



THE TRANSFORMERS

Leaders of change

PGPX

POST-GRADUATE PROGRAMME IN
MANAGEMENT FOR EXECUTIVES

CLASS OF 2016



INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

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INDIAN INSTITUTE OF MANAGEMENT AHMEDABAD

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“ Experience without theory is blind,
but theory without experience is mere intellectual play.”
- Immanuel Kant



Message From THE DIRECTOR

It gives me immense pride and pleasure in introducing to you the PGPX class of 2016, the tenth graduating class of the PGPX program. Every year, 85 of the best management professionals from India and abroad are selected for this unique one year learning experience at IIM Ahmedabad.

This is a class of highly accomplished individuals, with exceptional managerial and leadership abilities, honed by the academic rigour and challenging learning environment that this course provides. These professionals have an average work experience of 10 years in various industries and functional areas. Several of them have substantial international experience. The students have leveraged their experience to make best use of the learning opportunities provided by the course, the faculty, and their peers. Their learning has been supported by the Institute's case-method based pedagogy and lively discussions in the classroom and beyond.

The PGPX program has a successful history of developing industry leaders of the future. Graduates of this program have excelled in leadership positions across a diverse set of industries. I am confident that in our PGPX class of 2016, you will surely find the leaders you are looking for - individuals with high motivation level, talent, and experience to add value to your organization and together achieve your goals.

Professor Ashish Nanda



Message From THE PROGRAMME CHAIRPERSON

Dear Recruiter,

In today's fast changing world, it is often said that intelligence is increasingly becoming a commodity and the ability to learn and re-learn is coveted. Nothing is constant except change itself. With our PGPX program, the intelligence of the class and the ability of these professionals to deliver is a given and learning for them doesn't end at IIMA. As we celebrate a decade of our highly successful PGPX program, I have witnessed for myself how the program has shaped out to be a crucible where the experience and realism is blended with the best of management learning that the country can offer. This yields talent that is worthy of leading the Indian industry in the years to come.

Within the class of 85 students, I am sure you will find the specific mix of technical knowledge, functional experience, industry background and leadership traits that you are looking for in your leaders of change.

It gives me great pleasure to introduce the PGPX Class of 2016 to you.

Professor Sunil Maheshwari



Message From THE PLACEMENT CHAIRPERSON

Visitors to the picturesque 100 acre institution called IIMA get a chance to walk through a unique 100-foot underground passage. This passage not only connects IIMA's heritage campus to its new campus but acts as a permanently open 100-foot underground photo gallery that depicts IIMA's progress from its inception to crossing the half-century mark.

This unique gallery is an embodiment of the IIMA's character – seamlessly connecting India's business heritage to the new-age management practices. By harnessing the accumulated knowledge of about 300 former faculty members over the last half century and anchoring the knowledge base of about 100 current faculty members into it, IIMA has turned itself into an academic colossus. Today, graduating from this colossus has become the rite of passage for the would-be successful young managers and entrepreneurs. Dear Recruiters, Welcome to IIMA! It gives me immense pleasure to introduce to you the 85-member strong contingent of executives that constitutes the class of PGPX 2015. These executives were selected through a rigorous, internationally conducted admissions process that included leadership profiling, personal interviews and a highly competitive average GMAT score of 706. The candidates have an average work experience of about 10 years and despite being away from school for a reasonable period of time, they have gone through a highly demanding academic programme and the intellectual rigour of IIMA. The programme design is based on a vigorous debate that brought out the best from corporate executives and IIMA faculty.

Through my engagement with the programme in my capacity as the Placement Chair, I have followed the academic progress of the PGPX executives very closely. I can confidently say that they are the best in the business. It is no surprise that PGPX has been consistently ranked either first or second worldwide in terms of Career Progression by Financial Times. Come, visit us and harness the rich experience, commitment, integrity and the management skills of executives that we have nurtured here at IIMA.

Professor Satish Deodhar





PGPX is ranked

- No. 1 One Year MBA Programme In India
- No. 2 In Career Progression Worldwide

FT GLOBAL MBA RANKINGS 2015

PGPX - AN AMALGAM OF EXPERIENCE AND LEARNING AT IIMA

Imagine 85 dynamic professionals, each with a unique skill set, powered by rich industry experience spanning across sectors and continents. All raring to make a difference and make their mark. When this group deliberates and brainstorms with India's best management faculty over 800 classroom hours, and finds solutions to some of the toughest business problems over 300 case studies, the outcome is transformational. The Indian Institute of Management, Ahmedabad, proudly presents to you the PGPX Class of 2016 - a talented group of future leaders with an ability to build and transform Indian and global businesses, cutting across organizational and cultural borders.

For over five decades, IIMA, India's top ranked management school, has produced exceptionally bright management graduates who have gone to lead and even establish businesses around the world. In 2006-07, IIMA launched the Post Graduate Programme in Management for Executives (PGPX), a one year full time program designed especially for mid-level and senior managers. The first nine batches have created new benchmarks, with companies selecting participants for top leadership and strategic roles. The current batch promises to set new records & break new frontiers.



Infusing learning into experience

PROGRAMME STRUCTURE

PGPX is a one year full time Post Graduate Program in Management for experienced professionals. The design of the program, developed through regular consultations with industry leaders and IIMA faculty, keeps the program relevant and state of the art. Not surprisingly, the PGPX program has been ranked number two in career progression in the world and ranked number one overall in India by Financial Times in its Global MBA ranking.

The famed case based pedagogy and rigorous academic curriculum of IIMA ensures that PGPX students are more than adequately equipped and empowered with requisite knowledge and skill-sets to attain leadership positions and add value to their organizations. PGPX students also undergo an intensive two week International Immersion Program (IIP). In this program, the students attend sessions at leading global business schools. This segment equips the students with an understanding of macro-dynamics of business in an international setting.

The combination of rich industry experience, proven leadership potential and IIMA's academic rigour results in talent that is ready to hit the ground running in today's complex business environment. The graduates from this course have been hired for senior leadership roles, in companies across the globe.



LIST OF COURSES - CORE & ELECTIVES

Leadership and Management

Core Course

- Leadership, Values and Ethics
- Leadership Skills
- Corporate Governance
- Management Communication
- Business Simulation Game (Capstone)
- Strategic Human Resources Management
- Organizational Behaviour

Electives

- Managing and Creating Creativity
- Inspired Leadership through Personnel Mastery
- Advance Course on Managing and Creating Creativity
- Management of Indian and International Commercial Contracts
- Potential to Performance: The Journey of Self-Awareness
- Business Relationships and Networks
- HR Practices in India – A Practitioner's Perspective

Finance and Economics

Core Course

- Financial Reporting and Analysis
- Corporate Finance
- Strategic Cost Management
- Financial Markets
- Firms and Markets
- Open Economy Macroeconomics

Electives

- Carbon Finance
- Effective Management of Financial Function
- Infrastructure Development & Public Private Partnerships
- Financial Statement Analysis
- Venture Capital and Private Equity
- Derivatives and Risk Management
- International Economic and Political Economy
- International Financial Management

Business Strategy

Core Course

- Modeling for Decisions
- Analysis of Data
- Strategic Management
- Legal Aspects of Business
- Mergers and Acquisitions

Electives

- Business Analytics
- Management of New and Small Firms
- Strategic Thinking & Decision Making
- Strategic Management of Information Systems
- Understanding and Assessing Risk
- Social Entrepreneurship: Innovating Social Change

- Strategy and Innovation
- Business Turnaround and Organizational Transformation

Operations

Core Course

- Designing Operations to Meet Demand
- Setting and Delivering Service Levels
- Quality Management
- Management Control and Metrics for Organizational Performance

Electives

- Logistics Management
- Supply Chain Management
- Elephants & Cheetahs : Systems, Strategy and Bottlenecks
- Perspectives on Operations Management

Marketing

Core Course

- Assessing and Creating Customer Value
- Delivering and Managing Customer Value

Electives

- Marketing Management in the World of Hi-Tech & Innovation
- Strategic Business-to-Business Market Management
- Real Estate Management
- Strategic Marketing





Beyond borders. Across cultures.

