 08 Years 06 Months



Core Skills

Product Management, Research and Development, Strategy and Operations, Data Analytics, Project Management

Qualifications

B.Tech in Physical Sciences from Indian Institute of Space Science and Technology

Industry

Space Technology, Optical, Geospatial, Aerospace

Previous Employers

Indian Space Research Organization

Industry Expertise

Optical Product Development, Geospatial Data Analysis, Satellite Technology, Project Planning, Manufacturing Operations, Management

Function/ Domain

Scientist, Project Manager
Product Developer, R&D Lead

Areas of Interest

Product Management, Project Management, Product Consulting, Space Technology Consulting, Optical Technology, Semiconductor Technology, GIS, Sustainability

A space scientist with 8+ years of work experience in ISRO. In-depth expertise in optical technology, payload development, sensors development and satellite applications. Spearheaded the development of Infrared Optics for Indian defense satellites, first time giving India the capability of space-based night vision for strategic applications. Established ISRO's first dedicated facility for Infrared Optics fabrication, procuring 2.5Cr+ worth of equipment. Led a cross-functional team of 20+ researchers for the development of infrared optics for night imaging and weather forecasting satellites. Played pivotal roles in developing earth imaging payloads for GISAT, Oceansat and Microsat satellite series. Adept in implementing strategy and operations in a fast-paced environment of optics production. Have a passion for research & development using technology-driven problem-solving techniques.

Roles & Responsibilities

Project Management

- Led cross-functional teams for the development of proximity sensor optics for the Space Docking Experiment
- Reduced product non-conformances by 37% by introducing KPI and risk assessment methods for optical coatings fabrication

Product Management

- Introduced night vision capability in Indian defense satellites by developing optical coatings for the infrared channel.
- Developed infrared optics for all-weather imaging payloads in Microsat, Oceansat and GISAT in coordination with 10+ optical researchers

Product Development

- Developed and fabricated Anti-Reflection Coatings for payloads of Chandrayaan-2&3, Aditya, GISAT, OceanSat and MicroSat
- Saved import costs by 6% in the GISAT-2 telescope optics, developing technology for "Infrared Band-Pass Filter", leading a team of 4 researchers for the 4-year Technology Development Program
- Eliminated signal return issue in Chandrayaan-3 Laser Ranging Sensors by developing a low-reflecting neutral-density filter.
- Eliminated stress-induced failures in infrared coatings by devising a high-energy coating fabrication process.
- Automated mapping of minerals on lunar surface using remote sensing data from Chandrayaan-1

Strategy and Operations

- Established ISRO's first laboratory exclusively for infrared coatings, procuring 2.5Cr+ worth of advanced equipment.
- Reduced the fabrication time of anti-reflectance coatings for star sensor optics by 50% by modifying the machinery as production manager for sensor coatings for NavIC satellites.
- Reduced material consumption in mirror coatings by 62% by devising a novel aluminum loading method.

Achievements

- Rated as "Outstanding Scientist" (Top 2% rating) for 8 years
- Published 5 research papers in journals, national and international conferences
- Awarded 100% merit scholarship worth INR 10Lakhs+ for 4 years by Government of India for academic excellence.

Extra-Curricular Activities

- Captained tennikoit team to victory for 6 years in ISRO games
- Aided procurement of high value equipment as member Secretary of Technical Evaluation Committee
- Organized various events as part of work committees - Official Language Implementation Committee (2016), Technical Seminar Committee (2017), Safety Committee (2019), International Women's Day Organizing Committee (2022)
- Active contributor in iNaturalist, a Nat Geo initiative aimed at mapping biodiversity across the globe

Dhruv Mehtani | 12 Years 10 Months

During my career of 12+ years of working in financial services, mining, and sustainability, I have worked with Investment Banks, Private Equity, and fund of funds and solved complex business problems of fund raising, executing tough projects, and improving efficiencies. I have led onboarding of clients, cultivated strong client relationships, manage large sized teams of analysts, and raised funds by introducing innovative financial products.

Roles & Responsibilities

12+ Years of experience in working in financial services, mining, and sustainability where I have managed clients, analytical tasks, solved complex problems and provided efficiencies in the processes.

Client Management

- Successfully on-boarded a USD\$ 85 billion plus fund to manage their private debt team.
- Resulted in expansion from a team size of 4 member to a 30-member team during time with Moody's (Acuity).
- Ensured renewal of contracts for a 15+ member team during time with Moody's with big UK banks like Barclays to ensured.
- Helped firms raise over \$50 million as per their funding requirements.
- Define 'Scope of work' construct MIS, and other reporting requirements in consultation with clients.
- Recruit and manage team members for client engagement.

Analytical Tasks

- Ideated development of credit analysis and models and spreadsheets from scratch for a portfolio of ~800 companies for new transactions and portfolio monitoring.
- Devised Key Performance Indicators (KPIs) to target acquisitions and measure portfolio performance for an agriculture company in Canada.
- Working with senior management to devise acquisition structuring and capital allocation decisions.
- Performing valuation of companies by using DCF and relative valuation.

Achievements

- Scored 740/800 (97th Percentile) in GMAT
- Received rising star award during time with Moody's.

Extra-Curricular Activities

- Avid Motorcyclist and have done adventure motorcycle trips in India and abroad.
- Volunteer with Bal Vihar home for children in New Delhi



Core Skills

Client Onboarding,
Client Management,
Financial & Investment
Modeling, Valuation Company
& Market Research,
Presentations,
and Investment
Memorandums.

Qualifications

B.Com., MBA, CFA L1 cleared.

Industry

Financial Services
Sustainability
Carbon Trading

Previous Employers

Acuity Knowledge Partners
Moody's Analytics
Managing Emissions
Evolution Markets

Industry Expertise

Financial Services
Sustainability
Carbon trading

Function/ Domain

Client Management,
Financial Analysis,
Business Analysis,
General Management

Areas of Interest

Corporate Strategy,
Consulting,
Venture Capitalist,
General Management

Dr Dinesh Prajapati | 11years 8months

Medical graduate with over 11 years of experience in public and private healthcare sectors. A highly experienced medical professional with wealth of practical knowledge spanning variety of medical roles and responsibilities. Keenly interested in healthcare centric strategy/leadership, VC and consulting roles.

Roles & Responsibilities

General Management & Stakeholder Management:

- Managed medical services and delivery for Apex family in Reliance Industries Ltd.
- Extensively worked with international medical team for state-of-the-art medical deliverables to the elite clientele.
- Part of procurement team to source state-of-the-art medical devices for Antilia.
- Reduced pharmaceutical wastage (20%) and waiting time (30%) for patients while in working in 100 bedded government hospital.
- Worked for programs of national importance while at state run hospital.
- Streamlined coordination between visiting hospital specialists and management of government hospital.

Project Management:

- Part of lean medical team which maintained bio-bubble (domestic/international) for Apex Family for 3year during COVID.
- Assisted protocol planning, execution and delivery of medical services in bio-bubble.

Achievements

- 100% sponsorship & Paid sabbatical (50% last drawn salary) for doing PGP at ISB, by Reliance Industries Limited (2023)
- Got 50Lakh INR in 2021 as a reward for exceptional service to Apex Client in Reliance Industries Limited.
- Tata Scholarship for full tuition fee in 2nd Year MBBS at Grant Medical College (2006)

Extra-Curricular Activities

- Joint secretary (Elected) for Real Estate Project/Self-Redevelopment of co-operative housing society, with total project cost 25Crores INR.RERA registered project from 2023-2028. Involved in shareholder management, finance, project-design and execution, negotiations, material procurement, and public relations for management committee of the project)
- Teacher- Taught Pre-medical entrance Biology to 13 batches in suburban Mumbai for 5 years (2010-15)

Core Skills

Stakeholder Management,
General Management,
Project Management

Qualifications

M.B.B.S (Grant Medical
College, Sir J.J group of
Government
Hospitals, Mumbai)

Industry

Healthcare

Previous Employers

Reliance Industries Ltd
Government of Maharashtra
IQVIA RDS,
MediBuddy/DocsApp

Industry Expertise

General Management
Stakeholder management

Function/ Domain

Stakeholder Management,
General Management,
Project Management

Areas of Interest

Healthcare Management
Project Management Services

Dr. Aravind Venkatesh | 12 Years 3 Months

Paediatric endocrinology specialist with for more than 12 years working experience in various hospitals in Singapore. A clinical lecturer helping to inspire students and help shape their journey. Empathetic towards the needs of children with chronic endocrine conditions and their parents. A systems thinker constantly looking for better ways to deliver patient care to improve the lives of numerous children. Passionate about advocating against obesity among children and introducing new digital technologies into healthcare for enhancing patient care and healthcare delivery. Led the introduction of telehealth in KKH and introduced system wide changes in the performance of stimulation testing and data collection from patients. Introduced new protocols for safe management of children undergoing thyroidectomy.

Core Skills

Physician, Project and People Management, Strategy, Leadership, Teaching, Digital Health Innovation

Qualifications

MBBS, MRCPCH
Graduate certificate in Digital Health (SMU, Singapore)

Industry

Healthcare

Previous Employers

MOHH (Sing)
KK hospital (Sing)

Industry Expertise

Healthcare

Function/ Domain

Physician, Lecturer
Digital Innovator in healthcare

Areas of Interest

Hospital/healthcare, administration, Entrepreneurship, Pharmaceutical

Roles & Responsibilities

Paediatric Endocrine Specialist

- Deliver treatment to young children with endocrine disorders (e.g., diabetes and hypothyroidism); diagnose and make strategic plans for appropriate care of patients.
- Deliver patient care in both inpatient and outpatient settings

Lecturer

- Taught undergraduate and postgraduate medical students
- Lead ward rounds with junior and senior residents with case specific teaching at the bedside.

Stimulation Test Centre

- Setup an outpatient stimulation test centre with dedicated nursing manpower and oversaw operations.
- Provided a systematic workflow and enhanced patient information via leaflets to promote better informed patient decisions.

Medical Innovation and Care Transformation:

- Designated LEAD for rethinking the outpatient journey.
- Implemented a new workflow for information collection to enhance healthcare delivery.
- Implemented usage of telehealth
- Implemented a new care pathway for the perioperative management of children with thyroid cancers undergoing surgical removal

Achievements

- Awards: Service from the heart, Singapore Health Quality Service – Gold, Long service Award
- Scored 720/800 in GMAT
- Published 5 peer reviewed articles in prestigious international journals.
- Speaker for regional diabetes technology events

Extra-Curricular Activities

- Cricket
- Table Tennis
- Squash
- Music
- Travel

Ephrem Joel John | 08 Years 07 Months

Highly resilient problem solver with more than 8 years' experience in the automobile design and manufacturing industry. I have worked both on the shop floor, in automobile development and in designing. With a flexible and focused working style, I am looking to translate my learnings into optimization, strategy, and process improvement.

Roles & Responsibilities

Alten/ Stellantis (Lead design engineer)

- Created the first Automation team in Interior Engineering department
- Defined objectives, growth plans, KPIs and recruited people for the team

Renault (Senior Engineer)

- Coordinated between performance, development and design teams, improving performance by 5% year-on-year
- Designed Electric Light Commercial Vehicles (Renault Kangoo) and Electric Passenger cars (Renault 5) which were launched in France, and Electric Multi-Purpose vehicle which was launched in Romania
- Created a process flow and framework for the automation team
- Initiated projects that Saved more than 66% of the manual process time
- Lead agile transformation for Interior Architecture department, where I have conducted customized training for engineering departments

Fiat Chrysler Automobiles (Project Chief)

- Launched the first Jeep brand vehicle in India, as the Project chief for development of interior trims department
- Handled logistics for all Right-hand drive regions, managed 32 variants for UK, South Africa, Australia, Indonesia, and Malaysia
- Handled multiple production line issues, which had immense time and cost impacts, to ensure smooth production of Jeep compass in India
- Six Sigma analysis to increase the reliability of products by analyzing modes of failure and providing design solutions
- J D Power analysis to define improvement points for current vehicles and market position for new vehicles

Achievements

- Best Team by Vice president of Vehicles and Components Engineering department
- Best Employee of the Quarter - for outstanding contribution in the leading team and executing the Interior design Integrity check assignments (Sept. 2016)
- Best Employee in the department – Awarded by General Manager for exceptional commitment and Exceptional performance in leading the team and executing the Interior Design Integrity check assignments, meeting all stringent timelines (July 2016)

Extra-Curricular Activities

- Self-taught beginner level in Origami
- Gamer, Avid Manga reader



Core Skills

Project management
Automobile Design and development
Automation, Customer report analysis (JD Power),
Manufacturing

Qualifications

B.E. (Hons.) Mechanical Engineering

Industry

Automobile Design and Development
Manufacturing

Previous Employers

Alten India Private Limited,
Renault Nissan Technology and Business Centre India Pvt Ltd.,
Fiat Chrysler Automobiles, India Private Limited

Industry Expertise

Automobile, Manufacturing
Automation, Industry 4.0

Function/ Domain

Project management,
Automobile Design and development
Customer report analysis (JD Power),
Manufacturing

Areas of Interest

Strategy and Operations
General Management

Harshit Anand | 11 Years 01 Months

Versatile professional with 11+ years of rich experience in public sector procurement and manufacturing. Expertise in standardization, vendor development, supply chain planning and material management. Significant exposure in procurement of engineering components with a network of over 100 suppliers ranging from MSMEs to Global OEMs. Proficient in team building, and nurturing supplier-client relationships and have strong analytical and numeric skills. An adept strategic thinker who can lead large diverse teams and bring excellence in multifaceted tasks.

Roles & Responsibilities

Deputy Manager I Material Management

- Managing a team of 40 + colleagues in technology, production planning & procurement.
- Spearheading import substitution for BHEL by developing domestic vendors in key product development areas under the Make in India Initiative leading to annual savings of approx. INR 40 Cr
- Leading a strategic task to liquidate non-moving and slow-moving inventory by reallocating supplies to active projects, which is expected to save INR 25 crore.
- Working with project managers to monitor the cost, schedule, and technical performance of component projects and operations, while ensuring timely delivery of material to the production shop.

Senior Engineer I Tool Procurement

- Evaluated and supported the purchase team for tooling re-locations & buy-off at the supplier end for new development and refurbishment.
- Technical supplier assessor for technology & development regarding tooling quality, delivery reliability, and problem management in cooperation with procurement team.
- Leading tooling team & guiding suppliers on technical topics for new parts/ tool development & monitoring tooling audit progress at supplier end.

Senior Engineer I Tool Engineering

- Analyzed calculations and target settings of components and tools for all current and new processes, support for cost analysis of components and tools for new projects.
- Devised a strategy to salvage scrap material as input material for various technological components, which resulted in cost savings of INR 50 Cr.
- Youngest member of Bureau of Indian Standards (BIS) Sectional committee PGD 09, responsible for creating and modifying Industry Standards for Abrasives, under the Ministry for consumer affairs and food division.
- Published Systems & Method Instructions on Manufacturing & Procurement of Special and Standard Tooling.

