



**POST GRADUATE
DIPLOMA IN
MANAGEMENT –
BUSINESS MANAGEMENT
(PGDM-BM)**

**PLACEMENT BROCHURE
2023-25**

ABOUT PGDM-BM

Double Accredited by AMBA, AACSB & AICTE approved.

At least 3 years of experience mandatory for executives.

Oldest **Full-Time Programme of MDI Gurgaon**.

First Executive Program in the country.

MDI pioneered the full-time Executive Graduate Programme in Management in **1987** named Post Graduate Diploma in Management (National Management Programme) - PGDM (**NMP**).

Duration of the program is **15+3 months on-campus**.

Offers **Dual Specialisation** to candidates from **Operations, IT, Strategy, General Management, Marketing, Finance & HRM/OB**.

The program attracts talent from diverse industries, cultures & geographies.

AICTE-approved program of **high academic & co-curricular rigor**.

Unique aspects of the program include a **2-week National Immersion module** & 3 days experiential learning module on leadership competency development.

A Provisional **International Immersion Module of 2 weeks** is also another feature of the program.



USPs OF PGDM-BM

The class is the melting pot of very rich & diverse experiences, which allows every student to benefit & develop as a professional & business leader of future. The learning pedagogy allows participants to develop well-rounded functional competencies & stay abreast of the latest emerging trends in the business world, which would help them excel in the real world.

1. The experienced & trained managers from diverse background can hit the ground running from day one with minimal training needed, thus yielding higher ROI & lower rate of failure.
2. Owing to seasoned experience of 3-15 Years the executives have pragmatic insights regarding trends & expectations in business situations making them a better market fit.
3. 20% of the batch from fortune 500 companies & 33% from top tier institutes makes the diverse cohort a pack of leaders who have been honed in toughest of business situations.
4. The experienced executives have had the benefit of learning with peers who contribute actual industry insights & best practices to the class making the learning cross-functional & robust.
5. The decision to upskill along adds to their diverse experience making them edge ahead in reading business dynamics & in pragmatic problem solving during tough situations.

ABOUT MDI



MDI Gurgaon is accredited by the following international bodies:

- Association of MBAs (AMBA), London.
- Association to Advance Collegiate Schools of Business (AACSB), USA.

Its programmes are approved by the All India Council for Technical Education (AICTE), Government of India (GoI).

MDI has been consistently ranked among the top B-schools in various ranking surveys conducted by agencies & publications like:

- National Institutional Ranking Framework (NIRF)
- Business World
- Business Today
- The Week
- Business Standard

Located in the business hub of Gurugram, **MDI** provides a unique corporate connect to the student community. The residential nature of **MDI** programmes provide opportunities for teamwork and continuous learning on campus with round the clock access to state-of-the-art infrastructure. Over 700 new members join the **MDI** alumni network every year. Research by **MDI** faculty is published in reputed national and international journals.

RANKING & ACHIEVEMENTS



MDI inculcates core values that direct its vision & mission to attain excellence & sustain innovation.

CORE VALUES

ACCOUNTABILITY: **MDI** shall ensure accountability to all its stakeholders rooted in internal management and external adherence to law and society norms.

TRANSPARENCY: **MDI** shall operationalise transparency as the ability of individuals in the organisation to be responsive, productive & innovative.

TRUST: **MDI** shall seek to earn inter-personal trust by adopting governance practices reinforced with policy and on process-based decision making.

INCLUSION: **MDI** shall promote non-discrimination practices for all sections of society that advance cohesion & diversity as affirmative action.

EMPATHY: **MDI** shall foster a culture of care and co-create skills for everyone to move towards their professional goals.



VISION



"**MDI** aims to be a globally recognised management school through academic excellence & continuous innovation to nurture responsible leaders for creating sustainable alternatives."

MISSION

- Become a globally recognized management school with international & national recognition through knowledge development.
- Enhance academic excellence in research, consulting, training & teaching with cutting edge resources.
- Encourage continuous innovation.
- Create & nurture socially responsible leaders.
- Promote sustainable alternatives in decision making.

MESSAGE FROM DIRECTOR



Prof. Arvind Sahay
Director, MDI Gurgaon
Professor of Marketing

Dear Recruiter,

I am delighted to introduce the 36th batch, Class of 2025, of the **PGDM-BM** program. **MDI** Gurgaon holds the proud distinction of being the pioneer of executive education in India. **MDI** Gurgaon consistently ranks among India's best MBA colleges, fostering a vibrant peer learning environment with some of India's brightest students across corporate and governance programs. The batch of **PGDM-BM** (erstwhile NMP) has always been the program that creates leaders of tomorrow for the corporate world which is evident by its executives donning c-suite positions across the globe.

Management education is undergoing a major shift. Technology, geopolitics, and rapid innovation demand new skills beyond traditional curricula. Recruiters seek candidates who thrive in a VUCA world, strategize effectively, and lead with passion and resilience. Our world-class faculty and state-of-the-art infrastructure, located in a dynamic corporate hub, equip our students to tackle these challenges. **MDI** Gurgaon alumni lead major corporations and launch successful startups, embodying the perfect blend of business acumen and public policy insight. We are committed to shaping paradigms, not just teaching them. Our attempt is to prepare our graduates to be able to engage with a VUCA world and help manage and lead initiatives in firms.

I welcome you to connect with our graduating students and explore the possibility of building a long-term relationship with **MDI** Gurgaon.

MESSAGE FROM DEAN INDUSTRY CONNECT



Prof. Sumita Rai
Professor,
Organizational Behavior & Human Resource Management
Dean - Industry Connect

As Dean, Industry Connect I am delighted to recommend our **PGDM-BM** program. Over the years, I have had the privilege of managing a diverse and talented batch of executives who have consistently demonstrated exceptional acumen in their respective fields and sit at several c-suite positions across industries since 1987. Our program is meticulously designed to equip these professionals with the necessary skills and knowledge to navigate the complex business landscape. The transformation I have witnessed in these executives, in terms of strategic thinking, leadership, and decision-making abilities, has been truly remarkable. I am confident that our Executive MBA graduates would be an invaluable addition to any organization seeking dynamic and effective leaders.

MESSAGE FROM THE CHAIRPERSON PGDM-BM



Prof. Shiv S Tripathi
Associate Professor
Chairperson - PGDM (BM)

It gives me great pleasure to introduce you to the 36th batch of **PGDM-BM** program which comprises an exceptional cohort of 54 executives who are poised to become future leaders in various domains of business. The **PGDM-BM** program is designed for professionals who have gained valuable experience in the corporate world and are now seeking to broaden their perspectives and accelerate their careers.

In today's fast-paced and ever-evolving business landscape, the need for comprehensive upskilling is very important to stay relevant in the business world. The **PGDM-BM** program at **MDI** Gurgaon is specifically crafted to meet this need, providing a rigorous and transformative educational experience that equips participants with the tools and insights required to excel in pivotal roles in organizations.

What sets this program apart is its practitioner's approach, which seamlessly integrates academic rigor with practical, real-world applications. The curriculum is designed to ensure that the learning is not just theoretical but also highly applicable to the challenges and opportunities faced by businesses today. Through a combination of interactive lectures, case studies, industry projects, and mentorship from seasoned professionals, participants gain a holistic understanding of business management and leadership.

Moreover, the **PGDM-BM** program is more than just an academic journey; it is a comprehensive leadership development experience. Our graduates emerge not only with enhanced knowledge and skills but also with a renewed sense of purpose and enterprise. They are well-prepared to take on strategic roles and drive meaningful change in the organisations they join.



Prof. Ajay Kumar Jain
Professor
Dean, SoMFI, PGDM-Online & Accreditations

MDI's PGDM-BM (Erstwhile NMP) is one of the oldest executive programs in the country with a very strong alumni base. I have been teaching the students of this program since 2004 and always admire their willingness to learn & go an extra mile to absorb the learning to make it practically relevant. Over the years, I found that this program prepares the executive participants to hold a leadership position in various functional areas e.g., Marketing, Finance, HR, Strategy, IT & Operations. The participants demonstrate a strong connect between their past work experience & classroom learning. Industries have hired them with a firm belief that they are ready to deliver results & take their organizations to the next level. As a teacher, it's a delight to teach such an experienced group of executives and an opportunity for industry to recruit a "ready to perform" group of managers from this program.



Prof. Amit Gupta
Associate Professor
Operations Management

PGDM-BM (Erstwhile NMP) is a unique 18-month full-time PGDM program & the participants of the current, i.e. 36th batch come from diverse backgrounds with an average work experience of 6.5 years. The BM program is determined to deliver to your organization with exceptional business talent. The batch is proficient in management tools & techniques. They can reflect on their experience and can apply new frameworks, which in turn contributes to forming a strong foundation for their future.



Prof. Jyotsna Bhatnaga
Professor
Dean - Research

It is always a pleasure to interact with the **PGDM-BM** (Erstwhile NMP) students. Executive insights in classes are a value add & we all look forward to teaching NMPians. They come with rich experience and from diverse backgrounds which makes peer to peer learning a great experience for the cohort. I am in touch with my NMP alums & also invite them to share insights with current batches on Talent analytics, Talent assessment etc. These experiences sharing classes are a bonus to our current students & are full of practical wisdom & knowledge.



Prof. Sangeeta Shah Bharadwaj
Professor
Information Management Area

PGDM-BM (Erstwhile NMP) is a very prestigious program of **MDI**. I have been teaching the students of NMP for last 15 years and also have been associated with this program as former Dean. The students in this program come with diverse background & minimum of 3 years of work experience. Hence they are very inquisitive and want to get the best from the program. Proportionately they put in similar level of efforts & leave no stone unturned to advance their learnings & engage in extracurricular activities of the Institute as they get another opportunity in their career to develop & shape their personality in the guise of students. At the core they have seen the corporate world & know how to blend the learning & corporate experience towards achieving their goal. The recruiters have found them knowledgeable and enterprising.

MESSAGE FROM THE CHAIRPERSON EGP-PLACEMENT



Prof. Abinash Panda
Professor
Chairperson - EGP Placements
Phone: +91 - 8191005838
Email Id: abinash.panda@mdi.ac.in

MDI is among leading business schools in India and is well known for decades for offering high-quality management education, action centric research and consultancy to the industries and government. The institute has consistently been among top-ranked B-schools by various agencies. **PGDM-BM** (Erstwhile NMP) is the first full time executive MBA program of India and has added to the glory of **MDI** since 1987. It focuses on developing leaders who excel in the rapidly changing business environment, become agents of change and are charged with a customer centric orientation.

The Class of 2023-25 is a diverse group of aspiring graduates that includes executives from a variety of Industries and business experience ranging from 3 to 15 years with average work experience of 6.4 years. **PGDM-BM** graduates are equipped with necessary analytical skills to deal with changing business demands and lead organization with highest ethical standards. The Diversity of batch in terms of educational qualifications, age, gender and professional experience has added color and richness to the quality of individual learning. We welcome you to **MDI** Gurgaon Campus to experience the pedigree, diversity and talent of class of 2023-25 of **PGDM-BM** and be part of its placement process. I would like to express gratitude to the recruiters for continued association with us over the years. At the same time, I would also like to extend warm welcome to new recruiters.

Looking forward to welcoming you at **MDI** Campus!

PLACEMENT COMMITTEE

Mail us at: executiveplacements@mdi.ac.in



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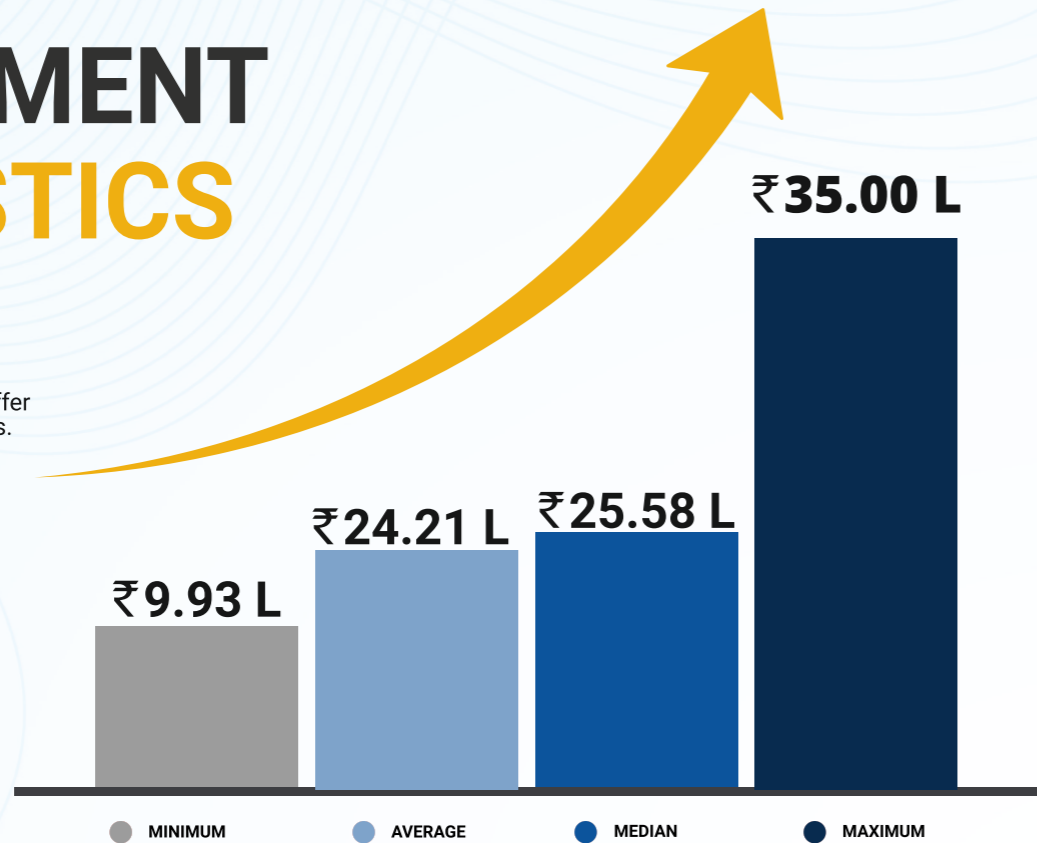
Suyog Patil
+91- 9545135277

PLACEMENT STATISTICS

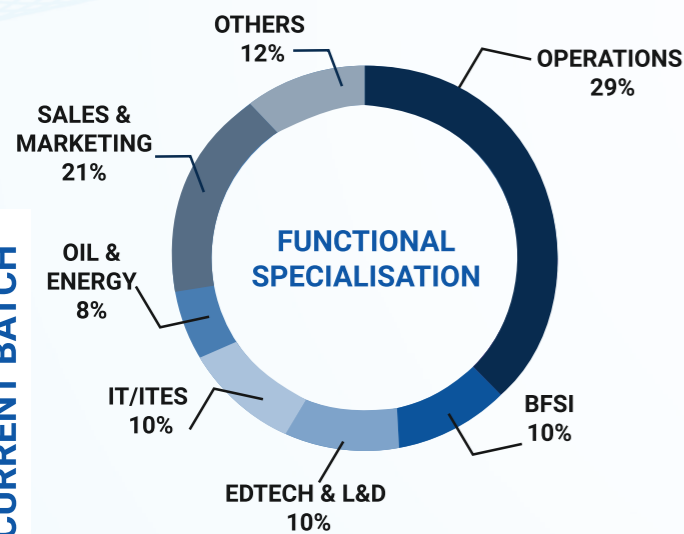
(OF PREVIOUS BATCH)

CTC OVERVIEW

This information is based on offer letter/intimations of candidates.



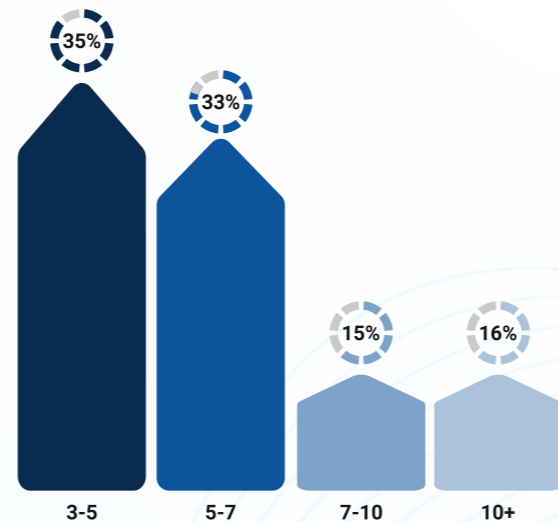
FUNCTIONAL SPECIALISATION



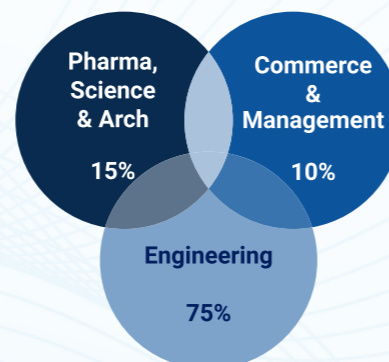
*includes Rural Development, Healthcare & Pharmaceutical, Strategy, BPO, Entrepreneurship.

