



भारतीय प्रबंध संस्थान बेंगलूर  
INDIAN INSTITUTE OF MANAGEMENT  
BANGALORE

# EPGP

one year full-time residential programme

Class of 2015



**EXECUTIVE POST GRADUATE PROGRAMME IN MANAGEMENT**

# THOUGHT ACTION LEADERSHIP

*“The IIMB EPGP program has been one of the turning points in my life. With its blend of traditional theoretical lectures, case discussions, live projects and international immersion based pedagogy, it provided me the right academic and intellectual learning. The diversity of experiences that participants of the program bring with them is unparalleled. With its intense and focused approach on delivering an international learning experience, EPGP program has helped me build and broaden perspectives, unlearn and learn new skills and create a brand for myself.”*

**Chirag Sanghani,**  
EPGP Class of 2014



# Contents

---

• About IIMB	2
• Message from the Director	3
• Message from the Chairperson CDS	4
• Recruiters Speak	5
• EPGP Programme & Recognition	6
• Course Structure	7
• International Immersion	8
• Seminars and Conclaves	9
• 2014-15 Class Profile	10
• Recruitment Process	12
• Placement Snapshot 2013-14	13
• Past Recruiters	14
• Faculty Speak	15
• Student Profiles	16
• List of Faculty	32



# Explore the world of excellence at IIMB

The Indian Institute of Management Bangalore (IIMB) believes in building leaders through holistic, transformative and innovative education. IIMB is an acknowledged hub of academic activity both in India as well as globally. We are recognized as a leading international post-graduate center of management studies.

IIMB is EQUIS accredited. The accreditation is an indication that recognized institutions satisfy international standards. The Financial Times has rated IIMB's doctoral programme in the Top 50 globally in 2014. For the sixth consecutive year in 2013, IIMB was ranked the best business school in Central Asia by Eduniversal, Paris.

IIMB received the prestigious Obama-Singh 21<sup>st</sup> Century Knowledge Initiative award in 2013. This initiative is aimed at strengthening collaborations and building partnerships between American and Indian institutions of higher education in priority fields.

IIMB collaborates with over 114 top B-schools in the world for various research initiatives and student & faculty exchange programs. IIMB has 150+ faculty members, including visiting and adjunct faculty, who are actively engaged in policy formulation, research, case writing and consulting.

IIMB's research centers include the Centre for Public Policy, the Nadathur S Raghavan Centre for Entrepreneurial Learning (NSRCEL), the Centre for Financial Markets & Risk Management, the Centre for Corporate Governance & Citizenship, the Centre for Software & IT Management, the Centre for Supply Chain Management, and the Centre for Enterprise Resource Planning.

We are known for excellence in research and scholarship, global character, values, diversity, and for the impact we make on multiple stakeholders and the society.



# Message from the Director

---



Dear Recruiter,

It is with immense pleasure that I introduce you to the sixth batch of the Executive Post Graduate Programme in Management (EPGP) at IIM Bangalore. The batch represents an enthusiastic and committed group of mature managers ready to lead industry.

EPGP is an intense one-year full-time programme tailored for high performing and experienced individuals from industry. It is designed to prepare them for senior management roles in which they can lead organizations in complex business settings. The programme structure and pedagogy are designed to provide students with the best of management education and practical experience.

The EPGP has been very well received for the quality of its graduating students and their ability to adapt to challenging business environments the world over. Our students will be torchbearers of your organizations and of society, and I recommend them enthusiastically for your consideration.

Best Regards,  
**Dr. Sushil Vachani**  
Director, IIM Bangalore

# Message from the Chairperson CDS



Dear Recruiter,

The Executive Post Graduate Programme (EPGP) is the newest offering from the Indian Institute of Management Bangalore (IIMB). EPGP has firmly established itself as another best-in-class programme offered by IIMB since its inception in 2009. The success of EPGP can be gauged from the market reactions and feedback that the programme has generated – the high levels of interest among prospective students aspiring to be a part of the programme as well as an equally high level of interest among recruiters to recruit from the programme are testimony to that fact.

The EPGP is specially designed to help mid – career executives who have had a fantastic career progression to further enhance their managerial, strategic and leadership competencies while simultaneously building on their considerable prior work experience in order to become industry leaders and achieve high levels of accelerated growth in their careers. The exceptional quality of the programme as well as the students has been endorsed repeatedly by the organizations that recruited from the EPGP programme since the first batch graduated in 2010 – in fact over 50 companies have been repeat recruiters for the EPGP graduates.

The Class of 2015, the 6th to graduate, comes with an exceptionally rich experience in a variety of areas which includes Defence, Energy, Engineering, FMCG, High Tech, Information Technology, Investment Banking, Management Consulting, Manufacturing, Pharmaceutical and Entrepreneurship with an average work experience of 8.2 years. The group is an interesting mix of young high achievers with the minimum work experience in the batch being 5 years and the maximum being 11.2 years. Prior to joining IIMB, a large number of these participants have already held senior management / leadership positions in Finance, Consulting & Strategy, Project Management, Marketing, and Research & Development functions in their organizations. With their extensive industry experience, complemented by the top-notch academic inputs from renowned faculty, we at IIMB are confident that these candidates will indeed be a very valuable resource for your organization. The fact that they have forgone other exciting opportunities to join this programme is in itself a validation of their initiative and entrepreneurial nature.

On behalf of IIMB and the Career Development Services (CDS) office as well as on my personal behalf, I take this opportunity to invite you once again to be a part of the placement / recruitment process of EPGP. A number of you are repeat recruiters – to them “welcome back to IIMB EPGP recruitment process” and my thanks for reposing your faith in the EPGP graduate; to the new recruiters, “Welcome to the IIMB EPGP recruitment process”. We, at CDS, are certain that you will be able to significantly leverage the strengths of the graduating batch while selecting the right set of candidates for your organization.

We look forward to seeing you at IIM Bangalore and to providing you with an opportunity to engage with these candidates. Given the specific requirements of the batch as well as recruiters, the placements for the EPGP are organized on a rolling basis, beginning the end of October 2014.

The entire team at CDS and I would like to thank you for your continuing support to IIM Bangalore. We are indeed very grateful for your encouragement and look forward to strengthening this relationship further.

**Sankarshan Basu**

Chairperson, Career Development Services

# Our Recruiters Speak about EPGP

*"At Ericsson India we have been hiring from EPGP IIM Bangalore for the last two years. We have hired 4 students over the last couple of years. These candidates are truly qualified for the openings we have. The screening process at IIM is very organized and professional and the candidates were screened and prepared for the interviews. Candidates inducted from IIM Bangalore, possess strengths in leadership, managerial acumen and also bring in relevant Industry experience. I have personally seen the high quality, motivated candidates that bring energy and commitment to the workplace."*



**Sujay Kempaiah**

Head of Business Support, GCC, Ericsson India

*"We looked to IIM B's EPGP program to give us access to Product Managers. Our need was to get candidates who have had an excellent Management education after a few years as a cutting edge technologist. The students we met and eventually hired clearly reinforced our belief that IIMB's EPGP program was the right location for us to search such talent."*



**G N Shrinivas**

Senior Director, Engineering, @Walmartlabs

*"Our experience in recruiting from IIM Bangalore for our Global Leadership Cadre has been exceptional. The students have done well within Tech Mahindra and have contributed significantly to the growth and success of our Organisation. We hope to continue to recruit from IIM B in large numbers in the years to come."*



**Harshvendra Soin**

Head-Global Leadership Acquisition & Development, Tech Mahindra.



# Empowering the next generation of Leaders

The EPGP is an intensive one-year full-time residential programme created specifically for professionals with remarkable track records and five to fifteen years of work experience in a wide range of industries.

The EPGP provides students with the same solid foundation in key management concepts and disciplines as a two-year MBA, with similar rigor, range of electives, and grading criteria. A key advantage of the EPGP is that the course work builds on the diverse and extensive work experience of the students.

In today's volatile and competitive economic environment, companies face an increasing need for skilled midlevel and senior executives who have the vision and potential to attain top leadership positions. While deep functional and operational expertise is a prerequisite for such executives, their success is also contingent on their ability to perceive and analyze a situation from multiple perspectives and take timely and effective action.

IIMB designed the EPGP specifically to prepare such forward-thinking and creative managers – the business leaders of tomorrow who will create value for their organizations as well as for society.

# National & International Recognition

In 2013, EPGP became the newest course from India to join the Top 100 league on Financial Times – the highest debut by a course on the ranking this year. Financial Times ranked EPGP third for career progression.

## Global Competitions

In its 6th batch, EPGP continued to garner significant recognition in various international competitions & projects. This year EPGP facilitated student participation in competitions organized by consulting firms such as Deloitte & Zinnov, and marketing contest organized by ESIC Business & Marketing School, Madrid.

EPGP made it to the finals of the international Global Marketing Competition where more than 4600 students participated from 80 different countries. EPGP students also won "Re-imagining India: Unlocking the Potential of Asia's Next Superpower", organized by McKinsey & Company, which focused on exploring the challenges & opportunities facing the country.

## EPGP in News

Shikshu, EPGP's mentoring initiative, allowed students to work with CEOs and Senior Executives for a complete day and get a firsthand experience of how a CEO office works.

EPGP held its first start-up event 'Connexions' last year. The event served as a platform to connect start-ups and students. Number of start-ups participated in the event to discuss their business models, share insights and build career relationships with students.



# Course Structure: a solid foundation

EPGP provides students with a solid foundation in key management concepts and disciplines. The academic year is divided into five terms: two terms devoted to **core courses**, one term for the International Immersion module, and two terms primarily for electives. Themes drawn from the realm of the social sciences have been integrated into the programme in a structured manner leading to a nuanced, multi-layered understanding of management issues.

**Core courses** are compulsory for all EPGP students and concentrate on the range of knowledge and skills required of all successful senior managers. On completion of the core courses, students have the choice of a broad range of electives to align with their career objectives and personal interests. In addition to electives designed specifically for the EPGP, students also have access to designated electives from other Institute programmes including the two year PGP, the PGPEM and the PGPPM, each offering specialized topics of study.

Students also have the option of undertaking a Comprehensive Project or an Independent Study project to apply learning from the programme to a real management problem or an impending business opportunity.

## Corporate Strategy and Policy

- **Competition and Strategy**
- Strategic Leadership
- Business Strategy Using Capstone Simulations
- Multi-business Strategy
- Learning from Corporate Failures
- Strategies for Platform-mediated Networks
- Leadership, Vision, Meaning & Reality
- Business Strategy Using Capstone Simulations
- Country Environment and Multinational Strategy

## Production and Operations Management

- **Operations Management**
- Global Sourcing & Manufacturing Strategy
- Management Paradigm in Bhagavad Gita
- Supply Chain Management
- Enterprise Resource Planning
- Technology and Operations Strategy

## Finance and Control

- **Financial Reporting and Analysis**
- **Corporate Finance**
- **Cost Management**
- **Corporate Governance & Ethics**
- Managing for Value Creation
- Management of Commercial Contracts
- Management of Indirect Taxes

## Economics and Social Sciences

- **Managerial Economics**
- **Business Law**
- **Macroeconomics**
- **Emerging Economies**

## Organizational Behaviour and Human Resources Management

- **Designing Organization**
- **Managing People and Performance in Organizations**
- Human Resource Management

## Quantitative Methods and Information Systems

- **Quantitative Analysis and Modeling**
- Business Analytics and Intelligence
- Spreadsheet Models for Business Decision Problems
- Project and Portfolio Management
- Big Data Analysis with Networks

## Marketing

- **Marketing Management**
- Research for Marketing Decisions
- B2B Market Management
- Analytical Marketing
- Brand Management
- Pricing Essentials for Managers
- Product Strategy Management

## Entrepreneurial Learning

- **Entrepreneurial Management**



EPGP International Immersion at KAIST College of Business, South Korea, August 2014

# International Immersion & Exchange Programs

The International Immersion module of the EPGP is designed to give students an opportunity to broaden learning and deepen knowledge about an increasingly globalized economic environment. Structured around a visit to an emerging economy such as China, Russia, Brazil & South Africa or a developed economy in APAC such as South Korea or Singapore, the module provides insights into the economic, social, political and cultural life of the country.

The students undergo an orientation session to get themselves accustomed to the culture, economy and business environment of the country to be visited.

The class then travels to the country to spend two weeks hosted by a prominent local academic institution and attend lectures on the country's economy & society with specific emphasis on issues affecting business and industry. The students also work in a Consulting Project with the leading organizations in the country. Apart from these, they visit local organizations and meet business & government leaders during the trip.

The visit is followed by a Reflection Week during which the students have an opportunity to reflect on their experiences of the country. Each student prepares a Study Tour Report and presents it to the class. On the consulting project, the students continue to work with the guidance of professors to prepare project reports and presentations to the Project Champions from the organizations.

#### **This year the class was spread into three groups that visited:**

- (1) KAIST – Korea Advanced Institute of Science & Technology, College of Business – South Korea
- (2) Yale University - United States of America
- (3) IE Business School – Spain.

EPGP students are also given an exchange program opportunity to study abroad and learn about businesses from a different perspective, experience another culture and network with professionals around the world. This year, students spent a complete term in Mays Business School, Texas A&M University as part of EPGP exchange program.

# Seminars and Conclaves: —management and beyond

In order to create a fertile ground for holistic leadership development, the EPGP provides students with a broad range of ideas and perspectives from both inside and outside the world of management.

The **EPGP Seminar** Series affords a platform for students to engage with eminent personalities from different walks of life – such as artists, scientists, media figures and representatives of NGOs. In the past, eminent personalities such as Dr A P J Abdul Kalam, Dr. Ramachandra Guha and Pandit Birju Maharaj have engaged with the students in sharing their life experiences.

Ms Kumud Srinivasan, President, Intel India was one of the recent leaders from the corporate world to share her business insights with the students. The seminars take place throughout the year approximately once every fortnight.

**ConQuest**, the EPGP consulting club, organizes conclaves and panel discussions bringing together leading figures from global consulting organizations. Organized by the EPGP students themselves, these sessions facilitate candid exchanges with the speakers and the presence of these well-known figures enriches the vibrant campus culture at IIM Bangalore.



