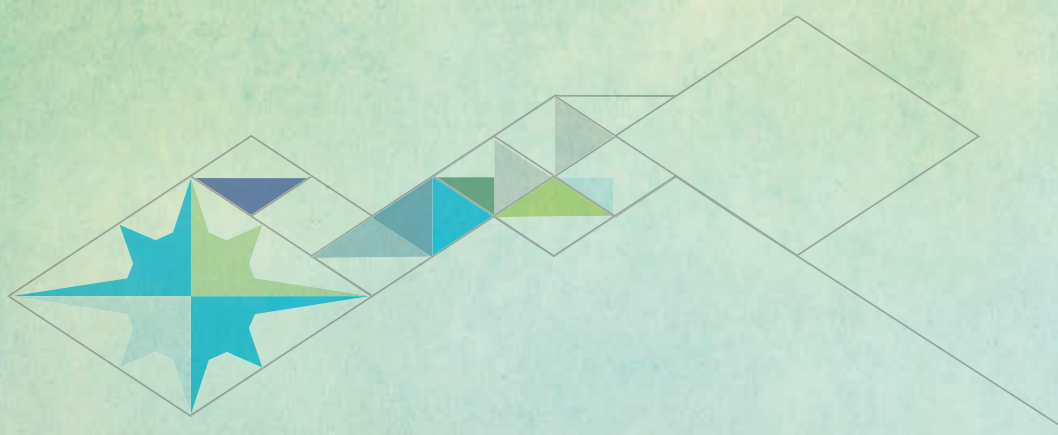




Exploring Excellence



XLRI
Xavier School of Management

For the greater good



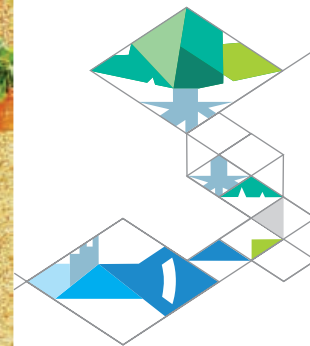
PGDM (GM) (GMP 2013–14)

AN AICTE APPROVED FLAGSHIP
FULL-TIME MBA PROGRAM
FOR EXPERIENCED PROFESSIONALS

E-brochure
<http://www.placementcloud.com/xlrigmp>

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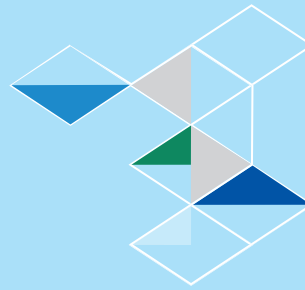


Excellence has no ends. It is the endless process of getting better everyday. And the best is always relative. Hence XLRI is committed to explore. Explore excellence that is.



"XLRI GMP is one of the best investments that I have ever done. The academic rigor, peer learning, world class facilities were truly outstanding. Diligent Students, Best faculties and friendly staff lived like a family on the campus which helped me build bonds that I cherish till date. The program equipped me with analytic tools and expanded my intellectual capacities in all the areas of business management. Quantitative leanings, strategic thinking and time management to juggle among thousand different things are some of the key lessons that I learnt in XLRI and use every day at work place."

-Anshuman Jaiswal, Management Consultant at A.T. Kearney (GMP 2010)



MESSAGE FROM THE DIRECTOR



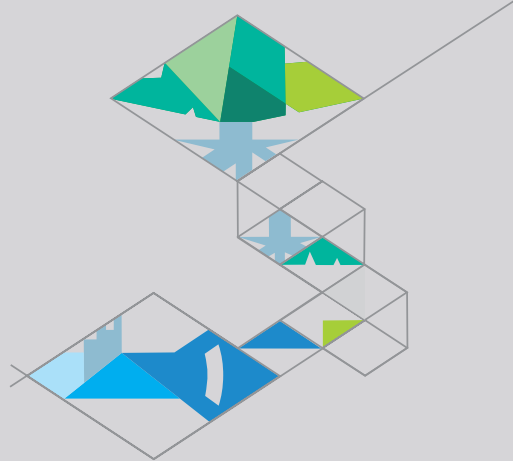
Learning and growth are vital for a healthy environment in organizations. We at XLRI have structured our programmes in such a manner as to equip the future managers of tomorrow with learning, competencies and skills that can significantly contribute to the growth of the organization.

XLRI has always been proudly associated with academic excellence, personal values and social concern. It has been the crucible of leadership training for over 60 years and its banner is held high by a fine breed of alumni who serve as “change agents” thereby adding a new dimension to their corporate role. This integral and value based formation will greatly assist our students to be innovative, competent and creative leaders. They are groomed in a manner as to serve as agents of continuous improvement and change.

It was in 1997 that XLRI recognized an unfulfilled need for formal management training at middle and senior levels of corporate strata. The result of that thought process was the General Management Programme, which has ever since, transformed several industry professionals into veritable leaders who reflect the standards and values of XLRI at various organizations. Recognized by AICTE, the programme places emphasis on stringent admission procedures for selecting the students who are then exposed to a rigorous training regimen which leads them along a journey of rediscovery. Focused academics, structured pedagogical approaches, competition and program rigor, constantly provide the opportunity to assess and reform one’s own abilities. Through these phases, emerge a competent group of leaders ready to take on the challenges that the future will bring in. Contemporary business environment is different today. There is an urgent necessity for organizations to reinvent themselves in a hostile environment of competition that threatens to choke progress. Leadership, in this context, therefore requires a renewed approach. For organizations to flourish, it is inevitable that the right set of leaders be at their helm.

