



भारतीय प्रबंध संस्थान बेंगलूर  
INDIAN INSTITUTE OF MANAGEMENT  
BANGALORE



# EPGP

Executive Post Graduate  
Programme in Management  
one-year full-time residential programme

Class of 2016

PLACEMENT BROCHURE

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# EXPLORE THE WORLD OF EXCELLENCE AT IIMB

As one of India's best management schools, IIM Bangalore offers holistic, transformative and innovative learning. We provide world-class infrastructure that facilitates excellence in teaching, research, consulting and other professional activities.

We are the only Indian management school in the Global Network of Advanced Management, a consortium of 28 top universities in the world, led by Yale University. Our graduates are sought after by top global recruiters.

We are an EQUIS accredited business school offering a range of doctoral, post-graduate and executive education programmes. We collaborate with over 100 top management schools in the world for various research initiatives and student and faculty exchange programmes. We offer five long-duration programmes, executive education programmes and specialized courses in areas such as entrepreneurship and public policy. These are created for students and institutions that seek to transform themselves through cutting-edge technologies, innovative pedagogy and rigorous courses.

EPGP is one of the only three one-year full-time residential MBA programmes in India to be recognized under the FT Global MBA Rankings 2015 in its top 100 list of B Schools.

In 2014, the Financial Times rated our doctoral programme in the Top 50 globally. The adjacent schools in this list include Cornell University, University of Minnesota, Yale University, and Marshall School at USC.

In 2014, we were ranked the best business school in Central Asia by Eduniversal, Paris, for the seventh consecutive year.

We received the prestigious Obama-Singh 21st Century Knowledge Initiative Award in 2013. This initiative is aimed at strengthening collaboration and building partnerships between American and Indian institutions of higher education in priority fields.

We have chosen to embrace technology to enhance the impact of our educational programmes. As the first Indian management school to become a participating member of edX, the Harvard-MIT joint venture, we launched several MOOCs (Massive Open Online Courses) this year. As we develop creative ways of using technology, we will enhance the learning experience of our students on campus, just as we bring value to those spread across India and the world.





MESSAGE FROM THE

# Director

Dear Recruiter,

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

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

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

Best Regards,

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



# MESSAGE FROM THE Chairperson CDS

## **Professor Ganesh N Prabhu**

The Executive Post Graduate Programme attracts participants with substantive and high quality experience to take a study break at IIMB and hone their skills to take up positions of higher level in recruiting firms. As you know, recruiting for middle to senior management positions from the EPGP cohort offers recruiters several important benefits over other recruiting modes. After the initial recruiting day introduced this year, the EPGP recruitments are a rolling process and give enough time for both sides to make a careful choice. With some restrictions on holding offers we ensure that the recruiter interviewing time is effectively used only on serious candidates. It also increases the likelihood of recruited candidates joining the firm as they have effectively exhausted all their preferred options on or off campus before the convocation. Participants join soon after convocation, eliminating lengthy and high uncertainty notice periods when direct recruitment offers are often leveraged for better offers. Many recruiting firms at IIMB have over the years become employers of choice by making competitive offers and gaining mind-share through positive feedback from recruited alumni to current participants. Their positive mind-share as campus recruiters has also created high value for their off campus recruiting efforts among IIM alumni who are contemplating job changes. Such recruiters typically do not skip a year as it erodes their brand on IIMB campus since immediate seniors are not available to give feedback to their next batch on campus. My role is to maintain a balance between student interests and recruiter interests across years, irrespective of changing recruitment market conditions and to ensure the continual success of this mutually beneficial process. I invite you to carefully evaluate the graduating EPGP batch profiles and participate once again in the EPGP recruitment process.



A black and white portrait of Professor U Dinesh Kumar, a man with a mustache, wearing a suit jacket over a striped shirt. The background is a blurred outdoor setting. A large green triangle is on the right side of the page.

MESSAGE FROM THE

# Chairperson EPGP

Dear Recruiter,

The Executive Post Graduate Programme at IIM Bangalore provides a unique opportunity for executives to nurture their ideas and to mature as thought leaders in the management domain. The programme also provides executives with the necessary tools and perspectives to lead their organizations into the future. Designed for senior and mid-career professionals, the programme's highly applied curriculum is built around classroom discussions, case analysis, assignments, exercises, simulations, independent studies and international immersion. Students also learn from a peer group of extremely successful professionals, and interact with industry leaders and experts through seminars, conclaves and events. EPGP's intense focus on Thought, Action and Leadership emphasizes the development of leaders capable of solving real-world business challenges. The EPGP's result-oriented curriculum and global perspective promote learning and collaboration across disciplinary and geographic boundaries with outstanding peers and faculty.

The EPGP class of 2016 is a vibrant group of professionals from diverse educational and professional backgrounds with a keen aptitude to learn and absorb the best from what IIM Bangalore has to offer.

I am confident that this group of professionals will be of great value to your organization and recommend the batch for your consideration.

**Professor U Dinesh Kumar**



# Course

## STRUCTURE

### Corporate Strategy and Policy

- Competition and Strategy
- Strategic Leadership
- Business Strategy Using Capstone Simulations
- Multi-Business Strategy
- Learning from Corporate Failures
- Strategies for Platform-Mediated Networks
- Leadership, Vision, Meaning and Reality
- Country Environment and Multinational Strategy
- Mergers and Acquisitions
- Managing Alliances
- Embedding Leadership Excellence
- Strategic Thinking and Decision Making
- Business Law
- International Business

### Production and Operations Management

- Operations Management
- Technology and Operations Strategy
- Supply Chain Management
- Strategic Management of Services
- Product and Portfolio Management
- Business Process Improvement
- Managing E-Business

### Finance and Control

- Financial Reporting and Analysis
- Cost Management
- Corporate Finance
- Corporate Governance and Ethics
- Strategic Finance
- Derivatives
- Managing for Value Creation
- Financial Statement Analysis and Valuation
- Management of Commercial Contracts
- Banking, Financial Markets and Systems
- International Finance
- Global Securities Markets

### Economics and Social Sciences

- Managerial Economics
- Emerging Economies
- Macroeconomics
- Current Economic Scenario

### Organizational Behaviour and Human Resources Management

- Designing Organizations
- Inclusive Business Models
- Creating High Performance Organizations
- Managing People and Performance in Organizations
- Human Resources Management

### Quantitative Methods and Information Systems

- Quantitative Analysis and Modeling
- Business Analytics and Intelligence
- Forecasting
- Big Data: The Future Computation

### Marketing

- Marketing Management
- Business to Business Market Management
- Pricing Essentials for Managers
- Creative Marketing
- Retail Management
- Social Media Marketing
- Competitive Marketing Strategy
- Brand Management
- International Marketing
- Strategies and Tactics of Going to Business Markets
- Research for Marketing Decisions
- Analytical Marketing
- Search Engine Marketing for Business Growth
- Product Strategy and Management

### Entrepreneurial Learning

- Entrepreneurial Management
- Development Entrepreneurship



# Faculty

SPEAK

## Dr. YLR Moorthy

The EPGP batch of 2015-'16 has a diverse profile. Besides, the EPGP participants often share classes with students from other streams like the PGP and the PGSEM. This keeps the program highly competitive. IIMB's competitiveness and the EPGP students' competence offer a unique combination that should be seriously considered by any recruiter.



## Dr. Rupa Chanda

It is a pleasure to teach the EPGP students. They are highly motivated and ask thought-provoking and challenging questions. Their work experience and maturity enable them to apply concepts to real-world situations and to think laterally, bringing together knowledge from different domains. Given their background and with the learning and exposure they get during this program, I am confident that they will be successful in their careers.



## Dr. Rejie George

It was a truly wonderful experience teaching the EPGP class. The diversity of experiences which the cohort of students brought to the classroom provided a unique and enriching experience while discussing cases. I often found the observations of the class to be perceptive. A remarkable feature that portrayed the enthusiasm of the students was the continuing engagement of the class on the issues raised long after the session was over.





### Dr. R Narayanaswamy

The class was highly diverse; the students came from backgrounds such as manufacturing, computing, consulting, medicine, accounting, finance, airline, merchant navy, army, trade, etc. that made the class discussions interesting and insightful. The students worked in teams and had to learn to understand and accommodate often conflicting experiences, views and expectations. I found the class highly motivated and very keen to learn. They have good communication abilities and analytical skills. I believe that the EPGP class of 2016 can contribute to applying management principles and practices in a variety of fields in India and abroad.



### Dr. Krishna Sundar D

The present batch of EPGP students, with an average work experience of more than 8.6 years, brings rich insights along with abundant energy and enthusiasm to the classroom discussions. Engaging them and interacting with them in class, I feel, is academically exciting and challenging, given their attention to detail and sheer hunger for learning. Their analytical capabilities, functional insights, business perspectives and intellect will make recruitment an enriching experience.



# Clubs AND Committees

Students of EPGP come from diverse backgrounds. The clubs are therefore opportunities to tap into the collective experience of the diverse batch and nurture a culture of learning from peers. The clubs also maintain a close association with businesses and anchor Industry-Student interactions through seminars, panel discussions and an annual summit.

Some of the EPGP clubs are:

**Consulting Club** It is a platform for professionals of varied expertise to empower themselves for a career in Consulting. The club has a two-dimensional approach. One dimension focuses on skill development through periodic workshops with industry experts; the other focuses on industry connections by organizing events like Conquest – The Consulting Summit, and the Case Study Contest during Sammantran, the annual EPGP business event.

**Marketing Club** It brings together a diverse cohort interested in exploring the ever-changing world of Marketing and Analytics, and helps them adapt to the latest trends in the field through collaboration with faculty, alumni and marketing executives. The club leverages the rich experience of its members across functions such as advertising, sales, digital marketing, analytics and brand management and provides members with academic, recruitment and networking assistance through speaker sessions, internal workshops and events.

**Operations Club** It is a platform for students from automotive, airlines, e-commerce, finance, healthcare, information technology, shipping and steel to collaborate and share their passion for operations excellence and supply chain management. The club facilitates learning and unlearning through new initiatives and perspectives outside the classroom environment and facilitates ongoing opportunities such as real-time consulting for startups incubated at IIMB through events such as 'Go Live', organized by NSRCEL (IIMB's Entrepreneurial Cell).





**Startup Club** It focuses on building networks in the vibrant start-up ecosystem in Bangalore. Members come together to work on issues that every business has to deal with while it is growing, whether it be a go-to-market strategy or a human resources challenge. Club members are provided resources and guidance to enhance their classroom learning through formal and informal interactions with founders, executives and investors. The club organizes panel discussions and industry connect events, and collaborates with other programmes and with NSRCEL, the centre of excellence for innovation and entrepreneurship at IIMB.

**Prayaas** As leaders of tomorrow, EPGPIans are encouraged to be well-rounded individuals, sensitive to the needs of the society. So the programme includes unique initiatives such as Prayaas, a registered charitable trust with the charter of promoting, conducting and funding developmental work in the areas of health, nutrition and education in and around Bangalore. The Prayaas committee, comprising EPGPIans, is responsible for initiating, planning and executing many social activities throughout the year such as providing support to old age homes, frequent interaction with local orphanages and spreading awareness about hygiene and sanitation. The club's activities culminate in the flagship event, Prayaas Day, on campus.



**Ankur Nyati | Director,  
Flipkart | EPGP Class of 2013**

“The EPGP course was a life-changing experience. The unparalleled pedagogy helped me broaden my horizons in order to analyze and manage a typical business problem. The tailor-made curriculum for experienced professionals coupled with world class IIMB faculty helped me in acquiring many new skills which shaped my career post MBA.”

**Sujoy RoyChowdhury | Lead,  
Advanced Analytics, Ericsson |  
EPGP Class of 2013**

“IIMB and EPGP have had a transformative effect on me, not only professionally but also at how I look at various aspects of life. Other than the enormous amount of knowledge in various subjects, I have also learnt to question the status quo and base decisions on facts and data. The interaction with my classmates, the variety of subjects available as electives and, most importantly, IIMB’s world class faculty make EPGP the right choice for experienced professionals to become more complete on all fronts.”

**Alok Jain | Service Delivery Manager, British  
Telecom | EPGP Class of 2014**

I never thought I would go back to school after a decade of professional life. But I am glad that I took the right decision. The EPGP at IIMB has given me the right platform to take a giant leap in my career. The course is designed in such a way that it provides a holistic view on how a business and an organization should be run. Being mentored by some of the topmost academicians of the country is an unmatched experience in itself. The all-round approach toward teaching, that includes case studies, project/field work, sessions and seminars by industry stalwarts and a day-with-the-CEO, provides a real business experience, not to forget, the wonderful and diverse peer group that brings different perspectives to the table. Besides, I could pick the topics of my interest and focus on them thanks to the wide range of electives on offer. Needless to say, the EPGP has made a huge difference to my decision-making skills and I am already making a positive impact in my organization. The icing on the cake is my ever growing circle of friends and alumni.

**Gayathri Shanmugam | Founder,  
ScienceHopper | EPGP Class of 2010**

One would not have imagined that going back to college could be this enriching! Learning management concepts and applying them at the workplace is one thing; validating what has been learnt in the workplace by unlearning and relearning is an entirely different experience. Add to that the years of collective wisdom from different sectors and the opportunity to interact with the best business management professors in the country, and you will understand why the EPGP is a winner all the way.

**Muthukumar Kandasamy | Product  
Strategy and Management, Walmart |  
EPGP Class of 2015**

The EPGP is one of the most enriching learning experiences of my career. The rich classroom discussions, where your peers and the faculty ask you questions and open your mind to new thought processes, are sure to help you solve complex business problems. The process of unlearning and relearning during the EPGP journey has transformed me into a thoughtful business leader.

**Neetha Raja | Delivery Manager |  
Strategy, Ford Motor Company |  
EPGP Class of 2015**

The EPGP has been a transformational experience. The rigorous curriculum brought out the best in me and enhanced my leadership skills. The excellent faculty, guest speakers and competitive peers brought in different perspectives to the classroom and created unique learning environment. In my new job, after the programme, I find myself approaching situations differently and adding value to the organization in ways that I could not have imagined, if not for the EPGP experience.





# Alumni

SPEAK



# Recruiter

## SPEAK

“The EPGP is a critical source for middle management talent at Accenture. The program helps us build a strong pipeline of future leaders through its students who bring in fresh thinking and perspective to the organization. Over the years, we’ve found the EPGP students to be very talented and well-rounded, which is crucial in ensuring a cultural fit. They have also performed very well inside the organization, which makes us a regular recruiter in the program.”

**Sukhpreet Kalra**  
India Recruitment Director,  
Accenture

The Accenture logo, featuring a stylized greater-than sign (>) above the word "accenture" in a lowercase, sans-serif font.

“Virtusa is very pleased and excited to be part of the IIMB campus recruitment program. I find that there is some exceptional talent to hire from the campus who we can mould to become the future leaders at Virtusa. I must mention that the structure of campus hiring is designed to be fair, transparent and extremely efficient. From the friendliness and responsiveness of everyone in the placement office to the enthusiastic and well-prepared interview candidates, the entire recruiting process at IIMB was a total pleasure. Virtusa will certainly continue this valued relationship as we go forward.”

**Dr Murali Padmanabhan**  
Vice President & Global Head  
Learning & Development, Virtusa

The Virtusa logo, featuring the word "virtusa" in a lowercase, sans-serif font with a registered trademark symbol (®) to the right. Below it, the tagline "Accelerating Business Outcomes" is written in a smaller, lowercase font.

“PropTiger.com visited IIM Bangalore to recruit product talent and we were very happy with the quality of students. The process was smoothly run with all the candidates present in time.”