PROFILE - CLASS OF 2016

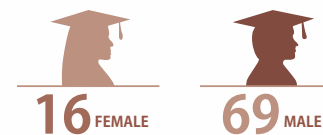
AVG. GMAT SCORE



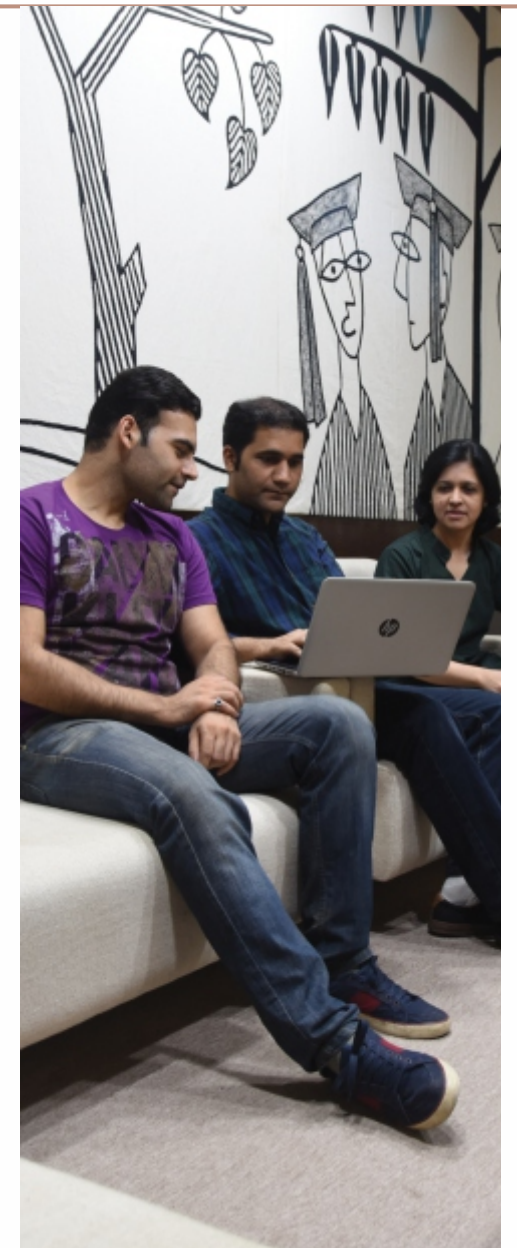
3 INTERNATIONAL STUDENTS



GENDER DIVERSITY

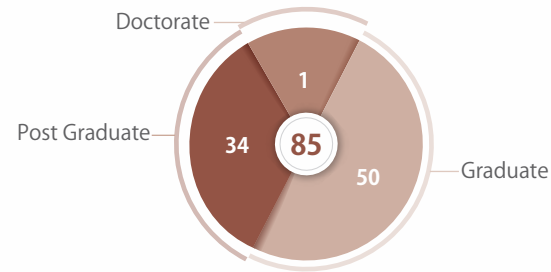


43 STUDENTS WITH INTERNATIONAL EXPERIENCE

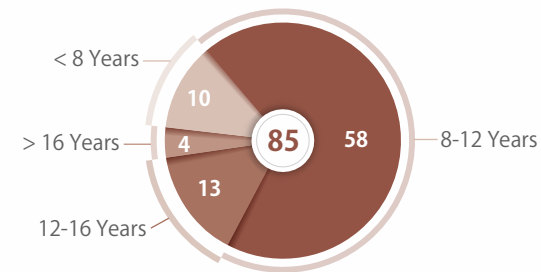


PROFILE - CLASS OF 2016

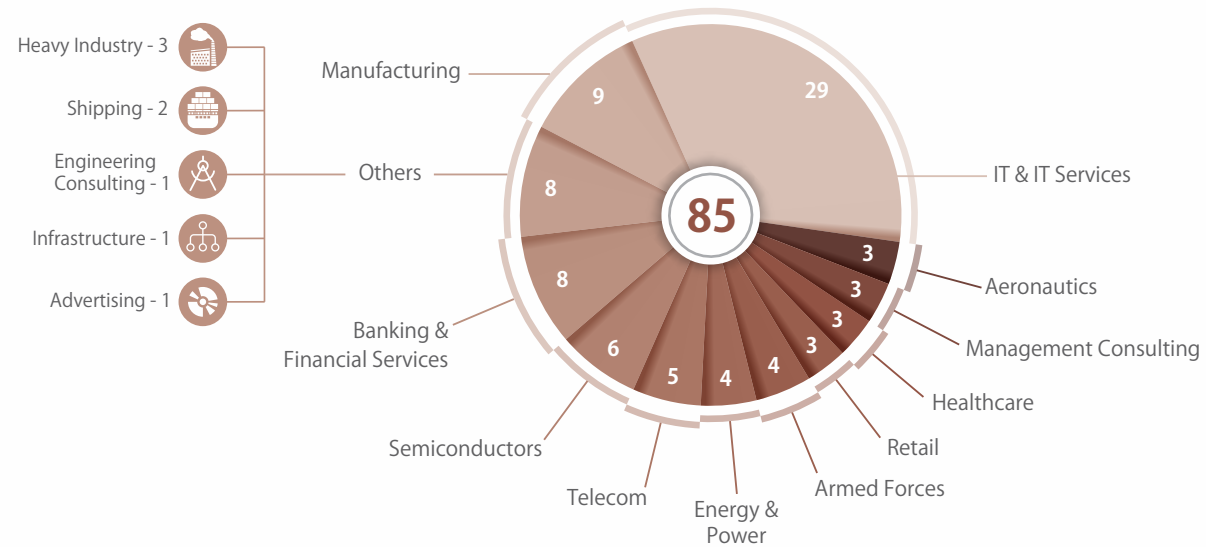
Educational Qualification



Work Experience



Industry Background



Experienced. Versatile. Focused.



“The PGPX course provided me with the perfect one year intensive training & overview in general management that I wanted. The quality of the faculty, classmates as well as the intensity of the program made it possible for me to broaden my approach to thinking about management problems and issues.”

- James Beeson, Alumni, Class of 2007
Vice-President, Finance at United Water, China



Abhishek Gupta

B.Tech. (Mining Machinery Engineering, Indian School of Mines, Dhanbad)

12 years of global experience in business development, stakeholder management, transition management and IT consulting.



Amar Kumar Choudhary

B.E. (Mechanical)

8.5 years of Project Management, Proposal, Quality & Risk Management and Engineering Consultancy in Oil & Gas and Fertilizer Industries.



Amit Kumar

BIT, Delhi University
PMP® - Project Management Institute (USA)

IT Program Manager with 10+ years of global experience in Product Development, Project Management, and Stakeholder.



Amit Kumar

M.A. , B.A. (Hons) in French,
JNU New Delhi
CAIIB, IIBF, Mumbai
MDP, IIM Lucknow

9 years of experience in Treasury Business Development and Solutions, Corporate Credit and General Banking in SBI.

Engineering Manager, United Health Group, India

- Successfully implemented a strategic business transition that lead to resource consolidation , and is expected to save \$30 mn between 2014-2016
- Planned and executed the recruitment, on-boarding and ramp-up strategy ensuring business continuity during transition
- Managed a 60 member cross - functional team , which had the ownership of managing and maintaining as many as 12 legacy assets of the company

Project Manager, Wipro Limited, US/India

- Managed a portfolio yielding \$40 mn annually - activities involving resource planning, billing and invoicing for the world's largest Hi-Tech electronic equipment manufacturing company
- Managed stakeholders and a 15 member strong geographically separated multi-vendor team to architect a business analytics system that will manage and track the usage and maintenance of capital equipment owned by the company, holding a net worth of \$50 bn

Technology Lead, Infosys Technologies, US/India

- Led design and development of several large and complex projects across domains such as US Healthcare and Telecommunications

<https://in.linkedin.com/in/abhishekgupta17>

Dy. Manager, Engineers India Ltd.