I welcome you to XLRI. It is my pleasure to invite you to participate in the GMP placement process this year. I am confident that your organization will greatly benefit from the expertise of this very fine batch. They will be a decided asset to your organization.

E. Abraham, S.J., Ph.D.
Director
XLRI Jamshedpur



MESSAGE FROM THE DEAN



It has been more than a decade since the General Management Programme (GMP) has been conceived. Over the years the programme has matured with progressive changes that incorporated faculty thought, alumni feedback as well as the changing needs of industry. At the core of the programme objectives is the proposition to groom middle-level and senior-level managers for their next set of responsibilities, by reengineering their skills and providing them with a firm grounding on management theory. The pedagogy is based on the seasoned foundation of classroom discussions, case studies, academic projects and several opportunities for real world interfacing. Together with the great deal of collective work experience and maturity the class already brings in, it makes an incomparable learning experience and creates a training arena for potential leaders.

A distinguishing element of the programme is the focus on encouraging participants to rethink management application in social contexts. There is a rural immersion initiative which inculcates an understanding of challenging social issues and the feasibility of applying management education to them. Finally, to bring in that measure of well roundedness essential for a true leader, there is an exciting adventure trip and numerous opportunities for sports participation.

The result is a stretching of mind and mettle, an imbibition of managerial skills and an instilling of a true sense of leadership. It is with immense pleasure that I introduce to you the GMP batch of 2013-2014, handpicked from the crowd, rigorously trained and equipped with the attitude and perseverance necessary to deliver as outstanding leaders in challenging corporate environments.

Prof. Pranabesh Ray,
Dean (Academics),
XLRI Jamshedpur

MESSAGE FROM THE CHAIRPERSON (PLACEMENTS)



Dear Recruiters,

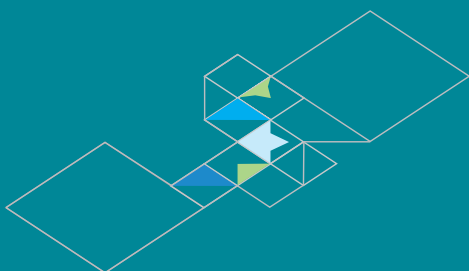
The PGDM (General Management) program is a full-time, residential course offering students a holistic, value-added blend of academic, personal and professional learning. XLRI has been a pioneer in introducing the one-year program and more importantly has strived to keep the course curriculum relevant and updated in line with industry requirements and expectations. The program content seeks to impart a holistic view of management concepts whilst aiming to augment the skill-sets and competencies of practicing managers. XLRI has highly-qualified and respected faculty members who are well-acknowledged as thought-leaders in their respective functional areas. The faculty members diligently guide students on a day-to-day basis with a view to transform them as highly efficient yet responsible and ethical business leaders shaping a sustainable future.

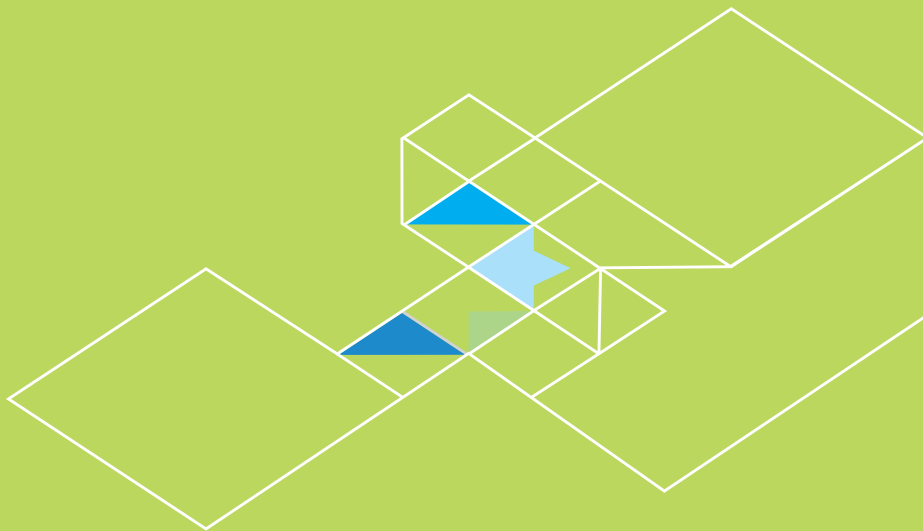
The current batch of students brings in a considerable quantum of experience spanning across diverse industry sectors and market geographies. A significant percentage of students have had international experience thereby helping create a conducive environment for learning, peer-to-peer knowledge sharing whilst taking advantage of the institution's pedagogical inputs.

Placement activity at GMP has hitherto been successful and well-supported by recruiters from the industry. The last few years have witnessed an increasing participation of organizations from diverse industry sectors offering candidates a variety of roles in middle and senior management positions. This positive perception evinced by recruiters is an ample testimony to the relevance of PGDM (General Management) program and its widespread acceptance by the industry at large.

I take this opportunity to welcome you to interface with our students. I am confident that they will deliver as per your expectations and more importantly strive to shape winning organisations.

