



“ The PGPX program has been one of the top programs that we have recruited from. For our Commercial Leadership Program at Philips, we are looking for talent who bring the intellectual horsepower needed to build high growth businesses and yet combine the maturity and interpersonal skills needed to connect with the team, ease into the organization’s DNA and perform/grow into positions of leadership. We have found this in the talent pool we have recruited from PGPX.”

- Krishna Kumar
Vice Chairman & Managing Director, Philips India



Parikshit Chipalkatti

M.S., Industrial and Manufacturing Engineering, Wichita State University, KS, May 2004
B.E., Production Engineering, K.B.P. College of Engineering, Satara, India, June 2000

10 years of rich experience in scaling Engineering and Manufacturing offshore center for Cessna Aircraft Company.



Pavan Kumar Vishnubhatla

M. Tech. (Mechanical Engineering), Indian Institute of Technology, Kharagpur.

8+ years experience in Operations, Project Management, Quality Systems and Manufacturing System Design of Commercial Vehicles.



Peeyush Pachauri

B.E. (Comp Sc & Engg) , PMP

12 years of global IT delivery leadership and process consultancy experience. Proven transformation results in projects across five countries.



Peush Mittal

B.E. (Mechanical Engineering) Institute of Technology & Management, Gurgaon

8+ years of experience in Auto Auto ancillary Industry in Quality Assurance & Vendor Development.

Turnaround Management:

- As Design Head amalgamated new product development and sustaining activities to support 10 aircraft models. Apart from numerous accolades, team also delivered a new product design of over 750 details in 6 weeks with zero quality defects
- Turned around the utilization of manufacturing team from 35% to 90% in 3 years, resulting in production of tools with 95 % accuracy

Program Management:

- Developed and moved 5 diverse verticals up the value chain to deliver award-winning tools that saved over \$ 6 mn
- Added Cost Estimation capability to drive decisions for New Product Design, saving over \$ 50,000 per aircraft door
- Led a collaborative material testing project with IIT-Delhi resulting in internal IP

Operations Management:

- Being the first employee of a start-up, fostered collaboration with global engineering and other cross-functional teams paving path for further expansion of Cessna-India to 180 employees in 6 years
- Championed HR club to setup library, vacation policy, and communication training program
- Led the annual family event to facilitate quicker camaraderie amongst expatriates, employees and their families

Divisional Manager – Project Planning, Ashok Leyland Limited, Chennai

- Established Fully automated machining line for Front axle components at 50,000 Units in a Greenfield location with a Capex of ₹ 72 Cr
- Developed Powder Coating Process for Frame Side Members of Commercial Vehicles, which is a first time introduction in India, with exceptional quality and zero emissions, while handling Automotive Painting Projects with a Capex of ₹ 160 Cr
- Introduced various Productivity improvement tools like Computer-aided Simulation for Process Planning, SCADA and MIS in Project Planning Division
- Achieved cost savings to the tune of ₹ 1.5 Cr through localization, efficient use of emerging technologies and Industrial Engineering principles in several Continuous Improvement projects.
- Implemented and ensured effectiveness of Quality Management Systems like TS 16949:2009
- Led a Team of 5 members for Value Engineering of Medium Duty Buses and achieved a material cost reduction of 9.1%
- Developed a “Best Practices” Manual for Operations and Manufacturing at Greenfield Plant
- Handpicked by Top Management for Emerging Leaders Programme

<https://in.linkedin.com/in/parikshitchipalkatti>

in.linkedin.com/in/pavanvishnu

Project Manager, Infosys (US)

- Led customer acquisition and managed a \$ 6 mn account
- Identified and realised new business opportunity of \$1 mn via business process transformations
- Spearheaded customer expansion in APAC

Lead Process Consultant, Infosys (US)

- Identified and delivered functional optimisation benefits of \$3.2 mn to the client by enhancing data accuracy by 97%
- Conceptualized and implemented changes to business critical and cost intensive dealer performance metrics. This change created a pipeline of \$16mn per annum for the customer

Domain Experience

- CRM, eMarketing, Campaign Management, Software Products, Dealer Performance System, Web Applications and Electronic Payments and Invoicing

Achievements and Accolades:

- Infosys Award for Excellence for stellar project execution
- Infosys PRIMA award for outstanding project quality
- Several Unit level awards

<https://in.linkedin.com/in/peeyushpachauri>

Manager, Vendor Development, Tata Motors Ltd, India

- Vendor Development for New Projects in Passenger Vehicles Division for Proprietary and Chassis components
- Coordinated the development of New Components for Nano CNG Project

Executive Honda Siel Cars India Ltd, India

- Team Leader, Supplier Quality for Minor Model Change in existing models
- Team Member, Supplier Quality for New Project Development
- Supplier Quality Assurance, Domestic and KD Parts for Sheet Metal parts

in.linkedin.com/in/peushmittal



“PGPX was a great enriching all-round experience for me. I learnt a lot at GGPX, not only from classroom teaching but from the interactions with fellow students having great diverse experience. It also gave me a opportunity to introspect & reflect on my own capabilities and provided a platform to hone my skills for future challenges. GGPX also helped me build perspectives and adopt a holistic approach towards general management.”

- Udit Goyal, Alumni, GGPX Class of 2011
Business Head, Home Healthcare, South Asia, Philips HealthTech



Poulomi Dasgupta
B.E. (Electrical and Electronics Engineering) Visveswaraya Technological University

9 years of experience in product development in Semiconductors and Automotive industry.



Pragya Sharma
B.A. English (Hons.), M.A. English, Lady Shriram College for Women, University of Delhi

7+ years of experience in Advertising & Media Industry in developing branding & advertising solutions for leading consumer durables, media, fashion & lifestyle brands.



Prajyot Gandhi
B.E. (Electronics & Telecommunication), Govt. College of Engineering, Pune

12+ Years of Global Experience in Relationship Management, Business Development, Presales & Strategy, IT Delivery in US HealthCare domain



Prasanna V S Iyengar
B.Tech. (Electronics and Communication Engineering), National Institute of Technology, Calicut

Versatile Manager, 12 years' experience, spanning New Product Development, Manufacturing Sustenance and Project Management.

Senior System Design Engineer at SanDisk

- Part of team involved from concept to production of one of first USB 3.0 “thumb” drives
- As the functional lead for product validation , improved on-time release of USB products by ~10%. Achieved an improvement of ~33% in closure of priority-1 issues. Improved test effectiveness by ~30% and reduced test cycle by ~20%
- Achieved 100% automation of test and data analysis for SSD characterisation tests
- Won 2 “spot performance” awards

Senior Software Engineer at Robert Bosch Engineering & Business Solns. Ltd (Hildesheim, Germany and Bangalore).

- Led performance and stress test team for car infotainment products for US major , fitted in 500,000 vehicles, including ultra-luxury brands.
- Reduced test development time by 30% by developing test libraries. Achieved reduction in reset analysis time by 75%. Achieved 40% reduction in test time of HMI screens

Software Engineer at Larsen & Toubro Infotech Ltd.

- Independently handled programming & version control management for module for networking software

<https://in.linkedin.com/in/poulomidasgupta>

HSAD India

- Developed launch campaigns, seasonal & tactical ATL, BTL & Digital campaigns for various LG products
- Developed organization’s expertise in integrated branding & marketing communication strategies and assisted new business development initiatives with lead generation, strategic planning, ideation and pitching

India Today Group

- Led development & execution of branding & advertising campaigns for key in-house brands
- Conceptualized DM campaigns to drive subscriptions & renewals and B2B campaigns to drive sales
- Handled client engagement, creative conceptualization and execution for special interest publication projects worth INR 3mn
- Customized advertising solutions for optimal audience engagement for Nestle, Luxottica, RB, HUL and other advertisers

JWT India

- Handled production, execution & vendor management for award winning AIDS Awareness Campaign ‘Red Ribbon Express’ at JWT, India for UNICEF, India (Silver AME; Guerrilla/Alternative Media Category, 2008)

Freelance Consulting

- Conceptualized & produced cost-effective advertising solutions for Canadian FMCG brand Nanak Foods

<https://in.linkedin.com/in/pragyasharma9>

Client Solution Manager, Infosys (India)

- Core member of Pursuit team, managing large and complex bids for newly formed Infosys Subsidiary in US Health care & Public Sector Won a 50 MUSD crucial deal in Public Sector thus establishing the subsidiary in this new area
- Contributions including suggesting and implementing process changes to make pursuit management better

Project Manager, Infosys (USA)

- Led a Strategic Initiatives of aligning IT Process in a new acquisition by one of top US HealthCare Payer
- Generated leads & secured new business with a pipeline worth of 100 FTEs
- Led a 100+ member team which involved Infosys’ subsidiaries and spanned various support functions. Achieved Annual revenues of 12 MUSD
- Spearheaded implementation of Onsite-Offshore delivery model for Critical roles in new business area

Achievements

- Excellence Award for Developing Excellent Client relationship, Process Improvements and getting new Business
- Excellence Award in recognition of outstanding contributions to Pursuit and value Design team

<https://in.linkedin.com/in/prajyotgandhi>

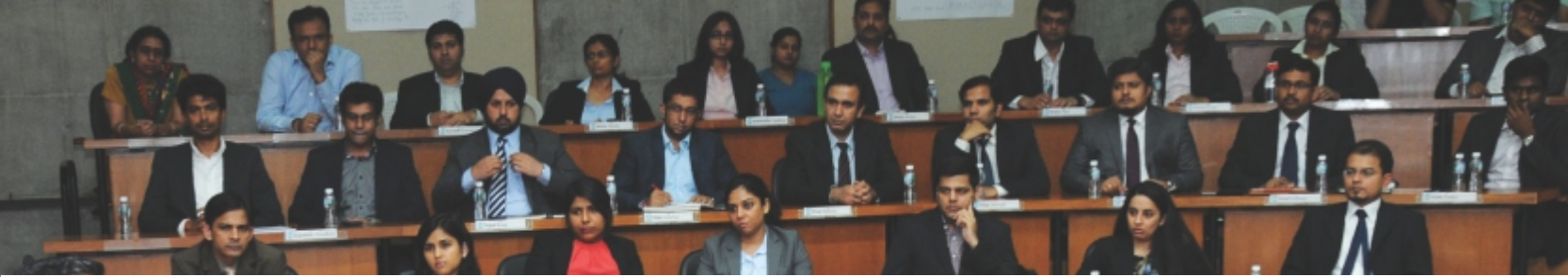
Key Skill Set and Experience:

- Building and managing high performing global teams
- Project Management and New Product Introduction for semiconductor Integrated Circuits
- Managing and driving improvements for cost, yield and quality metrics related to manufacturing

Product Engineering Manager (Cypress Semiconductor)

- Built from scratch and managed product engineering team, serving two different Business Units
- Functional ownership of products with annual revenues of \$80 mn, manufactured in US, China & South East Asia
- Span of control extending over product engineering team in Philippines and support teams in South East Asia besides India team
- Sustained 99% yield and sub-4 ppm automotive quality
- ‘Crisis Manager’ for multiple major quality issues with automotive customers. Won recognition awards for the same within the company
- Expertise in industrial and Automotive qualification requirements, company auditor for manufacturing sites

<https://in.linkedin.com/in/prasannasiyengar>



“IIM Ahmedabad’s case based pedagogy is very rich in learning & provides exposure to advanced concepts. With diverse backgrounds and an average work experience of 10 years, participants of PGPX considerably enhance the level of class discussion & with it peer learning. PGPX has substantially increased my business intuition & business practice. PGPX is a world Class program which provides rich opportunities to participants for all round development.”

