



सिद्धिमूलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE

सिद्धिमूलं प्रबन्धनम्
The Root of all Achievement is Management

INDIAN INSTITUTE OF MANAGEMENT INDORE

EPGP 2013

Executive Post Graduate Programme in Management
One Year Full Time Residential Programme



EXPERIENCE KNOWLEDGE EXPERTISE

When a batch of forty five professionals with over four thousand months of combined experience spread across thirteen diverse domains meets one of the best management programmes in the country, there emerge future leaders equipped to take on any challenge.





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Message from the Director

“As a nationally important institution of higher learning, we ensure that our students develop a global mindset and enhance their leadership potential.”



I am pleased to introduce the 2012-13 batch of one-year full time Executive Post-Graduate Programme (EPGP) in Management at the Indian Institute of Management, Indore.

EPGP is an intense year long programme which equips participants with the necessary skills to lead organizations. The programme is designed for dynamic, vibrant and the best talent from various industries. Our participants come from diverse backgrounds, have an average professional experience of 7 years and have an impressive professional and academic record.

The programme curriculum is rigorous, in-depth and is responsive to the ever changing dynamics of the industry. It also ensures that the participants are able to get a holistic view of business by introducing them to subjects like leadership, philosophy, culture and ethics.

As a nationally important institution of higher learning, we ensure that our students develop a global mindset and enhance their leadership potential. To facilitate this, the participants attend an 8 week international immersion at the Katz Graduate School of Business in University of Pittsburgh.

As in the past, the participants of this batch will be valuable to your organization. We look forward to your response in engaging our participants in meaningful professional role opportunities in your organization.

If you have any questions or want to discuss any specific aspects please don't hesitate to contact me (director@iimidr.ac.in) or the EPGP Chair, Dr. Madhukar Dayal (madhukar@iimidr.ac.in).

N. Ravichandran
Director, IIM Indore

Letter from the EPGP Chair

“The intention of the executive programme is to prepare professionals to take on senior management roles, who can act as catalysts of change and possess the tenacity to translate their vision into strategic business decisions.”



It is with great pride that I introduce to you the 2012-13 batch of the one-year full time Executive Post - Graduate Programme in Management at the Indian Institute of Management, Indore. The EPGP course is rigorous, demanding and fast-paced, challenging the participants at every step and preparing them with problem-solving approaches and leadership skills that develop their ability to turnaround even the most difficult of situations. It is a journey in self-discovery, as the participants constantly delve deeper, and push themselves harder on critical and stimulating issues from the business domain.

The intention of the executive programme is to prepare professionals to take on senior management roles, who can act as catalysts of change and possess the tenacity to translate their vision into strategic business decisions. The participants are brought abreast with challenges and opportunities in the world of business and commerce. Based on the feedback received as well as our own learning experiences, the course is constantly updated and made relevant in structure and content. Through innovative course designs and delivery, we equip our participants with modern management concepts, principles, and cutting-edge tools.

The participants with a minimum work experience of five years, and an average work experience of about 7 years, come from diverse backgrounds like Energy, Engineering, FMCG, High Tech / Information Technology, Chartered Accountancy, Consulting, Manufacturing, Telecommunications, and Education and Research. This diversity enables integration of multiple visions in the class rooms, critical to development of broader vision for top management. With their holistic industry experience, complemented by the rigorous academic inputs from renowned faculty, we are confident that these candidates will indeed be very valuable resources for organizations they serve.

Prof. Madhukar Dayal
Chairperson, EPGP, IIM Indore

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The participants of the EPGP programme are selected through a rigorous admission process that evaluates leadership ability, career achievements, analytical skills, breadth and depth of work experience and scores on the internationally recognised GMAT examination or the exigent CAT examination.

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about EPGP

The EPGP Experience at IIM Indore



The Executive Post Graduate Program (EPGP) is a one-year full time residential program, which aims to empower middle and senior level professionals with the advanced knowledge and skills of management and gives a new dimension to their leadership potential. EPGP transforms participants into business leaders who possess the potential to steer their organizations through economic transformation and challenging environments in this global age.

The participants of the EPGP programme are selected through a rigorous admission process that evaluates leadership ability, career achievements, analytical skills, breadth and depth of work experience and scores on the internationally recognised GMAT examination or the exigent CAT examination.

The programme uses a unique mix of pedagogy – case based learning, interactive classroom sessions, peer-to-peer discussions and industry interface. The curriculum spreads across six terms of which one term includes international immersion and the core segment runs throughout the program. The intensive cross-functional course work covers traditional subjects of management - participants are offered twenty-six core courses, in eight areas of management, spread over

680 sessions. More than 60 specialized elective courses from different functional areas of management help participants in leveraging their experiences by exploring newer and deeper areas of learning.

The eight week long international immersion programme focuses on leadership and global business and intends to develop the international business acumen of the participants

The programme is a remarkable combination of academic activities, company visits, panel discussions and inspiring lectures by eminent business personalities. The participants benefit by learning from the valuable insights shared by the extensive academic and industry diaspora. Interaction with peers from diverse backgrounds such as Automobile, Education, Energy (Oil & Gas), IT/ITES, Manufacturing, Power, Retail, Semiconductors, Telecom, Banking etc., makes the learning experience an enriching one.

Management professionals who walk out of the hallowed portals of IIM Indore make their presence felt not only in various facets of industry and entrepreneurial ventures but also on their communities and the society.

Courses

Core Courses–Term I, II and III (Sept'12–Dec'12)

Strategy

- Theory of Firms and Markets
- Strategic Management 1,2 and 3
- International Business

Economics

- Getting Interested in Economics
- Macroeconomic Environment and Policy

Finance and Accounting

- Financial Reporting and Analysis
- Financial Management 1 and 2

- Management Accounting

Communication

- Business Communication
- Written Analysis and Communication
- Business Ethics

Marketing

- Marketing Management 1 and 2

Operations

- Decision Analysis
- Operations Management

Organization Behavior and HR

- Perspectives on Individual Dimensions
- Perspectives on Group Dimensions
- Human Resource Management

Quantitative Methods and Systems

- Management Information Systems
- Problem Solving
- Business Statistics

International Immersion–Term IV (Jan'13–Mar'13)

Finance and Accounting

- Financial Reporting & Analysis 1
- Managerial Accounting
- Valuation
- Introduction to Derivatives

Economics

- Global Macroeconomics

Strategy

- Strategic Procurement and Sourcing Management
- Strategic Management of Acquisition & Divestment

Marketing

- Marketing Planning and Strategy

- Consumer Behaviour

Organization Behavior and HR

- Human Resources for Competitive Advantage
- Cross-Cultural Dimensions of International Management

Elective Courses–Term V and VI (March'13–June'13)

Operations

- Business Analytics
- Business Optimization

Strategy

- IT Strategy
- International Business Dispute Resolution
- Internet Based Platform Strategy
- Enterprise Resource Planning
- Creativity Innovation and Strategic Implementation

Retail

- Supply Chain Management
- Sales and Distribution Management
- Retail Management

Organization Behaviour / HR

- Acquisitions and Corporate Restructuring
- New Media Business

Economics

- Dimensions of Corruption
- Global Business Environment

Finance and Accounting

- Business Analysis & Valuation

- Equity Investment Management

- Project Finance & Structuring

- Options, Futures & Other Derivatives Management of Insurance Business

- Venture Capital and Private Equity

Marketing

- Effective Marketing Strategies for Practicing Manager
- Brand Management
- Consumer Behaviour
- Simulations in Marketing

executive leadership programme

The course structure of EPGP 2012-13 includes an eight week international immersion module at the Katz Business School, University of Pittsburgh, USA.

The international immersion module is conducted as 'The Executive Leadership Program (ELP)' offered by the Center for Executive Education (CEE) of the University of Pittsburgh Joseph M. Katz Graduate School of Business. The students participate in this global programme along with Executive and Full-Time participants of the Katz Business School. The programme is tailored to hone the participants' global managerial skills and gives them a global perspective & world class experience.