Prof. Rajiv Misra
Chairperson,
Placements, XLRI Jamshedpur





XLRI VALUES



GMP is an unparalleled transformative program for experienced professionals. They require diverse skills and a wide range of knowledge to succeed as future leaders and that is exactly what the GMP blends. The current batch possesses diverse experience and the pedagogy is designed to enable the students to share experience through case analysis and live projects. I am positive that they will carry forward their learning to their future organization and excel as future business leaders.

- Prof. Sabyasachi Sengupta

XLRI began its journey in the year 1949, pioneering management education in India.

The institute over the years has shaped enthusiastic minds into future business leaders with competence and dedication.

After six illustrious decades, there is the same focus and the same commitment towards honing and building business leadership. The institute is still recognized as one of the strongest pillars supporting the progress of Indian Business Environment.

XLRI's is unique in that it passes on its spirit of "Magis" - ever greater, ever better, excellence- to its students and propels them to strive for integral development apart from academic excellence. Its understanding that multitude of skills and competencies form the key to success in the business world is a critical and matured one.

Its value based system propels its protégés to balance the dichotomy of

Innovation vs. Exploitation

Patriotism vs. Global vision

Assertiveness vs Humility and

Profit vs. Social Consciousness.



UNLOCKING THE UNCHARTED

Excellence begins when newer grounds are ventured into, when stranger tides are taken on. Its all about going beyond the seen.

XLRI addresses the potential value of using collaborative technology and the importance of identifying specific business drivers for successful enterprise collaboration initiatives in our managers.



REDEFINING TOUGH TIMES (A GMP PERSPECTIVE)

There is repetitive reference to “tough times” - a phrase signifying a not so vibrant economy and restricted opportunities. At GMP, “tough” spurs us to think “growth”.

Growth and Development are the two foundations of Learning at XLRI and amidst challenges these foundations get reinforced to add more meaning and value to an education experience. From the experiential learning projects in Human Behaviour to the contemporary Business Ethics case studies, we have strived to redefine our learning to the needs of the present times. This includes the Village Immersion Program and the Adventure Trip (Outdoor Leadership Programme) which helps to provide GMPians first-hand experiences of the challenges faced by rural India and the learnings of sustainable development and mutual co-existence.

The teaching methodology for GMP is rigorous and well-rounded, blending business acumen in the fundamental courses with a wide range of electives across business domains. The program embodies a healthy mix of classroom lectures and discussions, case based studies and projects imparting a broad business and social outlook. It enriches the participants and encourages them to think beyond their limits and identify out-of-the-box solutions that challenge the status-quo.

GMP strives to equip future leaders with the right set of tools to transform individual perceptions into interdependent actions. This transformative program prepares professional minds to graduate with an integrated view of multiple dimensions across various business functions. The richness of their prior experience gives them an added advantage, thus enabling GMPians to set new benchmarks.

In a nutshell, GMP offers a unique opportunity to develop a holistic understanding of various business functions, maximize peer to peer learning and build life-long bonds. The graduates not only carry with them the requisite functional knowledge, but are also multi-faceted and complete individuals, well prepared and ready to take up challenges in life ahead.



BROADENING HORIZONS

Horizons have no end. Just like excellence. So exploring the horizons broadens one's capacity to think, know and act.

Professionals taking up GMP Courses redefine the spirit of kites touching the sky. They soar on the invincible strings of commitment, perseverance and discipline.

GMP

2013 -14 BATCH

LIST OF CORE & ELECTIVE COURSES



Leadership in time of uncertainty is the key to survival and prosperity. XLRI aims to develop a well-rounded manager to combat all challenges. The uniqueness of the batch is that it is brimming with confidence despite economic uncertainties. My long experience at XLRI indicates that our GMP alumni are doing very well.

- Prof. Sharad Sarin

TERM I

COURSE

Introduction to Sustainable Development & Corporate Sustainability
Management Accounting
Managerial Communication
Managerial Ethics
Managerial Economics
Managing Human Behaviour at Work
Marketing Management
Quantitative Techniques for Managerial Decisions

TERM II

COURSE

Financial Management
Human Resource Management
Legal Environment of Business
MIS: Technical and Social Perspectives
Optimization Models for Managerial Decisions
Production and Operations Management
Strategic Management



ELECTIVE COURSES

Strategic Management

Competition and Globalization
Resource Based Strategy
Transformation for Sustainable
Superior Performance

Human Resource Management

Developing Human Resources
Executive Compensation
Performance Management and
Appraisal

Marketing

Business to Business Marketing
Consumer Behaviour and Marketing
Research
Marketing Strategy and
Implementation
Product and Brand Management
Sales and Distribution Management

Services Marketing Management &
Retail Management

Production and Operations Management

Advanced Production Planning and
Control
Demand Analysis and Forecasting
Logistics and Supply Chain
Management
Operations Strategies and Service
Operations Management
Project Management
Total Quality Management

Information Systems

Business Intelligence and Data
Mining
e-Business Strategy
Managing Information Businesses
Business Modeling Using
Spreadsheets

Organization Behaviour

Managing Competencies and
Performance in Organizations
Personal Effectiveness and Self-
Leadership
Managerial Counseling

Finance

Advanced Corporate Finance
Business Analysis & Valuation
Financial Markets & Institutions
Financial Risk Management
Investments
Mergers, Acquisitions and Corporate
Restructuring