WORK EXPERIENCE (IN YEARS)

Average Work Exp. 6.4 years



EDUCATIONAL DIVERSITY



STATISTICS OF CURRENT BATCH



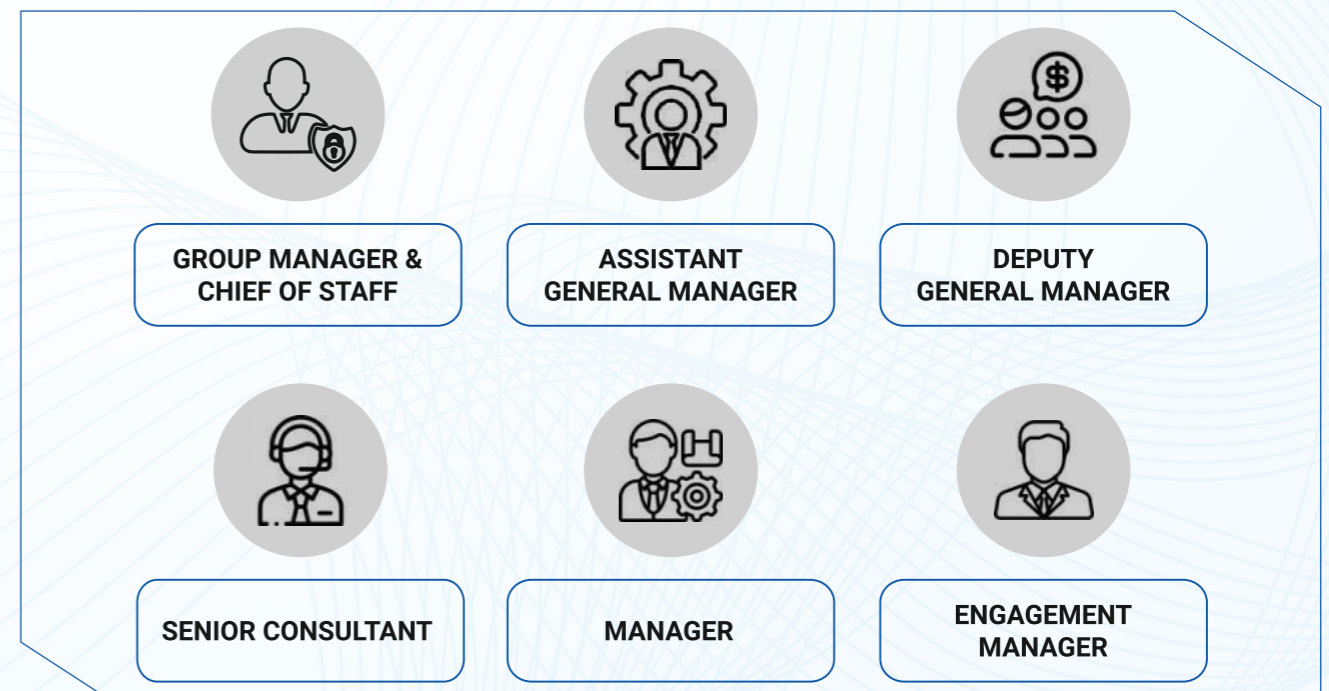
The **Students Placement Committee** manages the placement process. Given that the participants come with significant prior work experience, the roles which the companies post in campus are for senior talent. Some are able to change their career tracks. They are supported by the faculty and alumni in their preparations. Initially, participants would explore and build a list of companies and industries that they would like to work in. They interact with experts from industry and with alumni and build their knowledge and skills. A mentee programme guides them. Their focused efforts yield positive results. While conventional areas like Consulting, Marketing, Finance and Operations are in demand, new age industries and startups are showing a strong presence.

An indicative list of recruiters is given below:



and many more...

MAJOR PROFILES OFFERED





CHAIRMAN



Shri. Rajnish Kumar
Chairman

BOARD OF GOVERNORS

MEMBERS



Shri. Suchindra Misra



Shri. T V Mohandas Pai



Shri. Sanjeev Bikhchandani



Ms. Sangeeta Talwar



Shri. Kalyan Kumar



Shri. Sandeep Batra



Dr. Prabal Kumar Sen



Dr. Arvind Sahay
Director, MDI Gurgaon



Dr. Amarjit Chopra
AICTE Representative



Dr. Jyotsna Bhatnagar
Faculty Representative
Professor,
MDI Gurgaon



Ms. Dimple Arora
Alumni Representative



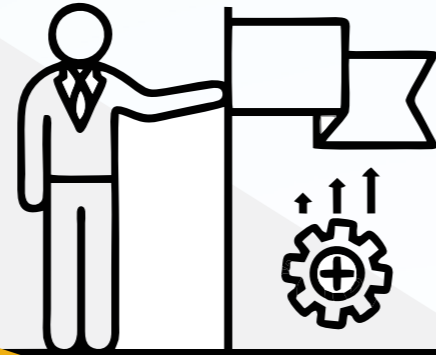
Ms. Rohini Singh
Alumni Representative

SECRETARY



Dr. Antony Jose
MDI Gurgaon

ENHANCING LEADERSHIP QUALITIES



An integrative capstone simulation in term V to have comprehensive understanding of business.

A half-credit course on Universal Human Values which enable participants to improve the ESG score of the organisations where they join.

A three-month in-company dissertation on a topic relevant to industry & academia to apply the academic learning in a real business situation.

Corporate talks by the people who have made significant positive impact in the corporate, social, government or any other sector or walk of life.

Two-week national / international immersion programme where, through experiential learning, participants get to feel the rural economy.

Two-week optional international immersion programme in term V with our international partner institutions. Here they are exposed to the working of MNCs and understand the context of international markets.

AWARDS



awarded for the best overall performance in the programme



awarded for the best performance in the Human Resource Management elective courses



awarded for the best performance in the Finance elective courses



awarded for the best performance in the Marketing elective courses

PROGRAMME HIGHLIGHTS

- 15+3-month residential programme
- AICTE approved & AMBA accredited
- The oldest full-time programme of MDI Gurgaon
- Record average placement of Rs.24.21 Lacs (Highest Rs.35.00 Lacs)
- For professionals with a minimum work experience of 3 years
- Participants can opt for dual specialisations
- Integrative business simulation for comprehensive understanding of business
- Global exposure through International Immersion
- Leading companies participate in the placement process
- Strong & vibrant alumni network

CHOOSE FROM A WIDE RANGE OF COURSES

There are two types of courses - **Core & Electives**. Core courses lay the foundation and cover all aspects of Management. They are mandatory and 32 in number. The participant has to select 11 Elective courses, for which s/he has a wide choice. S/he would choose the Electives based on her/his specialisations of interest. An indicative list of Core and Elective Courses are given below:

CORE SUBJECTS

- Business Communication
- Legal Aspects of Business
- Marketing Planning
- Micro Economics
- Organisational Design & Change
- Organisational Behaviour
- Quantitative Techniques in Management
- Accounting for Business Decision Making
- Corporate Finance for Enhancing Value
- Decision Sciences
- Human Resource Management
- Macroeconomics Environment Policy
- Management Accounting
- Management Information Systems
- Marketing Practices and Implementation
- Research Methods
- Operations Management
- Strategy Formulation and Implementation
- Corporate Social Responsibility
- Universal Human Values (Half Credit)
- Business Simulation (Half Credit)
- Report Writing (Half Credit)

ELECTIVES

ECONOMICS & PUBLIC POLICY

- Applied Game Theory to Business
- Behavioural Economics
- Modelling & Forecasting Energy & Financial Markets
- Foreign Direct Investment
- Environment Economics and Green Accounting
- International Macro and Foreign Exchange Markets
- International Oil & Gas Markets and Geopolitics Elective

ACCOUNTING & FINANCE

- Financial Risk Management
- Investment Management
- Corporate Restructuring and Business Valuation
- International Corporate Finance
- Project Appraisal & Structured Finance
- Corporate Tax Planning
- Financial Modelling
- Strategic Cost Management
- Personal Financial Planning
- Fin Tech
- Regulation of Business & Financial Markets

INFORMATION MANAGEMENT

- Emerging Technologies & Their Applications
- Creating Digital Startup
- Fintech
- Business Development in 'IT'
- Management of IT Projects
- Customer Relationship Management
- Data Analytics
- Information Security & Privacy Management for Individuals & Organisations
- Data Visualisation
- Business Process Management
- Artificial Intelligence Applications in Management

MARKETING

- Business to Business Marketing
- Marketing of Services
- Rural Marketing
- Strategic Marketing Management
- Advertising Management
- Consumer Behaviour
- International Marketing Management
- Marketing Insights
- Sales & Distribution Management
- Strategic Brand Management
- Customer Relationship Management

OPERATIONS MANAGEMENT

- Systems Approach to Materials Management
- Project Management
- Management of Quality
- Supply Chain Management
- Service Operations Management
- Operations Strategy

ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCE MANAGEMENT

- Negotiation Skills
- Leadership & Emotional Intelligence
- Team Building for High Performance
- Managing Across Cultures
- Management of Creativity and Innovation
- Organisational Transformation
- HR Analytics
- Talent Management

STRATEGY & GENERAL MANAGEMENT

- Corporate Governance
- Strategic Alliances & Joint Ventures
- Negotiation Skills
- Mergers & Acquisitions
- Innovation
- Managing Image & Corporate Reputation
- Effective Communication Through Theatre Technique
- Strategy Consultancy
- Emerging Market Strategy

WORK EXPERIENCE

36-59 MONTHS



ANTRIKSH BARTHWAL

Seasoned professional with more than 3 years' experience in managerial positions in public sector bank. Track record of improving customer service, enhancing team performance, and increasing profitability through effective management. Skilled in team management and dispute resolution.



MEHUL MORWAL

A seasoned professional with 3 Years and 9 months of experience in Data analytics & Data Visualization in EdTech, team management, project planning, and maintenance & testing of EHV equipment.



41 months

WORK EXPERIENCE

Customer Relationship Manager: Kangaroo Associates

- Responsible for generation of new clients & maintaining relations with clients for distribution of mutual fund products.
- Identified and assessed the client's need to assist in investing in Mutual Funds and other financial products.
- Assisted in the account opening process for mutual funds & other financial products.
- Was responsible for client activation & achievement of targets set for Assets Under Management.

Manager: Punjab National Bank

- Involved in verification of different modes of money payment & transfer which include payment through passbook, cheque, NEFT and RTGS.
- Providing end-to-end customer support & service which includes opening new bank accounts & ensuring that they are compliant with the latest KYC & AML guidelines, distribution of ATM cards and chequebooks, providing locker services, addressing customer grievances and ensuring their quick & effective solution.
- Involved in verification of cash transactions done by the cashier, supervising & monitoring the branch cashbook at the end of day and ensuring the matching of deposits and withdrawals at day end.
- Generation and verification of branch reports including reports concerning deposits, withdrawals, ledger balances etc.



ACHIEVEMENTS

- Achievement of the annual branch targets & increase in the CASA of branch.
- First runner-up in the Terraquiz conducted by TERI (The Energy & Resources Institute.)
- State Winner of The GREEN Olympiad sponsored by the Ministry of Environment and Forests, Government of India.
- Letter Of Appreciation by the National Science Olympiad conducted by the Science Olympiad Foundation.
- Winner of Certificate of Appreciation in the National Level Science Talent Search Examination conducted by Unified Council.



CERTIFICATIONS

- Sales, Marketing.
- Finance and Banking.

45 months



WORK EXPERIENCE

Executive Engineer - Torrent Power: Project Management

- Supervised, planned & executed annual maintenance activities as an EHV engineer in the Maintenance & Operations department.
- Reduced machine failure rate by 10% & increased equipment life by 30% through Root Cause Analysis & condition-based testing (CBM).
- Managed demand, materials planning, production order execution, and master data using SAP Production Planning Module.
- Documented IMS per company format, adhering to PTW, FFA systems, and British Safety Council 5-star audit guidelines.
- Enhanced electricity restoration rate by 25% with contingency plans during equipment maintenance.
- Prevented blackouts & ensured uninterrupted operations by transitioning from over 100+ tripping cases to a PLC islanding scheme.
- Led the 132kV earthing grid uprating project from initiation to completion as Project Head.

Production Engineer - Larsen & Toubro Infotech Test Automation

- Directed production operations for transformers (2VA to 150kVA), managing creation, review, and approval of project deliverables.
- Reduced rejection rate by 20% & production costs by 15% by mitigating production cycle errors.
- Optimized assembly line, reducing production time by 12%.
- Led a team of 14 workers, ensuring on-time product delivery.



ACHIEVEMENTS

- Presented "Energy Efficient BLDC Fan for Remote Areas" at IEEE's International Humanitarian Technology Project Competition in Dhaka.
- Won silver in State-Level inter-school 400m relay & solo race.
- Participated in International essay writing competition conducted by UN.



CERTIFICATIONS

- Basics of C & C++ Programming by NIIT.
- Foundation of Project Management by Google, Coursera.
- Introduction to Generative AI & LLM by Coursera.
- Microsoft Power BI by Udemy.



ANUJ VASHISTHA

4 years of progressive expertise in troubleshooting, process optimization, & cross functional collaboration. A quick learner driving impactful process improvements and Passionate about leveraging data & technology to exceed client expectations and drive business outcomes.



KUSH DAGA

Experienced professional with 4 years of experience in Business Intelligence & Integration API Development departments. Specialized and proficient in reporting, dashboarding & managing visualization tool platforms. Also, skilled Integration Developer with a strong background in crafting Integration APIs for improved connectivity and efficiency.



SUDHANSHU KUMAR

Accomplished professional with varied experience in Strategic Decision making, Project Management, Operations, Logistics, and Statutory Compliance seeking a leadership role to drive excellence in a dynamic organization.



KUMAR ABHINAV KASTYA

A project leader with expertise in team management, process optimization, stakeholder negotiation, and regulatory compliance, complemented by a background in Certified Scrum Product Owner (CSPO) practices.

47 months

WORK EXPERIENCE

Quality Specialist: Amazon (LMAQ)

- Led 5 diverse teams in Maps & Routing, resulting in a significant 15% boost in fixing product issues through smart partnerships and data-driven approaches.
- Streamlined auditing by automating tasks, increasing productivity by an impressive 23% to over 31 audits per hour.
- Designed & executed an effective onboarding program for 76 newcomers, all successfully integrated within 45 days.
- Managed key vendor relationships, improving operational efficiency by 20% and reducing downtime by 8%.
- Introduced QGIS, a new tool that enhanced geospatial efficiency by 12%.
- Conducted in-depth analysis of quality & performance data to inform & support critical operational decisions, enhancing the evaluation of editors' tasks.
- Expanded 3 initial projects into a new program, leading to a 15% increase in successful actions.
- Led a review team of 28 members, offering insights that boosted overall team productivity by 8%.
- Enhanced maps technology & product correction rates by 15% through strategic partnerships with data evaluation teams, utilizing data-driven insights for continuous improvement.
- Took ownership of 3 use-cases which further expanded into a new program which contributed to 15% increase in actionability.

48 months

WORK EXPERIENCE

Data Engineer: Lowe's Services India Pvt. Ltd

- Developed user-friendly reports & dashboards using MicroStrategy and Power BI, boosting data utilization.
- Managed user security through security roles and security filters.
- Collaborated with developers & MicroStrategy professional Engineers to enhance support ability & identify performance bottlenecks.
- Resolved data issues, ensuring accurate & reliable data for stakeholders.
- Handled Platform activities for MicroStrategy and Power BI.
- Updated project documentation & presented monthly BI support reports for better collaboration and informed decision-making.
- Utilized Enterprise Manager & Platform Analytics to optimize data usage, fostering data-driven decisions and efficiency gains across MicroStrategy projects/environments.

Senior Software Engineer: Apisero

- Designed & built integration APIs in MuleSoft, streamlining data flow.
- Created detailed design documents to improve communication and teamwork.
- Provided timely on-call support, ensuring uninterrupted operations.

48 months

WORK EXPERIENCE

Assistant Manager – Adani Total Gas Limited: Project Management

- Engaged from project inception, offering a strategic roadmap for Jhansi GA, overseeing 5 districts and 22,000sq km in the Bundelkhand Region.
- Led a team of seven members while overseeing relationships with over 15 vendors & coordinating the activities of more than 200 personnel.

Market Analysis and Strategic Decision - Making

- Liaised with over 10 statutory authorities for long-term project planning of the new CGD network in Jhansi GA.
- Performed a comprehensive market analysis across the entirety of the GA, informing strategic decisions.
- Strategically selected 15 new natural gas retail outlets (CNG) in coordination with OMCs at optimal locations to enhance GA sales Optimization.
- Conducted demand trend analysis to optimize gas allocation, aligning resources with fuel outlet needs & achieving a 20% YOY sales increase.
- Remodeled Unprofitable profit centers by devising strategic plans and financial models, ensuring a shift towards profitability.
- Utilized customer data, achieving a 66% operational cost reduction via cluster-based management for outlets.

Adopting Technology

- Enhanced efficiency by digitizing service invoicing, realizing a 75%-time reduction through SAP Ariba module.

48 months

WORK EXPERIENCE

Reliance BP Mobility Limited (JioBP):

Team Leadership & Management

- Led & mentored a high-performing team of 15 sales representatives, resulting in a 30% improvement in individual sales performance through targeted coaching and training programs.
- Ensured All ROs adhere to statutory norms on nozzle delivery, density variations, and Tank Truck (TT) retention samples.
- Mentored & coached a team of 4 managers, facilitating professional growth and development, resulting in better employee retention and high-performance levels across organization.

Supply Chain Coordination

- Established & maintained strategic partnerships with key suppliers, negotiating favorable contracts and terms, resulting in a 20% reduction in procurement costs.
- Coordinated between dealers & supply points for timely placement of indents and executions.
- Refined process parameters, led to an increase in sales by 18%.
- Streamlined operations by implementing efficient inventory management systems, reducing costs by 15% while maintaining optimum stock levels.
- Refined process parameters, led to an increase in sales by 38%.
- Improved net business from 240 crore to over 350 crore within 18 months in the Ludhiana region.

ACHIEVEMENTS

- Awarded Best performer - "Mapathoner" at rewards & ecognition quarterly Event for consecutive 3 quarters.
- Created SOP for new geographies launched for geospatial space.
- Awarded "Perfectionist" for Consistently performing at 99+% efficiency for 3 quarters.
- Introduced new use-cases which further expanded to a specific program in Maps space.
- Member-corporate communications team, MDI Gurgaon.