The course module at Katz Graduate School of Business includes:

Core Courses

- Leadership
 - Corporate Governance
 - International Business
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Electives

- Strategic Management of Acquisitions & Divestments
- Business Process Redesign
- Risk Management & Compliance Issues
- Marketing Planning & Strategy
- Cross-Cultural Dimensions of International Management



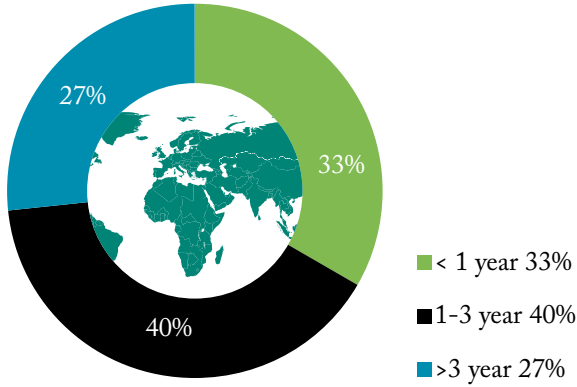
global footprint



The EPGP participants bring with them a wide international experience spread across 29 countries and 4 continents. The cross cultural and cross country experiences are shared in the classroom helping the batch gain a global perspective about business.

class profile 2012-13

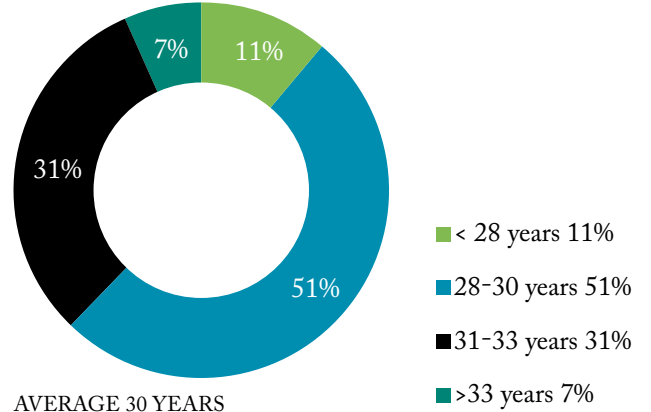
CLASS SIZE 45



AVERAGE 22.3 MONTHS

INTERNATIONAL EXPERIENCE

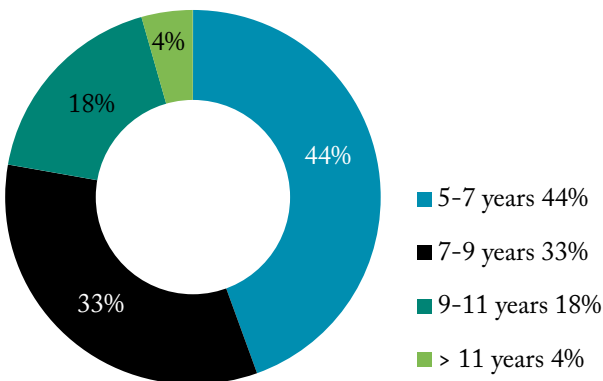
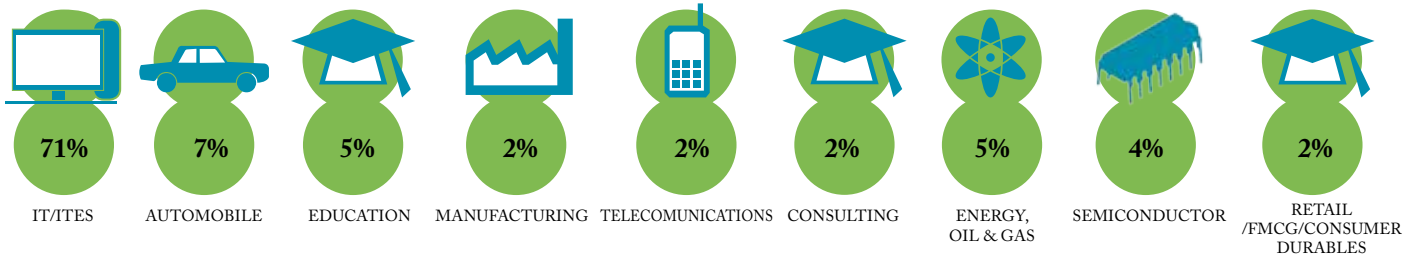
* Represents data for 30 people



AVERAGE 30 YEARS

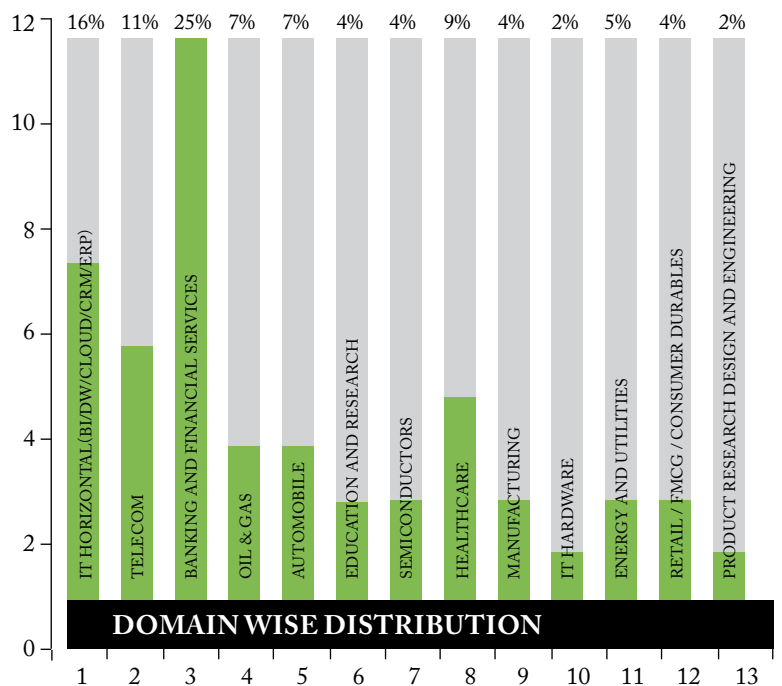
AGE DISTRIBUTION

SECTOR WISE DISTRIBUTION



AVERAGE 7.5 YEARS

WORK EXPERIENCE



DOMAIN WISE DISTRIBUTION

what we bring to you

The one year programme at IIM Indore offers a unmatched opportunity for national and multinational companies to recruit directly for middle and senior management positions from a pool of students with a wide range of managerial and cultural experiences, high intellectual caliber and entrepreneurial spirit – students who have been prepared for leadership roles by virtue of their distinctive professional experience in growth oriented organizations.

EPGP participants come from assorted credentials with regard to age, experience and academic history, yet they are united in their zeal, determination and dedication to succeed in their chosen fields. They are the leaders who can infuse a new foresight into the way businesses are conducted and managed across international boundaries.

The breadth of talent available at EPGP at IIM Indore makes it the campus-of-choice for recruiters. The consistent

excellent performance of the EPGP program at IIM-Indore is due to a host of factors including high rigor in selecting students with managerial potential, relevant curricula, a rich collection of distinguished faculty and case based teaching approach that promotes decision-making in uncertain situations. With such a fine grounding, the students are prepared to build progressive careers, ambient work places and strong organizations and make a meaningful contribution to the society.

where we come from

- Accelya Kale Solutions
- Accenture
- Affle
- Alliance Infotech
- Areva T&D
- Aricent (Hughes Software)
- Axis Bank
- Birlasoft
- Bristlecone
- Cigfil
- Citigroup
- Cognizant Technology Solutions
- Crompton Greaves
- Dainik Bhaskar
- EnterpriseDB
- Evalueserve
- Federal Bank
- Freescale Semiconductors
- Future Value Retail Limited
- General Electric
- Gokhale Memorial Girls' College
- HCL Technologies
- Hero MotoCorp
- Hindalco Industries Ltd
- IBM India
- ICICI Bank
- Indian Navy
- Indian Oil Corporation
- Infosys
- JP Morgan Chase
- Keane
- Kores India Ltd
- KPIT Cummins
- Lexmark
- Loreto College
- Mahindra Satyam
- Maruti Suzuki
- Mastek Ltd
- Microsoft
- Nokia Siemens Networks
- Nuclear Power Corporation of India
- Oracle
- Praxis Softech Solutions
- Principal Financial Group
- Reliance Globalcom
- Royal Bank of Scotland
- RS Software
- Saint Gobain Glass India Ltd
- SAP India
- Sapient
- Siemens Information and Systems Pvt Ltd.
- ST Microelectronics Pvt. Ltd
- T.I.M.E.
- Tata Consultancy Services
- Tata Elxsi Limited
- TCS e-Serve Ltd.
- Thomas International
- United Health Group
- UST Global
- Vista Mind
- VXL Technologies
- Wells Fargo
- Wipro Technologies

recruitment process



Once the final interview round is concluded, the company can make an offer to the candidate. The offer should include customary details such as job role, compensation, location, and other relevant terms and conditions required by the candidate to make his/her decision.