Economics

Industrial Organization and
Competitive Strategy
Money Banking and Finance
Strategic Game Theory for Managers



FACULTY

MARKETING

Ravi Shekhar Kumar
Ph.D

Debasis Pradhan
B.Sc (Physics), PGDRM, FPM (IRMA)

Basant Purohit
Ph.D [Pursuing]

D. Israel
M.Com (Madras) M.Phil (Madras)
Ph.D (Pondicherry)

Sharad Sarin
B.E. (Jodhpur), PGDBA (IIMA),
Ph.D (Pune)

Smitu Malhotra
M.B.E. (Delhi Univ.), Ph.D
(IIT Kharagpur)

Arpita Srivastava
FPM

Sanjay Patro
B.Sc (Engg.), PGDRM (IRMA),
Ph.D (Berhampur)

Sanjeev Varshney
MBA, FPM (MDI, Gurgaon)

Narasimhan Rajkumar
B.E., PGDM (XIMB), Ph.D

Pingali Venugopal
Postgraduate & Fellow (IIMA)

ECONOMICS

Vishwa Ballabh
B.Sc Hons. (Agr. & A.H.), M.Sc.(Agr.),
Ph.D (Agr.Eco.), IARI, New Delhi

Arundhati Sarkar Bose
Ph.D, M.Phil., M.A. (JNU)

Suma Damodaran
B.A. (Eco.) Madras Univ., M.A. (Eco)
Madras Univ., Fellow (IIMB)

Santanu Gupta
Ph.D IGIDR (Mumbai), M.A. (JNU)

Purna Chandra Padhan
M.A. (Sambalpur Univ.), Ph.D
(Univ. of Hyderabad)

Sumit Sarkar
Ph.D (JNU)

Prabal K. Sen
M.A. (Eco), Calcutta Univ.

C. L. George S.J.

FINANCE

Sabyasachi Sengupta
Chartered Accountant (ICAI), Cost
Accountant (ICWAI), Company
Secretary (ICSI)

Uday Damodaran
B.Sc (Physics) Kerala, M.Stat.
(SQC&OR) ISI Delhi, Fellow (IIMB)

Gourav Vallabh
Certified Financial Risk Manager
(GARP, USA), Chartered Accountant
(ICAI), Company Secretary (ICSI), Ph.D
(UoR, India), LLB, M.Com
(Gold Medallist)

Prantik Ray
MBA (Finance), MA (Eco.), DBF (ICFAI)

Santosh Kumar Sangem
Ph.D

A. Kanagaraj
Ph.D

Pitabas Mohanty
M.A. (Economics), CFA, Grad CWA,
Fellow (IIM B), Fulbright Scholar at
NYU-Stern.

James Santhanam, S.J.
M.Com, M.Phil. (com, Madras),
M.A.(admt, Marquette, USA), Ph.D
Finance (IIT Kharagpur)*

Hemanta Kumar Pradhan
M.Phil (Pune), Ph.D (Pune), Post
Doctoral Fellow Scholar (Columbia
Univ. New York)

HRM & IR

Anita Sarkar
Fellow (IIM Ahmedabad)

P K Padhi
LL.M. (Cochin), Ph.D (Berhampur)

Santanu Sarkar
Ph.D

L. Gurunathan
Fellow (IIMA), MBA (Bharathiyar
University) B.Sc (Maths) University of
Madras

M. G. Jomon
Fellow (PM&IR, XLRI-AHRD); M.Phil
(Delhi)

M. Srimannarayana
MA (PM&IR, Andhra), Ph.D (Utkal)

Pranabesh Ray
PGDPM & I R (XLRI), Fellow - IIM
Ahmedabad

Soumendra N. Bagchi
BE (Civil), FPM (P&IR) IIM-Ahmedabad

Tina K. Stephen



INFORMATION SYSTEMS

Rajeev Sharma

B.E. (Elect.), M.B.A (Fin), Fellow (IIMB)

Ashis K. Pani

M.Tech. (IIT Madras), Ph.D (IIT Kharagpur)

Supriya Kumar De

M.Sc, Ph.D (IIT Kharagpur)

Soumyakanti Chakraborty

FPM - MIS

GENERAL MANAGEMENT

Peter Francis S.J.

MA, Madras, MA, London, Ph.D from Bharathidarsan University

PRODUCTION, OPERATIONS & DECISION

T. Gangopadhyay

M.Stat. (ISI), Ph.D (ISI Calcutta)

TAS Vijayaraghavan

B.Sc (Math), M. Stat. (ISI), PGD in SQC & OR (ISI), Fellow (IIM Bangalore)

Bijaya K. Mangaraj

M.Sc, Ph.D (IIT Kharagpur), D.Sc. (Utkal)

Dilbag Singh Broca

MBA (KU Leuven, Belgium), M.A. Sc. (Waterloo, Canada), Ph.D (TIET Patiala)

Dipankar Bose

Fellow (IIMC)

Rajiv Misra

B.E. (Mech.) Rookee, M.S. (Industrial, State Univ. of New York, Buffalo, USA)

Trishit Bandyopadhyay

B.Tech (IIT Kharagpur), Fellow (IIMB)

ORGANIZATIONAL BEHAVIOUR

Madhukar Shukla

M.A. (Psychology, Lucknow), Ph.D (IIT, Kanpur)

E S Srinivas

Ph.D (Osmania)

E. Abraham S.J.

PGD PM&IR (XLRI); Ph.D (Ahmedabad, Gujarat Univ.)