ACHIEVEMENTS

- Ranked in the top 5% in the Introduction to Modern Application Development (IMAD) certification course offered by NPTEL in 2017.
- Acknowledged with a Spot Award in 2019 at Lowe's for providing exceptional support during the Black Friday event.
- Honoured with the prestigious "Apihana Award" in 2023 by an architect for pioneering innovative solutions in client application development.

ACHIEVEMENTS

- Trusted with the Letter of Authority to sign on behalf of the company in the GA.
- Received the Safety Singh Award in recognition of outstanding contributions to enhancing safety culture at ATGL.
- Earned a B certificate in NCC, showcasing a strong commitment to discipline and adherence to standards.

ACHIEVEMENTS

- Selected to work as a Placement Coordinator for the 2019 batch; the placement team achieved 100% placements for a batch size of 640+ candidates.
- Headed a publicity team of 15 members at NIT Jalandhar responsible for advertising events in IIT Delhi, BITS Pilani, etc., and brought footfall of 6000+ in college cultural Fest; grew YoY participation by over 40%.
- Published review paper in the Asian Textile Journal on "Clothing in extreme hot and cold conditions".

CERTIFICATIONS

- Green Belt: Lean Six Sigma Methodology
- ESG - Bloomberg
- Agile project management

CERTIFICATIONS

- MuleSoft Certified developer - L1
- Oracle: Database for Developers Foundation
- Coursera: Big Data Modelling and Management Systems

CERTIFICATIONS

- Lean Six Sigma Green Belt - KPMG
- Agile Project Management - Coursera
- Supply Chain Management - Coursera

CERTIFICATIONS

- Certified Scrum Product Owner (CSPO®).
- Certificate Program in Product Management by National Skill Development Corporation



KHUSHBU BANWANI

Experienced professional with 4+ years of experience spanning SaaS and marketing Analytics, adept at crafting impactful brand campaigns using Data Insights. Leveraging a diverse skill set and startup mindset, I offer a holistic approach to challenges, driving innovative solutions and tangible results for forward-thinking organizations.



ADARSH

4.4 years of versatile experience in technical services, customer relationship management & support, business development, technology, after sales services & secondary sales.



HARSH VARDHAN SINGH

Seasoned Project Manager & Business Development Manager in Sustainability Manufacturing Sector with 51 Month Experience of 26+ EPC Projects Worth 210 Crore for National Oil Companies & Private Energy Firms across India & abroad under my belt.



ROHAN KASHYAP

5 years expertise in managing end-to-end client life cycle, specializing in client retention & upselling. Cultivating strong client relationships through interpersonal, communication & analytical skills. Results-driven team player focused on optimizing.



48 months

WORK EXPERIENCE

Sr. Brand Consultant (Indian Influencer Network)

- Aced to work with leading brands like Decathlon, M&S, Keya Foods, and House of Hiranandani by giving them the output of 3-4x views of the target using Google Analytics. Provided insights to add value to 400+ influencers marketing campaigns using analytical tools.
- Spearheaded the Audience Insights team to identify potential influencers & provided marketing strategies as part of campaign team. Executed campaigns for one of the most popular specialty food brands that resulted in 35% increase in conversion & 4x higher awareness.
- Planned customer engagement activities through celebrity endorsements & gamification. Researched and identified key influencers and bloggers across industries and planned a social media content calendar for clients. Provided reports on campaign performance, including metrics such as engagement, reach etc Worked with cross-functional teams, such as social media, creative, and PR, to establish cohesive and successful campaigns.
- Monitored financial resources & ensured efficient implementation of campaigns within established budgetary limits. Identified and liaised with relevant influencers, negotiating fair rates for content, and ensuring the relevant agreements were in place



ACHIEVEMENTS

- Received Employee of the year for managing more than 30 campaigns in a year.



CERTIFICATIONS

- KPMG Lean Six Sigma.
- Strategy for Management Consultants & Business Analysts.



51 months

WORK EXPERIENCE

Technical Service Engineer: Ambuja Cements Ltd.

- Responsible for technical service activities across 9 districts of Bihar, spearheaded business development efforts, identified expansion opportunities & established 2 new markets Bettiah & Jamui.
- Implemented effective market penetration strategies, achieving a milestone volume of 5,000 metric tons in Jamui within 1 year & generating substantial secondary demand.
- Promoted to team lead role, demonstrated leadership overseeing 23 members, fostering collaboration & achieving outstanding results.
- Expanded Ambuja's influencer network by strategically onboarding new contractors & engineers, showcasing their collective contribution of approximately 30% to the overall sales volume of the territory.

Field Executive: Adecco India Pvt. Ltd.

- Conducted 250 monthly site visits, converting 30 sites to Ambuja Cements. Achieved 11% year-over-year growth in overall sales through diligent after-sales service.
- Organized & led 6 monthly meetings, engaging 200 influencers. Educated contractors and masons about products, specifications, and best practices as part of a brand awareness initiative.
- Enrolled 120 new contractors & 40 engineers in loyalty programs. Strengthened brand loyalty, resulting in increased repeat business.



ACHIEVEMENTS

- Consistently earned "Exceeds Expectations" ratings in consecutive annual performance reviews (2021-22 & 2022-23), showcasing exceptional performance & consistent contributions to organizational goals.
- Received the prestigious "Kawach Jodi" award in recognition of outstanding contributions to the successful launch of Ambuja Kawach, a premium product, showcasing strategic planning, collaboration, and dedication to excellence.
- Consistently ranked as top T.S.E. among 48 engineers in Ambuja East Region for exceptional performance.



CERTIFICATIONS

- Market Research & Consumer Behaviour
- Brand & Product Management
- Agile Project Management
- Green Belt in Lean Six Sigma from KPMG



51 months

WORK EXPERIENCE

Marketing & Business Development: TEIPL, Noida

- Generated **120Cr Revenue** through **client acquisition** of major Oil & Gas Players including **IOCL & Reliance**, expanding company's global reach to **2 New International Geographies** fulfilling strategic objective.
- Converted a Major BD Lead, **ADNOC, Abu Dhabi – \$100B Valuation**, for a **sustainability**-based Hydrocarbon recovery project worth **₹13 Cr**, Harnessing Business Presentation Skills & Data Visualization tools.

Project Management & Sustainability Engineering

- Spearheaded **15 projects** worth an average of **8Cr** project value, ensuring optimal resource utilization, procurement & timely project delivery across various stages of project lifecycle.
- Reduced **99.5% Carbon Footprint** for the client & enhanced quality standards by adhering to **10+ Major ASME & IS codes** through innovative solutioning.

Data Analysis using Emergent Technologies

- Optimised maintenance cost by **18.7%** through digital transformation by predictive maintenance of critical company assets using **IOT Devices & ML Model Training** on performance data.
- Achieved a **19.8% cost reduction** increasing **ROI by 29.3%** for procurement of bought-out items by strategic data analysis & realignment of Procurement process.



ACHIEVEMENTS

- Spearheaded first international project in Ghana worth **₹11Cr** from initiation to execution & client delivery **1 month prior** to delivery date.
- Successfully negotiated **21+ new vendor deals** for strategic **cost optimisation by 22.3%** and quality enhancement goals by **5 points**.
- Delivered **3 Parallely-Run Projects 33% faster** than industry standards through **Agile** project management techniques such as **Kanban**.



CERTIFICATIONS

- Lean Six Sigma - Green Belt by KPMG
- Business Analytics Program at Finlatics
- Google Project Management
- ESG Certificate by Bloomberg



54 months

WORK EXPERIENCE

Senior Client Success Analyst - Vmock

- Managed a \$300,000 portfolio for 54 clients, ensuring high satisfaction & retention through effective communication & strategic planning.
- Proactively addressed client concerns, achieving over 97% retention & a 90%+ resolution rate.
- Analyst - KPMG.
- Conducted client consultations, gathering data & customizing Transfer Pricing strategies with 100% compliance to regulatory standards.
- Facilitated personalized one-on-one sessions to delve into Functional Asset and Risk (FAR) analyses.

Funding Analyst: BMTG Advisors India Pvt. Ltd.

- Analysed & reviewed 180+ mortgage application files per month, ensuring compliance with legal guidelines (TRID, Fannie Mae, Freddie Mac).
- Resolved issues by liaising with Title agents, Borrowers & cross-functional teams for efficient problem-solving & reducing the turnaround time by 50%.

Transfer Pricing Analyst: KPMG

- Executed & supported various compliance assignments in Transfer Pricing, including the preparation of Transfer Pricing reports, Advance Pricing Agreements, and Form No. 3CEB submissions, ensuring 100% adherence to stringent regulatory standards.



ACHIEVEMENTS

- Received "Above and Beyond Award" for being the best Analyst in KPMG India Tax Team for 1st Quarter of 2020.
- Igniting Young Minds - Planning & management of 2000 volunteers for teaching 5000 children.



CERTIFICATIONS

- Market Research and Consumer Behavior - IE Business School.
- Business Analytics with Excel - John Hopkins University.
- Inbound Marketing - HubSpot.

TARUN BHASIN

Passionate professional dedicated to fostering sustainable business development and digital transformation while inspiring creative thinking and inclusive workplace environments.



SUYOG PATIL

4.7 years of IT experience, with core knowledge in Manufacturing execution systems, process historians, and time-series databases, utilising my proficiency to streamline manufacturing operations data.



AAYUSHI MEHTA

Detail Oriented, Seasoned professional with 5 Years' experience in Product Design & Development in Energy sector. Effective communicator & strong team player, collaborating efficiently with cross functional teams to develop robust solutions with minimal downtime and with top quality control harnessing latest market trends & customer requirements.



ABHISHEK ARORA

MBA candidate with a 5-year track record in defense as technical product manager overseeing complete design life cycle of the product conceptualization and development, apprised for creative problem solving and consulting clients.



54 months

WORK EXPERIENCE

- Materiality assessment & impact measurement for IndiaP2P (P2P NBFC - Fintech Startup) & Greenway Grameen Infra (Improved cookstoves(ICS) & clean energy provider). Co-published IndiaP2P's first Social Impact Performance Report, 2023. (12 months).
- Short-term incubation of design vertical at Rentickle, delivering Trelif's first prototype experience centre, over 100 furniture prototypes, and e-commerce website. Documented & optimized design workflows & successfully recruited and trained an in-house design team & retrained part of Rentickle's e-commerce sales team on furniture design and interior styling concepts. (7 months).
- Developed B2B & B2C business plans and strategy at Zeyka.ai, raising a team of 30+ collaborators & achieving the first 1000 true followers on social media platforms. (7 months).
- Market research & analysis of the Indian Real Estate sub-sectors and whitepaper research, with a focus on sustainable design and development. Co-Authored & published two key reports along with other members of the Research Services department. (8 months).



ACHIEVEMENTS

- Awarded the Commonwealth Scholarship for a 1 year taught master's program in the UK, 2019.
- 3rd Place, FuturArc Prize, Professional Category, 2019.
- Winner, World Architecture Festival Student Charrette, 2015 & 2016 (Berlin and Singapore).
- Winner, Berkeley Prize Essay Competition & Travel Fellowship, UC Berkeley, 2015.
- Special Mention, Nari Gandhi Trophy, Issued by National Association of Students of Architecture (NASA) of India, Jan 2015.



CERTIFICATIONS

- Google Professional Certificates in Digital Marketing, Data Analytics, User Experience, and Project Management.
- Lean Six Sigma Green Belt from KPMG India.
- Currently appearing for IFRS-SASB-FSA Level 1 certification.
- Notion (Software) Certificates.
- IGBC AP, GRIHA CP, and ASSOCHAM GEM CP (Sustainable design licenses) (2019-21)

55 months

WORK EXPERIENCE

- I.T. Analyst: Tata Consultancy Services**
- Support & maintenance of 80 AspenTech IP.21 servers improving system reliability & ensuring smooth, uninterrupted operations which increased application uptime to 98%.
 - Reduced application defect & user reported issues significantly to 10% by maintaining applications uptime.
 - Conducted training sessions for team members on Aspen Tech products & contributed to building 10 Knowledge Base articles for efficient resolution.
 - Managed Manufacturing Execution System application functionalities critical to daily plant operations.
- Programmer Analyst: Cognizant Technology Solutions**
- Reduced data migration time from 7 to 3 days in migration project, saving time and resources.
 - Refined the existing tag structure to ensure smoother operations & reduced license consumption by 5%.
 - Delivered the project on migration & upgradation of legacy systems on time with zero post migration defects.
 - Ingested 130 TB of historical & time series data to AWS S3 for analytical purposes from the legacy application such as Aveva PI, Honeywell PHD system.
 - Implemented & supported 17 instances of IP.21 servers and its auxiliary applications spread globally across North America, Europe & Asia.



ACHIEVEMENTS

- Awarded 'Mountain Mover' award from Cognizant for creating wow-factor for customer.
- Received appreciation from client for consistent performance and impact.
- Skilled at Aspen InfoPlus.21, Aveva PI, Honeywell PHD, Microsoft SQL, Power BI, Powershell.



CERTIFICATIONS

- Disciplined Agile Scrum Master by Project Management Institute (PMI).
- Digital Manufacturing and Industry 4.0 by Alison.
- Digital transformation and Industry 4.0 by Udemy.



58 months

WORK EXPERIENCE

- Mechanical Design Engineer: Siemens Ltd. [Nov'19 – Jun'23]**
- In addition to component designing, I prepared Product Specifications, worked closely with costing teams of manufacturing sites of Brno, Jundiai & Vadodara, to formulate cost effective product over its conventional alternatives. In this, I have been the POC from India R&D team.
 - Worked as Design Lead for design & development of Unit Solution Oil Tank for Siemens Steam Turbines; my work ranged from basic designing to sales release. I developed Mechanical Auxiliaries Steam Turbines with 15-60MW power output.
 - My work allows me to work closely with global R&D, Proposal and Engineering teams and formulate solutions for global markets.
- Associate Engineer: Eaton India Innovation Center**
- Designed for Change Orders (ECO/ECR) of existing legacy Drawings & Models of Eaton's Sensing products (Chip Collectors, Chip Detectors, Oil Debris Monitoring System).
 - Worked on Sustaining Engineering activities, which included modifying existing CAD models and drawings and revising them as per customer requirements.
 - Worked on digitization of Chip Collector drawing data into variable heads.



ACHIEVEMENTS

- NINJA CERTIFICATE - Robin Hood Army (March 2022- March 23).
- Associate Secretary - Siemens Tales & Tellers Toastmasters Club (March 2022- October 2022).
- Future Award and Appreciation Award as the Vice Captain of the team- Electric Solar Vehicle Championship (2016-17).



CERTIFICATIONS

- Introduction Corporate Finance - CFI.
- Foundations of Supply Chain Management.
- Microsoft Excel and PowerPoint.



59 months

WORK EXPERIENCE

- Assistant Manager: L&T Precision Engineering & Systems**
- Managed design and engineering projects, exceeding 100 crores, working with cross-functional teams, involving 200+ components, and handled documentation processes for major defense projects in India.
 - Guided interns in cost reduction projects, saving ~3 crore on underwater unmanned systems using the Make in India concept.
 - Prepared product development proposals outlining scope, objectives, timelines, and resources.
 - Served as a key point of contact for client engagements, overseeing analysis, discussions, and coordinating changes.
 - Created conceptual designs utilizing IoT, predictive maintenance, & AI/ML technologies to enhance system performance & reliability.
- Operational Efficiency & Optimization**
- Led cross-functional teams to streamline processes, resulting in a 15% reduction in engineering drawing release cycles & significant cost savings for the company.
 - Managed the complete design life cycle of the product & handled a team of 5 design engineers.
- Design & Engineering**
- Played a key role in structural modeling, optimization & kinematic analysis using tools like ADAMS, ANSYS, and NX.
 - Implemented NPRD, FMEA & FTA principles for reliability estimation of mechanical systems.



ACHIEVEMENTS

- Secured 3rd rank in GEM Award 2022 at Larsen & Toubro for critical role in project time reduction by 3 months.
- Secured 2nd rank in National level case competition in supply chain organized by great lakes. (2024).
- Secured 1st rank in supply chain case simulation competition organized by Lal Bahadur Shastri Institute of Management, Delhi (2024).
- Promoted 4 times in 5 years, surpassing the average promotion cycle.



CERTIFICATIONS

- 2021- Certified Supply Chain Analyst (CSCA).
- 2020- Data Science Professional Certificate.
- 2019- Lean Six Sigma Certification - Green Belt.

WORK EXPERIENCE

60-95 MONTHS



KUMAR ADARSH

5 Years of Techno-Managerial Expertise in Production Planning, Strategy Development, Supply Chain Optimization, Material Planning, Project Management, and Business Process Enhancement.



KUMAR JALAJ

A result-driven professional with 5+ years of experience in Project Management, Operations Management, Lean Six Sigma and Digital Transformation.



60 months

WORK EXPERIENCE

Manager: Supply Chain Planning, Inventory Management, Operations & MIS

Jindal Stainless Limited, Jajpur Road, Odisha

- Led Material Requirement Planning of over Rs. 1200 Crores, ensuring seamless operation of manufacturing unit.
- Partnered with a Belgian consulting firm to conceptualize Digital Twin of production unit for process optimization.
- Administered Management Information System & implemented IoT technology to automate its daily functions.
- Executed JSL's digital transformation with Accenture, overseeing UAT during SAP S/4 HANA implementation.
- Developed data visualization dashboards like Critical Inventory, Budget Variance, TCO, and Lead Time Indicators.
- Fastrack promotion to Manager in 3.75 years of service, against the company average of 6.20 years.
- Part of a team responsible for overseeing the annual budget planning & forecasting worth Rs. 25,000+ Crores, with profitability-based target strategy for the sales team, attained 90% accuracy against actuals.
- Assisted department head in C-suite (CXOs) executive meetings on strategy formulation and implementation.
- Performed and streamlined Labor Workload assessment, enabling 13% Improved Productivity of the workforce.
- Backed Project management team for facility expansion from 1.1 MTPA to 2.1 MTPA for planning and execution.