Offers and Acceptance

The recruiters interview the short listed candidates individually. The interview can also be conducted through video conferencing. The final placement interview gives the organization and the student an excellent avenue to interact with each other to understand the role in detail.

Placement Interviews

The interested students apply to the organization through the business school's Placement Office. As a part of application, the students submit their detailed resume for the perusal of the organization.

Application

Pre-Placement Talk (PPT) is an ideal platform for interaction between the organization and the students. The recruiters share their organisation's vision, corporate culture, work environment and opportunities available at middle and senior management level. This is followed by Q&A session where the students interact with the recruiters and gain more insight about the organisation. The pre placement discussion can also be conducted through Video conferencing or through Webinar.

Pre Placement Talks

PLACEMENT PROCESS STARTS FROM 1ST JAN 2013

The Placement Process at IIM Indore is bound by the rules framed by the Placement Office. A copy of the relevant Placement rules would be shared with the Partner Recruiter soon after participation confirmation.

employers who hired EPGP participants

Accenture Management Consulting	HCL Infosystems	NeGD
Actuate Business Consulting	HCL Technologies	Nova Medical
Allianz Cornhill Information Services	Hewlett Packard	Novartis
Amazon	HSBC	Optimus Engineering
Broadridge	Hunt Partners	Oracle
Capgemini	IBM	Ozone
Cognizant Technology Solutions	ICICI Bank	Piaggio
Comviva	ICICI Lombard	Reliance Industries Limited
Corporate Executive Board	iDiscoveri	Robert Bosch
Crompton Greaves	iGate	Sears
CyberTech	Indegene	Shapoorji Pallonji Group
Ericsson	Infosys	Sony India
Ernst & Young	Infotech Enterprises	Stan Chart
Feedback Infrastructure Services	Ivy Comptech	SV Engg Services
Flagstone Re	JSW Steel	TACO
Freudenberg	JWT	Tata Capital
Futures Group	Kennametal	Tata International
General Electric	KPMG	Tata Consultancy Services
General Motors	Larsen & Toubro	Trident Corporation
Geometric Ltd.	Mahindra Navistar	Unilever
Granules	Mahindra Satyam	Videocon Mobile
Gulf Oil Corporation	MAQ Software	Visionspring
HCL Comnet	Max Bupa Life	Visual IQ
	McKinsey	Vulcan Materials Company
	Mphasis	Winshuttle
	Mylan	Wipro

* Data represents recruiters of EPGP participants of last 3 years

Participant Profiles* of EPGP 2012-13



** Profiles as provided by participants.*

Abhinaw Kumar Saurabh



Experience: 5.8 years

Past Employers: Oracle India Pvt. Ltd, United Health Group, Birlasoft

Education: B.Tech, Indian Institute Of Information Technology-Allahabad.

Product Development, Cloud Computing, Business Process Re-engineering, Business Analysis and IT Consultancy

Product Development

- Developed features of EE/XE/Cloud version of Oracle Identity Management
- Delivered Proof-of-Concept for Cloud enablement of Oracle Identity Management
- Designed and implemented Risk Management system for Govt. of India. Project won Prime Minister's award.

Consulting

- Delivered Proof-of-Concept on technology adoption for NetApp to re-engineer their business process. Led a team of 3 to build the end-to-end solution on acceptance of the prototype
- Advised and customized an 'open source' solution for Central Board of Excise and Customs, thereby improving operational efficiency by 80%
- Received "Employee of the month" award for this contribution

Achievements

- Conferred 'Spot of Excellence' for re-designing a legacy application that improved TAT by 70%, for United Health Group
- Ranked 2nd in JAVA coding competition

Akhil Kaushal Pullagura



Experience: 6.1 years

Past Employers: Siemens, Tata Elxsi

Education: B.E Electronics & Communications, Anna University, Chennai

Extensive experience in Project Leadership, Product Life-cycle Management, Key Account Management and Training cross-cultural teams and exposure to diverse work-culture

Project leadership

- Led an 8 member team with responsibilities of effort-estimation, timely execution and resource-training in Siemens
- Liaised between product management, testing and development teams
- Led a 3 member team that made mobile video share application for AT&T

Product Development

- Spearheaded successful roll out of the security control center product of Siemens in record time
- Engaged by Cisco to minimize field issues of set-top boxes for Verizon
- Designed the architecture for Samsung – AT&T's "Mirage" mobile video sharing product
- Architected the table-top VoIP phone for a US Telecom company

Achievements

- Received accolades from Siemens Business-Unit Head and Vice-President for record-time product delivery
- Identified by Tata Elxsi as a person with high aptitude for languages and obtained JLPT Level 3 certificate

Akshay Avasthi



Experience: 9.9 years (44 mths International)

Past Employers: Infosys, Axis Bank, Federal Bank, Kores India Ltd

Education: B.Tech in Manufacturing Engineering, NIFFT Ranchi

Sr. IT consultant with experience in e-commerce, anti money laundering, and business intelligence solutions. Hands-on experience in core banking operations and business development

Solution Architecture Design /Solution Consulting – India, US, UK

- Spearheaded solution architecture design team to develop Anti Money Laundering data mart and reporting system for one of the world's leading bank
- Worked as Sr. Consultant to develop end to end electronic bill payment system, targeted offers system, and performance measurement system for major US bank.

Project Management & Pre-sales – India, US, UK

- Managed multiple stake holders based in India, UK, and US for a delivery of projects worth \$12 million
- Instrumental in winning deals worth \$5+ million in e-commerce domain and military banking domain

Core banking Operations

- Managed corporate and retail banking operations such as bill discounting, booking letter of credit, corporate loan accounts
- Branch business development in terms of fee based income, third party products and other banking products

Alvin Thomas PL



Experience: 8.4 years (24 mths International)

Past Employers: Cognizant Technology Solutions, Infosys

Education: B.Tech in Computer Science, LBSCE Kasaragod

IT consultant skilled in business intelligence solutions. Extensive work experience in Oil & Gas domain with the client being a major Fortune 500 company

Business development

- Redesigned a contract management system resulting in 15% efficiency improvement in the contract creation process
- Instrumental in expanding development team from 3 to 15 members resulting in \$500K per annum revenue
- Expertise with business intelligence solutions like SharePoint, offering end to end solution for a business process

IT Consulting & Product Development

- Determined Enterprise 2.0 feature needs for a BPAS cloud product, defined the road map for the same and executed the project with 0% schedule deviation and minimal defect density
- Managed teams with sizes varying from 5 – 15 members
- Experience in both waterfall and AGILE development models. Was awarded Scrum Master Badge recognition for mastering Scrum mode of project management

Areas of Interest

- Strategy & IT consulting, business development

Ameya Keni

Experience: 5.7 years
Past Employers: Reliance Globalcom
Education: B.E. (Electronics and Telecommunications), Mumbai University



Experience in a product management role in international business

Product Management

- Product Manager - International data center, wholesale connectivity and voice business
- Led sales promotions and marketing campaigns
- Sales pipeline management with annual target of \$10Mn for data center business
- Supported market research firm analysts on creating market research intelligence; and create visibility for Reliance in magic quadrants and like.