Pandit Birju Maharaj

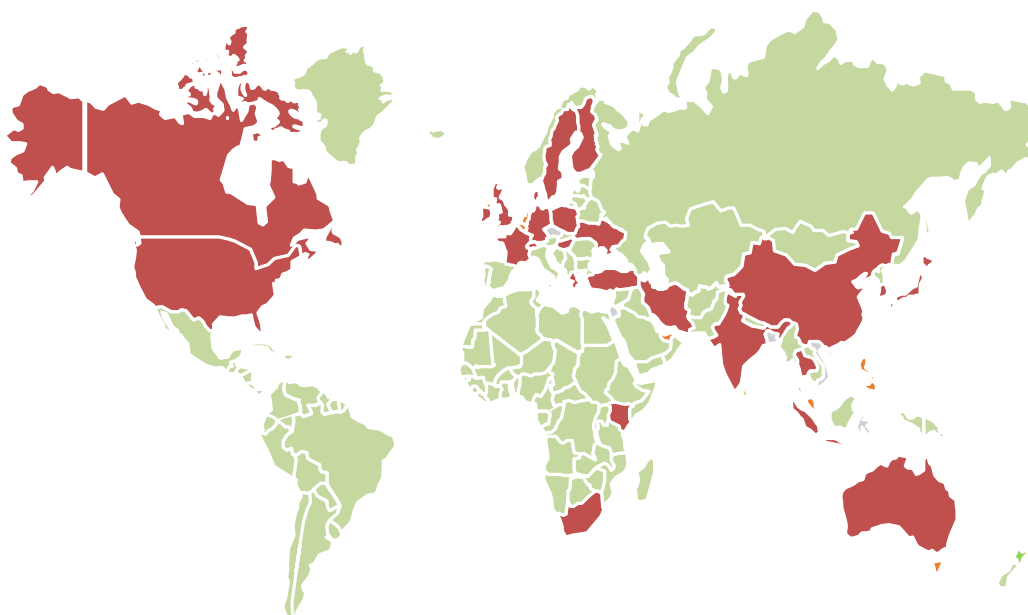
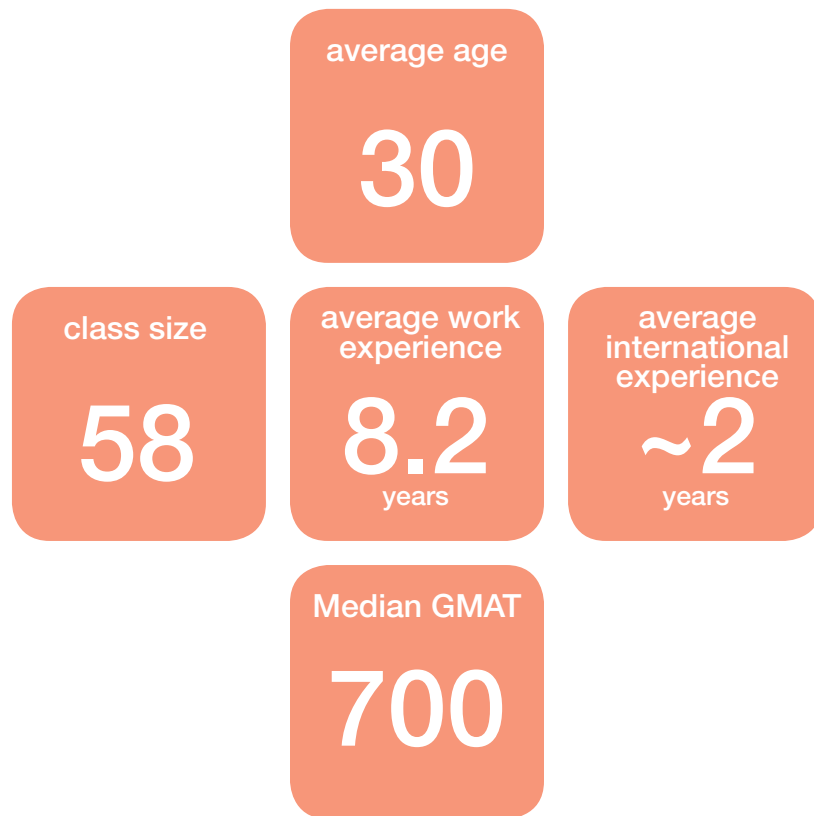


Ms. Kumud Srinivasan

2014-15

# Class Profile

*Professionals with global experience across 25+ countries and 9+ sectors, handpicked through rigorous entry criteria.*



■ International exposure of the class

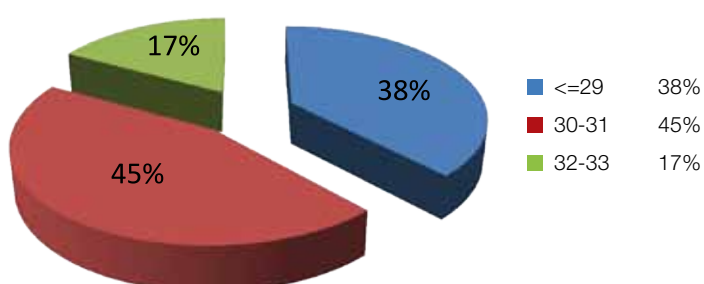
## Work Function(Incoming)

Technology Consulting	16%
Sales and Marketing	3%
Project Management	31%
Program Management	3%
Product Management	2%
Product Development	16%
Operations Management	9%
IT/R&D	9%
General Management / Strategic Planning	3%
Equity Research, Consulting	2%
Business Development	7%

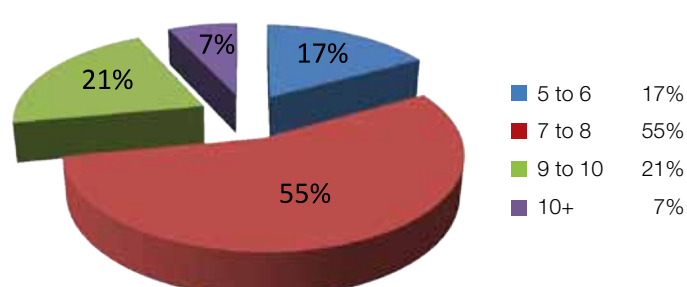
## Industry Background

Telecom	5%
Oil/Energy/Petroleum	9%
Manufacturing	12%
IT Services	44%
IT Products	16%
FMCG/Retail	2%
Financial Services	2%
Engineering	3%
Defence/Embedded Systems	2%
Chemicals/Fertilizers	2%
Banks/Financial Institutions	3%

Age Distribution (Years)



Work Experience Distribution (Years)



# Recruitment Process



## Pre-placement Talks

Pre-placement talk (PPT) is a platform for interaction between the company and the students. The representatives of the company share the profile of the company, key aspects of its business, work environment, and opportunities available to the students. The presentation is followed by a Q&A session where students interact with company officials to get a better understanding of the company and potential roles. A typical pre-placement session is scheduled for 90 minutes. In view of the academic calendar of the students, the sessions are normally scheduled after 4pm on weekdays, and between 8am and 8pm on Saturdays and Sundays.

## Application

Interested students apply to the company through the CDS (Career Development Services) office. A detailed resume is submitted by the students as part of the application process.

## Placement Interviews

The final placement process is conducted over a period of time beginning in the second week of November. This gives the companies ample time for any customized selection processes that may be required. The final placement interview gives the company and the student an opportunity to discuss the role in detail and make the right choice.

## Offers and Acceptance

The company can make an offer to the student after the final interview. The offer should include details of role, location, remuneration, and other relevant terms and conditions required by the candidate to make a decision. The offer is communicated by the company to the CDS office which in turn communicates it to the selected student. The acceptance of an offer is governed by placement rules of the EPGP which are framed at the beginning of the academic year and may vary from year to year.

## Important Dates

The recruitment processes: pre-placement talks and interviews for the current batch start by **October 13<sup>th</sup> 2014**

### Career Development Services

Sankarshan Basu, <i>Chairperson</i>	+91 80 26993078
Sapna Agarwal, <i>Head</i>	+91 80 26993357
M Balaraj, <i>Administrative Officer</i>	+91 80 26993655
N G Lakshminarayana Rao, <i>Administrative Officer</i>	+91 80 26993165

*email: cds.epgp@iimb.ernet.in*

### EPGP Placement Committee

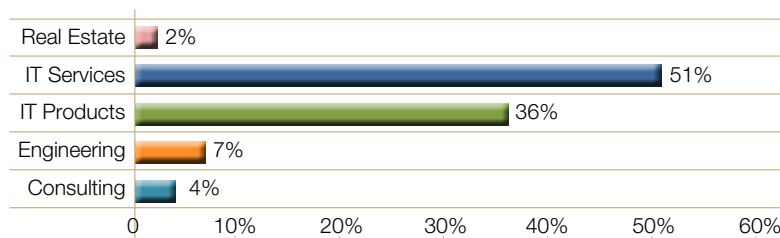
Murali Manohar	+91 9611747299
Ravi Kiran Cheni	+91 9591330399
Sanjiv Pillai	+91 9686809422
Varun Sharma	+91 8861304576
Vishal Kagde	+91 9008311335

*email: epgp\_place@iimb.ernet.in*

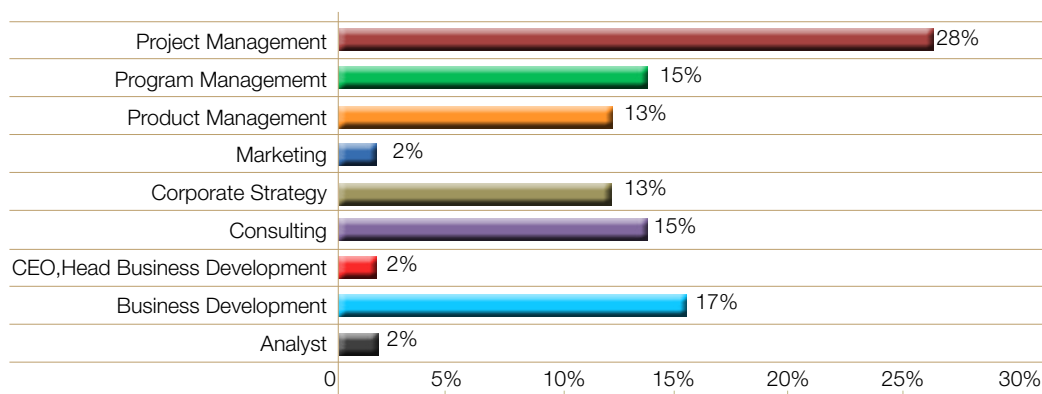
# Placement

## Snapshot 2013-14

### Outgoing Industry



### Outgoing Function



## Alumni Speak

*"EPGP has been a transformational journey for me as an individual. I have evolved into a new personality and also acquired skills which would help me lifelong. The rigor and the competition posed by my colleagues were really exciting and it helped me to move closer to my true potential. More importantly, I could make a shift from a service company to a product company with ease and that too in the most desired strategic leadership program of my company."*

**Ruchi Verma**, EPGP Class of 2014

*"The interactive classroom discussions, seminars, projects, business simulation sessions and role-plays were insightful, thought-provoking and a delightful learning experience. EPGP changed my outlook towards career and personal life, transformed the way I reflect and empowered me to lead with confidence. More importantly, I could make good friends, connect to mentors, and establish a diverse and interesting network for success in future."*

**Arun Nair**, EPGP Class of 2014

*"Attending the EPGP at IIM Bangalore has been a life changing experience for me. The programme has helped me to augment my areas of interest. It not only gave me the much needed exposure through interactions in class but also gave a sounding board for my ideas and thoughts, through informal interactions with the fellow classmates and faculty outside the classroom."*

**Dinkar Arora**, EPGP Class of 2014

# Past Recruiters

EPGP has always attracted the top leaders from several industries for the recruitment process. It has been a mutually successful process from both the recruiters and the students.

# | 24/7

**A** | Accenture  
Aditya Birla Group  
AFCONS  
Amazon  
Apigee  
Arabcal Group  
Atos  
Avasthagen

**B** | Bahwan Cyber Tek  
Bank of America  
Barclays Capital  
Bosch  
Brand Capital  
Britannia  
Buhler India  
Business Solutions

**C** | Caterpillar  
Citrix  
Cognizant  
Comviva  
Cummins

**D** | Dell  
Deloitte  
Deutsche Bank  
Diamond

**E** | EMC  
Ericsson  
EXL Services

**F** | Fidelity Investments  
Final Mile Consulting

**G** | Gavsini  
GE India  
Genpact  
Goldman Sachs  
Google  
GVK Industries

**H** | HCL Infosystem  
HP  
HSBC

**I** | iGate Global Solutions  
iNautix  
Indegene Lifesystems  
Infosys  
Infotech  
ITC Infotech

**K** | Katuri Medical College Hospital  
Keld Ellentoft India  
Kotak Mahindra Bank  
KPIT

**L** | L&T Heavy Engineering  
L&T Infotech

**M** | Mahindra Satyam  
Managing Emissions  
Manipal Group  
Marvel Realtors  
Maverick  
Microsoft  
Mindtree  
Mother Earth Retail  
Mphasis  
muSigma

**N** | National Institute for Smart Govt.

**O** | Oracle Financial Services Software  
Ostrich Mobility

**P** | Parkson Group  
Payne India  
Pochiraju  
Power Exchange India  
Praj Industries  
Praxair  
Primacy Industries  
PRTM  
PwC

**R** | Rane Group  
Reliance Communications  
Robert Bosch Engg. and  
Royal Bank of Scotland  
RTSL

**S** | SAB Miller  
Samsung  
Sapient  
Sapta IDC  
Sasken  
Servion  
Shapoorji Pallonji  
Shell  
Shining Consulting  
SOB Capital  
Societe Generale  
SPI  
Subros  
Syntel

**T** | Target Corporation  
Tata Consultancy Services  
Tata Trent  
Tech Mahindra  
Thinksoft Global  
Toyota  
TVS Logistics

**U** | UAExchange  
United Breweries

**V** | VBHC  
Vertical Learning  
Virtusa

**W** | Walmart Labs  
Wipro

**Y** | Yahoo

**Z** | Zinnov  
Zyme



# IIMB Faculty

The faculty at IIMB, with a distinguished worldwide reputation includes acclaimed scholars and award winning professors drawn from all management disciplines. They possess impressive wealth of industry experience and academic credentials. Renowned research publications, prominent academic journals and influential textbooks authored by the faculty, gives IIMB a unique professional standing in the country.