ACHIEVEMENTS

- Awarded Stainless Achiever by COO, competing with 8000+ employees, for Exceptional Performance, Role model behavior & contribution towards business goals (Increased profitability and project initiatives).
- Bagged Par-Excellence award at National Convention of Quality Concept 2021,2020 & 2019 Chapter by Quality Circle Forum of India for best case study presentation.
- Winner at State level case study presentation organized by Confederation of Indian Industries (Feb-2020).



CERTIFICATIONS

- Certified Lean Six Sigma Green Belt by TUV SUD South Asia (Score-84%).
- Power BI by Cognixia (Graded 10/10 in assessment test).
- Certificate course on ESG by Bloomberg for Education.



61 months

WORK EXPERIENCE

Senior Business Analyst: Vedanta Aluminium Limited Project Management

- Implemented a predictive model to reduce raw material consumption in aluminium production by 10% with a saving potential of \$2.5 million.
- Deployed IIOT-based real-time temperature measurement sensors, mitigating business risk with a potential savings of \$1.5 million.
- Collaborated with GE to develop a Digital Twin of production units, which predicted abnormal events with savings of \$0.5 million.
- Improved turnaround time of production units using a web-based application with a delay alert system with savings of \$0.5 million.

Change Management & Risk Mitigation

- Trained & collaborated with 100+ employees to ensure smooth deployment of implemented solutions, and closely monitored and addressed the usability and stakeholder issues.
- Conducted 20+ brainstorming sessions with mid & senior management to identify pain points, generate business cases, identify risks and create project documents

Operations Management & Quality Assurance

- Led a 30-member team across shifts in manufacturing Wire Rod and Primary Foundry Alloy (PFA) with an output of 2 lakh mtpa.
- Achieved operational readiness ahead of schedule resulting in 15% extra production by volume.



ACHIEVEMENTS

- Appreciation Letter for recognition as a Digital Leader in Vedanta Chairman-driven initiative to drive industry 4.0 initiatives for the Business Unit.
- Won Bronze Medal in Digital Olympics for the conceptualization of an AI/ML solution worth \$0.8M.
- Employee of the Month for commissioning the PFA unit ahead of time.
- Innovation Icon of the Month for achieving zero customer complaints by reducing shrinkage porosity.



CERTIFICATIONS

- Data Science and Analytics by Simplilearn
- Digital transformation and Industry 4.0 by Udemy
- Lean Six Sigma Black Belt from Simplilearn

**MEHUL DAFTARI**

An experienced Sales & Solutions professional with over 5 years of experience in sales & solutions consulting, primarily focusing on the Specialty Chemicals and Cutting Tools segments, while managing relationships with major automotive OEMs in North India. Achieved high rates of issue resolution, client retention & contributed significantly to business growth.

**AASHWIN SHARMA**

Experienced Business Intelligence (BI) and Data Analysis professional with a lean agile mindset & SAFe knowledge. Proven results-driven Systems Engineer adept at engineering reports, packages & models by utilizing advanced analytics features to enhance report performance.

**ANKIT KUMAR**

Experienced software engineer & telecom network specialist skilled in project management and consulting. Recognized for optimizing projects, products and operations, driving industry-leading performance.

**DEVANSH SAXENA**

A learning professional with five years of work experience in IT industry and start-up. I have worked on tools such as SAP ERP, Ariba, HP ALM. In addition to my experience, I am trying to understand the strategy side of business in MBA.



61 months

WORK EXPERIENCE**Technical Sales & Solutions Executive (North): BASF - Chemetall**

- Handled New Business Development from inception to project completion in the North Region, successfully developing new accounts worth Rs. 2 Crores in the given financial year.
- Managed existing sales and fostered new opportunities in the Surface treatment & Anodizing segments with handling & retaining existing key accounts worth Rs. 6 Crores annually.
- Focused on Aerospace, Medical, Die & Mould, and Smartphone Manufacturing industries with developing the smartphone industry machining market to a value of Rs. 1.5 Crore from scratch.
- Consulting clients with the relevant chemical solutions by analysing Gaps in the existing setup.

Sales & Application Engineer: Korloy India Tooling Pvt. Ltd.

- Managed sales & business development along with providing technical service in entire Delhi-NCR.
- Focused on Aerospace, Medical, Die & Mould, and Smartphone Manufacturing industries with developing the smartphone industry machining market to a value of Rs. 1.5 Crore from scratch.
- Built & maintained Client as well as Channel Partner relationships managing a total revenue of Rs. 4 Crores annually.

**ACHIEVEMENTS**

- Obtained international rank 190 in 15th International Science Olympiad 2013.
- A Distinction holder in Mathematics Exam by International Assessment for Indian schools, conducted by University of New South Wales, Australia in 2013.
- Gate 2018 Rank Holder.

**CERTIFICATIONS**

- Bloomberg ESG Certification
- Inbound Marketing - HubSpot

62 months

WORK EXPERIENCE**Systems Engineer: Tata Consultancy Services**

- Developed & deployed 7 reports, 3 models & several data packages by strictly adhering to client-specified best practices, leading to increased efficiency and compliance with operational standards.
- Worked closely with technical & business teams to troubleshoot and resolve complex data reporting issues, fostering a collaborative work environment & enhancing team effectiveness.
- Reduced report execution time by 20% through extensive performance tuning of over 10 reports, ensuring faster data accessibility & improved user experience.
- Delivered critical enhancements & resolved multiple report issues, ensuring uninterrupted business operations and maintaining high service levels.
- Instituted a new process for continuous data validation, reducing data discrepancies & improving accuracy in weekly & monthly reporting.
- Developed a training module for new hires on the use of reporting tools and best practices.

Associate: Paytm Payments Bank Ltd.

- Ensured timely reconciliation of 100% of the Immediate Payment Service (IMPS) transactions made to the customers of Paytm Payments Bank.
- Connected with multiple banks for reversal of erroneous transactions made by the customer of PPBL, with a success rate of 80%.

**ACHIEVEMENTS**

- Received maximum performance appraisal every year during tenure with TCS.
- Recipient of "Service & Commitment Award" for achieving highest customer satisfaction.
- Winner of "Best Team Award" for achieving 100% client deliverables.
- Vice President of Signal & Image Processing Club- ECE department.
- Secretary, Sports Committee for PGDM-BM36 programme at MDI, Gurgaon.

**CERTIFICATIONS**

- Lean Six Sigma - Green Belt
- SAFe 6.0 Practitioner
- Microsoft Certified: Power BI Data Analyst Associate



62 months

WORK EXPERIENCE**Software Product Development: Tieto India Pvt. Ltd.**

- Gathered the requirements for new features from the customer & enhanced critical software product by contributing to its 200,000+ line codebase, improving product functionality and reliability.
- Implemented Agile methodologies for project management, increasing project delivery efficiency & team collaboration.

Consulting

- Gathered the requirements for new features from the customer & devised plan for its implementation.
- Implemented innovative features while prioritizing client satisfaction & adherence to project timelines.

Project Management & Operations: Bharti Airtel Services Ltd.

- Managed new projects & maintenance teams to carry out installation of electronic equipment and repair.
- Managed live optical fiber network & electronics instruments in designated area (~ 500 km of optic fiber).
- Planned & implemented new projects to expand optical-fiber network to 10% new geographic area which led to new customer acquisition.
- Achieved a 25% reduction in average fault resolution time through proactive monitoring and quick response.
- Maintained a network uptime of 99.8%, exceeding industry standards, highest in my circle.

**ACHIEVEMENTS**

- Earned promotion by delivering high-quality software solutions, demonstrating superior technical performance in a dynamic team environment.
- Maintained a 95% code review approval rate & reduced open software bugs by 40% through adherence to high standards for code quality and best practices.
- Received commendation for successfully minimizing network faults & optimizing performance as a Telecom Network Engineer.

**CERTIFICATIONS**

- Agile Project Management (Google).
- Introduction to Artificial Intelligence (AI) (by IBM)
- Post Graduate Diploma in Advanced Computing (PG-DAC, CDAC Pune)
- Google Cloud Platform(GCP) Fundamentals (Udemy)
- Certified Lean Six Sigma Green Belt (KPMG)



62 months

WORK EXPERIENCE**Business Development Manager: Behes (Start-up)**

- Developed a debating society for students across various schools in India and Abroad.
- Handled operations, built customer relationships & expanded business to new schools.
- Streamlined travel processes by reaching out to local students & teachers to market for the company.
- Reached out to around 700 schools across India & converted 300 schools to participate.
- Helped generate a revenue of 5 lakhs during the period.

Application Development Analyst: Accenture

- Worked as a functional consultant for SAP ERP in Material Management domain (Supply Chain Operations).
- Sales & Distribution or Order to Cash (Sales Document, Delivery & Logistics) Functional SAP Testing.
- Handled day to day deliverables in business operation for the client.
- Worked in different roles such as testing, development, and implementation in two projects.
- Performed requirement gathering, functional analysis, enhancements & configurations, code fixes with ABAP.
- Experienced in Service Now & Defect Management tool HP ALM, Ariba, SAP FIORI & GCMS.
- Worked on roll out implementation, procure to pay cycle - from purchase requisition to invoice creation.

**ACHIEVEMENTS**

- Organized educational workshops in the remotest villages of Kashmir for underprivileged children.
- Won the award for meeting the SLA per ticket at Accenture.
- Won medals in High Jump for 3 consecutive years in School.

**CERTIFICATIONS**

- Environment Social Governance - Bloomberg
- KPMG Lean Six - Sigma Green Belt



RUPESH KUMAR

Dedicated & results-driven Operation manager with actual experience within the Coal based power plant & steel plant sectors, having a proven track record in optimizing processes, enhancing efficiency & fostering team collaboration. Seeking a challenging role to apply strategic leadership, streamline operations & drive organizational success through continuous improvement initiatives in a dynamic and growth-oriented environment.



SHOBHIT AGARWAL

A passionate & growth-oriented Manager with hands-on experience in operation and project management within the mining sector. Aspiring to leverage my analytical process, strategic thinking & passion for process optimization to drive technological innovation & process improvements.



AMAN SISODIYA

As a seasoned professional, I bring 6 years of expertise in Techno-commercial operations, project management & process optimization within the Power distribution/Utilities sector. Proficient in strategic leadership, customer data analysis, and cost reduction strategies.



BHAVESH AGARWAL

Business Development Analyst adept at leveraging data analysis to enhance customer acquisition and engagement through data-driven marketing strategies.



66 months

WORK EXPERIENCE

Assistant Manager (Operation): NTPC LTD (Maharatna PSU)

- Performed continuous monitoring of boiler operations using advanced control systems, gauges & instrumentation to maintain adherence to designated parameters & uphold optimal performance.
- Managed boiler operations to maintain a power output of 500MW, significantly contributing to a 90% Plant Load Factor (PLF), surpassing the national average by a significant margin.
- Oversaw a team of 10 Subordinates, ensuring compliance with safety protocols, maintained a record of zero fatal incidents throughout tenure, emphasizing a commitment to workplace safety.
- Conducted detailed analysis & troubleshooting of boiler system anomalies, promptly rectifying issues to restore optimal performance, resulting in fewer breakdowns.
- Administered daily maintenance schedules and supervised shift rotations within the boiler section.
- Proficiently addressed issues such as ID/FD/PA fan tripping, ensuring minimal downtime and maintaining uninterrupted generation of Real-Time Clock (RTC) power.
- Utilized data analysis techniques to evaluate operational data and performance metrics, identifying trends & areas for enhancing boiler operation, efficiency, and reliability.



ACHIEVEMENTS

- Received BUH Meritorious Award for exceptional contributions in boiler operation.
- Scored 99.73 percentile (AIR 571) in GATE 2018 in Mechanical engineering, demonstrating academic excellence and technical proficiency in the subject.



CERTIFICATIONS

- Lean Six Sigma Green Belt by KPMG
- Project Management (ongoing)
- Supply Chain Specialisation (Ongoing)



67 months

WORK EXPERIENCE

Deputy Manager: Process Improvements & Innovation

- Been a part of Asia's Largest Coal Mines Project (SECL Gevra Mines, CG) which has produced the highest coal production of 50 million Ton in the year 2022-23 by managing HEMMs maintenance.
- Responsible for the operation & maintenance of 45 equipment and managing a team of 132 maintenance personnels.
- Overseeing a budget of USD 180 Million for procuring new equipment with optimal technical specifications for sustainable expansion of the project in a span of 5 years.
- Proficient in analyzing Heavy Earth Moving Machinery data using SAP Production Planning Software to identify bottlenecks in coal production process saving 50 USD Million.
- Analyzed machine past data using SAP PM Module to identify and take a decision of doing maintenance, survey/scrapping off machine reducing inefficiencies saving 10 USD Million.
- Done technological landscape analysis by initiating mine digitalization project "Digicoal" using IOT sensors.
- Proposed procurement of high-capacity machinery, investment of USD 77 Million to replace non-performing capital over a period of 5 years.



ACHIEVEMENTS

- SAP PM Module project was done by collaborating with ACCENTURE for making MIS reports so as to achieve streamlined operations by enabling real-time tracking & reporting of critical inventory.
- Effective management of HEMMs maintenance contributing to 50 million Ton coal production in 22-23.
- Instrumental in initiating and executing "Digicoal" digitalization project, realizing USD20 million savings.



CERTIFICATIONS

- "SAP PM Plant Maintenance" - Udemy
- "Agile Scrum Master" - Simplilearn
- "Blockchain training, SQL & POWERBI" - Simplilearn
- "Lean Six Sigma Green Belt certificate" - KPMG



72 months

WORK EXPERIENCE

Torrent Power Ltd, Agra

- Led the development, implementation & monitoring of INR 5 Cr CAPEX Project, ensuring efficient execution & adherence to budgetary constraints, resulting in a 10% increase in project completion efficiency.
- Maintained budgetary control & coordinated the preparation of annual INR 7 Cr budgets for CAPEX & OPEX activities through SAP ERP, ensuring financial accuracy with a variance of less than 5%.
- Achieved a 10% reduction in complaint closing time through Digital Transformation by implementing field force application, resulting in a decrease of customer complaints by 15% in the very first six months.
- Engineered a significant 20% reduction in complaints through incisive data analysis & process enhancements, culminating in an impressive 25% boost in CSAT Scores.
- Analysed extensive customer data, drawing valuable insights & providing strategic recommendations for enhancing business processes, resulting in a 15% increase in overall operational efficiency.
- Completed a project to identify budgetary inefficiencies for FY 21-22, enabling data-based decision-making and implementing new strategies for cost reduction, resulting in a 12% decrease in operational expenses.
- Played a key role in successfully implementing an Integrated Management System (IMS), resulting in a 10% increase in process efficiency & compliance at organizational level.



ACHIEVEMENTS

- Twice recognized as "Employee of the Year" at Torrent Power for driving cost savings, enhancing customer satisfaction, and achieving benchmark certifications in power and energy.
- Scored 97th percentile GATE 2018.
- Ranked first in 10th grade, acknowledged by local institutions and community for academic excellence.



CERTIFICATIONS

- Lean Six Sigma Green Belt - KPMG
- Agile Project Management with Jira Cloud - Atlassian
- Environmental, Social and governance - Bloomberg
- Introduction to Scrum Master Training - Learn Quest
- Microsoft Power BI Desktop for Business Intelligence
- Leveraging Generative AI for Project Management - LinkedIn Learning



72 months

WORK EXPERIENCE

Assistant: LIC Of India (42 Months)

- Spearheaded a multidisciplinary team across marketing, sales, claims & public service, developing customer-centric campaigns informed by market research and data analysis.
- Led the successful launch of a new ULIP product, 'Dhan Varsha,' spearheading the go-to-market strategy that secured 2nd position among 3500 branches.
- Leveraged A/B testing to optimize ULIP plan features & marketing, resulting in a 15% market share increase 5% to 20% in 2 years.
- Owned the entire life cycle of intricate electrification projects, leading them from ideation to successful implementation through meticulous planning, execution, and risk mitigation strategies.
- Successfully segmented the customer base, developing targeted product offerings for rural & urban markets, resulting in a 35% increase in customer acquisition.
- Combined market research to identify unmet customer needs with development of a new non-par product line, boosting individual business share by 1.77% FY23.
- Elevated claims ratio from 96% to 98%, securing top position for our branch in Jodhpur division.
- Orchestrated seamless customer experiences by coordinating across claims & public service departments, promptly addressing service-related issues.



ACHIEVEMENTS

- Pioneered success at the 1st branch in Jodhpur division, achieving excellence across all 5 strategic pillars in LIC during the fiscal year 2022-23.
- Championed Ananda, a paperless initiative by LIC, empowering a 50% agent onboarding rate & executing 30% policies within a year.
- Utilized data insights to optimize product offerings & marketing strategies for Bancassurance and Alternate channels, achieving an increase in premium share from 2.92% to 3.44% in FY23.



CERTIFICATIONS

- ESG by Bloomberg
- Lean Six Sigma Green Belt- KPMG
- Google Cybersecurity
- Google Digital Cloud
- The fundamentals of Digital Marketing by Google
- GOOGLE Project Management



GAURANG KHOSLA

A dynamic, passionate, and data-driven marketing strategist, with a focus on brand management, digital marketing, and product management for lasting impact that drives brands forward through improved consumer & customer relations along with enhancement of project ROI.



ARCHIT JAIN

A forward thinker with 6 years of rich & extensive experience in project management, tendering, negotiation, procurement, strategic sourcing, change management, supply chain, & operations management. Skilled in fostering collaboration across departments to deliver strategic solutions that drive tangible results & contribute to overall business success.



DHOTI KARTHIK

Over the last 6 years, I have been instrumental in propelling enterprise growth & fostering strategic innovation by consistently making data-driven decisions. My adept strategic thinking & effective leadership techniques have been pivotal in driving Past Organizational success, ensuring resilience, and achieving sustainable competitive advantages in dynamic business landscapes.