**Ankur Dhawan**  
Chief Business Officer – Resale  
Transactions, PropTiger.com

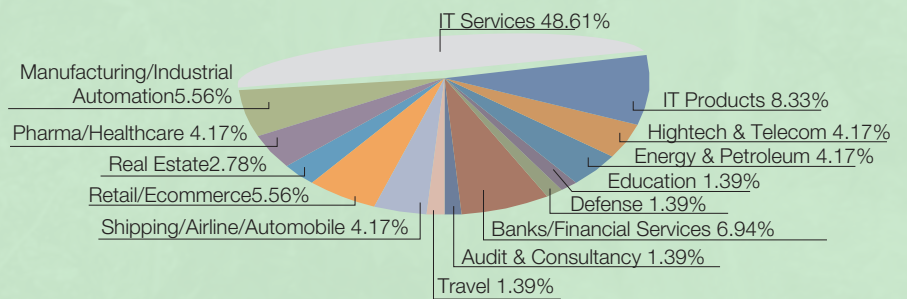
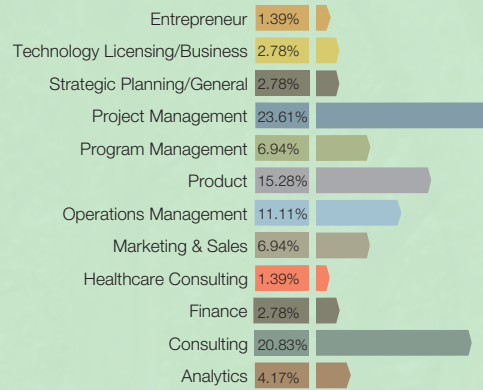
The PropTiger logo, featuring a stylized orange tiger silhouette on a white background within a square frame. Below the frame, the word "PROPTIGER" is written in a bold, uppercase, sans-serif font.



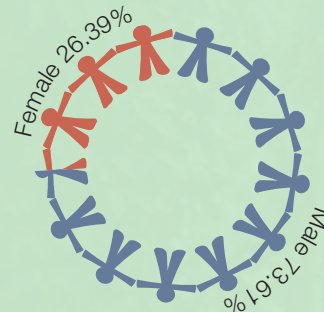
# Class

PROFILE 2015-2016

## Industry Background



## Gender Ratio



## Placement statistics – Batch 2014 – 2015





# Seminars AND Conclaves



**Mr. Mansur Nazimuddin,**  
Director of Product Management –  
commonfloor.com



**Mr. Ganesh Subramanian,** Head –  
New Initiatives, myntra.com



**Dr. Jayaprakash Narayan,**  
President, Lok Satta Party

A unique aspect of education at EPGP is our continued focus on learning outside the classroom. We truly believe that the key aspect that transforms students into professionals is interaction with industry leaders and individuals and organizations from all walks of life. These interactions are designed to complement the curriculum.

The Seminar Series at EPGP provides a platform for students to engage with eminent personalities from different walks of life. In the past, students have had the opportunity to have engaging discussions with Dr APJ Abdul Kalam, Prof. David Friedman, Rohit Gupta (film director), Jayaprakash Narayan (political reformer and columnist) among others.



**Mr. Vicky Ratnani,** Chef Consultant, Food Connoisseur

**Sammantran** is EPGP's business conclave for MBA students and experienced professionals. It has events to analyze real world business scenarios, stimulate meaningful discussions and create disruptive ideas. With its unique mix of events, Sammantran offers an opportunity for students, corporates and alumni to come together and share their experiences. The event is organized in October-November every year.



**Dr. Channa Raju,** Scientist,  
National Aerospace Laboratory

The **IIMB Digital Summit** brings together India's influential thought leaders from various domains of the digital world to share their views on emerging digital trends that are shaping the future of Digital India. Top e-commerce and product companies like Google, SnapDeal, Flipkart and others will participate in the summit this year.



# International Immersion AND Exchange Programs



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

The students undergo an orientation session to get themselves accustomed to the culture, economy and business environment of the country to be visited. The class then travels to the country to spend two weeks hosted by a prominent local academic institution and attends lectures on the country's economy and society, with specific emphasis on issues affecting business and industry. The students also work on a Consulting project with the leading organizations in the host country. They also visit local organizations and meet business and government leaders.

The visit is followed by a Reflection Week. Each student prepares a Study Tour Report and presents it to the class. The students continue to work, with the guidance of professors, on preparing project reports and presentations to the Project Champions from the organizations of the host country as part of their Consulting project.

This year, the class visited:

- KAIST – Korea Advanced Institute of Science & Technology, College of Business – South Korea
- Yale University - United States of America
- IE Business School – Spain

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

# Placement

## PROCESS

### Pre-Placement Talks

The Pre-Placement Talk (PPT) helps companies and students interact with each other. The representatives of companies share the profile of their company, key aspects of business, work environment and opportunities available to the students. The presentation is followed by a Q&A session, where students interact with company officials to get a better understanding of the company and potential roles. A typical PPT session is scheduled for 90 minutes. In view of the academic calendar of the students, the sessions are normally scheduled after 4pm on weekdays, and between 8am and 8pm on weekends.

### Application and Shortlists

In response to job descriptions floated by companies, interested students apply through the CDS (Career Development Services) office. A detailed resume is submitted by the students as part of the application process. On the basis of student applications, companies are required to send shortlists to the CDS office at least a week prior to their final placement interviews.

### Placement Interviews

The final placement process is conducted over a period of time beginning in the third week of November. Companies can interview the students they have shortlisted, on the date provided by the CDS office. The final placement interview gives the company and the student an opportunity to discuss the role in detail and make the right choice. Since the EPGP student pool comprises experienced individuals with deep domain and functional expertise, companies are allowed to meet students prior to their allotted final interview date and carry out preliminary assessments.

### Offers and Acceptance

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

### Important Dates

- Pre-Placement Talks for the current batch start by **October, 2015.**
- Final interviews start by the third week of **November, 2015.**

### Placement Fee

A fee of INR 75,000 per accepted offer is charged to companies participating in the placement process on the first day of placements. No fee is charged for placement interviews happening after the first placement day.

### Career Development Services

Ganesh N Prabhu, Chairperson +91 80 2699 3047  
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Utanka Sarma, Senior Manager +91 98803 37650 / +91 80 2699 3655  
N G Lakshminarayana Rao, Administrative Officer +91 80 2699 3165  
E-mail: cds.epgp@iimb.ernet.in

### Placement Committee Members

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# Past

## RECRUITERS

### **AUTOMOTIVE**

- Anand Group
- Bosch
- Daimler
- Ford
- Rane Group
- Toyota
- TVS Logistics

### **CONGLOMERATE**

- Aditya Birla Group
- GE India
- Murugappa Group
- Manipal Group

### **CONSTRUCTION**

- GVK Industries
- MARG Group
- Marvel Realtors
- PropTiger
- Shapoorji Pallonji
- Shining Consulting

### **E COMMERCE**

- Amazon
- Flipkart

### **ENERGY**

- Shell

### **HI TECH**

- Arabcal
- Samsung

### **MEDIA**

- Brand Capital

### **TELECOM**

- British Telecommunications
- Ericsson
- Hughes
- IDEA Cellular Ltd
- Reliance Communications
- Sasken Communication Technologies

### **HEALTHCARE**

- Avesthagen
- Katuri Medical College Hospital
- Ostrich Mobility Instruments

### **FMCG & RETAIL**

- Britannia
- Mother Earth Retail
- Parkson Group
- SAB Miller
- Target Corporation
- TATA Trent
- United Breweries

### **BFSI**

- Bank of America
- Barclays Capital
- Deutsche Bank
- Fidelity Investments
- GESBI (SBI Cards)
- Goldman Sachs
- HSBC
- ICICI
- Janalakshmi Financial Services
- Kotak Mahindra Bank
- Societe Generale

### **CONSULTING**

- Acura Consulting
- Deloitte
- Diamond
- Final Mile Consulting
- PRTM
- PwC
- Sapta IDC
- Virtusa
- Zinnov

### **ENGINEERING**

- Caterpillar
- Cummins
- L&T Heavy Engineering
- Robert Bosch Engg. ▪

### **IT PRODUCT**

- Apigee
- Citrix
- Comviva
- Dell
- EMC
- Google
- HP
- Kony India Private Ltd
- LinkedIn
- Microsoft
- Oracle Financial Services Software
- Walmart Labs
- Yahoo
- Zyme

### **IT SERVICES**

- Accenture
- Cognizant
- EXL Services
- Genpact
- iGate Global Solutions
- iNautix
- Infosys
- ITC Infotech
- L&T Infotech
- Mahindra Satyam
- Mindtree
- Mphasis
- muSigma
- Sapient
- Servion
- TCS
- Tech Mahindra
- Wipro

### **OTHER**

- Buhler India
- Vunique Hotels

# Student

PROFILES







## Abdul Rashid Shaikh

### IT Professional with experience in Presales, Marketing, Client Relationship Management, Business Analysis and Software Development

#### Education

Bachelors of Science (Computer Science), Mumbai University  
Post Graduate Diploma – Customer Relationship Management (Symbiosis)

#### Past Employers

Hexaware Technologies Limited (HTL)

**Overall Experience** 7.4 (2+ years in Hong Kong & Japan)

#### Presales & Marketing Activities

- Presales & Marketing Lead for the Global Travel & Transportation Vertical (GTT) at HTL.
- Managed end-to-end responses to RFXs across technologies from North America, Europe and APAC for GTT.
- Led the RFP response for the largest bid win of the vertical ~ \$ 10 million for a luxury hotel.
- Managed direct marketing campaigns for new customer acquisitions in collaboration with Caliber Point (BPO subsidiary of HTL).
- Led market research for the innovations cell at HTL. Conducted Sales school (Technical) for Sales team.
- Handled HTL's partnership with International Air Transport Authority (IATA).

#### Business Analysis & Software Development

- Extensive experience in applications like reservation, check-in & ticketing for the airlines and hospitality industry.
- Led the design & demo of the Internet Booking Engine / Merchandizing Tool to cater to the travel industry.
- Handled 'Interline E-Ticketing agreement' implementations between 10+ international airlines.
- Managed application development for airlines, to counter terrorism by real-time information sharing with US security agencies.
- Led a team of 15+ members for an IT re-engineering project at the largest Japanese Airline.
- Worked with multiple airlines (Lufthansa, Air India, Iberia, etc.) to develop their passenger services system (PSS).

## Abhik Mallik

### ERP Financials techno-functional consultant with team leading and client management skills with major focus on Telecom and Insurance

#### Consulting

- Consulted and helped a US telecom giant restructure its project team during the financial crisis in 2008. This re-structuring saved client 400K USD each year during difficult times.
- Successful restructuring helped Infosys increase revenue and bag other projects from the same client showcasing domain expertise.

#### Client Liaison

- Worked on response to RFP s and convinced a major US Insurance firm to switch from COGNOS to PeopleSoft which helped Infosys grab development job of 350+ financial reports from IBM, the company that owned COGNOS.
- Steered PeopleSoft development, upgrade and support activities for US clients.

#### Delivery

- Built and led team which generated annual revenue of 800K USD.
- Led team and helped achieve a rare '7-out-of-7' feedback from client.
- Re-engineered critical month end revenue recognition reports and processes and automated them to reduce 30% processing time. This led to 'before-time' reporting of quarter end results to client director.



#### Education

Bachelor of Engineering (Electronics and Instrumentation)  
Vidyasagar University, West Bengal

#### Past Employers

Infosys Limited

#### Overall Experience

11 years (5 years in US)



## Abhinav Kashyap

### Top performer in high ticket product sales and farming wins from HNI client servicing. Diverse experience in Real estate sales and Retail mortgage loans

#### Sales & Business Development

- Achieved 75+ cr cumulative direct sales and handled over 1000+ HNIs. Ensured commission savings of 45+ lacs per year.
- Led the direct sales team for special projects targeted at direct B2B corporate sales in Gurgaon Region.
- Ensured closures through custom payment solutions ensuring smoother cash inflows. Mentored new recruits and handheld during closures and negotiation.
- Touch based 200+ HNIs over 10-days; a special project to strengthen customer relationships and regularize collections.
- Performance characterized by 'experience selling'.

#### Channel Management & Marketing

- Reactivated 50 potential channel partners as an outreach project to restructure the channel base.
- Executed high visibility promotional events, India and abroad, for direct and channel sales.
- Supported sales for the Singapore region. Represented organization at multiple property expositions.
- Started career at a budding real estate firm, promoted by a family friend. Had rare opportunity to participate in core marketing and design related management decisions.

#### Retail Mortgage Credit Finance

- Managed appraisal of high-risk mortgage loans during the 2008-09 financial crisis.
- Led team to restructure maximum amount of delinquent loans pan India, reducing the NPA ratio and improving bank's asset profile.

#### Education

Bachelor of Science  
Hindu College, University of Delhi  
Post Graduate Diploma in Banking, Manipal University

#### Past Employers

Emaar MGF Land Ltd., ICICI Bank

**Overall Experience**  
6.5+ Years



## Abhishek Vaid

**Entrepreneurial experience in formulating strategy and executing an innovative travel startup. Diverse IT experience in business analysis and product management across multiple domains (Networking, Telecom, Business Compliance etc.)**

### Entrepreneurial Venture

- **Founded HolidaysForLife** - An experiential travel startup which offers unique holiday experiences to hand-picked offbeat getaways.
- In a span of 2 years, the company provided **customized holiday planning services** to 500+ clients and generated revenues of Rs. 25 lakhs.
- HolidaysForLife was selected amongst top 10 **finalists** of Indian School of Business's National Business Plan Competition - **ISB iDiya**.

### Product Management

- Liaised between the business and technical teams to translate conceptual user requirements into functional requirements.
- Set up a **capability development center for a Windows Device Drivers** technology to build a 12 member team and won a \$5M worth of driver development project in an American semiconductor major.
- Elicited and authored product requirements, and executed product roadmap for a large scale platform for enterprise clients of a global **business compliance risk firm** in Hong Kong.

### Product Development

- Co-led research and development of the **Network Configuration Module for Sony Smart TVs**
- Designed and developed **Intelligent Networking Platforms** for telecom service providers.

### Education

Bachelor of Technology  
(Computer Engineering)  
NIT Surat

### Past Employers

HolidaysForLife, HCL  
Technologies, Huawei  
Technologies, IBM

### Overall Experience

7.5 years

## Amit Agrawal

**Financial Planning & Analysis expert with experience in Strategic Management & Business Analysis; M&A; MIS; Financial Reporting, Controls & Compliances; and Treasury. Exposure to multiple industries (BFSI, Media, Consulting, IT, Telecom).**

### Financial Planning & Analysis (FP&A), Mergers & Acquisitions, Financial Reporting & Compliances

- Managed entire gamut of Finance, viz. FP&A, M&A (due diligence), FRC, Tax, Legal, and Commercials with last role as Zonal Finance Head (Finance Controller) at Essel Group listed entity.
- Headed Corporate Revenue Assurance (nationwide), Cost Optimization Task Force (including liquidated damages management), AOP/Budgeting, forecasts, monthly performance scrutiny.
- Worked closely with CFO: formulated & implemented Financial/Management controls and Business Process improvements (comprising Operational efficiencies). Appreciated by Leadership for streamlining Regulatory-tax cases.

### Management Reporting, Risk Management, Audits

- Led cross functional teams to develop MIS and Business analysis (KPI's, variance, trend analysis).
- Seamless progression across industries and functions from Audits (Internal/ External- Manufacturing, BFSI) to Corporate Finance (Payment Industry, Media).
- Carried out statutory audits of large MNCs (including SOX, IFRS, US-GAAP and I-GAAP) at KPMG (Global Big4).

### Career Highlights

- Commemorated by Executive Director, KPMG for stellar performance in Treasury segment of ICICI Bank Audit.
- "X-tra Miles" and "Focus on Execution" Awards at TATAs for restructuring function and re-engineering processes. First Position in State Board (Mathematics), honoured by Education Minister.



### Education

Fellow Chartered Accountant  
(ICAI); C.S. (The ICSI); ISA  
(ICAI); CFA (L2, CFA Institute,  
USA); M.Com.

### Past Employers

Tata Communications (BFSI:  
Tcpsl); KPMG (BFSI); ZEE  
Group; Grant Thornton

### Overall Experience

**8.1 Years (Post CA)**



## Amitava Naskar

**IT Consulting and Delivery professional with experience in Configuration Management Audit of projects, Security Audit for clients and ERP Security Blueprinting (SAP)**

### Delivery Management & Leadership

- Turned around a project from being on the verge of losing the contract & helped IBM secure further contract of USD 10 million from the same client.
- Delivery lead in Micron Technology Inc.'s acquisition of Numonyx, Elpida, Rexchip, IM Flash Singapore and IM Flash Technologies. Led 5 independent IT landscape and business process integration projects (~USD 28 million). Involved in each from blueprint to Go-Live.
- Applied lean methodology to successfully eliminate heavy backlogs in Deutsche Telekom's SAP Implementation and Support projects in a span of 8 months.