*"I relish teaching EPGP students because they bring in diverse perspectives to the classroom. Class discussions are marked by maturity and sense of purpose. EPGP students have all the ingredients to become future leaders in the corporate world."*

**Professor Y L R Moorthi**  
Marketing

*"I really enjoy teaching the EPGP students because of their keen interest in learning, their thought provoking and challenging questions and their insightful perspectives. Their experience and maturity enables them to apply concepts to real world situations and to think laterally, bringing together knowledge from different domains. I am very confident that outside class, they will be well placed for successful careers ahead."*



**Professor Rupa Chanda**  
Economics & Social Sciences



*"It is always an exciting experience teaching the EPGP students who are abundantly equipped with skills & confidence to make critical decisions in the business scenario analysis. The inherent motivation of EPGP students to advance their leadership capabilities makes the interactive academic sessions, between the faculty & students, an intense experience."*

**Professor D Krishna Sundar**  
Production & Operations Management

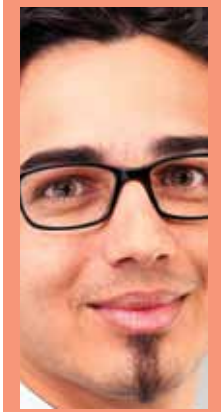
*"EPGP participants are pushed to the limit with course work rigor and extensive term projects. They often share classes with students from other streams - the PGP and PGPEM. This feature keeps the competitiveness of the program adequately high. For us faculty, it is a thrill to walk into EPGP sessions where everyone is focused on deriving the maximum quality learning. Companies that hire these supercharged graduates will have truly made the right decision."*



**Professor Shankar Venkatagiri**  
Quantitative Methods & Information Systems



# Student Profiles\*



## EPGP

Class of 2015





### Abhishek Gupta

#### Education:

B.Tech (Hons.) Electronics & Instrumentation, Kurukshetra University

**Past employers:** Infosys, TCS

**Experience:** 8.5 years

**International experience (3.5 years - US & Germany) in technology consulting for clients in Merchandise Planning and Healthcare IT domains**

#### Technology Consulting

- Partnered with Global Marketing Operations team and Marketing Managers in 7 markets spread across the globe, to identify value enhancement strategies for merchandise planning systems in adidas Group
- Created blueprint for next generation Digital Merchandising Tool that facilitated merchandising process flow (Product design to Market)-leading to project revenue of €0.5Mn for Infosys
- Pre-sales: Contributed to critical RFPs for projects worth €3.2Mn (FY12-13)
- Successfully led the design & development of a critical software component that processed sales transactions (worth \$ 30Bn/p.a.) originating from over 7000 stores of a Fortune 25 Retail Pharmacy Company

#### Project Management

- Led teams (peak size 15) that consistently won outstanding client feedback ratings (6-7 out of 7)
- Architected and managed rollout of mobile application that helped adidas Product Managers to track ranging of products using real-time dashboards
- Won "Special Recognition Award" in TCS and "Most Valuable Player" award in Infosys for outstanding contribution to projects"



### Ajit M. Basavarajaiah

#### Education:

B.E. (Electronics and Communication Engineering) SJCE Mysore

**Past employers:** Mistral Solutions (5 yrs), SIFR Technologies (1.5 yrs), Mistral Software (3.5 yrs)

**Experience:** 10 years

**Rich experience in Product Development & Project Management, providing end-to-end design services for niche high tech embedded products**

#### Innovative Design Development and Project Management

- Successfully developed, managed and delivered high risk projects such as:
  - Head Mounted Computer: a miniature design similar to Google Glasses that was developed for Kopin-Verizon & was featured at CES 2012. This project generated revenues >\$1Mn for Mistral
  - First-of-its-kind touchscreen-based In-Flight Entertainment control unit for which the customer (Thales) was awarded the Crystal Cabin Award in 2011; In use by leading airlines such as Qatar Airways
- Managed multiple vendors through extensive interactions to ensure smooth project execution
- Recognized for "Excellence in Project Design and Delivery" for the work on Head Mounted Computer

#### Pre-sales and Customer Focus

- Worked on multiple techno-commercial proposals with high conversion rate culminating in revenues exceeding \$2Mn over a period of 1.5 years.
- Successfully handled key accounts being the single point of contact for clients handling all activities from initial project discussions to delivery.
- Managed a 14-member team & received outstanding project execution feedback (>9/10) from clients consistently



### Abhishek Roy

#### Education:

B.E. (Instrumentation), Jadavpur University

**Past employers:** IBM India Pvt. Ltd.; Cognizant Technology Solutions

**Experience:** 10.5 years (1.5 years in UK)

**Diverse IT experience in client handling and delivery management in Investment Banking, Retail and Shipping domains for projects involving predictive analytics and system designing**

#### Predictive Analytics

- Formulated business-driven forecasting models of IT infrastructure capacity for 80+ applications (700+ servers including virtual machines) for Maersk, world's largest container ship operator, using multiple linear regression
- Created executive IT capacity plans with recommendations facilitating the business sponsors to decide on IT infrastructure strategy

#### Project Management - India and UK

- Managed client delivery of a \$500K (10,000 hours among 22 Indian & 7 foreign practitioners) legacy to SAP migration project for Denmark's largest retail company
- Implemented strategic legacy projects in UK for Forex division of JPMorgan Chase, world's top investment bank, to reduce online downtime from 5 hours to 1 hour
- Individual award from client CTO for reducing long-standing process errors to near-zero, thereby saving \$10K per project

#### Innovation and Creativity

- Authored a technical article on an innovative retractable electrical fixture published by IBM as Intellectual Property
- Selected within top 100 at an MTV Asia contest for a self composed original song
- Designed and copy-edited an advert, for the Rotaract Club, which was displayed on 10 billboards in Kolkata



### Anekant Jain

#### Education:

B.E. (Hons.) Computer Engineering, Delhi College of Engineering

**Past employers:** Cisco Systems India Pvt. Ltd

**Experience:** 7 years

**Extensive Software Product Development and Project Management experience in the field of Networking, especially routing and switching platforms for data centers**

#### Product Development and Design

- Represented India team in Cisco US for feature integration and stabilization exercise on a critical software release which had pre-orders worth \$150 mn from clients such as Facebook and Amazon
- Led a team of two on a project that increased router packet processing capability by 25%, leading to substantial savings for customers
- Optimized a critical "High Availability" feature by over 90%, helping Cisco meet stringent customer expectations related to network availability and redundancy
- Received Cisco Achievement Program award for delivering a critical failure detection feature (BFD) to customer with high-quality

#### Project Management

- Mentored and led a team of 10 new hires to achieve a 60% reduction in defect backlog within 5 weeks
- Led a liaison exercise between development and testing teams to improve software product quality and enhanced the line-by-line code coverage by around 50%

#### Customer Engagement

- Helped customers such as Bank Of America and Facebook "Go Live" with their datacenters



### Arpit Srivastava

#### Education:

B.Tech. (Materials Science & Engineering), IIT Kanpur

**Past employers:** Applied Materials India (P) Ltd (5 years), Dow Chemical International (P) Ltd, Claro Energy (P) Ltd

**Experience:** 8.5 years

**Comprehensive experience in Business Development & Operations in Semiconductor & Solar businesses across multiple geographies. Conversant in elementary Mandarin**

#### Business Development & Technical Sales

- Led operations of solar energy startup: End-to-end execution of government projects in Punjab, Chattisgarh & Tamil Nadu worth over \$1 Million for installation of solar photovoltaic water pumps
- Instrumental as focal point for key accounts in Taiwan, Japan & Singapore namely Sony, TSMC, UMC, Micron, SMIC (China) for semiconductor business of Applied Materials
- Managed Indian specialty chemical business for Dow Chemical's solar photovoltaic division - generating revenues of over \$1.8 Million in 2011-12, exceeding targets

#### Project Management

- Played a pivotal role in establishing technical superiority of the product in the face of competition at pre- & post-sales product demonstrations in Applied Materials & Dow Chemical
- Deployed productivity enhancement procedures to improve system uptime by 36.7%, at Moser Baer, for "World's Largest Thin Film Solar Cell" venture. Awarded Best Global team Award
- Improved product reliability by 15% for solar cells through persistent collaboration with all stakeholders expanding business opportunities at Dow Chemical's Photovoltaic division



### Arpit Tapadiya

#### Education:

B.Tech (Instrumentation and Control Engineering), National Institute of Technology, Tiruchirappalli

**Past employers:** Bharat Petroleum Corporation Limited

**Experience:** 7 years

**Enriched experience in Project management, Operations & supply chain management with strong interpersonal & analytical skills in downstream oil industry & multi-product cross country pipeline**

#### Project Management

- Architected and implemented project on fluid interface management which helped in optimizing the product quality, batch requirements, and improved system safety -Estimated Savings in the tune of Rs 70 Crores p.a.to the refinery
- Led teams for pipeline commissioning, automation, engineering, and telecommunication projects for 3 pipelines 2500 Km long with 15.7 MMT capacity, catering to marketing and supply chain strategy
- Developed optimized maintenance procedures and schedules for equipments through data analytics and reduced process down time by 32 hours p.a.

#### Operations and General Management

- Exposure to process control, telecommunication, SAP, projects, procurement, vendor development & customer relationship with expertise in pipeline commissioning, operations & supply chain management
- Part of team that redesigned the pipeline operations, batch scheduling and demand forecasting procedures that increased operating efficiency and reduced process stabilization time by 16-20%
- Represented the department for Statutory audits - ISO 9001,14001,18001,OISD,QEHS certifications and other statutory approvals



### Arun Kunnamchath

#### Education:

B.E. (Electronics Engineering), National Institute of Technology, Surat

**Past employers:** Tata Consultancy Services Limited

**Experience:** 9+ years (1.5 yrs in US, 1 yr in Uruguay)

**Experienced in Program and Project Management in Retail and e-commerce Application Support Management**

#### Program Management

- Led 4 teams (80+ team members - Application, Infrastructure, Monitoring and Business Operations Support) to manage online operations program for one of the largest discount retailers in US
  - Improved Service Level Agreement performance of e-commerce support operations by 55%
  - Received TCS Star Team Award for successful execution of peak season activities for the customer

#### Project Management

- Managed operations and customer relationship at Montevideo (Uruguay) for multiple teams like Stores, Point of Sales, Pharmacy and Financial Services
  - Bridged culture gaps to address local attrition issues and built a stable team thereby exceeding Service Level Agreements
  - Formed an early engagement team with optimal local-expat resource ratio for transitioning customer's new pharmacy application
- Managed delivery of application support project from Chennai for Merchandising domain of the US retailer

#### e-commerce support

- Played a key role in winning multiple end-to-end e-commerce support deals
- Provided consulting to a UK retailer to set up e-commerce business operations support processes



### Arunkumar N

#### Education:

B.Tech. (Production Engineering), National Institute of Technology, Tiruchirappalli.

**Past employers:** Hero MotoCorp Limited

**Experience:** 7.5 years

**Hands-on experience in managing cross functional projects and critical processes of manufacturing plant. Rich experience in implementing change initiatives**

#### Process Management

- Led Production Engineering activities in assembly and export areas of two wheeler manufacturing plant with capacity of ~ 7000 Vehicles per day (VPD)
  - Managed facilities and processes of high volume and labor intensive assembly lines (3 engine & 3 vehicle lines)
  - Established facilities and processes for new models/variants (~10) and capacity expansions (up to 1500 VPD)

#### Project Management

- Consistently delivered responsibilities in simultaneous (up to 10) projects across manufacturing and support functions. Experienced in managing end to end projects (Plan, Procure, Install & commission)
  - Successfully Implemented fuel migration from furnace oil to natural gas with savings of \$1 million per year
  - Developed and implemented energy and environmental projects to meet long term plant objectives

#### Business Excellence

- Experienced in Implementing change initiatives - Policy Deployment and Total Productive Maintenance (TPM)
  - Coordinated Kobetsu Kaizen (focused improvement) activities in achieving TPM Excellence award
  - Contributed in developing and deploying policies, strategies and budgets for capacity utilization and cost reduction



### Arunmozhi Sivanandam

#### Education:

B.Tech (Information technology),  
Anna University

**Past employers:** Accenture (2.5yrs),  
CIBER, Hexaware Technologies (5.5yrs)

**Experience:** 8.5 years

**Extensive experience in end-to-end program management & Business Intelligence (BI) consulting across multiple domains including mining, Healthcare and Banking**

#### BI Consulting and Process Innovation

- Conceptualised and prototyped Risk analytics solution for focused BI service for pre-sales activities
- Prototyped metadata analysis tools which provided upto 40% effort savings across Business Objects projects shortening the project lifecycle
- Spearheaded a migration project of size 3500+ (reports / security) which featured in Gartner Survey of 2010 as one of the most complex and successful BO implementation in the year
- Designed roadmap for strategic BI (DataWarehouse) system by integrating finance and RMG data for better decision making and received ACE award for the same

#### Project Management

- Global experience in customer engagement with leading clients like FMI (\$20bn mining company), Virgin Atlantic Airways, DEXIA Bank
- Managed planning and budgeting for large scale re-engineering of broker compensation project worth \$5 mn for a leading US healthcare provider - Kaiser Permanente
- Led continuous improvement initiative for a maintenance project providing cost saving of \$200,000 leading to increased business opportunities



### Ashfaq Ahmed

#### Education:

B.Tech. (Information Technology),  
West Bengal University of Technology

**Past employers:** IBM India Pvt. Ltd.  
(4+ years), Tata Consultancy Service Ltd  
(4 years)

**Experience:** 8 years (~2.5 years in UK)

**Global IT Services experience with proficiency in designing & managing mobility solutions and web applications in Banking, Retail and Utilities domains**

#### Technology Consulting - Mobility solutions

- Designed an enterprise mobility solution for J&J to post sales related information from a desktop as well as mobile device resulting in 20%+ efficiency improvement
- Conceptualized mobility solution running on 500+ Panasonic tough books, enabling utility engineers to check scheduled job, capture data & send back data to SAP system
- Architected a mobile application for real-time monitoring of devices and locating the geographical coordinates of equipment installed in a petroleum company

#### Business development and Competency building

- Developed client relationship and helped generate additional business worth £150K in United Utilities
- Enhanced the strength of IBM's Mobility Technology Assembly Center (TAC) from 5 to 20 members by recruiting, deploying and mentoring resources

#### Project Management

- Managed team that developed mathematical techniques to identify clusters of similar Walmart stores based on analysis of sales data
- Led team of 5 members that maintained web application and resolved back-end issues in loan and mortgage applications of GE Money, UK



### Avijit Acharya

#### Education:

B.Tech (Electrical Engineering) -  
KIIT, Bhubaneswar

**Past employers:** Tata Consultancy Services

**Experience:** 8 years

**International experience (~2.5 years in the USA) in Client Relationship Management, Technology Consulting and Project Management in Auto Finance Domain**

#### Client Relationship Management and Business Development

- Managed TCS relationship worth ~\$3M with portfolio managers in the client organization
- Initiated several proposals within the account with 30% conversion rate
- Coordinated with third party vendors on client behalf to ensure compliance, quality and timeliness in project delivery

#### Technology Consulting and Project Management

- Extensive exposure to Auto Finance Domain with a focus on Retail & Lease Financing and Payment Recovery Management
- Managed projects for large scale IT projects involving 15+ applications
- Worked with client's Business Innovation team for evaluating processes and application enhancements
- Played the role of a Business Analyst in reviving a critical portfolio in the Auto Finance Domain, resulting in revenues of ~\$4.3M
- Re-engineered Knowledge Management practices that resulted in faster resource build up and increased productivity by 20%

#### Awards and Achievements

- Won "CIO Innovation Award" from the Client CIO for a major cost reduction proposal
- Received awards under reward and recognition programs in TCS for outstanding project delivery
- Certified Sky Diver (12,500 feet)