RATIKESH SHARMA

6+ years of managerial experience of driving process excellence in B2B and B2C Sales & Marketing, Data analytics, Business development, Strategy, Stakeholder management, and Project management across BFSI, Hospitality and Digital Marketing Domains.



72 months

WORK EXPERIENCE

Product Management & Digital Marketing

- Helped generate over 3cr increase in sales with B2C app & offline marketing/branding activities at APL Apollo Tubes Ltd. - India's largest structural steel tube manufacturing company.
- Generated over 10x brand digital/offline growth with over 4x engagements among stakeholders with marketing & branding efforts.
- Generated over 1.5Lac installs for newly launched first-of-a-kind B2C mobile app.
- Helped raise over 1Lac revenue of product sales with marketing & branding activities for the newly launched online sales department with Cosco India Ltd.
- Helped generate over ₹1Lac with app monetization with one of the leading paint manufacturers in the country.
- Have marketing experience with a variety of business domains & sectors.
- Have in-depth working knowledge & experience of content and creative creation with industry-leading software.
- Planned & executed B2C digital marketing campaigns for various online platforms like Facebook, Instagram & Youtube which helped raise brands online presence and engagements to almost 5x.
- Reporting KPIs of all digital marketing campaigns with key assessment and scope for future efforts.



ACHIEVEMENTS

- Marketing & branding efforts have resulted in over 10x brand digital/offline growth with over 4x engagements among stakeholders.
- Secured 2nd position in INSPIRIOBIZ 4.0 - an all-India case study competition held by Vivekanand Education Society Institute of Management Studies & Research, Mumbai, Maharashtra.
- Contributed marketing efforts for increased sales volume & revenue, resulting in company issued bonuses.



CERTIFICATIONS

- Product Management - Indian School of Business | 93%
- Environment Social Governance Course - Bloomberg
- Bloomberg Market Concepts Course - Bloomberg
- Fundamentals of Graphic Design - California Institute of Arts | 98.4%
- Google Analytics Individual Qualification - Google Skill Shop

73 months

WORK EXPERIENCE

Deputy Manager: Maruti Suzuki India Limited (MSIL)

- Spearheaded planning, cost estimation & budget vetting for new construction projects.
- Managed tendering process for 15+ projects totalling INR 300+ Million, engaging identified vendors.
- Conducted bid evaluation, negotiated contracts & finalized awards with primary parties.
- Oversaw order-base, cash flow monitoring & asset capitalization for efficient project management.
- Developed 5+ standards & SOPs for material & process optimization.
- Contributed to the Cross-Functional Team (CFT) for ARC negotiation, achieving annual savings of INR 10 million.
- Played a key role in securing land acquisition worth INR 14 billion for MSIL's expansion.
- Enhanced internal compliance, control systems & ensured audit standards adherence.

Assistant Manager: Maruti Suzuki India Limited (MSIL)

- Successfully executed 25+ green field & brown field projects valued over 500+ Million INR.
- Implemented a digital tendering ecosystem, enhancing efficiency and security in tender processes.
- Utilized Financial ERP software for invoicing, PO generation, vendor registrations, etc.

ACHIEVEMENTS

- Received Certificates of Appreciation for contributions in Art, Photography, and organizational events.
- Certificate of appreciation for Joint Head - Creative team of PECFEST.
- Joint Head - Hospitality team for Blood Donation Camp of NSS (National Service Scheme) 2015.
- Sub-Head - Magazine Project of Punarkriti (NGO).
- Recognized as "Star performer" for best performance in the department for consecutive 2 years at Maruti Suzuki India Limited.

CERTIFICATIONS

- Certificate in Project Management (CIPM)
- Certificate in Agile Project Management
- Lean Six Sigma Certificate (Green Belt)
- ESG Certificate Bloomberg



73 months

WORK EXPERIENCE

Assistant Manager – Growth: SHARECHAT (IT)

- Performed top Decile Analysis on customer usage patterns at genre vs language level & implemented content strategies contributing to a 10% increase in user average time spent.
- Proposed a revised compensation model to retain stakeholders on the platform.

Senior Associate - Strategy: UPGRAD (Ed-tech)

- Regularly executed predictive analysis on user behaviour & suggested the senior management on risk mitigation strategies which increased the program ratings by 20%, CSAT by 10%; and decreased the detractors by 70%.
- Conducted content audit & provided revamped QC guidelines contributing to average 98% QC score for all programs at upGrad.
- Analysed the existing product offerings & identified gaps in the curriculum. Led a cross-functional team to develop & launch new courses.

Founder: SIKMR ANUNCIOS (ERP Solution Provider Start-up)

- Oversaw end-to-end process including product development, client acquisition & sales.

Business Analyst - Directors Team (Strategy): RAAM GROUP

- Devised & implemented a highly effective cost reduction strategy that resulted in annual savings of 1 crore for the organization, while consistently delivering exceptional customer satisfaction.



ACHIEVEMENTS

- Youngest Employee to be part of "Directors Team" working on Strategic Initiatives for business growth.
- Devised a partnership business plan for MG Motors, earning the "Employee Recognition Award".
- Secured a Digital Marketing internship at Cool Junk, from a competitive pool of 200 participants.



CERTIFICATIONS

- Digital Marketing and Advanced Google Analytics
- Content Marketing; Business Analyst (COEPD)
- Entrepreneurship Development (IIT Dhanbad)



73 months

WORK EXPERIENCE

Banking Alliance Manager: Paytm

- Devised & executed plans for **new market development** for financial product of Paytm.
- Oversaw the **project training, sales & post-sale support** to ensure customer satisfaction.
- Handled & liaised with key stakeholders of 120 banking branches in the National Capital Region (NCR).
- Played a pivotal role in building relationships with mid & high-level clients, such as the McDonald's Gurgaon.
- Analysed competitive landscape & developed differentiation strategies to gain competitive advantage.

Product Sales Manager: Kotak Mahindra Bank limited

- Managed a **portfolio of INR 50 crore** with a focus of consistent monthly growth and **closed high value business deals** through compelling sales pitch such as that of Embassy of Finland, Sagar Ratna Group, Delhi Dermatology Group.

Business Development Manager: OYO Rooms

- **Managed strategic partnerships** in the **Go-To-Market strategy** for newly launched products, contributing to **70% of the successfully closed deals**.

Assistant System Engineer: Mobishastra Technologies

- Utilized tools such as **SQL & Microsoft Excel for Data analysis** to draw **insights for Digital marketing campaigns** and Created **dashboards**.



ACHIEVEMENTS

- **Leadership** role in 1st year - Kotak Mahindra Bank
- **Best BDM** of the month - OYO Rooms
- **Rising star** of the quarter - OYO Rooms
- Most dependable employee - Mobishastra Technologies



CERTIFICATIONS

- Lean Six Sigma - Green Belt by KPMG
- Data Analytics Professional
- B2B Go to Marketing Strategy
- Agile Project Management - Google
- Data Visualisation Certification



HIMANSHU JHA

A highly motivated & results-oriented professional with 6+ years of experience in logistics, procurement, and project management. Proven ability to identify & implement process improvements, manage projects effectively, & deliver cost savings.



SAYANTAN LAHIRI

Self-driven professional with 6+ years of experience in rural development, excelling in planning, prioritization, strategy designing, team handling and achieving outcomes.



AMAN KUMAR

Experienced professional with 6.5 years in pharmacovigilance & medical underwriting interested towards consulting & marketing management.



RAVI GOYAL

7 years of professional & 3 years of volunteer experience in business development consulting, analysis & market research, contributing to strategic decision-making and business growth.



74 months

WORK EXPERIENCE

Planning Engineer: Gammon Engineers & Contractors Pvt Ltd

- Drove the deployment & management of an enhanced project management system, resulting in a 15% uptick in team productivity.
- Oversaw procurement paperwork & adherence processes, enhancing efficiency by 7%.
- Delivered ₹13 Crore in cost efficiencies through strategic material inventory management.
- Tuned project schedules, mitigating downtime by 6% & clinching a cost reduction of ₹40 Crore.
- Directed risk management & project tracking, shortening approval durations from a week to just two days.
- Executed beneficial contract negotiations yielding ₹16.3 Crore in cost savings.

Civil Engineer: Gammon Engineers & Contractors Pvt Ltd

- Engaged collaboratively on project schematics, achieving a substantial ₹16.8 Crore in cost reductions.
- Deciphered intricate engineering datasets to pinpoint a 10% saving on project expenses.
- Steered the engineering team in structural evaluation, securing a zero-incident safety benchmark.



ACHIEVEMENTS

- Successfully managed the completion of an 18 km section of NH 107 within 42 days.
- Spearheaded the development & implementation of a novel project management system, enhancing team efficiency by 15%.
- Strategic Supply Chain Management resulted in project scope changes, fostering stakeholder collaboration & securing ₹27.8 Cr in cost savings.
- Appointed as the site management representative responsible for overseeing the coordination of different departments and implementation of ISO guidelines.



CERTIFICATIONS

- Lean Six Sigma Green Belt by KPMG
- Certification course on ESG by Bloomberg

75 months

WORK EXPERIENCE

Rural Engineering Mentor: Institutional Strengthening of Gram Panchayats (ISGP) Program II, Panchayats & Rural Development Department, Government of West Bengal, (75 months)

- Oversaw coordination of sustainability initiatives across a diverse portfolio of over 30-gram panchayats, ensuring the effective implementation of environmentally responsible & community-focused projects.
- Led a team of 150+ people and helped successfully implement projects worth over 200 crores.
- Took the initiative of implementing e-tendering in over 70 Gram Panchayats, later implemented throughout West Bengal by the Government of West Bengal.
- Led 100+ sustainability workshops & training sessions for panchayat members & officials, thus empowering them to take ownership of sustainability goals.
- Shaped strategic development projects, including 14 Solid & Liquid Waste Management units and over 80 solar energy initiatives, through comprehensive analysis and informed recommendations.
- Spearheaded initiatives to enhance transparency & accountability in local governance, improving governance metrics of more than 150 Gram Panchayats.
- Collaborated with local communities to launch outreach & education programs, fostering positive relationships and enhancing state government's reach.
- Revamped & streamlined decentralized planning & budgeting mechanisms at the local level, fostering increased citizen participation and resource allocation.



ACHIEVEMENTS

- Represented my district ISGPP-II team in various sustainability & smart engineering seminars.
- Won bronze medal at a state-level kickboxing competition, in 2020.
- 2nd position at IPL Auction, a data-driven national-level auction by MDI Gurgaon within record time of 6 Months in Delhi NCR.



CERTIFICATIONS

- KPMG Lean Sigma Green Belt
- Environment Social & Governance Course - Bloomberg
- Impact Measurement and Management for SDGs, Duke University



81 months

WORK EXPERIENCE

Senior Safety & PV Specialist

- Allocating daily work to team members, generating monthly trends of quality and making productivity reports for each month.
- Presenting ongoing trends to managers & suggesting them about areas of improvement for each of team members.
- Mentoring & training new joiners (product specific & project specific) & mentored 30 plus joiners on fast-track basis & brought down Accreditation time from 3 months to 1.5 months.
- Timely query resolution and feedback to colleagues which they faced on day-to-day basis which improved TAT of case processing from 5 to 3 days resulting into significant transfer of business from Mexico site to India site.

Safety & PV Specialist 2

- QC of cases on team level & helped to bring down QIs by 40%, thereby reducing the number of CAPAs for the team by sharing common error trends and gaps in understanding.

Safety & PV Specialist 1

- Pharmacovigilance: Processing & triage of serious & non-serious cases (ISCR of Spontaneous and solicited cases) on Argus safety database for a leading US based pharmaceutical client.



ACHIEVEMENTS

- Monthly performer Spotlight award in our project at Syneos Health thrice.
- Got promotions in each cycle from Safety & PV Specialist 1 to Senior Safety & PV Specialist.
- Channelized purchase inventory of a Pharmacy shop to generate a sale of up to INR 3 Lacs/pm within six months of opening the shop.



CERTIFICATIONS

- Lean Six Sigma - Green Belt by KPMG
- Agile project management by Google
- Business Analytics 360 course by Analytix Labs



83 months

WORK EXPERIENCE

Client Success Consultant: TTEC India Customer Solutions Private Limited

- Resolved seller-buyer disputes with specialized negotiation as a Dispute Resolution Specialist, and receiving over 2000 customer satisfaction surveys, earning top ratings as a standout performer.
- Delivered specialized nesting training to over 100 new joiners, equipping them with essential skills & knowledge for effective onboarding and job preparation.
- Generated leads, sold 2000+ new eBay Plus subscriptions with compelling sales pitches by proactively addressing customer knowledge gaps, educating on policies, and enhancing the overall customer experience.

Business Consultant: Vedic Convent School

- Achieved a remarkable 50% average annual enrolment increase by conducting meticulous market research and analysis.
- Increased the student body from 120 to 600+ by re-strategizing & focusing on rural students to bring them at par with society.
- Led the strategic initiative of door-to-door engagement with prospective parents to increase the awareness of importance of education.



ACHIEVEMENTS

- Expanded the clientele base to more than 1000 in 3 years
- Achieved a 50% CAGR organically
- Generated a 30% revenue boost



CERTIFICATIONS

- Financial Modelling
- Certified Data Analyst
- Agile Methodology
- Bloomberg certified Environmental, Social, and Governance (ESG)
- Climate-related Financial Disclosures (TCFD)



HIMANSHI AGARWAL

Dedicated & accomplished Cost Accountant (CMA) with 7 years of experience in Accounting, Finance, and Costing. Seeking a challenging role to leverage my skills & contribute to an organization's success.



KUNAL

7 years of progressive expertise in customer engagement and driving operational excellence projects with authentic leadership abilities; highly successful in spearheading strategic business optimizations to stimulate enterprise growth & revenue profit.



ABHINAV BANSAL

Dynamic & results-driven sales and marketing professional with over 7 years of experience, skilled in developing and executing strategic marketing campaigns & leading high-performance teams. Proven track record in enhancing customer engagement, driving revenue growth, and fostering client relationships.



AMAN RAJ

Experienced Assistant Manager with 9 years of experience in management, negotiations, soft skills, analytics, quantitative skills, and team leadership. Proven ability to motivate & coordinate personnel to achieve organizational objectives.



82 months

WORK EXPERIENCE

Team Lead (Accounts): Plastiblends India Ltd

- Expertise in leading cross-functional teams & managing end-to-end project lifecycles in accounting & finance domains of 700 crores company.
- Spearheaded & provided oversight for diverse teams throughout the entirety of the project lifecycle.
- Adeptly orchestrated a substantial reduction of approximately \$840,000 in the annual acquisition cost.
- Strategically harnessing financial statements to drive informed decisions and optimize financial outcomes.
- Proficient in the strategic deployment of financial tools like SAP and Tally.

Audit Assistant: Chartered Accountants Firm - Agarwal & Dhandhania Firm

- Conducted comprehensive internal audits, including Accounts, Internal Financial Controls, Taxation, Reimbursement & Banking.
- Implemented cost-efficiency and process improvement measures.

Senior Executive: Magicrete Building Solutions Pvt. Ltd

- Prepared monthly statutory reports related to income of individual employees.
- Managed day-to-day accounting of invoices and consumption.
- Oversaw billing, payables, receivables, and taxation.

Account Assistant: Shukla Dairy Pvt. Ltd

- Handled taxation (VAT & CST, TDS) and cost sheet preparation.
- Maintained up-to-date accounts data using Tally ERP



ACHIEVEMENTS

- Earned the second prize in an inter-college case competition, proudly representing MDI Gurgaon at Inspirobiz 2023.
- Secured the top position in the foundation level of ICMA, Surat Chapter, demonstrating exceptional performance.



CERTIFICATIONS

- Agile Crash Course - Project Management - Google
- Certified in Environmental, Social & Governance (ESG) - Bloomberg

83 months

WORK EXPERIENCE

Analyst - Project Management Office, US Collections - American Express

- Planned & facilitated project management, process improvement and capability deployment for Credit & Collections portfolios for Lending & Charge Cards across Corporate, Consumer & Small Business segments.
- Led PMO for complex Business Transformation projects to enable web, digital and productivity tools.
- Steered diverse task force of Project resources, Business partners & other key groups - Technology, Operations, Strategy, Risk, Compliance & Legal to coordinate end to end implementation & effectively manage concurrent deliveries.
- Partnered with Global Collections proprietary teams & Third-party Debt Collection agencies across US, LACC, EMEA, JAPA to support agency management requirements: Policy & Procedure review, Change Management projects and Inventory Management.
- Assisted Internal teams with Regulator initiated audits for US Market – OCC, CFPB.
- Analyzed data trends & provide insights relative to process improvements, governance requirements & collection effectiveness impacts.
- Serviced blend volumes of delinquent Corporate, Small Business and Consumer accounts.
- Conducted monthly audit of legal affidavits filed by Debt Collection agencies for accuracy.



ACHIEVEMENTS

- Received accolades for outstanding work performance at Amex - 'Hercules' & 'Most Dependable'.
- Symend (SaaS Vendor): Led project for integration of new digital communication vendor to deliver hyper-personalized digital experiences based on vendor's Behavioral Engagement Technology.
- Kabbage (Fintech Lending Platform): Led integration of Kabbage platform with Amex system id records for data analysis and performance tracking.



CERTIFICATIONS

- Lean Six Sigma Green Belt - KPMG
- ESG - Bloomberg



84 months

WORK EXPERIENCE

Marketing Manager

- Spearheaded strategic initiatives in media communication, utilizing knowledge management for driving customer insights, personalization, and scalable growth programs.
- Led outbound sales campaigns, achieving a 20% increase in customer engagement and a 15% rise in conversion rates.
- Pioneered the execution of digital marketing strategies, leveraging methodologies & achieving measurable increase in Net Promoter Score (NPS) for clients.
- Crafted compelling and persuasive copy for print advertisements, aligning with the business development objectives.
- Expert in lead generation, consistently identifying & nurturing over 100 qualified leads per quarter through targeted cold calling and networking strategies.
- Responsible for creating short case studies backed by strong data points, showcasing the tangible returns a brand would receive when advertising within the organization's strategic solutions.
- Designed & executed B2B and B2C marketing initiatives, leading to a substantial 18% growth in client revenue and market share, aligning with business development and consulting goals.
- Teamed up with ad and content teams to create custom plans for brands that cater to their requirements, aligning with consulting and business development strategies.