Business Development

- Created an international-sales pipeline (all new logos) for Reliance's India data-centers
- Created conducive environment for sales by inviting prospective global customers to India data-centers and building successful business relationships

Business Strategy

- Created plans and business cases for expanding Reliance's global footprint (service locations)
- Led the integration effort for bringing related services in the acquired companies under a common umbrella to enable cross-selling

Amit Kumar Singh

Experience: 6.2 years
Past Employers: Hero MotoCorp Ltd
Education: B.E Mechanical, BIT Mesra, Ranchi



Experience in Operations & Project Management in Automobile Industry

Project Management

- Led & Implemented Zero Liquid Discharge plant in HMCL – recycling 800KL of water per day.
- Led & Implemented waste heat recovery system from Diesel Generator exhaust – recovering 18 lac Kcal/Hr of heat energy.
- Executed HMCL Greenfield Plant project at Haridwar – capacity 9000 Motorcycle per day.
- Implemented improvement plan in outbound logistics by designing pallets for transporting motorcycle through standard trucks and trains during peak seasons.

Expertise

- Project Management
- Process improvement
- Facilities management
- Industrial Engineering
- SAP MM module (User end)

Achievements

- Recipient of the outstanding performer of the year award on many occasions.
- Winner of Business simulation game organised by AIMA.

Anand Kulkarni

Experience: 8 years
Past Employers: Vista Mind, T.I.M.E., Thomas International, Cigfil
Education: B.E. Mechanical Engineering, VTU



A business development enthusiast and an operational solution professional with 8 years of experience in corporate assessment industry and technical expertise

Regional head

- Coordinated the marketing activities at the Regional level(South India)
- Led a team of 25 in the assessment industry at research, sub operational and organization stages
- Developed the D.T.U.C model for the erudite service sector which got the company patent rights
- Worked with Eduquity as a executive consultant
- Involved in establishing YGENINDIA.com- an information nodal port.

Achievements

- Established the centres in seven major cities across four states-(Andhra Pradesh, Karnataka, Kerala and Tamil Nadu) functioning as a Regional head.
- Responsible for 15% up in the revenue generation for Eduquity- National leader assessment tests.
- Course administrator for two consecutive years during the association with Thomas international.
- Active member of Red Cross and CRY (Child Rights and You)
- Represented Karnataka in volleyball.

Ankur Goyal

Experience: 6.8 years
Past Employers: Freescale Semiconductors, KPIT Cummins, VXL Technologies
Education: Bachelor of Engineering in Electronics and Communication, Post graduate Diploma in VLSI Design



6.8 years of experience in semiconductor domain with expertise in chip design, verification and silicon performance analysis

Project management and new product development

- Managed implementation of interconnect fabric chips for networking and multimedia clients.
- Responsible for end to end planning and execution of power management chips for Alcatel Lucent.
- Coordinated design and development of chips for Motorola cellular products.
- Instrumental in development of revolutionary light radio technology.
- Extensive experience of working in cross cultural and cross functional team set-ups.
- Authored and reviewed product requirement documents and feature specifications involved in architecture.

Product performance analysis

- Conceptualized and developed self test framework for silicon performance analysis.
- Anchored debugging tool automation that reduced average handling time by 60%.
- Improved client satisfaction by analysing performance bottlenecks and reducing defect rates.

Clients

- Renesas, Cisco, BAE systems, Huawei Technologies, Alcatel Lucent, Motorola

Anshul Jain



Experience: 6.2 years (23 mths International)
Past Employers: Tata Consultancy Services Ltd.
 -Financial Services
Education: B.E. Electrical, NIT Surat

IT Consultant in Capital Markets& Asset Management Services domain with 2 years of overseas experience in France

Business Analyst

- Part of TCS consulting team for interfacing between client and TCS for multimillion dollar projects
- Improved the performance of a global asset management system by 26% resulting in huge cost savings and process streamlining for the client

Project Management

- Successfully led various teams for different implementations of the BaNCS product
- Managed multi-continental Clients from Europe and U.S.
- Led a team of 15+ members

Achievements

- National Talent Search Examination (NTSE) scholar
- Awarded Certificate of Applause for outstanding work done for social cause by Maitree, the CSR arm of TCS

Arghya Chaudhuri



Experience: 14 years (37 mths International)
Past Employers: Wells Fargo, Keane, Microsoft, Cognizant
Education: Bachelor of Technology in Chemical Engineering

Experience in IT solutions architecture, delivery management, large transitions and customer engagement in banking and hospitality business domains

Achievements

- Gold Coin award in December 2011 from Wells Fargo for planning, budgeting and successful execution of a large work transition which reduced TCO to the tune of 500 K Iyear
- Achieving Excellence award in October 2010 from Wells Fargo for architecting a modernization solution for lending servicing business
- Above and Beyond award in March 2003 from Cognizant for spearheading the development and onsite coordination of an EAI application for a medium sized hospitality chain in US

Areas of interest

- IT strategy, leadership, business development

Domain Skills

- Banking - Lending, Contact Center, Operational Risk; Hospitality - Restaurants and Hotels

Avinash Kumar Singh



Experience: 7 years (18 mths International)
Past Employers: RS Software, UnitedHealth Group, JP Morgan Chase, TCS
Education: B.Tech NIT Jalandhar

Strong experience in data warehousing projects on ETL side in Finance, Telecom, Health Care and electronic payment system domains

IT Project Management

- Lead and Managed DWH projects for HealthCare, Banking and Telecom Industry.
- Extensive knowledge in ETL Technologies such as ab Initio and Datastage.
- Worked in waterfall and agile SDLC models.
- Awarded the best team member award for four consecutive years in UHG.
- Was Involved in training and mentoring Juniors.

Business Development

- Created a new process to forecast eligibility for next process month.
- Nominated for CIO (Make IT Happen) award for developing a code for data reversal, resulting in 100k dollar savings.
- As part of Operations team completed 100% automation of the support project, resulting in 120k dollar savings.

Bhaskar D



Experience: 11 years
Past Employers: Saint Gobain Glass India Ltd - Sekurit Div., Nuclear Power Corp. of India Ltd.
Education: B.Tech Chemical Engineering

Operational experience in diverse sectors such as Utilities (Nuclear Power Plant) and Transportation (Automotive). Experience working with C-level executives, strong interpersonal skills and demonstrated leadership potential.

Achievements

- Transformed Chakan (Pune) manufacturing plant by improving operational efficiencies from 84% to 90% in 3 months
- Led the efforts to build alignment across functions and roll out aggressive performance benchmarks for the plant by streamlining the MIS-process consulting
- Recipient, Annual Excellence awards for cost reduction projects
- Consistent academic excellence - B.Tech - Institute Rank #1, University Rank # 4, Higher secondary- Rank#1
- Selected, one among 90 people, basis consistent performance for benchmarking visits to Korean and Thailand plants

Roles & Responsibilities

- Operational excellence
- Process consulting & Optimization
- Vendor Development & Management
- Team building

Area of interest & Expertise

- Operations Management, Corporate Strategy, Consulting, Supply chain management
- Expertise in design and execution of strategic initiatives, product development, process consulting and people management

Debasish Sarkar



Experience: 6.9 years

Past Employers: Tata Consultancy Services Ltd., IBM India

Education: B.E., Computer Science, VTU

SAP technical consulting experience across various domains – Delivery Lead

SAP Consulting

- As SAP Portal Delivery Lead, managed multiple teams across projects
- Implemented SAP on Cloud based architecture
- Analysis, design, development, testing and implementation of SAP Portal solution
- Contributed as SAP Subject Matter Expert across multiple projects

General Management

- Finalizing development strategy for client requirements
- Establishing Quality Procedure for the team and continuously monitoring & auditing to ensure team meets quality goals
- As IBM India SAP Portal Training Lead, designed and formulated training & mentoring plans

Achievements & Certifications

- Won Bravo award for developing SAP performance improvement tool which improved efficiency by 90%
- Received on the Spot Award for successful project rollout
- NCFM Certifications on Banking, Capital Markets, Mutual Funds, Equity, Currency & Interest Rates Derivatives

Dharmendra Kumar Goyal



Experience: 6.3 years (12 mths International)

Past Employers: EnterpriseDB, Affle

Education: B.Tech. Comp. Sc., IIIT Hyderabad (Hons. In Data Management)