- Handled contracts worth \$165 mn for mega hydrocarbon project from Concept to Commissioning. Projects include BORL, MRPL, IOCL, Panipat&GAIL, VijapurPC(II)
- Responsible for Management reporting, Progress review and action plan management, Man-hour estimation, control and deployment decision
- Revamped Fertilizer division of EIL, formulized execution policy and established task force
- Instrumental in winning international projects worth \$20 mn in Bangladesh, Nigeria & Indonesia
- Prepared project proposal of ₹200 Cr. Implemented Activity level Man-hour allocation method and saved 20% proposal cost
- Led Field Cell of 10 engineers and restored Construction progress clearing backlog of 14% in a record 4 months

Achievement

- Negotiated multiple orders worth ₹50 Cr. leading to 15% cost savings
- Reduced drawing approval cycle time by 30% by implementing online document management system
- Received management appreciation for initiating“PDMS Support Modeling Scheme” to solve re-engineering problem saving 600 man hours

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

Technical Project Manager, LRN Technologies

- Managed multiple projects on Data analytics and Experiential Learning
- Led a team of vendors, software developers, and infrastructure personnel on a mission-critical project to reduce the E-learning course development cycle by 92%, resulting in competitive advantage
- Participated in designing the Technology Roadmap, Resource Forecasting and Budgeting as a core team member
- Involved in Risk Management, Vendor Management, Contract Negotiations and Recruitment

Technology Lead, Infosys

- 5 years of onsite experience(AT&T, USA) managing medium and large scale projects
- Led a team of 30 developers on a software product worth \$3 mn in annual revenue and 5000 licensed users across USA, Europe and APAC
- Worked on RFPs and product pilots
- Primary Architect of application to gather real time data for efficient planning of truck rolls with annual savings of \$1 mn
- Led a team of 15 on a critical fallout-handling module for the AT&T resulting in savings of \$5 mn
- Led 400 people strong Infosys Center as the Lead Configuration Controller to successfully achieve AT&T Security compliance

<https://in.linkedin.com/in/amitkumar0414>

Treasury Official, Global Markets, SBI

- Managed treasury portfolio worth ₹ 280 bn
- Built relationship with corporates across Maharashtra, Goa and Chattisgarh
- Advised corporates on financial markets and managing risks, including interest rate risk in their treasury portfolio
- Structured customised treasury products using permitted derivatives
- Contributed in development, launch and marketing of SBI FX Trade, an online currency futures trading platform

Credit Analyst, SBI

- Undertook credit risk appraisal and assessment of new as well as existing advance accounts
- Recommended and obtained sanction for 100+ advance accounts

Field Officer, SBI

- Managed advances portfolio worth ₹ 550 mn comprising units from different industries
- Handled pre-sanction and post-sanction processes of 35 advance account

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



“For Bharti Airtel, 2013 was the first time we came to IIMA PGPX. It was a delight to meet a group of experienced professionals, who had made the choice to undergo a rigorous PGPX programme at IIMA. We found in them an urge to relaunch themselves, and a burning ambition to get back to work and excel. The placement team went out of the way to present the batch credentials in a very impressive manner. Today, all the PGPX hires are handling exciting roles in IT, Networks and Finance in Airtel.”

- Ms. Harmeem Mehta, Global CIO
Mr.Srikanth Balachandran, Global CFO& CHRO, Bharti Airtel



Amit Sharma

B.Sc. (PCM) ,Ewing Christian College,
University Of Allahabad
B.Tech. (Electronics & Telecommunication)
University of Allahabad
SIX SIGMA Green Belt

10+ years experience in Defence Manufacturing Unit involving Production, Maintenance, Product Support, AMC & Installation and Commissioning of Radars.



Amrutha Bhatt

B.E (Computer Science),
Certified Product Manager (CPM),
Certified Cloud Professional

Digital Technology Professional with 7 years experience in software development, product engineering, product management in CRM and BFS domain.



Anshul Sharma

B. Tech. (Electrical), Govt. Engg. College,
YMCA, Faridabad
PMP® - Project Management Institute (USA)

10 years of global experience in IT project management and client engagement in Electric Utility domain.



Anshuman Chorera

B.E. (Computer)
Mumbai University

IT Portfolio Manager with 12 years of global experience in delivering IT projects for Retail Banking and Telecom clients.

Deputy Manager, Bharat Electronics Limited

- Led a team of nine people to successfully execute Production Testing, Installation and Commissioning and maintenance of Radars. Oversaw work related to three Radars- SRE, INDRA-II and STAR-2000, installed at over 70 locations all over India
- Organized and imparted Operation and Maintenance training on various Radars to Defence Personnel Assisted in manpower planning, workspace planning, asset requirements projection and personnel movement to sites
- Worked as Site coordinator for Installation and Commissioning of SRE Radar at two sites. Had been part of teams during technology absorption phase of new Radars produced under ToT and AMC Negotiations thereafter
- Conducted Quality Acceptance Test of Radar sub-assemblies such as EHT Tank, Heat Exchanger and RF-IF assemblies
- In 2012, received training on STAR-2000 Radar at France

Assistant Manager, Indraprastha Power Generation Co. Ltd.

- Worked in the Control and Instrumentation Department

Achievements

- In 2006, received appreciation letter from Bhatinda Unit of Air Force for providing critical support for INDRA-II Radar
- In 2011 and 2012, received suggestion awards for 'Design and Manufacturing of Temperature Monitoring Unit' and 'Repair of LIU interface Test jig'

Team Lead, Cognizant

- Led the design and delivery of critical modules of mobile and internet applications for a US retail bank
- Delivered a software module that mitigates the legal risk arising out of digital applications for a US bank
- Delivered an innovative solution that significantly reduces the effort in rolling out key applications in newer geographies for a US brokerage firm

Senior Applications Engineer, Oracle

- Integrated Oracle's CRM suite with an external product to enhance the effectiveness of sales personnel
- Rolled out access control and user security features for Oracle's mobile CRM application

Career Highlights

- Rich experience doing a variety of roles in areas of Market Research, Business Case Preparation, Patent Literature Survey, Client Management, Project Planning, Design & Development, Training & KM
- Excelled working at the intersection of technology and business to acquire technical expertise in Programming, Application Architecture, Middleware, Web and Mobile Development and functional expertise in CRM and BFS domain

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

Technology Lead, Infosys

- Led a global team of 25 people on a \$30 mn Managed-Services project for a large US utility client
- Involved in building and managing client relationship at senior management level and providing policy and process solutions for a \$100 mn US utility account
- Anchored architecture and application design efforts and provided subject matter expertise for the development of a new Utility Usage Data Reconciliation solution, worth \$0.5 mn, thereby saving 50% of project cost for clients
- Conceptualized and implemented Technology Framework upgrade for a business-critical Computer-Telephony Integration (CTI) solution providing cost savings of 70%
- Led multiple projects at client's location with end-to-end responsibility of initiation, design, development, schedule, implementation, and financials

Achievements

- Most Valuable Player - Infosys BU award received by 1% of 20,000+ employees
- Best Project Team – Infosys BU Best Project award for delivering \$1.2 mn / year project with zero defects and with continuous improvement in productivity and value add

<https://in.linkedin.com/in/anshulsharma04>

Senior Project Manager, Infosys

- Managed a global project team of 110+ people and annual revenues of \$6 mn in development and enhancement of front-end applications for retail banking operations of one of the largest banks in North America
- Cultivated an innovation culture in the team which enabled us to achieve over 5% annual productivity improvement for 4 years
- Strengthened various processes to reduce escaped defect density from over 2 defects per 1000 person hours to 0.5 defects
- As onsite manager, was able to restore client confidence - shaken due to a spate of issues, in a few weeks after being given the additional responsibility of the project
- Lead the transition of support contract of 25+ banking center applications from another vendor and reduced the issue queue size from 400+ to double digits in three months and sub-20 in six months
- Played an important role in the Operation Support System (OSS) development team for one of Belgium's largest telecom operator that delivered multiple transformational projects for enabling the launch of Digital TV, MVNO and other products

Achievements

- Won the Most Valuable Player Award for Execution (Offshore) within the Infosys Banking & Capital Markets Unit

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



“ The PGPX class brings together a wealth of experience, an extraordinary level of motivation and a high degree of intellectual energy. It is a pleasure teaching this group, and I am sure that they will distinguish themselves in their careers. ”

- Prof. Jayanth R. Varma
Faculty, Finance and Accounting Area, IIMA



Anuj Jain

Chartered Accountant (ICAI), B.Com (Osmania University)

Investment Banking and Corporate Finance advisory professional with 9 years of post-qualification experience.