### Balasubramanean C V

#### Education:

B.E.(Hons), Electrical and Electronics,  
Birla Institute of Technology and Science,  
Pilani - Goa Campus

**Past employers:** Accenture

**Experience:** 5.5 years

**3 years of multi-geographic experience in IT Solutions with expertise in Project Management across software development, production support and quality assurance in banking sector**

#### Project Management

- Designed the architecture and led the development of M&A management software for Bank of America, co-managing a team of 30 in an onshore-offshore model operating from US, Mexico and India with clients in US, Europe and Asia Pacific
- Consulted for the "Mortgages and Loans" business; managed a quality assurance team across ~25 applications for a US government compliance project under Consumer Finance Protection Bureau - an agency that was formed in response to the 2008 financial crisis
- Conceptualized a solution for automation of batch processes for client's database servers which won projects ~\$2M, and bagged the star performer award
- Designed an innovative internal communication system that channeled all the inter and intra team communications through a common platform developed using Actuate and Macros; led to a 25% increase in team's overall efficiency
- Co-founded a mentorship program to train new recruits in the latest technologies; contributed to the improvement of the team's productivity by 20%

#### Technology Skillset

- Expertise in managing database technologies (RDBMS, DBMS) and its seamless integration with front-end technologies and mobile platforms



### Mihir Vasishta

**Education:**  
B.E (Electronics and Communication),  
MIT Manipal

**Past employers:** Tata Consultancy Services

**Experience:** 7.5 years

**International experience (4.5 years onsite) in Production Support Management, Project Management and Client Engagement for Mortgage Banking customers in North America**

#### Production Support Management

- Managed 40-member production support team (across US, Mexico and India) providing 24X7 support to Citi group's end-to-end suite of 200+ mortgage banking applications used in loan originations, servicing and trading
- Handled crisis situations (major production outages) for mission critical applications having major financial and reputational impact to business
- Designed the Global TCS production support model for preventing high severity incidents and piloted the model for Citi's other business such as Citi bank, Retail Services and US Retail
- Implemented effective alerting, monitoring and troubleshooting processes that reduced occurrence of high severity incidents by 51%

#### Project Management

- Managed delivery of over 130 maintenance projects, including critical regulatory and compliance projects (mandated post 2008 crisis) having significant impact (~\$1M), to capital market division of Citi's Mortgage business
- Implemented various automation projects involving 3rd party investor trading and loan portfolio risk management saving manual efforts worth \$75K annually



### Chanukya Nanduru

**Education:**  
B. Tech (Chemical Engineering),  
NIT Warangal

**Past employers:** Reliance Industries Ltd. (3.5 years), Coromandel International Ltd., SABIC-SHARQ

**Experience:** 5.5 years

**Experience in data analysis for implementing productivity, reliability and efficiency improvements in process operations of petrochemicals**

#### Sustainability - Saudi Arabia

- Led a team of 8 engineers towards creating "Sustainable enterprise"- Formulated, monitored and optimized KPIs to achieve 4% and 6% reduction in energy and emissions respectively
- Analysed data to save resources through integration and optimization of different processes – Achieved 8,000 tons/annum of fuel gas savings

#### Operations and Technical Services - India

- Responsible for ensuring zero downtime and 100 % quality, safety and environmental compliance
- Analysed process data using Aspen tools for 24/7 monitoring of continuous processes for reliability and optimization- Identified and implemented process improvements resulting in savings worth ₹3M/ annum
- Optimized nitrogen and oxygen supply chain of petrochemical complex – Achieved savings worth ₹4M during major turnaround by minimizing liquid nitrogen procurement
- Modelled and simulated processes for debottlenecking - Proposed action plan for 10% increase in capacity

#### Awards

- Awarded "Certificate of Achievement" by President, SHARQ, for efforts towards sustainability
- Awarded "Excellence in Energy management" at RIL Hazira for energy saving worth ₹100k/day



### Debaprasad Chatterjee

**Education:**  
B. Tech M. Tech Dual Degree (Agricultural & Food Engg), IIT Kharagpur,  
National Talent Scholar

**Past employers:** Infosys

**Experience:** 9.5 years

**Technical Innovator in IT industry. Expert in Solution Implementation and Project Delivery for Fortune 500 companies in Manufacturing, Hi-tech and Financial domain**

#### Technical Leadership and Innovation

- As technology architect, provided technology consulting in challenging testing projects for hi-tech and manufacturing customers including Pitney Bowes, Microsoft, Cummins, CISCO, Apple and Toyota
- Implemented skill development programs in specialized testing for business unit of 200 people. Developed cross- domain testing skillset in the business unit in emerging testing trends such as Cloud testing, Service virtualization and Mobile testing by collaborating with external business units and external organizations
- Recognized as Subject Matter Expert and Trainer in various Testing tools and Methodologies in Infosys

#### Solution Implementation and Project Delivery

- Managed 20 member testing team in developing a digital mailbox solution for US based customer. Implemented efficient project management skills to reduce test cycle time by 50%
- Delivered middleware integration project for National Australia Bank on-time with zero slipped defects
- As team lead, developed a solution for automating regression testing of middleware and webservices layer of software applications. Implemented the solution for various customers including FritoLay, Ameriprise, Capital One, Bank of America and Amex

#### Highlights

- Received multiple awards (including Infosys Award of Excellence for business solution and Prima Award for project delivery excellence from CEO) and fast track promotions in workplace



### Debashish Chandel

**Education:**  
B.Tech (Electronics and Instrumentation),  
UPTECH University, Lucknow

**Past employers:** SMS Siemag - India (5+ years), Siemens VAI (Metals), SAIL-Bhilai Steel Plant (2+ years)

**Experience:** 8+ years

**Exhaustive experience in project management, process solutions development, vendor connect and site commissioning of automation solutions for high value global projects in Metals Sector**

#### Technical Project Management

- As part of a global team for German technology major, managed process solutions development and site commissioning of projects in Turkey, Germany, India, Vietnam and Bangladesh
- Led a 5 member international team to commission critical safety system for a client in Turkey in record 2 months
- Handled development, deployment and performance guarantee for Rs.15bn turn-key project at Tata Steel
- Managed commissioning of two online weigh bridges worth Rs.10Mn for liquid iron transport at SAIL-Bhilai steel Plant
- Supervised critical component commissioning for India's first 4000m3 Iron making unit at JSW Steel for Siemens- Metals

#### Process Solutions Development / Entrepreneurship

- Initiated and implemented company's first simulation capability in India, saving around Rs.10Mn of testing time per project (originally in Germany) that resulted in increase of new orders
- Part of global team for Steel and Rolling Mills automation and new standards development

#### Client/Supplier Engagement

- Extensively involved in negotiations for technical specifications, performance conformity, project timelines and technology selection with global clients
- Involved in Supplier inspection of automation/instrumentation systems for Bhilai Steel Plant (SAIL-PSU)



### Debraj Banerjee

#### Education:

B.Tech (Power Engineering), National Power Training Institute-Ministry of Power, Govt. of India

**Past employers:** Thermax Ltd India

**Experience:** 6.5 years

**International experience in business management & consulting in Power, Oil & Gas to Fortune 500 companies as part of Thermax, a Forbes "Asia's Best under a Billion" company**

#### Business Management

- Part of global team that managed \$100M business in FY 2012-13 and standardized a fully modularized delivery strategy for the MENA region
- Negotiated an enterprise framework agreement of 60 Million USD for supply of critical equipment with global oil major in SE Asia
- Led a 5 member cross-functional team that reviewed commercial contracts, cost structure, pricing and cash flows for long lead projects and achieved overall cost savings of 15% for business unit

#### Consulting

- Worked with a leading consulting firm to identify process improvement & global sourcing options that led to 20% of cost and time savings and new market entry strategies for business
- Developed a business model for captive power projects worth 40 Million USD by analyzing end to end requirements of power producers and their associated business risks
- Built operating expenditure (OPEX) models that enabled life cycle cost comparisons between competing development options

#### Professional Achievement

- Won appreciation from the Managing Director of company for business development and new product identification
- Recognized as "Super Achiever" for best performance in FY 2012-13
- Handpicked by Thermax in 2013 for Leadership Development Programme offered to 1% of managers



### Devattam Ghosh

#### Education:

B. Tech (Electronics and Communication Engineering), Kalyani University, West Bengal.

**Past employers:** IBM India Private Ltd, Wipro Technologies

**Experience:** 9.5 years

**CRM (Customer Relationship Management) Technology Consulting and Project Leadership experience (~5 years in USA) in US Healthcare Insurance and Pharmacy Benefit Management industries**

#### CRM Consulting - USA

- Set up and led a client facing team in Florida, USA on a \$5M CRM (Customer Relationship Management) consulting project for a US Healthcare Insurance company. Subsequently, penetrated into client's IT production support area activities, currently worth ~\$1.5M annual revenue for IBM
- Proposed, planned and owned application integration solutions over more than 20 major releases to automate various business processes
- Demonstrated, through business solutions, the knowledge of core insurance functions like underwriting and actuarials
- Demonstrated command on facets of US Healthcare like insurance coverage, incentive mismatches, medicare and Affordable Care Act (ObamaCare)

#### Project Leadership - USA, India

- Staffed, mentored and led a 15 member CRM development team for client's business. Owned project tracking, risk management and delivery responsibilities. The project achieved a customer satisfaction score of 7/10. Won IBM Orion award for team leadership
- Championed an award winning business accelerator, conceived and implemented by the team. The idea won the first prize in IBM India Sharenet, 2014



### Gaurav Jain

#### Education:

B.Tech (Hons.), Mechanical Engineering, National Institute of Technology, Kurukshetra.

#### Past employers:

Maruti Suzuki India Limited (MSIL)

**Experience:** 8 years

**Exhaustive experience in product strategy, product planning, market analysis and product management**

#### Product Planning and Management

- Led teams for hatchbacks (Alto, WagonR, M800) from ideation to market. Successfully launched Alto K10 in 2010, increasing sales of Alto brand from 2.3 to 3.4 lakhs per year, making Alto highest selling hatchback in the world
  - Created product concept, prepared business proposal and defined product specifications
  - Led product development team and interacted with Suzuki, Japan for export market requirements
  - Supported marketing & sales teams in product launch & branding
- Achieved cost reduction of Rs 5 crore for hatchbacks through specification rationalization
- Improved development process for vehicle accessories for achieving coherent development leading to improved quality and timely availability of accessories in the market

#### Product Strategy

- Created product roadmaps, variant strategy and alternative fuel roadmap (LPG & CNG)
  - Conducted market analysis in terms of sales trends, consumer buying patterns, competitor strategy analysis, fuel price analysis, upcoming regulatory requirements and emerging technology trends
- Prepared report on potential & scope of Quadricycles (low speed vehicles) which helped MSIL in negotiations with govt. leading to incorporation of its requirements in upcoming quadricycle regulation



### Gopalakrishna Anantha

#### Education:

MS (Electrical Engg), University of Kansas, USA; BE (Electronics & Communication), PESIT, Bangalore

#### Past employers:

Sprint Corporation (USA)

**Experience:** 7.5 years

**Rich international experience in designing, developing and managing state-of-the-art telecom networks for the 3rd largest telecom operator in the US**

#### Product Management

- Managed 4G broadband (LTE) product lifecycles - from concept through implementation - and feature roadmaps for 3 network infrastructure suppliers
- Led an 8 member team that managed 4G-LTE rollout in 99 US markets covering 250 Mn subscribers
- Led a cross-functional handset/network compatibility team and collaborated with Samsung and Qualcomm. leading to the deployment of the world's first integrated 4G Tri-mode data and voice platform

#### Product Development

- Created business case, use case and pricing models for new technology introduction (LTE) and CDMA network modernization for 6 global network infrastructure suppliers as part of Sprint's \$5 bn network modernization effort
- Defined comprehensive network test, automation strategies for end-to-end system validation and deployment of 4G-LTE and 4G-Wimax networks across continental US
- Handpicked as a Subject Matter Expert to collaborate with Apple and lead a high performance team for network integration and US launch of the first 4G iPhone (iPhone5) leading to sales of 2.2 million iPhones in the deployment quarter

#### Achievements

- Two-Time recipient of department MVP Honor
- Author of 2 international research journal papers (IEEE, Bioinformatics)



### Harsh Ashok

#### Education:

B.E. (Mechanical Engineering),  
Pune University; Six Sigma Green Belt

**Past employers:** Searce LA LLP,  
Tech Mahindra Ltd. (1.5 years in UK)

**Experience:** 7 years

**A passionate team builder with diverse experience across the value chain - Consulting, Service Transition & Delivery (IT, KPO), Programme Management - in multiple geographies & sectors**

#### Delivery Center Management

- Accountable for end to end management, including Operations, HR and Administration of a 200 member, 24\*7 back-office team. Grew the start-up team 3 fold by onboarding new business into different geographies (CA, USA & APAC) and expanding capabilities into multiple processes
- Represented Searce as head of operations in one of the largest outsourcing deal for CEVA, HCL (in logistics segment) and Searce & managed vendor relationship as primary contact. Led the implementation of the contract, owning all aspects from initial Due Diligence to Stabilization and BAU
- Reorganised and motivated teams for synergy & efficiency - championed projects for synchronizing HR-Ops processes to reduce attrition from 5% to 2% & for optimizing cab routing resulting in a savings of Rs. 24 LPA

#### Process Consulting

- Responsible for identifying key operational issues/gaps in business processes & re-engineering them for effective solutions. Led a team of service & solution designers for a product worth 310M GBP for BT plc.
- Designed and implemented end to end processes for multiple product launches, ensuring on-time and successful implementation

#### Others

- As a member of Academic Advisory Board of Vishwakarma Institute of Management (Pune), advocated & contributed for inclusion of service operations in class room discussions & curriculum



### Harsh Mankad

#### Education:

B.E. (Telecommunication), Visveswaraiiah  
Technological University

**Past employers:** Mavenir Systems;  
Sasken Communication Technologies.

**Experience:** 7.5 years

**Experience in managing projects and handling product trials, demonstrations, and deployments of next generation telecom network solutions**

#### Project Management and Quality Assurance

- Managed teams which tested and delivered telephony solutions deployed in Voice over 4G (LTE) and Voice over Wi-Fi networks of MetroPCS, USA and T-Mobile, USA
- Refined automation practices resulting in a 30% improvement in testing efficiency and a 100% reduction in the turn-around time of customer issues
- Designed a defect analysis process which reduced the bug recurrence rate by 20%; the process was replicated by multiple teams across the organization
- Worked on integration and testing of the world's first Voice over WiMAX network at Motorola Core Networks Division
- Customized a testing tool resulting in a saving of around \$200,000 for the company and ensuring timely delivery of a major product release

#### Product Trials, Demonstrations and Deployments

- Handled various product trials and demonstrations in the USA; assisted the VP of Marketing on a CXO level product demonstration at Verizon Communications
- Supported deployments and launches of multiple product solutions including the world's first commercially deployed Voice over Wi-Fi network at T-Mobile, USA