Engineer I Tool Technology

- Conducted tool trials and served as an expert in troubleshooting during trials to facilitate suppliers.
- Spearheaded cost reduction initiatives by domestically manufacturing components instead of outsourcing resulting in savings of INR 15 Cr+

Achievements

- Awarded **BEST EXECUTIVE** Award for Best Performance in a Quarter
- Awarded **BEST PERFORMANCE** Award for "**VENDOR DEVELOPMENT**"
- Awarded **BEST PERFORMANCE** Award for "**INVENTORY MANAGEMENT**"
- **Letter of Appreciation** from the Functional Head for exemplary work done in 3C (Connect-Collaborate-Communicate) Projects.
- **Letter of Appreciation** from Divine International Foundation for outstanding work done for a social cause.
- Filed a Patent titled "**Design and Manufacturing of device for frequency checking of LP rotor blades in vertical position.**"

Extra-Curricular Activities

- **Vice-President** Manufacturing and Operations Club at ISB
- **Volunteer**, Divine International Foundation, an NGO in education sector.
- **Joint Secretary**, B.E.A (BHEL Executive Association)
- Represented BHEL in All India Badminton Championship

Core Skills

Procurement Management, Supply Chain Management, Vendor Management, Supplier Development, General Management, Negotiation, ISO 9001:2015 Internal Auditor, Lean Six Sigma Certified Professional Green Belt

Qualifications

VIT University, Vellore, India
(B.Tech) – Mechanical Engineering
June 2007 – May 2011
CGPA – 9.04/10

Industry

Manufacturing / PSU

Previous Employers

Bharat Heavy Electricals Limited

Industry Expertise

Energy – Power Sector
Public Policy

Function/ Domain

Supply Chain Management,
Operations, Project Management,
Suppliers Relations,
Technology Innovation

Areas of Interest

Supply Chain Management,
Program/ Product Management,
Strategy & General Management

Jaspreet Kaur | 8 Years 7 Months



Core Skills

Tech Infrastructure Management (Server Management, Middleware, Capacity Planning & Procurement, Business Continuity Planning, Root Cause Analysis), Product Management, Stakeholder Management.

Qualifications

B.Tech(Electronics Engineering)

Industry

Banking & Finance, IT

Previous Employers

State Bank of India
Bank of Baroda
Cognizant Technology Solutions

Industry Expertise

Banking & Finance
Information Technology

Function/ Domain

Technical Infrastructure Management
Product Management

Areas of Interest

Product Management,
Strategy, Product Marketing

Working as a Tech Infrastructure manager, I have a total of 8+ years of experience in Banking and IT sector. With a focus on the convergence of IT, product management and financial services, I have launched in-house Applications for State Bank of India, led change management efforts and spearheaded cross-functional projects to reduce costs and improve governance. My strengths include a strong work ethic to deliver results with customer obsession, effective stakeholder management and tech deep dive. I have led diverse teams including multi-disciplinary stakeholders and external vendors on critical initiatives like securing financial data of 6 mn customers, optimizing disaster recovery and developing innovative products in Loans division. I am interested in product management roles, and I want to work closely in technology and business domains, innovating on behalf of the customers.

Roles & Responsibilities

Deputy Manager (Systems), State Bank of India

- Developed new in-house Loan Management Application with Disaster Recovery Site, leading to improved governance and cost savings of 3 crore fixed cost and 10 lacs in variable per annum. Conceptualized and executed the change management plan for its smooth execution over 1 year, including transition of vendors.
- Led a task force of 5 vendor firm representatives to reduce external cyber-attacks through secure configuration practices at multiple tiers ,helping SBI secure financial data of 6 mn customers and become India's most trusted bank.
- Spearheaded a cross-functional project and negotiated successfully with external vendors on relocation of the bank's Data Centre, reducing the service cost by 33%
- Reduced the Disaster Recovery Time in the event of a natural calamity by 50% through process automation.
- Formulated the 'Problem resolution framework' for SBI's education loans portal, helping 24K bank branches disburse \$65 mn of education loans.
- Reengineered the technical ecosystem for the launch of an innovative product, helping serve underserved customers through \$35 mn of loan disbursals.

IT Officer, Bank of Baroda

- Collaborated with 5 cross-functional teams such as Risk and Treasury to create management reporting for assets worth \$8 mn; enabled compliance with India's banking regulations.

Achievements

- Recognized by Managing Director of State Bank of India for Collections application launch
- Certifications: Information Technology Infrastructure Library 4 (ITIL 4 Foundation Certification), Certified Associate of Indian Institute of Banking

Extra-Curricular Activities

- Highlighted workspace bias against women and LGBTQ by acting in 2 Ad-shoots for UBS Bank; enabled awareness of Diversity and Inclusion principles.
- Play Harmonium (keyboard instrument), won cultural awards for performing spiritual hymns.
- Gym and Fitness - achieved transformation goal with 25kg weight-loss.

Karthik M K P | 13 Years 02 Months

A senior engineering professional having 13 years of experience in automating industrial processes and manufacturing operations with expertise in process optimization, project management and automation product portfolios. Led and coordinated global cross-functional teams and stakeholders to accomplish key multi-million-dollar projects in Chemicals, Oil & Gas and Power sectors across vendor and end-user organizations. A technical coach and mentor known for clarity of thought and approachability. Strategic thinker and problem-solver with a customer-centric mindset.

Core Skills

Process Automation, Manufacturing, Operations, Stakeholder Management, Project Management, Application Development

Qualifications

B.Tech, Instrumentation & Control Engineering, NIT Trichy

Industry

Industrial Automation, Chemicals, Oil & Gas, Power

Previous Employers

Dow Chemical Company, Yokogawa India Limited

Industry Expertise

Engineering & Commissioning, Control & Safety Systems, Project Management, Automation Products

Function/ Domain

Manufacturing & Engineering

Areas of Interest

Strategy and Operations, General Management, Product Management, Digital Transformation

Roles & Responsibilities

Dow Chemical, Senior Process Automation Engineer

- Developed Process Automation strategies and conducted simulation testing for large (>\$50M) Grassroot, Migration & Performance improvement projects in US and EU regions.
- Spearheaded global initiative to standardize automation solutions for Dow's Polyurethane BU resulting in CapEx reduction of 2% on every upcoming project within business.
- Improved KPIs of Dow's global production assets by over 30% through targeted initiatives focusing on Reliability & Safety thereby saving USD 1M in OpEx.
- Performed cost estimation, resource planning, scheduling, and progress tracking for projects to help steer them through Stage Gate Reviews and exceed CPI / SPI targets.
- Provided technical consulting support to project teams as an SME & enhanced quality metrics by 10% through audits/reviews.
- Facilitated technical training and mentoring sessions as an instructor to help upskill over 100 engineers & 20 plant operators.

Yokogawa India Limited, Executive Engineer

- Led a team of 4 and managed stakeholders from EPC, Consultant & End-User to accomplish critical milestones across project life cycle and startup a \$10B oil refinery complex in UAE.
- Performed Application Engineering, System Integration, Testing & Commissioning of control & safety systems for a Power sector client in KSA and ensured a smooth startup of plant's boiler section.
- Executed technology upgrades, maintenance, and change management on plant automation systems to improve availability by 20%.
- Saved 5000+ project execution man-hours by innovating a solution to improve operator productivity using alarm data.
- Ensured functional compliance of new product offerings by leveraging automation product portfolio expertise to conduct tests & demos.
- Evaluated end-user specs for technical feasibility and vetted sales team proposals for scope completeness.

Achievements

- Recognized as a Potential Technical talent within Dow (Top 3%)
- Dow Spotlight award for building PoC of a web application to evaluate & approve internal tool development proposals.
- Dow Bronze award for assisting leadership to identify & recruit best talents for my department.

Extra-Curricular Activities

- Club Secretary, Rising Pillars Toastmasters Club.
- Public Speaking - Certified Competent Communicator by Toastmasters International.

Kaushal Modi | 08 Years 6 Months

Self-made entrepreneur having envisioned & built a B2C focused Ecommerce startup from scratch, with operations in over 10 cities in India & an annual revenue of 1.5 cr. Instrumental in formulating & implementing business strategy with a core focus on sales, financial health, process and product development overseeing a young team of 15 members. The company gained National fame in its feature on Shark Tank, India post which I had a successful exit from the company

Having deep interest in Fintech, I joined Razorpay in the strategy team of their Partnerships division and within 6 months was given the award of the 'Best New Employee'. I was intrinsically involved in strategic initiatives such as partner acquisition & retention and business valuations & growth projections.

Core Skills

Business Strategy
Financial Analysis
Sales & Business Development
Stakeholder &
People Management

Qualifications

BSc Economics(Hons) from
St.Xavier's College, Kolkata
International CFA (All three levels)

Industry

Ecommerce, Fintech
B2C Retail

Previous Employers

Outbox IT Pvt Ltd,
Razorpay Software Pvt Ltd

Industry Expertise

Financial & Business Management
Strategic Partnerships
Sales & Operations
Growth Strategy & Planning

Function/ Domain

Financial & Business Valuations,
Business Strategy, CEO's office,
Category Management,
General Management

Areas of Interest

Strategy consulting, PE/VC,
Ecommerce, Fintech,
High Growth Startups

Roles & Responsibilities

Outbox It Pvt Ltd – CEO/Co-founder

- Founded the company, scaling it to an annual revenue of 1.5 cr with a growth rate of 25% YoY
- Created & established a well-known brand 'Outbox' in Kolkata with features across prominent media publications including 93.5 FM, YourStory, TOI & The Telegraph
- Featured in 'Shark Tank India' on National TV among top 200 out of 64k startups
- Hired & nurtured appropriate talent in alignment with business goals & company vision
- Managed stakeholders across 15 employees, 200+ vendors & 10k+ customers, driving sales & profitability
- Led strategic product innovation, digital integration & process creation leading to business growth
- Pivoted towards serving B2B clients such as Tata Steel, SAP, Britannia & Lux during COVID leading to a 100% growth in business
- Established business operations across 10+ cities with minimal capital, rich vendor network & process efficiency

Razorpay Software Pvt Ltd – Manager, Strategy, Partnerships

- Streamlined complaint handling TAT by initiating support team accountability & TAT Tracking
- Built business projections for FY23 including reports on market research, and financial growth
- Generated 80+ leads by Identifying new lead generation avenue in the form of business growth
- Devised a comprehensive partner engagement & loyalty program which aims to improve retention by 5% including market research and sizing
- Organized trainings & webinars across internal & external stakeholders to increase product awareness.

Achievements

- As the Chairman of the 'Entrepreneurship' Vertical at Young Indians, facilitated the launch of a vocational institute for the underprivileged & organized multiple business sessions for the group
- Was an active member of the COVID Rapid Action Force in Kolkata, doing noteworthy work during the first lockdown
- Organized TLF – A stand-up comedy event with OML artists in Kolkata that amassed more than 500 people
- Bagged the 'Best Bowler' Award in a club cricket league
- Was the finalist in 'Empressario' – A Business Plan competition organized by IIT KGP
- Led the scout troop to victory in BOSCOREE- A meet of 118 Bosco Scout and Guide troops at Chennai

Extra-Curricular Activities

- I enjoy reading non-fiction books pertaining to business, finance, self-help & productivity.
- I've done multiple courses on productivity & investment.

Kshitij Sinha | 10 Years 05 Months

With over a decade of experience spanning multiple industries and diverse geographies, I have cultivated an extensive knowledge of the Retail and Ecommerce sector and a profound understanding of the Indian consumer. Throughout my career, I have successfully led the launch of numerous products from inception to market, gaining valuable insights into the dynamics between emerging and established markets. My expertise lies in the domain of retail management and e-commerce operations. Being extremely adept at liaising across business functions I have ensured that marketing efforts are properly coordinated amongst all stakeholders. By fostering strategic alliances, I have spearheaded the development of technology products, applications and large-scale e-commerce platforms. I have enabled businesses to thrive, facilitating both the launch and subsequent expansion by driving sales.

Core Skills

Omnichannel Retail and Ecommerce Operations, Business expansion, Market penetration, Business Strategy, growth and execution, Negotiation, Strategic Alliances and Marketing, Product Innovation and Marketing, Business Development

Qualifications

B. Tech Information Technology

Industry

Retail and Ecommerce

Previous Employers

Reliance Retail Limited, Paytm, HDFC Bank, Godrej, Essar

Industry Expertise

Marketing & Product Management

Function/ Domain

Omni-Channel Retail

Areas of Interest

E-commerce, General / Program Management, FinTech, Banking

Roles & Responsibilities

LEADERSHIP:

Manager Enhancements, Reliance Retail

- Spearheaded the implementation of 'Mandi' app for buying, inventory & margin management of Fruits & Vegetables category & digitization of collection centers pan India; projected annual revenues of ~₹1000Cr

Manager Zonal, Paytm Insider

- Led marketing and tech alliances with a team of 15 members to generate ~₹75Cr of ticketing revenue and 10L tickets for Marquee events such as TedX, Sula, NH7 Weekender, etc

Manager Start-Ups, HDFC

- Drove 50 members across multiple product teams; conceptualized, ideated, and launched 'Smart-Up' product-curated banking needs for Startups; added 2K+ Smart-Up accounts and ~₹38Cr in float value.

STRATEGIC ALLIANCES:

Manager Enhancements, Reliance Retail

- Collaborated with 30 members from Audit to minimize accounting errors in realized margins for 84 categories; margins jumped ~16% for a business size of ~₹7000Cr p.a.

Manager Zonal, Paytm Insider

- Cut customer cost of acquisition by 30% and grew repeat orders by 20% with unified efforts of Marketing, Tech, Support & Business teams through strategic alliances with partners & offers adding ~₹1.8Cr in profits

BUSINESS DEVELOPMENT:

- Launched 3 large-scale e-commerce websites for Essar, Godrej and Chemistry
- Developed a range of sanitizers, disinfectants, and surface cleaners during the pandemic, drove revenues of ~₹.91Cr, retailing at 300+ touchpoints both online & offline retailers, white-labeled for Arvind Unlimited.

Achievements

- Set up a manufacturing unit while in lockdown to facilitate sanitizer supply for the Lucknow community
- Incubated a startup at IIT Kanpur and CISR IITR Lucknow
- AITA Rank 16 in U-14s
- Received Leadership award while at Godrej

Extra-Curricular Activities

- Self-taught drummer: won 2 solo competitions and performed as a member of band 'Three-piece'
- Completed 4 Mumbai Half Marathons
- Amateur golfer and recreational tennis player

Mohit Bhargava | 16 Years 04 Months

Accomplished technology and strategy leader with over 16 years of implementation/delivery Digital Transformation Projects for cross-territorial clients, Stakeholder Management, Leading cross-functional teams have catered to multiple domains, such as Banking, Insurance, Management Consulting, and Telecom in Agile environments.

Certifications: Safe Agilist | Certified Scrum Master (CSM) | Project Management Professional (PMP) | AWS Certified Solution Architect

Roles & Responsibilities

Leadership and Stakeholder management

- Worked with CTO & Top leadership of firm at RBS, AON & Egon Zehnder on Risk Management, Agile Operationalization, and Digital First Strategy, respectively.
- Managed cross-functional teams and vendors teams containing 6 to 120 resources during various projects at RBS, Egon Zehnder, and Crossover, and collaborated with global leaders across the globe from EU, US & APAC regions for Project delivery & implementation.
- By maintaining client relationships and ensuring effective stakeholder management, generated repeat & new businesses worth \$50M-\$100M annually at TCS & NIIT Technologies.

Digital Strategy & Transformation

- Lead Strategic vision of 'One Bank 'by NatWest Group, via Application Simplification, Transformation, Cloud Infrastructure, Data-Centre Consolidation, and Automation of manual processes, to reduce delivery and testing time by 30% per functional domain.
- Managed the transformation of 3 projects at AON with revenue of \$3.5B, using the digital strategy of Cloud, Dev-ops, and Agile implementation, showcasing saving of manual effort by 40% and improving quality by reducing downtime and rework costs by 30%.