ACHIEVEMENTS

- Developed an SME connect scheme in collaboration with stakeholders, expanding the client base and improving revenue in line with business development goals.
- Drove a 30% increase in the client base through strategic marketing initiatives and robust sales tactics, significantly enhancing ROI.
- Led a Social Media search refining campaign for Arihant Prakashan, exceeding sales targets by 115% in the financial year 2021-2022, demonstrating expertise in strategic engagements and solutions.



CERTIFICATIONS

- ESG by Bloomberg
- Digital Advertisement by Hubspot
- Digital Marketing by Hubspot

84 months

WORK EXPERIENCE

Assistant Manager: Bank of India

- Business Development for Bank of India in the rural areas of Himachal Pradesh spearheading the work of financial inclusion with a team of 12 members.
- Worked in credit Department of the Bank at various positions having credit management exposure of both rural & urban areas.
- Implemented the role of Nodal pension officer in Himachal Pradesh disbursing the pension of 5000 pensioners amounting to more than 20 crores.
- Worked in close collaboration with JICA (Japan International Cooperation Agency) in the field of environmental mitigation.
- Leader of a team to generate leads and business, by engaging in marketing campaigns towards incremental growth of CASA in the bank. Mobilised deposits of 10 crores in 1 month.
- Nodal POC for the bank in client facing projects, clients included SJVN, STRIVE (World Bank Project), Cosco & State Government of Himachal Pradesh and Haryana to name a few.

Business Analyst: Valueserve

- Developed detailed marketing analysis across Nordic Sector for a logistics company.
- Part of a team which provided solutions for the increasing cost of transportations in Delhi NCR region reducing the cost by 10%.



ACHIEVEMENTS

- Achieved 90% customer satisfaction ratings for Bank of India in Shimla and Gurgaon.
- Branch assets incremental growth by 40% YoY in credit & 50% YoY in deposits.
- Branch profit at 15% YoY even during COVID times.
- Developed comprehensive & innovative financial inclusion strategies to enhance financial literacy & well-being for 40% rural areas around Shimla.



CERTIFICATIONS

- ESG Certification by Bloomberg
- Financial Modelling and Business Valuation (ongoing)
- Project Management by Google
- Introduction to Financial Markets by Yale University
- Bloomberg Market Concepts



VISHAL KOKANE

As a seasoned banking professional with over 7 years of experience, I have successfully managed various facets of retail banking including general operation, trade finance, financial inclusion, Agri and SME lending & appraisal of secured as well as unsecured loans.



ALOK MISHRA

Dedicated & results-driven Assistant Manager with 7.5 years of experience in the Real-Estate industry. Proven track record of exceeding sales targets, leading high performing teams and implementing effective marketing strategies.



84 months

WORK EXPERIENCE

Manager: IDBI Bank

- Developed & executed business strategy to achieve an average YoY Asset growth of 15%.
- Managed a team of 10+ professionals through effective leadership, planning and execution of business operations of bank branch unit.
- Executed the appraisal & disbursement of loans worth INR 150 million, leveraging strong decision-making skills.
- Implemented robust control measures & compliance procedures within the branch, resulting in a 30% decrease in operational incidents.
- Boosted branch revenue by 25% by deploying effective business strategy and cross-functional coordination.
- Improved branch CSAT rating by 95% & customer retention rate by 90% through effective stakeholder management & interpersonal communication.

Assistant Manager: IDBI Bank

- Implemented robust control measures & compliance procedures within the branch, resulting in a 30% decrease in operational incidents.
- Boosted branch revenue by 25% by deploying effective business strategy and cross-functional coordination.
- Improved branch CSAT rating by 95% & customer retention rate by 90% through effective stakeholder management and interpersonal communication.



ACHIEVEMENTS

- Qualified in IDBI bank's "MSME campaign Phoenix" & ranking PAN India no 5 in the SU category.
- Achieved 1st position in IDBI bank's Mumbai zone for SRA disbursement in the semi-urban category.
- Successfully cracked various Government exams: IBPS PO, CDS, SSC CGL.



CERTIFICATIONS

- Certified Associate of Indian Institute Bankers (CAIIB)
- Certificate in Treasury Management
- Certificate in MSME financing
- NISM-Series-V-A: Mutual Fund Distributors.
- ESG course by Bloomberg
- Business Analytics by Johns Hopkins University



89 months

WORK EXPERIENCE

Assistant Manager: Samkara Buildcon [Sep'15 – Feb'23]

- Provide leadership & guidance to a team of 8 real estate agents, fostering a high-performance culture.
- Assist in prospecting, lead generation & nurturing client relationships to achieve sales objectives.
- Assist in negotiating & closing sales contracts, ensuring compliance with legal requirements and company policies.
- Analyze market trends, competitive dynamics & customer feedback to make informed business decisions.
- Coordinate marketing initiatives, including digital campaigns, open houses and promotional events.
- Collaborate with the Manager to set sales targets & develop effective strategies for achieving them.
- Oversee the preparation of property listings, ensuring they are accurately described and attractively presented.
- Ensure that the Sales team provides exceptional customer service throughout the buying and selling process.



ACHIEVEMENTS

- Recipient of first place in "Optimum Overhaul 2.0" management game held in LBSIM.
- Member of the college football team during graduation.
- Volunteer at Shaishav Foundation, helping impart quality education to children from marginalized communities.



CERTIFICATIONS

- Bloomberg ESG
- Financial Modelling & Valuation



WORK EXPERIENCE

90-119 MONTHS



AKSHAT JAIN

Sales & Operations Manager experienced in leading high-performance teams and delivering benchmark results.



SAGAR SAXENA

Seasoned professional with 8 Years' experience in Designing & Development of skill-based Trainings, Product Design & Development, Market Positioning & Differentiation & Salesforce service cloud implementation roles.



90 months

WORK EXPERIENCE

Category Manager: Xoxoday - Bengaluru

- Facilitated automation of manual procurement of GV stocks for real-time delivery.
- Acquired 11 new gift voucher vendors within USA, Israel & India with average monthly GMV of ₹0.7Cr within 3 months.
- Facilitated seamless API integration & process improvement through tech collaboration.

Senior Operations Manager: Awign Enterprises - Bengaluru

- Fulfilled end-to-end gig projects with workforce assignments, SOP, project execution and completion.
- Successfully completed a portfolio of online/offline proctoring projects for Mettl & TCS with 99% fulfilment rate & acquired exclusive PAN India online proctoring rights for Mettl.
- Projects included field audits, due diligence and last mile delivery for clientele comprising ITC, Swiggy, Ola, Betterplace etc.

Assistant City Manager: Paix Technologies Pvt Ltd - Bengaluru

- Spearheaded procurement, refurbishment, stock management, sales and customer relationship for used vehicle business within Bengaluru including ERP-integration and MSP regulation.

City Manager: ANI Technologies Pvt Ltd - NCR

- Charted Closed to Semi-open M-Wallet transition & expansion for Ola Money with 3300 vendor onboardings & ₹7.5L/month transactions.



ACHIEVEMENTS

- Recorded highest sales volume for 7 months in 2013-2014 across UPU circle for Bharti Airtel and won a sponsored trip to Macau.
- Pioneered Bengaluru to be the first city to achieve 200 car sales/month, 25% RF cost reduction and 75% TAT reduction at Paix Technology Pvt. Ltd.



CERTIFICATIONS

- Vskills Operations Management
- KPMG Lean Six Sigma Green Belt
- Bloomberg ESG



96 months

WORK EXPERIENCE

Founder: Technical Pariksha

- Led the creation of an online training web portal, expanding our service offerings and reach.
- Enhanced platform security with integration of OTP-based login system through JIO services and TRAI.
- Achieved a 12% increase in students topping the CITS exam at the national level in India through strategic platform enhancements.

Training Officer: State Staff Training & Research Centre

- Led the training of over 1500 Vocational Instructors & Foreman in the CITS program under the DGT scheme of the Ministry of Skill Development and Entrepreneurship.
- Enhanced the quality of training, leading to DGT approval for an intake increase from 40 to 100, thereby boosting revenue by 150% within 3 years and gaining approval to start 3 more courses.
- Implemented short-term courses & training for department instructors, resulting in an annual cost reduction of 55 lakh for the state government.
- Collaborated with industry partners to optimize component manufacturing processes, achieving significant waste reduction and enhancing operational efficiency.
- Streamlined inventory procurement, ensuring an efficient supply chain for operational continuity.



ACHIEVEMENTS

- Team Leader of Uttar Pradesh Team at India Skill Competition 2021
- Awarded letter of Appreciation in the Fitter department at SSTRC
- Participated at Supra Sae India 2012, cleared a virtual of designing at Ansys Pune.
- Honored with the Award of Excellence in Training from the National Skill Development Corporation.



CERTIFICATIONS

- Lean Six Sigma Green Belt, KPMG
- Microsoft Power BI Desktop for Business Intelligence
- Agile Project Management Certification



SHASHWAT

An Agile Practicing Product Manager with 8.5-year experience in Data Analytics, Design Thinking, Product Management, UI/UX Designing, GTM Strategy, B2B Business Development and IT sales while leading cross-functional teams.



SUNIL MURTY

Experienced automotive professional with expertise in project management, design and development of commercial vehicles. Specialized in Project Management, Product Development, Consulting, Research & Development and Implementation roles.



GUNJAN GUPTA

Dynamic entrepreneurial leader with expertise in digital transformation, AI, and ML. Proven track record in strategic consulting, driving tech innovation & growth in global markets, and excelling in business development and solutioning.



DHIRESH SACHDEVA

A seasoned professional with an experience of 10 years in Operations and Maintenance on Merchant vessels across the Globe.



102 months

WORK EXPERIENCE

Product Manager: CL Educate Pvt. Ltd.

Strategy & Leadership

- Led 5 Cross-Functional teams across 4 locations to Launch 12 Products & 38 Features securing 51% revenue growth (45% target) over 3 years; reduced churn rate significantly achieving 77% Customer Retention Rate (CRR).
- Revamped Pricing & Digital Marketing Strategy through data driven decision making increasing Customer Lifetime Value (CLTV) by 37% while decreasing Customer Acquisition Cost (CAC) by 21% to achieve an LTV/CAC ratio of 3.4:1.
- Acquired 87 new B2B Clients resulting in 29% revenue growth over 3 Years through successfully pitching & executing New Marketing Strategy.

Data Analytics Using Emerging Technologies

- Analysed brand's pricing, advertising & distribution data for **seasonal trends**, integrating **consumer insights**; recommended strategic changes in marketing mix reversing sales slump (+6.5%) and return rate (-10%).
- Harnessed **Cross-selling & Up-selling** opportunities for existing customers through **regression analysis & A/B Testing** to track use case correlating with product attributes increasing **MRR** by 14%.
- Led **product discovery** through end-user research gaining insights into user behaviour, needs, and expectations.



ACHIEVEMENTS

- Awarded Management Consulting - **Certificate of Excellence** for securing Top 10%ile Spot in 1-month long Consulting Workshop Competition by B-Tribe.
- 4 National Level **Elocution Contest** & Debate Contest **Winner** Awards at School and Collegiate levels.
- Executed a 2-month live project for B-Tribe Pvt. Ltd., resulting in a 170% market growth and 38% increase in revenue.



CERTIFICATIONS

- Lean Six Sigma by KPMG - Green Belt
- CSPO by Scrum Alliance, JIRA, Balsamiq
- Power BI, Figma, SCRUM Certification
- Microsoft Project, SQL, Python, R, Trello
- Management Consulting Fellowship
- B-Plan Modelling, Data Analytics

102 months

WORK EXPERIENCE

Project Lead: ASM Technologies Limited, Client: Volvo Group

- Led multiple projects for Volvo Group, enhancing team efficiency by 25% through effective leadership and Agile Methodologies.
- Improved global stakeholder communication, reducing project delays by 10% & ensuring alignment across time zones with a 98% quality score.
- Established robust client relationships, implementing innovative solutions that boosted productivity by 25% & resulted in a 20% increase in client retention rates.
- Utilized Scrum methodologies to drive project success, achieving a 20% increase in team productivity and a 15% improvement in on-time project delivery.

Design Engineer: Tata Technologies Limited, Client: Tata Motors

- Led design & development in Tata Motors' vehicles, optimizing air brake design.
- Initiated cost-saving ideas, resulting in savings of up to Rs. 5 crores by streamlining component packaging.
- Streamlined design & project timelines, resulting in a 20% reduction in project duration and a 15% increase in design iteration efficiency.
- Provided valuable support & knowledge sharing to various teams, resulting in a 10% reduction in product errors through enhanced collaboration.

ACHIEVEMENTS

- Proactively engaged at ASM Technologies, collaborating with Volvo Group in Gothenburg, Sweden, leading to recognition & opportunities for leadership roles.
- Top performer at Tata Technologies Limited for 2 consecutive years.

CERTIFICATIONS

- Agile Project Management from Google
- Scrum Master Certification
- Lean Six Sigma Green Belt - KPMG



104 months

WORK EXPERIENCE

Founder & CEO: MATLAB Helper® & Tellmate

- Transformed a college project into Tellmate, a commercial venture that significantly enhances accessibility for the visually impaired through innovative wearable technology & a supportive Android app.
- Founded MATLABHelper.com & achieved profitability from day one. Managed over 600 projects, serving more than 300 clients across 52 countries with a 90% satisfaction rate, thereby expanding the company's reach and improving customer service.
- Expanded Tellmate's reach, awareness & market presence through strategic collaborations with industry giants like Intel, DST, The Economic Times, Facebook & NASSCOM; government institutions such as myGov, MEA, Niti Aayog, and the Embassy of Israel.
- Participated in prestigious programs to foster entrepreneurial skills, including an Accelerator Program from UC Berkeley, an Entrepreneurial Workshop at IIM Ahmedabad, a Technology Commercialization Workshop at Stanford University, and the Innovation Readiness Series with the University of Texas.
- Produced over 400 educational YouTube videos on MATLAB & Simulink for MATLAB Helper, achieving a 4.9% click-through rate with 1.4 million views and attracting 13.7K+ subscribers.



ACHIEVEMENTS

- Awarded the MEA - Niti Aayog National Contest on Social Innovation. My contributions were recognized by Prime Minister Narendra Modi, who featured Tellmate's innovative solutions in a Coffee Table Book & discussed our impact during his "Mann Ki Baat" radio program, highlighting our contributions to social innovation.
- Featured extensively in major media outlets, including YourStory, Yahoo, CNBC, The Hindu & Indian Express, which underscored the significant impact & visibility of my work in the tech and innovation.



CERTIFICATIONS

- Financial Modelling & Valuation by EY
- JPMorgan Chase - Investment Banking
- Bloomberg Market Concepts & Bloomberg ESG
- Corporate Strategy - University of London
- MathWorks Certified MATLAB Associate

115 months

WORK EXPERIENCE

Officer of the Watch - Operations & Maintenance: Seaspan Crew Management India Pvt Ltd

- Managed operations, repair & maintenance work of a wide range of machinery, systems & equipment preventing downtime & off-hire.
- Showcased strong diagnostic & problem-solving skills by identifying equipment malfunctions, analyzing root causes, and implementing effective solutions.
- Executed cost-saving measures to achieve a reduction in O&M Expenditures meeting deadlines & ensuring smooth operation of equipment.
- Operated & collaborated efficiently with multinational crew & shore personnel under pressure and in diverse conditions.

Leadership

- Took charge from time to time for various projects & Onboard operations like Installation of Steam tracing on pipelines, Bunkering of Fuel oil & Lubricating oil, and major overhaul of Diesel Generators and Propulsion engine.
- Conducted training & mentored cadets and junior staff regarding various aspects of ship operations and safety.
- In charge of engine room team for the safety drills conducted onboard.

ACHIEVEMENTS

- Secretary of Green Cult - The college society for social causes at MDI Gurgaon.
- Active member of the college Drama Society.
- Active in Table tennis during school and college.
- Presented paper on "Coastal and Inland Transport" at Transtech 2012 "Transportation Technologies - Optimization & Challenges" organized by The Institution of Engineers (India) and The Institute of Marine Engineers (India).

CERTIFICATIONS

- Lean Six Sigma Green Belt - KPMG
- Risk Management & Incident Investigation
- Maritime Resource Management

WORK EXPERIENCE

120-180 MONTHS



ADITYA SINGH BORA



A rich expertise in infrastructure consulting & design. Shaped aviation, hospitality, industrial, and residential projects for major corporations. Demonstrating excellence in strategic planning, financial analysis, procurement, and contract management.

UTKRISHT MITTAL



An Enterprising Professional with 11 years of experience in Business Leadership, Strategy, Product Development, Digital Marketing & Business Growth.



121 months

WORK EXPERIENCE

Principal Architect/Founder: Grotto Design Studio

- Built a design firm from the ground up & increased project portfolio value from 100,000\$ to 4.3 million\$ in 6 years.
- For United Nations built, 30 plus waste recycling plants, currently recycling 200 tons of national waste daily across major cities of India.
- Developed 11 crucial infrastructure projects at Delhi Airport including 32-acre cargo parking, increasing parking capacity by 1200 vehicles.
- Designed a cumulative 30,000 square feet of contemporary commercial interiors for The Indian Olympic Association, 4 start-ups, and 2 retail brands.
- Worked with industry experts to derive design solutions, build cost estimations & created contractual documents for complex projects like airports & factories

Project Architect/Creative Group: (Architecture Firm)

- Worked with Boston Consulting Group to increase Delhi Airport's retail revenue by 45%, making it category leader in revenues per passenger. Restructured 200,000 square feet of airport space & designed 82 retail outlets.
- Provided strategic design consultancy to the client: GMR group.
- Lead a team of 5 architects for airport projects.