### Himanshu Arya

#### Education:

B.Tech (Mechanical), Punjab Technical  
University

#### Past employers:

IOL Chemicals and Pharmaceuticals  
Limited

**Experience:** 10 years

**Extensive experience in Operations Management, Project Management, Vendor Management, Strategy and Business Development in Pharmaceutical and Chemical sectors**

#### Operations and Project Management

- Led 6 member team to manage Rs 200 Cr p.a. supply chain for EUGMP certified pharmaceutical plant. Managed 100+ vendors to procure raw materials, coal, packaging and engineering goods
- Led sourcing for 10+ pharmaceutical, chemical and power projects worth Rs 500 cr. Saved 7% (Rs 4Cr) in the initial deals
- Reduced coal price by 6% through innovative logistics solutions saving Rs 3 Cr p.a.
- Handled cross functional teams and consultants to execute contracts with Indian and International companies like Thermax, Siemens, ABB, Alfa Laval & Sumitomo
- Implemented energy saving technologies – reduced cost and won 7 national energy conservation awards for the company

#### Strategy & Business Development

- Worked closely with CEO to devise strategy for new product development, low cost sourcing and global sales of IBU Profen
- Assessed market potential for 8 drugs using Analytics to develop business model worth Rs 90 Cr p.a.
- Liaised with Ministry of Coal to get linkage for coal supply at subsidized prices



### Imran Ahmed Sayed

#### Education:

B.E (Information Technology),  
University of Mumbai

**Past employers:** Morgan Stanley,  
Cappgemini, Atos Origin, Hexaware

**Experience:** 9 years

**Experience (3.5 years - UK and Finland) in IT Strategy, Client Engagement and System Design in Investment Banking, Retail and Insurance industries**

#### Senior Manager, Morgan Stanley

- Formulated strategy for \$25m risk management data warehouse system to enrich customer experience. Improved system performance by 40% and produced savings of \$400K per annum using data analytics
- Spearheaded project to address critical security breaches - enhanced Fed compliance and reporting
- Built models to forecast infrastructure demand within an accuracy of 2%

#### Senior Consultant, Cappgemini

- Developed integration strategy for retail giant S-group - improving the ordering system, transforming customers' online shopping and after sales experience. Conceptualized business continuity and disaster recovery plan
- Built a team of 6 implementing a new delivery model aligned with ITILv3 processes; concentrating on service transition, recruiting and reduced induction time from 1 month to 1 week

#### Software Engineer, Hexaware

- Lead data architect in a cross-culture team of Spanish and British nationals for the delivery of Accenture Insurance System to RSA
- Consultant - improved Financial Service Authority report performance and reduced process cycle time by 50%

#### Achievements

- Hexaware President's Club Award 2007 – awarded to only 0.13% employees annually





### Jayesh Pillai

**Education:**  
B.E. (Electronics & Telecommunication),  
University of Mumbai

**Past employers:** Larsen & Toubro Limited

**Experience:** 9+ years

**Expertise in product development and project lifecycle management - from 'concept' to 'delivery, user trials and training' for technology intensive and mission critical Defence Systems**

#### Product Development - Defence & Security Solutions

- Led architecture design and software development of Defence systems including Air-Defence Solution for DRDO and BrahMos Fire Control System (BFCS: INR 350 Cr+) for the Indian Navy. Was felicitated by Mr. K. Venkatraman (CEO, L&T) for leading development of BFCS
- Formed and led 'New Technology Initiatives Group' for focused 'in-house' development of niche technologies. This resulted in development of Situation Awareness System for Futuristic Infantry Combat Vehicle (FICV) and Network Centric Warfare Solution for Battlefield Management Systems
- Created competitive advantage for L&T by introducing new technologies like Open Architecture Communication Middleware, Data Distribution Service (DDS), for development of Scalable Distributed Systems which helped expand business opportunities
- Worked with top brass of Indian Navy and renowned scientists for Technical Reviews and Project Status Reviews
- Formulated MOU with Terma A/S, Denmark to improve competitive positioning for Combat Management Systems

#### Business Development

- Responded to Defence RFPs and represented L&T in Customer Technical Evaluations for prestigious projects of Indian Navy, DRDO and Philippine Navy
- Ensured Technical qualification of L&T for development of Combat Management Systems (INR 500 Cr+ market size) through superior technical solution and multiple customer interactions



### Kaustubh Sathe

**Education:**  
M.S (Electrical), SUNY at Stony Brook, USA  
B.E (Electronics), D.J.Sanghvi College,  
Mumbai

**Past employers:** Maruti Suzuki (3 yrs),  
Robert Bosch, IIT Bombay,  
Cummins Inc. (USA)

**Experience:** 5.5 years (including 1.5 years in  
USA and Japan)

**Automotive Domain experience in Product Development, Software Validation and Supplier Management**

#### Product Development and Supplier Management

- Led software product development of Power Steering System and Infotainment for passenger cars including Alto800, Celerio and Swift
- Proposed and established a Validation Lab for performing software testing of Powertrain Controllers (ECUs)
- Acted as a liaison between Maruti and Suzuki counterparts during work assignment at Suzuki Motor Corp in Japan
- Performed supplier evaluation by conducting technical reviews and supplier plant visits, validated part development process, coordinated collective testing and initiated weekly review meetings
- Led a team of 12 for market research to assess customer preference of in-car infotainment features - first ever initiative by an R&D team; Showcased survey findings to top management and incorporated customer voice in product design

#### Design, Innovation and Achievements

- Conceptualized modular Power Steering test bench that eliminated the need for prototype vehicle and test driver resulting in cost saving (INR ~2 lac) and reduced TTM; Won Maruti Suzuki Achievement Award (awarded to <1% of employees)
- Automated the software testing of ECUs to achieve 8% reduction in validation time. Adopted as the test standard by Suzuki Motor Corp
- Implemented auto-pilot algorithm for co-operative flight of Mini Aerial Vehicles at I.I.T Bombay
- Placed among the top 6 teams worldwide to reach the finals of ESIC Global Marketing Competition, Spain



### Kalyan Srinivasa Murthy Varanasi

**Education:**  
B.Tech (Information Technology), Pondicherry  
Engineering College, Pondicherry

**Past employers:** Tata Consultancy Services

**Experience:** 9.5 years (~5.5 years  
international experience in US)

**Global Experience in IT Delivery, Service Level and Infrastructure Management for Enterprise Data Warehouse (EDW) in Retail Domain**

#### Project Management

- Led \$2 Mn worth Datawarehouse project that provided Executive Reports across multiple domains for a large US Home Retailer with a peak team size of 40
- Managed \$700K worth Application and Infrastructure maintenance program with a sustained 98% SLA
- Instrumental in design & migration of EDW Infrastructure and Applications from UNIX to LINUX, which reduced costs by 30%; Was part of the team that built high availability platform for Ab Initio

#### Solution Architect

- Architected high availability solutions in Hadoop and Informatica ensuring 99.9% system availability
- Conceptualized and implemented upgrade roadmap for EDW platform.
- Initiated and led performance improvement measures resulting in \$2 Mn/year savings; Provided technical consultation in performance enhancements for large datawarehouse projects
- Instrumental in building technically competent team in "Ab Initio" and "Talent" that provided training to 100+ associates



### Lakshmi Rani

**Education:**  
B.E (Electronics & Communications) ,  
Visveswaraiah Technological University,  
Siebel Certified Expert from Oracle

**Past employers:** Cognizant Technology  
Solutions

**Experience:** 10 years

**Extensive experience in Business Development and Project management of end-to-end Siebel CRM implementations across consumer goods, telecom, banking and pharma sectors**

#### Project Management

- As Offshore Delivery Manager , managed Siebel implementation and Support projects with a cross-country and cross-functional delivery team of peak team size 25+ for Consumer Goods majors like Nestle, PepsiCo and Hersheys generating revenues of around \$10M
- Involved in estimation, planning, budgeting and resourcing phases at each stage of the project life cycle
- Worked across domains and modules like Telecom (Order Management), Consumer Goods (Trade Promotion Management), Pharma and Financial Services
- Initiated Optimization & Lean methodologies leading to overall cost savings

#### Business Development:

- Ensured value addition to clients by proposing solutions to longstanding problems
- Revived an almost inactive project which went on to become one of the top accounts in the BU
- Instrumental in winning new accounts of PepsiCo and Nestle Waters and renewal of Nestle USA contracts.
- Part of the core RFP response team for Consumer Goods or Telecom domains

#### Knowledge Management:

- Led a team of Siebel specialists to prepare a knowledge base for Siebel internal certification
- Part of a 4 member team working with Oracle to prepare certification questions for Oracle Fusion ICM



### Lakshmi Narasimha Maringanti

#### Education:

B.Tech (Mechanical) Jawaharlal Nehru Technological University, Hyderabad  
ITIL V3 Certified

**Past employers:** Infosys Technologies Ltd.

**Experience:** 8 years (4 years International)

**Extensive expertise in IT Service Delivery with focus on Business Development, Service Improvement and Client Engagement in Manufacturing, QC & IP domains of Pharma industry**

#### Project Management

- Managed Sweden Operations of \$30Mn worth global application maintenance program for AstraZeneca
- Spearheaded several improvement initiatives in a cross-cultural, multi-vendor environment and achieved 50% reduction in critical IT incidents

#### Innovation & Business Development

- Executed "S.W.A.T" critical incident management process that helped to achieve 60% reduction in system unavailability for a manufacturing site, which contributed to 40% of global sales
- Authored and implemented white papers that resolved several business issues such as SoX non-compliance and legacy systems to generate \$3Mn/year worth savings for the client
- Performed business process analysis of Global Operations and rationalized client's IT system utilization to achieve 30% cost reduction. This helped to win \$45Mn worth contract renewal negotiations with the client
- Contributed to technical solution, due-diligence and thereby helped to win \$21Mn deal from Merck KGaA

#### Awards

- Won PRIMA Excellence in Project Execution (awarded to top 0.01% employees), Most Valuable Player, KM Anchor awards from Infosys and Ecosystem Champion Award from AstraZeneca
- S.W.A.T Team led by me received "Excellence in Execution" Award from AstraZeneca's CIO



### Lokesh Jain

#### Education:

Masters in Computer Applications (MCA), IIT Roorkee; B. Sc.(H) Electronics, University of Delhi

**Past employers:** ION Trading India Pvt Ltd, Samsung India Software Operations Pvt Ltd

**Experience:** 8.5+ years

**IT professional with Software Product Development and Solutions Designing experience primarily in Fixed Income Trading Platforms for major global financial institutions**

#### Product Development (Finance)

- Collaborated with Product Managers, Business Analysts, Engineering team and Markets to design and develop quality integrated solutions - involving electronic market gateways and other trading components - for banks' Dealer-to-Customer (D2C) trading desks
- Owner of critical middleware libraries, providing features such as auto-negotiation used by 30+ market gateways for trading in ~10 electronic markets such as Tradeweb, Bloomberg
- Standardized features/interfaces of D2C gateways with other trading platform components such as TradeServer and Client Tiering Server
- Product Owner of a suite of ~20 D2C gateways deployed at trading desks of 50+ financial institutions such as Citibank, UBS enabling them to trade on asset classes such as Bonds, Swaps and Money markets
- Improved processes to achieve overall product stability and reduced high priority customer issues by ~90%

#### Software Development (Telecom)

- Successfully managed integration and go-live of a couple of IMS core network gateways for Korea Telecom at Samsung, South Korea
- Developed Packet Switch manager of the Data Networking middleware module for Linux based handsets



### Mohit Joshi

#### Education:

B.E. (Electrical and Electronics), Manipal Institute of Technology

**Past employers:** Zapluck (Founder), IBM, WIPRO

**Experience:** 8.5 years

**Entrepreneurial experience in formulating and executing innovative customer focused business solutions. Rich leadership experience in managing teams based in UK, US and Sri Lanka.**

#### Innovation and Strategy

- Founded Zapluck.com - Designed and developed a social platform for sharing online shopping coupons.
- Managed digital advertising campaigns through analytics engine on Google and Facebook, adding 1000 subscribers per month.

#### Business Development and Client Engagement

- Instrumental in engagement with National Grid, IBM's new client in Energy and Utilities domain (US) for Billing Operations division and managing capability development at offshore (in India).
- Developed proposal that helped WIPRO win a 4 year outsourcing contract and become the primary IT partner of AVIVA (UK).

#### Project Management

- Managed datacenter migrations that involved multiple partners, vendors, third party hardware and software suppliers, leading to annual savings of \$3 million for National Grid.
- Led the team at Investment and Protection (IP) division within AVIVA, contributing around £2 million towards WIPRO's annual revenue.
- Championed the implementation of Agile Methodologies for WIPRO's client AVIVA Life, leading to 100% increase in number of projects implemented in a year and significant improvement in customer satisfaction.



### Murali Manohar Somasundaram

#### Education:

B.E.(Hons.) Mechanical, M.Sc. (Hons.) Mathematics, BITS Pilani

**Past employers:** TCS; Tech Mahindra; Wipro (4.5 yrs)

**Experience:** 8.5 years

**Diverse and extensive IT experience in business development, client engagement and project management for large Telecom players.**

#### Business Development and Client Engagement

- Spearheaded engineering teams to deliver product features for Nortel, Huawei & Alcatel-Lucent in enterprise voice suite
- Managed client relationship and created new business opportunities for Wipro based out of Nortel-Ireland
- Involved in multiple RFP responses and managed client relationships for Huawei's global implementations at APAC & Africa regions
- Led an onsite team at Fiji Islands, comprising clients and vendors, to migrate Fiji's top telecom player to Huawei's IP Contact Center solution worth ~\$350K

#### Project Management

- Saved a multi-million dollar customer account by solving business critical issues tracked by Nortel-GM and Directors
- Key contributions in generating ~\$1M revenue for Tech Mahindra's Huawei engagement
- Architected protocols and solutions for Nortel's PBX in strengthening its product portfolio

#### Entrepreneurial and Leadership Experience

- Developed and executed technical roadmap for e-GMAT, an e-learning startup which now serves 70000+ users
- Earned Leadership Excellence, Advanced Communicator & Advanced Leader awards from Toastmasters International



### Muthukumar Kandasamy

**Education:**  
BE (Electrical & Electronics),  
Coimbatore Institute of Technology

**Past employers:** Intel; Aricent;  
Wipro Technologies

**Experience:** 9.5 years

**Rich experience in product development and pre-sales across the Smartphone industry value chain in Mobile computing and Multimedia technologies.**

#### Product Development

- Spearheaded the design and development of multimedia products on Symbian and Android platforms
- Led a cross functional team of 8 that achieved a 25% saving of platform processing power for Streaming and Conferencing products
- Instrumental in multimedia stack design wins that led to the product's adoption in 5M smartphones

#### Project Management

- Managed Symbian and Android open source contribution process
- Revamped the software development process of audio-video products that led to 20% reduction in time to market
- Managed conflicts between teams across 5 countries to ensure smooth and timely delivery of audio components on Intel Mobile Platform
- Collaborated with technology providers such as TI, DivX and Dolby to enable early adoption of their next-generation technologies on Qualcomm and Intel Mobile Platforms

#### Client Engagement

- Partnered with Samsung for multimedia stack integration of the world's first DivX MT certified smartphone
- Engaged with clients in US, Europe, Taiwan and Korea to develop new multimedia technology roadmaps for Symbian and Windows based Mobile Platforms



### Neetha Raja

**Education:**  
B.Tech (Computer Science),  
SCT College of Engineering, TVM.  
Executive Program in Human Resource  
Management, IIM Lucknow.