Arnab Maity

B.Tech (Electronics and Telecom), Institute of Engineering and Management, Kolkata

11 years of global experience in technology consulting , strategic planning and business transformation in the payments domain.



Arunava Guin

B.E. in Computer Engineering

9 ½ years experience in IT Sales & Business Development with Multi Billion Dollar Companies & a Start-up handling verticals such FSI, Consumer Goods, Services and ITES.



Ashish Ahuja

Chartered Accountant (CA) M.Com. & B.Com. Mumbai University, CFA level 2

7+ years of professional experience in accounts and finance including 4+ years of post qualification experience in indirect tax consulting.

Vice President - Investment Banking Advisory, Capital Fortunes Private Limited, Hyderabad

- Advised corporates and startups on fund raising, corporate strategy and business planning for scaling businesses
- Professional adept at deal sourcing and closures: Advised client's senior management through the transaction life cycle (deal analysis, valuations, negotiations and structuring) of large M&A and private equity deals
- Business development: Lead key industry verticals; established relationships with 125 companies/funds
- Key transactions: Equity placement (\$100 mn+) by a large cement company; Joint venture for an upcoming mega theme park; Investment into a US bio-pharma player

Assistant Vice President - Mergers & Acquisitions, BMR Advisors

- Worked on complex M&A transactions (deal size \$20 mn - \$100 mn)
- Key transactions: Strategic advisory to a Japanese conglomerate; Buy side M&A advisory to a NYSE listed client (consumer durables)

Consultant – Transaction Advisory Services, Grant Thornton

- Exhaustive analysis for strategic/ private equity transactions
- Executive - Assurance, S.R. Batliboi & Co (Ernst & Young)

<https://in.linkedin.com/in/anujjain6>

Senior Architect, Cognizant, USA

- Conceptualized and implemented an engagement of \$2 mn annually to develop global data analytic framework for payment processing clients
- Led an engagement of \$0.5 mn to create real time reporting across screen sizes of relevant KPIs at various tactical and strategic levels for one of the largest bank on the globe
- Encored customer relationships to create roadmaps for open source technology acceptance and usage resulting in cost savings of \$0.5 mn
- Anchored multiple workshops and RFPs in the range of \$3 mn for migration of client applications to cloud infrastructure

Architect, Cognizant, USA

- Spearheaded a team of 20 across US, India & Europe to deliver critical technology assets for fraud and risk analysis framework for card processing which generated \$5 mn of revenue for Cognizant
- Envisaged and led a strategic operational efficiency engagement of \$1 mn in revenue to re-engineer a platform for contactless payment processing

Achievements

Conferred "Guiding Star" & "Above & Beyond" awards for outstanding contributions in 2008 & 2012

<https://in.linkedin.com/in/arnab81>

VYMO Solutions – Sales Head

- Led the sales, business development strategy and execution initiative for a niche Mobility Start-Up
- In a period of 10 months Cracked large accounts in FSI and Consumer Goods vertical leading to 150% growth in order book

Salesforce.com – Corporate Sales Manager

- Won a heavily competitive first major account in Travel & Tourism Vertical - \$ 300K
- Led the Salesforce India team for the global roll out at one of the world's largest BPOs coordinating Salesforce-Americas, System Integrator and Client Business and IT teams

SAP – Senior Channel Sales Manager

- Drove Strategic relations with CXO community leading to 150% increase in pipeline generation
- Won large SAP expansion deals in pharmaceutical and shipping verticals - \$ 1 million

Hewlett Packard – Software Sales Specialist

- Achieved beyond target 30% YoY Testing Solutions sales growth with key wins in Financial Services, IT Services, Manufacturing and Telecom
- Won a large Application Lifecycle Management strategic deal of \$500k with an IT services company

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

Senior Consultant, Ernst & Young LLP

- Managed 10 key accounts within the Financial Services sector to deliver indirect tax advisory and compliance services - including account planning, coordination and execution
- Spearheaded the forming of path breaking tax solutions on various industry wide transactions
- Restructured transactions for improved tax efficiency, reduced legal risk by innovative evaluation of tax positions
- Managed tax litigations at multiple forums in India
- Led multiple teams in the evaluation of business processes to identify unknown tax design risks and tax process risks
- Authored periodic update publications by evaluation of dynamic amendments in relevant tax and regulatory laws

Co-Founder and Director, VRA Retail and Food Solutions Pvt Ltd

- Co-founded and established an e-retail platform for non-veg items (www.seafoodandmeatco.in)

Full time Article Executive, NJ Zaveri & Co

- Carried out audits, filed statutory returns and prepared the financial statements for clients

<https://in.linkedin.com/in/ahujaashish1>



“As Asia gains prominence on the global stage and the economies of Asia transform to digital economies, renowned programmes such as IIMA's PGPX provide a unique combination of academic rigour coupled with real world cases to prepare professionals for the challenges of next generation leadership. I was honoured to have the opportunity to address and connect with the class of PGPX 2016 during my visit to IIMA and to discuss the future of a hyper connected Asia with the 2016 cohort. The experienced professionals that I came across at the institute have a high degree of passion and intellectual curiosity.”

- Adaire Fox-Martin
President, SAP Asia Pacific Japan



Ashutosh Upadhyay

M.Tech. (Computers & IT), IIT Kharagpur
M.Sc. (Defence & Strategic Studies),
University of Madras
B.Tech. (Electronics & Comn Engg),
Jawaharlal Nehru University

22 years of leadership experience in Army(Signals) dealing with planning/ implementation of complex telecom and IT solutions.



Atul Kumar

B.Tech. & M.Tech. Dual Degree
(Chemical Engineering),
IIT Bombay

8+ years of experience in Client Management, Analytics Consulting and Strategic Planning.



Bipin Kamat

B.E. (Mechanical), University of
Pune, India
Certified 6 Sigma Black Belt

A manufacturing and business transformation professional with 10 years of global operations and strategy experience in a Fortune 50 heavy machinery company.



Vishnu Mamidipally

M.S. (Electrical Engineering),
The University of Texas at Dallas, USA
B.E. (Electronics & Comm),
Kuvempu University, Karnataka, India

ITIL, Project Management
(Kepner Tregoe), Higher Diploma in
Software Engineering (Aptech).

10+ years of international experience in IT Program Management & Client Integration in Financial Services Industry.

Director, Joint Communication Electronic Staff, MoD

- Single point interface of MoD on all Comn & IT matters. Involved in architectural design of 10,000 cr project “Network for Spectrum”
- MoD representative in country’s top spectrum management body. Represented country in World Radio Conference at Geneva in March 2011

Commanding Officer Signal Regiment

- Headed Army Signal Regiment (900 technical personnel) responsible for comms and IT networks over 1000 kms. Also headed Training Regiment responsible for technical training of personnel
- Conceptualized and implemented projects to improve the reach and capacity of networks by rolling out OFC, deploying enterprise IT solutions, installation of routers/ switches

Software Development Team, Project CIDSS

- Headed Software Development Team of major IT Project (1000 cr) designed to automate operational and logistics functions of Army
- Taught Software Engg and DBMS to postgraduate level students
- Achievements Awarded Chief of Army Staff Commendation for meritorious service

Manager - Analytics, United Health Group

- Managed Marketing Analytics engagement for a 3 mn UHC Medicare member base
- Responsible for formulation and implementation of strategy to increase member acquisition and retention through multi channel marketing approach
- Led response to RFI for Healthcare Fraud Detection Solution for Insurance Regulatory and Development Authority, India

Engagement Manager, Cognizant Analytics

- Managed a Strategic Analytics team catering to global top 10 pharma companies generating revenues of \$ 4 mn
- Advised clients in their marketing externalization initiatives including co-promotion & call swaps deal, & post merger salesforce integration.
- Led multiple cross functional teams across Analytics, IT and Research to deliver customer centric analytics solutions worth \$ 0.5 mn

Achievements

- Awarded by senior leadership at UnitedHealth Group, India for outstanding contribution
- Recognized for Valuable Contribution by Cognizant Analytics 2009

<https://in.linkedin.com/in/ashutoshupadhyay18>

<http://in.linkedin.com/in/kumaratul>

Project Manager, Caterpillar India Private Limited

- Successfully converted business opportunities spanning functional areas of product cost management and manufacturing systems into saving of \$ 4,50,000