Product Development and Management, pre/post Sales experience to provide strategic leadership in scaling businesses

Product Development

- Implementation of a highly visible database monitoring solution Postgres Enterprise Manager (PEM) for distributed database infrastructure
- Proposed, conceptualized and led the development of a new product (Phoenix) to serve targeted advertisements enabling 20% revenue growth and 400% scalability improvement

Product Management

- Led review meetings for design, code and unit test case, reducing code leakage to 56%
- Managed the product roadmap for a \$1M project PEM. Liaised with various business stakeholders and planned features for three releases of the product

Business Development

- Spearheaded Affle's adoption of wireless channel to serve advertisements and content to the customer
- Streamlined new branding requirements into products which gave EnterpriseDB a strategic position in open source database market
- Liaison between product and pre/post sales team at EnterpriseDB

Elango S



Experience: 7.3 years (10 mths International)

Past Employers: Royal Bank of Scotland (RBS), HCL Technologies

Education: B.E Computer Science, Government College of Technology, Coimbatore

Product management & business development experience in IT products and services in banking domain

Design and innovation

- Initiated, steered and implemented a suite of tools to help increase productivity of the team
- Instrumental in implementation of agile development process in retail banking application which decreased the turnaround time of key updates
- Awarded LiveWire Certificate of Excellence for contribution towards innovation and Centre of Excellence
- Member of technology team that helped customer business team to redefine the credit risk rating system

Managing teams and development

- Led 8 member team with responsibilities of estimation, resource allocation, task allocation and monitoring
- Managed vendor team overlooking task allocation and monitoring
- Designed solution for various key modules and projects

Gagandeep Chauhan



Experience: 6 years (1 mths International)

Past Employers: JP Morgan Chase, KPIT Cummins, Accelya Kale solutions

Education: B.E (Comp. Science) RGPV Bhopal

A professional in software product development, asset management technology, airline accounting and IT services

Application support Analyst

- Identified, designed and managed automation for various manual modules
- Responsible for management of accounting overnights at offshore
- Some of the key skills are application support, management and automation of manual systems

Achievements

- Was awarded the Rising Star of the month March 2010 and Champion Team Sept-Oct 2010
- Won the WOW Award Jan 2008 and the Rookie Award in Mar 2007
- Automated several manual processes
- Designed and implemented a new module for accounting product

Areas of Interest

- Finance
- Project Management
- IT Operations Management

Girish Indoria



Experience: 7.9 years (1 mths International)
Past Employers: Lexmark International India Pvt. Ltd., Praxis Softech Pvt. Ltd., Alliance Infotech Pvt. Ltd
Education: BE (Computer Science), Rajasthan University

Experience in IT product development, design and execution in domain like Printing, Computer Telephony Integration

Product development

- Led Universal Print driver (UPD) development team
- Contributed in Design and implementation of XPS print driver development
- Contributed in developing common framework for Laser and Ink-jet print driver
- Worked as an interface among technical team & senior management/business users
- Provided consulting/mentoring to juniors

Business Development

- Resolved several critical field issues from customers within deadlines
- Provided customized solutions (SPRs) to customers, which helped in making new deals

Achievements

- Received 'Make It Happen' award for resolving one critical field issue from Costco
- Received appreciation from top management for providing customized solution to a German bank, which helped Lexmark to secure \$18 million MPS deal

Hitesh Kumar



Experience: 6.8 years
Past Employers: Maruti Suzuki India Ltd
Education: Dual Degree (B.Tech + M.Tech.) Mechanical, IIT Bombay

Experience in Automobile – Network Development & Business Development

Network & Business Development

- Tripled network strength as Channel Manager for West Zone
- Developed and implemented "low investment model" for rapid network growth; network tripled in 2 years as result
- Extensive pan-India experience in network development

Corporate entrepreneurial venture

- End-to-end experience in developing MDS (Sales support initiative) as corporate entrepreneurial venture since inception to more than 200 outlets across country
- Developed and implemented online real-time business monitoring system at every outlet
- Responsible for vendor management and logistic cost control; developed online material request and dispatch system
- Budget controller for the department; responsible for preparation and control of department revenue budget

Achievements

- One of the first GET staffed at Marketing & Sales
- Youngest Channel Manager with independent responsibility of one complete zone

J Vaidyanathan



Experience: 12 years (3 mths International)
Past Employers: Nokia Siemens Networks
Education: B.E Electronics and Communication, Bharathidasan University

IT and Telecom professional with experience in leading global multi-cultural teams across various domains and technologies

Expertise

- Strong Leadership skills
- Experience in guiding teams under challenging assignments. Guided the NSN team in demonstrating the world's first ever CS-Voice over HSPA call
- Excellent problem solving skills
- Proven ability to come up with solutions for complex problems
- Highly innovative
- Innovative solutions presented as papers in prestigious national and international conferences

Achievements

- Recipient of 'Star Performer' & Innovation Award for outstanding contributions in NSN
- Research paper selected for presentation in the prestigious NTMS (New Technologies Mobility & Security) Conference in 2011 in Paris and published in the proceedings of the conference
- Presented & won many awards for the best paper presented in technical symposiums

Areas of interest

- Strategy, Technology, Business development and Marketing

Krishna Rath



Experience: 9.3 years (3 mths International)
Past Employers: Principal Financial Group, Citigroup IT, UST Global
Education: BTech, Mechanical Engineering, College of Engineering Trivandrum

Experience in consulting, product development and IT operations in BFSI domain.

Consulting

- Formulated and implemented migration of projects from vendor staff to PFG's Pune office.
- ALMI – Associate Life Management Institute.
- Awarded certificate of excellence for developing and implementing "Project Management tool", showcased for UST Global's CMMi Level-5 assessment.

Product Development

- Led IT compliance projects worth \$500k for Pension BU in PFG.
- Successfully managed global teams for complex financial and insurance IT projects
- Designed and implemented solutions to reduce dental adjudication processing time by 40%.

IT Operations & Strategy

- Instrumental in formulation of operations support team in Pune for PFG
- Improved TAT by 20% - developed solutions to reduce lead time for producer commissions generation.
- Awarded "Principal-Knowledge enhancer" for institutionalizing knowledge management framework.

Kumar Kislay



Experience: 7 years

Past Employers: Tata Elxsi Limited, Bangalore

Education: M.S. (Software Systems), BITS, Pilani., B. Tech (Computer Sc. & Engg.), IIIT, Kolkata

Experience in product development, team management and customer engagement in IT products and services.

Leadership and Product Development

- Spearheaded multiple projects with team sizes up to 12
- Re-architected & developed critical features & new GUI for embedded devices/MFD (Agile Methodology)
- Developed 3-D Interactive Graphical Application (Rendering & Algorithm optimization), and SVG Player (for handheld devices)
- Executed projects involving design based toolkit (for Business Logic) and cross-platform product
- Built the world's first browser (Mozilla over Direct FB) for the set-top boxes
- Implemented successful initiatives like Peer-feedback and knowledge management

Strengths & Achievements

- Client engagement, Project Estimations and Workflow Co-ordination
- Rich exposure to clients across the globe: Renesas (Japan), Aeronautical Development Agency (India), Lucas Films (US), Raymarine (UK), JLR (UK)
- Appreciated and acknowledged consistently from customers for delivering outstanding performances (4-4.5/5)

Areas of Interest

- Strategy, Program Management, General Management, Finance

Kunal Gore



Experience: 6.7 years (58 mths International)

Past Employers: Cognizant Technology Solutions

Education: B.E. Electronics and Telecommunication, University of Pune

Experience in Test Process Consulting and Quality Assurance in Health Insurance domain.

Consulting and Quality Assurance Project Manager

- Instrumental in building Test Center for Excellence at Aetna
- Played critical role in designing various defect matrices to measure organization's performance
- Handled several critical projects in Healthcare (Payer Domain) involving multiple teams and multiple locations
- Experience handling compliance projects

Key Strengths

- Articulate and refined communicator, demonstrating excellent interpersonal skills across all levels
- Highly focused and results-driven professional with a track record of producing winning outcomes
- Known for strong leadership and motivational skills that consistently produce positive change
- Thorough and detail-oriented with effective problem solving and analytical capabilities

Awards

- Aetna Inc. - Jack Out of the Box' Award 2010
- Cognizant - Above and Beyond 2011

Kunal Mahajan



Experience: 6.3 years (13 mths International)

Past Employers: Evalueserve

Education: B. Tech. Chemical, IIT Delhi

Consulting experience in Energy industry (Oil & Gas and Power including OEMs) in marketing, procurement and competitive intelligence areas.