**Past employers:** Accenture, Infosys

**Experience:** 7.5 years

**Business Process Design and ERP Consulting experience in Human Resource Management domain.**

#### Domain and Process Consulting

- Designed and customized complex HR processes and systems for an IT services organization of 1.3 lakh employees and a US based mining organization.
- Improved HR process efficiency of performance management system from 60 person days to 10 person days (84% improvement) per half year.
- Performed the role of functional consultant and developed expertise in SAP HR PMS, LSO, ECM and OM/PA modules.

#### Team and stakeholder management

- Led geographically dispersed teams and managed a client base spread across multiple continents.
- Received customer engagement feedback of 7/7 for the automation of compensation process.
- Mentored team on project quality processes including data protection and security features.

#### Achievements

- Hand-picked by Infosys for EPHRM (IIM-L) 2010.
- Awarded for excellence in functional HR consulting by Infosys in FY 2010-11 and elevated to consultant role within 4 years of joining the organization.
- Championed branding campaigns for go green initiatives within the organization.



### Neha Kapoor

**Education:**  
B.Tech (Computer Sciences)  
YMCA Institute of Engineering,  
PMP (PMI USA)

**Past employers:** The Royal Bank of  
Scotland ( 6.5 Years), Grapecity,  
Sapient Corporation

**Experience:** 9.5 years

**Extensive experience in Project Management, Consulting and Business Development in Banking and Financial Domain.**

#### Project Management

- Conceptualized and executed the roadmap for migration of key business application like Sales Reporting, Static Data Maintenance, Sales Portfolio Management and Client Tiering to India (from UK) saving around \$10 Million in 5 years
- Spearheaded a team of 10+ core members in development of cross functional application comprising of Sales, CRM and Risk components using agile methodology
- Managed regulatory projects such as Dodd Frank and EMIR compliance for trade reporting.
- Was responsible of ensuring 24\*7 availability of the business intelligence system for more than 10,000 users, handling incident management and resilience

#### Consulting

- Facilitated implementation of Big Data Analytics Tool (ParAccel) for handling trade data that aided business in tracking their positions
- Re-engineered and enhanced large data warehouses of trade and missed deal data to facilitate risk analysis and reporting using Microsoft Technologies.



### Nitin P N

**Education:**  
BE (Telecommunication Engineering),  
SJCIT, Bangalore

**Past employers:** Infosys Limited

**Experience:** 8.5 years

**Experience in Client Management, Business process improvement, IT Consultancy in Retail domain and IT Migration projects in a Merger exercise. Co-Founder of Start-up in farming.**

#### Project and Client Management

- Led 20 member team and implemented ~\$2.5M Migration project for RICOH. Unified and improved their business processes, migrated ~150 applications and achieved a Customer Satisfaction score of 7/7 consecutively 3 times
- Have extensive knowledge of Billing, Contracts, Field Service and Order to Cash modules in Retail industry.
- Coordinated with cross functional teams involving warehouse workers and directors, from Germany, Denmark and UK to implement Application and Business processes migration for Retail Company IKON

#### Business process improvement

- Spearheaded a Business Process Improvement initiative using data analytics and improved client's business testing efficiency by 21% resulting in savings of 54k USD
- Implemented productivity improvement solutions for efficient migration of applications as part of merger exercise resulting in 112k USD benefit to the client

#### Entrepreneurship

- Setup a farm business with Green House and drip irrigation in outskirts of Bangalore. Farm was recognized as a model farm by Government officials and used it to persuade other farmers to use latest technologies
- Managed procurement and supply chain part of business



### Prakhar Gautam

#### Education:

Masters in Science - Software Engineering, BITS Pilani, Bachelors in Science - Electronics, Delhi University

**Past employers:** Cognizant Technology Solutions (North America), iGate-Patni/Patni Americas Inc., Wipro Technologies

**Experience:** 8 years

**Diverse international experience in Pre Sales & Engineering leadership across Cloud Computing, Automotive & Telecom domains. Certified Google Adword professional in digital marketing.**

#### Sales Engineering (Cognizant Technologies, USA)

- Led multi-partner deal initiatives with Amazon Web Services, VMware & Microsoft to create solution proposition for migrating enterprises to cloud platforms
- Implemented feasibility studies to assess business risks, capacity/availability management & cost of ownership to accomplish customized cloud transitions
- Pivotal in winning engagements worth \$2.5M with Fidelity, Family Dollar, Toyota & Hartford driving Cognizant cloud services' revenue up by 30%

#### Engineering Team Leader (Patni Americas Inc, USA/iGate, India)

- Liaised with partner teams - Aupeo (online radio), Aicas (car infotainment app store), Chrysler (uConnect), with 50+ members spread across USA, Germany, Japan & India – to brainstorm ideas & design testing solutions focused on reducing Panasonic's time to market
- Led engineering teams to deliver \$200K car infotainment automation solutions for Panasonic that significantly improved quality assurance timelines by 30% & reduced test driving miles by 20%

#### Re-Engineering (Wipro Technologies, India)

- Responsible for driving usability & user interface re-engineering initiatives for Alcatel Lucent, resulting in enhanced project schedule compliance by 45% and \$140K annual savings



### Puneet Vijay

#### Education:

B.Tech.(Hons) - IT, Indian Institute of Information Technology Allahabad

**Past employers:** Polaris Financial Technology, Cognizant Technology Solutions, Guavus Network Systems, Amdocs India

**Experience:** 7 years

**Global experience in IT Delivery and Infrastructure Support Services management in banking & financial, telecom and networking domains.**

#### Project Management

- Led the offshore Summit Support team at Polaris for Barclays Capital delivering IT Support to Middle & Front office teams; transitioned support activities from London, Singapore & NY to India & built offshore capabilities to provide 17X5 global support
- Worked as SPOC for Infrastructure Support team at Amdocs for Sprint, Vodafone UK, Metro PCS driving end-to-end delivery & billing support projects
- Spearheaded production support teams handling business critical incidents/outages and crisis situations at Amdocs, Cognizant & Polaris

#### Client Engagement

- Ensured success of a 320K GBP project with Barclays Capital & revived the client relationships by streamlining the project through active client engagement while working at London & Singapore
- Identified & addressed pertinent business issues related to IT Support processes for Putnam Investments at Cognizant using automation & process improvement techniques saving 100 man hours a month

#### Corporate Social Responsibility

- Led Amdocs CSR at Pune & Gurgaon for 3.5 years;drove education, empowerment, well-being & awareness projects with 7 NGOs
- Founded an evening school for underprivileged children in Allahabad (currently catering to 450+ students)



### Rahul Ramamani

#### Education:

B.E.(Hons.) Electrical & Electronics, BITS Pilani

**Past employers:** JDA Software (formerly, i2 Technologies)

**Experience:** 9.5+ years

**Extensive software product development and customer engagement experience with strong exposure to Supply Chain Management domain.**

#### Software Product Engineering

- Led an engineering team for a suite of Supplier Relationship Management (SRM) products used by some of the top defence, high-tech, and auto companies in the world; annual maintenance revenues of ~\$4M
- Developed a faceted search-based catalog management product, using open source technologies, which reduced ownership cost by ~\$500K per license; was part of this product from conceptualization to 'go-live'
- Worked on important technology initiatives like development of a cloud enabled architecture and process initiatives like implementing agile development practices

#### Product Management and Customer Engagement

- Represented the product team at the monthly customer Special Interest Group (SIG) meetings and annual customer conferences to showcase product roadmaps, demo new features, and get feedback
- Worked with the product team to discuss customer feedback, prioritize enhancement requests, and prepare a pipeline for future releases
- Delivered pre-sales demos to customers from multiple geographies and also helped prepare responses to RFPs

#### Awards and Recognitions

- Received the JDA Pillar award (given to less than 1% of employees) and many other individual and team awards



### Raja Mohan

#### Education:

B.E. (Electronics and Communication), Madras University

**Past employers:** Infosys, IdeallInvent Technologies, Trigent Software, Prodapt Solutions

**Experience:** 11 years

**Global experience in business development, product management and delivery of transformational programs in digital domain**

#### Business Development & Program Management - Infosys Business Platforms

- Led cross-functional teams including pre-sales, solutions and delivery for implementing a digital platform for a Fortune 500 retail client with total contract value of \$8M (10 million page views/month)
- Managed a social intranet transformation program for a Japanese media and advertising firm which improved knowledge collaboration between 2,000 employees across 17 offices in Asia-Pacific region
- Google Adword certified professional with experience in social media marketing platforms
- Spearheaded a team which contributed to solution strategy, pricing, analyst interactions and business planning for DigitalEdge business platform delivered as Software as a Service (SaaS)

#### Product Engineering & Management - IdeallInvent Technologies

- Ideated and developed a Business Process Management Software using agile methodologies at the startup
- Implemented the business process management product in a Scandinavian mortgage lending bank which helped reduce 50% cycle time for mortgage processing
- Received CEO's award for excellence in product delivery (given to 1 out of 50 employees) for releasing the first version of the product within a short span of 6 months



### Ravi K Aggarwal

#### Education:

B. Tech. – Honours (Computers Sci.),  
Kurukshetra University

**Past employers:** The Royal Bank of Scotland (4 years); Birlasoft (5 years), HCL Technologies Ltd; BrickRed Technologies; Daffodil Software Ltd

**Experience:** 11.5 years

**Global experience in Software Program and Project Management with focus on Banking, Procurement and Human Resources domain.**

#### Program and Project Management - The Royal Bank of Scotland

- Managed delivery of IT projects (worth £1.5 mn) including software development, data center migration, infrastructure upgrade, and vendor consolidation for corporate banking channel, payments, and international trade division
- Led a team of 25 people including RBS internal teams across India, Netherlands, and UK and vendor teams from leading firms such as CSC, CTS, HP, and Infosys
- Spearheaded performance improvement for 'Single European Payment Area' payment transactions, resulting in annual saving of €2 mn
- Improvised business process for vendor invoice reconciliation, resulting in saving of £900 K for Channels division
- Selected for RBS Future Leadership Program

#### System Analyst – BirlaSoft Limited

- Designed SOA based web application development for a leading British HR firm, helping secure additional revenue of £900K
- Using agile methodologies, led Procurement suite which is used by state governments in USA; rewarded with a special bonus of \$5,000
- Led prescription history tracking application for Metlife Insurance-USA, which simplified underwriting process
- Managed Online Analytical Processing application - Customer Intelligence Reports which helped senior management evaluate efficiency of support processes for International Trade division



### Ravi Kiran Cheni

#### Education:

B.E (Mechanical), College of Engineering,  
Osmania University,  
AOTS - Yokohama (Japan)

#### Past employers:

Maruti Suzuki India Ltd, Suzuki Motor Corporation (SMC), Japan

**Experience:** 9 years

**Diversified and Global expertise in Management of Automotive Product Engineering, Operations and Strategic sourcing, through integration of dispersed teams in EU, Japan, Korea & Taiwan**

#### Strategy and Product Life Cycle Management

- Formulated engineering strategies and new product development, for Maruti's mini and compact vehicle product line up in Body & Trims, reducing development time by 18% with value savings by 85 Cr
- Spearheaded the integration of 28 domestic, global R&D teams and operations, in execution of strategies for 3 new global platforms aimed at 12 International markets
- Led teams in competitor analysis and lean design strategy at SMC, Japan to improve quality ratings by 20% and to cut lead times by ~23% ; Played Key role in drafting Indian Automototive (AIS) Regulations

#### Supplier, Project Management and Operations

- Managed evaluation and introduction of 6 key Tier-I suppliers to Maruti's supply chain and negotiated contracts worth \$6M
- Developed teams to enhance engineering and process optimization of overseas and domestic suppliers to improve productivity levels by 15% and to cut supply rejection rates by ~20%
- Architected and steered value analysis projects worth \$4.5M in running models for cost competitiveness

#### Distinguished Accomplishments

- Finalist of ESIC Global Marketing Championship 2014, Spain
- 9 International Research publications ; CEO appreciations for 3 critical Patents, filed in vehicle packaging & safety
- Handpicked for leading Maruti's academic-Industry support; 5 times "Quarterly Best Employee" award



### Sanjiv Pillai

#### Education:

B. Tech in Textiles, M.B.A. in Marketing

**Past employers:** Rainbow Denims Ltd., Texperts India Pvt. Ltd., Reliance Industries Ltd., Arvind Mills Ltd.

**Experience:** 7.5 years

**Expertise in International Sales & Marketing & Extensive experience of International Business Development with a consistent track record of driving exceptional revenue and profits**

#### Business Development

- Independently developed fashion fabric business in new markets across Asia-Pacific, Middle East, Latin America and Europe by focusing on Market research, New product development, Distribution channel development & Pricing strategy for Rainbow, Arvind, Reliance & Texperts
- Managed fashion fabric business worth 22 crores at Reliance Industries and achieved sales growth of 285% in 2.5 years for the Asia Pacific Markets
- Sold to buyers across the fabric distribution channel - Importers, Distributors, Wholesalers, Garment factories, Buying houses ( Li & Fung, VF Asia, Inditex ) & Brands & Large Retailers (CK, S.Oliver, Uniqlo, DKNY, H&M, C&A, Walmart)
- Led new fabric supplier development in China, resulting in a 20% increase in business volumes at Texperts
- Travelled extensively internationally (13 countries); business level proficiency in Spanish

#### Product Development & Marketing

- Conducted competitive analysis & handled product life cycle management, product line rationalisation, prototype and product development
- Managed a cross-functional team and developed 2 premium denim categories, which increased overall sales at Rainbow denims by 18%
- Collaborated with Japanese designer – Mr. Hiroshi Kato in developing new marketing collaterals for the premium denim collection, which helped Arvind to enter the premium segment of Japan and EU in 2007



### Sanket Das

#### Education:

BE Mechanical Engineering,  
University College of Engineering, Burla

**Past employers:** Infosys Ltd

**Experience:** 8.5 years

**International experience (4 yrs in USA) in Technology Consulting , Project Management and Product Development in Enterprise Data Integration space**