Program & Project management

- Managed the 'End-of-Life' program for NatWest Group, with a target to reduce IT costs by \$235M over the five years.
- Managed and transformed 2 different projects with AON, with annual business worth \$3.5B, and won several ACCORD awards.
- Managed & Architected an IT ecosystem of 36 business applications at Egon Zehnder, for supporting Professional services firm business impacting \$5B revenues.

Process Improvement

- Increased client user base for AON applications by 240% by leading the complete UI redesign for a client self-service portal.
- Saved company \$1M annually by developing toolsets at AON to increase automation of tasks; eliminated manual tasks for 3,000+ weekly service requests.
- During the acquisition & merger of 2 different IT firms, transitioned on-premises infrastructure to the cloud for remote teams. Essentially closing all physical offices in US, India, and APAC regions for acquired products, thereby reducing operating costs by 25%.

Achievements

- Received 12 accolades for contributing and creating impact in previous companies such as TCS, Aon Consulting & Egon Zehnder, given to the top 1% of employees every year.
- Thrice Received the award from CEO/Client heads of TCS, NIIT Technologies, Egon Zehnder, for making an impact to revenue above 20%, utilizing digital transformation & process optimization.
- Winner of International Technology Competitions Microsoft Imagine Cup and represented India twice in the international arena (Korea, Singapore).

Extra-Curricular Activities

- Co-Founder of Delhi-NCR Biggest Photography Club, with overall 50K+ members.
- Youngest Cultural Vice president at Dwarka Residential Societies Group, managing above 50 societies with over 15K+ residents.
- Lead & executed CSR Campaigns at TCS and Aon and managed NGO Campaigns outside work on AIDS awareness among lower section of the society.



Core Skills

Tech Strategy Consulting,
Program Management,
Strategic Planning,
Product Management,
Digital Transformation,
Process Optimization,
Stakeholder Management,
General Management

Qualifications

B.Tech in Computer Science
Engineering (AIACTR, Delhi)

Industry

Technology, IT/ITES

Previous Employers

Tata Consultancy Services (TCS),
Aon Consulting, NIIT Technologies,
Egon Zehnder International,
Aricent, CrossOver

Industry Expertise

Technology, IT/ITES , IT Products

Function/ Domain

Program Management,
Technology Consulting,
Digital Strategy,
Product Management
Risk Management
Tech Strategy Consulting
General Management

Areas of Interest

Technology Consulting,
Strategy and Operations,
Program Management,
Product Management

Mohit Bisht | 18 Years 03 Months

A versatile Indian Army veteran with 18+ years of multifaceted experience in leading diverse teams in executing combat engineering tasks and defence infrastructure projects. Mohit is goal driven and has a reputation of achieving organisational objectives in dynamic and challenging environments. He has proven ability to forge & lead new teams. He has raised, trained and operationalised a combat engineer unit of 250 Indian Army officers & soldiers in remote mountainous location. He has also successfully led teams of civil defence employees and vendors in construction and maintenance of infrastructure in five military stations. Mohit has experience in long term planning and sanction of infrastructure projects. In addition, he has led projects and advised Government in infrastructure policy formulation while working with the highest tri-services organisation in India.

Core Skills

General Management,
Strategy & Planning,
People & Team Management,
Operations, Project Management,
Budgeting,
Client & Vendor Management.

Qualifications

M Tech (Thermal Engineering),
IIT Kharagpur
B E (Mechanical Engineering),
Pune University

Industry

Defence, Infrastructure,
E-Commerce

Previous Employers

Indian Army, Government of India

Industry Expertise

Defence, Civil Infrastructure/ Utility
Management

Function/ Domain

Strategy and Planning, Operations
Project Management,
Contract Management,
General Administration

Areas of Interest

Strategy and
General Management,
Project Management,
Operations, Renewable Energy

Roles & Responsibilities

Strategy and Planning

- Formulated annual infrastructure plan for 12 tri-services organizations amounting to Rs 400-600 Cr; improved the overall project timelines by 10-12 months
- Instrumental in sanction of pending Rs 220 Cr Office Building, Rs 650 Cr Runway repair & Rs 160 Cr Campus accommodation from Ministry of Defence
- Advised MoD in defence infrastructure policy including formulation of Defence Works Procedure & Scales of Accommodation

Operations

- Streamlined complaint system including internet/mobile based in five military stations with approx. 40,000 population – two stations were adjudged best in complaints resolution amongst 10
- Constructed 1.2 km cable way reducing maintenance cost of troops by 60% and time by 75%

Project Management

- Ensured efficient design, planning, tendering and execution of 15 projects (Rs 10-40 Cr each) – Ammunition storage, offices, accommodation, school, solar plant – annual workload of approx. Rs 120 Cr including maintenance works
- Contracting of 40 projects of approx. 1.25 Cr annually and monitoring & budgeting of approx. 150 + contracts
- Resolved clearances, contractual issues and led the successful turn-around of pilot solar power project in the region
- Implemented energy conservation measures including smart controls & 100% LEDisation in five military stations leading to 30 % savings in electric tariff
- Planned and constructed living accommodation, water supply schemes and cable ways for troops in mountainous locations inaccessible by road

General Management & Leadership

- Led a team of four executive engineers (Major/ Lt Col), sixteen assistant executive engineers and 700 unionised defence civilians alongwith contractors for infrastructure development in locations spread across 200 km in Rajasthan & Punjab
- Raised and trained a combat engineer unit of 250, and operationalised it in remote mountainous location within 1 year
- Have led teams across geographies in mountainous terrain for border fencing, tsunami relief in Nicobar Islands, habitat construction on Indo-China Border and counter terrorist operations in J&K

Achievements

- Awarded Army Commanders Commendation in 2012 & 2014
- Selected to raise and lead a new unit
- Selected & sponsored by Indian Army to undergo M Tech from IIT

Extra-Curricular Activities

- Running and swimming
- Short Himalayan treks and camping with my family

Mohammed Moinuddin Khan | 10 years 6 months

A seasoned professional with over 10 years of experience in the Talent Management space across diverse sectors. Skilled in broad range of projects including Learning Development, Organization Behavior, Change Management, Resource Management, and Program Management. Proven expertise as a consultant/Specialist and as a Team Lead managing a team of 6 individuals. My track record includes working with Global/Local Clientele & successfully implementing strategies, systems, and processes.

Core Skills

Talent management,
Stakeholder Management,
Client relationship Management,
Leadership, Program Management,
Project Management,
Strategy

Qualifications

Bachelor's in business
administration (BBA)
Prince 2 certified & Six Sigma green
belt certified.

Industry

Consulting, IT Product & Services,
Healthcare and EdTech.

Previous Employers

Deloitte US, ADP, Prime Healthcare,
Deloitte USI, GUS Education India.

Industry Expertise

Consulting, IT Product & Services,
Healthcare and EdTech.

Function/ Domain

Talent Management,
General management,
Program management

Areas of Interest

Strategy & Consulting,
General Management,
Program Management, Leadership

Roles & Responsibilities

GUS Education India:

- Assisted the National program director and implemented, and managed programs valued at approximately \$10M that impact 3000 plus university students during the academic year.
- Orchestrated the overhaul of my Clients - Learning Management System, streamlining the process and reducing student support queries by 50% and saw a reduction in errors by 20% and a cost saving of \$250,000 annually.
- Advised key business owners on processes and develop strategies for implementation of new Services.

Deloitte:

- Provided advisory services to over 10,000 employees across the United States, Canada, Europe, Middle east and Asia in organizational design and Learning development programs.
- Managed programs of \$2 million L&D budget and a team 5 Analysts. Redesigned 15% instructor led courses transforming them into virtual trainings cutting costs by 500k annually.
- Managed global & domestic vendors with \$50M spend of diverse Learning interventions across global member firm employees.

Prime Healthcare:

- Responsible for delivering and managing effective change management programs for organizational changes impacting 1000 employees.
- Managed and directed pilot programs to test new software implementations that decreased turnaround time by 25% by automating an end-to-end standardized process of Learning and Change management projects.
- Facilitated organizational growth, from 300 employees to 1000, in a year period of 1 year by partnering with the business and executing effective human capital strategies.

ADP India:

- Managed pilot process of a large, high profile Learning Project was taken by 5000 plus sales advisors every year across a budget of \$9.5 M which would increase the revenue by 15%
- Consulted closely with the Center of Excellence for Technical Development to modify curriculum for effective delivery of internal solutions.

Deloitte US:

- Managed training needs analysis annually with 30% response rate more than average response rate of 10% from core stakeholders in business units.
- Analyzed stakeholder requests to determine underlying problems and recommended appropriate solutions, improving stakeholder satisfaction by 20%
- Supported and delivered leadership, change management, on-boarding, new hire orientation training programs increasing participation 30% over the past three years.

Achievements

- Recognized by top leadership for execution of a highly critical learning program of Japanese member firm that impacted 5000 of B2B internal stakeholders.
- Was selected from a very few to facilitate a highly successful Key Talent leadership symposium for the top 100 Leaders of Deloitte's global member firms.
- Received multiple spot awards and quarterly awards across the companies worked.

Extra-Curricular Activities

Avid Gamer, Certified Physio, Football fanatic, Fitness & Politics enthusiast

Naveen Raj | 08 Years 11 Months

I have an established track record of delivering data-driven actionable strategic insights across industries like FMCG, healthcare, e-commerce, consumer electronics, alcoholic beverages, job search portals, travel, automobiles, telecommunications, etc. Have had success as a Project Manager leading teams as large as 10-12 researchers and been able to generate repeat business for my firm.

I have also had the enriching experience of working as a Teach For India Fellow for 2 years which immensely helped hone my leadership and mentoring skills. Post-ISB, I am keen on a Consulting role or a role with a focus on Strategy & General Management.

Core Skills

Project Management, Leadership & Team Management, Stakeholder Management, Coaching & Mentoring, Market Research, Data Analysis and Insights Generation

Qualifications

B.Tech (IIT Roorkee – Pulp & Paper)

Industry

Consulting (Market Research),
Social Impact (Education)

Previous Employers

Absolutdata Research and Analytics
(an Infogain company),
Teach For India

Industry Expertise

Market Research - 7 years
Education – 2 years

Function/ Domain

Market Research Analytics,
Project Management,
Leadership & Team
Management,
Stakeholder Management,
Teaching & Coaching

Areas of Interest

Strategy and Consulting,
General Management,
Finance

Roles & Responsibilities

Project & Team Management

- Led and mentored an Insights team of 12 researchers to deliver 550+ reports with data-driven actionable strategic insights across 50+ regions for a global packaging giant. The client signed us on for regular half-yearly refreshes of the same project
- Managed and supervised the flow of work between five teams. Facilitated cross-team cooperation for the timely resolution of complex technical problems

As a Senior Consultant

- Executed stakeholder management, project management and insights delivery on nine optimization projects
- Examined the robustness of NAVIK AI (the flagship offering of the organization) and collaborated with senior management and the Tech team to optimize offer. Designed case studies to highlight its features to Fortune 500 clients
- Drafted customized proposals for clients to retain existing ones and acquire new ones

Coaching and Mentoring

- Created training decks for market research techniques and led hands-on training sessions for statistical software, SPSS
- Mentored 15 students to showcase their projects and learnings at Kids Education Revolution, Pune Summit

Initiatives Taken

- Co-founded HappyheArts – a project aimed at nurturing the passion for art in kids while empowering them with values such as teamwork, patience, leadership and the confidence to excel. Over 100 students benefitted from the weekend art workshops
- Raised INR 2,00,000 through crowdfunding and corporate donors to start an after-school community center for kids in order to facilitate the extracurricular growth of my students. The center is active even today

Achievements

- Won 'Star of the Month' in Aug 2021 and 'Trainer of the Quarter' in Q4 2021 out of 6000 employees of Infogain
- Won a couple of SPOT awards during my time at Absolutdata
- Facilitated growth of over 15% in average class performance in Math within four months in the second year as a Teach For India Fellow

Extra-Curricular Activities

- Selected for 1 out of only 10 General Category seats for Film Direction and Screenplay Writing course in the Top 2 film schools (FTII and SRFTI) of India, where over 6,000 candidates applied in 2018
- Winner of National Quiz on Adolescent Health (2008) in which the best teams from over 5,000 schools in India participated; Runner-up in National Finals of IIM-B Vista 2023 Movie Quiz; Winner of five state and city level quizzes during school and Quiz Captain in Grade XII; Organized fun quizzes for team-building at Absolutdata
- Manager of The Media and Publishing Club in 2010-11 at IIT Roorkee
- Volunteered for National Service Scheme in IIT Roorkee, particularly in the program 'Eduslum' dedicated to teaching urban slum children. Organized blood donation camps and clothes collection drives for the needy
- Part of the 100-member Indian Youth Delegation (2008) sent to China to help foster better ties between the two nations

Neeti Bhatia | 08 Years 10 Months



Core Skills

QA Engineer, Product Development,
Agile Project Development,
Release Management,
Project Management,
Team Management,
Software Development, ITIL, CCNA

Qualifications

B.Tech In Information
& Technology (ITM)

Industry

Fintech, Ecommerce, IT Services

Previous Employers

AlphaSense, Sentio, Indiamart,
Dell International Services

Industry Expertise

IT, Ecommerce

Function/ Domain

Quality Assurance,
Product Management,
E commerce, Scrum Management,
Release Management,
Team Management

Areas of Interest

Product Management,
Tech Consulting,
General Management, Strategy

Having accumulated over 8 years of extensive experience in Software Quality Analysis, I possess a strong ability to enhance the customer experience with my keen attention to detail. Throughout my career, I have successfully established and led three mid-sized teams from the ground up, taking ownership of the complete Software Development Life Cycle. I consistently incorporate management expectations and ensure adherence to tight deadlines. Over the past 5 years, I have successfully delivered multiple large-scale projects with minimal issues, establishing myself as a trusted go-to person for technical and project-related inquiries. I played an active role in facilitating the Alphasense acquisition of Sentio.

Roles & Responsibilities

Alpha Sense, Team Leader

- Lead a team of 16 to accomplish tasks in the domains of Planning, designing, preparing, and executing the tests.
- Worked closely with counterparts from Alphasense to design QA roadmap for next 12 months of the merged entity.
- Collaborated with Account Management team to understand the business aspects, analyze product usage by customers and benchmarking actual system performance against expectations
- Worked with HR and Manager to plan capacity building aligned with future product releases.