Manufacturing Engineering Supervisor

- Anchored order to delivery business transformation (ERP + Mfg. Systems) as a site coach at Caterpillar’s oldest Dozer plant at East Peoria, IL
- Key responsibilities included development, training and change management at the facility. Managed a team of experienced manufacturing systems engineers
- Steered - Engineer to Release - manufacturing systems, and manufacturing engineering workflow development for fabrication and machining streams

Manufacturing Engineering Specialist

- Led advanced cost negotiations, cost avoidance and strategic supplier selection projects through effective cost modelling; resulting savings of over \$ 1.5 mn
- Led competitive benchmarking projects to influence cost structure changes and set based engineering of future products

Awards

- Vice President’s recognition of significant contribution in Caterpillar’s Track Type Tractor facility’s business transformation effort

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

Vice President, Barclays Capital, New York, USA

Leadership and Program Management

- Global Manager for Technology Support & Client OnBoarding services for Prime Brokerage department
- Service Owner for 12 Investment Banking applications with 200 clients across PB, Stock Loan, FX, OTC & Synthetics businesses
- Responsible for managing departmental risks pertaining to: Business continuity, Information/Security risk
- Led global team of AVPs & Analysts based in US, EU & Asia

Client Engagement

- Managed Prime Services client on-boarding pipeline for institutional clients (Hedge Funds)
- Client integration, handover and relationship management

Accomplishments

- Executed technology support integration during Barclays’ acquisition of Lehman Brothers (2009)
- Led the Business resumption plans for department during the Hurricane Sandy (2012)
- Completed two offshoring strategy implementations in EU and Asia
- Successful delivery of regulatory/compliance projects, mission critical to the firm (US, UK, Singapore regulatory mandates)
- Ranked in top performance bracket for 4 consecutive years (2011-14)

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



“Experience puts an additional shine on intelligence. The quality of the students in the IIMA PGPX program is exemplary and the process has been optimised to make the recruitment process truly smooth.”

- Dr Ganesh Natarajan
Vice Chairman & CEO - Zensar Technologies



Chandreyee Bhattacharyya

B.Tech. (Electrical Engineering) ,
West Bengal University of Technology

8+ years of experience in Technology Consulting, Business Analysis & Quality Assurance in Banking & Financial Services domain.



Deepender Singh

B.Tech. (E & I), The Technological Institute of Textile & Sciences, Bhiwani (Haryana) Defence General Management Programme, IIM-L

10 years of experience in Operations/ Project Management, Product Support & Leadership in the Indian Navy.



Ganesh Madhuranath

M.E. (Aerospace Engineering), Indian Institute of Science, Bangalore
B.E. (Mechanical Engineering), Bangalore University

12+ years of R&D Management, Risk Management and Project Management in Aerospace & Defence & Mechanical Industries.



KN Goutham

Post Graduate Diploma in Marine Technology, Cochin University of Science & Technology, Cochin
B.E. (Mech), IFET College of Engineering, Anna University

10 Years of experience in Project planning & Execution, Operations, Refits and Design of Naval platforms in Submarine cadre .

Assistant Consultant, Tata Consultancy Services

- Managed a 45 member QA team for a large global banking client organization in an initiative to replace local applications with a new central core banking suite, to allow the client to leverage any subsequent innovations globally
- Key member of a leadership team that provided quality assurance solutions to the client organization for the APAC region of around 15 countries
- Led a team of 25+ members to provide the business design and development solution for the Homeowner Assistance Program after the Global Financial Crisis (Subprime Lending) in 2008 to help around 440,000 homeowners in US for a the client organization

IT Analyst, Tata Consultancy Services

- Engaged with Client senior management as a Functional Analyst in an acquisition project worth US \$12 bn
- Contributed in providing solutions to the client organization in business requirement gathering, project scope definition and estimation in Banking and Financial Services domain

Achievement

- Awarded “Star of the Month” twice for contribution towards business relationship

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

Project Management & Planning

- Strategic planning of long haul repairs of ships and submarines
- Successfully exploited tools viz. PERT, Quality control and multi-agency coordination towards timely installation of electrical equipment on new induction ships
- Pioneered Formulation of a defect history database leading to time-saving and reduction in installation rework

Operations & Product Support

- Ensured high degree of equipment readiness through forward planning, stringent scheduling, quality control and efficient inventory management
- Provided second maintenance assistance to around 85 ships and submarines of the Indian Navy

Team Building & Leadership

- Successfully led technical teams in challenging conditions onboard Technology intensive Platforms
- Employed innovative management techniques and astute leadership towards teambuilding and culture setting
- Ensured Manpower development through Strategic HR Planning, Designing & Implementing Modules for Vertical & Cross training and 360 degree development
- Led a team of 150 skilled industrial workforce at Naval Dockyards

<https://in.linkedin.com/in/deependersingh81>

Scientist, National Aerospace Laboratories, Bangalore, India

Project Management, Product Management & Change Management for Complex Engineering Engagements in the Aerospace Industry

Design and R&D Project Management for Aerospace Programs of National Importance

- Risk Management, Management & Reliability Analytics for Mechanical, Hydraulic, Landing Gear and Control Systems of Military & Civil Aircraft
- Design Management for Primary Composite Aircraft Structures (Wing & Fuselage) for Military and Civil aircraft
- Design of Landing Gear for Regional Transport Aircraft

Structural Analyst, Ingersoll Rand Bobcat (India and USA)

- Design and Analysis of Primary Excavator Structures
- Design and Analysis of Wheel Loaders

Structural Analyst, Cummins India Limited

- Analysis of major Diesel Engine components
- Torsional vibration analysis for Engine integration

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

Project Planning and Execution

- Delivered detailed design plans pertaining to primary systems for India's strategic naval platforms with the help of a specialized group taking into account the staff requirements, technical requirements, and mission requirements
- Planned, coordinated and executed Harbor & Sea Acceptance Trials of India's first indigenous nuclear submarine INS Arihant (a \$2.9 Billion project) in consultation with various external agencies such as yards, OEMs, Platform designer and Naval Headquarters

Operations

- Led a team of 28 people and executed the major refit (a \$30 Million project) of a submarine within timelines in coordination with yard and material organization
- Managed operations onboard an operational submarine and ensured maximum availability of the submarine (72% which is a new benchmark) for deployment, leading to award of unit citation by Chief of Naval staff
- Revamped the inventory management system onboard submarine thereby reducing retrieval time of spares by 90%
- Resolved stakeholders conflicts thereby ensuring timely delivery of projects

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



“ As someone who has been teaching PGPX students for the past 10 years, past PGPX Chairperson & the present Dean (Alumni and External Relations), I am delighted to introduce the graduating PGPX class of 2016. This class represents an interesting mix of backgrounds from different industry sectors. Continuing the tradition of PGPX program, you will find that this class is ready to hit the ground running in middle & senior management roles. This class represents some of the most heavily recruited students with an average GMAT score of 706 and experience of 10 years. I encourage you to have a conversation with them to choose the best candidate that your company can find in this genre, I daresay, anywhere in the world.”

- Prof Arvind Sahay
Dean (Alumni and External Relationships), IIMA



Harsh Sharma

B.E. (Mechanical Engineering)
British (OCI Holder-India)

11+ years of experience in Aerospace and IT/Engineering services, with 9+ years of international experience.



Himanshu Anand

B.Tech. (Electronics & Communications), GGSIPU Delhi

7 years of experience in Telecom Consulting, Service Delivery, R&D, Product Development including 3 years of international experience.



Himansu Singh

B.Tech (Mechanical Engineering),
IIT Guwahati

8 years' experience in advanced Research and Development, Product Lifecycle Management and Design in the automotive sector.



Jaipal Singh Yadav

B.Tech. (YMCA Institute of Engineering, Faridabad)
PGDM (Management Development Institute, Gurgaon)

12 years of experience in Account Management, Relationship Management, Business Development and P&L Management in Telecom Software.