- Vivek N. Joshi, Alumni, PGPX Class of 2007
Associate Director, Investment Advisors Ltd.



Prashant Kumar Pathak

B. Pharmacy (Hons) Birla Institute of Technology & Science (BITS), Pilani
Certified Scrum Master

10.5 years of experience in IT Industry - Business Development, Program Management, Client Engagement and Domain Consulting (Retail), including 6 years of international experience in US and UK.



Pratima Rajwade

B.E. (Instrumentation Engineering), Mumbai University
Six Sigma Green Belt,
Certified Scrum Master

IT Project Manager with over a decade of scrum and agile experience in both IT products and services. Worked with MNCs such as GE, Accenture and GEP across platforms, technologies & continents.



Prayas Chakravorty

B.E. (Mechanical), Assam Engineering College, Guwahati University
PGDM(Operations), IMT-CDL, Ghaziabad
PGD in Materials and Supply Chain Management, IMT-CDL, Ghaziabad

13 years of experience in Global Procurement and Logistics in upstream Oil & Gas Industry and Plant Maintenance in Fertilizer Industry.



Purnima Tripathi

B.Tech. (Mechanical and Automation Engineering),
Indira Gandhi Delhi Technical University for Women (IGDTUW)

8+ years of experience in product design and development, and vendor management in automobile industry for Indian and global markets.

Client Project Lead, Infosys (UK and USA)

- Led a cross-continental team of 15 to conceptualize and anchor Mobile POS solution for major UK retailer
- Managed a team of 12 to upgrade UK retailer’s payment system dealing with 4 mn transactions everyday worth £30 mn, reduced the operations cost by 24% in first year
- Part of innovation strategy team at a major US retailer to implement multi-channel commerce, led Infosys team of 12 to revolutionise e-commerce website for this \$5 mn project

Project Lead, Infosys (India)

- Spearheaded at least 10 geographically distributed technology transformation projects with maximum team-size of 18 associates adding \$10 mn to top line of Infosys

Achievements

- Received Bravo award in India, Gem-of-Infosys in UK, and Consultant of the year in US Received full CSAT score in last 2 years and awarded three consecutive 1+ appraisal ratings (top 1% of Infosys)
- Ranked 7th in merit list of MP X board exam. Selected among top 30 students in India to receive prestigious ‘Dharam Hinduja merit scholarship’ for 6 consecutive years

<https://in.linkedin.com/in/prashpathak>

Tech. Lead, GEP (Supply Chain Products for PC/Mobile)

- Within 3 months of joining, applied agile techniques to revamp operational model, improving quality by 25% while enhancing productivity and efficiency

Team Leader, Accenture (IT Services in Engineering and Public Safety Domain)

- Oversaw end-to-end project execution by leading teams working on projects across technologies, platforms, domains and geographies to meet client requirements and strengthen business relations that fostered long-term association
- Trained 40+ team members (including senior managers) on Scrum methodology

Advanced Software Engineer, GE (Industrial automation products for PC)

- Drove design and development of 25+ software modules using Microsoft Technologies
- Effectively delivered in all phases of software development life cycle including design, development, testing, defect-fixing and test automation

Achievements:

- Prestigious ‘DMP Award’ for team accomplishment leading to customer savings worth \$50K
- ‘GEAR’ award (3 times) for exemplary performance
- ‘Best Student Award’ in final year of schooling

<https://in.linkedin.com/in/pratimarajwade>

Procurement & Logistics Management, Oil India Limited

- Responsible for global procurement of oilfield equipment and spares from 700 vendors spread across North America, Europe, Middle East and South East Asia for around ₹ 35 Cr per year
- Managed overseas freight movement and customs clearance for entire imports of Oil India Ltd for around ₹ 250 cr per year
- Responsible for establishment of LCs, collection payment and obtaining buyers credit for import payments
- Worked with inventory management team for drilling items
- Key member of Quality assurance team responsible for implementation of ISO 9001:2008 of OIL’s Kolkata Branch and a certified internal auditor
- Expertise in governmental coordination by liaising with statutory bodies like DGH, DGFT, DGCA, AAI and Customs Authority

Plant Maintenance and Contract Management, Brahmaputra Valley Fertilizer Corporation Limited

- Responsible for maintenance of fertilizer plant, managed plant maintenance contracts, developed indigenous vendors for maintenance of high pressure process equipment

<https://in.linkedin.com/in/prayaschakravorty>

Deputy Manager, Maruti Suzuki India Limited

- Successfully led a team of 3 engineers for design and development of switches and sensor systems for 5 models
- Conceptualised and steered component localisation projects worth 10M INR
- Formulated engineering strategies for switches and sensors systems’ reducing development time by 10% with value savings of 30M INR
- Created and implemented audit norms for 15+ Indian and International suppliers to improve quality norms by 20%

Assistant Manager

- Developed 50+ auto components from concept to production for 3+ global models
- Contributed to over 20 vehicle trials for 6 models by working in global design teams along with Suzuki, Japan and International suppliers

Achievements

- Innovator of a Patent (pending grant) “Refueling Interlock for ignition of CNG vehicles”
- Nominated by top management to represent Maruti Suzuki India Ltd. in a National Competition for Young Managers
- Awarded Maruti Suzuki ‘Director & MEO Award’ for commendable performance in the field of design & development
- Awarded Maruti Suzuki Achievement Award (awarded to <1 % of employees)

<https://in.linkedin.com/in/purnimatripathi>



PGPX is an innovative platform that brings together a strong case based pedagogy, world class faculty, an exceptional bunch of peers and a real world problem solving approach. The course rigour and structure not only offers the formal tools and knowledge for general management leadership, it creates an environment to absorb, reflect and transform attributes that may be holding you back all these years.

- Anshul Srivastava, Alumni, Class of 2015
AVP and Head of BFSI Europe, Zensar Technologies



Rajani Modi

Post Graduate Diploma in Banking & Finance (PGDBF), National Institute of Bank Management (An RBI institute for Banking Research & Consultancy), Pune

A Banker with approx. 9 years of experience with 7 years of experience in providing growth funding to large corporates.



Ramasubramani G.

B.E., (ECE) College of Engineering, Guindy, Chennai
Certified Scrum Master

9.5 years of overall experience with 4.5 years of international experience in Program, Innovation and Client Management and Business Development for US Insurance clients.



Ravikumar Shanmugasundaram

B.E. (Electronics and Communications Engineering), PSG College of Technology, Coimbatore

13 years of Global IT Experience with 4+ years of international experience in Business and Strategy Development, Customer Engagement and Program Management.



Richa Aggarwal

B. Architecture, Chandigarh College of Architecture
IGBC Accredited Professional, GRIHA Certified Trainer

7 years in architectural design & presentation, project delivery & management and business development for projects in Infra, power, nuclear & ports.

Vice President, SBI, Corporate Accounts Group (CAG) Branch, Delhi, India

- Managed a credit portfolio of Rs12,000 cr in various fund based & non-fund based facilities across Telecom/Glass/NBFC/Fertilizer/Construction Sectors
- Responsible for account planning, business development, negotiation of commercial terms, client management, mentoring new joinees

AVP-Credit, SBI

- Identified market trends in telecom industry; created business expansion strategies by building relationships with Finance Teams of telecom companies; analyzed their requirements; conceived structured finance
- Increased wallet share from Rs 250 cr to Rs 7500 cr, generated transaction fee of Rs 60 cr, commission of Rs 12 cr and huge interest income

Executive Grade-A, SBI

- End-to-end Pre-sanction to post-sanction credit process
- Prepared a marketing plan for clients in Delhi-NCR
- Established credit relationships with new clients - business of Rs1500 cr

Achievement

- 'Appreciation Card' from Indus Towers Ltd. for completing a high-value credit-sanction within a very tight deadline

<https://in.linkedin.com/in/rajanimodi>

Program Management and Business Development, Cognizant

- One of the youngest associates to manage 5 projects with 12 direct and 30 indirect reportees, generating revenue of \$4+ mn and winning 3 projects worth \$2+ mn over 2 years
- Responsible for account operations of \$16 mn account
- Setup and managed first ever offshore back office operations for leading US insurer, saving 60% of total operation cost. Developed reference model to accelerate adoption by other business units

Innovation Management, Cognizant

- Proposed, designed and implemented straight-through and paperless underwriting workflow that saved \$3.5+ mn for a leading US insurer
- As Idea champion, delivered \$2.7 mn incremental innovations and ideated 6 breakthrough ideas in auto insurance domain using SMAC & IoT

Achievements

- Best Brand Ambassador award for making in-roads in analytics
- Won "Most Innovative Account award" at Insurance BU, 4 times consecutively and individual award in "Most Futuristic Idea" category
- One of the top 0.5% of employees selected by Cognizant to participate in "The Economic Times Young Leader Award - 2014"

<https://in.linkedin.com/in/ramasubramanigovindaraj>

Business Development Manager, Cognizant USA

- Built and managed a \$5 mn portfolio for a global insurance major. This involved penetrating and establishing presence while laying the foundation for future growth
- Presented strategic solutions on content management to customers and helped the organization win multiple contracts (~\$3 mn)

Strategy Consultant, Cognizant USA

- Conceptualized and implemented a strategic Knowledge Management (KM) platform in a large IT firm - resulted in an yearly cost saving of \$5+ mn
- Built a future state Knowledge Hub to redefine the way assets were cataloged, searched and consumed within an organization of 200K employees
- Defined and implemented a governance process and control framework for Enterprise Social platform addressing legal and security concerns
- Managed corporate strategic projects for CFO, SVP at Cognizant

Achievements:

- Received 'Outstanding' and 'Above and Beyond' awards as well as appreciation from the CEO at Cognizant
- Received Customer Award for helping the customer to mitigate the risk of a \$12 mn lawsuit

<https://in.linkedin.com/in/sravikumar27>

Assistant Manager, Architecture, TATA Consulting Engineers Ltd.