Consulting

- Market studies for fuels, lubricants, gas engines, etc., for energy clients to study customer value propositions, trends and growth drivers to make growth forecasts and modify client's marketing strategy
- Analysis of weekly developments for corporate strategy teams of power and oil industry clients
- Led a pilot to integrate sales data for last 20-30 years to create a comprehensive database and prepare a propensity model to identify sales opportunity for a multinational OEM Client focused on Energy. Project was extended to 6 more countries after pilot

Business Development

- Introduced Idea Generation initiative at Evalueserve to generate more insights for the client from the past and current projects that increased project inflow at Evalueserve
- Built 5-member energy team at Evalueserve Romania

Awards

- Shell Distinguished Employee Award
- Won Evalueserve Citizenship Award twice

Manish Soni



Experience: 10.3 years (4 mths International)

Past Employers: General Electric -Energy, Areva T&D, Regal Beloit Corp, Crompton Greaves, Indian Navy, Hindustan Motors Ltd.

Education: B.E. (Honors), Mechanical, SATI Vidisha

Rich experience of building sustainable supply chains in energy sector with in depth exposure to strategic sourcing, business development and project management.

Strategic Sourcing

- Accomplished saving of 24% in component cost for GE's Electric Vehicle charger project. Received Global Award.
- Achieved savings of USD 243K saving for GE Poland plant through product localisation.
- Saved USD 500K through proactive foreign exchange negotiations.

Business Development & Strategy

- Organized Global Supplier summit and work-out with 50 major suppliers. Showcase Indian suppliers' strength to GE's COE leaders. Received Bronze Award.
- Supported PWC in formulating the strategy for emerging market sourcing.
- Represented India in Convertteam, France for Global Sourcing operations integration with GE after acquisition.

Certifications & Areas of Interest

- Project management professional (PMP), Green Belt in Lean Six Sigma.
- Opportunities in International Business Development and Merger & Acquisitions (due diligence and integration).

Manu Tiwari



Experience: 5.8 years (4 mths International)
Past Employers: ST Microelectronics Pvt. Ltd
Education: B.Tech., Information and Communication Technology, DhirubhaiAmbani Institute of Information and Communication Technology (DA-IICT)

Experience in Semiconductor Industry with expertise in Architecture, Requirement gathering and Design of Silicon IPs and Firmware APIs

Project Management & Workflow Coordination

- Handled projects for developing silicon IPs & firmware APIs from architecture phase & implementation to providing support till silicon tape-out
- Handled projects which required team management & frequent cross-cultural client interactions
- Worked on products for clients like Ecostar, Direct-TV, SKY-Italia, French-Telecomm, LG, Tata-Sky, Dish-TV, Videocon

Architecture & Design

- Designed from scratch Analog, Macrovision & DCS analog copy protection APIs
- Designed and developed Telephony-Subsystem for CableLabs PacketCable E-DVA sub-system
- Expert of copy protection algorithms, video-standards, assembly-language, firmware and analog & digital fundamentals

Achievements & Awards

- Corporate recognition award for certification of analog copy protection standards on SoCs by Macrovison Solution Corporation
- Excellent contribution awards
- Certification in Basics & Fundamental analysis of stock market

Mohan Srinivas Seemakurthi



Experience: 10 years (3 mths International)
Past Employers: Siemens Technology and Services Pvt Ltd., Nuclear Power Corporation of India Ltd.
Education: B.Tech CSE, Sri Venkateswara University

Rich experience in product development life cycle, delivery and project management in Medical Imaging OEM industry and in Project Planning in Nuclear power plant

Project Management

- Led global product development teams with budgets of \$2-3 million
- Successfully managed 8+ product deliveries, earning perfect 10's in customer satisfaction
- Salvaged and turned-around poorly managed projects
- Managed interfaces with end-customers
- Improved the quality of technical reporting from 5 counter-queries to near zero counter-queries
- Improved the quality of product with the defect density less than 0.07/k. eloc
- Led various initiatives like soft skills training, knowledge management and innovation drive

Technical Expertise

- Experience in complete Product Development Lifecycle: MIApps, EExpress and Symbia.net
- Received awards for technical competence

Certifications / Awards

- Certified Scrum Master in Agile methodology
- Best Practice award for Pre-Integration Testing
- Best Practice award for Effective Charm handling

Monjit Sikdar



Experience: 7 years
Past Employers: Maruti Suzuki India Ltd
Education: B.Tech,H.B.T.I Kanpur

Experience in Automobile Industry with expertise in Material Management and Process Design.

Deputy Manager - Production Planning & CKD Exports Project

- Managed Aggregate Planning function at MSIL
- Successfully managed rollout of Greenfield Supply chain CKD export project - Complete process design and implementation from "Order to Delivery"
- Led CFT for integration of Production Planning, Material Planning (E-Nagare) and Manufacturing Execution System
- Formulated improvement plan for Inbound Logistics, Inplant Logistics at MSIL - Bench-marked with Suzuki Motor Corporation Japan - Kosai Plant

Expertise

- Production Planning and Inventory Management
- Lean Manufacturing
- Warehouse Management

Certifications

- APICS CPIM (Module 1/2/3)
- 6 Sigma Green Belt (KPMG)

Nishant Aggarwal



Experience: 5.7 years
Past Employers: Future Value Retail Limited, ICICI Bank
Education: Two year Post Graduate Program in Retail Management, Bachelors in Business Administration

Attention to detail in Modern Retail Value Chain - Strategy Formulation, Business Development, Supply Chain Management, Store Operations and Customer Service

Business Development and Customer Service Standards

- Ensured that store achieved its annual sales and profitability targets
- Formulated marketing strategies by reviewing merchandising activities, determining sales promotions needed and competition benchmarking
- Managed exceptional customer experience by driving appropriate service levels and CRM initiatives
- Proactively identified current and future customer requirements of goods and services by analyzing the changing market trends

Supply Chain Management and Store Operations

- Optimized inventory levels of all departments through an effective supply chain management
- Ensured store is in compliance with company's standard operating procedures
- Directed team in all store operations including warehouse management, assets protection and inventory control

Achievements & Awards

- Successfully completed "PRISM" - Future Group Leadership Program
- Recognized as one of the "Most Valued Employee" of Future Group
- Appreciated by P&G, Reckitt Benckiser, LOREAL and PEPSICO for their business development in the store

Pratyush Garikapati



Experience: 7.7 years (37 mths International)
Past Employers: Wipro Ltd, Tata Consultancy Services Ltd.
Education: B.Tech., Electronics & Communications, SreeNidhi Institute of Science & Technology (JNTU)

Experience in Securities & Capital Markets (Regulatory Processes & Reference Data) and Oracle HR ERP Suite

Business Analyst

- Worked on RFP's involving Reference Data analysis; Analysis of Canadian regulatory requirements, legacy applications for capturing regulatory information
- Conducted trainings for project teams
- Functional/Non-functional testing of AssetControl+ (Reference Data)

IT Consulting & Product Architect

- Conducted Requirements Analysis & created Implementation Architecture, Estimation and Service Delivery modeling for new business opportunities
- Led teams of sizes from 2-20 for implementation of various projects
- Interviewing candidates for recruitment
- Conducting trainings for associates

Achievements & Awards

- Six Sigma Green Belt Certified (GE Corporate)
- Received 11 awards including Best Innovation Idea (GE Corporate), Superior Performance (GE Corporate), Certificate of Excellence (GE Corporate) and On The Spot Award (TCS)

Praveen Prakash



Experience: 6.8 years (28 mths International)
Past Employers: Infosys Limited, Wipro Technologies.
Education: B.Tech. Electronics and Instrumentation, IET Lucknow