J Singh

PGDBM (XLRI), Ph.D (Wharton)

S. George, S.J.

Alumnus of XLRI PMIR 1996 and Ph.D from Madras University

Tony Uvari SJ

Ph.D

I. S. F. Irudayaraj

M.S.W. (Madras), Ph.D (Osmania)

Manish Singhal

B. E. (Mechanical), PGDM (Finance), Fellow (Ph.D), IIM Calcutta

R. K. Premarajan

M.A. (Psycho) Calicut, Ph.D (IIT Bombay)

Gloryson R. B. Chalil

B.Sc (Agriculture - AAI, Allahabad), PGDM (PM&IR), MLL&LW (Symbiosis), FPM (IIM Bangalore)

STRATEGY

Manoj T. Thomas

B.E. (Civil, NIT Raipur), M.Phil (Economics, CESS Hyderabad), PG (Rural Mgmt) & Fellow - (Rural Mgmt, IRMA Anand)

Apalak Khatua

FPM - IIMC

Munish Thakur

MBA, FPM (IIMC)

Indrajit Mukherjee

B.Tech - IIT Kgp; PGDBM - IIMC

Tata L. Raghu Ram

M.Sc (Limnology, Ph.D (Biodiversity Impact Assessment)

LIBRARY & INFORMATION SERVICES

Bino Jose

Ph.D [Berhampur University]



STUDENT INITIATIVES

LEADERSHIP SERIES

XLRI Leadership Series, an exclusive initiative of GMP has been formed by understanding of the importance of correlating acquired knowledge with the real world. It aims to provide a platform for interaction with several business and social leaders through a 120 minute power session. Students gain immensely by obtaining diverse perspectives and a deeper understanding of industry business practices. Some prominent past speakers who have participated are:

Mr. Vineet Nayar, former CEO and Vice Chairman, HCL Technologies

Mr. Arun Datta, Vice President HR, Medanta Medicity

Mr. Ambarish Dasgupta, Executive Director, Pricewaterhouse Coopers

Dr. Tridibesh Mukherjee, Ex DMD Steel, Tata Steel

Mr. Hemant Gupta, MD of A2Z Infraservices Ltd.

Dr. Ajoy Kumar, MBBS, IPS, VP, Max Neeman & MP Jamshedpur

Mr. Saumen Chakraborty, President and Global Head of Quality, HR, IT, Dr. Reddy's

Lt. General Vijay Kumar Ahluwalia, General Officer Commanding-in-Chief, Central Command

CLUBS

TOASTMASTERS CLUB:

The club hosts a platform for honing public speaking skills, necessary for an aspiring leader in a competitive business environment.

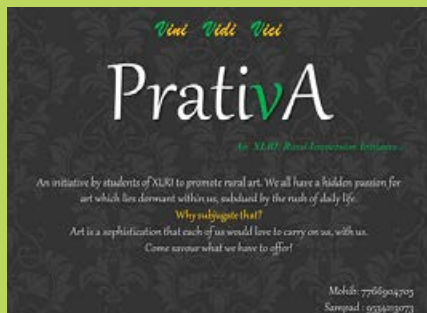
CONJUNT:

As a student run Management Consulting club, it caters to providing the student community with opportunities for exposure, and interaction with the consulting fraternity, enabling them to build the necessary skills for a successful career in Management Consulting and Strategic Management.

BAKAR N BEANS:

BnB encompasses a plethora of events like extempore speeches, stand-up comedy and press conferences. Through collective and constructive feedback, the club inculcates the habit of communication under various situations, in front of critical audiences.

SOCIAL PROJECTS



A special dimension of the GMP is the emphasis it places on recognizing the importance of social responsibility. Through a “Village Immersion Program” students are given this opportunity to observe at close-hand various problems plaguing rural communities. XLRI has provided them the right set of tools and motivation to convert realization into action. Several GMPians have come out with initiatives to bring in reform, even if in a small measure. A start coupled with loads of conviction can work wonders in the longer term. Some of these initiatives are:

SARAL SHIKSHA

In partnership with Kala Mandir(NGO) and Tata Steel, this project aims at providing underprivileged children with basic education needs in a self-sustainable manner.

ROJGAR

In collaboration with the Tribal Cultural Society, a group of GMPians initiated a study on employability and skill shortage on youth from Sabar community, which culminated in Tata Consultancy Services Ltd. starting a training program for 10 youths along with donations for an electric leaf plates making machine.

PRATIYA

GMPians joined hands to promote a rare art, pyatkar, from the village of Amadubi, under the aegis of KalaMandir, an NGO in Jamshedpur.

UNNATI

As an approach to sustainable community development, we are working with local ParvatiGhatsum to organize HIV awareness program and health camps, provide affordable solar electricity systems by leveraging micro-finance and conduct computer education program for children and teens.

ELITERACY

A group of ten GMPians have partnered with Cause for Change (NGO) to conduct training in basics of computers for a group of economically disadvantaged children, including donations of computer systems.