Project Delivery

- Facilitated finalization of product mix, preparation & approval of layouts of a port based SEZ. Managed tendering, reviewed consultant deliverables & consulted port management & financial advisors on design
- Project Architect for Nuclear Facility. Managed interdisciplinary team of 120 to resolve design issues, prepared & obtained layout approval from authorities & completed deliverables of 25 cr in 3 months
- Coordinated interdisciplinary teams across design office, construction site & vendors for design & construction of Ultra Mega Power Plant project

Project Management

- Secured 13% extra revenue by identifying & tracking extra work & delays on Nuclear Project
- Developed in-house document review & coordination system, leading to 33% time savings & 50% less rework

Business Development & Design Presentations

- Prepared & delivered design presentations for architectural design competitions like NIFT Campus, CUP Campus, BDA mixed development project at Bhubaneswar
- Assisted business development team for proposals & acquisition of projects from KIADB & KHB

<https://in.linkedin.com/in/richaaggarwal1>



“ In one last decade PGPX program has matured to become a unique program for participants with rich experience. In my view, this is the only program in India with experienced professionals that prepares participants for mid to top level management positions. Participants of PGPX program are highly focused, enthusiastic, and determined to learn. I believe that participants are now well-prepared to develop and execute apposite management strategies for complex business situations. Overall, I believe the PGPX participants shall be excellent value addition to any organization.”

- Prof. Dheeraj Sharma
Chair, Marketing Area, IIMA



Ritesh Kotian

B.E. (Electronics), Mumbai University

10+ years of diverse managerial experience in IT Project Management in Insurance, Banking and Telecom domains (India and USA).



Rohit Nargunde

B.E. (Mechanical Engineering)

12 years of global experience in Portfolio Management, Business Development and Technology Program Management in Financial Services industry.



Rohit Sharma

Master Mariner B.Sc. Nautical Sciences, University of Mumbai. PQE from Institute of Chartered Shipbrokers, London.

14 years of global experience in shipping industry as a navigating officer, including about 4 years as a Captain.



Ruchi Jain

BHMCT, GGS Indraprastha University
Certified Associate of Indian Institute of Bankers; Passed level-I of the CFA program

10+ years of diverse managerial experience in Banking Sector in SME Credit Appraisal, Treasury Sales and as Head of retail branch.

Project Manager, Infosys

- Led a team of 20 on a testing services engagement for a leading Investment Bank
- Created solutions and processes which resulted in savings of \$12,000 per year for the Client
- Implemented Lean Six Sigma for a project as part of Gross Margin improvement initiative which resulted in savings of \$1.5 mn per year
- Consolidated and tracked revenue best estimates for an account of 500 employees and \$7 mn quarterly revenues
- Pre-Sales activities including due diligence and sizing for large deals

Test Lead, Infosys and Accenture

- Led a team of 10 on a testing services engagement for a large UK Telecom Services Provider
- International experience of 6 months for a leading US Credit Card company

Achievements

- Felicitated with Infosys quality and excellence awards
- Selected as part of 750 top performers to attend the 2014 Infosys strategy meet
- Felicitated with Accenture annual award for delivery excellence
- Nominated by Infosys to participate in the 2014 Economic Times Young Leaders competition

<https://in.linkedin.com/in/riteshkotian>

Portfolio Manager, Infosys - Aus

- Developed relationship with newly acquired Australian banking client and built portfolio worth \$5 mn in yearly revenue
- Led pursuit teams to expand business footprint in new business lines as well as in competitor domain. Won \$1 mn program from competitor through proactive stakeholder engagement

Program Manager, Infosys – Aus, UK

- Led \$3 mn transformation program, reducing operations cost by 40% and creating downstream revenue potential of \$12 mn
- Managed 60+ applications delivering service excellence on all KPI's leading to \$300K incentive payments
- Managed and coached 30 member team achieving 8% YoY productivity improvement

Project Manager, Infosys – India, UK, Aus

- Managed delivery of \$3.4 mn/yr portfolio for a global financial services company
- Spearheaded global delivery of IT projects covering 10+ vendors and client partners spread across 4 continents

Achievements

- Received 7/7 on engagement score consecutively for 3 yrs
- Delivered \$500k worth of business value adds through innovation and simplification
- Received several excellence awards within Infosys and client organization

<https://in.linkedin.com/in/rohitnargunde>

Captain - NYKSM Singapore

- Commanded specialized LPG ships & was part of take-over team for a ship in the capacity of Captain
- Successfully navigated these \$ 70 million ships across various continents delivering each time about \$ 20 million worth of LPG cargo with a multinational crew
- Implemented ISM -marine quality management&safety management system, got oil major approvals by Shell & CDI

Other Certifications & Skills

- Decision making skills under severe circumstances protecting interests of ship owner & managers while ensuring safety of crew, goods and property
- Shipboard Safety officer and Behaviour Based Safety Training
- Risk Assessment and Incident Investigation
- Senior Officers Leadership Assessment Programme
- Transportation of oil and gas, voyage optimisation and operations under stringent demands
- Knowledge of maritime contracts, marine labour contracts in line with ILO, economics of sea transport, marine law & insurance
- Ship maintenance, cargo ops, crew training inventory and budget control
- Managing regulatory requirements of authorities like USCG, AMSA and MCA

<https://in.linkedin.com/in/shrohit>

Branch Manager, State Bank of India

- Managed a team of 12 including 4 managers at a medium sized branch, with total business of Rs.103 crores & 23,000 accounts
- Drove several tech initiatives with regular customer trainings to reduce transaction cost
- Effectively implemented social banking by covering 3 villages for Jan Dhan Yojana & other banking services through mobile platform

Treasury Marketing Officer, State Bank of India

- Worked as Forex and Derivative dealer and marketing officer
- Performed price optimization by customer analysis on a granular level
- Assisted Corporates in formulating their risk management policy
- Imparted training to mid & senior level managers in Forex and Derivatives market at the apex training institution of the bank - State Bank Academy
- Conducted scenario analysis of complex derivatives to help corporates understand the risks & rewards of various deals

Key Achievements

- Business of the branch grew by 11% and profitability grew by 12%
- Added 5 large sized corporate customers for forex and derivative business with an average business volume of Rs.1,800 crores

<https://in.linkedin.com/in/x15ruchi>



“I find PGPX participants exceptionally high on global mind-set, leadership acumen, and structured decision making. As Indian economy enters into a phase of high competition, it is imperative that organizations recruit people having strong global business outlook, professional commitment, and leadership skills. The fact that PGPX participants chose to hone their management skills after gaining substantial work experience shows their inclination and commitment for learning. It is my firm belief that PGPX participants are capable of adding immense value to an organization at middle and senior level positions.”

- Prof. Sunil Sharma
Faculty, Strategy Area, IIMA



Ruchin Gaur

M.Tech. (IT) IIT-B Bangalore,
B.Tech. (Computer Science)
HBTI Kanpur APICS CPIM

10+ years of experience in Supply Chain Management(IT) with expertise in Retail Merchandising, Omni-Channel & Transportation.



Saket Kumar

PGDTM, Symbiosis International University, India
B.E., Pune University, India

12 years of global experience in Client Engagement and Account Management, and Consulting for Business Intelligence and EPM area.



Sanchit Krishna Srivastava

PGDIT – Indian Institute of Information Technology, Bangalore
B.Tech. (I.T.); Permanent Resident of Australia

11 years of experience in ERP Consulting, Program Management, Product Designing, and Software Development.



Sandeep Ganji

MBA, Charles Sturt University, London, United Kingdom

10 years of global experience in heading SAP divisions, and managing consulting teams and key accounts in IT Services.

Business Analyst, Target Corporation, India and USA

- Driven the enhancement of order maintenance capabilities for Target.com orders resulting in better user experience and an improved conversion ratio
- Analysis of various As-is(stand alone) and To-be(Integrated-Omni Channel) business processes of stores and dot com supply chain functions like item setup, replenishment and forecasting
- Formulated strategy for decommissioning of existing Item application which was tightly coupled with over 270 downstream applications
- As a product owner of Services for the Item domain, I enabled enterprise wide services rollout
- Analysis and Prioritization of requirements for the Domestic Transportation Management solution and led the implementation of i2/JDA Transportation Manager resulting in annual savings of over \$24 million by improved freight routing and audit capabilities

Sr. Consultant - i2Tech/JDA Software

- Successfully executed implementation of i2/JDA Supply Chain Planner across verticals like CPG, Semi-Conductor manufacturing and Consumer Electronics in Europe, APAC and Australia

Account Manager, Infosys (USA, India)

- Develop Business Intelligence practice (SAP BW and In-memory HANA) for Resources and Utilities domain (Achieved Annual revenue of \$7+ mn, 60+ consultants)
- Client Engagement and Relationship management for large accounts (North America), Thought leadership, Direction and execution guidance
- Anchored numerous proposals, Effort estimation and commercials, Stakeholder management (Key member of \$60 mn deal winning team)

Principal Consultant, Infosys (USA, Europe, HK, Australia, India)

- Led programs of Business Analytics and EPM area for Oil-field services, Retail, Tours and travels, Manufacturing, Agro, Health-care distribution, Mining and Utilities domains (account size \$5 mn - \$12 mn, team size of 30 – 80+ consultants)
- Led projects for functions such as Supply-chain (Procurement, Inventory, Manufacturing), Finance, Sales, Billing, Shipment, Quality, HSE, Re-manufacturing, and Planning and Forecasting

Achievements

- Awarded MVP (Most Valuable Player) amongst 10,000 consultants in Infosys
- Awarded Exemplary Performance prize amongst 120+ onsite consultants by the Client

<https://in.linkedin.com/in/saketkumar01>

Lead Consultant/Onsite Lead, Capgemini Hong Kong

- Managed team for SAP implementation for Cathay Pacific (\$18 mn client account)
- Involved in resource mgmt by recruiting, mentoring, and training senior profiles
- Led team for SAP SD implementation of Sony Japan’s “Global Primo West” project (\$10 mn annual revenues for CG)

Senior Consultant/Onsite Coordinator, Microcom Soln – Australia

- Worked for client “Tronox Mining”. Was the only consultant deputed in Perth. Supervised and handled the entire offshore team in India & S Africa. Implemented strategic plan and business expansion by setting legal requirements

Senior Associate, Infosys

- Managed direct engagement (including Product Releases) for client Apple Computers U.S.