Extensive experience in Software Application Development, IT Services and Consulting including 2.5 years in UK

Project Management

- Led and managed a project which resulted in GBP100K per annum extra earnings for a retail pharmacy client by automating the information flow
- Authored and reviewed project requirement, design & test specifications documents

Client Engagement

- 1.5 years of international experience as solutions consultant & customer liaison, managing delivery and escalations for a leading retail and pharmacy chain in UK and another 1 year for a leading investment bank.
- Successfully resolved business critical issues and suggested many service improvements to significantly bring down the number of issues reported per week.
- SPOC for customer queries, requirement identification & architectural changes

Achievements & Awards

- Awarded "Most Valuable Player" in Infosys for contributions in the project

Rakesh Kumar



Experience: 6.1 years
Past Employers: Indian Oil Corporation Ltd., Hindalco Industries Ltd.
Education: B.E. Chemical, B.I.T. Sindri, Dhanbad

Diverse experience in business development, channel management, marketing, sales and operation

Business Development

- Developed pan India distribution model & network for polymer business of India's largest commercial enterprise and top ranked Fortune 500 organization
- Formulated & implemented channel partner selection, operation and management policy for polymer business having 1,250 KTA production capacity
- Developed the business model of CRM portal for polymer business in order to facilitate the day to day business process

Marketing & Sales

- Handled the B2B marketing & sales of entire portfolio of petroleum & petrochemical products (1,00,000 TPA) and achieved total annual turnover of Rs. 400 Cr
- Achieved 5% growth in market share of petroleum & petrochemical products sales for two consecutive years (FY 2010-12)

Operation

- Responsible for smooth operation of alumina refinery and achieve cost effective production
- Successful planning & execution of annual shut-down in alumina refinery (700 KTA production capacity) of an integrated aluminium plant

Rashmi Dhillon



Experience: 6 years (26 mths International)
Past Employers: Tata Consultancy Services Ltd.
Education: B.Tech, Electronics & Communications, Guru Gobind Singh IP University

Experienced business professional with expertise in Software Quality Assurance, Project Management & Consulting for International clients

Project Management

- Project Leader for a team of Quality consultants in the On-site (Europe)/ Off-shore model
- Led Software Quality Assurance projects for International clients through various stages in SDLC. Prepared design and test specification documents
- Performed functional testing for 4G Telecom technologies and for Retail online web stores

IT Consulting

- Worked in close coordination with client's IT and business division to define requirements and prepare solution agreements
- Performed effort estimation to provide functional and technical solutions
- Played a key role in the launch of client's online portal in 9 European countries

Awards

- Awarded "Exceptional Contribution by an Employee Award" twice
- Recognised for organising large Employee engagement programmes in Europe

Ricci Chatterjee



Experience: 7.1 years

Past Employers: Loreto College, Gokhale Memorial Girls' College

Education: M.Sc. (Geography), B.Sc. (Geography) P.G. Diploma in Applied G.I.S. and Remote Sensing

Assistant Professor with key roles in Student Management and Event Organization as Secretary of the Loreto College Alumnae Association

Project Management

- External and Internal Examiner for over 30 Calcutta University assignments
- Supervising student activities in field excursions and preparing reports

Academic Achievements

- Ranked 3rd in M.Sc. (Geog) and 8th in B.Sc. (Geog) in Calcutta University
- Received National Scholarship for studying Masters in Geography
- Topped in P.G. Diploma in G.I.S. and Remote Sensing (Jadavpur University)

Career Highlights

- Started an enterprise to do service business in Geo-informatics and Remote Sensing on a micro-scale
- Resource Person for The International Partnership for Service – Learning & Leadership (IPSL)
- Presented over 5 papers at National & International Seminars
- Was Honorary Secretary of the Loreto College Alumnae Association for the period 2008-2009

Sachin Gupta



Experience: 10.8 years (13 mths International)

Past Employers: SAP India, GD, Siemens, Dainik Bhaskar, ICICI Bank

Education: B.Com, CA, Institute of Chartered Accountants of India–New Delhi, SAP FICO Certified

Accounts and Finance professional, helping transform business process by implementing better ERP Solutions..

ERP Consulting

- Implemented 5 end to end SAP projects across Industries specializing in Financials domain
- Played various roles including that of Team Lead and Project Manager managing multiple teams across geographies in highly competitive multi-vendor environments
- Had been instrumental in winning a consultancy deal worth \$10 mn from Client based in Australia
- Awarded 3 spots awards, 1 recognition award and 1 contribution award from SAP India, GD

Finance & Accounts

- Leading team of 30 people to handle Budgeting, Branch accounting, Costing, Billing, Recovery, Stores and Purchases of the Unit
- Responsible for project cost analysis, budgeting the project and preparation of Fund Flow statements

Banking

- Heading the branch operations and handling Home Loan disbursements, cheque management and customer support

Sailesh Raveendran



Experience: 6.8 years

Past Employers: Accenture, Sapient, Tata Consultancy Services Ltd.

Education: B.Sc Electronics, Mahatma Gandhi University

Rich experience in SAP Consulting, IT Sales & Business Development and Project Management

SAP Consulting

- Played the role of Lead Consultant working with the Client, identifying problems, solutions and enhancements for the SAP system.
- Diagnosed inefficiencies in the multi-division Supply Chain and recommended solutions to improve performance and efficiency which in turn contributed to the revenue of the client.

Business Development & Project Management

- Participated in Project bidding and Sales Pitch.
- Co-ordinated the project in a Global Distributed Delivery model by effectively communicating with teams which were present in diverse locations.
- Mentored and trained team members on ERP and Business processes.

Achievements

- Numerous accolades and appreciations from clients for good performance
- Award for the Best Team Player in Accenture
- Best Performer award from Client

Sanjoy Banerjee



Experience: 8 years (31 mths International)

Past Employers: Cognizant Technology Solutions

Education: B.E IT, Jadavpur University

IT Project Management & Consulting experience(international exp. in USA and Switzerland) in Business Intelligence across BFSI, Insurance and Healthcare domains

IT Project Management

- Managed JPMC account for Data warehousing worth more than \$1 million
- Led and managed projects in Banking, Insurance and Healthcare domains
- Onsite coordinator and POC for clients like ACS,EDS
- Consultant/Architect for Credit Suisse for Swiss National Bank project
- Instrumental in product/tool development like EXIM,Ensync etc

Consulting

- Worked as ETL architect/consultant for Credit Suisse, Metlife, ING
- Member of Informatica Competency group in Cognizant
- Part of Think Leadership team for Cognizant in BFS domain
- Involved in RFP, POC and recruitment drives

Achievements

- Testimonial from Business Intelligence Head of Credit Suisse
- Leadership Award and DW-Scope award from Cognizant
- Identified as Promising leader with Potential for JPMC Account
- Academy learning champion for Datawarehousing group in BFSI domain

Saurabh Mathur



Experience: 7.5 years (52 mths International)
Past Employers: Tata Consultancy Services Ltd.
Education: B.Tech – Electronics and Communications Engineering, IET Rohilkhand University

Experience in Business Intelligence and IT Consulting across Manufacturing and Information & Media domain. Includes 4.5 years of international experience in USA

IT Consulting

- Worked with global clients like GE, McGraw Hill & Ecolab Inc.
- Conceptualized and streamlined contract renewal process and increased renewal revenue by \$1.2 MN
- Formulated strategy for Customer Retention Program(CRP) and retained 78% of High Risk Customers across US and UK geographies
- Developed an integrated landscape and interactive reporting environment for KPI visualization across US and Canada

Project Management/Client Management

- Managed Fortune 500 Client relationships while working as Onsite Team Lead and spearheaded delivery management from US and APAC
- Improved the Customer Satisfaction Index from 82% to 100%
- Extensive experience in working with cross cultural and cross functional teams

Business Development

- Instrumental in winning \$2 MN deal and ramping up the team from 3 to 22
- Responsible for various RFP and SOW pertaining to new customer acquisitions

Shashank Pandey



Experience: 5.5 years (36 mths International)
Past Employers: Mahindra Satyam
Education: B. Tech (Honors), Electronics and Communication engineering