Sentio, Team Leader

- Participated in the design process with Product Managers and Developers to understand, analyze and influence the application to be tested.
- Lead a team of 5 engineers to automate 80% of regression test cases of a module.
- Created a release management process which increased the system stability to 98 %.
- Able to achieve 0 market bugs in FY 2022 on modules owned by my team.
- Held meetings with team and clients to track progress of projects, analyze defect reports and execute client requirements
- Conducted Function, Integration, Regression, Performance and Smoke tests to measure performance of web applications
- Conducted Scrum meeting, Sprint Review meeting, Sprint Retrospective meeting and Sprint planning
- Took a lead to migrate Sentio Jira to Alphasense Jira

Indiamart, Test Analyst

- Involved in functional, UI, performance, database integration, cross browser and cookie testing of website
- Resolved technical issues faced by clients through Sprint Planning and Agile methodology
- Developed test cases, checklists, test documentation and test closure report
- Carried out regular website check-ups that involved examining SEO and HTML error codes
- Performed smoke, sanity, and regression daily and submitted weekly report to Product Head

Dell International Services, Svc IT Dev Program Sr Assoc II

- Lead a team of 2 newcomers to revive product within a stringent time and cost budget.
- Collaborated with network architects to ensure network optimization and network stability
- Resolved circuit-related issues through ISPs such as Verizon and AT&T
- Coordinated with vendors to resolve hardware problems
- Initiated and implemented policies to increase efficiency of network infrastructure management system

Achievements

- Certification - CCNA Routing & Switching, ITIL (Information Technology Infrastructure Library), Scrum Safe Agile
- Awarded Silent Superstar among 110 employees of Sentio
- Won Hackathon in Jan 2022 among 14 teams
- Received Exceptional rating in Sentio for consecutive 5 years
- Awarded 'Performer of the Month', October 2016 in IndiaMart
- Youngest to lead the team of 2 in Dell International Services
- Awarded 'On-spot Award' for excellent performance in Dell

Neha Chauhan | 10 Years 10 Months



Core Skills

Professional Vocalist,
Brand Management,
General Management,
Client & Vendor Management

Qualifications

Bachelors of Commerce (B.Comm),
University Of Lucknow

Industry

Media & Entertainment

Previous Employers

Personal Artist Management,
Clear Skies Entertainment,
Sanskriti Events

Industry Expertise

Media & Entertainment

Function/ Domain

Vocalist / Artist,
Artist Manager

Areas of Interest

Marketing & Strategy,
General Management,
Brand Management,
Media Consulting

A passionate professional with over a decade of rich experience in the Media & Entertainment Industry. As one of the top finalists on the national reality TV show, Indian Idol, I had the privilege to collaborate with esteemed music industry legends including AR Rehman, Shankar-Ehsaan-Loy, and Salim-Suleiman. Beyond this, I have successfully built and managed my own personal brand, establishing a strong presence across diverse social media platforms like Facebook and Instagram. Along this journey, I had the honor to become an expert panelist on various TV shows, where I have shared my insights and expertise. Additionally, I have adeptly led and managed diverse teams across multiple countries, even in the face of challenging circumstances. Actively seeking opportunities that harness my enthusiasm and value my ability to inspire and guide teams in strategy, general management, marketing or branding roles, where I can utilize my skills and expertise to drive impactful outcomes.

Roles & Responsibilities

Senior Artist Manager

- Leveraged networks to identify and generate opportunities for associated Artists to increase exposure and revenue.
- Oversaw Social Media presence and aligned posts to include branding and trending ideas and increased audience engagement.
- Negotiated and closed deals on behalf of associated Artists.
- Managed multiple events end to end from planning to executing.

Team Manager

- Led a team of 10 members for live events and performances across countries such as Canada, Israel, Indonesia, Thailand, etc
- Led promotions and marketing on various social media channels.

Talent Manager

- Promoted the associated artists on various social media platforms and in industry networks.
- Represented clients in negotiations with network and production companies.
- Pursued leads and moved them through sales cycle.
- Developed quotes and proposals.
- Negotiated and closed deals worth INR 1cr on behalf of the Artist.

Achievements

- Finalist of national reality show Indian Idol and Winner of Chak De.
- Lent voice to over 150 TV Commercials for big brands such as Paytm, Jeevansathi.com, Chings, Pepsi, Dove to name a few.
- Worked and collaborated with music industry stalwarts such as Udit Narayan, Shankar-Ehsaan-Loy, Salim-Suleiman, AR Rehman on various projects.
- Managed over 100 successful events right from planning to executing from the year 2017 to 2023.
- Brought in projects worth INR 1cr for various Artists.

Extra-Curricular Activities

- Conducted music workshops and mentorship programs for underprivileged youth, offering them an opportunity to explore their musical talents and providing a platform for self-expression and personal growth.
- Spearheaded and performed in numerous benefit concerts to raise funds for various charitable organizations.

Niladree Chakraborty | 09 Years 1 Month

Niladree is an experienced strategy & transformation leader and a qualified Company Secretary. In his previous role, he led Transaction Advisory, Due-Diligence, and Global Expansion Practice, achieving a remarkable 1200% growth in the topline in 5 years through strategic initiatives, strong negotiations, and fostering key stakeholder relationships. He has a rich experience of working with Founders & Top Management, Startups, VCs, Angel Investors, and has helped them raise over \$100 Mn. Niladree has been a keynote speaker at various occasions and has also participated in several webinars as a panellist to share experiences with global industry experts and has proven to be a flexible leader.

Core Skills

Corporate Strategy & Leadership, Growth & Business Development, Change Management & Stakeholder Management, Due-Diligence and Global Expansion, Deals and Transaction Advisory, Negotiation and Team Management

Qualifications

Company Secretary, BBA, BIT Mesra, Ranchi

Industry

Consulting

Previous Employers

TM Solutions Private Limited (Taxmantra Global)

Industry Expertise

Startup and VC Consulting

Function/ Domain

P&L Management, Growth and Business Development, Strategy & Partnership Management, Capability Building, Governance & Compliance

Areas of Interest

Management Consulting, General Management, Corporate Strategy, Clean Energy and ESG Consulting, Commercial and Revenue Management

Roles & Responsibilities

Strategy and Business Development:

- Setup and developed the SBU providing Transaction Advisory, Due-Diligence, Fund-raising, and other allied Corporate Law services.
- Devised and implemented strategies for increased profitability and delivered 1200% topline growth in 5 years.
- Reduced over 30% of the cost of the company by establishing defined processes for quick turnaround time and knowledge repository.
- Delivered a topline growth of 18% in the first year by setting up the USA Practice through creation of synergies and partnerships with US professionals.

Project Management & Delivery:

- Spearheaded the consulting services to more than 300 VCs and Startups in closing & negotiating funding deals amounting to over USD 100 million.
- Increased the operational efficiency and helped in seamless fund-raising by mirroring the Cap Table of several startups to foreign jurisdiction by implementing Call and Put Option for investors.
- Reduced the Cash Flow for several startups by executing the ESOP Policy.
- Successfully conducted & led due-diligence, and negotiated the Term Sheet for various Startups, VCs, and Angel Investors.

Leadership & Team Management:

- Hired, trained, led, and managed a team of 7 members.
- Implemented "Minimum-Monitoring and Maximum Delivery" model driving efficiency and overall profitability.
- Strategized and led Change Management within organization and imbibed frugality with zero attrition and high employee satisfaction.
- Set up and defined processes for effective stakeholder management delivering Customer Repeat Rate of over 70%.
- Implemented in-house peer-to-peer training and anonymous evaluation & appraisal policy of peers.

Achievements

- Invited as Guest & Keynote Speaker by 'Techno India University' and 'Nagaland University' to speak on "Entrepreneurship and Startup Landscape".
- Organized and Spearheaded an Inter-School Quiz Competition in Nagaland under the self-styled banner of 'Infinite Dreams' by getting corporate sponsorship.
- Invited as Panellist on several occasions conducted by TIE, Razorpay, Payoneer, etc.

Extra-Curricular Activities

- Vice-President of the Senior Executives Club at Indian School of Business.
- Engaging in Startup Conferences and Roundtables.
- Conducting workshops on Transaction Advisory & Client Communication.
- Traveling, Singing and Reading contents on astrophysics.



Nishi Priya | 08 Years 10 Months

A management professional with a Bachelor of Design degree from National Institute of Fashion Technology, Mumbai. With work experience of eight years and ten months, spanning across Fashion & Lifestyle retail, academics, and E-commerce, I bring to the table extensive experience with Design Thinking, Product Development, Marketing, and User Experience in Retail.

Core Skills

Design Thinking,
Product development,
Marketing & Brand management

Qualifications

PGP Co2024:
Indian School of Business
B.Des (2007-11):
National Institute of
Fashion Technology, Mumbai

Industry

Financial Services
Sustainability
Carbon Trading

Previous Employers

Ajio.com (Reliance Retail),
Shoppers Stop Ltd.,
Manipal Academy of
Higher Education

Industry Expertise

E-commerce, Retail,
Fashion & Lifestyle

Function/ Domain

Design, Product Development

Areas of Interest

Strategy and General
Management,
Product Management,
Marketing, Consulting

Roles & Responsibilities

Design Thinking:

- Conducted User Surveys and interviewed target clients to gain better understanding of the customer need and perception of the brand.
- Conducted and participated in dedicated brainstorming sessions with the team to identify problems and ideate solutions.
- Curated ideas from the design explorations and refined them to adapt to the customer need and preference.
- Developed a range of prototypes and conducted trials, to gather feedback and refine the subsequent prototype.

Product Development

- Oversaw the product development process for women's wear- from ideation to launch, by working closely with cross-functional teams, including buying, merchandising, quality control, production, and marketing.
- Designed and developed product ranges for the Exclusive Brands LIFE, AUSTIN REED and ELLIZA DONATEIN at Shoppers Stop Ltd.
- Taught Prototype development to undergrad students at Department of Design, Manipal Academy of Higher Education.

Marketing & Brand management

- Worked on the ideation, branding, positioning and launch of the brand OUTRYT at Reliance Retail.
- Created artworks and content for the website banners and curated styling looks for promotions to establish a brand identity.
- Analyzed sale patterns, studied International Catwalks and trend forecasts, and conducted market research as a part of the design process.
- Created a proof of concept for a small-scale enterprise (Amavi) based on fair trade to promote hand crafted textiles and ethical fashion brands, sourcing directly from rural artisans.
- Conducted training seminars for front end sales staff of Shoppers Stop to equip them to effectively cater to the customers.
- Managed a social media Contest #SSStyleHunt in collaboration with the Marketing team at Shoppers Stop Ltd. to recruit social media influencers to partner with.
- Managed academic counselling, and promotional activities for admissions for the department of design, Manipal Academy of Higher Education.

Extra-Curricular Activities

- Budding Gardener & DIY enthusiast: learning plant propagation, decoupage, upcycling and reusing waste fabrics into reusable bags and garments.
- Amateur baker: cooking and baking reality show buff.



Nithya Devi G.A. | 8 Years 3 Months

Experienced professional with a proven track record of success across three diverse industries – IT services, Automobile, and Online marketplace. With eight years of expertise in Strategy, Program management, Digitization & People management, I have consistently delivered high-impact results. Excelled in analyzing complex situations, developed strategic plans, and led cross-functional teams to drive organizational growth.

Core Skills

Strategy, Program management, Digitization, Software Engineering, Team Management

Qualifications

B.E.(EEE) - Kalasalingam Institute of Technology, Srivilliputhur, MBA – BIM, Trichy

Industry

IT Services, Automobile, Online marketplace

Previous Employers

Infosys Ltd,
Daimler India Commercial Vehicles, Sulekha.com, Visteon Technical Services

Industry Expertise

IT Services, Automobile, Online marketplace

Function/ Domain

Strategy, Program Management, Digital Transformation, Software Engineering

Areas of Interest

Strategic Consulting, Program Management, General Management, Product Management

Roles & Responsibilities

INFOSYS LIMITED:

Corporate Strategy: Design & deployment of compensation programs for 25k+ employees in USA, worth **USD 3.2 Billion**. **11%** reduction in attrition among 1600 employees by designing & implementing Early Career Rewards Program.

Stakeholder Management: Interacted with cross functional teams across Engineering, Finance, HR to build customer requested features, resulting in 2X reduction of man hours.

DAIMLER INDIA COMMERCIAL VEHICLES PVT LTD:

Corporate Strategy: Analyzed and introduced pay ranges in line with the market, resulting in **3X reduction** in pay range

Program Management: Conducted Annual Review cycles for 3000 employees end to end including budgeting, internal & external equity analysis, and communication across India.

Digitization: Implemented compensation planning tools & drove sales to sister entities, resulting in INR **18L** revenue.

SULEKHA.COM:

Program Management: Implemented company-wide change management plan for end-to-end HR processes, achieving **90% adoption rate** within a span of 3 months

Digitization: Designed and implemented HR digital tools inhouse, resulting in cost savings of **INR 8 lakhs**.

VISTEON TECHNICAL SERVICES:

Software Engineering: Development in embedded C for multi-functional displays of cars. Executed feature-based testing and reported all defects within the defined SLA

Achievements

- Received **promotion** and was the youngest to lead a team of 4 members across my department
- National **1st place** winner in Tata Consultancy Services HR WIZ **case contest** & received preplacement offer
- National 3rd place winner out of 900+ participants in a marketing case competition conducted by Learnous
- Top 5% of Infosys new joiners to receive Rising Star Award, given to recognize budding talents in India

Extra-Curricular Activities

- Published a paper in the National level conference held by Madras School of Social Work
- Volunteered for the yearlong Visteon CSR program, fulfilled 100+ wishes & conducted 8 seminars on cleanliness
- 1 out of 5 organizers of BIM culture club to conduct 10+ events that aims to celebrate the cultural diversity



Paramjot Walia | 9 Years 4 Months

I have over 9 years of experience in the creative field where I learnt how to use design to solve complex real life issues. Whether it is my failed small scale initiative on empowering local rural women to create home products out of waste materials OR my last role of managing large scale projects to create overall system designs for government organisations, I have tried to apply design thinking to come up with solutions.

My role involved understanding the client requirement, strategizing and creating solutions as per the requirement. It involved managing various stakeholders and vendors, designers, developers, strategy to create designs as per the clients requirements and to convince client on how the designs we created reflected their company values and suited their requirement.

Core Skills

Strategy and leadership,
Project Management,
Stakeholder management,
Strategic Design Thinking,
Design Strategy,
Product Management,
Design technical skills, Brand
Design, Brand Strategy, Brand
Management, system design

Qualifications

B.Tech (Guru Nanak Dev
University, Ludhiana)

Industry

E-commerce, Bihar,
Madhya Pradesh and
Chattisgarh Government,
Ed-Tech, Lifestyle, FMCG.

Previous Employers

Lopez Design, OneKeyCare
Ventures, WhiteInk Design,
Art&Deal and
MATI(Management of
Art Treasures of India)

Industry Expertise

Ed-Tech, Social impact sector,
FMCG

Function/ Domain

Design Strategy and
Management,
Product Management,
Stakeholder Management

Areas of Interest

Growth Strategy,
Product Management,
Marketing

Roles & Responsibilities

Design Thinking and Strategy :

- Managed the project for naming, brand identity and packaging design of an ayurvedic D2C wellness brand
- Managed the project of creating the shortlisted brand identity for the largest national health scheme
- Was Part of the strategy team for coming up with strategy for the fastest transit system in India.
- Was Part of the design Advisory Team to improve AADHAAR for all
- Managing the project for creating brand identity for an ed-tech startup
- I have worked closely at grassroot level with government institutions, think tanks, multilateral development agencies on large scale projects:

Product Management:

- Understood the client's need clearly and Led a team of designers, copywriters, strategists to come up with a solution to the problem.
- Managed vendors, developers etc to bring them on the same page and adhere to the project deliverables and deadlines.

Achievements

- Created illustrations for a bilingual interactive game for government primary schools. It is integrated as supplementary teaching material in 1728 government and government aided schools of India
- Created illustrative campaigns for an app-based platform for detecting postpartum depression in rural women. The project was awarded Grand Challenges Canada Grant by the Govt of Canada
- Designed illustrations for backgrounds of interactive games/ board games/ manuals to improve nutritional behaviour in rural pregnant/lactating mothers. We improved the nutritional behaviour of 1300 women and reducing their Anemia by 8 percent.

Extra-Curricular Activities

- Supported nascent startups by providing services like free stationery/packaging/menu designs
- Put up an exhibition of my paintings celebrating inner strength of a woman
- Did wedding projects- created fun/personalised wedding cards/itineraries and wedding decors.