Project Leader, Larsen & Toubro Infotech

- Led Peoplesoft implementation for Lafarge Cements, France. Responsible for team management and performance appraisals

Applications Engineer, Oracle Corp

- Worked on Product designing/development of Oracle’s Peoplesoft modules – Wine Mgmt, and SCM

Achievements

- Sony Project Award for outstanding achievement & contribution

<https://in.linkedin.com/in/sanchitkrishna>

Practice Manager, HCL Technologies, India

- Core Member of SAP leadership team
- Spearhead \$12 mn practice comprising 300 consultants located in 15 different countries working on 25 different transformation and application management projects

Managing Consultant, HCL Axon, UK

- Managed \$3 mn project, consisting of 20 consultants, as part of an award winning transformation program for UK’s postal service provided
- Design solutions for various business requirements and then led the implementation team for deploying the designed solutions across the organization

Associate Manager, Accenture Services Pvt. Ltd., India, Germany & Singapore.

- Enabled key business transformations, by reengineering many critical business processes in multiple client engagements, resulting in net savings between \$7,50,000 to \$5 mn annually
- Accenture India point of contact for leading the proposal response for all ASG (Austria, Switzerland & Germany) related SAP CRM RFP’s

Achievements

- Received “Capability of the month” award in Nov’2014, Dec’2014 & Jan’2015 for operational excellence

<https://www.linkedin.com/in/sandeepganji>

<https://in.linkedin.com/in/ruchin>



“ We have been meeting PGPX students over last nearly six years. We find them scholastically very bright, often with unique experiences in global environment. In addition, they display great deal of maturity in their people skills, leadership style as well as high level of pragmatism in pursuing appropriate career choices. Over the years, this has helped us hire several of them to fill up our unique senior management positions in RPG across our varied businesses.”

- Dr. Arvind N Agrawal,
President - Corporate Development & Human Resources, RPG Enterprises



Sandeep Kumar

B.Tech. (Mechanical Engineering),
Indian Institute of
Technology - Kanpur

8 years of experience in Steel Industry across the roles of Business improvement, Quality Management, Project Management and Maintenance.



Sandeep Majumdar

B.E. (Mechanical Engineering),
Delhi College of Engineering

11+ years of experience spanning Strategy, Business Development, Marketing Services and Quality Assurance, Projects, and Maintenance.



Sandeep Sharma

B.Tech. (Electronics &
Communications Engineering),
NIT Allahabad

6.5 years of experience in Business Development, Strategy Planning, Channel Management & CRM



Saptadeep Basu

B.Tech. (Civil Engineering), National
Institute of Technology, Silchar
CIPM certified

7+ years of experience in Project Execution, Vendor Management, Knowledge Management and Technical Support in Energy sector.

Sr. Manager - Business Performance Enhancement, Tata Steel

- Created cost reduction opportunity of ₹25 cr annually through network optimization for finished goods dispatches
- Strengthened QA system to prevent cost leakage of ~ ₹20 cr in Limestone imports
- Led an initiative for process improvement for Flux cost reduction (₹23 cr annually) in Steel making
- Achieved delay reduction of 32% through reliability improvement in Coal handling circuit using FMEA & RCFA tools

Sr. Manager - Total Quality Management, Tata Steel

- Trained on Six Sigma process, lead auditor on IMS (ISO9001, ISO14001 & OHSAS18001)
- Facilitated implementation of management systems (Policy/ Daily/ change Mgmt., QA & TPM)
- Designed & deployed TQM MIS for creating top management focus on improvement initiatives

Manager - Project Management, Tata Steel

- Led a cross functional team of 120 for Erection & Commissioning of Industrial Cooling plant (project budget: ₹16 cr)
- Implemented CCPM for project scheduling, and developed SOP & maintenance standards to achieve smooth ramp-up of plant

Manager - Mechanical Maintenance, Tata Steel

- Led a team of 15 people, deployed TPM, established lean pares Mgmt. system, reducing inventory by ₹45 lakhs

<https://in.linkedin.com/in/skumar335>

AGM, Marketing Services & Quality Assurance, Tata Chemicals

- Established the Quality Assurance function, enhanced brand management in business portfolio of ₹ 2500 cr, played active role in product positioning
- Conceptualized and planned India's first Sulphate of Potash manufacturing project in PPP mode with Govt
- Achieved benchmark customer relationship by reducing repetitive quality complaints by 70%

Manager, Strategy & Business Development, Tata Chemicals

- Developed and deployed LTSP, Balance Score Card and SDM for ₹ 5000 cr business
- Evaluated business development and acquisition prospects – resulted in acquisition of one subsidiary and strategic marketing agreements with 2 large manufacturers
- Carried out product make-buy strategic and financial evaluation

Astt Manager, Mechanical Maintenance, Tata Chemicals

- Executed Urea brownfield project – raised plant capacity from 3000 TPD to 3500 TPD
- Carried out preventive and turnaround maintenance of turbines, compressors and pumps in Urea and Ammonia plants

Achievement

- Selected for accelerated career enhancement at Tata Chemicals and trained at IIMA in 2009 for higher management roles

<https://in.linkedin.com/in/majumdarsandeep>

Retail Business Manager, Bharat Petroleum Corp. Ltd.

- Led a team of 8 to manage network of 150+ dealers, annual revenue account ₹1170 cr
- Assessed market potential for channel expansion, conducted feasibility study, strategized dealer and site selection, resulting in market share gain of 8%
- Spearheaded analysis of competitors and markets, emerging trends, business critical updates. Championed sales forecasting and loyalty programs
- Forged alliance with banks and food chains, generating allied retail revenue upto ₹ 2 cr/yr
- Liaisoned with statutory and government authorities for NOC to reduce lead time for commissioning gas stations by 90 days

Achievements

- Received 'Leadership In Action-2011' award for outstanding individual contribution FY 2010-11 (top ten < 0.5% Pan BPCL India)
- Commissioned 38 new gas stations in record 20 months to achieve revenue of ₹ 342 cr/yr
- Conceived and designed idea of "Customer First" initiative that led to additional revenue of ₹ 8.1 cr/yr, idea scaled to 7 major cities
- Appreciated by C&MD for presenting "IDEAS-2009" on financial inclusion of short distance vehicle drivers community

<http://www.linkedin.com/in/ssharma2708>

Project Manager, NTPC Limited

- Handled 8 projects of combined worth ₹ 1200 cr, from feasibility to contract closing, including first HCSD project at Jhajjar and critical Dadri project developed for Commonwealth Games
- Led standardization initiative resulting in reduction of package time by 6 months
- Convinced top management to write off cost incurred on a 284m long bridge in Farakka stalled since 1981. Re-initiated design contract on single tender and involved in price negotiation
- Formulated and implemented the use of precast pedestals for ash disposal, saving 2 months
- Achieved cost saving of ₹18 cr for 800MW plants by revising design parameters for silos
- Resolved regulatory issues through liaising with State governments, IIT's and Ministries, reducing delays
- Received certificate of appreciation from higher management for devising reconstruction methodology for damaged structures preventing plant shutdown
- Spearheaded knowledge management initiatives at the department level

Achievements

- Published author of fiction novel
- Recipient of "Rashtrapati Award for scouting"
- Completed Mumbai full marathon (42.2 km)

<https://in.linkedin.com/in/saptadeepbasu>



“ My one year at PGPX was a truly enriching and memorable one, thanks to the unbeatable combination of course content, pedagogy, quality of the faculty and the diversity of peers. The course provided me with tools & insights and sharpened my ability to think, strategize and execute business. More significantly, it helped me achieve a radical shift in industry from IT to Energy and widen my span from Account Management to Enterprise Management.”

- Sriram Vishwanathan, Alumni, PGPX Class of 2013
CEO - Thermax Onsite Energy Solutions Ltd.



Satish Parasavedi

B.Tech. (Electronics & Communication Engineering), JNTU, Hyderabad

12+ years of experience in Strategic Planning, Project Delivery and Consulting for Technology Projects in Telecom Industry.



Satya Sunder Ghosh

Marine Engineer Officer Class-1, Auditor-ISM, ISPS AND MLC

16 years + of Global experience (8 years' experience as Chief Engineer) in Shipping. I have Expert knowledge in Marine Systems, Marine Law, Pollution Prevention, Audit and Survey.



Saurabh Mahajan

B. Tech. National Institute of Technology Hamirpur

8+ years of experience in Product Development, Customer Engagements and Operational Strategy in High Tech Industry.



Dr. Seema Singh

MBBS, MS (General Surgery), Institute of Medical Science-BHU
DNB (General Surgery)
PG certificate course in Hospital Management, NIIHW

Over 15 years of experience as a Surgeon | Assistant Professor
Research Guide | Author | Editor
Health Care Specialist.