### Technology Consulting & Customer interfacing

- Created SAP Security blueprints for Material Management, Finance, Control, BI, Advance Planning and Optimization, and HR modules in Retail, Telecommunications and Manufacturing domains.
- Worked closely with clients to understand their business needs and create functional and technical specifications for the development teams in a multi-geography project.

### Education

Bachelor of Technology  
(Mechanical Engineering)  
National Institute of Technology,  
Surat

### Past Employers

IBM India Pvt. Limited

### Overall Experience

6.8 years (~2 years international  
experience)





## Anubhav Dwivedi

**Enriched experience in Project Management, Business Process Improvement, Contract Management and Technology Consulting. Extensive exposure to Power sector**

### Education

Bachelor of Technology  
(Electronics and Communication)  
NIT Jalandhar  
Six Sigma – Green Belt, CIPM  
Certified

### Past Employers

NTPC Limited

### Overall Experience

7.5 years

### Technical Project Management and Technology Consulting

- Managed design and delivery contract of Automation system worth \$105M, for two power plants (1320 MW each) – Successfully balanced multiple stakeholder expectations and mitigated challenges of stiff timelines and cross package coordination.
- Part of consultancy team for Automation system of power plants for different national (state electricity boards) and international clients (Sri Lanka, Bangladesh govt. electricity company).

### Business Process Improvement

- Implemented new procurement strategy to provide better information flow and transparency, thus enabling faster contract execution and cycle time reduction (by around 6%).
- Led process improvements to reduce engineering cycle time by 8%, thereby helped achieve critical targets like the Commonwealth Games capacity addition.

### Innovative Solution Development and Contract Management

- Designed NTPC's first 'Unified control interface' for operating multiple automation platforms; Co-authored paper in international conference GETS2014.
- Worked closely with global teams of multiple automation suppliers like Siemens-Germany, Toshiba-Japan to implement innovative incidence analysis tools.
- Technical lead for bid process (feasibility to award) for multiple projects, each valued at around \$55M.
- Conducted multiple programs like vendor workshops to improve vendor engagement.

## Anuj Trehan

**Data-Driven Marketer and Growth Hacker with demonstrated successes in integrating Product, Strategy and Analytics for key business outcomes in Finance and E-commerce domains**

### Digital Marketing and Analytics (Altisource/ Hubzu.com – Buy/Sell homes online in USA)

Led the Marketing Strategy team that played a key role in delivering triple digit growth rates and positioning Hubzu as one of the industry leaders in Online Foreclosure homes market.

- P&L ownership of Digital Marketing channels; managed annual marketing budget of \$25M and drove profit of \$80M.
- Led the team that built the Digital marketing engine; increased visitors to 4x and marketing ROI to 3x.
- Developed Go-to-Market strategy for a new revenue stream (Direct to Broker Product); booked \$8M revenue in 4 months.

### Campaign Management and Consulting (Fidelity Investments)

Started as an analyst and gradually progressed to the role of a Senior Campaign Manager handling multiple portfolios.

- Led Interactive Messaging Initiative at Fidelity – Real-time personalized targeting on Fidelity.com based on past browsing history of customers; project drove an incremental revenue of \$20M.
- Owned Campaign Management Strategy for multiple Fidelity businesses, including Retail, Insurance and Stock Plan Services; managed ~250 diverse campaigns, ranging from Cross-Sell, Promotional and Service mailings.

### Achievements

- Recognized with Learning Catalyst award for conducting Behavioral and Marketing trainings at Fidelity.



### Education

Bachelor of Engineering  
PESIT, Bangalore  
Google Adwords and  
Google Analytics Certified

### Past Employers

Altisource (Hubzu.com),  
Fidelity Investments

### Overall Experience

7 years



## Anurag Rai

**Senior Manager with 10+ years of experience in IT Products and Services. Extensive experience in both small startups as well as large System Integrators**

### Product Consulting

- 5+ years of experience of consulting experience in IT Risk Management.
- Consulted management teams in implementing org-wide changes to improve quality and productivity of their IT portfolio.
- Strong understanding of enterprise software applications such as Data Warehousing, Business Reporting, Enterprise Application Integration, E-Commerce and Mobile.
- Led over 10, Multi-Mn\$ consulting projects for MNCs. Most recently, rolled out a productivity measurement platform for 80,000 employees of Infosys.

### Managed Services

- Built Managed Service practice of CAST ground up and grew portfolio from 0.5 Mn\$ to 2.4 Mn\$ in 3 years.
- Industrialized IT operations to reduce turnaround time and enhance productivity through process engineering and standardization.

### Product Management

- Managed the Universal Analyzer component of CAST Product Suite.
- Liaised with customers and field consultants to develop analyzers for SAP, DataStage and ATG. Rolled out the product for leading MNCs such as Bank of America, Citibank and American Express.

### Education

Bachelor of Technology  
IIT (BHU), Varanasi

### Past Employers

CAST Software, Globallogic India  
Pvt. Ltd., Headstrong LLC, Patni  
Computer Systems

### Overall Experience

10.5 years



## Aravind Ganesan

### IT Project Manager with rich client interaction experience in solution delivery, business development and consulting

#### Solution Delivery

- Led large scale (8k-16k man hours), multi-million dollar (~ 2-3 MUSD each) application delivery initiatives for a US based Fortune 100 health insurance client with team sizes varying from 8-20 people.
- Worked as a Cross functional project manager by setting up a new pilot helpdesk for critical issues resolution, set up new processes and reporting structures for interfaces with multiple domains winning a long term engagement worth 0.5 MUSD yearly for Infosys.
- Diverse solution delivery experience, executing projects on regulatory compliance, new acquisitions, workflow improvement, vendor system interactions and system integration with off the shelf tools.
- Rich health insurance domain knowledge by executing projects on claim adjudication, interaction with claim auditing software, medical claim policy administration, ICD10 Compliance and Healthcare reforms and Pharmacy benefit administration.

#### Business Development and Consulting

- Involved in technology road map creation for client's new businesses and acquisitions, based on experience with the domain and the technology.
- Involved in Infosys' pre-sales and sales initiatives for acquiring new clients and expanding business with existing clients.

#### Awards and Recognition

- Received Suze Orman award for Delivery Excellence two years in a row (2009-2011).
- Received Multiple performance awards at Infosys for delivery and leadership.

#### Education

Bachelor of Engineering (Electronics)

Nagpur University

#### Past Employers

Infosys

#### Overall Experience

9.5 years (6 Years in Hartford CT, USA)

## Arun Balachandran

### Technology Consulting and Pre-sales experience in Planning & Consolidation domain in Automobile components and Healthcare sector, with two years of international experience

#### Technology Consulting

- Built the SAP Business Planning and Consolidation (BPC) practice in RBEI. Mentored over 30 associates.
- Led technical team to deliver the pilot Cost Center Controlling project for Automotive Electronics and Gasoline Systems divisions of Bosch - subsequently rolled-out to 5 other divisions owing to positive feedback-driven demand.
- Partnered with the consultant team from SAP AG and Bosch Controlling (CTG) teams in Stuttgart, Germany and led the technical team, to deliver the "Bosch Information Tool" project (the largest BPC implementation then).
- Implemented management planning applications for multiple subsidiaries of a leading healthcare Fortune 500 Company - reduced monthly submission cycle time from ~6 days to a few hours.

#### Pre-sales

- Pivotal in building the SAP BPC pre-sales team in RBEI.
- Reduced pre-sales preparation throughput by ~80% with kits for multiple functions viz., Sales planning, financial consolidation, cost planning, etc.
- Generated greenfield engagements with multiple clients, resulting in the installation of "Office of the CFO" line-of-business in RBEI.

#### Interests

- Interested in graphics design, writing and theatre.



#### Education

Bachelor of Engineering (Automobile Engineering)

Madras Institute of Technology, Anna University

#### Past Employers

Robert Bosch Engineering and Business Solutions Ltd. (RBEI), Tata Consultancy Services

#### Overall Experience

6+ years



## Arup Kumar Mandal

### IT Professional with experience in digital transformation and enterprise data-warehousing , first hand experience in program management, pre-sales, telecom

#### Business Critical Implementations

- Managed end-to-end implementation of €10 million multi-country digital transformation program at Vodafone Group plc resulting in reduction of contact center costs(15%) and carbon footprint.
- Developed product roadmap for e-Billing solution in consultation with vendor Product Manager and Vodafone business stakeholders.
- Led critical enterprise data-warehousing implementation for revenue reporting and sales compensation at Verizon Business - one of the top 5 programs implemented at Verizon.
- Created data-migration and archival framework for business transformation programs at telcos in Belgium and US - cost savings of € 20k.

#### Pre-sales

- Pursued and closed account mining opportunities at Vodafone that translated into deals worth € 600K.
- Ideated and implemented performance engineering solution for enhancing user experience - business value addition of € 20K per rollout. Solution was incorporated into subsequent release of the Oracle product.
- Responded to multiple RFPs as a solutions consultant for clients across Europe, Australia and Middle-east.

#### Awards

- Received client recognition for outstanding performance from Verizon Inc.

#### Education

Bachelor of Technology (ECE)

NIT Warangal;

Certified Scrum Master, Teradata

Certified Professional

#### Past Employers

Infosys Limited

#### Overall Experience

12 years (International: 2.5 years in US, UK)





## Ashish Kumar

**Proficient in Business Analytics, Data Warehousing, Solution Design & Architecture for compliance and regulatory reporting (with work experience spanning India, Australia and USA)**

### Education

Bachelor of Engineering  
(Mechanical Engineering)  
Bhilai Institute of Technology,  
Durg

### Past Employers

Tata Consultancy Services Ltd,  
HSBC Global Technologies,  
Kirkoskar Brothers Limited

### Overall Experience

11 years (~ 4 years International)

### Business Analytics (Australia & India)

- Designed and implemented the first group-wide business analytics capability framework to track customer and deposits aggregate for Westpac Bank, Australia.
- Designed a strategy to remediate 130K trust accounts as part of data remediation program resulting in correct allocation and regulatory reporting of 45B \$ worth of deposits.
- Led a 20 member team in the implementation of a strategic solution as part of KnowMe Analytics program that generates \$59 M in revenues by sending out targeted leads for bank's 16M customers.

### Solution Design & Architecture (USA & India)

- Managed the implementation of core functional modules for a standardized Group-wide financial systems infrastructure to provide unified general ledger on a single global platform across the world to HSBC bank.
- Designed an architecture for dynamic application of rules to standardize the incoming journal postings, thereby reducing the local customization time by 15 days per data source system.
- On-boarded, trained and oversaw a 10 member team for the HSBC Kuala Lumpur office. Created and supervised a comprehensive training plan to bring the team up to speed.
- Led a 5 member team that automated key business processes for the Portfolio Management System for GE Capital and implemented six sigma projects to reduce the support ticket volumes by 30%.

## Deepesh Tewari

**Retail professional with demonstrated competence in Category and Brand Management, Category Budgeting and Forecasting, Product Management and Retail System Implementation**

### Category Management & Buying (Max Retail)

- Managed Women's Wear category contributing \$16 Million and achieved 22% CAGR over two years.
- Formulated pricing and sourcing strategies that increased gross margins from 53.3% to 55.2% for Max Retail.
- Led product development and managed an assortment of 22 fashion products and recommended in-store profiling and visual merchandising standards.
- Nurtured relationships with 15 technically diverse vendors to ensure requisite quality and timely deliveries of merchandise.
- Best Buyer Award in Max Retail (FY13-14) for achieving highest budget achievement (102%).

### Business Planning and Consulting (Max Retail)

- Leveraged data analytics for category budgeting, demand forecasting and assortment planning for Women's Wear and Kid's Wear facilitating growth of Max Retail from 42 to 80 stores in 2 years.
- Mentored all six regional planning divisions, ensuring smooth formulation and implementation of corporate strategies.
- Represented Planning Division as Subject Matter Expert in core Oracle Retail implementation team.
- Best Planner Award in Max Retail (FY12-13) for facilitating highest Like-to-Like sales growth (22%).

### Product Management (Integra Apparels)

- Managed product development and order execution of International and domestic brands like Ben Sherman Group (U.K), Hugh & Crye (U.S) and Benetton India.



### Education

Bachelor of Fashion Technology  
National Institute of Fashion  
Technology, Bangalore

### Past Employers

Max Retail Division, Lifestyle  
International Pvt. Ltd.  
Integra Apparels & Textiles Ltd.

### Overall Experience

5.5 Years



## Divya Narayan

**10 years experience in product development and project management in Automotive Infotainment systems**

### Project Management and Project Lead Experience

- Over 10 years of IT leadership experience with Fortune500 companies in multiple geographies and expertise in Global Delivery Model, Agile Methodology and Product Development.
- Proven track record in managing complex, multi-phased programs leading cross-functional teams (comprising 100+ members) spread across the globe while collaborating with multiple stakeholders.
- Worked as project lead on teams in Human Machine Interface (HMI) development for navigation systems for premium clients and car lines for GM, Suzuki and VW.

### Product development and design expertise in navigation infotainment systems

- Collaborated with Product Managers, Business Analysts, Engineering team and Markets to design and develop quality integrated solutions for navigation systems.
- Helped customers in defining and refining requirements for product road mapping.
- Responsible for identifying key operational issues/gaps in business processes & developing and implementing effective solutions. Led a team of service & solution designers for a navigation product worth 310M Euro for Suzuki.
- Responsible for sub-contract management for Suzuki project. Handled deliveries and was responsible for quality adherence and integration of vendor software.
- Developed animation for Cadillac cars which was showcased in Cadillac User Experience shows and highly acclaimed on YouTube - [https://www.youtube.com/watch?v=4\\_vysJcTELA](https://www.youtube.com/watch?v=4_vysJcTELA)

### Education

Bachelor of Engineering  
(Telecommunication)  
VTU

### Experience

Robert Bosch Engineering and  
Business solutions (8 years), LnT  
Infotech Pvt. Ltd. (2 years)

### Overall Experience

10 years



## Garima Kukreja

### Software Product Professional with exposure in Product Requirement Scoping, Customer Interaction and Escalation Management

#### Education

Bachelor of Engineering  
(Information Technology)  
DCE

#### Past Employers

Oracle

#### Overall Experience

5.6 years

#### Product requirement

- Analyzed operational inefficiencies in core procure-to-pay finance process for a Banking giant thereby added functionality in a Software module to automate business process across 300 banking locations, resulting in profit improvement of ~\$3M.
- Design the technology architecture for Logistics giant to improve accuracy of management reporting, resulting in improved decision making and cost savings of \$12M.
- Created an issue tracking tool that helped Technology Leads in analyzing critical issues, reducing manual work and improving the productivity by 60%.

#### Consulting

- Designed a business solution for \$76B tech client to optimize the speed of business processes such as Order-to-Cash by 8X, saving 60% man-hours.
- Streamlined purchasing business processes for a Dubai based client, improving the sales by 20%, saving \$4.8M/annum.
- Authored multiple points of views on providing Technical Support to the Customers of Oracle Cloud, the best deployment model in the market.

#### Escalation management

- Managed a team of 3 consultants to automate complex order-to-ship process for GE, globally within the timeframe, resulting in estimated cost savings of \$10M annually.
- Pivotal in ensuring on-time delivery of a Software module, accessed by 50+ clients resulting in >\$25M revenues.

## Hari Surender Sharma

### Extensive experience in IT Project Management and Software development in Supply chain domain

#### IT Project Management

- Played pivotal role in defining L2 and L3 level production support teams and in implementing associated processes for effective incident and change management for a US based client.
- Created project wide Known Error Database (KEDB), that enabled proactive problem management and also helped in reducing the mean time to resolve support tickets by more than 40%.
- Led multiple support teams, which consistently won excellent client feedback for delivering on time, defect free fixes.
- Effectively handled major production outages for business critical application, which helped in achieving 99.9% system availability target.

#### Software development

- Successfully developed and delivered applications for shipment booking and tracking operations, which helped client in improving on-time delivery rate by 30%.
- Helped client automate various warehouse operations, which led to effective inventory management.

#### Achievements

- Received HCL "live wire" award for mentoring newcomers and making them ready-for-deployment in just 4 weeks time.



#### Education

Bachelor of Technology (Hons.)  
(Electronics and Instrumentation)  
Kurukshetra University

#### Past Employers

HCL Technologies Ltd.

#### Overall Experience

8+ years (~2 Years international)



## Himanshu Khandelwal

### Extensive work experience in operation management, vendor management, process improvement and organizational culture transformation.