ARPAN

In collaboration with the Indian Medical Association, GMPians conducted a health check-up camp for residents of Chaya Nagar, a slum in Sakchi. Over 100 people, including women and children, were screened, diagnosed and treated at the camp.

ADAMUS SPIRITUS

In the years to come, unemployment is going to be a critical concern in India. Self-employment is the only answer and education is the only way forward. GMPians motivated local kids and parents by giving real life examples about the importance of education.

GMP 2014 PEDIGREE



GMP 2014 CERTIFICATIONS



PAST RECRUITERS

- Accenture
- Aditya Birla Group
- Amazon
- Atos
- Axis Bank
- Bank of America
- Bharati Walmart
- Britannia
- Cachet Pharma
- Capgemini
- Citi Bank
- Cognizant Technology Solutions
- Dr Reddy's
- Dubai Metal
- Ernst & Young
- Fractal Analytics
- Genpact
- HCL Technologies
- Hero Motors
- Hewlett-Packard
- Huawei Technologies
- i Gate
- IBM
- ICICI Bank
- Infosys Technologies
- ING Life
- ITC
- JP Morgan Chase
- JSW
- L&T
- Mahindra and Mahindra
- Manipal
- Markets & Markets
- Mu Sigma
- Nissan
- PWC
- Reliance Power
- Sapient
- Sasken Technologies
- Shell
- Tata Consultancy Services
- Tata Motors
- Tata Steel
- Tech Mahindra
- Wipro Technologies
- Z S Associates
- Zuari/Adventz

the list is partial and not complete



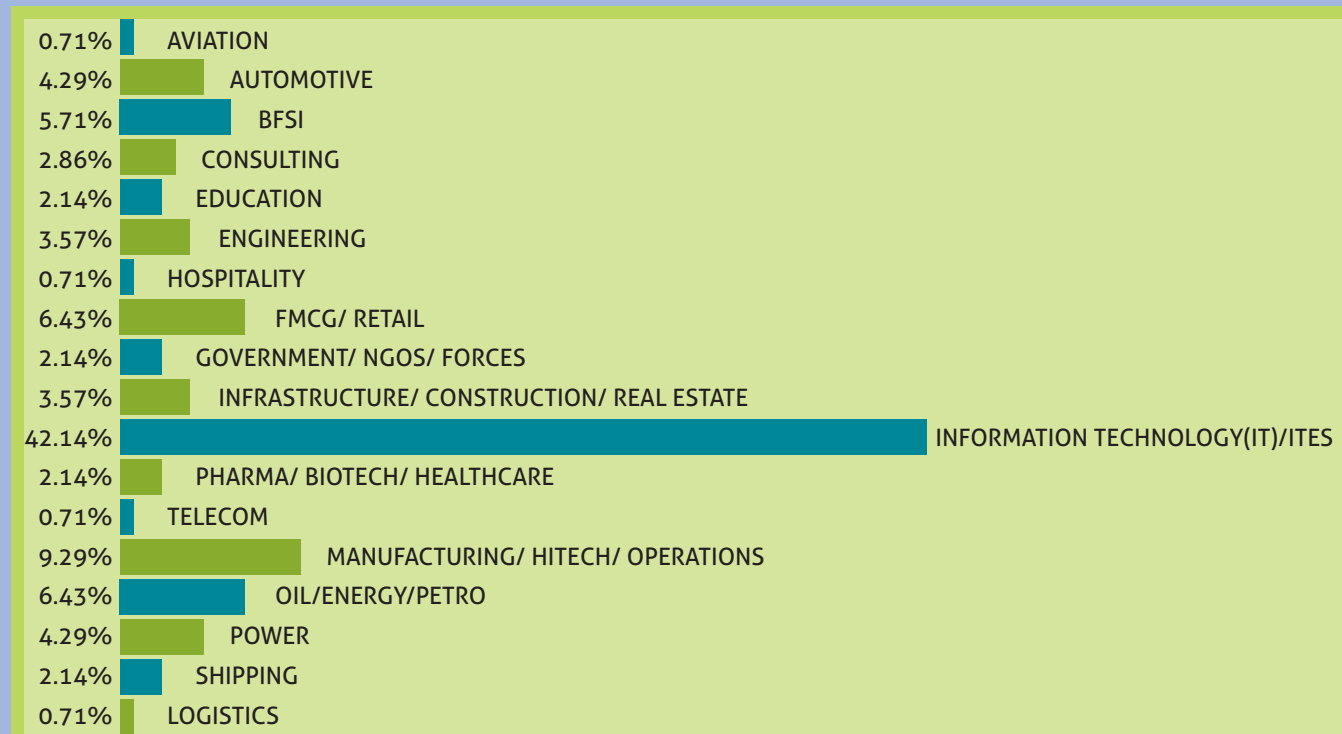
"It was a great experience. I learnt a lot in the field of marketing, HR and Operations apart from my core area of finance which has been very helpful for my management consultancy assignments. GMP course has helped me to think beyond finance mindset."