Technical Consultant (Presales - Global Media and Telecom) - Wipro Infotech

- Crafted end-to-end technical solutions for multi-million dollar projects with the appropriate Product mix, Effort estimation and Resource matrix
- Led cross-functional pre-sales teams for bids ranging from \$0.8 to \$1.2 million

Specialist (Network Engineering) – Ericsson India Global Services Pvt Ltd

- Spearheaded multiple Network Modernization Projects; ensured robust design, product selection and improvement of KPI's.
- Led teams of highly skilled engineers (team size between 6 – 21 members) and successfully delivered projects worth \$1.2 million across geographies – Bouygues Telecom (France), Vodafone & Orange (Spain)

Asst. Manager - (Network Engineering)- Tata Communications Ltd

- Successfully led a team of 6 members to Optimize and launch the first Retail WiMAX network in Bangalore and Hyderabad. Received the Xtramile award (Jan 2010) for extraordinary contribution
- Carved the process for smooth migration to new technology. Reduced the changeover time to less than two days saving \$50k and improved go to market time

<https://in.linkedin.com/in/sparasa>

Chief Engineer (Wallem)(Europe)

- I led a team of Engineer and Technicians. I implemented major automation and technical innovations in ultra-low sulphur fuel oil systems, pollution prevention and marine diesel engine, saved millions of dollars for the company through new technological innovation

Chief Engineer (Starships) (UAE)

- I saved a Motor Tanker from disaster through quick reaction during a dangerous situation thereby saving 24 lives, danger to environment and millions of dollars for the company. I took over/ handed over ships, carried out major dry-docks, implemented various quality management systems. I saved millions of dollar by implementing a new innovative fuel system. I lead the team in the hostile environment of Nigeria. I handled assets over a Billion US Dollar worldwide

Achievements

- I lead successful international inspections. I am a 3rd Dan Black belt in karate with 4 National medals

<https://in.linkedin.com/pub/satya-sunder-ghosh/15/aa/914>

Chief Engineer, Samsung Electronics

- Devised strategy to reduce integration time, resulted in 15% productivity gains for the organization
- Managed engagements with vendors, customer and stakeholders across globe -Asia, EU and US, delivered \$60 mn projects

Account Manager, ST Ericsson

- Managed engagement with customers, stakeholders and R&D teams across globe for a \$90 mn account-single POC
- Established execution roadmaps, increased market share at Tier 1 customer by 5% and reduced escalations by 30%
- Booked \$25 mn in annual revenue by strategically executing a pilot project

Application Engineer ST Ericsson

- Established and led a multi-site team (India, Romania & China), helped commercialize 80+ phone models (\$250 mn)
- Evaluated and executed strategy to replace competitor product, translated to \$6 mn revenue for the BU
- Conceived and implemented business processes to improve local resolution ratio (16%) & turn-around time (50%) for the BU

Achievements

- One of the Youngest Account Manager(<5%) in ST, promoted 3 years ahead of normal cycle
- “Recognition” and “Kudos” award for outstanding achievements

<https://in.linkedin.com/in/saurabhm9>

Surgeon

- Performed and supervised over 1500 surgeries
- Managed 300 OPD clinics with very high patient traffic

Medical Education - Assistant Professor, Surgery

- Delivered over 200 hours of lectures and bedside training
- Managed academic curriculum for the MBBS course

Research Guide

- Guided four MS (Surgery) student theses and one ICMR project

Hospital administration and policy

- Led the team to draft the hospital's disaster management plan
- Designed the surgical linen procurement policy of the hospital
- Formulated technical specifications for equipment procurement for surgery department

Achievements

- Gold Medalist - Best MS (Surgery) candidate
- “Best Thesis” award winner
- Editor-in-chief, “World Journal of Minimal Access Surgery”
- Authored 14 peer-reviewed, cited journal papers
- Member, expert group for “Indian Guidelines for Vaccination in Older Adults” under the aegis of Geriatric Society of India

in.linkedin.com/in/drseema



“PGPX was a platform that gave the complete 360 degree view of running and transforming a business. A rigorous, yet structured and guided approach towards learning inter-linkages between financial ratios, strategy formulation and organizational structure gave deep insight into strategy formulation and successful implementation. PGPX helped me transform from manager to executive leadership role.”

- Nitin Sharma, Alumni, Class of 2007
CIO and Head - Corporate Strategy and Biz Dev, Raychem RPG



Shalin Patel

B.E. (Electronics & Communication)
Gujarat University, Ahmedabad

10 years of experience in managing Product Innovation, Technology Development and Market Penetration Strategies.



Shilpy Mishra

B.Tech. (Mechanical & Automation)
Indira Gandhi Delhi Technical University for Women, Delhi

6.5 years of work experience in Product Planning and Project Management in Automotive sector.



Sudhanshu Upadhyay

B. Tech. & M. Tech. Dual Degree (Intelligent Manufacturing),
IIT Madras
Six Sigma Green Belt (GE)

11 years of experience in IT Project Design and Implementation.



Suma Antony

B.Tech. (Electrical and Electronics),
Calicut University, Kerala

12 years of global experience in Product Development, Project Management and Technology Strategy in Life Science, Financial and Search Domains.

Sr. Staff Engineer, Broadcom Inc.

- Led mission critical groups responsible for delivering multiple generations of cutting edge technologies, platforms and products
- Worked closely with Business Unit management & marketing department to come-up with various business development strategies
- Managed escalations, crisis/critical situations and executive communication
- Suggested and implemented power reduction techniques which helped bring down idle time chip power consumption by 10%, helping to win over a 100 Million Dollar customer from the competition
- Expertise in architecture, development & verification of device drivers, firmware and embedded software

Sr. Research Engineer, LSI (Avago)

- Led local product development team which achieved revenue of \$25 million from scratch

Achievements

- Received best product of the year award by LSI (Avago) for storage techno. Multiple successful product launch awards
- 3 Trade secrets disclosures

<https://in.linkedin.com/in/shalinmpatel>

Dy Manager, Maruti Suzuki India Limited

- Managed various projects from Concept stage to Start of production and executed entire project management
- Led a cross functional team for the project management of SX4 facelift, SX4 CNG & SX4 Diesel
- Responsible for developing Ciaz concept including key words, positioning, target price, target segment, timeline and basic specifications
- Identified market gaps by assessing potential segments for MSIL to foray into and proposed broad product concepts in line with technical expertise and business aspirations of SMC & MSIL
- Gathered market intelligence - tracked new product launches by competitors, compared them with relevant MSIL products and updated the management with product details, positioning, target customer and likely impact on market dynamics
- Participated in researches to understand the customer feedback for improvising the existing models and the requirements from the future products and translated the feedback into future product specifications
- Conceptualized a companywide portal for inviting marketing suggestions
- Conceptualized, developed and copyrighted a portal that generates customized automated reports to compare the 100+ models in Indian market

<https://in.linkedin.com/in/shilpymishra>

Principal Software Engineer, IHS Global Private Ltd.

- Successfully designed, architected and developed 'Scout' middleware and DB framework which serves every web based application linked to 4DOnline - world's largest 400 million strong electronics component database
- Led a team of 5 engineers and 2 SQA developers to design/develop and test web and XML based solutions to access the 4DOnline Database
- Formulated conversion rules for consumer requirements to technical specifications in coordination with Project and Sales Senior Directors

Edison/Design Engineer, GE John F Welch Technology Center

- Designed and developed various modules for 'eClearance' and 'CATLite' clearance analysis tools for GE Gas Turbine and Aircraft Engine Clearance analysis
- Led a team of 4 engineers to work on Aircraft Engine Nacelle Geometry Generator (NaGG) tool enhancement
- Selected for GE's prestigious Edison Engineering Development Program (EEDP)

Awards and Recognitions

- Circle of Excellence Award, CEO and Chairman, IHS Inc
- Certificate of Appreciation, Senior Vice President, IHS Inc

<https://in.linkedin.com/in/sudhanshuupadhyay>

Delivery Manager – Life Science, Thomson Reuters (UK)

- Technology manager responsible for product and content platform with an IT budget of \$1.5 M, and team of 12 across France, UK, Spain and India. Team contributed to revenues up to \$13 M
- Created annual portfolio plan for business team & monthly resource and budget forecasts for technical team
- Responsible for vendor management including selection, development, SOW and billing

Development Manager, Thomson Reuters (India)

- Managed service transition (US to Bangalore), development, delivery and post production support of Novus, a distributed search engine

System Architect, Wells Fargo Bank N.A (San Francisco, CA)

- Architect responsible for technology strategy of online sales and marketing platform
- Designed new generation online marketing platform, which improved cross-selling based on customer profile resulting in 30% increase in upsell and cross sell

Achievements

- Employee of the month award for on time strategic data centre migration projects resulting in \$120K yearly savings
- Star award from Wells Fargo marketing team for the product, Splash tool which reduced the offer deployment life cycle from 2 weeks to 2 days

<https://in.linkedin.com/in/sumaantony>



“ My sole reason for joining the PGPX was to get ready for the corporate world. The rigour of the course and the contributions from the faculty and peers ensured that. In retrospect, however, I felt that the more important value adds were in terms of developing a sensibility to learn to live with ambiguities and a structured approach of decision making based on reasonable assumptions and validating those assumptions, during and after implementation.”

- Vineet Sharma, Alumni, PGPX Class of 2009
VP-HR & Internal Operations, Datawrkz Business Solutions



Sumedh Ranadive

B.E. (Electrical Engineering),
University of Mumbai

10 years of global consulting experience in Solutions Advisory for Retail, Wholesale & E-commerce in North America & SE Asia .



Supratim Choudhury

Post-Graduate Program in Design,
National Institute of Fashion Technology Delhi

12 years of leadership roles in the specialty Retail Industry. Headed Product Management and Marketing Communication Functions.



Tejpal Singh Kang

PG Diploma in Telecom Management
(Symbiosis Institute of Telecom Management)
B.Tech. – Electrical (Punjab Technical University, Jalandhar)

11 years of Sales and Account Management experience handling Telecom & Enterprise Customers across APAC and the Middle East.



Ullas Ameriya

B.E. (Computer Science),
University of Rajasthan

10+ years of global leadership experience in Product Development in Software Industry.