#### Operation Management

- People Management:** Led teams in diverse work cultures, such as unionized labor workforce at BALCO and fresh graduate engineers at Vedanta Aluminum Ltd.
- Integral team player in amalgamating the PSU and Private Sector cultures after disinvestment of BALCO.
- Process Improvement:** Achieved Rs74 million reduction in cost of production by plant efficiency improvement.
- Plant Commissioning:** Commissioned Rs1 billion fume treatment plant by cross-functional team collaborations.

#### Setting Large Scale Operation

- Vendor Development:** Designed Service Level Agreements (SLAs) for operational assistance, developed vendors for tools and consumables supply.
- Planning:** Raw material planning and budgeting at the department level for aluminum smelter start up.

#### Organizational Culture Transformation:

- Work Culture Change:** Drove various programs at VAL to bring behavioral changes in employees' actions leading to safer work culture and enhanced quality consciousness.
- Sustainable work environment development:** Implemented sustainability frameworks, and performed risk assessment and mitigation in response to a continuously changing external environment.

#### Education

Bachelor of Technology  
(Chemical Engineering)  
NIT Jaipur

#### Past Employers

Vedanta Resources Plc

#### Overall Experience

9 Years





## Jayashankari Srinivasan

**Diverse experience in Program and Product management in Retail industry, heading the Demand forecasting and Supplier Ordering product which handles the sales forecasting, ordering and maintenance of the stock position for Tesco stores in UK**

### Program / Product Management

- Successfully led 30+ member teams with experience in managing stakeholder expectations, mitigating risks, and maximizing delivery capability to ensure agreed levels of time, scope, cost and quality.
- Spearheaded multiple step change projects in cutting edge forecasting algorithms, such as Aggregate Level Forecasting, System Weather and Better Sales Forecasting.
- Implemented Agile methodologies in a legacy system (first of its kind in Tesco) to improve responsiveness
- Received the award "Techno-Functional expert in Supply Chain" in recognition of deep understanding and contribution towards key step changes in demand forecasting area.

### Client Interfacing and International Experience (Program Manager - Tesco UK)

- Negotiated with business stakeholders to understand priorities and develop the roadmap.
- Influenced Delivery Governance board (Directors of all divisions) for capital budget approval.
- Managed annual capital expenditure of £5million and delivered benefits ranging from £20-£30million.

### Leadership

- Successfully set up efficient governance models to cope with complexity, uncertainty and ambiguity.
- Envisioned and implemented many a change to "ways of working" in order to encourage responsiveness, better quality and a culture of continuous improvement.
- Hand-picked for Women in Leadership program, Tesco – encouraging women intrapreneurs.
- Quick learner - been on fast track career progression to Senior Manager.

### Education

Bachelor of Technology (Electronics), Cochin University of Science and Technology  
Certified Supply Chain Professional (APICS)

### Past Employers

Tesco Hindustan Service Centre Pvt. Ltd, Cognizant Technology Solutions Pvt. Ltd

### Overall Experience

12.5 years (2 years in UK)

## Kanika Garg

**Diverse IT experience in client engagement, team leading and software delivery across all phases of SDLC in both development and maintenance projects**

### Client Engagement

- Acted as single point of contact for multiple business and time critical applications that contributed significantly in renewing the \$600 million project with the second largest electric distribution company of U.S.
- Successfully managed Smarter Bench Initiative (pilot project of IBM) by providing consultation to numerous accounts and subsequently selling the idea to them.

### Team Leading and Software Delivery

- End to end delivery (at customer site), including requirement gathering, resource planning and designing, of numerous web applications for leading Indian telecommunication service provider along with collaborating with many teams.
- Initiated automations in batch processes for resolving high-priority issues which reduced man hours by 100%.
- Developed an in-house utility for database migration, replacing the need to purchase a legacy 3rd party software amounting to license cost of ~ Rs.0.4 million. It was later used across projects.

### Achievements/Awards

- Consistently received more than 30 appreciations from clients and account heads for proactiveness in time critical applications and cost savings of above \$150K coupled with multiple awards.
- Achieved Rank 1 in Punjab Engineering Entrance Examination among 50,000 applicants.



### Education

Bachelor of Engineering (Electronics & Communication) with distinction, Thapar University, Patiala

### Past Employers

IBM India Pvt. Ltd.

### Overall Experience

7.5 years



## Karthik Ramanathan

**Experience in Product management, Pre-sales and Product development in Multimedia and Networking technologies for Mobility over Cloud Systems**

### Product Management

- Managed Slingbox – a device that streams home TV media to internet - from concept to implementation and feature roadmaps for North American market.
- Led the team that mined overall Analytics of Sling with KPI metrics monitoring automation; the process improved the internal turnaround time by 70% and reduced customer complaints by 20%.
- Led a cross-functional handset and network team that collaborated with OEM HTC, Taiwan in deploying a \$2M video and voice solution over 3G for AT&T in USA.

### Product Development

- Led a team of 5 that revamped the Slingmedia cloud network ecosystem and infrastructure to handle 15Mn subscribers.
- Spearheaded the web service for the hybrid web app in iOS and Android clients – that reduced the prototyping and its launch to market by 3 months.
- Handpicked as a Subject Matter Expert to lead the Multimedia Messaging network team to collaborate with Virgin Mobile in their smartphone launch in USA.

### Achievements

- Received pan company CTO Award for the business case, use case and pricing model on a \$2M greenfield project around on-demand Streaming server.

### Education

Bachelor of Engineering (Computer Science)  
PSG College of Technology

### Past Employers

Slingmedia, Aricent Technologies, Kyocera Wireless

### Overall Experience

10.5 years



## Kishore Battu

**Diverse and extensive experience in project management, product development and delivery of IT banking transformation programs in multiple countries. Specific expertise in core banking product implementations in Retail, Wholesale banking and Wealth management domain**

### Education

B.Tech (Electrical Engineering),  
JNTU College of Engineering,  
Hyderabad  
PMP (PMI USA), CSM

### Past Employers

Polaris, Steria, Infosys (7.5 years)

### Overall Experience

11.5 years

### Project/Team Management (Polaris Consulting Services Limited)

- Managed the offshore team of 72 people in the Global Data Warehouse program (USD 5.5 mn), the global standard data warehouse application at Citibank.

### Scrum Master/Project Manager (Steria India Limited)

- As Scrum Master, implemented the pilot project of the 7 Day Current Account Switching program at Co-operative Banking group, UK, and this paved way for other projects using agile methodologies.
- Acted as Project and SIT manager for post-production implementations and BAU service of corporate and SME ebanking applications at Co-operative Banking Group, UK.

### Implementation Team Leader (Infosys Limited)

- Acted as onsite customization and data migration team lead in Retail, Wholesale banking and Wealth management solutions in multiple core banking implementations in UAE, Singapore, Indonesia and UK.
- Created common customization code base and standardized the Chart of Accounts at DBS Bank, Singapore (Emerging Markets Finacle Implementation Program), enabling savings of more than 7000 person days and excess of 2 million SGD.

### Budgeting and Contract Management (Polaris Consulting Services Limited)

- Managed the end-to-end financial relationships for a high-value contract between Citibank and a leading content management system provider for the launch and maintenance of Citi Europe warrants websites.

## Krithika Sriram

**Accomplished Digital Marketer with proven expertise in Brand Management, Multi-Channel Marketing Strategy (Search, Social Media, Display, Mobile & Affiliate Marketing), P & L Management and Analytics**

### Digital Marketing & Brand Management (Koovs.com)

- Led pivotal digital campaigns which won 5 National & Global Digital Awards including IAMAI, DMAI, GME & ABBY.
- Managed online marketing budgets of INR.400 MN for Indo-British fashion e-commerce Koovs.com across 16 categories.
- Led a digital marketing team of 6 to achieve 12.8X revenue growth and 11.7X increase in transactions.
- Spear-headed Omni-Channel Strategy across end to end categories resulting in 9.6X website traffic.
- Successfully delivered large scale Digital Branding Campaigns such as Google Online Shopping Festival and Vogue Fashion's Night Out with 2.5X increase in revenue.
- Headed business partnerships with Google & Facebook and drove profitable growth across 15+ vendor networks.

### Marketing Strategy Consultation and Ad Sales (Google)

- Managed portfolio of top-tier North American Retail/CPG clients worth \$14MN and grew ad revenue by \$8MN.
- Delivered a global project that led to incremental growth of 12% revenue and 15% client ROI.
- Awarded 'Optimization Expert' for delivering the highest ROI across clients' portfolio.

### Co-Founder, Gorgeous Me Fashion Boutique

- Launched a line of women's fashion apparel & accessories. Headed Sales & Marketing and achieved top-line growth of 68%.



### Education

Bachelor of Arts (English Honours), Delhi University  
1st Rank, Delhi University  
Merit list.

Google AdWords Certified

### Past Employers

Koovs.com (Ecommerce),  
Google, Gorgeous Me Fashion  
Boutique (Co-Founder), Orient  
Craft Ltd.

**Overall Experience 8.5 Years**

## Kumud Gautam

**Proficient in Customer Relationship and Key Accounts Management, Marketing, New Business Development, and Research & Development in Life Sciences Industry**



### Education

Master of Science (Industrial  
Chemistry)  
Kurukshetra University

### Past Employers

Elsevier B.V, Jubilant Life  
Sciences, Ind-Swift Laboratories

### Overall Experience

9.8 years

### Key Accounts Management

- Managed Key Accounts for Elsevier, a world-leading provider of information solutions for science, health, and technology professionals.
- Consultative Selling of Life Science solutions in line with the client's business objectives helping them make informed decisions in the Drug Discovery & Drug Development process
- Achieved a Year on Year revenue growth of 8% by enhancing Customer Engagement in Academic, Government, and Corporate sector in India and South East Asia.
- Led cross functional teams to identify Cross-sell & Up-sell opportunities and to create industry or client based value stories that could be replicated to generate new business and contributed 15% to the total sales target.
- Planned & implemented product rollout for 70+ clients including global key accounts and achieved 95% client retention.
- Launched New Products among target audience by participating & exhibiting in the industry focused tradeshows.
- Organized Seminars and Roadshows for creating product awareness.

### Research & Development

- Deep understanding of R&D activities with an experience in Process Chemistry and Contract research.
- Worked on the process development of Intermediates and Active Pharmaceutical Ingredients, used in the treatment of Alzheimer's disease, Allergy and Diabetes.





## Magizhan Selvan

**Extensive experience in Project Management, Product Development and Business Analysis in Supply Chain Planning Solutions. Entrepreneurial experience in multiple businesses.**

### Supply Chain Solutions, Business Analysis

- Managed a project team responsible for product development and enhancement of Demand Forecasting and Inventory Optimisation solutions accounting for about \$5 Million cumulative license revenue.
- As a Subject Matter Expert provided mentoring to large customer service teams spread across the US, Mexico, Canada and India.
- Secured Manhattan Associates Innovation Award for improving the overall productivity of twelve teams by 200% using an enhanced testing automation strategy.

### Entrepreneurship - General Management, Marketing & Sales

- Ideated, Initiated and converted a dry land valued at Rs.3 crores to a residential real estate project of value Rs.8 crores collaborating with government authorities and other business partners.
- Devised innovative marketing campaigns resulting in a record 60% sales of the plots in the first month of launch despite a sluggish market.
- Took over the family business after Rs.4 crores loss and Spearheaded Crisis Management. Negotiated payment terms with creditors and created viable avenues for sustainable income generation through new ventures in Financial Services and Granite Industries.
- Raised investments of about Rs.2 crores using the crowd-funding approach for social start-ups 'Investmaadi' and 'Buymaadi'.

### Education

Bachelor of Engineering  
(Electronics and Communications)  
College of Engineering, Guindy,  
Anna University, Chennai

### Past Employers

Manhattan Associates India  
Development Pvt. Ltd (6 years),  
Entrepreneurship in Real Estate  
and Social Sector (3 years)

**Overall Experience** 9 years

## Dr. Manisha Balasubramanya Aithal

**Experienced professional in healthcare service delivery organization with focus on large scale operations in pre-hospital emergency services with G2C interface. Interested in people, projects and integrative approach ensuring performance improvement and innovation**

### Operations Strategy & Execution – Emergency Management (EM) Services

- Conceptualized, operationalized “EM Learning & Care” - “First of its kind discipline in India” for 108 Operations (launched with 17 & scaled to 7000+ EM ambulances).
- Liaisoned with Govt. functionaries, Institutions, and Vendors.
- Led Pre-Hospital Care Records Research & Archive – evaluating ~80,000 records/ month, disseminating insights to stakeholders.
- Led learning aids development team, collaborating with Stanford School of Medicine, creating 25M INR turnover annually.

### Innovation

- Developed, standardized 6 training modules - administered to 35,000 personnel, annually.
- Led Hospital Information System project, indicating appropriate receiving medical facility.
- Conceptualized key projects: Mother & Child Drop Back, EM training - State H&FW Dept.
- Devised Marketing plan for EM Education Programs - generated turnover of INR 10M in 7 months.

### People Management

- Led Emergency Medicine Learning Centre (Gujarat) - Instituted ‘Best Practices’ – won Best Team awards (4 consecutive years).
- Led teams of diverse professionals, cross-functional teams - multi-state MATRIX organization.

### Publications & Awards

- Co-authored Case studies - Indian Emergency Journal (ISSN: 0976-1470) , Sep’11, Mar’12.
- Received ‘Sheltering the Shelter less Award, 2005’ by Indian Red Cross Scty.



### Education

B.H.M.S., PG Diploma in  
Emergency Medical Services

### Past Employers

GVK Emergency Management &  
Research Institute (GVK EMRI),  
Deenanath Mangeshkar Hospital  
& Research Centre

### Overall Experience

8.6 years



## Mohamed Jaffer Ali A, PMP

**Senior Project Management professional with extensive exposure in banking vertical and multiple geographies**

### Client Engagement

- Global experience in managing core-banking product implementation **at client locations** for banks in **Saudi Arabia, Singapore, Dubai, Umm-Al-Qaiwain, and Jamaica.**
- Received **Best Manager Award** on recommendation of the client for excellence in client and project management.
- Closely engaged with client program management team in **South Africa**, when spearheading the customization delivery for 5 African countries.
- Worked with CIO, CTO, and GMs, while handling a risky big bang approach in replacing banking software for **150 branches and 1500 users.**

### Delivery Management

- Generated \$2 million revenue per year by handling offshore delivery and support team across 6 locations and by acquiring new projects.
- Led a 60 member development team for a critical \$1.2 million project and completed within the aggressive deadline of 4 months.
- Received **Gem Team Award** for implementing change initiative in the internal and client processes, thereby achieving 40% reduction in rework.

### Other Accomplishments

- Led a CSR team and implemented innovative charity programs (from 2011 to 2014).
- Trained and certified by Harvard (through Infosys) on general management topics.

### Education

General Management Program  
(1 year part time) – IIM Calcutta,  
Bachelor of Engineering  
(Mechanical); CEG, Anna  
University; PMP (Project  
Management Institution, USA)

**Past Employers:** Infosys (Finacle)

### Overall Experience

13.5+ years (Including  
international experience in  
5 countries)



## Nidhi Gupta

**Extensive experience in National level Business Development, Key Accounts Management, Marketing and Brand Management in steel tube manufacturing industry**

### Sales & Business Development

- Serviced consistently over 50 large corporate customers such as L&T, NTPC, Shapoorji Pallonji, Tyco, satisfying their distinct technical & commercial needs, resulting in over 100 Crore business per annum and 90% client retention.
- Developed new markets such as power plants, telecommunications & pre-engineered buildings resulting in over 80% sales growth within a year.
- Built effective costing and receivable systems to ensure higher than average EBITDA and below 1% bad debt.

### Marketing

- Designed, created and implemented a brand repositioning strategy by customizing offerings, meeting stringent brand approval criterion, resulting in 5 MoUs & over 300 vendor empanelment.
- Increased brand visibility by economical innovative BTL activities such as consumer conferences, participation in targeted industrial exhibitions including Acetech, World Plumbing conference, Solar summit resulting in over 60% acceptance amongst end users/specifiers.

### Others

- Presented research paper on 'Consumer Shopping Behaviour' in International Marketing Conference at IIM-A.
- Played a key role in organizational restructuring & 5S implementation during organizational transformation from family-run setups to professional organizations.
- Cross functional & cross hierarchy team working.