Prashant Kumar | 12 Years 09 Months

With a strong background in Engineering and Technology, coupled with business education from the Indian School of Business, I offer a unique combination of technical expertise and business acumen. I have a track record of leading strategic initiatives, driving cost savings, and spearheading energy transition and sustainability efforts. I excel in dynamic environments, leveraging my strong analytical skills, leadership experience, and cross-functional collaboration to achieve operational excellence and sustainable growth.

Roles & Responsibilities

Strategic Planning:

- Developed the 2040 Net-Zero roadmap for BPCL as part of 6-person net-zero think tank hand-picked by C&MD.
 - o Calculated and reconciled data from all the business units in accordance with international standards. Evaluated possible pathways and completed initial feasibility studies.
 - o Took approval for Mumbai Refinery Plan from BPCL's Functional Directors for execution.
 - o Awarded Strategy Consulting contract in 50% less time than previous similar engagements. Designed the contract's scope of work, deliverables, bidding, and evaluations processes.
- Achieved INR 200 Cr reduction in energy expenses by devising and executing an ambitious five-year roadmap, strategically orchestrating investments of more than INR 100 Cr in cutting-edge energy-saving schemes and technologies.
- Identified opportunities for a 30% reduction in steam consumption through comprehensive evaluations of key energy consumption points, presented impactful improvement plans to the Director of Refineries for approval and budget allocation.

Operations and Supply Chain:

- Achieved a 30% reduction in failure rate of a cooling water system at BPCL-MR through targeted treatment program implementation at failure points and enhanced vendor engagement.
- Added INR 40 Cr to the corporation's bottom line by Optimizing operation of captive power plant to take advantage of volatility in LNG pricing.
- Improved benchmark energy intensity performance of BPCL-Kochi by 7% over previous cycle.
 - o Led the Implementation of 40+ energy conservation schemes.
 - o Rejuvenated the "energy-champion" program to increase employee participation.
 - o Improved the data reporting process and aligned it with international best practices.
- Enhanced overall furnace efficiency at BPCL-MR by approximately 1% through implementation of new monitoring programs, identification of performance issues, and leveraging digital transformation initiatives to expedite corrective actions.
- Achieved a remarkable 30% reduction in hand-over time during Hydrocracker Turnaround Maintenance through the successful implementation of new procedures and optimized manpower scheduling.
- Identified an arbitrage opportunity in MS-HSD distillation setup worth INR 0.4 Cr/annum. Incorporated it in standard operating procedure of new unit.
- Handled incoming and outgoing supply of chemicals and catalysts to and from refinery units with zero safety incidents and no loss of production.

Achievements

- Won coveted CGM's award for excellence in workplace, twice.
- Excellent rating in last three performance appraisals.
- Designed and Led state level awareness campaigns on energy savings in two states.
- Certified Energy Manager and Lean-Six Sigma Black Belt.

Core Skills

Strategic planning.
General Management,
Margin Improvement and
Vendor Management
Operational Excellence and
Benchmarking

Qualifications

B.Tech. (Chemical Engineering and
Technology) IIT-BHU

Industry

Energy, Oil and Gas, Manufacturing

Previous Employers

Bharat Petroleum
Corporation Limited

Industry Expertise

Petroleum and Petrochemicals
Manufacturing and Operations
Supply Chain

Function/ Domain

Planning, Technical Services,
Operations

Areas of Interest

Strategy and Consulting,
Product Management,
Digital Transformation



Pallavi Singh | 12 Years 10 Months

I started my career in the HR consulting industry and worked on prestigious projects and research studies such as Aon Hewitt's Qudurat and was part of the pilot team for Best Employer's Middle East. At Mercer, I worked for the compensation and benefits benchmarking business and led key projects such as the Pulse Survey for Asia. Subsequently, I moved into customer facing roles in the technology industry (SaaS) and helped organizations such as Meltwater and Salesforce expand their client footprint in various industries in India. My most recent role was that of an Account Director with SAP India, where I was responsible for managing SAP's relationship across their entire solutions portfolio for a few key conglomerates. I managed the entire P&L, revenue growth strategy and made sure the customers were successful.

Linkedin: <https://www.linkedin.com/in/pallavi-s/>

Core Skills

Deal sourcing and execution, Client Acquisition and Business Development, Effective planning and revenue forecasting (I have designed, planned and executed multi-million dollar digital transformation deals), Negotiation, Problem solving (there are multiple moving parts, multiple divisions to coordinate with, and extraneous factors impacting complex, multi-cloud solution deals that require careful attention to detail), Stakeholder management (C-level), People Management, Strong communication skills, Market Research and analysis

Qualifications

B.A (Hons.) Economics

Industry

HR Consulting and Technology (SAAS)

Previous Employers

Aon Hewitt, Mercer, Meltwater, Salesforce, SAP

Industry Expertise

Manufacturing (Metal, mining and automotive), Education and Ed-tech

Areas of Interest

SAAS, Venture Capital, Strategy Consulting, Sales & Marketing

Roles & Responsibilities

Market research and Industry analysis:

- In order to generate new revenue opportunities and develop insights into clients and their industry in terms of the client's business, I research into the structure of market, detailed knowledge of their needs, strengths and weaknesses of the client vis-à-vis competition.
- Annual Report and financial statement analysis

Territory and Account Leadership :

- Lead the designated territory and multi-solution sales cycles, develop and drive strategy for revenue growth across entire product portfolio.
- Develop and execute go-to-market strategy across various industries for new products and solutions.
- Develop effective and targeted client management plans to ensure revenue budget delivery and sustained growth.
- Establish and nurture strong CX relationships across core business divisions in client organizations.
- Develop knowledge of industry, understand each client's technology footprint, strategic growth plans & competitive landscape and align with solutions where fit.
- Develop and deliver comprehensive business plans to support customers with implementation plan for new solutions as well as optimization of existing technology.
- Lead demand generation and pipeline development in collaboration with Business Development, Sales Development, Marketing and partner network through a combination of marketing campaigns, industry events, and educational workshops on best practices.

Achievements

- Achieved 180% of budget in FY 2022 and made it to SAP Winner's circle 2022 in my first full year.
- Achieved 110% of budget in the first quarter at SAP (Oct-Dec '21)
- Promoted in a span of two years at Salesforce by exceeding expectations; achieved highest revenue in Mid-market team in North India.
- Played a key role in establishing Salesforce's Education vertical. Created the largest multi-cloud education client in the country in a span of 12 months.
- Acquired 10 new clients across Education, High-tech, Real Estate, Hospitality at Salesforce.
- Established and led the Salesforce Women's Network for North India; strived to amplify the progress of women in Salesforce through personal development, gender equity with a focus on participation from male allies; ideated various marquee events and activities, such as personal finance workshops, leadership training, and mentoring.

Extra-Curricular Activities

- Interests: Reading, Cooking, Badminton, Aquaculture (started an aquaculture farm in my native village to support skill building and employment)
- Volunteering experience:
 - Make a Wish foundation
 - Yuva Foundation

Remya Geetha | 10 Years 2 Months

Enthusiastic and passionate Energy Industry professional who is a Mechanical engineer with a master's in Energy Engineering from NIT Trichy and 10+ years of experience leading and managing global projects in Operations, Engineering, Design, Maintenance and Manufacturing. She led high-impact capital projects across various geographies in EPCI Oil & Gas and Operations & Maintenance projects with clients like BP, Shell, Total, Maersk, Saudi Aramco etc. Led and has been part of multi-national and cross-functional teams and worked with stakeholders from 20+ countries. She is Project Management Professional (PMP) & Lean six sigma black belt certified.

Core Skills

Project Management, Operations and General Management, Engineering, Design, Maintenance and Supply Chain Management

Qualifications

MTech- Energy Engineering, NIT-Trichy, BTech Mechanical Engineering, University of Kerala

Industry

Oil & Gas, Manufacturing, Aerospace

Previous Employers

Shell India Ltd, McDermott International, Cummins India Ltd, Indian Space Research Organization

Industry Expertise

Oil & Gas, Manufacturing, Aerospace

Function/ Domain

Project Management, Operations and General Management, Engineering & Design Maintenance, Supply Chain Management

Areas of Interest

Strategy & Leadership, Operations, Product Management, Project Management, Consulting

Roles & Responsibilities

Project Benchmarking Specialist- Shell India Ltd

- Support Project Competitiveness Reviews at Stage gates from a benchmarks perspective, and provide a competitive intelligence view for each component of a project going through a Competitiveness Review.

Reliability Engineer- Shell India Ltd

- Lead the team and perform the Amplify reporting- Production, Availability, Utilization and downtime reporting monthly and provide report the same to the Asset leadership team, JVs and Alberta State government

Senior Process Data Engineer- Shell India Ltd

- Lead and perform the RCM Study for Penguin FPSO project, RAM modelling for Shell Scotford Canada Refrigeration project, Life extension study of WD-143 Gulf of Mexico project

Associate Mechanical Engineer- McDermott

- Project Engineer carrying out project activities including Coordination, Scheduling, Control & Monitoring, Project engineering KPI reporting, Change Management, Resource Management, Cost control, Document Management and version controlling, participate in engineering Risk assessments
- Prepare Inquiry requisition, Technical bid evaluations, Purchase requisitions, Vendor document reviews, FAT and Construction support
- Single handedly Conducted Kick off Meeting and Factory Acceptance Testing for Aviation Fuel Filter Package at IMENCO, Norway. Conducted Factory Acceptance Test for Centrifugal Pumps in Canada.
- Developed a C++ code for the Simulation of Multiphase flow in an energy system

Assistant Manager, Assembly & Testing- Cummins India Ltd.

- Parts Planning, Corrective and preventive maintenance process documentation, Recon Engine tracking, Process map preparation, target achievement in engine dismantling and assembly.
- Made Customer site visits for maintenance supervision of B-Series Diesel Engines, while having three months experience.

Achievements

- Three Shell Townhall Award- Twice, for Life Extension Study conducted of GOM platform and one for the initiatives in production planning in Scotford Canada refinery
- Appreciation received from stakeholders for Penguin RCM project and Life Extension Study project.
- Received Quality award for the SAF-6, Saudi Aramco project
- 1st Rank in MTech (9.88/10)- Energy Engineering from National Institute of Technology-Tiruchirappalli & Kerala University 2nd Rank for B Tech (8.37/10)- Mechanical Engineering
- Permanent Residence ship holder of Canada.

Sahil Mittal | 11 Years 09 Months

SRCC graduate passionate about building businesses. Built two businesses from scratch, in E-commerce and Food & Beverages, and have close to 12 years of work experience.

Possess a 360-degree understanding of how a business is built and run, and the complications and challenges involved in sustenance and growth.

Started professional journey with PricewaterhouseCoopers (PwC) India in a consulting role.

Rank-holder in SRCC and throughout school, and a CFA Level-3 candidate.

Core Skills

Strategy and Leadership, Entrepreneurial, Category Management, Operations and Process Excellence, Supply Chain Management, Negotiation

Qualifications

B.Com (Hons.), Shri Ram College of Commerce, Delhi University
CFA Level 3 Candidate

Industry

E-Commerce, Food & Beverages, Consulting

Previous Employers

Wellcurve.in (E-commerce start-up);
Dr. Cook (Own Start-up in F&B);
PricewaterhouseCoopers (PwC) India

Industry Expertise

E-Commerce, Food & Beverages Consulting

Function/ Domain

Business Strategy and Growth, General Management, Category Management, Operations & Process Excellence, Supply Chain Management

Areas of Interest

Strategy and Operations, Product Management

Roles & Responsibilities

VP Category & Operations, Founding Team Member | Wellcurve.in

- **P&L Ownership:** Entrusted with the crucial task of spearheading revenue expansion while meticulously managing the company's bottom-line.
- **Strategic Planning & Execution** Developed and implemented growth strategies, created corresponding financial plans, crafted compelling investor pitches, and took the helm in executing the laid out plans.
- **Category Management:** Strategically curated a selection of 3200+ SKUs across diverse categories, effectively boosting sales through comprehensive marketing strategies involving SEO, PPC, content marketing, influencer marketing, and customer retention.
- **Private Label Launch:** Entrepreneur behind successfully launched private label. Revenue from private label contributed to 8% of company's revenue in 6 months.
- **Website Monetization:** : Initiated and managed the profitable monetization of our web assets, which resulted in an 18% increase in overall revenue.
- **Operations and Process Excellence:** Built the company's operational processes, optimized inventory management, and led the operations and supply chain management team.

Founder & CEO | Dr. Cook

- **Business Planning & Growth:** Designed a capital-efficient, sustainable business model to bolster margins and enhance ROI.
- **Marketing Strategy Formulation:** Devised comprehensive marketing mix strategies, resulting in a 60%+ organic repeat rate, thereby enhancing customer satisfaction.
- **Supply Chain Optimization:** Leveraged frozen food technology to streamline logistics operations and effectively minimize wastage to a negligible level.
- **Team Leadership:** Fostered a high-performance culture by building and leading a diverse team of 60+ professionals, inclusive of employees across functions and franchise partners.

Analyst – Risk Advisory Services | PricewaterhouseCoopers(PwC) India

- **Certification Readiness Consulting:** Engaged in an ISO 27001 certification readiness initiative for a prominent telecommunications firm.
- **Process Audits:** Performed comprehensive audits on procurement-to-pay processes.
- **Business Development:** Authored over 15 compelling business proposals targeted at potential new client acquisition.

Achievements

- Played a key role in achieving ARR of INR 35cr in first 2 years of launch at Wellcurve.
- Led Dr. Cook bottom-line positive for 8 years, delighting 2.2Mn consumers (~65% organic repeat rate) through 17 outlets in 3 states and a team of 65 people.
- Awarded merit scholarship in college for achieving 8th Rank in University and 5th Rank in College.

Extra-Curricular Activities

- **Positions of Responsibilities:** President - Senior Executives Club at ISB; Secretary - Mathematics Society at SRCC.
- **Sports:** Represented school and college in badminton tournaments. Enjoy playing table-tennis as well.
- **Practicing Meditation:** I have been practicing Sudarshan Kriya by Art of Living followed by meditation for the last 10 years.

Sachin Kumar Singh | 8 Years 10 Months

I possess an extensive professional background of over 8 years, spanning both private and government sectors. This experience has endowed me with a deep reservoir of knowledge and skills. Leveraging my diverse background, which includes technical and administrative expertise, along with my management education from ISB, I am eagerly seeking senior positions in general management, strategy and consulting, or product management. I am fully confident in my capacity to make a remarkable impact and steer success in these realms.

Roles & Responsibilities

Government of India

Leadership & Senior Stakeholder Management

- Led my Team of around 10 people in Policy Formulation and Implementation of three major Acts of national significance like Right to Persons with Disabilities Act, The Transgender Act, Reservation for Economically Weaker Sections. Achieved 90% efficiency in implementation time of new Acts.
- End-to-end ownership to plan implementation of new rules, liaise with Senior IAS Officers of 24 Departments to coordinate execution-related planning.
- Prepared legal documents and worked in conjunction with senior lawyers of Supreme Court and High Courts (AG, SG, ASG) to protect the interests of the Union of India in legal proceedings across the Country.

Digital Transformation

- Spearheaded end-to-end implementation and administration of e-office and achieved 90% paperless office, resulting in increased efficiency of 75%.
- Automated the service allocation process in the Department (at budget of more than 5 CR) for the selected Candidates in UPSC Civil Services Examination which reduced the service allocation time by 75-80%.