Engagement Manager, Manthan Services, Kuala Lumpur – Malaysia

- Managed client relationship & project portfolio of \$5 mn comprising Retail Systems, Analytics & E-commerce
- Managed E2E E-commerce operations (IT, supply chain & delivery) for Malaysian hypermarket chain
- Led cutting-edge business program to launch QR code based Virtual stores at Malaysian transit
- Worked for CIO of large Retailer to formulate IT Strategy, Analytics roadmap, Vendor Evaluations & Multi-Channel transition

Consultant, Deloitte Consulting LLP, USA

- Led program governance advisory on pipeline management, project prioritization and control for Fortune 50 Bank
- Advisory on IT Process Transformation for Healthcare provider reducing cycle time by 30%

Lead Business Analyst, TCS, Minneapolis - USA

- Led projects in Merchandizing & Marketing analytics for a top US Retailer
- Architected complex product cost algorithm for Margin Analytics for Retail giant

Achievements

- Deloitte Consulting Excellence Award for outstanding performance
- TCS Global Retail Award for white paper on Merchandizing model transformation

<https://in.linkedin.com/in/sumedhranadive>

Senior General Manager – Head of Product and Merchandising, Lerros Moden GmbH

- Identified the gaps in the market and built product and merchandising frameworks from the ground up
- Re-engineered product mix to establish distribution channel presence, leading to 22% sales growth
- Worked directly with the CEO, supporting strategic and operational decision-making to orchestrate India foray

General Manager - Head of Product and Marketing Communications, Indian Terrain Fashions Ltd

- Created a new market in casual wear, achieving highest market share in the department store channel
- Executed the mandate to turnaround the brand by remodeling its positioning and customer value
- Worked directly with the CEO, co-leading business transformation and pan-India retail expansion

Senior Manager - Lead Designer Van Heusen and Peter England, Madura F&L, Aditya Birla Nuovo Ltd

- Spearheaded Worldwear - a product innovation that made Van Heusen a first-mover in the super-premium segment
- Cracked “high brand awareness but subpar quality” hurdle of Peter England, achieving highest market share in the value segment

www.linkedin.com/in/supcho

Sales Director, Subex Limited

- Led sales of Business and Capex Optimisation products to telecom operators across South Asia and ANZ
- Expanded the company’s footprint in Bangladesh. Signed a USD 5+ mn deal with one of the country’s leading telecom service providers

Key Account Manager, Comverse Network Systems

- Led sales of BSS and VAS products to telecom operators in India, SAARC and the Gulf region
- Signed a USD 6 mn multi-year Managed Services deal with an Indian telecom operator. The first MS engagement with complete SLA ownership for the company globally. Converted the customer into a reference site for the company
- Won a USD 2 mn deal from a leading operator in Oman and re-established the company’s presence in the Gulf
- Signed a USD 3.8 mn deal for a new product with India’s largest telecom operator

Head - New Business (North), Avaya Global Connect Limited

- Managed a team of 4 Account Managers responsible for new customer acquisition in North India
- Consistently delivered revenue numbers & added 10+ new customers despite a challenging macro-economic environment
- Inducted into the Achiever’s Club for exemplary sales performance in FY 2007

<https://in.linkedin.com/in/tejpalkang>

Program Manager, Microsoft Corporation (US)

- Led a multi-cultural team of 16 to add a feature in Microsoft Windows, impacting ~1 billion users across Windows 7, 8, 8.1, 10
- Enhanced the Windows telemetry system to better understand customer issues through data, and built analytics framework thereby improving compatibility of hardware devices by 13% and applications by 6%.
- Engaged with 8 external partners (Intel/HP/Lenovo) to ensure device driver availability on Windows Update
- Cross collaborated across teams in Windows, Windows Phone and Xbox divisions to integrate similar but differently implemented features, improving planning and operational efficiency

Programmer Analyst, Infosys Ltd. (US, India)

- Managed a vendor team to develop financial reporting for executives of Online Division and CEO of Microsoft
- Created a new Tier 1 Helpdesk team to improve issue resolution time and productivity of Tier 2 teams by 35%
- Trained an overseas team of 5 to reconcile invoices between Microsoft and T-Mobile

Achievements

- Received cash award of \$8888 for contributions to Windows 8
- Bagged Best All Rounder Award

<https://in.linkedin.com/in/ullasameriya>



“ IIMs have always been the hallmark of excellence. The 1 year residential PGPM program at IIMA has a rich and varied pool of candidates and Ericsson Global Services has recruited great talent from the program. This partnership has created a win-win situation for EGI and the students and we at EGI look forward to strengthening it further.”

- Priyanka Anand

Vice President and Head, HR Global Operations, Ericsson Global Services India Pvt Ltd.



Dr. Vikas Behrani

Ph.D. (Materials Science), Georgia Institute of Technology, Atlanta USA
B.Tech. (Ceramic), IIT-BHU, Varanasi

USA Permanent Resident

14+ years of experience in Technology Development and Transfer, Managing Innovation and Advanced Manufacturing Operations in semiconductor, and energy sectors.



Vikas Diwvedi

B.Tech. (Electronics Engineering), Motilal Nehru National Institute of Technology, Allahabad

Telecom professional with 9+ years of experience in Business Development, Marketing, Strategy, and Design of Telecom Equipment.



Vinayan Sreedharan

MBA, Department of Management Sciences, University of Pune, Pune
B.E. (Electrical & Electronics), Maharaja Engineering College, Bharathiar University, Coimbatore

Entrepreneur & Management Professional with 9.5 years of experience in Management Consultancy, Pre-Sales, & Business Development for Technology Products & Services.



Vinod Kulkarni

M.Tech. (Mechanical Engineering), Indian Institute of Technology, Kanpur

12 years of experience in Technology Development and Product Innovation in Agriculture, Construction Equipment and Automotive industry.

Staff Engineer, Intel Corporation, USA

- Led teams to scale-up quad-core and i3, i5, i7 process flows from research to manufacturing ensuring CEI methodology
- Owned strategic negotiations with vendors during purchase of \$10mn equipment resulting in virtual factory savings of \$25 mn
- Developed processes for manufacturing to improve yield leading to saving of 20% in product loss amounting to \$50 mn per year
- Designed and implemented strategies for improving operational and sustaining capacity for etch modules to meet cycle time, up-time and wafer output goals
- Managed intellectual property documentation and specifications by authoring white papers to document improved process capability and end-of-line yield

Co-op, General Electric Global Research, USA

- Led multi-disciplinary team to develop coal gasifier material resulting in reduced downtime by 40% improved efficiency by 20% and reduction in environmental impact by lower emission

Achievements:

- Authored 1 US patent, 12+ peer-reviewed publications, and 60+ process change white papers
- Received five Intel's Divisional Performance Awards and two honorary committee memberships at Georgia Tech

<https://www.linkedin.com/in/vikasbehrani>

In-charge of Defence Projects Marketing at C-DOT (Telecom Technology Centre of Government of India):

- An expert at business development and marketing of products to Government and Defence forces
- Possess comprehensive knowledge of telecom technology, bid management, and business event management
- Managed team of 15 resources to successfully organize product exhibitions at business events and conferences
- Converted business leads of Defence sector to supply orders worth ₹ 65 cr
- Represented the organization in negotiation committee meetings with Defence officials, and reduced the average discount offered from 7% to 4% in one year
- Designed and implemented organization's first six sigma project to reduce the average time of project proposal submission to customers by 29%
- Reported to Head – Marketing, and worked closely with head of the organization to formulate business plan and strategy

<https://in.linkedin.com/in/vikasdiwvedi>

Managing Director, Patwise Consulting Solutions

- Established an Intellectual Property Rights (IPR) Firm, providing consultancy support & various IPR services to clients across multiple industries
- Led a team of 5 Analysts to achieve a total turnover of ~ US \$35,000 in 2 years post inception, with an initial investment of \$11,500

Biz. Analyst, Cognizant Technology Solutions

- Designed efficient solutions for the Communication, Information, Media & Entertainment (CIME) domain services, collaborating with experts from Technical, Operations, Sales, Systems, & Finance teams to win multinational client contracts
- Envisaged & set-up a Career Progression Architecture for all functional roles in the CIME domain services

Assistant Manager (Pre-Sales), Scope e-Knowledge Center

- In-sourced lead generation & marketing campaigns for Intellectual Property Services from Sales teams by generating client database and targeting new client segments in US & EU regions

Sales Executive, Carl Zeiss

- Enhanced Carl Zeiss's strategic presence in Kerala by converting a secondary market for microscopy products into a primary one through expanding the client base

<https://in.linkedin.com/in/vinayans>

Senior Manager, John Deere India

- Led a team of 25 engineers engaged in virtual product validation of Deere's next generation seeding, planting and spraying machinery. Managed key programs with annual US \$2 mn budget and acquired new business worth US \$600 K by building strategic partnerships
- Nurtured Innovation culture in the team resulting in four design patents, one enterprise Innovation award, four programs selected for enterprise Collaboration awards, and >60 technical publications in 4 years
- Conceived and formulated, as a part of 7-member task force, the 2018 Strategy of John Deere Technology Center India, Deere's Global In-house Center

Engineer, General Electric India

- Delivered application technologies with thermoplastics for automotive and industrial applications, resulting in over US \$40 mn incremental savings for GE Plastics clients

Achievements

- Recognized as 'Outstanding Manager' in 2014 for achieving >30% business growth and managing high employee engagement scores
- Nominated for John Deere India 'Leader of the Year' award in 2014 and for John Deere India 'Torchbearer of Values' award in 2013

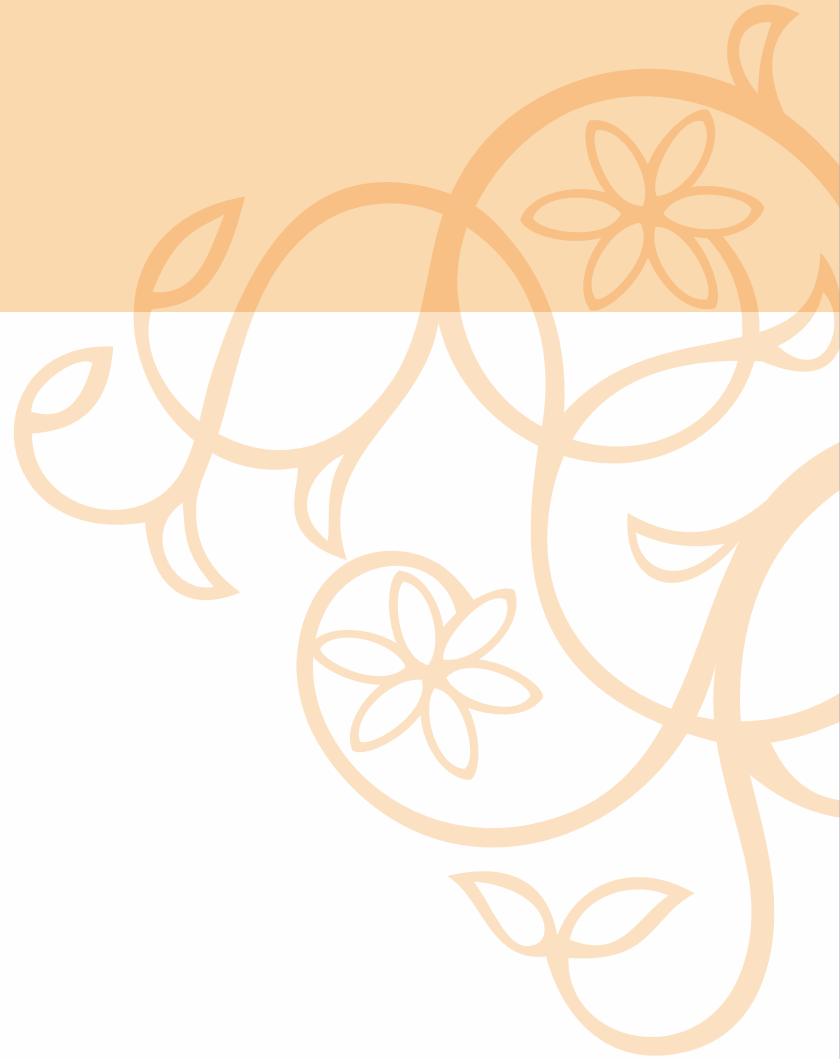
<https://in.linkedin.com/in/vinodsk>



Vivek Prabhu

B.E. (Electronics) Pune University
PG Diploma in VLSI Design
(CDAC-ACTS Hyderabad)