### Education

Master of Business Administration  
Haryana School of Business  
Master of Science (Mathematics)  
Maharshi Dayanand University

### Past Employers

APL Apollo Tubes Limited, Jindal  
Industries Limited, Balaji Labels  
Private Limited

### Overall Experience

8+ years

## Nilanjana Roy

**Extensive experience of Treasury, Cash Management & Funding across 17 currency markets; In-depth expertise in International Funds Transfer Mechanisms, SWIFT Platform, Risk Management, Business Continuity Planning and Agent Bank Relationship Management.**

### Liquidity Management [Goldman Sachs]

- Handpicked to migrate Asia Cash Management from Tokyo, as part of the firm's Asia Location Strategy, addressing concentration risk.
- Set-up & led Bangalore-Singapore Live-Live footprint model, managing cross-regional workflow [Cash flows worth US\$10 Billion/day].
- Implemented M&As/New Business Integration of GS Australia Entity, India Benchmark fund and Singapore Exchange Platform [SGX Margins].
- Managed Intraday/Overnight funding cycles for AustraClear, ASX-Chess, Eurex, SGX & FX CLS.
- Strategized Eurozone Sovereign Debt Crisis Management as part of focus team to mitigate counter party default risk. Built & Stress-tested Risk Quotient models for quarterly SOX/RCSA Reporting.
- Piloted Net-off practice with broker-dealers and brought closure on aged payables/receivables worth US\$100,000. Represented GS on ISITC & ISDA forum to establish industry best practice guidelines.

### Asset Management [J.P. Morgan]

- Responsible for a 15-member team, including 6 TLs as direct reports, executing equity & fixed income deals for J.P. Morgan Private Banking. Serviced highly sensitive Trust relationships.

### Corporate Social Responsibility

- Co-headed GS Disability Outreach Pillar. Spearheaded Community TeamWorks disability initiatives.



### Education

Bachelor of Economics  
Jyoti Nivas College, Bangalore  
University

### Past Employers

Goldman Sachs [5 years], J.P.  
Morgan, Aviva Global Services

### Overall Experience

7+ years

## Nishant Nayak

**Analytics and Decision Sciences professional with experience in Retail and E-commerce domains; Entrepreneurial experience in a Do-It-Yourself Crafts startup**

### Multi-channel Analytics Lead (Tesco HSC)

- Delivered customer targeting projects (web analytics) for clothing.tesco.com with a potential revenue uplift of £500k, using Logistic Regression Models.
- Led a team of analysts to help in-store teams forecast (time-series) weekly trade and marketing activities across all UK Tesco stores.
- Successfully created a Social Media Sentiment Analysis Tool as a winning Hack at Tesco's Global Hackathon.

### Business Analytics (Mu Sigma)

- Led a six-month pilot project engagement for a leading US e-commerce firm, looking after problem definition to planning, execution and delivery of analytics solutions; project converted to an FTE worth \$300k.
- Managed client engagement and forecasting model delivery for a US technology client.
- Worked with pre-sales teams to create Sports Analytics proposals.

### Entrepreneurial Venture (Hobby in a Box)

- Co-founded Hobby in a Box (hobbyinabox.in) – a one-stop solution for making elegant DIY Craft products.
- Recognized amongst India's Most Promising Student Startups at TATA First Dot 2015
- Incubated venture at IIMB's NSRCEL.

### Achievements

- National Talent Scholar (NTSE).



### Education

Bachelor of Technology  
(Electronics Engineering)  
National Institute of Technology,  
Surat

### Past Employers

Tesco HSC, Mu Sigma

### Overall Experience

5.1 years





## Paramita DattaRoy

### Extensive Experience in Software Project Management; Domain – Financial Markets

#### Last Role

- Managed the Software Project Management and the Software Release Management process for global teams of developers, testers and business analysts (based out of India/The United Kingdom/The Philippines/Switzerland and other countries) for Thomson Reuters Datastream - a historical global financial database (covering equities, stock market indices, currencies, company fundamentals, fixed income securities and key economic indicators for developed and emerging countries and markets) and delivered quality software to multiple Thomson Reuters clients through major Thomson Reuters financial products.

#### Previous Roles

- Project Management – Planning, executing and delivering projects.
- Software Development - Project requirement gathering and analyzing, estimating, designing, coding, testing and delivering software.
- IT Service Management - Service delivery, maintenance, enhancements and support of the client's business applications using ITSM practices.
- Leadership Role – Led and mentored teams and was responsible for their day-to-day management.

#### Education

Bachelor of Engineering (Electronics and Communication Engineering), Bangalore University  
PRINCE2 Practitioner Certified,  
ITIL Foundation V3 Certified

#### Past Employers

Thomson Reuters,  
Capgemini, IBM

#### Overall Experience

13.5 years

## Paul T Paracka

### Client Relationship Professional with in-depth expertise in IT, Program Management & Team handling. Global exposure across markets like Europe and APAC

#### Client Relationship Management

- Rich Client interaction experience which involved interfacing with stakeholders located in multiple geographies (9 countries) for requirement collection and solution delivery.
- Enabled significant revenue growth (15x) for company by developing the engagement from a 100k EUR pilot to 1.5 Million EUR long term project within a 2 year timeframe.
- Spearheaded a strategic innovation, which resulted in multi million euro savings for the client and increased their footprint from 2 countries in 2007 to 10 countries in 2009.

#### Program Management

- Managed projects in group, life and credit insurance domains across 4 countries in Europe and Asia.
- Delivered initiatives in niche technologies worth 1-2 Million EUR a year with team strengths of 20+ members of varying experience.

#### Achievements

- Awarded Most Valuable Lead in 2009 by Infosys for excellence in client relations.
- Awarded Most Valuable Player in 2014 by Infosys for achievements in Team and Risk Management.



#### Education

Bachelor of Engineering (Mechanical – Integrated 5 year course with Industrial Training)  
PSG College of Technology  
PMP Certified; LOMA 280,  
LOMA 290 Certified

#### Past Employers

Infosys

#### Overall Experience

12 years



## Pranal Prasad Dongare

### IT professional with experience in project leadership, software development, software maintenance and quality assurance in telecom domain

#### IT Experience

- Led 30 member project team for maintenance of CDMA MSC software jointly developed with a major telecom equipment provider.
- Involved in various new feature development on CDMA MSC software from requirements gathering till deployment stage.
- Worked as client co-ordinator for two years, facilitating communication channel between client and organization.
- Led the team working on prototype development for mobile communication based on IMS technology.
- Active involvement in release planning, risk management, training program development and quality control initiatives.
- Active involvement in feasibility analysis and pilot implementation of "Agile" methodology for maintenance project.

#### Domain Expertise

- 5+ years of experience in working on circuit-switched and packet-switched CDMA core technology both on signaling and bearer path.
- Around 2 years of experience in working on GGSN and PGW nodes used for mobile data communication.

#### Extra Curricular

- Published a co-authored paper on the topic of "Sustainability" at PMI National Conference 2014.

#### Education

Bachelor of Engineering (Electronics and Telecommunication)  
Shivaji University, Kolhapur  
PMP, CSM

#### Past Employers

Tata Consultancy Services

#### Overall Experience

7.8 years



## Dr Puneet Singh

**Motivated and result oriented Healthcare professional with diverse experience across Emergency medicine, Remote Site clinic operations, Hospital Management and Teaching**

### Education

M.B.B.S, Rajasthan University  
ACLS/ITLS AHA Regional  
Academy, Indonesia

### Past Employers

ISOS Services (Private) Limited,  
India & Liberia, Africa; Siyaram  
Hospital & Research Center,  
Jaipur; Fortis Hospital, Jaipur;  
MG Medical College, Jaipur

**Overall Experience** 7.5 Years

### Operations and Healthcare Management

- Planned and Mobilized Clinical Services at remote sites pan India and in Liberia.
- Organized 20+ healthcare camps under Corporate Social Responsibility umbrella and provided treatment and vaccination facilities to 11000+ patients.
- Oversaw construction of multispecialty hospital infrastructure worth 20 million+, procurement of medical instruments & supplies worth 10 million+ and established joint venture with Diagnostic centers as key member of General Management team at Siyaram Hospital.
- Achieved improved efficiency and saved lives of myocardial emergencies through rework on "Door to Door" flowchart, along with Health care services team, for Emergency handling.

### Emergency Medicine and Remote Site Clinic Medicine

- Instrumental in process design and providing healthcare services at key remote construction sites, Onshore & Offshore.
- Played key role in preventing spread of Ebola Infection in sizable working population of 20000+ Liberian Nationals and Expats as a member of Ebola Steering Committee, Arcelor Mittal Limited, Liberia.
- As Team leader, Medical Emergency and a member Code Blue & Code Red teams, trained project members and Nursing staff in Basic Life Support and Trauma Life Support techniques to save lives in real time emergencies.

### Teaching

- Taught Human Physiology to M.B.B.S, B.D.S., B.Sc. Nursing and Physiotherapy students.

## Raghuram Gullapalli

**Demonstrated Leadership Experience in Operations and Program Management with extensive field expertise in engineering Military Communications and Data Networks**

### Leadership

- Led combat teams (size 30-100) and cross-functional groups (size 30-1000) under challenging operational circumstances.
- Led a team of 400 to successfully transform over 15000 raw recruits into combat-ready technical soldiers through a rigorous SAT process over two years as Director (Operations).

### Program Management

- Steered the successful execution of over 128 major telecom & data network projects within 2 years,
- Managed network infrastructure development in the difficult Northern Command, with over 800 projects valued at \$160M under the PPPs.
- Developed and operationalized the first comprehensive Roll-On Plan for strategic network expansion, based on state-of-art IP EPABXs, Gigabit Trunk Switches, OFC Trunk routes, JFC+DSL last mile layouts, satellite and UHF radio links.
- Expedited project concurrences through Integrated Finance and payments through Defence Accounts.
- Managed relationships with OEMs/vendors/systems integrators like Alcatel Lucent, Cisco, IBM, Ericsson.

### Operations Management

- Strategically managed deployments of the Army's Network Reserve across the Western Frontier during its general mobilization for *Op PARAKRAM*.
- Engineered and rolled out mobile grid networks in support of Strike Formations exercising in the deserts, notably for *Ex POORNA VIJAY*.
- Established the first data communications network for Assam Rifles and single-handedly executed the first operational radio mapping of Kashmir Valley for *Op RAKSHAK*.



### Education

B.Tech (ECE), Jawaharlal Nehru  
University  
M.Sc (QM and Computational  
Physics), University of Pune

### Past Employers

INDIAN ARMY, Government of  
India

### Overall Experience

15 years+



## Rahul Aggarwal

**Manufacturing Professional competent in delivering Greenfield & Brownfield programs by integrating Operations, Supply Chain, Quality, Health Safety & Environment, and Product Development to launch new products conforming to global standards**

### Operations and Program Management

- Green Field and Brown Field Program Management: Spearheaded the setup of fully automated engine manufacturing plants worth \$ 120Mn for Cummins & JCB from Manufacturing & Supply Chain side.
- Supply Chain Management: Managed the inbound and outbound logistics of capital goods worth \$ 20Mn and designed the engineered material flow for the Assembly Business Unit for Cummins.
- Project Management: Led process re-engineering projects using Six Sigma & Lean methodologies – enhancing productivity by 40% and saving capital worth \$2.5Mn - capturing cyclic business demand.
- Financial Management: Led business planning for multiple projects and designed the infrastructure deployment strategy for Assembly Business Unit in line with the business requirements, deferring cash flow worth \$ 80Mn.
- Stakeholder Management: Liaised with multiple stakeholders, spread across the globe, in a complex matrix organization – resolved conflicts thereby shortening the project schedule by three months.

### Procurement and Sourcing

- Indirect Procurement Lead: Procured capital goods worth \$30Mn involving multiple vendors panning across the globe such as ATS, AVL, Atlas-Copco, Demag, Henkel, Durr, Mag, and Gudel.
- Strategic Sourcing Specialist: Developed vendors of capital goods, saving worth \$6Mn - projects benchmarked under 'Best Practices'.

### Accomplishments

- Received Cummins Chairman Award - 2013 for creating a sustainable workplace.
- Recipient of Cummins Managing Director Award - 2012 under the category of 'Global Involvement'.

### Education

Bachelor of Technology  
(Mechanical), YMCA Institute of  
Engineering, Faridabad  
Cummins ME Leadership Program  
2013-15

PMP (PMI, USA), Certified Six  
Sigma Green Belt

### Past Employers

Tata Cummins, JCB India, SMS  
Siemag

**Overall Experience** 7 years



## Rajiv Sharma Sathyanarayan

Experience in business transformation, ERP implementation and technology consulting in the retail domain, working with multi-cultural global teams



### Education

Bachelor of Engineering  
(Computer Science)  
APS College of Engineering

### Past Employers

HCL Technologies, Logic  
Information systems, Tesco HSC,  
Infosys Ltd

### Overall Experience

9.5 years (5 years in Australia,  
Japan, Thailand & Malaysia)

### Business Transformation

- Led the introduction of a fully automated sales audit process at Coles Supermarkets, Australia. The system was a key enabler for Coles' financial business process transformation and audits 28B AUD of sales every year.
- Led the design and development of a replenishment solution for fruits & vegetables at More Stores, Aditya Birla Retail Ltd. The solution reduced wastage by 60%.
- Created and implemented inventory management processes at Tesco, Japan for Tobacco & Liquor, a JPY 1B category. The solution led to book stock corrections of JPY 160M.

### Technology & Domain consulting and Implementation

- As a key member of Tesco's global operating model implementation team, implemented merchandising, sales audit, pricing & promotion, and point-of-sale systems in Japan, Thailand and Malaysia.
- Led multinational design and development teams to deliver functionalities such as supplier deals, weighted average cost, perpetual inventory and financial reporting at Coles Supermarkets.
- Designed scalable data migration solutions for large Oracle Retail databases (500,000+ items, 1000+ stores). Extensive experience in performance tuning of critical retail applications for higher availability and better SLA adherence.

## Ram Kamalkumar Motwani

Creating value across diverse business functions in an unstructured environment.  
Extensive experience in Audit and Consultancy for clients across Trading,  
Manufacturing and Service Sector

### Entrepreneurship and Leadership

- Since inception, from one man army to a team of 15 people, witnessed a growth of 2142% in terms of revenue.
- Successfully retained 90% of clients and added new clients at the rate of 10% per annum.
- Mentored a number of articles, out of which many are now successful Chartered Accountants.

### Audit and Consultancy

- Led teams conducting Bank Branch Audits (category 2 auditors) allotted as per the empanelment maintained by the Reserve Bank of India.
- Conducted Information Systems audits for 15+ banks and Stock Brokers.
- Consulted Corporate groups with employee strength of 400+.
- Spearheaded teams of Chartered Accountants for conducting statutory and internal audits for clients in diverse domains.
- Represented corporate and non-corporate clients before various Direct and Indirect Tax Assessing and Appellant Authorities (Including Income Tax Appellant Tribunal – Highest Income Tax Authority before which a CA could appear).
- Successfully represented corporate clients before nationalized banks for availing finance and for settlement of NPA cases.
- Served the CA fraternity as a co-chairman and convener in various committees of a branch of ICAI.



### Education

Fellow Chartered Accountant  
The Institute of Chartered  
Accountants of India (ICAI)  
Master of Commerce, Bachelor  
of Law, I.S.A. (ICAI), I.R.M. (ICAI),  
C.I.S.A. (US)

### Past Employers

Founder Partner of Motwani and  
Agarwal (Chartered Accountants)

### Overall Experience

11 Years

## Richa Sharma

Extensive Experience in Customer, Stakeholder and  
Project Management in Retail and Manufacturing domains



### Education

B.Tech (Electronics and  
Communication Engineering),  
NIT Calicut  
Certification in Project Management  
Academy, Wipro

### Past Employers

Infosys Ltd., Tata Consultancy  
Services Ltd., Wipro Ltd, Syntel Inc.

### Overall Experience

11.6 yrs (International: 11 months  
in US)

### Client Engagement and Stakeholder Management

- Closely interacted with US customers and successfully created business opportunities by offering value proposition through optimized solutions.
- Competent in stakeholder management, planning, budgeting and handling large cross-border teams across functions.
- Collaborated with HR to attain huge targets through mega-recruitment drives at the business unit level under direct supervision of top leadership.
- Selected for a leadership program in Infosys conducted by Indian Institute of Management, Ahmedabad.