- Subodh Suman, Chartered Accountant, Bengaluru (GMP 2012)

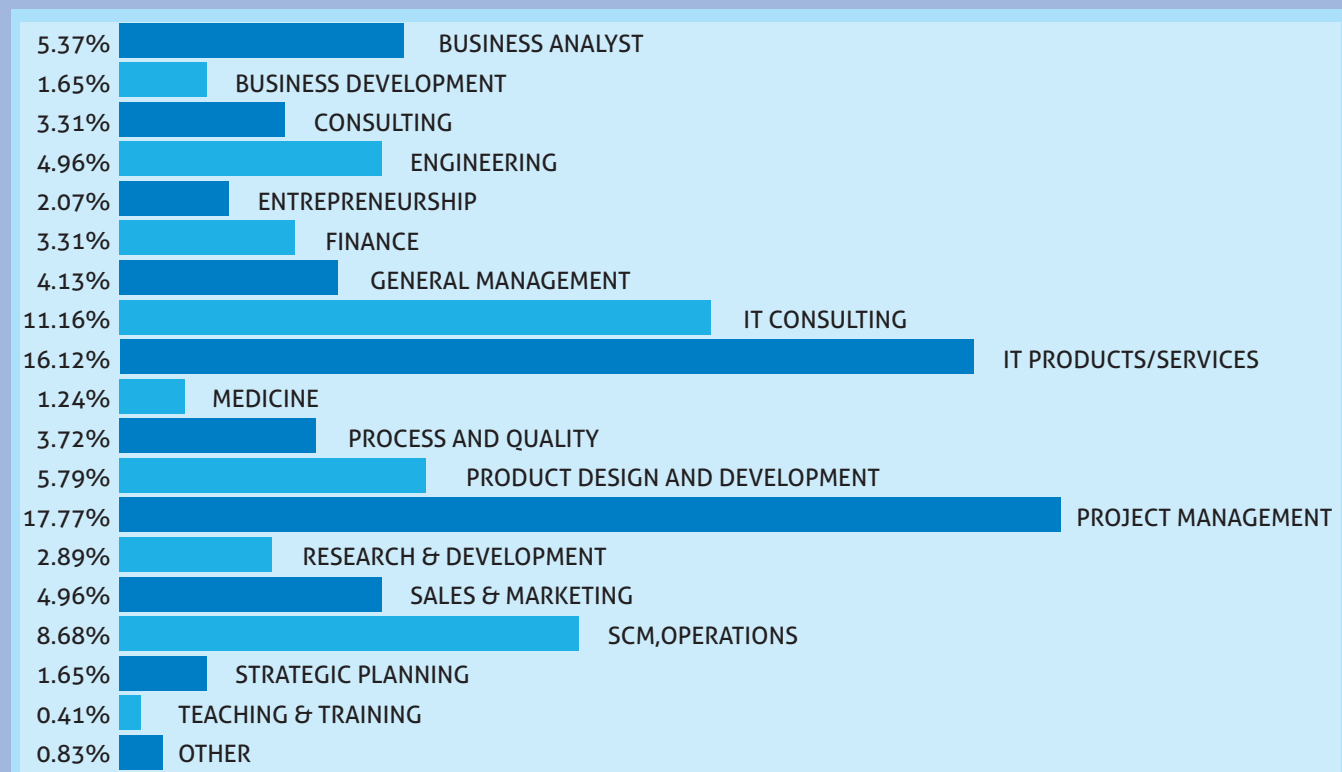
CLASS OF 2014 STATISTICS

Batch Size – 113	On Sabbatical - 4
Average Age – 29	Average Work Experience - 7 years
GMAT Mean Score - 682	XAT Mean Percentile - 94

INDUSTRIAL DIVERSITY

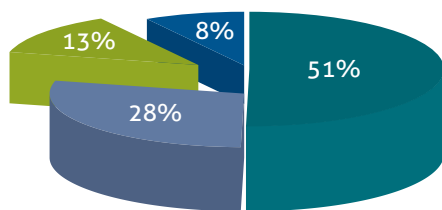


FUNCTIONAL DIVERSITY



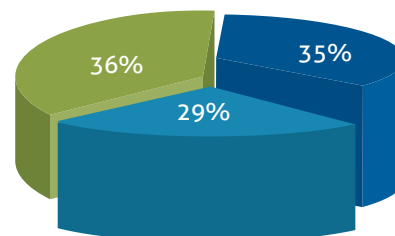


TOTAL WORK EXPERIENCE



- 55 Students** | 5- 6 Years Experience
- 31 Students** | 6- 8 Years Experience
- 14 Students** | 8- 10 Years Experience
- 9 Students** | >10 Years Experience

INTERNATIONAL WORK EXPERIENCE



- 19 Students** | < 1 Years Experience
- 18 Students** | 1-3 Years Experience
- 15 Students** | > 3 Years Experience

Total number of students with international Work Experience :52



WORK EXPERIENCE 5- 6 YEARS

Please visit <http://www.PlacementKloud.com/xlrigmp>
to view, search and sort student profiles online



I find the current batch of GMP students to be highly committed, enthusiastic and inquisitive. The course curriculum is structured to enable future managers to remain agile and responsive even in an economic uncertainty and ponder ways to enhance profits and profitability of a businesses, clients, and stakeholders. This batch is well-positioned to take leadership roles and will be able to assimilate their business acumen to make effective decisions as middle and top managers.