Engineering Manager- Airbus, UK

- Led a digital integration team to support multibillion dollar A380 & A350 aircraft programmes
- Pioneered a new business process and developed a department to improve business efficiency resulting in savings of \$1.5 mn
- Negotiated budget allocations with the programme head to the tune of \$1.2 mn per annum for 5 years in a row
- Championed business process transformation by introducing a strategic PLM tool connecting in-house engineering to extended enterprise that resulted in a savings of \$430k/year
- Strategized a new organisation structure to enable multi-skilled engineering reducing departmental cost by \$225k/year

Task Leader- Infosys, India

- Forged great working relationship with client as a technical focal point and created leads for three new projects
- Initiated process improvement by implementing automation which resulted in 98% efficiency gain

Achievements

- One of the youngest Band V managers in Airbus UK
- Received "on the spot" Airbus business award given to the top talent
- One of the 25 managers hand-picked from across Airbus to work on project backed by the CEO, Fabrice Bregier

<https://in.linkedin.com/in/harshsharma22>

Product/Project Management, Aricent/Vodafone UK:

- Instrumental in driving business case for new services portfolio in UK. Contributed in developing strategy for setting up new business worth £600K
- Proposed pricing strategy for Postpay subscriber in UK, increasing revenue by £2 mn
- Led team of 20 for 4G Implementation at Vodafone UK in design phase, Vendor Selection & Managing Go-Live Strategy
- Key player in setting up M2M/IoT and new revenue stream for Vodafone Group
- Creation of cost models, SOWs and response to RFI/RFP

Freelance Consultant:

- Drafted & implemented Expansion Strategy for Middle-East Operator for EU Roaming
- Managed Product Development to save roaming cost for ME operator worth \$8 mn
- Implemented solution for global SMS coverage between ME & EU Opco worth \$3 mn

Service Delivery and R&D, Aricent UK:

- Identified operational KPIs - rollout speed, service assurance & billing to align network roll-out with sales & activations
- Developed framework to curb roaming frauds worth \$2 mn
- Implemented solution to simulate mobile roaming in-house saving \$5 mn

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

Deputy Manager (R&D), Maruti Suzuki India Ltd. (MSIL)

- Led a core team of domain experts to evaluate the complete vehicle design methodology and identify key factors to enhance design feature reusability
- Managed a team of seven people to plan and execute new application development and skill enhancement of MSIL engineers for Siemens' new Computer Aided Design (CAD) platform
- Formulated the five-year strategic roadmap for knowledge management and skill enhancement of MSIL R&D engineers

Engineer, General Motors Technical Center India

- Led a cross-cultural team of manufacturing engineers from Mexico, US, and India, to innovate new assembly process for electric vehicles. Total cost avoidance of over ₹5 Cr

Achievements

- Initiated and led a strategic company initiative which built in-house critical design capability and cut annual training costs by ₹10 Cr, and expanded it into a company-wide business operation
- Authored a peer-reviewed journal publication (multiple citations) while still a B.Tech. student, on a complex design process

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

Senior Business Development Manager, Aricent

- Core member of client management team for the largest key account with annual revenue of ~\$60 million
- Delivered over 20% growth in revenue for the business managed, out performing all accounts in the organization
- Managed rebadging of customer development site, ensuring guaranteed \$24 million revenue over 3 years
- Managed opening of a new development site in Vietnam to create a unique value proposition for customer leading to additional annual revenue of 6-8 million USD
- Won multiple projects worth over \$5 million in radio access technologies increasing wallet share to nearly 90% in the domain managed
- Negotiated unique and complex business models with customer, leading to highly engaging client relationship.

Achievement

- Aricent Annual Award for performance par excellence FY 2011-12, awarded to less than 1% employees
- BU Achievement Award FY 2013-14 and 2014-15 for exceeding revenue, profitability and order booking targets
- Awarded multiple certificates and team awards for exceeding financial and business targets
- Ericsson Ace Falcon Award, 2004 for engineering excellence

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



“The one year PGPX program at IIMA has attuned my mind to think holistically and seek answers to the right questions. The learning is immense and the power of network that you build is huge. In my career, I have been able to make a switch from a tactical role to strategic one. It was, indeed, a life changing experience for me.”

- Aditya Bansal, Alumni, Class of 2013
General Manager, RPG Enterprises



Jayant Joshi

B.Tech. (Mechanical Engg) - IIT Bombay
M.Tech. (Specialization: Thermal & Fluids Engg) - IIT Bombay

11 years of global experience in Project Management, Business Development & Entrepreneurship with expertise in automotive engineering .



Jayanthi Radhakrishnan

B. Tech. Indian Institute of Technology, Madras.
PMP, Project Management Institute, USA and a Veteran Sun Certified Enterprise Architect

20+ years of total experience with 15 years in the US leading e-Commerce teams and managing IT projects catering to 50+ international markets.



Jiwan Goyal

B.E. (Industrial Engineering), Thapar University, Patiala, Punjab, India

11 years of experience in Operations Management with expertise in Lean Manufacturing Principles. (2 years of international exposure in USA, Japan, Thailand and France).



Major Kamal S Yadav (Retd)

B.Sc. (National Defence Academy, Khadakwasla, Pune)
Diploma in Advance Material Management
Diploma in Material Management

12+ years of leadership experience in Indian Army focused towards Strategy, Supply Chain Management, Operations and Procurement.

Director, Sinex Primemovers (Manufacturer of specialized electric motors)

- Executed multipronged strategy to establish "SINEX" as a brand (Achieved 15% YOY increase in revenues & ~50% in enquiries)
- Added 8 new OEMs & 30 new end-users as customers
- Improved visibility with new website & SEO (~25% increased enquiries)
- Identified new suppliers & created excel-macro based mini-ERP software for inventory mgmt (~5% decrease in material costs)
- Improved production efficiency & admin quality by automating processes (New CNC machine, Tally for accounting etc)

Engineering Manager, General Motors India

- Developed Hybrid, Automatic & Manual transmission analysis group from 4 engineers to 3 global COE teams of 35 direct reports in 3 years.
- Delivered consistent high quality output (~500 projects, >95% error free)
- Achieved seamless integration of groups with GM's global engg teams across US, Korea and Germany
- Standardized work processes & fostered innovation (15 new analysis methods)
- Created tech career paths for team (3 global tech specialists)

Awards & Honors

- 1 US Patent & several outstanding performance awards

<https://www.linkedin.com/in/jjoshi8dm>

Nu Skin, Utah, USA : Worked in various capacities and led cross cultural teams.

- Established and maintained robust technology systems and processes that spanned operations in 53 international markets supporting 500,000+ distributors and generated a total of over \$500 mn in revenues through e-Commerce in anti-aging skin care and nutrition products
- Helped in establishing the company's technical vision and architectural direction in distributor sales and tracking and innovative social enterprise programs in the areas of M-Commerce, multilingual content management for streamlining the global brand and web analytics. Implemented solutions to reduce costs, improve performance and mitigate risk

Karna Global Technologies: Sr. Consultant

- Trained organizations both within and outside the US on the implementation of the eCommerce product Broad vision. Architected a medical protective Insurance project for GEERC

Engineers India Ltd: Deputy Manager

- Led a team of Engineers and Draftsmen for the design and implementation of structural engineering software, Finite Element Analysis and Computer Aided Analysis and design

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

Industrial Engineering Manager, Michelin India TN Tires Pvt. Ltd.

- Led the set up of Industrial Engineering Department in a greenfield facility and stabilized the annual capacity to 300,000 tires
- Facilitated two business plan cycles in the greenfield project
- Optimized 9 capacities in the plant to meet current and future production targets
- Led the project to set up zonal training centres in India and Dubai
- Achieved accelerated growth and fastest qualification as Industrial Engineering Manager in 2 years

Deputy Manager, Vehicle Assembly Plant, Maruti Suzuki India Ltd.