12+ years of experience in Hardware Design and Development, Product Lifecycle Management, Program Management and Technical Marketing of High Performance Computing and Networking Technologies.



Field Application Engineer, Senior Staff, Broadcom Corporation.

- Successfully Managed Strategic Customer Accounts for Broadcom's Infrastructure Networking Group
- Was a Key Contributor to Design Wins in excess of USD 5 million for Broadcom as a Strategic Technical Expert on Ethernet Switches and PHYs

Hardware Engineer, Juniper Networks Inc.

- Core Member of the Hardware Team at Juniper Networks that built the EX-Series of Ethernet Switches
- Coordinated and managed programs that were outsourced to Juniper Networks' ODM partners in Taiwan and China

Technical Marketing Engineer, Intel Corporation

- Enabled internal and external customers with appropriate information and collateral, including but not limited to specifications, methodologies and electrical models
- Resolved customer issues and provided vital feedback related to new features to Design teams at Intel

<https://in.linkedin.com/in/vekspac>



Bigger and better. Year after year

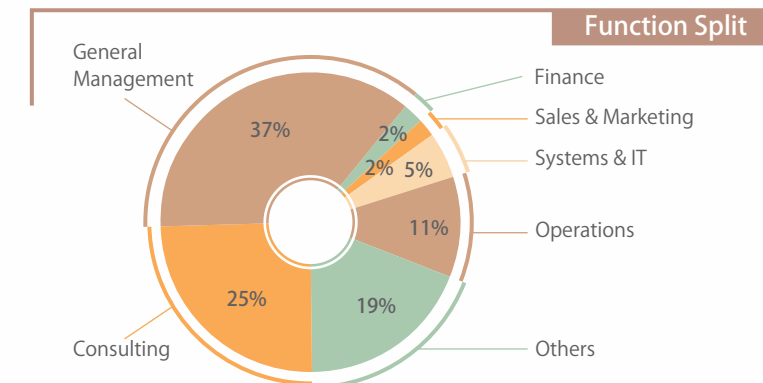
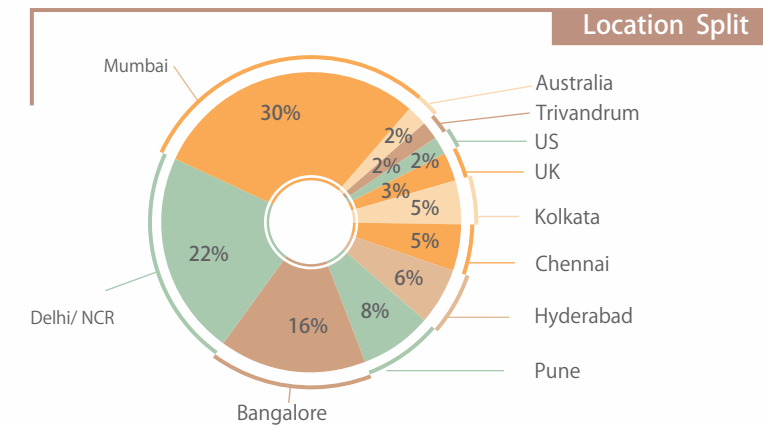
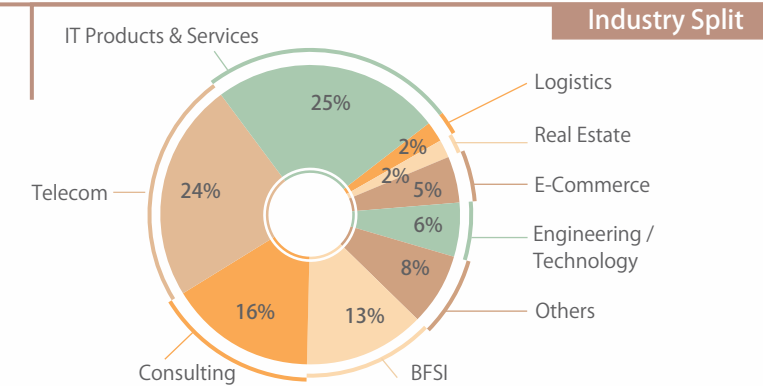
PAST RECRUITERS

Company

- Accenture
- Afcon
- Airtel
- Alstom
- Amazon
- Atos
- BCG
- Bharti Retail
- BMGI Consulting
- Capgemini
- CGI Group
- Citrus
- Clickable
- Cognizant
- Cytel
- Deloitte
- Deutsche Bank
- Dr. Reddys
- Ericsson
- eShakti
- EY
- Flipkart
- Fortis
- Gati-Kintetsu Express Private Limited
- GEP
- Goldman Sachs
- Google
- Hero Motocorp
- Hindustan Coca Cola
- IBM
- iDiscovery
- Infosys
- J P Morgan
- Jayaswal Neco Inds Ltd
- Kolte Patil
- L&T Group
- Marvel Realtors
- MasterCard
- McKinsey
- Meditab
- Microsoft
- Mindtree
- Mphasis Software & Services (I) Pvt. Ltd.
- NSSL Limited
- Oracle Financial Services
- Philips
- PwC
- Quantum Solutions
- Reliance
- Roland Berger
- RPG/CEAT
- Sears Holding India
- Shapoorji Pallonji
- Snapdeal
- Take Solutions
- Target
- Tata Capital
- Tata Consultancy Services
- Tata Motors
- Tech Mahindra
- Thermax
- VBHC
- Virtusa
- vMukti
- Vodafone
- Wipro (Financial Services)
- Yes Bank
- Zensar
- ZS Associates



PLACEMENT STATISTICS - CLASS OF 2015





PLACEMENT PROCESS AND POLICIES

Placement Process

At IIMA, placements are handled by the Student Placement Committee under the supervision of the faculty through a process that optimizes the interests of both the students and the companies. The student committee gets involved in the process right from corporate interactions (throughout the year), to pre-placement talks and coordinating activities during placement process.

There are two main placement activities on campus:

■ Pre-placement Talks (Corporate Presentations)

Pre-placement presentations (up to 2 rounds) enable organizations to inform students about company's business, work culture, organizational structure, career and growth opportunities. We recommend a 30-minute presentation and a 15-minute Q&A session. Presence of senior executives and alumni helps create a better impact.

This year companies can plan to visit IIMA for delivering pre-placements talk starting 1st October, 2015. For scheduling the talks, Student Placement Committee should be approached at least 7 days in advance.

■ On-Campus Recruitment

Companies can plan a visit to the IIMA campus for conducting placement interviews and making job offers to suitable student candidates during the placement season.

This year the placement season commences on 19th October, 2015. Companies can approach Student Placement Committee for scheduling an on-campus placement session. The committee members can also be approached for guidance on the transport and lodging facilities on campus.



Pre-placement talks start
Date : 1st October, 2015



On-Campus Recruitment
Date : 19th October, 2015



KEY RECRUITMENT POLICIES AND GUIDELINES

- **Student Placement Committee is the single point of contact:**
Companies interested in conducting recruitment activities at IIMA must contact a student placement committee member for placements. Companies are discouraged to directly approach the students.
- **Grade Non-Disclosure Policy:**
IIMA PGPX follows a grade non-disclosure policy.
- **Offer Negotiations:**
Compensation and other terms of employment should be negotiated directly between the company and the candidate.
- **Offer Communication:**
Offer to the selected candidates should be communicated through the student placement committee.
- **Reporting Standards Compliance:**
Companies are required to provide the final offer details as per the reporting standards followed by IIMA. Details can be sought from a student placement committee member.
- **Recruitment Fees:**
There is a fee for the recruitment process, levied as a charge per successful hire (actual amount will be informed by the placement committee member). Placement Fees will be waived for firms that fall under our waiver criteria. To know more about this policy, please contact the student placement committee.

EMINENT SPEAKERS

The PGPX programme goes beyond the in house resources of IIMA for sourcing knowledge and wisdom. It organises valuable interactive sessions of eminent and successful personalities from industry and community to share their experience and inspire the students.

The prominent speakers of 2015-16 include:



Aidaire Fox Martin
President,
APAC,
SAP

“ Telephone took 75 million lives, but Angry Birds did so in 35 days. In this fast changing world, businesses need to keep pace with technology to be successful.”



Alok Mishra
Vice President
Asia Pacific
Johnson &
Johnson Medical

“ Businesses should be customer centric. At J&J, we make what the world wants.”



Rajesh Gopinath
CFO,
TATA Consultancy
Services

“ Mr Gopinath talked about challenges and strengths confronting the IT industry in general and the leaders such as TCS in particular. He also discussed at length the different IT business models.”



Manoj Gupta,
Founder
& CEO,
Craftsvilla

“ Magic happens when you define a table to dance on, magic happens when you are cash strapped.”



**Raghu
Krishnamoorthy**
Chief Learning
Officer, GE

“ Intelligence is no more the differentiator, execution skills are passe and passion and risk-taking are more valued today.”