### Project Management

- Managed a USD 7 Million business intelligence portfolio and enabled value additions through mobility solutions for better business decisions.
- Led a team to drive growth through optimization of cost, scope, time and quality and thus improved customer satisfaction index, for a US customer, from 67% to 91% in one evaluation cycle.
- Collaborated with business users and single-handedly designed and developed a set of 60 BI reports spanning across all functions with maximum optimization. Ranked among the top performers of the account.



## Rishabh Singla

**Technology professional with extensive experience in Product Design & Development and Project Management for projects of national and strategic significance in Telecom Sector**

### Education

Bachelor of Engineering  
(Electronics and Communication)  
Delhi College of Engineering;  
PMP® (PMI® USA)

### Past Employer(s)

C-DOT

### Overall Experience

7.5 years

### Product Design and Development

- Designed & developed a Data Analytics Engine and a highly secured format of data sharing for Law Enforcement Agencies and Telecom Service Providers under the \$70M National Security Project.
- Led a team of 5 Research Engineers to successfully deliver a mission critical and volume intensive Kumbh Mela Clearing House Service for Tata Teleservices and BSNL.
- Implemented the first indigenous GSM specification based Data Clearing House Solution (\$5M revenue) for BSNL and MTNL which reduced the processing costs of Roaming Call Detail Records by 25%.

### Project Management

- Planned and implemented project management processes in collaboration with senior quality managers to enable C-DOT achieve the CMMI Level 5 landmark.
- Spearheaded the development of a standardized load testing framework for Data Analytics Engine which reduced the testing time by 30%.
- Optimized a NRTRDE specification based Fraud Prevention System to reduce file processing time by 40% and won accolades from client.

### Achievements

- Rated as Group's 'Best Performer' for four consecutive years.
- Successfully demonstrated Proof of Concept of critical products to high level Govt. dignitaries.
- Delivered 500+ man-hours of technical trainings to fresh recruits and process improvement trainings to key stakeholders.

## Rohan Agarwal

**Technology professional with global Consulting (Financial Services), Business Development (Big Data Analytics), PreSales (Document Management) and Business Analysis experience**

### Technology Consulting, PwC

- Developed 5 Year roadmap and IT strategy for one of the largest banks (Retail, Corporate and Life Insurance) in Zimbabwe, leading to projected savings of USD \$3 M through server virtualization and enhanced Business and IT alignment.
- Led the team to draft RBI's payments banks license application for Airtel, Oxigen Services and Chola group.
- Consulted on vendor selection and project management of Microsoft Dynamics CRM for Max Bupa Health Insurance to improve Net Promoter Score.

### Business Development, Ananto Analytics

- Signed one of India's largest Telco for a revenue enhancement analytics project to cross sell and upsell data services to existing customers.
- Landed a deal with a leading cancer treatment hospital in the US for Healthcare Business Intelligence and Analytics offering in the area of Human Capital Management and Operations.

### Pre Sales, Xerox

- Launched XPS (Xerox Print Services) for the first time in India for a Fortune 500 company in print and related services business.

### Business Analysis and Software Development, IBM

- Implemented PreTUPS (electronic prepaid mobile recharge solution) for Airtel Africa leading to reduced go live time by 6 months.
- Managed TreasuryVision analytics platform for Citi N.A. and its upgrade to Nextgen features and design.



### Education

Bachelor of Technology (I.T),  
Jaypee Institute of Information  
Technology, Noida

### Past Employers

PwC, Ananto Analytics Ltd.,  
Xerox India Pvt. Ltd., IBM India  
Pvt. Ltd.

### Overall Experience

7.5 years

## Rohan Tiwari

**Diverse international experience in leadership, planning and implementation of projects involving software release management, quality assurance and data conversion and migration for fortune 500 health insurance organizations**

### Project Management (AETNA and WellPoint Inc.)

- Led multi-vendor teams to develop QA organization and establish QA roadmap for web applications administering tax-advantage plans to 2 million individuals
- Managed teams in India, China and USA for release management, end to end testing and data migration projects for mainframe and UNIX based applications for member management, claim processing and EDI, HIPAA and affordable care act implementation.
- Implemented knowledge management framework that stood first among 1000+ Infosys projects

### Client Engagement and Business Development

- Liaised with vendors, end-users, clients and statutory authorities to implement programs worth \$100 million – migrating business from 9 US states involving 3.5 million members and 500K providers across oracle and mainframe systems
- Managed processes, reporting and data solutions for 25 QA teams to upgrade applications across WellPoint from HIPAA 4010 to 5010 standards
- Formulated and implemented Selenium based test automation and process control frameworks effecting annual savings of \$300K
- Implemented Risk-Based QA model effecting 30% effort reduction and 20% decrease in costs of quality
- Worked with business development team on initiatives and RFPs to expand business within healthcare vertical
- Pivotal in winning contracts worth \$1.5 million with PayFlex AETNA Ltd



### Education

Bachelor of Engineering  
M S Ramaiah Institute of  
Technology, Bangalore  
Certified professional from  
academy of healthcare  
management, USA

### Past Employers

Infosys Ltd

### Overall Experience

9.5 Years (5.5 years in USA)





## Sameer Khandekar

### Diverse experience in New Product Introduction Programs, Integration of Acquired Operations and Operations Management in Electronics Technology Product Industry

#### New Product Introduction Program Management

- Led cross-functional teams of up to 25 senior personnel in waterfall and agile product development environments as part of cradle to grave product lifecycle (PLC) programs with revenue potential of \$50M to grow a nascent division of Test and Measurement instruments market leader Agilent Technologies Inc., USA.
- Leveraged resources across geographies (USA, India and Malaysia) and drove alignment of diverse stakeholders to launch and scale-up several system level Nanotechnology microscopy products to a turnover of \$25M.

#### Acquisition Integration and Operations Management

- Key member for due diligence and acquisition team of Nanotechnology start-up Molecular Imaging Corp., USA.
- Implemented Oracle ERP to assimilate acquired start-ups and relocated, integrated and scaled-up manufacturing of acquired technologies with YoY sales growth targets of 30%-40%.
- Utilized experience in LEAN methodology and financial analysis for targeted gross margin improvements from low 40% to upwards of 60% with continuous improvement in operational efficiency.
- Assessed supplier capability and provided expertise for selection of vendors for turn-key products; and of capital equipment critical for precise assembly of microscopic components in the clean-room environment.

#### Education

MS, Mechanical Engineering,  
Texas A&M University  
BE, Mechanical Engineering,  
Walchand College of Engineering

#### Past Employers

Keysight Technologies Inc.,  
Agilent Technologies Inc.,  
Molecular Imaging Corp.

#### Overall Experience

10+ years (USA)

## Samuel John Polur

### Experience in presales, post sales, techno-functional consulting, solution design, product management and development. Extensive international experience in customer engaging roles.

#### Presales & Consulting

- Experience in the presales, promotion, requirement collection, solution design, techno-functional consulting on IP Contact Center solutions for major telecom providers across the globe.
- Rich experience in customer engagement, negotiations with various internal and external stakeholders including product and design teams, business managers and CxOs.
- Worked on RFPs, RFIs, SOW, SOC, technical proposals, architecture, dimensioning and business processes. Handled key projects with high stakes and challenges.
- Worked in multicultural environments in Latin America, Africa, Middle East, Europe and Asia.

#### Product Management and Software Development

- Experience in product management (promotion, roadmap definition, competitor analysis and positioning) and end to end software design, development and testing experience.
- Led teams of analysts and developers. Instrumental in mentoring and grooming of global analyst teams.
- Developed virtual machine based demo suite for POCs.
- Awarded for presales, post sales and technical excellence in supporting marketing teams.



#### Education

Bachelor of Technology  
– Computer Science and  
Engineering  
G.Pulla Reddy Engineering  
College, Kurnool, India

#### Past Employers

Huawei Technologies

#### Overall Experience

10.8 years



## Santosh Mishra

### IT services professional with expertise in multi-geo service delivery management, client relationship management and hands-on solutioning experience in retail and ecommerce domains

#### Service Delivery & Transformation Management

- Successfully managed Service Delivery of a \$24 million multi-year program across service lines through an offshore-on-site model.
- Won Above and Beyond award for bringing process and operational efficiency in support organizations. Achieved this by standardizing processes and implementing customized solutions to help minimize effort and improve productivity.
- Spearheaded transformational initiatives within the portfolio using a proprietary framework to affect a \$2.4 million savings for the customer over a 3-year period.
- Won the Best Innovation award under Emerging Innovation category in 2013 for conceptualizing and implementing a 360-degree order fulfillment monitoring system for a leading global retailer.

#### Client Engagement and Business Development

- 6 years of international experience as a customer liaison & SPOC for delivery and escalation for leading US retailers.
- Managing customer relationships and business users' expectation across various Direct-to-Customer (DTC) functions in US, EU, China and Japan.
- Worked with users based out of multiple geographies on business planning for high visibility product launches.
- Key member in multiple business development activities within the retail and ecommerce portfolios. Worked on providing solutions for various retail and ecommerce offerings, new bids and internal business development.

#### Education

Bachelor of Technology  
(Mechanical Engineering), NIT  
Rourkela (Best Graduate in Mech  
Engg, Institute of Engineers Gold  
Medallist)

#### Past Employers

Cognizant Technology Solutions

#### Overall Experience

10.5 years (6 years in USA)



## Santosh Singh

**Product Marketing and Business development professional with expertise in pan India product launch, portfolio management, pricing and brand promotion across industries**

### Product Marketing

- Successfully handled INR 25 Crore product line with responsibility of maintaining P&L and defining the end to end marketing strategy.
- Led 2 major product launches for Drive (an energy efficiency product) pan India and exceeded the launch KPIs.
- International Assignment with Global Marketing team in Schneider France: Coordinated a worldwide product launch.
- Conceptualized and implemented online Virtual event "Experience Efficiency Hour" with Schneider Marcom team.

### Business Development

- Led the eastern region business development for Electric Drives and achieved a 240% increase in regional sales for 2010-11 by extensive new business development and new channel development efforts.

### Achievements

- Selected for Champions Club 2014, a club of 50 high performing employees across Schneider India
- Awarded the prestigious Schneider Electric Company value award- "4C Award" in 2013.
- Won the Best Graduate Engineer Trainee Award for 2007-08 in Schneider Electric and was nominated for Schneider Electric Global marketing program in Europe

### Education

Bachelor of Engineering  
(Electrical Engineering)  
Rajiv Gandhi Proudlyogiki  
Vishwavidyalaya, Bhopal

### Past Employers

Schneider Electric India Private  
Limited

### Overall Experience

7.5 years

## Saurabh Joshi

**Multifarious experience in IT Project Management, Business Process Consulting, ERP/CRM Business Solutioning, Pre-sales, and Go-To-Market Strategy across Manufacturing, High-Technology, Travel, Hygiene & Healthcare Industry**

### Project Management

- Managed multi-cultural teams on multiple end-to-end Cloud CRM rollouts from both offshore and onsite for diverse businesses and functions spanning 30+ countries.
- Led huge growth in multiple transition projects worth \$10M+ in a competitive multi-vendor environment with top Consulting firms in CRM, BI and Integration space.

### Solutions Consultant

- Performed process-fitment and process-consulting assignments for functions such as Sales, Marketing, Call Center, and Payer-Vendor Relations Management with the help of encompassing ERP/CRM modules.
- Provided strategic CRM Consulting for consolidating ERP and CRM solution for Field Service application and spearheaded solutions worth \$6M+ in Social, Mobile, Analytics, Cloud (SMAC) in Cleaning and Hygiene Industry.

### Pre Sales and Go To Market Strategy

- Entrusted key roles in setting up various Small and Medium Enterprise Product Lines (Microsoft CRM, Salesforce, Microsoft Axapta(ERP), Oracle CRM On Demand, Oracle Sales Cloud, Oracle Incentive Compensation).
- Involved in Pre-Sales, Product Assessments, IT Landscape Assessments, Go-To Market and Recruitment Strategy as part of "Strategic Solutions Practice" business unit.



### Education

- Masters in Psychology (2nd Year)
- B.E. (Computers), Delhi University
- CFA-L1 Financial Analyst
- Project Man. Professional (PMP)
- SAP/ Microsoft/Oracle Certified ERP (SCM) & CRM Professional

**Past Employers** Wipro  
Technologies

**Overall Experience** 9.4 years (4  
years of international experience)



## Shalini Tripathi

**Extensive experience in Software Product Development, Consulting and Business Development across Supply Chain, Healthcare and Education domains in multinational organizations and start-up environment**

### Business Development - Education and Training Services

- Led cross-functional team for a start-up, and managed product design, service implementation, and client engagement.
- Core member of the pre-sales team, won new contracts that led to 17% revenue growth.
- Developed content, designed and delivered custom training packages for individuals and organizations, such as VMWare, ScaleneWorks, PES University and Garden City College, Bangalore.
- Spearheaded development and pre-launch of web-based learning and skills assessment tool.

### IT Consulting

- Led the implementation of a USD 2.5M project for efficient supply chain management solutions for Michelin Tires.
- Liaised with teams across India, France, USA and Mexico to ensure smooth project execution and achieved a Customer Satisfaction score of 10/10.
- Initiated and oversaw process improvement activities, resulting in annual savings of \$ 1M for the client.
- Formulated solutions for data migration and conversion activities from legacy system to SAP.

### Software Product Development

- Optimized mainframe and web-based application solutions for vendor management at Tenet Healthcare.
- Co-ordinated with multiple business groups to review new applications before they went live to the customers.
- Designed automation process to realize savings of up to 0.5 MUSD.

### Education

Bachelor of Technology  
(Electronics and Communication)  
College of Technology, Pantnagar  
University (Uttarakhand)

### Past Employers

Learning Compass Private  
Limited, CGI, Dell

### Overall Experience

7 years





## Shreya Chakrabarty

**Skillset: Leadership and decision making in Crisis; Multinational Manager At Volvo India**

- **Global Projects Coordinator (Sweden and France).**
- **Cross Functional Team Leader (China, Thailand, Japan, and Southeast Asian Countries).**

### Global-Projects Coordinator

- Managed work-packages from Sweden & France. Travelled to Sweden.
  - **Achievement:** Led team in India that participated in innovation of Volvo-Dynamic-Steering – famous for Hollywood actor Van-Damme’s split stunt. Increased job-quality & work-allocated (4000 to 8000 hours/year).

### Cross-Functional Team-Leader (Asian Projects)

- **Multinational Management and Cross-Functional Leadership:** Led cross-functional team of supplier-representatives and engineers from India, South Korea, China, Japan, & Thailand.
  - **Achievement:** Decreased timeline and R&D costs by 30%.
- **Product Development:** Experience in complete product-development lifecycle for projects > 5 million Euros. Travelled to China & Thailand.
  - **Achievement:** In the Thailand plant, a critical component from foreign supplier failed. Further, supplier’s city was devastated by floods. Travelled to Thailand and found ways to quickly resume production. Recognized for leading in crises.
- **Multinational Management and Vehicle Build Leader:** Led pre-production builds for new-platform of vehicles in Thailand. Liaised with and traveled to Thailand.
  - **Achievement:** Production increase of the new-platform from 5 to 15 vehicles/day.

### Education

Bachelor of Engineering (Manufacturing Science)  
**University Gold Medalist**  
B.M.S College of Engineering, Bangalore; Visveswaraiiah Technological University

### Past Employers

Volvo India Private Limited

### Overall Experience

5.7 years

## Shweta Kavishwar

**Software product professional with extensive experience in software conceptualization, development and delivery**

### Product Development and Design

- Spearheaded the solution design and implementation of Kodiak Web-PTT solution for 3<sup>rd</sup> party integration and development of OTT services.
- Managed a cross-functional team and piloted the product transformation from legacy systems to LTE for flagship PTT solution in Kodiak Networks for clients such as AT&T, Verizon & Bell.
- Worked with product management and sales teams for POCs, product demonstrations, and product line rationalization.

### Solution Implementation and Project Delivery

- Led a 5 member team and was instrumental in rolling out the Kodiak Web PTT solution.
- Supported more than 100 clients for creating next generation telco services using Aricent SIP stack and Kodiak PTT solutions.
- Instrumental in introduction and adaptation of Agile methodology in product development.

### Re-engineering, Innovation and Achievement

- Redesigned signaling architecture in Kodiak Networks resulting in improvement of product performance by 20%.
- Presented prize winning “P2P signaling concept” prototype in “Aricent Avishkaar product competition – 2007”.