ACHIEVEMENTS

- Received All India Rank 77 in GATE entrance exam achieving 99.9 percentile. Selected for Project Management course in prestigious institutions like IIT and National University of Singapore.
- Declared All India Runner-up while representing MDI Gurgaon in Marketing Case Competition-Inspirobiz.
- Elected as Secretary for Corporate Communications Committee at MDI Gurgaon PGDM-BM batch. Started new panel/speaker events, networked with corporate houses & increased social media presence of the Institute.



CERTIFICATIONS

- Lean Six Sigma Green Belt from KPMG
- Finance & Accounting essentials from Imperial Business School
- Soft Skill Course Certificate from IBM

132 months



WORK EXPERIENCE

Deepak Gupta Educational Trust Associate Trustee

- Created & led the college IT infrastructure team to develop an online coding platform. Platform was an attempt to gamify the learning of various coding languages such as Python, Java and C++.
- Collaborated with engineering dean to introduce skill-based courses, resulting in 100% placement record and average package increase from 4.4 LPA to 5.2 LPA.
- Led admissions team, achieving 600 admissions, up from 75 the previous year i.e. an increase of 710%.

Head - Online Business Development: KCC Software Ltd

- Conceptualized & led development of tagmycollege.com & Easylearning.guru, completing 4K pages in 2 months.
- Increased conversion rate from 3% to 18% in two years.
- Decreased employee attrition rate from 20% to 10% YoY.
- Launched software consultancy department, delivering projects worth INR 3 million for Onicra Pvt Ltd and KATM Pvt Ltd.
- Supervised content creation, expanding library from 3 to 51 courses.
- Oversaw company expansion from 3 to 25 employees.
- Grew revenue from INR 40K to INR 15 million in 3 years; broke even in 1.5 years.



ACHIEVEMENTS

- Awarded Best Big Data Company by CIO Magazine in 2016
- Featured the "Innovative Ed-Tech Start-up of the Year" in YourStory.com.
- Honoured with the "Best Educational Technology Solution" by Panipat Institute of Technology, highlighting our commitment to excellence.



CERTIFICATIONS

- Executive Course in Digital Marketing from NIIT.
- Data analytics, Business Accounting & Economics for Managers from Harvard Business School.



SIVVAM SUMITH

11.5 years of diverse experience in Project Finance & Project Management in Real Estate (Construction) Industry, Academia, and Business Analytics in Online Market Place (Used Two-Wheeler Industry).



MANOJ U G

Accomplished banking professional with a distinguished track record of 12 Years in diverse roles demonstrating leadership, problem solving, strategic thinking and business development capabilities, adept at crafting business plans and projections, and consistently delivering notable results contributing to organization's growth.



PARIK JAIN

A data-driven management professional eager to leverage 15 years of rich cross functional experience in business management, entrepreneurship and L&D to transition into senior management or business consulting roles.



138 months

WORK EXPERIENCE

Manager: CredR

- Led the team tasked with Redesign & Implementation of Live BI reports/dashboards to monitor and improve the performance of different business verticals. Brought down the monitoring KPIs from 42 to 30, while giving the in-depth insights of business verticals performance.

Assistant Professor: Crescent School of Architecture

- Mentored students who won the consolation prize Piscina & Wellness Barcelona Architecture Competition in year 2021.

Manager: SPR High-living (Real Estate)

- Handled 80 Crore cashflows over 10 months for two projects (commercial & residential projects), led the value-engineering exercise for structural elements of Market of India Project which resulted in 8%-10% cost saving.

Freelancer Architect: Architect & Project Management Consultancy

- Worked as Architectural Design & Project Management consultant for many small-scale real estate developers in Hyderabad Metropolitan Region. Implemented IGBC ratings (Green Building) which would cut the construction & life-cycle costs by 20%.

Dy. Manager: Bhattad Group (Real Estate)

- Part of the Project costing, Project Planning, Pre-project planning, Budgeting & Procurement division.
- Major projects worked - Celestia Spaces, Bhattad Aurus & Bhattad Augustine.

ACHIEVEMENTS

- Received Pratibha Award from Government of Andhra Pradesh for getting admission into Institute of National Importance IIT Kharagpur.
- Scored 710 in GMAT and IIT-JEE Rank 3327.

CERTIFICATIONS

- Bloomberg ESG Certification
- Construction Project Management, Columbia University NYC
- FMVA (Financial Modelling and Valuation Analysis) from Ernst & Young (EY)

145 months

WORK EXPERIENCE

Senior Manager & Branch Head: UCO Bank

- Headed rural, semi-urban & rural branches, and managed a 10-member team.
- Conceived & managed annual branch business plan and handled various functions such as Credit, Business Development, Customer Relationship Management, Loan Recovery etc.
- Performed Financial Analysis & Appraisal for various Credit Proposals up to 6 crores.
- Achieved more than 125% target in Total Advances, MSME business, and Retail loans in FY 2023.
- Improved branch profitability by 27% in FY 2023, by increasing average products per customer.

Manager (Strategic Planning Department): UCO Bank

- Prepared Annual Budget & business projections and targets for the bank for FY 2015-16 & FY 2016-17, under the guidance of the Chief Economist of the bank.
- Prepared Bank's Vision 2020, a five-year business plan, as a part of the Chief Economist's team.
- Prepared review notes for 42 business zones across India in key business parameters as an input to GM (Strategic Planning), for periodic review zones.

Manager (HRM Department): UCO Bank

- Increased participation of Women Senior Managers by 11% by Designing & organizing Women Leaders' Fellowship.

ACHIEVEMENTS

- Achieved highest Y-O-Y growth in MSME advances, amongst branches in Chennai Zone, as Branch Head of UCO Bank Vellore Branch for FY 2022-23.
- Received R.K.Ghotgalkar Memorial prize for standing national second in Human Resources Management of CAIIB, 2016-17.
- Managed Strategic Planning daily newsletter, from Jan'2015 to Aug'2017 Kolkata at UCO Bank.

CERTIFICATIONS

- FMVA (Financial Modelling & Valuation Analyst) - Pursuing, E&Y
- CAIIB, IIBF
- ODCP (Organisational Development Certification Program), TISS Mumbai

180 months

WORK EXPERIENCE

Proprietor: The Verbal Mentor

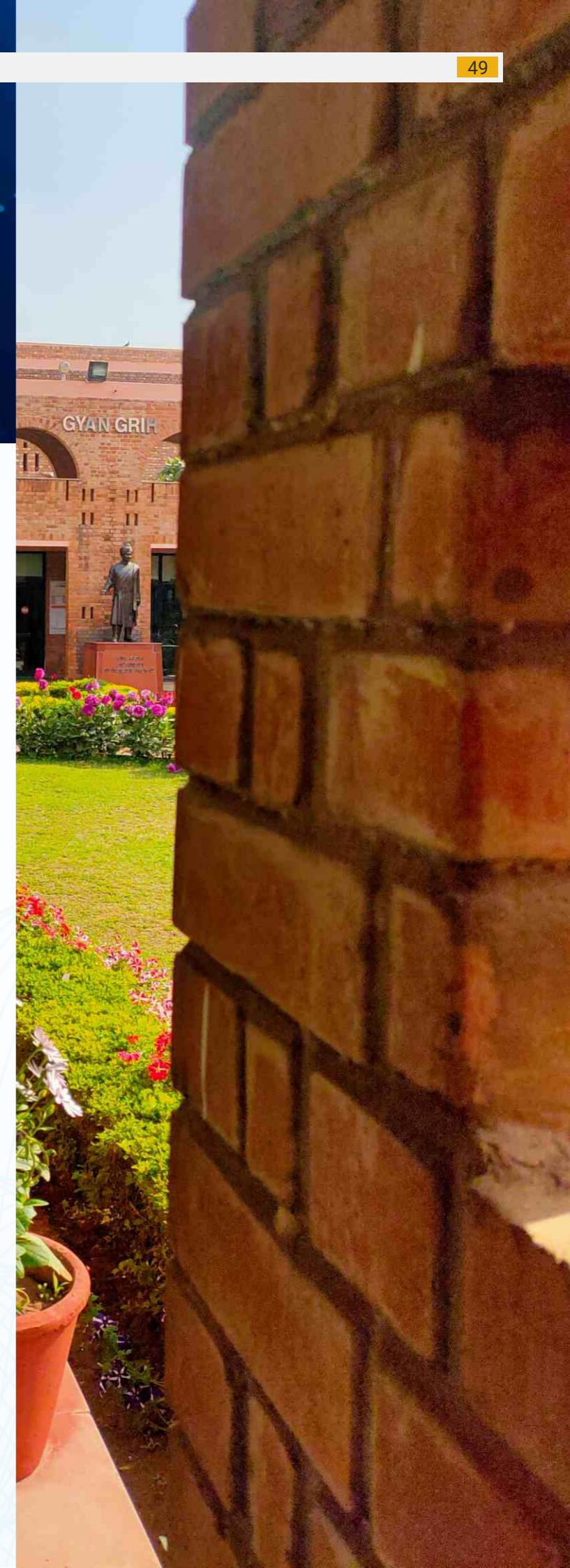
- Headed 2 business verticals & oversaw academic operations at 2 company centers, generating annual revenues of INR 2 cr+.
- Reengineered academics delivery process to drive 70% cost reduction.
- Maintained 95%+ customer satisfaction scores through engaging teaching, research, and instructional design.
- Collaborated with marketing teams to design activities across different levels of marketing funnel that resulted in 60% increase in student pull and brand traction.
- Led project teams to improve student success and organizational performance through data-driven L&D strategies.
- Crafted a data-driven GTM strategy & successfully positioned our niche learning solution for market penetration.
- Acquired 30,000+ learners (10% market share) in a span of 2 years, through effective content creation, omnichannel marketing strategy and sales funnel.
- Set pricing strategy to reach profitability within first year of business operations, with gross profit margin of 50%.
- Saved around 30% on operational cost through strategic vendor partnership and process optimization.

ACHIEVEMENTS

- Successfully launched an online learning brand from conception to profitability within 1 year.
- Delivered impactful learning solutions & managed multi-million business operations, rated 5 on CX journey.
- Led 4 company centers to maintain 97% student outcome rate, implementing performance metrics and driving continuous improvement.

CERTIFICATIONS

- Advanced Diploma in Digital Marketing by MICA (pursuing)
- KPMG Lean Six Sigma
- Instructional Design (pursuing)
- Bloomberg ESG
- Google Project Management (pursuing)



Company Sponsored Candidates from Indian Oil Corporation Limited (Not opting for placements)



OM PRAKASH DILLIWAR

Having experience of 16+ years in downstream Oil & Gas industry, with exposure in Terminal Operations, Port Location Operations, Supply Chain & Project Management with majority as In-charge of Location. Commissioned 2 major POL Terminals.

Experience: 198 months
Organization: Indian Oil Corporation Limited
Education: NIT Raipur



RAM KALYAN SHARMA

Having 19+ years of experience in Oil & Gas Project Planning & Execution including Terminal/Depot Installation & Commissioning, Retail Outlet Construction & Maintenance & Handling Operation at Refinery location.

Experience: 232 months
Organization: Indian Oil Corporation Limited
Education: NIT Jamshedpur



ARINDAM DUTTA

A seasoned Mechanical Engineer with 13 years of experience at Indian Oil, specializing in cross-country pipeline projects, construction & maintenance of oil depots & terminals. Holds leadership management certification from XLRI, piping engineering from IIT Mumbai & internal auditor certification from Bureau Veritas. Expertise in complex oil infrastructure development.

Organization: Indian Oil Corporation Limited
Education: Jadavpur University, Kolkata



JUGENDRA SINGH

Mechanical Engineer by education. 15 years of experience in Indian Oil Corporation Ltd as a part of Business Development team. Experience spanning from Marketing Operations, Warehouse Management, Supply & Distribution to Contract Designing & Vendor Management. Certified (from CII) trainer on ISO-9001,14001 and 18001. Certificate from IIM-A on Warehouse Design.

Organization: Indian Oil Corporation Limited
Education: IIT Kanpur



SUPRABHAT KUMAR

15+ years of work experience in Oil & Gas industry which includes 8+ years of experience in verticals of HR administration and management and 7 years of experience in engineering verticals of Operations & Maintenance of Pipelines & Execution of Mainline cross country oil pipeline projects.

Organization: Indian Oil Corporation Limited
Education: Bhagalpur College of Engineering

PLACEMENT PROCESS



- Members from companies interact with students on campus through Business Thought Leadership Sessions, Guest Lectures, Live Projects & other Corporate Forums.
- Student profiles & other relevant details are shared with the companies.
- The companies conduct Pre-Placement Talks to give in-depth information about themselves, including the roles, profiles being offered & their expectations from current participants.
- Interests are solicited from corporates & CVs of relevant participants are shared.
- The calendar slot for the campus visit is finalized & communicated to the corporates.
- Companies conduct their selection process which typically comprises of CV based short-listing, Case discussions & personal interviews.
- Final results are announced by the companies.

SAMVAAD - ANNUAL LEADERSHIP CONCLAVE

The annual business colloquium organized by the PGDM-BM students at MDI Gurgaon.

A platform of panels for sharing ideas among the leaders from various domains across the country and focuses on providing a unique opportunity to the participants for gaining insights into various domains. The panels will have industry stalwarts, leading entrepreneurs, leadership gurus, and academicians who share their valuable insights with the participants.

Highlights of Samvaad'23 | Email: samvaad@mdi.ac.in



Valedictory Session

CHIEF GUEST



Mr. Veer Sagar
Chairman - Selectronic

CHIEF GUEST



Mr. Rajesh Magow
Co-Founder and Group
CEO - MakeMyTrip

GUEST OF HONOR



Mr. Gopal Chandra
Sikder
Senior Executive Vice
President - Reliance Industries
Limited

Leveraging Analytics To Drive HR Strategy

Panel Members



Gandhari Nadkarni
Director - People
Business Partner
Expedia Group



Bineet Ranjan
Data Scientist
Senior MTS
PayPal



Abhishek Tiwary
Senior Vice President
Human Resources
Tech Mahindra



Shivani Singh
Head
Human Resource
Primas Biotech



Dr. Ajay Kumar Jain
Professor
MDI Gurgaon

Moderator

Unlocking India's Sustainable Finance & Investment Future

Panel Members



Abhishek Kumar
Consulting Principal
S&P Global



Shantanu Srivastava
Finance & Climate
Risk Lead
ICEPA



Rohit Kumar
Partner
Corporate Finance
Deloitte



Dharmender Jhamb
Partner, Business
Consulting
Grant Thornton LLP



Sishir Gargwala
Clean Energy /
Climate Finance
Leader



Dr. S Veena Iyer
Associate
Professor
MDI Gurgaon

Moderator

Transitioning Into Industry 5.0

Panel Members



Ramesh Kumar
Director
Eugenie.ai



Puneet Gupta
Director
S&P Global



Gaurav Bhandari
Associate Director
Deloitte



Amarpreet Singh
Founder
Chaabi



Dr. Narain Gupta
Professor
MDI Gurgaon

Moderator

Embracing Digital Ventures For Market Expansion

Panel Members



Nimisha Singh
CFO and Retail
Head
Google Cloud



Namrata Nath
Head of Field
Marketing
Excel



Deepanshu Sachdeva
Regional Lead
Axi



Amitesh Srivastava
Customer Strategy, Process
& Sales/ops Practice Leader
IBM



Dr. Anurag Chauhan
Associate
Professor
MDI Gurgaon

Moderator

CORPORATE COMMITTEE



The Corporate Committee within our esteemed PGDM-BM Program, comprises a dedicated team of five members. At the forefront of industry engagement, this committee plays a pivotal role in fostering meaningful connections with prominent industry leaders, orchestrating insightful guest sessions, and curating enriching panel talks.

Among its flagship initiatives are the esteemed Corporate Connect Series and the Sankalan: Annual HR Leadership Symposium, both designed to provide students with firsthand insights into the dynamic corporate landscape. Moreover, the Corporate Committee spearheads the branding efforts of our cohort across diverse social media platforms, ensuring our program remains prominently visible in professional spheres.

These engaging sessions, conducted on a monthly basis, offer invaluable opportunities for students to interact with industry luminaries, gain invaluable knowledge, and forge impactful networks that transcend the classroom.

Mail : nmp_corp_communications@mdi.ac.in

Linkedin QR :



Aditya Singh Bora
(Secretary)



Harsh Vardhan Singh



Gaurang Khosla



Kunal



Parik Jain



R K Sharma

ALUMNI COMMITTEE (ALCOM)

The Alumni Relations Committee fosters connections between esteemed alumni network & campus community by organizing a range of engaging events throughout the year. The Alumni Relations Committee plays a pivotal role in maintaining the vibrant community spirit and legacy of MDI Gurgaon, ensuring that alumni remain engaged and connected with their alma mater and current students benefit from their valuable insights and experiences. Events organized by the batch of PGDM-BM are:

- **National Alumni Meet:** Alumni meet on campus for all the programs at MDI.
- **Regional Alumni Meet:** Alumni meet at various locations such as Mumbai & Bangalore.
- **Alumni Connect Series:** Connecting Alumni with the current batch at campus or online.
- **Mock Interviews & Mentorship Sessions:** Alumni conduct mock interviews for the batch & mentor students.
- **AABHAR (Acknowledging Alumni Brilliance, Heritage & Relationships):** An alumni event exclusively for the batch of PGDM-BM which comprises various playful activities around the day & ending with musical night.