Rich experience in Application development, IT services and Consulting in Oil & Gas and Manufacturing domain, including 3 years in USA

IT Consulting

- Worked with major clients like KES , Honda, Caterpillar
- Led and managed projects in Oil and Gas & Manufacturing domains, providing Data Integration solutions b/w Legacy & ERP systems
- Onsite coordinator and SPOC for the clients

Project Management/Client Management

- Led a team of 10+ associates. Followed Agile Project management techniques
- Managing all IT related Production Activities. Understanding client's business needs and provide the desired solutions
- Extensive experience in Change Management and Application Management
- Creating technical knowledge base for the competency building activities

Achievements

- Certified Professional in Project management – PMI
- ITIL-v3 certified
- A recipient of 'Associate of the Month', 'Pat On Back' and BRAVO awards
- Cleared Leadership Fuel line Program of previous organization

Soumyadeep Dasgupta



Experience: 6.8 years (11 mths International)
Past Employers: Aricent (Hughes Software), Keane
Education: B.Tech in IT from NetajiSubhash Engineering College

IT, Telecom & Networking solution consultant with rich experience & expertise in Wireless & Embedded domain

Project Lead & Scrum Master

- Led embedded Wireless solution account (with Interdigital), as Project lead & scrum master and was instrumental to grow it from \$0.5m to \$3m within 2 years.
- Led Android Custom Driver Development projects that allowed Aricent foray into an unexploited domain.

Consultancy, Pre-sales & Product Development

- Worked as Consultant & Developer with Interdigital's Mobile & Handheld Development R&D division for EAP-SIM/AKA authentication and Seamless-Handover projects on Android
- Rich experience in proposal writing for a number of clients and instrumental in winning projects (Hughes, SanDisk, Flextronics)
- Prototype developer of award winning product of Interclick
- Lead developer of patented "Packet Reflector" network driver
- Expertise in Android development platform

Achievements

- 3 SNAP awards from Aricent for excellent team performance.
- Best Performing Employee at Aricent for last 4 years
- Marketing and Strategy enthusiast

Suresh M



Experience: 9.2 years (79 mths International)
Past Employers: Infosys Limited
Education: B.E (Computer Science& Engineering), University of Madras

IT project manager with over 6.5 years of overseas experience (US and Singapore) in Investment Banking domain

Project Management

- Managed portfolio of projects for a leading IB client, with an annual earning of over 2 million USD
- Played a key role in setting up operations from a low-cost location for the client
- Consistently received 7/7 on the CSAT survey for 3 years in a row
- Participated in various RPF/RFI discussions and was involved in various recruitment drives

IT Consulting

- Coordinated various stages of SDLC for a mission-critical application that formed the core of client's LOB
- Designed and implemented various system-wide compliance changes that were warranted during the 2008 financial meltdown
- Played a key role in strategic transformation of application as part of client's growth plans

Achievements

- Recipient of MVP award from EMEA Unit of Infosys
- Recipient of Customer delight – onsite project execution for BCMD vertical of Infosys

Sushil Sarda

Experience: 7 years (18 mths International)
Past Employers: Bristlecone
Education: B.E IT, Amravati University



SAP Professional with experience in IT – Project Management, Solution Designing & Consulting (including 1.5 years of overseas experience across 9 countries) across FMCG & Automobiles domain

Product Development

- Managed solutions for Unilever for 1500+ interfaces automating various business processes across 350+ heterogeneous and dispersed systems across the globe
- Designed solution for Vinamilk to collect secondary sales data from 90000 retail outlets spread across Vietnam

General Management

- Led teams of sizes from 2 to 40
- Instrumental in expanding team from 6 members to 40 members team
- Managed multiple stakeholders for various projects across Asia, Australia, Africa & Europe continents
- Actively contributed towards Strategy, ISO Certification & Processes, Hiring, Operations Review & Project Feasibility
- Extensive experience of working in cross-cultural & cross-functional team

Achievements & Certifications

- Recipient of Bristlecone's Extraordinary Achievers Award for 2012
- Completed APICS CPIM, Harvard Manage Mentor, SAP E2E Root Cause Analysis, SAP PI Certifications

Tulika Jha

Experience: 7.8 years (31 mths International)
Past Employers: Tata Consultancy Services Ltd.
Education: B.E Electronics and Communication, VTU



Oracle ERP Consultancy in Manufacturing and BFSI domains, Project Management, IT strategy and Business Development for International clients (US)

Project and Customer Relationship Management

- Led a 25 member team across geographies through end-to-end delivery cycles
- Devised and implemented an IT strategy for Johnson Controls Inc., reducing the clients' financial closure of books time by 30%, generating business leads worth USD 1.5 million
- Was rewarded with an early promotion in 2012 for improving customer satisfaction index by 35%.

IT Consulting and Pre-sales

- Instrumental in building proposals on Oracle Financials in the range of USD 5 million
- SME on formulating go to market strategies for Procure-Pay and Order-Cash cycles of Oracle ERP
- Automated the payment application of Bombay Stock Exchange, thereby reducing their time to process payments by 40%
- Analyzed legacy applications, performed business process mapping, designed and implemented manufacturing processes of Oracle ERP for ALCOA's manufacturing plants in US

Tanmay Prakash

Experience: 8.5 years (40 mths International)
Past Employers: Tata Consultancy Services Ltd.
Education: B.E, Information Science & Engg., VTU



IT Consultant with extensive experience in BFSI Domain & IT Strategy including 3.5 years of overseas experience

Project, Customer, and Vendor Relationship Management

- Managed 5 to 15 member teams across geographies throughout various SDLCs
- Managed multiple stakeholders for projects for the same client's subsidiary companies
- Actively contributed towards Delivery and Quality Assurance, Hiring and Project Scorecard
- Managed Vendor relationship for Paybase payment system for client application platform
- Extensive experience of working in cross-cultural & cross-functional team

IT Consulting and Product Management

- Designed and implemented various communication interfaces for complex application platforms
- Implemented BACS direct debit payment system for HSBC (PBGB & AM) UK
- Implemented check processing system for multiple US clients
- Design and implementation experience across multiple functionalities in securities banking domain

Certifications

- Managerial Accounting, Wharton Business School, Penn State University

Vibha Upadhyay

Experience: 6.9 years (3 mths International)
Past Employers: Mahindra Satyam, Wipro Technologies
Education: Master of Science, BITS Pilani, B.Sc (Hons), University of Delhi



Experience in IT services delivery, project management and customer engagement across BFSI and retail domains

Project Management

- Co-ordinated and managed multiple stakeholders spread across different geographies
- Instrumental in scaling up the size of the team by almost 30%, leading to an increase in revenue by \$500K
- Introduced agile methodology for development thereby increasing the team efficiency by 20%

Software Development

- Enhanced the cashiering system of Charles Schwab Co. to allow investment advisors to perform cross-enterprise asset movement services
- Successfully replaced legacy policy administration system with flexible systems, which improved turnaround time by 40%

Awards

- Received "Warrior award" for excellent communication and co-ordination skills at Target Corporation
- Awarded for extraordinary performance leading to the team securing a CSAT rating of 6/6 at Hartford Corporation

Vikram Kakar

Experience: 6.5 years (28 mths International)

Past Employers: TCS e-Serve Ltd., Mastek Ltd

Education: M.C.A, B.COM(H)



Extensive experience in IT – Product Development & Consulting including 2.5 years of overseas experience in UK

IT Consulting

- As part of the Business Process Management Consultants team, worked in close collaboration with the client
- Standardized, automated and increased the efficiency and effectiveness of the client's Mutual Fund processes across regions
- Savings due to improved processes were estimated at about \$31 million

Business Analysis

- Played the role of a Business Analyst for clients in the Financial Services domain
- Responsible for enabling stronger ties, requirement elicitation, elaboration, and conflict management

Software Development

- Onsite Coordinator, Senior Developer for a client who is a leading supplier of revenues and benefits management systems
- Authored technical specification documents and monitored progress of user requirements
- Resolved design and configuration conflicts

Management professionals who walk out of the hallowed portals of IIM Indore make their presence felt not only in various facets of industry and entrepreneurial ventures but also on their communities and the society.



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