### Education

Bachelor of Technology (Computer Science)  
Nagpur University

### Past Employers

Kodiak Networks Pvt. Ltd.,  
Marvell India Pvt. Ltd.,  
Aricent Technologies

### Overall Experience

10.5 years



## Sneha Sinha

**Multifaceted individual with international client-facing experience in Tech Consulting and Business Development in Financial Services and Telecommunications**

- **Financial Services Technology Consultant:** Provided solutions for omnichannel credit-card reward-point implementation.
- **Delivery Management:** Replaced credit-card-capturing-agency for American Express in Italy – involving 35 teams, four timezones, and contingency planning for risk mitigation.
- Digitized corporate credit-card functions saving \$6M across six European markets.
- **Business Development:** Identified gap and proposed solution leading to \$10M business for Infosys in loyalty-reward-point niche.
- Led process-workflow redesign and training on Single Euro Payments Area for AmEx.
- Project implementations spanning card launches and operations, transaction settlements, compliance, risk, fraud, architecture infrastructure uplift and point-of-arrival programs.
- **Component designer** for a 40 member agile team performing order fulfillment for British Telecom. Ensured 100% right-first-time orders based on queueing of OSS BSS tasks.
- Led Vendor Consolidation and Process Improvement through innovative solutions in existing Telecom provisioning.

### Cross Functional Planner and Branding Lead for Infosys, Pune

- Executive committee member tasked with planning and implementing DC10 initiative (DC10: Ten discreet improvement streams identified by top leadership).
- Personally led the Branding Initiative for internal and external events.

### Achievements

- Led core team to create sustainable Mentor-Mentee framework for 2500 employees.
- **Savitribhai Phule Award:** Highest marks across all engineering branches in Pune University amongst 10,000+ students.

### Education

Bachelor of Engineering  
Army Institute of Technology  
Pune University (Gold Medalist)

### Past Employers

Infosys Ltd.

### Overall Experience

8.5 Years (2.5 years, London, UK)



## Sourish Ray

### Consultant with Enterprise Risk Services in IT

#### Consulting Experience

- Designed information protection strategy and governance structures, managed risk assessment for Sarbanes Oxley, and developed IT strategy for domestic and international clients.
- Worked across multiple verticals including BFSI, Energy and manufacturing in locations like UK, Middle East and Africa.
- Lead projects involving third party and vendor assessments, cyber security, network and application performance for major financial institutions in India and Middle East.

#### Business Development

- Managed middle-east accounts for IT advisory projects in KPMG. Developed project pipeline, market expansion strategies and built relationships with new and existing clients.
- Spearheaded bids to secure contracts worth more than 200,000 USD annually from Middle East clients.

#### Special Interests

- Active member of forums researching in Cyber Security threats, like "Null".

#### Education

Bachelor of Technology  
(Information Technology)  
West Bengal University of  
Technology

#### Past Employers

KPMG, Infosys

#### Overall Experience

5.5 years

## Souveek Kumar Bose

**Experience in managing CRM and HRMS development with focus on scalability, performance and reliability of deliverables, working with International Telecom and Media companies**

#### Module Leader and Application Performance Manager (Client: Hi3G Access AB, Sweden)

- Managed the design and delivery of over 100 functional enhancements, such as new payment solution, multi subscription discounts, handset financing. Received appreciations from the Head of IT and CFO.
- Pioneered the transition of team from Waterfall SDLC to Agile Model, to enhance delivery assurance and cycle time.
- Responsible for planning, hardware dimensioning and upgrade of the complete PeopleSoft CRM stack. Recognized by CTO for coordinating with over 15 teams and successfully executing the upgrade.
- Designed and implemented a critical sales tracking platform for the launch of iPhone 5 and other handsets. The solution allowed unlimited users up from existing limit of 10 users.

#### Technical Architect (Client: Viacom Inc., USA)

- Co-ordinated with over 30 client teams and multiple vendors across 31+ countries, to implement HRMS application to comply with country-wise regulations; application is being used by over 10,000 employees across 31+ countries.
- Designed and built hiring and promotion solutions with different content display, approval routing and security requirements in each country. The new framework built was highly appreciated by the VP of client IT and implemented across all modules; this reduced over 15000 lines of code leading to easy maintenance and scalability.

#### People Management & Skill Development

- Managed a 14 members team and responsible for hiring, training and mentoring of the team members.
- Contributed to over 20 technical as well as process articles for TCS knowledge repository.



#### Education

Bachelor of Engineering  
(Power), Jadavpur University  
Professional Certifications  
in Oracle SQLs and Oracle  
PeopleSoft

#### Past Employers

Tata Consultancy Services Ltd.

#### Overall Experience

7.5 Years (3 years International  
in Sweden, Singapore)



## Srinivas Dasari

### Extensive experience in Innovation and Delivery in IT infrastructure services

#### Innovation and Technology

- Optimized production support processes by identifying and removing overheads, improving productivity by 20%.
- Major contributor in a team of four, in our efforts to reduce costs and improve operational efficiency, resulting in total savings of USD 0.5 million and approximately 1060 human-hours annually, and increase in 1360 hrs of system up-time.
- Spearheaded several performance tuning, process improvement, and automation initiatives.

#### Project management/Service Delivery

- Planned and delivered Major Technology Migration Programs worth USD 2 million with exceptional quality.
- Led production support teams in resolving mission critical problems.
- Mentored the offshore team on data replication technologies, helping increase the overall SME pool.

#### Client Relationship

- Received Annual Service delivery excellence award for outstanding performance.
- Appreciated by clients on multiple occasions for seamless execution of tasks.

#### Education

Bachelor of Engineering  
(Electronics and Communication),  
College of Engineering, Gandhi  
Institute of Technology and  
Management, Visakhapatnam

#### Past Employers

Mphasis Ltd., J.P.Morgan Services  
India Pvt Ltd., Computer Sciences  
Corporation India Pvt Ltd.

#### Overall Experience

7.5 years





## Sudeep Nagpurkar

**B2B Sales and Marketing professional with extensive experience in consultative selling across public and private sector enterprises**

### Sales and Business Development

- Headed Sales Operations for Maharashtra and Madhya Pradesh and achieved 30% revenue growth in the region.
- Managed direct sales revenue of \$4 million and partner business of \$1 million.
- Excelled at value based selling of test, control and embedded systems and solutions to a diverse set of industries like Automotive, Semiconductor, Energy, Oil and Gas, Pharmaceutical, Defense and Aerospace, Technology services and Education.
- Led and mentored a 10 member team of sales engineers, marketing communication specialists, customer sales representatives and application support engineers for the region.

### Marketing

- Worked with Global Product Marketing teams to incorporate India specific product modification strategies.
- Initiated a 'SME Benefit Program' for India business which was subsequently adopted at the corporate level.
- Worked with strategic business partners like TCS, Tata Elxsi, KPIT to ensure successful solution delivery to their clients.
- Involved on new market prospecting and segmental competitor analysis for Automotive and ICT market in India.

### Sports

- Avid badminton player, won multiple medals at state and national level.
- Participated in 8 half marathons across India since 2013.

### Education

Bachelor of Technology  
(Electrical and Electronics)  
NIT, Nagpur  
Diploma in Financial Management  
NMIMS, Distance Education  
Program

### Past Employers

National Instruments, India

### Overall Experience

5.8 years

## Sugam Bagla

**Seasoned player with diverse experience in IT Business Development, Program & Project Management for global Healthcare, Media & Entertainment and BFSI clients**

### Program Management

- Spearheaded the Project Management team for IT projects implemented for Fortune 50 clients (CVS, J&J), having sales exceeding \$50M/year and 80+ FTEs.
- Accountable for Knowledge Transfer, Change Control, Complete Project Lifecycle, Estimation, Resource Management, Issue & Risk Management, Work Order / SoW processing, Invoicing, Status Reporting, Metric Measurement & Governance.
- Enabled GalaxE's growth to its peak - Participated in the definition, promotion and adoption of engineering best practices to ensure reliable delivery and superior customer satisfaction.
- Planned and implemented HCL's Managed Services Model leading to improved planning and forecasting
- Consolidated EMI Music's royalty IT teams across geographies (US, Canada, UK, Ireland) leading to improved resource utilization (>95%) and knowledge management.

### Business Development

- Extensive experience in presenting application consolidation and certification solutions and capabilities directly to CxOs to help them resolve their pain points and also meet their strategic future-state business needs.
- Established 4 new accounts - Catamaran, which is a Fortune fastest-growing company for last 5 years, UnitedHealth Group, Warner Music Group, Sony Music.

### Professional Achievements

- Consistently rated as Outstanding Performer (Awarded to the top 5% employees at HCL): 2009-10, 2008-09, 2006-07, 2005-06.



### Education

MCA, Department of Computer  
Sciences, Delhi University  
B.Sc. (Maths), St. Stephens  
College, Delhi University

### Past Employers

GalaxE Solutions India Pvt. Ltd  
(3.5+ Years), HCL Technologies  
(6.5+ Years)

### Overall Experience

10+ years (2 years in NY,  
Texas, London)



## Sujatha Krishnamurthy

**Oil and Gas Professional with Experience in Process Design and Technology Consulting for Oil refineries. International experience with European partners, Asian and Russian clients.**

### Technology Consulting

- Led technology and financial feasibility studies for a leading Swedish refiner's Heavy Oil Upgrading project.
- Conducted safety audits and plant wide HAZOP analysis and prepared implementation reports for a Russian refinery.

### Process Design

- Was involved in all aspects of Technology Licensor package preparation including process design, simulations, PID conception and development, process improvements, technical proposal preparations and HAZOP studies for the Hydroprocessing team in KBR.
- Led the Indian process engineering team for design of heavy oil upgrading units for a \$1 billion refining complex in Nizhnekamsk, Russia from Houston, USA.
- Handled project interactions and global team co-ordination besides process design for KBR's proprietary technology Veba Combi Cracker for two Chinese coal upgrading projects.
- Led the technology download from our partner company BP in Bochum, Germany and adaptation of the same for current market conditions to KBR.
- Handled preparation of all technical proposals and represented the process team in project review meetings with clients.

### Highlights

- Co-authored three technical papers on heavy oil upgrading that have been published in international journals.
- Patent pending for approval in USA.
- First female Under Officer in Anna University NCC Army wing.

### Education

Bachelor of Technology  
(Chemical Engineering)  
A.C.College of Technology, Anna  
University

### Past Employers

Molecul Management Solutions,  
KBR India Pvt Ltd., Fluor Daniel  
India Pvt. Ltd.

### Overall Experience

6.8 years



## Sumit Garg

**Extensive experience in end-to-end Software Product Development, Technology Consulting, and Project Management in the domain of Hedge Fund and Algorithmic Trading with teams and trading desks located at multiple geographies including India, US, London and Hong Kong**

### Education

Computer Science & Engineering  
Bachelor of Engineering  
National Institute of Technology,  
Trichy, Class of 2003

### Past Employers

D. E. Shaw & Co.

### Overall Experience

11.5 years

### Product Design and Development

- Successfully led the design and development of critical software components of D. E. Shaw & Co's proprietary trading systems for algorithmic and qualitative trading in various asset classes including equities, futures, options, FX, Spreads, and Fixed Income securities in US, Europe, and Asian markets.
- Collaborated with business analysts, development teams, and data vendors to design and develop efficient market data distribution engine for equities and derivative trading systems with reduced latency and improved system throughput.
- Owner of a number of critical high frequency trading system components including order management and trade capture system, broker management software, and process management tools used by various in-house trading systems of D. E. Shaw & Co.
- Spearheaded migration projects to consolidate D. E. Shaw & Co.'s various legacy trading systems for equity, derivatives, and fixed income strategies in favor of firm's primary trading platform.

### Project Management

- Handled project scoping, requirement gathering, functional design, and planning for large scale projects of D. E. Shaw & Co's proprietary trading.
- Handled crisis situations for mission critical applications having major financial impact to business.
- Led teams that consistently won outstanding client feedback ratings.

## V C Sundar

**Operations and Supply Chain Management professional, with strong exposure to Auto and E-commerce sectors**

### Project Management and Operations

- Led the Outbound delivery team at Amazon India 's Largest Fulfillment Center in Mumbai, focusing on capacity planning and process efficiency.
- Network Management of the entire 2 wheeler dealership Sales, Service and Spares activities (in Trichy ,TN ): averaging 300 vehicles sales/month with a turnover of 12.5 MINR/month.
- Member of Bosch business strategy team - Spearheaded Cost reduction Project in '12; Introduced a strategic tool "Key Performance Indicator – tree" to identify project areas for improvement, resulting in annualized saving of around €2.8M.

### Process Management and New Product development

- Team Lead for Development and Manufacturing of first Indigenous Common Rail Injector-'1-14'for low cost segment in India, and South East Asia markets.
- Group lead Injector manufacturing: working with cross-functional teams, leading a team of 100+ associates towards 8% productivity improvement, 2.1% defect cost reduction and WIP reduction through lean process.

### Distinguished Accomplishments

- AIMA National Champion NCYM 2011 - on the topic "Building sustainable Indian Multinationals".
- State champion CII-KAIZEN competition 2012.



### Education

Bachelor of Engineering  
(Mechanical), Maharashtra  
Institute of Technology, Pune  
University; Six Sigma – Black  
Belt (AIQM accredited by ASCB  
Europe Ltd.)

### Past Employers

Amazon, Bosch Ltd., Bajaj 2  
Wheeler dealership (Nachi Bajaj)

**Overall Experience** 9.5 years



## Sunil Krishnan

**International experience of over 5 years in project management and customer relationship building for a leading BFSI Company**

### Client Engagement

- Liaised between technology and business for a BFSI Securitization portfolio.
  - Extensive exposure to the credit card industry and the Treasury business of cash and liquidity management. Scoped and Mapped business functions to technology requirements and designed solutions for the customers. Headed a team of around 25 at onshore and offshore.
  - Spearheaded SOX Regulation, Liquidity and Settlement Projects during the 2008 Economic crisis, which helped increasing the borrowing capacity of the customer by more than \$7 Billion.
  - Initiated automation and re-engineering activities to achieve IT savings of up to \$1MM.
- Participated in long-term strategy formulation with the customer to draft a plan for technology migration.

### Pre-Sales & Technology Consulting

- Key Member of the Application Management Pre-Sales team in Syntel and was involved in multiple proposal creation and presentations.
- Designed mainframe migration solutions for a leading logistics company to standardize its international and domestic operations.

### Professional Achievement

- Won Appreciation from the CIO of a client for successfully executing business critical projects.
- Won "Speed" and "Smart" awards for showing agility and providing out-of-box solutions.

### Education

Bachelor of Engineering  
(Computer Science)  
Ramrao Adik Institute of  
Technology , Mumbai University

### Past Employers

Syntel

### Overall Experience

9 years (5.5 years in United  
States)





## Tanvi Sharma

**Comprehensive experience and expertise in Stakeholder Management, Pre-Sales, Solution Development and ERP Consulting in Consumer Goods, Energy & Manufacturing industries**

### Education

Bachelor of Technology (Civil Engineering), National Institute of Technology, Bhopal  
Application Designer Certification from MIT, Boston, USA

### Past Employers

Cognizant Technology Solutions, Accenture Services Pvt. Ltd

### Overall Experience

8.8 years (9 months in Ohio, USA)

### Pre-Sales & Client Engagement

- Proficiently led the preparation and presentation of the proposal solution for multi-vendor scenarios and succeeded in winning deals worth \$1M for Cognizant.
- Acted as the primary liaison between Accenture and the client's key stakeholders for understanding client's requirements, technical/functional consulting and managing overall expectations.
- Contributed significantly to the 'Centre of Excellence – Pre-sales ERP' at Accenture and led the workshops and presentations for prospective clients.

### Project Management & SAP Business Intelligence

- Led teams of 20+ for the design and production support of large scale SAP-Business Intelligence solutions for British Petroleum (Energy), Owens-Illinois & Holcim (both Manufacturing) at Accenture.
- Successfully managed the 'Agile' projects in Philips (Consumer goods) worth a cumulative value > \$600K and achieved a profitability of 60%, within 4 months of joining Cognizant.
- Initiated and led the Six Sigma project to implement process improvements and automations resulting in Full-Time-Employee reduction by 21%. Led initiatives towards CMMI Level5, SOX compliance, ISO27001 project quality certifications.

### Achievements

- Won the most prestigious 'Accenture Celebrates Excellence' Award.
- Won 'Best Peer Award' twice by popular vote in the Delivery unit at Accenture.