Strategic Analysis & Process Improvement

- Upgraded vigilance standards by tightening medical examination standards and implementation of new technology, and achieved reduction of cases of fraud and misrepresentation by 50%
- Reduced RTI query turnaround time by 50% (30 to 15 days) by devising suo-moto disclosure strategy, delegating ownership and setting deadlines.
- Commenced and successfully lead the effort to simplify and consolidate all periodically issued instructions into a more streamlined format, ensuring ease of use for all stakeholders.

Achievements

- Received 'Highest Performance Rating (9/10)' in Annual Appraisal for four consecutive years for strategic initiatives and going beyond assigned responsibilities
- Achieved appreciation from Head of Department for implementing 3 major Acts at very short notice.
- Acknowledged with multiple prizes for dedicated involvement and noteworthy achievements in Vigilance Awareness Week and other departmental initiatives.

Infosys

- Played an active role in transitioning a project and ensuring the transfer of knowledge among team members.
- Performed WebSphere Application Server management in a large website development and O&M project for a Swedish client.
- Proposed and implemented changes in coordination with the Swedish Client for continuous process improvement
- Engaged in formal training in basic & advanced computer programming concepts

Achievements

- Due to my exceptional performance, I was selected for Fast Track Training in Java as a recognition of my skills and accomplishments.
- Selected as part of 3 Member Team involved in migrating a project from Pune DC to Jaipur DC

Extra-Curricular Activities

- Founding member of "Bharat ke mitra" a citizen centric forum of bureaucrats who provide self-funded and fund-raised services to the destitute of Delhi.
- Constantly work on self-improvement by reading self-help books, meditating, and engaging in regular exercise.



Core Skills

Strategic Planning, Strategic Implementation, Senior Stakeholder Management, General Management, Project Management, Compliance & Regulatory Knowledge, Public Administration, Software Development, Production Support, Software Testing, Customer Service and Relationship Management, Teaching

Qualifications

BTech in Computer Science Engineering, IP University, Delhi

Industry

Government/Public Administration
IT, Education

Previous Employers

Infosys Technologies Limited

Industry Expertise

Strategic Planning, Problem Solving, General Management, Senior Stakeholder Management, Legal Expertise, Software Development, Software Testing

Function/ Domain

Project Management and Administration

Areas of Interest

General Management
Consulting & Strategy
Product Management

Sagar Thakrar | 8 Years 11 Months



Core Skills

Technology Consulting,
Project Management,
Product Management,
Software Development

Qualifications

B. Tech. Computer Science &
Engineering (VIT Vellore)

Industry

Technology Consulting,
IT/ITES, Fintech

Previous Employers

Deloitte, HighRadius,
Accenture

Industry Expertise

Technology Consulting,
Fintech, Health Care and Life
Sciences, Order-to-Cash

Function/ Domain

Technology, Product
Management
Project Management

Areas of Interest

PE/VC, Product Management
Project Management
Consulting

A seasoned project manager with around 9 years of experience in diverse domains such as software product implementation, business process automation, and client engagement. With a hands-on approach to problem-solving, I've led multiple projects across geographically dispersed teams, managing an annual recurring revenue of over \$2 million. My technical prowess is complemented by my leadership skills in agile environments, having worked with multicultural teams across North America, Europe, Latin America, and Asia. My track record includes improving efficiency through automation, resulting in savings of over \$10 million across multiple Fortune 500 companies. I'm passionate about working at the intersection of technology and business, solving complex problems and driving customer success.

Roles & Responsibilities

Accenture (Associate Manager)

- Supervised a cross-functional team across Vendor, Product, and Operations to move from manual cash application handling to an automated solution
- Deployed AI-based cash forecasting automation within the Treasury department, significantly reducing discrepancies between projected and actual collections.
- Identified deficiencies and strategically redesigned an automation solution, leading to a comprehensive remodel of cash applications and collections for an energy sector company.

HighRadius (Functional Consultant)

- Led a team of consultants in the implementation and standardization of cash application processes for Fortune 500 companies.
- Spearheaded initiatives to accelerate project implementation by 50% with the launch of two standardized pilot projects in cobranded channel projects.

Deloitte (Consultant)

- Implemented a data warehouse solution to enable seamless exchange of patient information for a Health information Exchange to be accessed by various service providers
- Designed and Developed data mart for All-Payer Claims Database (APCD) reporting system for a Healthcare Client which enabled its business teams to identify & eliminate wasteful spending and supported some US State Governments in Health Policy Decision Making

Achievements

- Honored with multiple awards at Deloitte and HighRadius in recognition of exceptional client contributions
- Achieved Project Management Professional (PMP) certification

Extra-Curricular Activities

- Established a system for tracking dog blood donors at PettingMatters
- Delivered nurturing care and support to orphaned dogs from as early as one week old

Dadi Sandeep Nag | 08 Years 04 Months

An engineering graduate with 8+ years of experience in various domains where technology can be used. Have experience architecting software systems for telecommunication systems, financial services, and core software products. Lead different projects and worked with cross functional teams and cross boarder teams. Have rich international experience working with diverse groups from different parts of the world. I aspire to become a business leader and use my skills and experience for creating job market with social responsibility.

Core Skills

Software Development, Software Architecture, IT Project Management

Qualifications

M.S (Information technology – Software Engineering), Carnegie Mellon University, Pittsburgh, USA
B.Tech (Computer Science and Engineering), VIT University, Vellore, India

Industry

Software, Financial Services
Telecommunications

Previous Employers

Microsoft, Goldman Sachs,
Ericsson

Industry Expertise

Software, Financial Services,
Telecommunications

Function/ Domain

Software Development
Software Architecture
IT project Management

Areas of Interest

Strategy and Operations,
Consulting
Product Management

Roles & Responsibilities

MICROSOFT May19 – Apr23 |Senior SDE| Redmond, WA

Customer focus

- Microsoft data center lessors value security. There are software solutions that prevent cyber-attacks but not with physical access threats.
- Spearheaded solution that monitors and reports health of data centers with remediations.
- Improved client confidence on datacenter safety

Team Leadership

- Old outlook processing is cost inefficient though have large user base.
- Lead major outlook migration for attachments that is critical for cost saving without impacting accuracy for the clients.
- Saved billions of dollars that Microsoft can use for other teams.

Goldman Sachs Feb16 – May19 |Vice President| NYC, NY

Team Leadership and Management

- Analysts and Investment teams need knowledge management and notifications system for saving their time in making investment decisions.
- Led the development of the system and managed contract employees from India and interns in USA for the same.
- Reduced the effort of search of research documents from days to hours.

Ericsson Jan13 – Jul14 |SDE| Chennai, INDIA

Customer focus

- Telecom clients need analysis on how effective company's products for them are.
- Let the effort of analytics application for customer products.
- Improved customer confidence on company products.

Achievements

- Among Top 5 for Computer Science in under-grad.
- Merit scholarship award for all 4 yrs. of under-grad.
- Oracle java certification
- School science and math talent test awards.

Extra-Curricular Activities

- Fitness enthusiast who hits gym regularly.
- Active participation in recruitment and campus connects.
- Community team works and give events for social welfare.

Saswata Chakraborty | 09 Years 10 Months

Instrumentation and Electronics Engineer with 9+ years of experience in Oil and Gas industry with expertise in Project Management, Procurement, Contract Management and Process Control & Automation Engineering. Skilled in negotiating with administrative authorities for statutory approvals and resolving boundary management issues. I have developed keen interest in driving process improvement initiatives through innovative approach and technology upgradation.

Roles & Responsibilities

Project Management

- **Led Green Field Projects:** Construction of new Oil Storage installation and LPG Bottling plant – **Project cost ₹ 400cr. (\$54M).**
- **Commissioned BPCL's first LPG Bottling Plant in Jharkhand** in record time of 18months amidst pandemic situation of COVID19.
- **Commissioned Integrated Lube Hub** to facilitate efficient inventory management. Implemented cutting edge technologies saving time & cost.
- Completed **Sustainable projects** of blending of **Biofuels and Ethanol**, Installation of **500KW solar power generation** projects.
- **Ensured timely procurement** of project materials and **managed inventory** of value more than **\$10M.**
- **Coordinated with administrative authorities** to resolve the legal issue in land acquisition and obtained statutory clearances.
- Led a team consisting of 7 graduate engineers, 20+ diploma holder technicians. **Managed 15+ domestic and global vendors.**
- Successfully **completed a Brown Field Project of Revamping** a century old marketing terminal – **Project Cost ₹200cr. (\$27M).**
- Revived the tanker unloading facility **reducing product transportation cost by 45%** obtaining statutory clearances from authorities.
- **Augmented product storage facility by 30000+ KL** with new automation and process control technology.
- **Planned and executed major shut down** work to revamp firefighting system of three (3) terminals in eastern India.
- **Managed 60+ major contract packages** starting from Estimation and Budgeting, Scheduling, Tendering, Contract Award & Execution.
- **Project monitoring** through **power BI using MS project tool**, reporting to Ministry Monitoring Cell and **Risk management** at various stage of project.

Project Engineer (Instrumentation and Electrical)

- **Led the technical team** in Finalization of Layout, P&ID, Designing of Electrical and Automation systems, and Product storage tanks.
- **Handled lead engineering** role in Automation and Electrical system for Engineering & Projects department in Eastern Region.
- **Commissioned pilot project** of implementation of **SIL II / III PLC based Terminal Automation System (TAS).**
- **Designed and Revamped Electrical system** of the five (5) Oil & Gas plants with introduction of new HT and LT equipment.

Achievements

- **Co-authored technical paper** on corrosion and presented at Asia's largest conference on corrosion by **NACE, International.**
- Awarded for **"Best Innovative Initiatives"** in BPCL for the period of 2020-21
- Awarded for **"Best HSSE Practices at Greenfield Projects"** in BPCL in 2021
- Recognized as **"Best Brownfield Project Team"** for Budge Budge Revamp Project in 2019-20
- Awarded as **"Best Young Engineer"** in BPCL for the period of 2014-2016
- **Winner** in competition of innovations 'IDEAS' in 2015 and 2017 in BPCL
- Recipient of **National Scholarship of Department of Education, GoI**

Extra-Curricular Activities

- **Actively involved** in social reformation work at Bokaro in Jharkhand through **Corporate Social Responsibility** initiatives of BPCL.
- **Participated in Corporate Cricket Tournaments** for BPCL

Core Skills

Project Management, Contract Management, Procurement and Inventory Management, Cost Estimation-Budgeting-Tendering, Stake Holder Management, Boundary Management, HSE Management, SAP MM and FI Modules, Designing Electrical and Process Automation System, Designing P&ID of Plants, Construction Management in Oil & Gas industry, International Codes and Standards - IEEEE, IEC, and API Codes.

Qualifications

B.E. (Hons.) Instrumentation and Electronics Engineering, Jadavpur University

Industry

Oil & Gas, Manufacturing

Previous Employers

Bharat Petroleum Corporation Limited

Industry Expertise

Oil & Gas, Manufacturing, Automation

Function/ Domain

Engineering & Project Management, Procurement, Tendering, Operations

Areas of Interest

Strategy and Consulting, Operations, Business Development, Supply Chain Management, Retail & e-Commerce

Satya Tejaswi Gadi | 08 Years 06 Months



Core Skills

Project Management, Research and development, Strategy, Operations and supply chain management.

Qualifications

B. Tech in Aerospace Engineering

Industry

Space Technology, Aerospace Manufacturing

Previous Employers

Indian Space Research Organization

Industry Expertise

Space technology, Project planning and strategy, R&D and Product development

Function/ Domain

Scientist/Engineer, Project Manager, Head of Operations

Areas of Interest

Strategy Consulting/Space, Consulting, Product Management, Operations and General management

Roles & Responsibilities

Project Management:

- Spearheaded a team of 30 to successfully carry out the integration of 4 Nos. of Cryogenic Upper Stage for the Geostationary Satellite Launch Vehicle Programme of India.
- Improved process efficiency to reduce the cycle time for Integration of a Cryogenic Stage from 12 months to 5.5 months.
- Proposed process improvements by collaborating with various agencies to bring changes to the entire system to improve reliability to 100 percent for the integration process.
- Performed the entire project planning & execution operations for the newly developed C15 cryogenic stage.
- Managed Supply chain from HAL and BrahMos to ISRO and participated in inter-organization process control committees.

R&D and Product Development:

- Enabled 5% weight reduction in the Cryogenic stage, with the direct effect of vehicle payload enhancement, by redesigning systems.
- Collaborated with Engineers from Ukraine's Yuzhmash facility to develop India's first Semicryogenic Engine SCE 200.
- Led the assembly team to complete the development of India's cryogenic stages for Chandrayaan and Gaganyaan missions.

Achievements

- Secured all-India rank in the 99th percentile in the Indian Institute of Technology – Joint Entrance Examination
- Co-authored and presented technical papers pertaining to assembly and integration at the multiple national conferences.
- Represented work center as captain of Tennis and Table Tennis teams at Inter-center sports meets, active in school and college house teams.
- Worked with high schools in and around the district from 2015-2019 to organize various competitions and motivate children to get involved with the Space Sector
- Winner of Star of Space Week Competition at Indian Space Research Organization Propulsion Complex

Extra-Curricular Activities

- Reading Science fiction and fiction books.
- Playing tennis if the weather permits and playing table tennis if it does not.

Shakeb Ajaz | 08 Years 07 Months

A seasoned professional with an 8.5-year, rich and diverse trajectory in Business Strategy, Process Excellence and Project Management roles across sectors such as Energy, Hospitality, E-commerce, and Education Technology. In my previous roles with an established MNC and various start-ups in nascent stages, whether it was maximizing top line growth or optimizing business operations through key business projects, I have consistently demonstrated my ability to leverage critical business thinking and stakeholder management skills to solve challenging problems. Now, with the knowledge and skills acquired through the management education at ISB, I am keen to take on roles in Business Strategy / General Management or Consulting. I am confident that I can bring a unique mix of technical and business acumen, strategic planning, and execution to these roles.

Core Skills

Business Strategy and Leadership,
Process Excellence,
Program Management,
Revenue Management,
Stakeholder Management,
Project Management

Qualifications

B. Tech (Electrical Engineering),
Jamia Millia Islamia

Industry

Energy (Oil & Gas), Clean Technology,
Travel & Hospitality,
Education Technology, E-commerce

Previous Employers

SHV Energy, Chakr Innovation, OYO,
LEAD School, Cars24, FabHotels

Industry Expertise

Travel & Hospitality, E-Commerce,
Energy & Sustainability,
Education Technology

Function/ Domain

General Management,
Growth & Strategy,
Process Excellence:
Customer Experience,
Project Management Office (PMO),
Sales & Marketing

Areas of Interest

Business Strategy,
General Management,
Consulting

Roles & Responsibilities

Business Strategy and Leadership (FabHotels and Cars24)

- Led a team of 6 Revenue Managers to improve the GMV (Gross Merchandise Value) by 57% (from INR 77 million to INR 125 million) within a span of 4 months.
- Hired, trained, and led a team to improve the realization (bookings to check-ins) and prepaid collections, thereby helping the business improve the average monthly top-line by INR 8 million
- Led a team to boost the productivity of low-performing sales associates PAN-India by over 50%, contributing to an average M-O-M top-line growth of INR 100 million.

Revenue Management (FabHotels and OYO)

- Improved the Occupancy & Revenue of low-performing clusters using ADR (Average Daily Rate) bucketing and CPP (Consistent Pricing Process) analysis, thereby improving the overall RevPAR (Revenue Per Available Room) by 43% within 4 months.
- Identified revenue leakage and streamlined the process to prevent the same, improving total GMV by 3% and adding INR 5.4 million to the top line.