#### Project Management and Technology Consulting

- Led cross functional teams to develop enterprise CRM solutions for a Japanese Auto Major, which were rolled out to 2600+ dealers and 20 million+ consumers
- Managed End to End delivery of complex business intelligence projects in areas such as Customer Data Integration, Dealer Assignment and Leads Management
- Technical consultant in several RFP responses for manufacturing clients resulting in bid wins of ~ \$ 2 million
- Consulted large auto clients in budgeting and forecasting exercises for their annual IT infrastructure needs
- Established strategic footprint with the world's largest engine maker and codeveloped technology roadmap resulting in downstream revenues of over \$1.5 million

#### Product Development

- Implemented multiple releases of a major data integration product (Data Flow) with over 1700+ client installations worldwide, resulting in incremental revenues of over \$ 10 million for the client - Pitney Bowes.
- Designed and customized several new key features of Data Flow for marquee clients like NEC and Fujitsu

#### Awards and Recognitions

- Awarded 'Prima' by the CEO, the highest accolade in Project Execution Excellence across Infosys



### Satyajit Kawathekar

**Education:**  
B.E. (Electronics & Telecommunication),  
University of Pune

**Past employers:** Cognizant Technology  
Solutions

**Experience:** 8 years

**Over 6 years of international experience (USA, China) in IT Project Management, Client Engagement and Application Development / Support in Retail and Manufacturing domain**

#### Project Management, IT Consulting

- Led 7 member team to deliver a solution for the world's largest retailer to transfer \$15 billion worth of historical claims data to an external risk management system
- Designed and delivered a solution (~ \$1M revenue) to integrate service offerings of Analytical Sciences group of a global chemical manufacturer to help increase operational efficiency and reduce cost
- Managed SLA based support with 4 member team for 150+ applications on key business functions including E-Commerce, Supply Chain, Point of Sale etc. for a global chemical manufacturer

#### Client Engagement

- Part of a team to set up enterprise content management operations in China for a global chemical manufacturer. Built teams by training Chinese engineers, application users and assisted in business development
- Consistently delivered on customer expectations. Closely engaged with senior management to take escalated issues to successful closure resulting in an early promotion
- Contributed to pre-sales activities by building Proof of Concept, estimating efforts & analyzing the impact on associated systems

#### Awards

- The team I led won 'Eminence' Award from VP, Retail Practice, Cognizant for a successful project delivery. The project helped customer streamline business processes in risk management function



### Sourav Rout

**Education:**  
Master of Science (Mobile Communications),  
Telecom ParisTech, France Btech (Electronics and Communication), WBUT, India

**Past employers:** Mobistar SA/NV (Orange  
Belgium, France Telecom Group)

**Experience:** 6 years

**Program management and strategic initiatives experience with global telecom firm, serving group affiliates worldwide. Business fluency in French and Dutch**

#### Program and Sustainability Management

- Initiated network energy sustainability program in Orange Benelux, Program and Sustainability Management
- Initiated energy sustainability program in Orange-Benelux region, cutting energy costs by upto €2 Million annually
- Implemented unified performance monitoring solution for Orange networks in Belgium and Luxembourg, leading an international team of 6 people over 2 years
- Steered task force to ensure network service continuity and maximize customer experience during mass events; proposed solutions included in Orange Group guidelines for implementation by affiliates globally

#### Strategy Development

- Developed cross-functional strategy for introducing and managing Orange 4G networks in Benelux, offering faster internet for gaming, video/music streaming and mobile payments
- Together with Product Marketing and VAS teams, devised Orange Belgium's device portfolio strategy for 4G-LTE
- Core team-member entrusted with devising framework to monetize next-generation Orange networks in Benelux



### Sayan Kundu

**Education:**  
B. Tech. (Electronics & Communication),  
West Bengal University of Technology;  
SAP with Netweaver 7.0 Certification.

**Past employers:** IBM (4 years);  
Capgemini Consulting (3.5 years)

**Experience:** 7.5 years

**Technology Consulting, Delivery Management & Product Development experience in Retail, Petrochem & Telecom sectors across US, Europe, Japan & S.E.Asia**

#### Technology Consulting

- Provided blueprinting solutions, performed system design, and led end to end deployment( revenues ~\$3M) of SAP technical solutions to meet Tonen General's business requirements as part of their acquisition of Exxon Mobil's business in Japan
- Spearheaded LEAN initiative and leveraged IBM TAC framework for Maxis which improved resource utilization by 20% and simultaneously controlled attrition
- Provided innovative solution on Cost Allocation for Maxis Telecom ensuring efficient and defect free Month End Financial Business Closing and Reconciliation

#### Delivery Management

- Conducted risk assessment, identified gaps and ensured re-solutioning of SAP implementation project (revenues ~\$11M) for "The Beer Store, Canada". Led a team of 29 consultants spread across multiple locations
- Led the design of critical business applications across SAP modules such as SCM, SD, MM, WM, & Finance through successful SAP roll outs in different geographies like Hong Kong and US for Burberry
- Led the initiative for organizational level competency buildup on niche areas like SAP Extended Warehouse Management
- Showcased IBM custom SAP Tools and Accelerators which delivered value to client implementation across multiple projects



### Sreedhar Avula

**Education:** B.Tech.(Instrumentation &  
Control), Sri Venkateswara University, Tirupati  
PG Diploma in Nuclear Power Plant  
Engineering and Management

**Past employers:** ABB, Invensys, NPCIL  
(Department of Atomic Energy)

**Experience:** 7.5 years  
(4.5 years in Middle East)

**Global experience in business development, marketing and technology consulting in the field of process automation in oil and gas and power sectors**

#### Business Development and Marketing

- Conceptualized, planned and led a team for executing cloud technology to facilitate "anywhere - anytime" project executions and training delivery solutions. This helped the company to reduce project cycle time by 10%, simplify training delivery, enhance capacity utilization and reduce training costs
- Performed accurate market analysis and forecasted the annual revenue of \$300k that was key in project approval

#### Technical Consulting

- Involved in software development, testing & commissioning of automation solutions for oil and gas plants with high efficiency
- Developed technical trainings on Invensys automation products and delivered them to various clients globally with excellent customer satisfaction
- Worked at Nuclear Power Plant in diverse fields such as commissioning, operations & simulators

#### Initiatives & Awards

- Designed and established the first training center at Invensys, Dubai that delivered world class trainings to customers and reduced the costs of the company by \$0.5Mn
- Took the initiative to market various product usage trainings to a range of customers and won several new training contracts
- Won Technical Excellence Award, given to only 1% employees, at Invensys, Dubai



### Srinivas Praveen Mokkalapati

#### Education:

M.S. (Mechanical), Texas A&M University, College Station, USA; B.E. (Mechanical), Osmania University, Hyderabad

**Past employers:** CADFEM Engineering Services (as a Director of the Indian subsidiary of CADFEM GmbH, Munich)

**Experience:** 7 years

**Hands-on entrepreneurial experience in formulating & executing strategies for business development and marketing in the engineering analysis technology space (CAE)**

#### Leadership and Strategy

- Set up and managed the India operations of CADFEM, a leader in advanced CAE products and services that help in simulating product designs (such as auto/aero components, watches, noodle cakes among others) under various operating conditions
- Developed and implemented the strategic positioning of company's offerings in a difficult, niche and nascent market which led to company's growth of 40% CAGR (industry average ~16%) during 2007-14
- Prepared business plans and periodically reported business metrics and financial summary to the company's founder

#### Marketing and Branding

- Conceptualized and conducted annual conferences in Bangalore & Pune that increased customer engagement and attracted prospects
- Leveraged the "high-quality engineering" brand (hitherto recognized in Central Europe) to persuade key decision-makers to enhance innovation in their products
- Finalist at 2014 ESIC Global Marketing Competition, Spain; chosen among six finalists from over 1500 teams worldwide in 80 countries

#### Sales and Business Development

- Single-handedly sold products worth more than 16% of the gross company's revenues in FY13-14
- Developed and nurtured several accounts such as TATA Motors, GE, Titan Industries, HUL and several others in the automotive, aerospace, consumer goods and education industry



### Srinivasan Seshadri

#### Education:

B.E (Computer Science Engineering), Anna University

**Past employers:** Cognizant Technology Solutions; Infosys Ltd.

**Experience:** 8 years

**Global experience in delivering Technology solutions and Client Relationship Management across Insurance and Telecom sectors**

#### Delivery Management

- Led 15 member distributed team to develop a FINRA Regulatory compliance platform for a Fortune 500 Insurance client in USA
- Managed client relationships and software development from RFP stage to 'go-live' resulting in \$2mn in revenue and in 100% process-time improvement
- Spearheaded and started a rapid prototype and simulation design team that resulted in savings worth \$0.5mn

#### Business Development and Consulting

- Steered presales activities, delivery engagements and financial planning for new software projects for global Insurance clients
- Consulted for leading Insurance clients and spearheaded \$1mn IT programs implementing Claims & Benefits and Compensation systems for a Fortune 500 Insurance client in USA
- Led 5 member team in design and delivery of IT applications for a Fortune 500 Telecom company in USA

#### Distinguished Achievements

- Star Award at Cognizant for Client Relationship Management.
- Won the Outstanding Performance and Valuable Contribution Award at Infosys for consistent top 5% performance



### Sunny Raj Malik

#### Education:

B. Tech (Communication & Computer Engineering), L.N. Mittal Institute of Information Technology, Jaipur

**Past employers:** Synopsys, Magma Design Automation

**Experience:** 7 years

**Experience in Product & Delivery Management, Quality Control, and Product Engineering in Semiconductor Design and Automation Industry**

#### Product Management & Engineering

- Managed development, delivery, and release for products (CATS, Talus, Quartz) used by semiconductor companies such as Broadcom & Qualcomm in chip designing process
- Planned and delivered 100+ customer releases worth \$ 5m in an agile environment and coordinated implementation with global teams spread across the US, China, Japan, and Korea
- Formulated roadmap of IC verification product, Quartz, by working closely with engineering, sales, and management teams
- Improvised business process to prevent defect recurrence in chip designing tool, resulting in savings of \$ 100k

#### Release Management & Quality Control

- Conceptualized and designed the product release process at the world's 2<sup>nd</sup> largest foundry in Taiwan - helped Magma win ~ \$1 m deal
- Led a team to streamline Configuration Management practices across versioning platforms which reduced R&D person-hours by 10%
- Implemented projects to improve development efficiency and performance of QA suites by 25%, thereby decreasing time-to-market of the product by 2 weeks

#### Achievements

- Conferred multiple awards for outstanding contributions towards improving product quality and customer satisfaction; Promoted thrice in 4 years
- Certified "Competent Communicator" and "Competent Leader" by Toastmasters International, USA



### Urmila Singh

#### Education:

Masters in Computer Applications, University College of Engineering, Osmania University, Hyderabad

**Past employers:** Ariba (An SAP Company), Cordys (Now OpenText)

**Experience:** 9.5 years

**Extensive experience in Enterprise Software Product Development with focus on BPM and Cloud Commerce Network Software**

#### Cordys

- Worked with Tata motors in their pan India roll out of Tata Nano car
- Led a 10 member team to develop core frameworks of Cordys Business Operations Platform, a powerful next generation Business Process Management Suite that enables organizations to adopt and embrace change and at the same time stay in control
- Involved in requirements gathering, analysis, scoping, development and release of framework components for Cordys BOP 4.2
- Built the automation infrastructure to automate most test scenarios, reduced the manual testing time by over 30%, thus achieved near zero product backlog consistently
- Adept in use of Agile methodology and test driven development using Unit testing frameworks
- Recipient of prestigious Cordys STAR Performer Award 2007

#### Ariba

- Designed and developed end to end features of Ariba Connectors for SAP & Oracle, which helped customers to integrate their ERP systems to Ariba Network, where customers can discover, connect, and collaborate in the world's largest trading partner community
- Collaborated with SAP Germany team to deliver integration features for critical Cloud Integration releases



### Varun Sharma

**Education:**  
UG (Fashion Technology) National Institute of Fashion Technology (NIFT)

**Past employers:** Landmark Gulf L.L.C. (UAE); Indiabulls (Formerly Pyramid Retail)

**Experience:** 7 years

**International experience in the Retail industry handling Category and Brand management, Strategy Planning and Product Development**

#### Business Strategy and Planning

- Managed end to end strategy and planning of high street fashion products for Landmark Group, largest retailer of the Middle East
- Handled cross functional processes such as Sourcing, Vendor Management, Front end sales and forecasting, Pricing & markdown cycles for fashion outlets, department stores and hypermarkets
- Set up and led the merchandise planning team to start-up a new fashion business vertical
- Created and spearheaded successful execution of category plans to grow fashion sales from \$4 Million to \$120 Million

#### Initiatives in New Operations

- Introduced new trading models with key suppliers such as Nike, Adidas, Diesel, G-Star etc. to improve gross margins by 10%
- In-charge of the regional inventory teams to launch 25 new store operations across 10 cities in Saudi Arabia, Kuwait, Qatar, Bahrain and UAE
- Planned for and initiated the new e-commerce wing of the brick & mortar business



### Vasisht Dilip

**Education:**  
B Tech (Mechanical) IIT Madras,  
MS Ohio State University (Mechanical)

**Past employers:** Turbo Energy Ltd, Honeywell

**Experience:** 7.5 Years

**Global experience in product development, manufacturing, B2B Sales and operations of energy efficient products**

#### Sales and Business Development

- Key customer interface (to Caterpillar), responsible to develop turbochargers for numerous (40+) applications in diverse industries. Managed development from concept to production resulting in \$60M in revenue
- Identified gaps in the product offerings and drove R&D roadmap, resulting in additional \$50M revenue

#### Product Development

- Led a global cross functional team to develop and validate products under aggressive timing and budget constraints (\$2.5M)
- Mentored 8 teams across manufacturing, sales, finance and R&D to improve organization efficiency, translating to \$2 Million in savings

#### Manufacturing and Operations

- Led a Six Sigma initiative to benchmark metrics such as yield and cycle time across the entire supply chain, identifying less profitable product lines and processes
- Proposed findings and recommendations to improve the processes to the founders and senior management



### Vijay Kumar Bupathy

**Education:**  
ACA (ICAI), B.Com (University of Madras)

**Past employers:** Spark Capital Advisors (6 years), Irevna Research Services and R Bupathy & Co

**Experience:** 7.5 years

**Investment analysis expert with in-depth knowledge on Indian infrastructure sector and strong client management capabilities, honed through sustained interactions with diverse clientele**

#### Assistant Vice President, Spark Capital Advisors

- Involved in the startup institutional equities division's rapid growth - ~6x in headcount and >20x in revenues
- Led the infra team to deliver equity research products - thematic, event-based and periodic - to >50 institutional clients including Franklin Templeton, Fidelity, SBI MF, and Reliance MF
- Demonstrated key skills like client relationship management, investment idea pitching and financial statement analysis apart from more basic skills like report writing, financial modeling, valuation, and search & aggregation
- Maintained research coverage on 16 companies spread across power, roads, ports, and airports - developed a deep understanding on these sector verticals and the domestic stock markets
- Periodically arranged industry interactions and conferences for clients by leveraging C-level contacts in coverage companies and >100 self-generated, diverse contacts in the infra space
- Executed investment mandates for FII and PE funds - resulted in a \$15 Mn investment by a top PE fund

#### Achievements

- Consistently 'voted for' by Indian mutual funds, representing >25% of AUMs, for high research quality
- Rated the 'Go-to' analyst on Torrent Power by virtue of consistent, in-depth research based exclusively on annual reports and regulatory filings



### Vikas Kakkar

**Education:**  
B. Tech (Electronics and Communication)  
NIT Durgapur,  
Ciena Certified Carrier Ethernet Associate

**Past employers:** Atrenta, Ciena, Huawei Technologies

**Experience:** 5.5 years

**Diverse Experience in Software Product Development and Project Management in Electronic Design Automation and Telecom domain**

#### Design and Innovation

- Led engineering team to design new features for Atrenta's Spyglass (Predictive Analysis software for Chip Design); Achieved 20% reduction in memory utilization - helped win a \$1M deal
- Designed protocols for Ciena's optical switch (CN5400) and Huawei's core router (NE5000) deployed in telecom networks.
- Filed US Patent for effective utilization of bandwidth in optical networks

#### Customer Engagement

- Collaborated with customer's design engineers from multiple geographies to develop solutions for consumer electronics chip design - generated additional revenue of \$600K
- Received CEO's award for excellent customer engagement and market research/data analysis to identify potential Spyglass features
- Worked with telecom service providers and equipment manufacturers in the Optical Internetworking Forum to develop new standard for communication in multi-domain networks

#### Project Management

- Managed cross functional teams to formulate processes for incremental product (CN5400) releases - reduced delivery turnaround time by 25%
- Conceptualized and implemented quality control procedures and achieved 40% reduction in customer issues





### Vishal Kagde

#### Education:

B.E. Instrumentation and Control Engg, NIT Trichy.