Email : nmpalumni@mdi.ac.in

Linkedin QR :



Abhinav Bansal



Bhavesh Agrawal



Gunjan Gupta



Himanshi Agarwal



Mehul Kumar Morwal



Ravi Goyal



Sudhanshu Kumar

SPORTS COMMITTEE

The **Sports Committee** of PGDM-BM meticulously organizes a spectrum of tournaments encompassing both outdoor and indoor games, including table tennis, badminton, volleyball, cricket, and football. These events are strategically designed to encourage active student participation and foster collaborative spirit, thereby nurturing enduring friendships and facilitating invaluable networking opportunities.



Aashwin Sharma
(Secretary)



Aman Kumar



Shobhit Agarwal



Arindam Dutta



Devansh Saxena



HOSTEL & MESS COMMITTEE

The **Hostel & Mess Committee** ensures that the students don't have any issues related to their rooms and the food served in the mess is of superior quality and variety. They manage the menu of the mess with the needs of the batch ensuring that everyone is served with what they want and adapt to the changing needs according to seasons.



Aman Kumar



Shobhit Agarwal



Adarsh

CLASS REPRESENTATIVES

Class Representatives are considered to be the face of the batch. They serve as a thread between the students and the PGDM-BM office. Regarded as the first line of communication in the student-related issues, the class representatives, alongside academics, ensure that the students are doing well both physically and mentally and in the best of their zones to progress towards success.



Aayushi Mehta



Adarsh

GREENCULT

Green Cult is a dynamic, student-led club by PGDM-BM committed to promoting sustainability and social responsibility. Established in 2022, the club has undertaken a variety of initiatives aimed at making a positive impact on our campus and in the community. Some of its activities include Plantation drives, Collection drives in collaboration with the renowned NGO Goonj, Blood donation drives, and Corporate communications to promote LGBTQ+ and Environmental, Social and Governance.

Email : greencult@mdi.ac.in

Linkedin QR :



Aayushi Mehta



Abhishek Arora



Adarsh



Akshat Jain



Dhiresch Sachdeva
Secretary



Himanshu Jha



Rupesh Kumar



Om Prakash Diliwar



GUEST SPEAKERS

Arun Mishra
CEO HZL

Vikram Jeet Singh
Partner KPMG

Sandeep Singh
MD Accenture Strategy

Anshula Verma
National Head Talent Acquisition EY

Pradeep Hatgaonkar
Country Head HR-Hitachi Estemo

Simran Kaur
Senior Director, HR Gartner

Shalini Arora
Senior Director Banking- Natwest

Archna Bhardwaj
GM HR Interglobe Air Transport

Snigdha Varmani
VP-HR Genpact

Abhishek Jain
VP Genpact

Gaurav Singh
AVP, DLF

Veer Sagar
Chairman Selectronic

Rajesh Magow
CEO Make My Trip

Gopal Chandra Sikder
Senior Executive VP,
Reliance Industries

Nimisha Singh
CPG & Retail Head, Google Cloud

Deepanshu Sachdeva
Retail Head Aon

Amitesh Srivastava
IBM

Abhishek Kumar
Consulting Principal S&P Global

Shantanu Srivastava
IEEFA

Rohit Kumar
Partner Deloitte

Dharmender Jhamb
Partner Grant Thornton LLP

Sishir Garemella
Clean Energy Leader

Gandharvi Nadkarni
Director Expedia

Bineet Ranjan
Senior MTS, PayPal

Abhishek Tiwary
Senior VP, Tech Mahindra

Shivani Singh
Head HR, Premas Biotech

Ramesh Kumar
Director Eugenie.ai

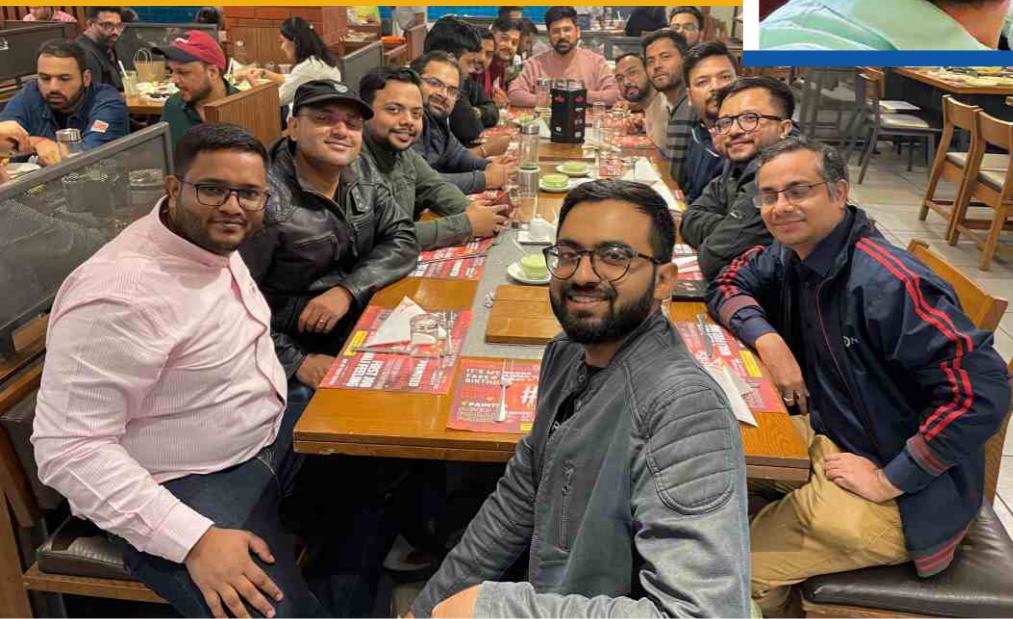
Puneet Gupta
Director S&P Global

Gaurav Bhandari
Associate Director, Deloitte

Amarpreet Singh
Founder Chaabi

LIFE AT MDI

Students are engaged throughout the year via various activities.



ALUMNI SPEAKS

MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest.

TESTIMONIAL

Honestly, at 33 with a part time MBA to my credits, a fairly good job in hand and a loving family I was quite skeptical about a full time MBA from MDI. The initial part of the journey was indeed rocky with demanding assignments and rigorous timelines. Nevertheless, in hindsight, the grind only polished my edges and tremendously transformed me personally and professionally, opening up a great world of possibilities. If I am able to master change through thought leadership today, I owe it to MDI.



JITHIN PREM CHAND
Business Head, Synthite Industries Ltd, Kochi, Kerala
PGDM BM (ERSTWHILE NMP)-29

TESTIMONIAL

My one year at MDI was a transformative experience, post which I have been working with Microsoft. While every aspect including the curriculum, peer learning, and extra curriculars gave me the opportunity to learn and grow, there are 3 facets that stood out in the long term: (1) The intense rigor and pace of the program equips one to develop an agile approach to problem solving (2) The myriad of ideas and activities help one appreciate new perspectives and develop skills in stakeholder management (3) The learning methodology prepares one to understand data and formulate insights for decision making in business. These facets have contributed immensely to my professional journey. I'm thankful to everyone powering this learning curve - professors, peers, and alumni!



SANYA DUGGAL
SMB Manager - Azure, Microsoft
PGDM BM (ERSTWHILE NMP)-32

TESTIMONIAL

My journey with MDI helped me pivot and break the conventional ceilings of strait-jacketed career. The one year of rigorous learning imparted by superb faculty, opportunities of extra-curricular, peer to peer learning and support from alumni prepared me to deal with uncertainties and strategize in VUCA world.

I am extremely grateful to MDI Gurgaon for improving my learning curve and exposing me to new managerial opportunities.



RUCHITA AGARWAL
Assistant Vice President, HSBC
PGDM BM (ERSTWHILE NMP)-32

TESTIMONIAL

Well frankly speaking, those 12 months were the best days of my life. Not because I could relive college days after few years in professional career but because each day brought some learning which was an experience in itself.

MDI's BM programme (erstwhile NMP) enabled me to take a holistic view of what present day leadership is all about and helped me transition to a leadership role in my next professional journey. I convey my deep-felt gratitude to my professors@mdi for not just imparting the knowledge but also exposing us to real industry problems. It made all the difference. Joining MDI was-is-will be one of my best decisions in transformation of my career.



ANUPAM KUMAR
Senior Customer Success Manager, Skanjal
PGDM BM (ERSTWHILE NMP)-29

TESTIMONIAL

My journey at MDI Gurgaon was a life changing experience which not only changed my perspective of the world around but helped me become a part of the much bigger world out there, beyond the industry I was earlier part of or beyond my role. With a batch mix of such diverse backgrounds and such different levels of experience, the learning is humongous. One learns to look at the same problem from so many different lenses. Moreover the tight schedule & well crafted curriculum ensures you do not miss out on any aspect of MBA life or of College days in this power packed 1 year. The quality of faculties and the scope of subjects is also one of the best in the country.



PRITI CHOPRA
Assistant Vice President - Genpact India Pvt. Ltd.
PGDM BM (ERSTWHILE NMP)-32

TESTIMONIAL

Life at MDI is about transformation. It provided me access to great career opportunities and incredible personal experiences. The faculty pool offered the lens to explore new learnings. The academic curriculum to corporate competitions to student committee activities - each played a pivotal role to shape my outlook and capabilities. Batch-mates fostered the spirit of collaboration, share best ideas and have fun while we were at it. The program experience at MDI played a role in equipping me with the skills of the future and a belief to scale new peaks of personal and professional excellence.



PRASHANT KUMAR JHA
Vice President - HR, Swiss Re
PGDM BM (ERSTWHILE NMP)-28

TESTIMONIAL

"MDI Gurgaon and the executive programme specifically refurbished and refined my existing experiential skills and made me career-ready towards a new side of the industry. The exposure to market practice along with the precision in theory help me wear hats of any managerial positions I got my hands on."



VIRAT MEHTA
Assistant Vice-President, HSBC, India
PGDM BM (ERSTWHILE NMP)-32

TESTIMONIAL

MDI Gurgaon (NMP) gave me unlimited opportunities to grow holistically along with diverse experiences beyond academics that helped me shape my career. It has truly been a transformational journey being taught by the best of faculties ensuring overall development of students into future leaders.

The rigorous curriculum coupled with the masti of MDI is an experience that I will cherish forever.



SWADESH JHA
Strategy & Chairman's office, Adani Enterprises
PGDM BM (ERSTWHILE NMP)-31

TESTIMONIAL

PGDM - BM is one of the best offerings of MDI & I feel immense pleasure & pride to have been a part of this remarkable journey. The programme has been designed and structured very thoughtfully to suit experienced professionals from diverse backgrounds. It is one of a kind learning experience that is supported by a dynamic & effective pedagogy and unparalleled faculty. I came here with many expectations and at the end of the year, I emerged transformed in the best way possible both personally and professionally. I found myself very well prepared and equipped to embark on my new journey.



POOJA SINGH
Lead - India Investment Grid
PGDM BM (ERSTWHILE NMP)-26

POST GRADUATE DIPLOMA IN MANAGEMENT - BUSINESS MANAGEMENT

(PGDM-BM) (Erstwhile NMP)

The programme is accredited by AMBA, the Association of MBAs (UK). It focuses on developing leaders who will excel in the rapidly changing business environment, become agents of change and be charged with a customer centric orientation.

- MDI pioneered the full-time Executive Graduate Program in Management in 1987 named Post Graduate Diploma in Management (National Management Programme) - PGDM (NMP).
- The revised duration & nomenclature of the programme is 18-month Post Graduate Programme in Management - Business Management.
- The PGDM-BM focuses on developing visionary leaders for the rapidly changing business environment. The focus of the program is to build skills & competencies necessary to lead change. The PGDM-BM attracts talents from diverse industries, cultures & geographies.
- Unique aspects of the programme include a 2-week National Immersion module & 3-days Experiential Learning module on Leadership Competency Development.
- Provisional International Immersion Module.

OBJECTIVES

The programme is aimed at developing:

- A recognition of current business realities
- A holistic business perspective
- An ability to recognize & seize opportunities in a competitive environment
- Global sensitivity and mindset
- Skills of communication, leadership & teamwork

PROGRAMME LEARNING GOALS

- Responsible Citizen consciousness
- Global Perspective
- Critical & Innovative Thinking
- Strategic Leadership Orientation
- Functional Competency

PROGRAMME HIGHLIGHTS

- 18-month residential programme
- AICTE approved & AMBA accredited
- The oldest full-time programme of MDI Gurgaon
- For professionals with a minimum work experience of 3 years
- Participants can opt for dual specialisations
- Integrative capstone simulation for comprehensive understanding of business
- Global exposure through International Immersion
- Leading companies participate in the placement process
- Strong & vibrant alumni network

PROGRAMME STRUCTURE / TERM

SCHEDULE

- The programme has 5 terms of course work followed by a dissertation project.
- An academic term is of 12 weeks duration which includes mid-term & end-term examination.

- A participant has to earn a minimum 103.5 credits from 32 courses in which 21 are core courses & 11 are elective courses (3 credits from 29 courses & 1.5 credits from 3 courses) plus 9 credits from dissertation.
- There is a 1.5 credit Experiential Outbound Leadership Training Programme & 1.5 Credit National Immersion Programme.
- A student has to undergo National Immersion module & experiential learning module on leadership competency development. The expenses for National Immersion module shall be borne by the students on actual basis in addition to the fees.
- The students will also undertake industry live projects, 2 practical oriented courses & Dissertation Synopsis submission in the month of July - August 2025.
- The compulsory dissertation / project may be taken up at the workplace and is required to be presented before a panel of experts.

PEDAGOGY

- The participants get to interact with the industry leaders by way of guest lectures.
- Teaching based on recent research studies and international experience, includes lectures, case studies, seminars, group discussions, business games, role plays, simulations exercises, structured and unstructured group work and field visits.
- Emphasis on motivating the participants to integrate the concepts, learned across the core curriculum and apply them to their own work experience and contemporary business situations.

EVALUATION

- Participants are evaluated on a continuous basis which includes a capstone dissertation project.
- Course evaluation is in terms of letter grades. Participants are required to achieve a certain minimum cumulative grade point average in each term, as well as a minimum letter grade in each course.

ALUMNI MEET & ASSOCIATION

- An Annual Alumni Meet is organized every year where alumni members gather in large numbers & share their experiences.
- The Alumni Association of the Institute act as a platform through which the alumni of the Institute can keep in touch with various activities of their alma mater.
- Also acts as a forum to obtain feedback regarding the educational programmes.
- Every person receiving a degree/diploma of the Institute automatically becomes a life member of the Association; members have the benefit of the use of the Institute library at nominal charges.

CLUBS & COMMITTEES

Activity Clubs & Committees are an important part of student life which facilitate to integrate learning from the class with the application at the workplace.

The following clubs, committees & groups are in place from which participants are encouraged to derive maximum value: Alumni Connect Committee, Corporate Communications Committee, Executive Placement Committee, Sports Committee, Hostel & Mess Committee, Green Cult.

EXTRA-CURRICULAR ACTIVITIES

The Organising committee comprising of students & EGP office plans extra-curricular activities throughout the academic year, in line with academic activities & shared with all respective stake-holders to plan their academic & official engagements accordingly to ensure maximum benefits of their overall engagement with MDI Gurgaon.

SPORTS

The Institute has a Golf course, Basket Ball, floodlit Badminton & Tennis courts and facilities for indoor games like table tennis. Cricket & Football are some of the other popular games. There are a number of in-house competitions, which finally culminate in the annual sports meet involving the students, faculty & staff of MDI.

TAUGHT BY MANAGEMENT THOUGHT LEADERS

Faculty at **MDI** are deeply involved in research. They are thought leaders & experts in their respective fields. Participants will get the latest knowledge & practical guidance. The participants who join the programme come with a minimum of 3 years of work experience & from diverse backgrounds. They too bring in a wealth of knowledge & experience. The class discussions are thus animated & vibrant. Visiting adjunct faculty also add to the richness.

80+ Faculty...





CONTACT US



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Prof. Abinash Panda
Professor, Organizational Behaviour and
Human Resource Management
Chairperson, Placement,
Executive Graduate Program (EGP)

Invitation for Campus Recruitment

Dear Recruiter,

Hearty greetings from the Management Development Institute (MDI), Gurgaon. I hope you are doing good. I am Abinash Panda, Chairperson, Placement for the Executives of the PGDM-BM program.

It gives me immense pleasure to invite you to the Placement Process of the Post Graduate Diploma in Management- Business Management (PGDM-BM) program (erstwhile NMP, the first Executive program in India started in 1987) of MDI Gurgaon.

PGDM-BM, is a Full-time Executive 18 months AICTE approved, AMBA and AACSB-accredited residential program for professionals with a minimum of 3 years of work experience. Out of 18 months, executives are expected to be on campus for 15 months for contact sessions; in the last three months, each of them is engaged in the dissertation which can be done along with work.

Over the past half a decade, MDI has incubated many business leaders who have been working in leadership roles across 45 countries globally. Besides, MDI has consistently been ranked as India's top 10 B-Schools by various ranking agencies.

The salient features of the cohort of 2023-2025 include:

There are 54 executives ranging from 3-15 years of experience possessing diverse experiences and expertise in various functional domains such as Information Technology, Manufacturing, BFSI, Sales & Marketing, and Pharma to name a few. I am attaching the batch profiles for your perusal.

Let me share a bit more about the **PGDM-BM** program:

1. Executives are selected via a stringent selection process that includes shortlisting based on XAT, CAT, or GMAT score; followed by Personal Interviews.
2. The andragogy is a blend of experiential learning, theoretical inputs, and sharing of best and next industry practices.
3. These executives, due to prior experience can hit the ground running from day one with minimal guidance.
4. One-fifth of the batch are from Fortune 500 companies, whereas one-third of them are from top-tier educational institutes. These diversities make the cohort very diverse, helping executives learn from each other's experiences.


The students of the current batch can join your organization from the first week of November.

I look forward to your response.

Thank you very much in anticipation,

With personal regards

Abinash Panda



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