Process Excellence (Cars24)

- Merged the re-inspection and pick-up processes for bikes, thereby reducing customer journey TAT (Turnaround Time) from 3 days to 1 day, saving INR 1.9 million per month and improving stock efficiency by 32%
- Generated actionable insights by speaking to 300+ customers directly; created and implemented a new communication framework through product interventions, thereby, improving the NPS (Net Promoter Score) from 3% to 35% in 2 months.

Stakeholder Management (OYO)

- Coordinated with the Business Development team to win back churned properties, adding an average total of 400 SRNs (Sellable Room Nights) and INR 8 million to the top line.
- Led a cross-functional team with 20+ members to complete RCA (Root Cause Analysis) against each reported CID (Check-in Denial), thereby improving and automating the process and reducing CID (%) from 4% to 0.37% in 3 months.

Project Management (SHV Energy)

- Coordinated with the Business Development team to win back churned properties, adding an average total of 400 SRNs (Sellable Room Nights) and INR 8 million to the top line.
- Led a cross-functional team with 20+ members to complete RCA (Root Cause Analysis) against each reported CID (Check-in Denial), thereby improving and automating the process and reducing CID (%) from 4% to 0.37% in 3 months.

Achievements

- Awarded a 25% scholarship by ISB
- Earned Hall of Fame award for contributions to supply function at OYO in July 2020
- Bagged the award for Effective Churn Management and Team Coordination at OYO in November & December 2019
- Received the Buddy Award for helping three of my team members bag a promotion at Cars24 in May 2022

Extra-Curricular Activities

- I'm an avid cricket enthusiast
- Amid the bustling world, music stands as my serene escape
- I've been an ardent Quizzer since my childhood

Dr. Sudha Rani Erra | 10 Years 09 Months

Medical professional with diverse experience of working in MNC pharmaceutical companies, hospital settings, and academic and research environment. Experience working in a team as well as independently to conduct independent clinical research and trials in an academic setting. Worked as a Medical Safety Expert, liaised with the global product leaders and external case processing teams, worked in different development phases of product development in pharmaceutical companies. Strong experience working in a matrix environment with frequent cross-functional interactions.

Core Skills

Pharmacovigilance, Healthcare, Drug safety, medical safety, Clinical Research & Trials, Physician, Team Management, Training

Qualifications

DM (Doctorate of Medicine)

in Clinical Pharmacology & Therapeutics,

MD (Doctor of Medicine)

Pharmacology,

MBBS (Bachelor of

Medicine Bachelor of Surgery),

Certificate in Pharmaceutical

medicine (DPM part 1)-

Faculty of Pharmaceutical

medicine- Cardiff university

UK (Pharmacology)

ECFMG certificate (USA)

Industry

Pharmaceuticals, Healthcare, Academics

Previous Employers

Novartis,
Nizams Institute of
Medical Sciences

Function/ Domain

Global drug development,
Medical and Drug safety,
Clinical research & trials

Areas of Interest

Product management,
Strategy, Healthcare,
Pharmaceuticals

Roles & Responsibilities

Operations Management

- Provided therapeutic area support for respiratory, immunology and oncology areas as part of BAU operations.
- Performed 1200+ medical reviews for serious suspected drug reactions in clinical trials.
- Co-authored 20+ drug safety documents for periodic reviews and contributed in providing safety inputs to regulatory and developmental safety documents.
- Provided inputs for 10+ ad-hoc Health Authority queries and device related pharmacovigilance activities.
- Performed Safety signal evaluations for 60+ new potential /identified risks using Empirica software.
- Monitored safety profile of 5 pharmaceutical products including medical literature reviews, medical assessments of events, and related activities.
- Worked as independent principal investigator for execution of 20+ clinical studies and experiments as per regulatory requirements in academic setting.
- For 20+ clinical studies designed and reviewed, protocols, SOPs, informed consent forms, participant information sheet, case record forms.
- Trained study personnel (12+), participants (40+), students (600+) on the regulatory guidelines, SOPs and protocols.

Product Management

- As a subject matter expert organized multiple medical safety strategy and pharmacovigilance discussions for Safety Management Teams of Xolair, CSJ117 and Ilaris product teams.
- Co-authored sales data calculation for 2 pharmaceutical products to review the annual sales performance.

Achievements

- Batch topper DM Clinical Pharmacology at NIMS, Hyd
- State topper in MD Pharmacology, Topper in Microbiology, Biochemistry In MBBS.
- Andhra Pradesh State topper Rank 5 in X standard board exams.

Extra-Curricular Activities

- Volunteer: record keeping, student coordinator and vaccine administrator in Intensified Pulse Polio Immunization Program sponsored by United Nations Children's' Emergency Fund (UNICEF), 2003

Sumit Shivani | 15 Yrs 6 months

A distinguished retired Naval Officer with a PG degree from IIT Bombay, recognized for leading high-performing teams and driving success through program management, strategic planning, and operations excellence. Experienced in optimizing resources, mitigating risks, and achieving mission-critical objectives. Successfully guided multimillion-dollar programs, delivering value-added outcomes and spearheading organizational transformation. Led complex initiatives valued at up to \$70 Mn, delivering exceptional return on investment while engaging cross-functional stakeholders. Adept at fostering collaboration and achieving outstanding results through skilled strategic planning, resource optimization, and stakeholder management.

Core Skills

Leadership and Team Management, Program Management, Strategic Planning and Execution, Operations Management, Resource Optimization, Marine Safety and Ergonomics

Qualifications

MTech – Mechanical Engg (TFE) (IIT Bombay), BTech - Mechanical (JNU), PGDM-JBIMS

Industry

Maritime, Defence, Manufacturing, Heavy Engineering

Previous Employers

Indian Navy

Industry Expertise

Naval Operations, Maritime Engineering, Manufacturing, Strategic Planning

Function/ Domain

Operations and Management, Strategic Planning, Production, Procurement Risk Assessment and Mitigation

Areas of Interest

Strategy and Operations/Program Management/Strategic Planning and Execution/Risk Assessment and Mitigation/Team Leadership and Management

Roles & Responsibilities

- Headed two major programs, cross-functional teams of 125+ personnel, overseeing MRO of 100+ Naval warships and achieving national deployment requirements including Mission Sagar. Delivered cost savings of \$50 Mn over 3 years in each project and accomplished a significant 20% reduction in offloaded work.
- Ensured operational readiness and mitigating risks for \$2.5Bn engineering systems on warships. Restored ship's efficiency within 3 months after a 1.5-year outage. Achieved high employee engagement during challenging 9 years onboard ships.
- Formulated 15+ Life Cycle Management policies for Asset/Obsolescence Management of Stealth Frigates, in collaboration with foreign OEMs and oversaw procurements worth \$20Mn.
- Exhibited exemplary leadership and adept team management skills, orchestrating asset restoration within a remarkable 3-month timeframe following a significant 1.5-year outage through resource optimization strategies and task delegation. Demonstrated decisive leadership during a critical fire incident, effectively preserving a valuable national asset and safeguarding numerous lives.
- Expertise in risk assessment and marine safety, led operational sea training for 2000+ Navy personnel, focusing on risk mitigation and safe operations. Conducted ship surveys, identifying critical safety and ergonomic issues, resulting in cost-saving recommendations. Commended for significant impact on safety and ergonomics
- Managed a portfolio of 70+ vendor contracts valued at \$75m, ensuring adherence to quality standards, on-time delivery, and regulatory compliance to support streamlined ship deployments

Achievements

- Flag Officer Commanding-in-Chief commendation for successfully undertaking repairs of critical equipment of a Fleet Tanker, overcoming resource constraints and implementing innovative in-house solutions, ensuring the planned national deployment.
- Runners Up in Inter Syndicate Technical Seminar at Naval College of Engineering and Runners Up in National Technical Seminar at Govt Engineering College, Thrissur.
- First amongst all the Defense officers pursuing M Tech – IIT Bombay.
- Paper titled Performance of intumescent coatings in cone calorimeter and open pool fires published in International Fire Journal, 2019
- Paper titled Maintenance philosophy for enhanced combat effectiveness: Options and way ahead for Indian Navy published in Journal of Marine Engineering Vol 77, 2020.

Extra-Curricular Activities

- Mentored Engine Room under trainee officers to assume more advanced roles in the Engineering branch of the Indian Navy. 2019-2020

Sunil S Korti | 20 Years 10 Months

A decorated Indian Navy Veteran (Submariner) with over 20 years of experience in effectively leading diverse teams of varying sizes from 5 to over 100 members with expertise in strategic planning, leadership development, team building and proficiently managing operations. Proven record of developing comprehensive strategic plans and translating long-term vision into actionable initiatives. Extensive experience in fostering coordination among cross-functional and multi-ethnic teams. A proactive problem solver known for building cohesive and motivated teams, maximizing productivity, and consistently achieving project targets efficiently.

Core Skills

Leadership/Strategy/
Communication/Operations
Management/Portfolio & Program
Management /Crisis
Management/Training &
Development/Human Resource
Development/Submarines

Qualifications

BSc (JNU),
MSc (Nautical Sciences) (CUSAT),
MSc (Defence & Strategic Studies)
(Madras University),
PGP in Management (ISB)

Industry

Defence

Previous Employers

Indian Navy

Industry Expertise

General Management,
Strategic Planning,
Submarine Technology

Function/ Domain

Strategy, Operations,
Program Management,
International Cooperation

Areas of Interest

Strategic Leadership,
General/ Program Management,
Operations

Roles & Responsibilities

CEO (Commanding Officer) of a Submarine

- Managed and oversaw all aspects of Operations, Administration, Training, Logistics, Budget, Maintenance, and HR for a submarine and associated assets valued at over \$750 million.
- Successfully built and led a team of over 100 individuals, ensuring the attainment of established Key Result Areas (KRAs) within stringent deadlines.
- Established and maintained effective communication and collaboration with leaders from diverse organizations, both internal and external, including overseas counterparts, fostering productive working relationships for the benefit of the organization.
- Strategically planned and executed the maiden re-basing of a submarine to Karwar, focusing on seamless transition and efficiency in logistical and supply chain operations.

Program Management (Submarine Construction)

- Handpicked to lead a team entrusted with the timely induction of a submarine, constructed by M/s MDSL, into the Indian Navy.
- Responsible for ensuring quality control, proper execution of trials, and delivery aspects throughout the construction phase at M/s MDSL.
- Designed and implemented internal organizational structures, including infrastructure, work culture, reporting chains, and Key Focus Areas (KFAs).
- Effectively liaised with multiple agencies, notably M/s Naval Group in France, for crew training and also to improve design and integration aspects of the submarine's systems.

Training and Development

- Mentored and guided both Indian and international student officers, delivering lectures and facilitating discussions on a range of subjects including Operational Planning Process, Defence Procurement Procedures, Military Strategy, International Relations, Maritime Law, and Submarine Operations.
- Analyzed historical performance to identify areas for improvement in future training design and developed performance analysis indicators.

Achievements

- Conferred with the Nao Sena Medal (Gallantry) by the President of India for displaying exemplary leadership, courage, and quick thinking during a high-pressure operation.
- Commended by the Chief of Naval Staff and Flag-Officer Commanding-in-Chief.
- Twice awarded first prize in the Navy's most prestigious essay competition.
- Graduated with highest honors (summa cum laude) in MSc (Nautical Sciences) and MSc (Defence and Strategic Studies).
- Co-authored a published paper titled "Make in India – Way Ahead for the Indian Navy" in the FICCI publication "Make in India Paradigm – Roadmap for a Future Ready Naval Force".

Extra-Curricular Activities

- Represented India in Yachting at an international level.
- Sports Enthusiast – Golf, Squash, Swimming, Riding.
- Reading – Geopolitics, Technology, Finance & IR.

Suhas Hegde | 15 Years 03 Months



Core Skills

Program Management, MS Project, Operations Management, Risk Management, Agile, Stakeholder Management, Cost and budgeting, Scrum Agile Methodology, Change Management, Leadership, Governance & Compliance Manufacturing, Consultancy, Strategy Management, Crises & Conflict management

Qualifications

Post Graduate Program (1 year Full time) / Indian School of Business- Pursueing, MSc., Defence and Strategic Studies / Madras University, PG, Naval Construction/IIT Delhi, B.Tech., Naval Architecture and Ship building/Cochin University

Industry

Manufacturing, Heavy Engineering, Maritime, Supply chain

Previous Employers

Indian Navy

Industry Expertise

Manufacturing, Operation, Technical Consultancy, Program Management

Function/ Domain

Program Planning & Management, Operations & Supply chain, Management Strategy & Leadership, Risk Management

Suhas, is a military Veteran with 15+ years of experience in Project/ Program management in waterfall and agile frameworks. He has demonstrated experience in project lifecycle worth INR 25000 Cr involving design, planning, construction, customer delivery , exploitation and post-delivery support of complex technical projects in manufacturing and heavy engineering sector. Suhas has demonstrated leadership by imparting training, mentoring and motivating cross functional teams with 600+ people in 06 workshops to achieve organizational objectives under time constraints. He is a technology enthusiast and has spearheaded 5 digitalization projects to improve efficiency of the organization including use of VR technology at early design stage to reduce time taken for production by 20 %. Suhas is keen to take up roles in leadership, strategy and operation roles in companies at the intersection of emerging technology and manufacturing.

Suhas warded 04 commendations for professional achievements and awarded Silver Medal for Best Design Project & dissertation at IIT Delhi

Roles & Responsibilities

Program / Project Management

- Responsible for six technical projects worth ~Rs 25000 Cr; Led a multidisciplinary team of 45 engineering inspectors in mixed matrix project structure with collaboration with functional groups
- Demonstrated strong PM skills by effective planning, costing, progress tracking, control of 3 shipbuilding projects consisting of 1500 + activities, 4 contractual milestones executed over 66 months using MS Projects and Primavera software.

Operations, Supply Chain & Business Planning

- Headed 12 officers and managed ~600 people in 6 production centres in a large ship maintenance infrastructure
- Systematic allocation, utilization, controlling & coordinating activities of talent resources to ensure timely completion of all projects.
- Forecasted and planned resources for 04 shop floors and work teams to ensure near/long term inventory management to prevent inventory buildup/stockouts

Leadership and Change Management

- Designed process improvement by use of VR technology & 3D model for early-stage design audit of ships thereby reducing time taken by 20 %.
- Implemented stringent quality controls and project management strategies by transformation of existing organizational processes
- Set up Center of Excellence for construction of boats from a redundant shopfloor at Naval Dockyard. 100% transformation of organizational processes to create new value chain.

Achievements

- Awarded 04 commendations inservice for professional achievements and awarded Silver Medal for Best Design Project & dissertation at IIT Delhi
- Experienced in working in collaborative multicultural environment Participated in 13+ international maritime exercises & in 2 deployments to 4+ Southeast Asian nations across 5 foreign ports

Extra-Curricular Activities

- Endurance events, Marathons; Iron Man 70.3;
- Para-gliding at Bir, Billing;
- Organized a Royal Enfield Motorcycling club
- President Manufacturing and Operations Club, ISB



Swati Agarwal | 08 Years 07 Months

Swati is a Chartered Accountant (CA Final AIR 34) with close to 9 years of extensive experience in Strategic Planning & Execution, Business Finance, Financial planning & Analysis, and Financial Reporting. She has an impeccable track record of managing P&L worth ~ \$3.5B across verticals in major B2B and B2C ecommerce giants such as JioMart, Udaan, Myntra and Flipkart. She has led teams of different sizes, successfully launched new business initiatives, collaborated across multiple departments, and has negotiated contracts worth \$100Mn.