**Past employers:** Polycom, Defence Research and Development Organisation (DRDO)

**Experience:** 10.5 years

**Engineering Manager with strong technical and business experience in enterprise class Unified Communication technology products**

#### Engineering Management & Product Development

- Part of the start-up team at Polycom IDC and worked on the development of flagship Video and Audio conferencing products
- Telepresence Product line ownership (\$300M) through Strategic Planning, Road Map Execution and Stakeholder Management.
- Established India Operations team of 25 members for HD Video Conferencing products
- Delivered Communication protocols and System Software that enabled Video collaboration with Microsoft Lync and Cisco collaboration infrastructure

#### Strategy & Client engagement

- Spearheaded the transition of first HD audio conference product line from Canada to India
- Managed OEM partnership with Cisco to sustain a \$40M+ revenue stream; Released telecom features like Corporate Directory and Call Recording for customers like Ford

#### Scientist, DRDO

- Worked with multiple DRDO labs during development of India's Air-to-Air Missile 'Astra' launched from Sukhoi-30
- Implemented a mission critical control software on missile's On Board Processor and simulated missile's subsystems using Linux to predict trajectory during control flights



### Vivek Kumar Srivastava

#### Education:

B.Tech. Hons. (Rank 3), Mechanical Engineering, IIT-BHU, Varanasi

**Past employers:** Maruti Suzuki India Limited (MSIL)

**Experience:** 8 years (09 months International - Japan)

**New Product Development (Domestic & Global) and Project Management, Homologation (Regulatory Approvals) and Facility Sourcing for R&D testing labs. Proficiency in Japanese Language**

#### New Product Development and Project Management

- Team lead for New Product development (Concept to production stage) for models such as New generation Swift, Wagon R and Alto800 for India and export destinations
- Prepared roadmap for new Crash and Pedestrian Protection compliance for various MSIL models
- Achieved Cost Saving of about Rs. 3 crores through Value Analysis/ Value Engineering and localisation
- Interface with Suzuki Motor Corporation, Japan for development of Global models such as Swift

#### Homologation (Regulatory Approvals)

- Coordinated with global agencies (ARAI India and AVI Belgium) for Passive Safety Testing and Certifications. Led successful passive safety approval of Swift for new export market (South Africa)
- Company Advisory member for Automotive Indian standards Committee (Govt. & OEMs) and iGRSP

#### Facility Sourcing

- Team member for state of art R&D facility projects for MSIL Rohtak establishment. Coordinated with various international suppliers for establishment of Crash Lab (Project Cost - Rs. 100 crores), one of the most sophisticated testing labs.
- Led planning, procurement, installation and commissioning of Pedestrian Protection testing lab (Project Cost - Rs. 13 crores). Achieved 30% cost reduction through negotiation

# Faculty

## **Sushil Vachani**

Ph.D. (Harvard Business School)  
Director

### **CORPORATE STRATEGY & POLICY**

## **Chirantan Chatterjee**

Ph.D. (Carnegie Mellon)  
IIMB Young Faculty Research Chair

## **Deepak Kumar Sinha**

Ph.D. (MIT)

## **Ganesh N Prabhu**

Fellow (IIM Ahmedabad)

## **P D Jose**

Fellow (IIM Ahmedabad)

## **Murali Patibandla**

Ph.D. (JNU)  
Chairperson, Corporate Strategy & Policy

## **Pranav Garg**

Ph.D. (Michigan)  
Class of '86 Faculty Fellow

## **S Raghunath**

Ph.D. (Gujarat)  
Dean, Administration

## **J Ramachandran (AICWA)**

Fellow (IIM Ahmedabad)  
BOC Chair Professor of Business Policy

## **Rejie George Pallathitta**

Ph.D. (Tilburg)

## **Rishikesh T Krishnan\*\***

Fellow (IIM Ahmedabad)

## **R Srinivasan**

Fellow (IIM Ahmedabad)

## **Sai Yayavaram**

Ph.D. (UT, Austin)

### **ECONOMICS & SOCIAL SCIENCES**

## **Anubha Dhasmana**

Ph.D. (Johns Hopkins)

## **Charan Singh\***

Ph.D. (New South Wales)  
RBI Chair Professor

## **Chetan Subramanian**

Ph.D., (Southern California)  
Chairperson, Office of International Affairs

## **A Damodaran**

Ph.D. (Kerala)  
IPR Chair Professor on IP Management (MHRD)  
Chairperson, Economics & Social Sciences Area

## **Gopal Naik**

Ph.D. (Urbana-Champaign)  
Chairperson, Centre of Excellence for Urban Development

## **Manaswini Bhalla**

Ph.D. (Pennsylvania State)

## **Murali Agastya\***

Ph.D. (W. Ontario)

## **Ramnath Narayanswamy**

Ph.D. (EHESP, Paris)

## **Rupa Chanda**

Ph.D. (Columbia)

## **Soumyanetra Munshi**

Ph.D. (Rutgers)

## **Subhashish Gupta**

Ph.D. (Iowa)

## **Vandana Singhvi Patel\***

Ph.D. (NYU)

## **Vivek Moorthy**

Ph.D. (UCLA)

### **FINANCE & CONTROL**

## **Ashok Thampy**

Ph.D. (Purdue)

## **Jayadev M**

Ph.D. (Osmania)  
Chairperson, Admissions and Financial Aid

## **Jayant R Kale**

Ph.D. (University of Texas at Austin)  
Professor with Joint Appointment

## **Narasimhan M S**

Ph.D. (Madras)

## **Narayan PC\***

Ph.D. (IIT Madras)  
Chairperson, ERP Implementation Committee

## **R Narayanaswamy**

Ph.D. (New South Wales)

## **Padmini Srinivasan**

Ph.D. (NLSIU)

## **V Ravi Anshuman**

Ph.D. (Utah)  
Chairperson, Finance and Control  
Chairperson, Centre for Financial Markets & Risk Management  
Canara Bank Chair Professor in Banking and Finance

## **Sabarínathan G**

Ph.D. (NLSIU)  
Chairperson, N S Raghavan Centre for Entrepreneurial Learning

## **Sankarshan Basu**

Ph.D. (LSE)  
Chairperson, Career Development Services

## **Shashidhar Murthy**

Ph.D. (Columbia)  
Chairperson, Fellow Programme in Management

## **Srinivasan Rangan**

Ph.D. (Pennsylvania)  
Chairperson, Research & Publications & C-DOCTA

## **Srinivasan R**

Fellow (IIM Ahmedabad)

## **Vaidyanathan R**

Fellow (IIM Calcutta)  
UTI Chair in Capital Market Studies

## **Venkatesh Panchapagesan**

Ph.D. (USC)

### **MARKETING**

## **Ashis Mishra**

Ph.D. (Utkal)

## **Avinash G Mulky**

Ph.D. (IIT Bombay)

## **Mithileshwar Jha**

Fellow (IIM Ahmedabad)

## **Y L R Moorthi**

Ph.D. (Bharathidasan)

## **Nagasimha Balakrishna Kanagal**

Ph.D. (UT, Dallas)  
Chairperson, IIMB Management Review

## **Patrali Chakrabarty**

Fellow (IIM Ahmedabad)

## **Preeti Krishnan Lyndem\***

Ph.D. (Manitoba)  
Visiting Faculty

## **Ramesh Kumar S**

Ph.D. (Madras)

## **Seema Gupta**

Ph.D. (Udaipur)

## **Shainesh G**

Fellow (IIM Bangalore)  
Chairperson, Executive Post Graduate Programme in Management

## **Sreelata Jonnalagedda**

Ph.D. (UT, Austin)

## **Srinivas Prakhya**

Ph.D. (Carnegie Mellon)  
Chairperson, Marketing Area

### **ORGANISATIONAL BEHAVIOUR & HUMAN RESOURCES MANAGEMENT**

## **Abhoy K Ojha**

Ph.D. (Alberta)  
Chairperson, Post Graduate Programme in Enterprises Management

## **Anand Ram V**

Fellow (IIM Ahmedabad)

## **Kanchan Mukherjee**

Ph.D. (INSEAD, France)  
IIMB Young Faculty Research Chair

**Manohar Reddy C**  
Fellow (IIM Ahmedabad)

**Mathew J Manimala**  
Fellow (IIM Ahmedabad)  
Chairperson, Organizational Behaviour &  
Human Resources Management Area

**Mukta Kulkarni**  
Ph.D. (UT, San Antonio)

**L Prasad**  
Ph.D. (Northwestern)

**Ramadhhar Singh**  
Ph.D. (Purdue)  
Distinguished Professor

**Ramya Ranganathan\***  
Ph.D. (London Business School)

**Ravi Kumar R**  
Ph.D. (Andhra)

**Ritu Tripathi**  
Ph.D. (UI, Chicago)

**Sourav Mukherji**  
Fellow (IIM Bangalore)  
Chairperson, Post Graduate Programme in  
Management

**Vasanthi Srinivasan**  
Fellow (IIM Bangalore)  
Chairperson, Centre for Corporate Governance  
& Citizenship

## **PRODUCTION & OPERATIONS MANAGEMENT**

**Anushman Tripathi**  
Ph.D. (MIT)

**Devanath Tirupati**  
Ph.D. (MIT)  
Dean (Academic)  
EADS-SMI Chair Professor of Sourcing & Supply  
Chain Management  
Chairperson, Centre for Supply Chain  
Management

**Haritha Saranga**  
Ph.D. (Exeter)

**Janat Shah\*\***  
Fellow (IIM Ahmedabad)

**Jishnu Hazra**  
Ph.D. (Rochester)  
EADS-SMI Chair Professor of Sourcing & Supply  
Chain Management

**D Krishna Sundar**  
Ph.D. (IIT Kharagpur)  
Chairperson, Production & Operations  
Management  
Chairperson, Centre for Enterprise Resource  
Planning

**B Mahadevan**  
Ph.D. (IIT Madras)

**L S Murty**  
Fellow (IIM Ahmedabad)

**Pankaj Chandra\*\***  
Ph.D. (Pennsylvania)

**Siddharth Mahajan**  
Ph.D. (Pennsylvania)

## **QUANTITATIVE METHODS & INFORMATION SYSTEMS**

**Amar Sapra**  
Ph.D. (Cornell)  
Young Faculty Research Chair

**Arnab Basu**  
Ph.D. (TIFR)

**Dinesh Kumar U**  
Ph.D. (IIT Bombay)

**Ishwar Murthy**  
Ph.D. (Texas A&M)

**Malay Bhattacharyya**  
Ph.D. (LSE)  
Chairperson, Quantitative Methods & Information  
Systems Area

**Pulak Ghosh**  
Ph.D. (Oakland)

**Rahul De'**  
Ph.D. (Pittsburgh)  
Hewlett-Packard ICT for Sustainable Economic  
Development Chair Professor

**Rajendra K Bandi**  
Ph.D. (Georgia State)

**Rajluxmi V Murthy**  
Ph.D. (Southern Methodist)  
Chairperson, Committee on Disability

**Shankar Venkatagiri**  
Ph.D. (Georgia Tech)

**B Shekar**  
Ph.D. (IISc)

**Shubhabrata Das**  
Ph.D. (UNC Chapel Hill)

**Trilochan Sastry**  
Ph.D. (MIT)

## **CENTRE FOR PUBLIC POLICY**

**Anil B Suraj\***  
LLM (NLSIU)

**Arnab Mukherji**  
Ph.D. (Pardee RAND)

**Deepak Malghan**  
Ph.D. (Maryland)

**Hema Swaminathan**  
Ph.D. (Penn State)

**Nayana Tara S**  
Ph.D. (Bangalore)  
Chairperson, Library

**G Ramesh**  
Fellow (IIM Ahmedabad)  
Chairperson, Centre for Public Policy

**Rajalaxmi Kamath**  
Ph.D. (Michigan State)  
Chairperson, Post Graduate Programme in  
Public Policy & Management

**Sriram M S\***  
Fellow (IIM Bangalore)

## **NADATHUR S RAGHAVAN CENTRE FOR ENTREPRENEURIAL LEARNING**

**K Kumar**  
Fellow (IIM Bangalore)  
Chair Professor of Apeejay Surendra Chair in  
Family Business and Entrepreneurship

**Suresh Bhagavatula**  
Ph.D. (Amsterdam)

**Dr. Saras D Sarasvathy**  
Ph.D. (Carnegie Mellon University)  
Jamuna Raghavan Chair Professor of  
Entrepreneurship

\* Visiting Professor  
\*\* On leave



तेजस्वि नावधीतमस्तु

Career Development Services  
Indian Institute of Management Bangalore  
Bannerghatta Road, Bangalore - 560076. Ph.: +91-80-26993655 / 3165  
email: [cds.epgp@iimb.ernet.in](mailto:cds.epgp@iimb.ernet.in) Website: [www.iimb.ernet.in](http://www.iimb.ernet.in)