- Led the Maruti 800 line and Gypsy Line consisting 150 operators and 25 operators respectively
- Implemented Suzuki Production System on Car Line leading to productivity improvement of 15%
- Received Best Individual Performance Gold Medal Award in Production Division for all round performance
- Received Best Coach Award for training Supervisors and Operators – Trained about 1000 Operators and 50 Supervisors on Process Quality Parameters

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

Major-Indian Army (IA) Ordnance Corps

- Strategize supply chain and warehousing operations for 120 combat units of over 12000 SKU's for specific high-altitude warfare
- Worked as domain consultant to General Officer Commanding Division and 120 clients on ammunition and weapon planning, serviceability and supply chain
- Led supply chain, inventory and warehousing operations involving 80,000 SKU's (worth \$15 million) of critical spares and components at a vital logistical depot holding armored corps assets (Tanks T-90,72) of IA
- Worked as procurement officer on two consecutive assignments for procurement of defence assets worth \$ 20 million/year
- Headed cross-functional teams across IA on numerous projects to strategize and streamline SCM & Logistics operation

Manager (Facility and Infrastructure) - Syntel Limited

- Spearheaded infrastructure, facility and operations at Mumbai

Achievements

- Won "Synergy" award in 2014 in Syntel
- Spearheaded project on aggregation of inventory leading to significant cost savings to the tune of \$ 1.4 Million for IA

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



“The quality of the PGPM participants is outstanding. You rarely come across a group of students so mature and experienced yet deeply inquisitive about the intricacies of practical management knowledge.”

Alok Mishra
Vice President Asia Pacific, Johnson & Johnson Medical



Kannan Ramamurthi

B.E. (Electronics and Communication Engineering), Visvesvaraya Technological University, Bangalore

8+ years international experience in Merchandising, Marketing and Business Strategy in the e-commerce and retail industries.



Karthik Kannan

MBA – ICFAI Business School, Hyderabad
B.Com – R.K.M. Vivekananda College, Chennai

9 Years of Sales and Portfolio Management Experience in Financial Markets across the Wealth Management space.



Kaustubh Agashe

MBA, Lancaster University, UK,
B.E. (Mech), India
Six Sigma Black Belt, PMP, PRINCE2,
ITIL v3 Foundation, Chartered
Financial Analyst Level 2 Candidate

MBA with 11 years of experience in Business Transformation and Program Management in Telecom, Fin Services and Supply Chain.



Kavya Madireddi

M.Sc. (Mathematics), BITS Pilani
B.E. (Electrical & Electronics Engineering), BITS Pilani

4 years in Business Development, Strategy Execution in Manufacturing. 3 years in Software Development in a Start-up and MNC.

Head Buying & Merchandising, reliancefreshdirect.com (India)

- Led the buying and merchandising team for reliancefreshdirect.com, an e-commerce initiative of Reliance Retail. Created the 5-year roadmap and built the overall assortment and marketing strategy
- Streamlined the product range, identified revenue maximization opportunities and implemented programs for improving customer service index by 30%
- Managed vendor relationships and closed annual commercial negotiations with key vendors, improved margins by 1+%

Trade Planning Manager, Reliance Retail (India)

- Managed trade planning and marketing for FMCG category with revenue of ₹850+ Cr, successfully delivered high double-digit growth across the 650 stores
- Initiated, designed and implemented a very successful monthly and seasonal theme-based marketing plans across 10 subcategories

Merchandising Manager, Tesco PLC (India, UK)

- Selected for the international talent development program. Led merchandising for sports goods category with revenue of £ 60 mn
- Conducted annual business reviews of various categories and co-led retail media business, delivering back-margin of 2%

Area Manager, Aditya Birla Money, Chennai

- Managed 50+ Crores of Assets of High Net-Worth Individual (HNI) clients along with a team of 2 Relationship Managers
- Added significant value to clients with strategies such as short strangle in options, long only strategies in gold derivatives, diversification strategies spread across liquid to gilt funds and hybrid to sector funds in debt and equity mutual funds respectively
- Dealt with the entire financial product suite encompassing Equity Linked Debentures, Private Equities, Portfolio Management Services, Insurance, Commodity Derivatives, Options Products, Equity Trading, Debt and Equity Mutual Funds, Tax Free Bonds and Deposits

Financial Planner, Karvy Consultants, Hyderabad

- Created a new business division, Karvy Financial Planning, along with a 7 member cross functional team. This division later evolved into Karvy Private Wealth

Achievements

- Received Aditya Birla Financial Services Group award for “Customer Centricity” among 15000 employees, an accolade bestowed upon the top most performer in the country
- Received special rewards and international travel vouchers over various quarters for outstanding results across various financial products

Senior Transition Manager, Vodafone Shared Services (through Magna Infotech)

- Accountable for managing transition of critical Network services from Europe region to India

Senior Manager – Business Lead, Tata Communications Ltd

- Accountable for a large program in Customer Portal domain and back-end processes (Part of Top 5 Corporate initiatives)
- Led a key Data Integrity project which subsequently culminated into Master Data Management (MDM) initiative
- Worked on key corporate initiative to reduce the “Quote to Cash”

Achievements:

Tata Comm Ltd:

- Won a paper presentation competition and received felicitation from the CEO
- Rewarded with opportunity to participate at iAccelerator event at CIIE, IIM-A to present Business Plan

Extra-curricular Activities

- FIDE rated International Chess player. Organized many chess tournaments
- Freelance trainer for Project Management (PMP) and Finance
- Wrote a book titled “Project Risk Management” for Sikkim Manipal University (ISBN: 978-93-5119-270-1)

Business Development Manager, Zyfix Tools Pvt. Ltd.

- Achieved 4% top line growth through horizontal integration by manufacturing moulds for plastic components
- Led a cross functional team of 6 members to successfully conceptualize and establish a new revenue source by “Reconditioning Old Moulds” during economic slowdown
- Introduced a new product - Couplers - to our portfolio, contributing 12% to turnover and 2% to overall profit margin
- Initiated supply chain optimization strategies. Quarterly savings of ₹ 15 lakhs by inventory rationalization, ₹ 9 lakhs in scrap re-use
- Executed a new sourcing strategy by developing vendors in China and importing raw material in bulk against using preshaped casting for each mould - 18% cost savings and 30% delivery time reduction

Senior Software Engineer, Merrion IT

- Ensured client satisfaction by handling a key project individually in the unexpected absence of entire team
- Accustomed to work under high pressure situations in a start-up while dealing multiple issues simultaneously

Achievements

- State 16th rank in Intermediate Public Exams

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

<https://in.linkedin.com/pub/karthik-kannan/13/a40/85>

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

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



“ This is a fantastic batch of 85 experienced and enthusiastic participants who are full of energy and ever inquisitive. My interaction with them inside and outside the class has been extremely gratifying and I would highly recommend them to be appointed at suitable positions of responsibility. They will surely be an asset in any organisation they join.”

- Professor Anurag K Agarwal
Faculty, Business Policy Area, IIMA



Kratika Gupta

B. Tech. (Mechanical Engineering),
HBTI, Kanpur

6+ years of experience of Operations and Supply Chain, New Product Introduction, Program Management, Quality (Healthcare and Auto sector).



Kumar Gaurav

M.A. Economics, IGNOU
B. Tech. (Electrical Engineering),
Jawaharlal Nehru University
B. Sc., National Defence Academy
Passed Level I Exam of the CFA Program
Diploma, Export Import Management

14 years of diverse experience in strategic planning & budgeting, operations, project management and training/mentoring, in the Indian Army.



Manish Jain

B.Tech. (Computer Science & Engineering), Distinction With Honors
PMI - Project Management Professional (PMP)

10 years of Global experience in managing transition, projects, operations, and deliveries for Banking, Credit Rating, and Manufacturing clients.



Mansi Wadhwa

B.E. Biotechnology (Silver Medalist)
at University Institute of Engineering & Technology,
Panjab University, Chandigarh

9 years of experience in healthcare industry in product portfolio management, business development & intellectual property asset management .