## Uddipt Mitter

**Change management and business analysis expertise, focussing on people and processes in the Financial Services Technology space**

### Organizational Change Management

- Engaged with senior leadership teams to introduce and manage process changes for delivering technology projects within the \$10M Financial Messaging portfolio of a large European Bank.
- Anchored the transformation of the existing software delivery process to a Scaled Agile Framework (SAFe) for a large project with a team size of over 100 associates.
- Coached business analysts and project managers for Program Portfolio Management/Product Management functions.

### Business Analysis

- Led analyst teams working on customer access channels, partner data administration and electronic payments eco-system from client locations in Germany and Singapore.
- Consulted on service-desk integration for a major divestment program of a European bank and handled the business analysis for billing-systems integration.

### Memberships/ Achievements

- "Star of the Quarter" Award at TCS Deutschland, TCS "Best Team" Award (2010), Infosys Insta Award (2011).
- Maharana Mewar Foundation Award (1997).
- National Talent Scholar (NTSE).
- Member, International Institute of Business Analysis™.



### Education

Bachelor of Engineering (Mechanical Engineering)  
Pune University  
Certified Business Analysis Professional (CBAP®)

### Past Employers

Infosys Ltd., Tata Consultancy Services Ltd., Praj Industries

### Overall Experience

11.5 Years (International: 5 years in Germany and Singapore)



## Vani Dhandapani

**Solutions Consulting, Sales and Program Management experience in IT services, primarily for Business Intelligence practice focused on Financial services client base**

### Solutions Consulting and Sales

- Extensive solutions consulting and sales experience in the IT services industry in India and the United States for Fortune 500 clients in Retail and Financial services.
- Ideated and led a team to implement a BI appliance agnostic solution called N'Zoom for build automation (saving 40-50% build effort). Drove this product, end to end, through the cycle of idea inception, market research, execution, financial model, marketing and intellectual property. Garnered 1M USD pipeline business for this product.
- Established COE for BI and Big data technologies in the unit, and enabled alliance and joint go-to-market strategy with the technology firms.
- Ideated a framework for BI Portfolio assessment of client LOBs, leading to consulting assignments and up sell opportunities with clients for their BI portfolio.
- Led and driven multiple client proposals, won a 4M USD deal in 2014.

### Program Management

- Handled a portfolio of 6M USD per year with a peak team size of 80+ people spread across multiple locations.
- Responsible for delivery excellence, people management, customer management, OTR processes and pre-sales.
- Unit anchor for Employee engagement and Skill building.

### Achievements

- Top Manager Award in Financial Services Unit (2014), Olympians Team Award (2013), Most Valuable Technology Leader Award (2010), Insta Award (2008, 2009), Quality Award (2005).

### Education

Bachelor of Engineering (Hons) (Computer Science)  
BITS, Pilani

### Past Employers

Infosys Limited, Daimler Chrysler Research Center India

### Overall Experience

12.8 years



## Varun Devgan

**Operations Control manager with end to end exposure to airline operations, specializing in disruption management with expertise in executing mission critical government operations in high stakes and challenging environments**

### Operations Management in Air India's Integrated Operations Control Centre (IOCC)

- Special operations team: Managed a team (crew and manpower resources) that planned and monitored operation of evacuating Indian nationals from Libya/Iraq and flood relief operations in Jammu and Kashmir. These efforts were recognized by Ministry of civil aviation, Government of India.
- Managed reassignment of crew resources and re-planning flight schedules: Planned shift of operations on different aircraft types following the grounding of Air India's B787 by DGCA.
- Managed disruptions and diversions of flights arising due to unforeseen circumstances such as technical malfunction, bad weather conditions or crew related constraints
- Created risk minimization strategies to counter potential threats and risks in D+3 window (Day of operations plus three) to ensure conformity to published schedule.

### Change Management

- Created SOPs and transition timelines for automatic crew rostering of all crew members.
- Served as an Interface between crew schedulers and software development team providing critical inputs which led to significant improvement in resource utilisation.
- Ensured compliance with DGCA rules and regulations by creating check points and regular auditing.

### Other Highlights

- Youngest officer selected to be part of Operations Control Centre of Air India in 2010.

#### Education

Bachelor of Technology  
(Electronics and Communication Engineering)

Kurukshetra University

#### Past Employers

Air India

#### Overall Experience

7.5 Years

## Veenit Mavani

**Extensive experience in Insurance & Financial services domain for Technology Implementation with leading Insurance providers worldwide. Project Management and Process Implementation for various technology projects**

### Project Management and Technology Implementation in Life Insurance domain

- Extensively worked in Life Insurance domain with high exposure in areas of New Business, Policy Administration and Claims Management.
- Led 20-member global team to replace incumbent Life Insurance system for AIG to simplify Underwriting and increase underwriting efficiency by 62% for 6 Million new policies.
- Analyzed Allianz and Generali's client servicing processes and implemented a technology solution that reduced the customer servicing time by 20%.

### Innovation and Process Implementation

- Conceptualized and implemented a Shared Services model of Testing Professionals catering to 50+ clients with a 14 member team thereby reducing client's headcount contributing to annual savings of \$ 100K per client.
- Set up a Testing Centre of Excellence for American Express to streamline testing activities across multiple systems.
- Currently developing Technology partnership between companies in India requiring advanced technology solutions and Innovative Technology firms in Israel.

### Other Highlights

- Represented India at Microsoft's flagship Software Design Contest - Imagine Cup 2008 and awarded as top 5 teams in the World for Rural Innovation.
- Published Whitepaper on Measuring Test coverage metrics for Complex legacy software products, which is used widely in Accenture to derive software testing metrics for legacy systems.



#### Education

Bachelor of Engineering  
(Computer Sc.) Vivekanand  
Education Society's Institute of  
Technology (Mumbai)  
PMP certified (PMI® USA)  
LOMA FLMI certified (LOMA®  
USA)

#### Past Employers

Accenture

#### Overall Experience

6.5+ Years (1 year Intl - USA)

## Vidhyapriya Chandrasekaran

**Rich ERP consulting experience in Human Resource Management domain across Industry Verticals for clients in US, UK and Singapore**

### Project Leadership and Business Development

- Onsite delivery lead and Single point of contact for Syntel at Moody's Investor Services. Worked directly with client Senior Management to manage PeopleSoft HR application used across 30 countries.
- Led a team for a Multinational Chemical company to upgrade their PeopleSoft HR system, used across 160 countries supporting 50000 employees, and delivered the product with zero defects.
- Solution consultant for RFPs. Part of the presentation team that helped bag a US\$38mn contract at Hilton Hotels.

### Domain and Technology Consulting

- Successfully implemented multiple Strategic HR-IT projects, including integration with other application, resulting in high system performance and improved customer focus.
- Re-engineered the complex HR system, involving multiple stakeholders for a leading Singaporean semiconductor company and UK pharmaceutical company, resulting in significant operational cost savings.
- Received Multiple awards (including DELL champions award from CEO) for outstanding job Performance from clients and employers.

### Competency Building

- Technology Mentor for 15 entry level associates and was directly responsible for their training and on-job performance.
- Subject Matter expert and Competency lead for a team of 30 associates. Organized and delivered multiple training sessions for competency building. Key Panelist in recruiting candidates for PeopleSoft Practice.



#### Education

Bachelor of Engineering  
(Electronics and Communications)  
Anna University, Tamil Nadu,  
India

#### Past Employers

TCS, DELL, Syntel Ltd.,  
Satyam Computer Services Ltd.

#### Overall Experience

9.2 Years (1yr in USA)





## Vikram Venkataraman

**A seasoned professional with experience in executing large scale transformational programs, leading organizational change and creating disruptive proof of concepts**

### Program Management and Business Development

- As a senior manager in a Client facing role, reported to the CIO and worked closely with the client leadership team. Represented Cognizant in monthly governance and strategy meetings.
- Managed a portfolio of projects worth \$10M in Hartford, CT for Cognizant. Was involved in planning, resourcing, client relationship management and business development activities.
- Lead a team of 50+ associates, in a 3 year legacy modernization program for a leading property and casualty insurer in the US.

### Change Agent

- As a specialist in Agile development was involved in implementing Agile development practices in a client environment. Successfully brought about this change across the client IT division.

### Global Hackathon

- Lead a team of 50+ associates spread across USA and India to secure the 2<sup>nd</sup> place in a Global Hackathon.
- Developed a proof of concept demonstrating the impact of Internet Of Things on Insurance.

### Education

Bachelor of Engineering (Mechanical), University of Madras  
Certified in 'Advanced Business Communication' from Carnegie Mellon University – Tepper School of Business

### Past Employers

Cognizant Technology Solutions

### Overall Experience

11 Years 6 months (~8 years in USA – Hartford, CT)

## Vinay Belambe

**Extensive Client Engagement and Project Management experience in B2B e-commerce solutions**

### Business Development and Sales Support

- Worked as a product specialist with IBM/Lenovo Online Sales catering to worldwide audience. Supported Branding and Manufacturing teams on implementing decision rules for configuration of IBM/Lenovo products such as System X, Blade servers, Blade centers and Think Pads across multiple geographies (NA/EMEA/APAC) and multiple sales channels.
- Implemented IBM's Smarter ADM (a collaborative project delivery platform) offering, ~18% total application development was done through IBM's Crowd-sourcing, Community Enablement and Digital Reputation.
- As part of IBM Shadow Leadership group, developed a communication framework for collaboration and employee engagement within IBM used by more than 6000+ practitioners.

### Project Management

- Managed application development and maintenance of IBM's strategic web sales configurator (IBM's global e-commerce solution supporting \$2 billion annual revenues) in a Global Delivery (Egypt, China, India, Mexico, Brazil, US, Philippines) model.
- Owned project financials for 70+ team (Development/Maintenance Budget ~\$3.6 mil.) which included annual budget planning and monthly financial forecasting and reporting with client.
- As an IBM India Delivery Excellency Accredited reviewer audited projects from energy/utilities, e-commerce and logistics domain within IBM for CMMI 5 process adherence.

### Achievements

- Received Best of IBM(2008), IBM Service Excellence Award (2011,2013), Eminence and Excellence Orion Award (2012) and Manager's Choice Award (2014) for significant contribution to project delivery.



### Education

Bachelor of Technology (Civil Engineering)  
IIT Guwahati

### Past Employers

IBM India Pvt. Ltd.

### Overall Experience

8.5 years (2+ years in Dallas, USA)



## Vinod Sankaranarayanan

**Experience across Presales, Industry Research, Business Analysis and Project Management in the IT industry, predominantly in the Utilities Industry area**

### Presales Consultant

- Managed strategic deals ranging from \$2M to \$50M across Utilities, Energy and Natural Resources industry segments and across multiple technology and functional domains including ERP, Data Warehouse, Application Modernization, Implementations and IT Transformations.
- Directly responsible for key wins at both TCS and Accenture such as Maximo Nuclear Implementation deal for Nordics Customer and SAP IS Utilities Implementation for Middle East Energy major with responsibility from Bid Management and Solution Development to Pricing.

### Industry Research

- Key member of Strategic sales and solution effectiveness team, reporting directly into Accenture Leadership.
- Carried out Industry, Market and Competitor research to identify opportunities in Application Outsourcing area. Played a pivotal role in idea generation, offering development and Programme governance.

### Business Consultant

- Responsible for Investment Assessment and Business Analysis for a large Electricity Utility client in the UK. Successfully executed a two stage procurement event for Meeting space solution at a project cost of 350 thousand GBP.
- Managed Business Unit accounting and Resource Management for all projects under the Non-Regulated business unit of the Utility client, amounting to 4M GBP per year.

### Education

Bachelor of Technology (Electrical and Electronics Engineering)  
Kerala University

### Past Employers

Accenture (2.5 years),  
TCS (6.7 years)

### Overall Experience

9.2 years (2 years in the UK)



## Vinod Vijayakumar

**Diverse and rich international experience in ERP Consulting, Business Development and Project Management, specializing in Banking and Financial Services Sector (BFSI)**

### Project Management and Business Development

- As Senior Manager, handled a portfolio of 4 projects with annual revenues of over \$5 million and 50,000+ end users.
- Key member of NA Business development team securing projects in excess of \$15 million from new and existing accounts.

### ERP Consulting and Domain Expertise

- Subject Matter Expert in ERP finance systems (Oracle, Peoplesoft). Mentored over 40+ associates.
- Vastly experienced in areas of Risk mgmt, Taxes, Project Costing, Workflows, Financial reporting, Internal controls & Audit,
- Led the implementation of 'Order to Cash' and 'Procure to Pay' modules for a leading wall street bank (BNYM) as part of their strategic \$30 million world-wide finance systems integration.

### Leadership and Client Engagement

- Managed cross-cultural project teams of 25+ direct reports across US, UK and India for over 5 years, with zero attrition.
- Traveled extensively to regional client headquarters across the globe to support financial books closing processes.
- Built a comprehensive knowledge repository for client outlining key finance system processes & functionalities.

### Other Achievements

- Special award from Client CFO for automating their inter-company invoicing & settlement process, saving 650 man-hours.
- Certified Grade 5 classical piano player from Trinity College of Music, London.

### Education

Bachelor of Engineering (Mechanical - Integrated 5 year course with Industrial training) PSG College of Technology Certified in 'Valuation & Financial Data Modeling', Investment Banking Institute, New York

### Past Employers

Cognizant Technology Solutions

### Overall Experience

10.10 years (~8 years in USA)

## Viral Mehta

**Extensive International Experience (US and South East Asia) in Green Energy Sector in Analytics, Product Development, Vendor Development and Project Management.**

**Donned various roles during the journey from a start-up to billion dollar firm.**

### Leadership and Team Management

- Core Member, Leadership Team: Played key role in Business, Cultural and Budgeting decisions of Mumbai Operations (80+ employees).
- Senior Manager, Analytics Team: Built & managed a team of diverse engineers and statisticians to lead efforts in improving product reliability and operational efficiency.

### Product Development & New Product Introduction

- Achieved 10% increase in the product's life by recommending business decisions derived from analytical models and engineering solutions. Saved \$2 million by collaborating with Global Operations and Quality teams.
- Consulted on the introduction of Next Generation Products by evaluation of technology and cost. Enabled 30% increase in product efficiency in coordination with R&D, Operations and Marketing teams.
- Championed solutions for critical fleet reliability and manufacturing line issues as a member of Global Tiger Team.

### Vendor Development and Project Management

- Stabilized Supply Chain by improving production processes of strategic South East Asian Vendors.
- Led cross functional team of 20+ people for Work Flow Platform Integration Program. Developed structured quality data and control reports to reduce analysis turnaround time by 50%.



### Education

Dual Degree (Bachelor of Technology and Master of Technology), Chemical Engineering, IIT Bombay, Class of 2005 Six Sigma Green Belt Certified

### Past Employers

Bloom Energy India Private Limited

Overall Experience 9.5 years



## Vivek Grover

**Operations, General & Crisis Management experience with world's leading shipping companies**

### Chief Officer, Maersk Tankers Pte Ltd, Denmark

- Planned and managed energy transportation and logistics operations worth a total of about \$ 2.5 Billion in more than 30 countries that required strict compliance, control, resource monitoring, and safety management.
- Trained and led teams of engineers, officers, and crew from Britain, Russia, Korea, China, Singapore, Bangladesh, Srilanka, Pakistan, India & Philippines, etc. for challenging operations in restrictive conditions.
- Safely navigated large ships across world's most hazardous routes that involved meticulous planning, effective team management, decision making, risk management and crisis handling strategy.
- Prepared and implemented shipboard maintenance programs, development plans, and annual budgets.
- Controlled and optimized stores and spare parts inventory.

### Crisis Management

- Averted grounding, collision, and piracy attacks. Handled life-threatening medical, fire, and other emergency situations.

### Achievements

- Significantly reduced fuel consumption, up to \$ 1.0 Million per year, through optimal route planning and efficient management of pressure systems.
- Received commendations for successfully leading teams to complete vetting inspections for oil majors such as BP, Shell, Chevron and United States Coast Guard.

### Education

Master Mariner (Marine Science) Marine Department, Ministry of Shipping, Govt. of India

### Past Employers

Maersk Tankers (Denmark), Executive Ship Management (Singapore), MMS (Tokyo), Valles Steamship (Canada), Pacific International Lines (Singapore)

### Overall Experience

12 Years



# Faculty

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Ph.d. (Harvard Business School)  
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