Core Skills

Business Finance, P&L management,
Financial Planning & Analysis,
Financial Reporting &
Revenue Assurance

Qualifications

MBA, ISB, Chartered Accountancy,
B.Com. (Hons.) Finance & Accounting

Industry

Retail, E-commerce

Previous Employers

Reliance JioMart, Udaan,
Myntra & Flipkart

Industry Expertise

Retail & E-Commerce

Function/ Domain

Strategic Planning & Execution,
Business Finance,
Financial Reporting,
& Revenue Assurance,
Financial Planning & Analysis

Areas of Interest

Corporate Strategy,
Corporate finance,
Management consulting

Roles & Responsibilities

Strategic planning & Execution

- Aided the launch and scale up of flour private label via competitive benchmarking with 4+ teams, delivering \$35M annualized revenue and 15% margin improvement in 5 months
- Finalized \$100M+ annualized contracts with 3+ strategic business partners such as Adani and ITC by liaising with commercial, finance and legal, saving \$5M annually via incentive negotiations and credit extensions
- Leading a team of 2, operationalized in-house procurement via business planning and revitalizing 3+ SOPs across 3+ departments and 5+ stakeholders, saving 5% on transportation cost

Business Finance:

- Accomplished \$12M festive sale generation through seller incentive finalization and disbursement, working with 3+ teams
- Finalized margin structure through competitive benchmarking and seller negotiations to help onboard 1k+ Self Help Groups and whitespace of 7+ leading FMCG brands, delivering \$6M in annualized sales
- Conceptualized 3+ incentive schemes for adding 40k+ MSME buyers, leading to a 30% increase in average order value.

Financial Reporting & Revenue Assurance

- Facilitated Walmart's \$16B acquisition of Flipkart through financial due diligence and collaboration with 3+ US stakeholders in Walmart international
- Achieved compliance with a new centralized taxation regime for 1000+ sellers in 2 months, revamping 4+ IT systems across 7+ categories and 5+ departments, updating 3+ accounting processes, and training 20+ team members
- Preserved seller experience by identifying aberrations in revenue charged and instituting an SOP and automated process to reimburse \$2M; saved \$0.2M in the process, working with 2+ departments.
- Led a 15-member team for supervising \$1.5B on-ground inventory, coordinating with 5+ departments and 20+ stakeholders, and delivering \$6.5M savings by resolving a 1.5-year-old legacy reconciliation issue
- Ensured continuity in \$3B of financial operations through contingency planning and prompt response during a malware attack; awarded amongst the top 2% by Finance Controller
- Preponed \$4M breakage income and saved \$0.5M annually through E-gift card expiry date revision from 3 years to 1 year following a change in govt. regulation, by aligning 4+ departments to implement group-level best practices.

Financial Planning & Analysis

- Achieved 42% growth in GMV and 36% in margin in FY'22 for the food business by revitalizing the monthly review process, focusing on loyalty schemes, direct procurement, and assortment availability as key levers
- Accomplished 33% reduction in inventory cycle and 9% improvement in margin via financial modelling and portfolio selection, moving 600+ items to just-in-time model and 250+ strategic items to 40% increased replenishment frequency.
- Facilitated supply chain capacity enhancement by 60%+ by proposing a capex business case in a record duration of 2+ months, leading to \$0.6B additional annual GMV.

Achievements

- Awarded amongst top 2% employees at JioMart, Udaan and Flipkart
- Chartered Accountancy (100th percentile; AIR 34 / 0.14 M+)
- Bachelor of Commerce (Honors; Class rank 1 in a batch of 600)

Extra-Curricular Activities

- CA student mentor, United Nations Volunteer, Volunteer at NGO - eVidyaloka
- Certified yoga trainer, Participated in Queens' online chess festival'22, Toastmaster.



Tania Aggarwal | 11 Years 08 Months

An accomplished Business Analyst and Product Manager with extensive experience in delivering high-impact solutions across varied sectors. I have 6 years of experience working in the UK, managing multi-cultural and cross-functional teams across India and Europe and leading numerous projects in agile environment for leading data and intelligence providers in energy, sustainability, and real estate sectors.

I've been instrumental in aligning teams towards achieving organizational goals, building data-driven products, ensuring stakeholders' satisfaction, facilitating engaging client interactions, and creating customer value. With this diverse skillset, I drive business transformation and foster growth. I also excelled as a software developer early on in my career.

Core Skills

Business Analysis, Product Management, Stakeholder Management, Technology Consulting, Agile Project Management, Software Development

Qualifications

B.Tech Computer Science Engineering (YMCA University)

Industry

Technology, IT/ITES, Energy & Sustainability, Real Estate, Healthcare, Data & Analytics

Previous Employers

Nagarro Software Private Limited

Industry Expertise

Technology, IT/ITES, Energy & Sustainability Tech, Real Estate Tech, Healthcare Tech, Data & Analytics

Function/ Domain

Business Analysis, Product Management, Agile Project Management, Technology Consulting, Software Development

Areas of Interest

Product Management, General Management, Program Management, Technology Consulting, Strategy and Consulting

Roles & Responsibilities

Business Analysis & Product Management

- Liaised with top 10 real estate firms and led a team of 10 to develop the inaugural commercial data platform for the UK real estate sector generating €7M annual revenue for the client.
- Managed a remote team of 6, implementing innovative features for UK's leading real estate marketplace and raising client NPS from 6.4 to 8.7, resulting in a 15% boost in revenue.
- Partnered with data scientists to integrate AI and machine learning algorithms to predict price, demand, and supply for energy commodities such as carbon and gas enhancing product value and customer satisfaction.
- Leveraged extensive industry knowledge and expertise to mentor three business analysts, empowering them to align their delivery with the organization's strategic objectives related to data harvesting and transformation.
- Engaged with prospective customers, providing effective product demos, and bolstered sales strategies to enhance product promotion.

Agile Project Management

- Demonstrated agile leadership by directing a geographically diverse team of six, delivering €1.5M worth of advanced analytics services to enhance customer solutions.
- Orchestrated the collaboration of five cross-functional teams, steering a €485K project to bolster the security posture of the client's products.
- Supervised tasks for a team of 10 developers and successfully resolved the client's long-pending backlog of support tickets from 3 years ago within a timeframe of 4 (3 weeks each) sprints.

Software Development

- Designed a pioneering prototype during Innovation Day, encouraging the client to tap into a fresh revenue stream, adding €500K to their product portfolio.
- Coordinated with a team of 15 data analysts and researchers, architecting a robust data model that became the bedrock of the client's data systems.
- Undertook 200 code reviews in 2 years for over 20 projects and clients as part of an elite team of 15, strengthening coding standards and improving code quality across the organization.

Achievements

- Distinguished with the 'Above and Beyond' award by the client, recognizing the exemplary contributions and substantial value added to their business.
- Honored with the 'Outstanding Performer of the Year' award by the employer for leading a crucial project instrumental in securing the client's future business.

Extra-Curricular Activities

- Co-founded 'Smilyo', an educational charity aiming to revolutionize the educational sector in India, demonstrating commitment to societal upliftment.
- As part of the executive team at 'QuadballUK', supported the growth and development of the Quadball sport community across the UK, showcasing leadership in sports promotion and community engagement.



Venkatesh Sripada | 11 Years 01 Months

I have 10 years of experience in Software Development & its Administration. Worked as Technical Team Lead for Banking, E-Commerce, & CPG domain projects. Enhanced the trust between clients and my employers. I was instrumental in building a team from start. As a subject matter expert, I trained diverse people ranging from managers to new joiners.

Core Skills

- Leadership
- Project Management
- Team Management
- Stakeholder Management
- Process Improvement
- Client relationship Management

Qualifications

M.Tech - Power Systems and Automation

Industry

IT Services, Technology

Previous Employers

TCS, Wipro Technologies, Vignan Engineering College

Industry Expertise

IT/ITES, Technology, Education

Function/ Domain

Project Management, Customer Relationship Management, Technical Operations

Areas of Interest

General Management, Program Management, Strategy & Consulting, Product Management

Roles & Responsibilities

Tata Consultancy Services (May '19- Mar '23) | Assistant Consultant

Leadership:

- Led PepsiCo's transition from Infosys to TCS for their TIBCO integration services and successfully delivered the same in 30 days; collaborated with 5 representatives from Infosys (a competitor) to ensure smooth knowledge transfer.

Project Management:

- Trained & managed a team of 7 junior engineers to provide 24/7 support on the project and consistently met SLAs (service level agreements), generating positive feedback, and increasing revenue from client by 40%

Problem Solving:

- Automated 170+ processes using TIBCO HAWK to pre-empt system failure alerts for PepsiCo's on-field billing process, avoiding potential losses of USD 32k.

Client Management:

- Improved client relations, helping increase FTEs (full-time equivalents) deployed for TIBCO team from 1 to 30 in 1 year.

Wipro Technologies (Jun '15- Jan '18) | Senior Software Engineer

Stakeholder Management & Cross Functional Collaboration:

- Developed 4 TIBCO modules for CITI bank, helping generate revenue of USD 655K within 2 months for new market launch.
- Collaborated on the dashboard development for monitoring 300+ applications, helping new employees identify issues with ease.
- Integrated 3 TIBCO products, helping avoid redundancy in 10+ applications.

Process Improvement:

- Introduced Linux scripts to automate manual work (restarting, deployment, etc.), reducing person-hours spent by 90%

Vignan Engineering College (Apr '12 - Mar '13)

Assistant Professor

- Taught Network Theory to a class of 60, helping more than 80% of the class secure above 70% marks in the subject.
- Guided 3 graduate students on their 6-month final project, helping them complete their graduation.

Achievements

- Secured 6 appreciations for the best performances at TCS.
- Promoted twice in span of 4years at TCS (average 6years); Twice in the span of 4years at Wipro
- Recognized for best contribution to CITI bank project at Wipro Technologies

Extra-Curricular Activities

- Volunteered for Beach Cleanliness Program and helped Visakhapatnam achieve cleanest city award.
- Participated in Wipro 5K run to contribute the amount to Wipro Cares which helps underprivileged children.
- Winner of volleyball competition twice during college day celebrations; Runner up in National Level Volleyball Championship conducted by Bharatiya Vidya Kendram
- Secured cent percent in Sanskrit at 10th CBSE board exams.

Vinay Kumar Katukuri | 11 Years 2 Months



Core Skills

Leadership and Team Management, Program and Project Management, Construction and Quality Management, Operations and Maintenance, Planning, General Management, and Stake Holder Management.

Qualifications

B.Tech. Electrical and Electronics Engineering, University College of Engineering-KU

Industry

Power Generation and Utilities, Mining & Power Project, Information Technology

Previous Employers

Infosys Technologies Limited, Singareni Collieries Company Limited, Telangana State Power Generation Corporation Limited.

Industry Expertise

Operation and Maintenance activities in Power Generation and Utilities, Construction and Project Management in Power Projects & Mining, Information Technology

Function/ Domain

Leadership, Construction Management, Project Management, Operations & Maintenance, Supply Chain Management, General Management

Dynamic and passionate Engineering professional with 11+ years of diverse experience in leading and managing projects, Operations, Maintenance and Planning across various industries including Power Projects and Stations, Mining, and Information Technology.

Led multi-disciplinary teams of over 200 members and managed multiple Erection, Testing, and Commissioning Projects. Demonstrated expertise in power plant operations and switchyard maintenance, Planned and implemented preventive maintenance schedules and successfully led multiple maintenance and upgradation projects. Adept at Inventory management and Procure to Pay process at PSU's. Prioritized stakeholder management throughout the career to ensure successful project outcomes and foster positive relationships. In addition to my deep knowledge in Energy & Utilities, my diverse experience across multiple disciplines and industries has equipped me with a broad skill set, adaptability, and the ability to thrive in various environments.

Roles & Responsibilities

Switchyard Maintenance Engineer / Plant Operations Engineer

- Developed Maintenance plans, effectively reduced down time of equipment.
- Reduced cost of Transformer Maintenance cost by executing work with in-house workmen and efficient supply chain practices, instead of outsourcing work to contractors.
- Effectively utilized Power System Development Fund by upgrading 220KV switchyard equipment, with minimal downtime. Taken full ownership, right from initiation until commissioning.

Executive Engineer- ETC Works 400KV Switchyard

- Designed and developed power plant drawing management system. Improving productivity of each engineer by reducing time to search drawings to 5 minutes from 1 hour.
- Successfully commissioned 400KV Switch yard and Station Transformer before the deadline, one of the first milestones of power plant commissioning.
- Settled disputes between contract workmen and contractor, enabling smooth flow of work.

Executive Engineer- ETC Works Control & Instrumentation

- Lead 60+ Team comprising of Contract Engineers, Supervisors, Technicians and Workmen.
- Erection, Testing and Commissioning of C&I Equipment.
- Successfully commissioned Boiler Turbine Generator (BTG) system Control & Instrumentation Equipment

Systems Engineer- SAP ABAP Consultant

- Carried out Client Requirement Analysis for US pharma client.
- Developed of SAP ABAP reports, User Interface/ Selection screen and programs for Selection Screen Input Validations.

Achievements

- All India first Ranker in the recruitment of Singareni Collieries Company Limited.
- Cracked highly competitive PSU exams such as Indian Post, IBPS PO, SCCL, TSGENCO.

GALLERY



GALLERY





ABOUT ISB

The Indian School of Business (ISB) evolved from the need for a world-class business school in Asia. The founders, some of the best minds from the corporate and academic worlds, anticipated the leadership needs of the emerging Asian economies.

They recognised that the rapidly changing business landscape would require young leaders who not only understand the developing economies but who also present a global perspective. The ISB is committed to creating such leaders through its innovative programmes, outstanding faculty and thought leadership. Funded entirely by private corporations, foundations and individuals from around the world who believe in its vision, the ISB is a not-for-profit organisation.

The Indian School of Business gained the unique distinction of receiving accreditation from the Association of MBAs (AMBA), making it the 100th School in the world to achieve the 'triple crown' of accreditations from AMBA, EFMD Quality Improvement System (EQUIS), and the Association to Advance Collegiate Schools of Business (AACSB). Accreditation from AMBA represents the highest standard of achievement in post-graduate business education. Its rigorous assessment criteria ensure that only the highest-calibre programmes which demonstrate the best standards in teaching, curriculum, and student interaction achieve Association of MBAs accreditation.

Founding Schools



Accreditation



Associate Schools





The **POST GRADUATE PROGRAMME**

THE POSTGRADUATE PROGRAMME IN MANAGEMENT (PGP) at the Indian School of Business is a top-ranked MBA equivalent program, which is designed to equip young managers with multidisciplinary perspectives, thinking skills and research tools to help them accelerate growth, both for themselves and their employers. ISB offers its students a unique amalgamation of industry relevant programmes tailored for an Indian context, top-notch global faculty, world-class campuses, and much more. PGP is undergoing a rapid pedagogical transformation in response to the highly disruptive pandemic. The new programme is 52 weeks long and commences with a Digital Head-start Module (DHM). The PGP is concurrently delivered across ISB's two campuses - Hyderabad and Mohali. The School follows a unified process for admissions, learning and placements, so participants are assured of the same learning, career opportunities and alumni network, irrespective of which campus they study in.





HYDERABAD CAMPUS

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