Process and Quality Leader, GE

- Led Operations & quality team for multimillion \$ product range
- Interface to sites in US, China, Japan, Israel and France
- Managed modality budget & component outsourcing decisions
- Led process improvement projects & reduced defect/unit by 33%
- Simplified rejection handling & reduced 3650 man-hours annually

Manager - Operations, Daimler India

- Conceptualized and commissioned assembly line to launch 3 truck variants in Greenfield setup, availing exposure to FUSO plant, Portugal
- Executed Program management for launch of six products
- Led inventory storage planning for 4400 parts

Asst. Manager - Manufacturing, General Motors

- Executed assembly shop capacity expansion, process and facility planning for 3 products with project worth \$3mn
- Led upgrade projects for Spark and Aveo

Achievements

- Awarded by GE for driving Wipro merger activities across inventory systems with zero loss of production
- Awarded for achieving 20% productivity improvement online
- Received President Honor award at GM for localization and vendor development of Cruze suspensions, saving \$4 mn annually

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

Strategic Planning & Budgeting

- Headed 300+ personnel engineering services division. Led a team of 9 Assistant Engineers to plan and execute 200+ construction/maintenance contracts worth \$15 mn
- As advisor to the Station Commander, assessed future infrastructure needs and prepared a long term plan for enhancement/upgradation.
- Planned project schedules and forecasted, monitored, and controlled an annual budget of \$7 mn

Operations/Project Management

- Conceptualized and designed a website for lodging and managing user complaints. Better monitoring enhanced user satisfaction levels by 30%.
- Managed 150+ vendors and exercised technical and quality control on projects. Ensured execution as per contract

Training and Development

- Groomed and mentored 250+ young officers and taught tactics, logistics and service etiquette
- Researched and conceptualized a handbook on 'Leadership' for issue to newly commissioned officers

Achievements

- Army Commander's Commendation Card for exceptional performance while handling emergency

<https://in.linkedin.com/in/x15kgaurav>

Engagement Lead, TCS Canada

- Led engagement with a leading Canadian bank and achieved 8-fold portfolio growth to \$1.2 MM
- Strengthened relationship and created opportunities for new deals with the client

Transition Manager & Delivery Lead, TCS India

- Led a \$1.1 MM program and managed multi-party transition of 17 critical IT applications with a 20 member-team catering US and Indian BFS customers
- Turned around the quality, consistency, and timeliness of deliveries by focusing on people and processes for a manufacturing client and achieved Customer Satisfaction Index (CSI) of 100%

Solution Architect, TCS US

- Spearheaded a Global platform to launch three Credit Reporting products in US and helped client launch a Credit Bureau in India

Achievements:

- Leadership Excellence award from Client for successfully managing a complex transition
- ISU Star of Manufacturing Unit for turning around the CSI
- Star Performer award by TCS Canada for growing the engagement using TCS Global Network Delivery Model
- Delivery Excellence & Innovation award and Design Excellence award from client for platform architecture

<https://ca.linkedin.com/in/manishvjain>

Product Manager, ASP at Johnson & Johnson Medical India

- Managed a \$ 3 mn hospital disinfection portfolio comprising capital equipment and consumables
- Worked with Asia-Pac team to create a long-term brand loyalty campaign that helped the business move from traditional feature benefit-based marketing towards building a strong emotional connect with B2B customers
- Built and tested a behavioral sciences based-marketing approach that addresses low risk perception towards infections, and drives adoption of standardized disinfection protocols

Product Manager, Spine and Biologics at India Medtronic

- Managed a portfolio comprising nine cervical spine implant brands through market development, market penetration and sales training
- Grew the portfolio from 8 Crores in 2010 to 18 Crores in 2014

Business Development Manager at Evalueserve

- Designed and executed a go-to-market strategy for the company's Healthcare business in India. Re-positioned the company's value proposition from a low cost vendor in global markets to a premium research partner in the Indian market. Generated \$1 mn annual revenue

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



“ The PGPX batch, with almost 8 to 10 years of work experience, brings to class vibrancy matched with high degrees of energy & enthusiasm. In my association with the PGPX students over the last 7 years, I have always enjoyed animated interactions with them. Class discussions are enriched as students challenge & engage in intellectual pursuits through presentation of diverse perspectives & mature understanding of business practices.”

- Professor Asha Kaul
Faculty, Communication Area, IIMA



Mrinmoy Biswas

B.E. (Electrical Engineering),
Jadavpur University, Kolkata

8+ years of experience in IT Consulting,
Business Analysis, Pre-sales, and Client
Relationship Management



Nilesh Padwal

M.Tech. Controls and Automation
(IIT Delhi), B.E. Electronics and
Telecommunication (University 1st Rank,
Dr. B.A. Marathwada University).

8+ years of Leadership experience in
IT Product Development for Insurance
and Telecommunication Industry and in
process improvement Strategic Initiatives.



Ninad Pandurang Bhawe

MS Mechanical Engineering,
BS Aerospace Engineering,
BS Mechanical Engineering
San Jose State University,
San Jose, California, USA

8 years' cross-continental expertise in
business development, B2B marketing
and strategy consulting in energy and
electronics domains.



Pankaj Goyal

B.E, MBA (International Business-ENP
(Paris), Certificate in Financial Services
Underwriting (Seneca Toronto)
Canadian Citizen (Overseas card of
India holder)

10+ years of experience in Canadian
Financial Services industry with
exposure to lending, debt
restructuring, business development,
customer relationship management
& compliance.

Track Lead, Sapient

- Led a \$10M digital transformation project for the largest wine retailer in USA
- Planned and architected the data migration for Europe's largest book seller to ensure seamless catalog update of 10M data weekly

Senior Consultant, PwC India

- Conceptualized and defined Enterprise Content Management implementation roadmap for Azerbaijan's largest Oil Company improving SLA by 70%
- Developed Enterprise Architecture Framework guidelines for Govt. of Nepal involving over 25 ministries and external vendors
- Defined strategic roadmap for end-to-end project execution of G2C Service delivery comprising 130+ services for Govt. of Bhutan
- Built strong client relationships in multiple projects with high level of political sensitivity and cross border vendor conflicts

System Engineer, IBM

- Architected implementation of a virtual network control for world's largest Telecom provider reducing maintenance cost by 30%

Awards & Achievements

- Rated among top 5% performers for two consecutive years in PwC India
- Spot Award - PwC India; Gerstner Award - IBM India

<https://in.linkedin.com/in/mrinmoybiswas28>

Development Manager, Talentica Software

- Steered product development team to build a SaaS based Insurance Product which reduced the Underwriting cost by 60% and Policy Issuance time by 90%
- Spearheaded the increase in account size by ~300% through faster product development
- Headed strategic assignments to improve recruitment process efficiency, design and implement appraisal process and smoothen employee onboarding

Specialist - System Development, Verizon

- Spearheaded network management initiative that reduced technician dispatches to the field by 30%, thus achieved an annual saving of \$1mn
- Led the design and implementation of proactive network fault identification system, achieving 18% call volume reduction in customer service centers

Achievements

- Recognized among top 10% performers in Talentica Software for two consecutive years
- Awarded with two Spot Recognition, two Above and Beyond Awards for leading the network initiatives and achieving exemplary performance, in Verizon
- Served as Publicity and Presentation Coordinator in Rendezvous, All India Cultural Festival of IIT Delhi

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

Energy Consulting, Strategy and Business Development

- Assistant General Manager (Overseas Development), Dalian East New Energy Development Co., Ltd
- Principal consultant and business strategy advisor for India operations. Directed Dalian's entry and expansion strategy
- Directed the company's Intellectual Property strategy and portfolio development in India
- Created the company's three year marketing plan for South Asia, including pricing and positioning strategies. Led a five person NPD team to develop India specific products
- Led techno-commercial negotiation of power plant projects, and secured business worth over ₹ 230 Cr, capturing 30% of the market

Intellectual Property Strategy Formulation and Execution

- Patent Engineering Analyst, Plantronics
- Evaluated inventions for patentability and reviewed patent drafts
- Managed the Intellectual Property docket of a Fortune 1000 company

Achievements

- Co-authored (two as first author) four referenced conference papers, over ten major technical reports, and two business strategy white papers for companies' strategy formulation

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

Financial Consultant/Mortgage Broker : Centum Fairtrust Financial Group Inc., Toronto, Ontario, Canada.

- Was recognised as one of the top most performing brokers/consultants in 2011 with individual funding of more than \$18 mn
- Pre-underwrote deals for new business lending, real estate lending and debt restructuring. Networked and created a pool of private investors to fund B/sub prime deals
- Implemented new CRM programmes for customer retention and servicing - helped to retain and service more than 60% of the existing clients

Principal Consultant/Broker, True North Mortgage Inc., Toronto, Ontario, Canada

- Achieved more than \$95 mn of funding for the first year in operations for the company's first retail location in Toronto with individual funding of more than \$35 mn
- Hired and trained new consultants and brokers for the brokerage.
- Assisted in finalising and implementing the marketing strategy with the President of the company
- Assisted the brokers in underwriting and closing complex deals

<https://in.linkedin.com/in/pankajgoyal7>