Hari Buggana
Managing
Director,
InvAscent

“ Hari described the different models of health care services that are emerging in India and how investors are placing their bets. He also clarified that as far as innovative business models in this sector is concerned, India is ahead of the curve when compared to developed markets.”



Words of wisdom

THE FACULTY

Business Policy

- **Ashish Nanda**
Ph.D. (Harvard)
- **Anurag K Agarwal**
LLM (Harvard), LLD (Lucknow)
- **Ajeet Narain Mathur**
Ph.D. (IISc, Bangalore)
- **Karthik D**
Fellow (IIMA)
- **M R Dixit**
Ph.D. (IIT, Kanpur)
- **N Venkiteswaran**
ACA
- **Shailendra Mehta**
Ph.D. (Harvard University)
- **Sunil Sharma FPM**
(Business Policy), IIM Ahmedabad
- **T V Rao**
Ph.D. Psychology (SPU)

Communications

- **Asha Kaul**
Ph.D. (IIT, Kanpur)
- **M M Monippally**
Ph.D. (Manchester)
- **Meenakshi Sharma**
M.A., Ph.D. (Queensland University)

Economics

- **Errol D'souza**
Ph.D. (JNU)

- **Satish Deodhar**
Ph.D. (Ohio State University)
- **Samar Datta**
Ph.D. (Uni. of Rochester)
- **Sebastian Morris**
Fellow, IIM Calcutta (Economics)
- **Viswanath Pingali**
Ph.D., Northwestern University

Information Systems

- **Rekha Rani Jain**
Ph.D. (IIT, Delhi)
- **Subhash Bhatnagar**
Fellow (IIMA)

Finance & Accounting

- **Shailesh Gandhi**
Fellow (IIMA)
- **Rajendra Patel**
AICWA, ACA, PGDM (IIMA)
- **Prem Chander**
Fellow (IIMA)
- **Jayanth R Varma**
PGDM (IIMA), AICWA, Fellow (IIMA)
- **Mahendra Gujarathi**
Fellow (IIMA)
- **Ajay Pandey**
(Dean, Faculty) Fellow (IIMA)
- **Joshy Jacob**
FPM, Indian Institute of Management, Lucknow

- **Sidharth Sinha**
Ph.D. (University of California, Berkeley)
- **Sobhesh K Agarwalla**
Fellow (IIMA)

Marketing

- **Arindam Banerjee**
Ph.D. (SUNY at Buffalo)
- **Abraham Koshy**
Fellow (IIMA)
- **Arvind Sahay**
PGDM (IIMA),
Ph.D. (Texas Uni, Austin)
- **Piyush Kumar Sinha**
Ph.D. (SP Uni)
- **Dheeraj Sharma**
Doctoral Degree Louisiana
Tech University, USA

Organizational Behaviour

- **Kirti Sharda**
Fellow (IIMC)
- **Deepti Bhatnagar**
Fellow (IIMA)
- **Parvinder Gupta**
Ph.D. (IIT, Kanpur)
- **Pradyumana Khokle**
Fellow (IIMA)
- **Neharika Vohra**
Ph.D. (Manitoba)

Personnel & Industrial Relations

- **Sunil Maheshwari**
FPM (IIMA)
- **Biju Varkkey**
Fellow (NIBM, Pune)

Production & Quantitative Methods

- **Chetan Soman**
MTech (IIT, Bombay),
Ph.D. (Groningen)
- **Goutam Dutta**
Ph.D. (Northwestern Uni)
- **A K Laha**
Ph.D. (ISI, Calcutta)
- **Saral Mukherjee**
Fellow (IIMC)
- **Bandyopadhyay Tathagata**
Ph.D.(Uni of Calcutta)
- **Samir K Barua**
MTech (IIT, Kanpur), Fellow (IIMA)
- **Debjit Roy**
Ph.D. (Uni. of Wisconsin-Madison)
- **Karthik Sriram**
Fellow Programme in Management
from IIM Bangalore
- **Apratim Guha**
Ph. D. (University of California,
Berkeley)

- **Sachin Jayaswal**
Ph.D. Management Sciences,
University of Waterloo, Canada
- **Ravichandran N**
Ph.D. 1980 Applied Probability
Indian Institute of Technology,
Madras
- **Sobhesh K Agarwalla**
Fellow (IIMA)
- **Sundaravalli N**
Ph. D., IIT Bombay

Public Systems Group

- **Amit Garg**
MTech (IIT, Roorkee), Fellow (IIMA)
- **Anil K Gupta**
Ph.D. (Kurukshetra), Fellow (NASS)
- **G Raghuram**
Ph.D. (Northwestern)
Indian Rly Chair
- **P R Shukla**
Ph.D. (Stanford)
- **Ankur Sarin**
Ph.D. (Uni. of Chicago) Faculty



OTHER IIMA PROGRAMMES

PGP

Selected through the most rigorous admission procedure, the participants of IIMA's PGP go through a thoroughly challenging and enriching academic experience during their two years on campus. The PGP constantly strives to remain on the cutting edge of modern management education, instilling teamwork, a global focus, an ability to innovate and above all, an unflinching stress on excellence in its students. The curriculum exposes the students to a number of real life situations and contemporary tools of analysis that have been perfected through the case method of pedagogy. The PGP class represents a rich gamut of socio-cultural and educational backgrounds, in addition to a healthy mix of fresh graduates and candidates with prior work experience. They choose diverse career interests ranging from Finance, Marketing, Consulting, Technology, General Management, Policy Making and even Non-Profit Sectors. Recent years have also seen a surge in the entrepreneurial spirit with a growing number of graduates deciding to pursue their own dreams.



PGP-FABM

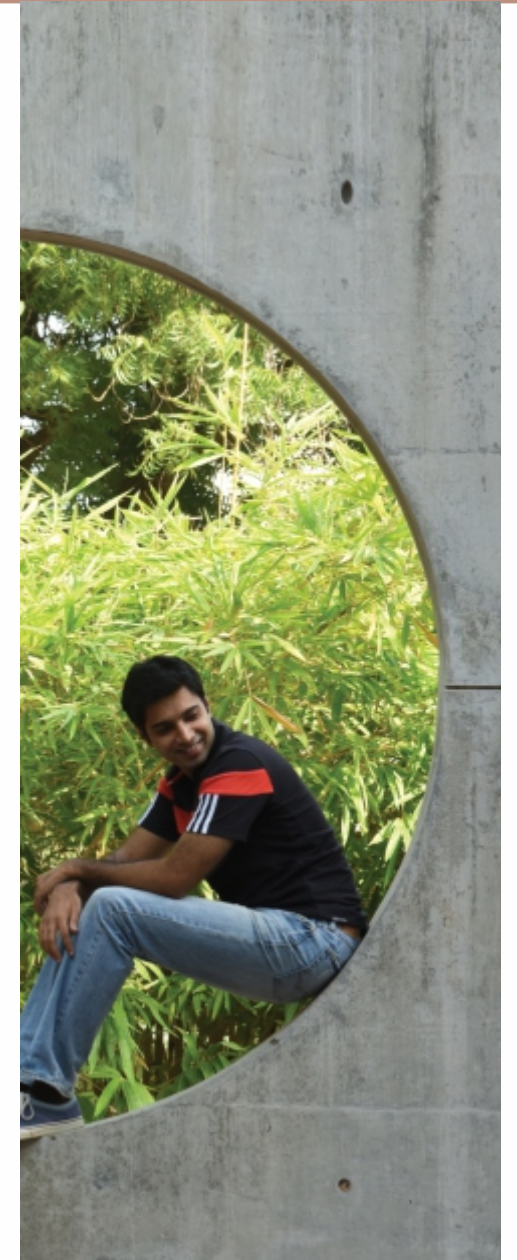
IIMA is one of the few management schools in the world which offers a two-year full-time Post-Graduate Programme in Food & Agri-Business Management (PGP-FABM). Students choose from courses including Agricultural Finance, Strategic Food Marketing, Public Policy, Agribusiness and Energy Markets, Management of Micro Finance, Carbon Finance and more. The programme has been consistently ranked Number One in Agribusiness and Food Industry Management programmes in the World by Eduniversal, France. The program has evolved to become a leader in agribusiness management and goal is to remain a premier programme in educating the sector's decision-makers. The programme provides comprehensive exposure to the managerial concepts, tools, and techniques required by the food and agribusiness sector and prepare students for management positions in this increasingly complex field. The programme also exposes students to the rural environment, society and institutions through an innovative Rural Immersion module in which students spend about 4 weeks in typical rural areas and undertake live projects.

FPM

The Fellow Programme in Management (FPM) is the doctoral programme of the Indian Institute of Management, Ahmedabad. The objective of the programme is to provide students with necessary skills to identify and conduct research on complex issues in the field of management.

Course work in the first year provides a general management overview and develops basic skills to analyse managerial problems. In the second year, students take advanced doctoral level courses in their areas of specialization. The doctoral dissertation, over the next couple of years, provides them with an opportunity to make original contribution to an area of management or to one of its source disciplines.

The programme is strongly committed to preparing thought leaders both for the academic and corporate world. IIMA's world-renowned faculty brings relevant managerial issues into the classroom and in their research, creating an exceptional environment for developing a research programme that can build sound theory for analysing complex managerial problems.





Student Placement Committee

Jaipal Yadav

x15jaipal@iimahd.ernet.in
+91 9909927831, 7046014724

Kannan Ramamurthi

x15kannan@iimahd.ernet.in
+91 9909927824, 7738053600

Karthik Kannan

x15karthik@iimahd.ernet.in
+91 9909927823, 7046014730

Rohit Nargunde

x15rohitn@iimahd.ernet.in
+91 9909927825, 9545598844

Saket Kumar

x15saket@iimahd.ernet.in
+91 9909927820, 7744003346

Sumedh Ranadive

x15sumedh@iimahd.ernet.in
+91 9909017891, 7046014677

Tejpal Singh Kang

x15tejpal@iimahd.ernet.in
+91 9909927822, 9910344088

Placements

pgpxplacecom@iimahd.ernet.in

Chairperson, Placement Committee

Prof. Satish Deodhar

chr-plcm@iimahd.ernet.in
Phone: +91 79 6632 4817

In-Charge, Placement Office

Mr. R Baskaran

icplacement@iimahd.ernet.in
Phone: +91 79 6632 4666