- Prof.T A S Vijayaraghavan



Abhinav Akash,
28 years

B.Tech, CSE, Manipal
Institute of Technology,
Manipal

Project Lead, Tata Consultancy Services Ltd, USA

- Led a team of 12 members and was responsible for mentoring and recruiting new members
- Collaboration with cross-cultural business teams across US, Ireland and Singapore for requirement gathering and design discussions
- Responsible for functionality improvement suggestions to business teams of leading product company
- Steered pro-active proposals, increased team size, which doubled the revenue for TCS from my project
- Process improvement lead; Streamlined processes to increase team efficiency by 30%

Team Lead, Tata Consultancy Services Ltd, USA

- Led a team of 6 software developers to implement projects for client
- Responsible for developing POCs and new proposals

Software Developer, Tata Consultancy Services

- Design and Development of custom applications for client

Achievements/ Additional Info

- Won 'On the Spot' Award and two 'Star of the Month' Award's in TCS
- Team received 'Best Team' award during my tenure as Project Lead in TCS

Fellow, Teach for India(TFI)

- Served a two year commitment to teach in a low-income, low-performing slum school
- Achieved an average academic growth of 1.5yrs for 70 children
- Planned and implemented the development of sustainable processes for effective school administration
- Strategized the marketing activities of TFI

Senior System Engineer, Siemens

- Architect for software development of an ERP software

Team Lead, IBM

- Led a 20-member team for ERP implementation, maintenance and support projects
- Spearheaded estimation, risk analysis, delivery plan, resource plan and quality assurance of projects
- Developed ERP training modules for new-joiners

Achievements/ Additional Info

- Winner of "Best of IBM" Award for project delivery
- Co-founded a technology based education start-up - Teachify



Abhisek Nag,
27 years

B.Tech, Electrical, NIT Surat

Certifications: EPYP
(IIMC), Pursuing PGDBL
(NUJS)



5.10 years of experience in Process Engineering and Project Management, Project Cost Analysis and Cost reduction



Amir Shameem,
30 years

B.E, Chemical, BIT Sindri

Process Lead, UAIL, Hindalco (Aditya Birla Group)

- Responsible for Engineering and procurement of 1.5 MTPA Alumina Refinery of project cost around INR 8000 Cr
- Played a key role in Planning and execution for Pre-commissioning and Commissioning Activities
- Managed the team as Engineer In Charge (Process Lead) of various LSTK process packages and EPCM package
- Managed the commissioning of refinery through Problem solving, resource & process optimization, and risk analyzing
- Responsible for approval of process documents & preparation of Operation Manuals, SOPs and commissioning plans

Assistant Manager, Process Engineering, Hindalco (Aditya Birla Group)

- Executed Design and cost optimization, Basic Engineering, Detail engineering, feasibility study and Mineral characterization
- Finalized design criteria, pre-project activity and planning, budgeting and forecasting for 1.5 MTPA Alumina Refinery
- Prepared and finalized Technical Feasibility report and Detail Feasibility Report for obtaining TOR clearance

Achievements/ Additional Info

- President of Leo Club of Sindri for the year 2006-07
- Conducted Run for AIDS, a local community awareness program, and live Strings band performance at college

5.9 years of experience in Engineering Consultancy

Team Lead, Quantity Survey, Aegis Ltd. Essar Engineering Services Division

- Spearheaded the team for verifying the client bills for a major portion of a complex steel plant
- Liaised between client and contractor during the project
- Part of the team which evaluated bids and finalized contracts
- Conducted random site inspection of civil works as part of the quality control team
- Onsite coordinator for Essar's 600 MW power plant at Mahan for a period of two months
- Optimized resource utilization over the course of the project by minimizing wastage
- Coordinated for establishing safety systems while constructing the new office building of the company
- Implemented systems as ISO coordinator for own department

Achievements/ Additional Info

- Aided the client in curtailing project costs by nearly INR 5 Cr, through bill verification and quality checks
- Active member of Tarang, the cultural club at Essar, and was awarded the best instrumentalist in Essar's intra-cultural event



Anand Joseph Mani,
28 years

B.Tech, Civil, VIT
University, Vellore



5.9 years of experience in IT Industry across Consulting and Development



Anantharaman T.S. Iyer,
28 years

B.Tech, IT, Heritage
Institute of Technology,
Kolkata

Senior System Engineer/ Analyst, IBM India Pvt Ltd

- Worked as consultant for Technical and functional aspects of the Insurance system
- Responsible for driving LEAN and TPAW quality initiatives and process changes in the project
- Led initiative to improve the team's communication skills, resulting in big improvements in client satisfaction ratings

Consultant, Capgemini India Pvt Ltd

- Led a 6-member team to execute banking projects in a demanding environment which also involved a very steep learning curve
- Co-ordinated with client teams across China, USA, UK and Brazil for the development and testing of a banking product
- Established project and quality control standards and was part of the Centre of Excellence for consulting on similar projects
- Part of the corporate training team at Capgemini, Hyderabad, & conducted technical trainings for fresher's and experienced people

Software Engineer, Keane India

- Worked on development and maintenance of the Insurance and Energy Utility systems

Achievements/ Additional Info

- Awarded "Blue Certificate" in Keane and "Star Award" in Capgemini for outstanding performance
- Received the 'Rashtrapati Scout' Award from the President of India

5.10 years of diversified experience in Project engineering, Vendor management and Quality assurance in Power Projects

Deputy Manager, NTPC Ltd

- Single point of contact for managing tenders, bids & award for various Construction works contracts (upto Rs 100 Crore)
- Resolved site issues by providing critical inputs & by coordinating with site team resulting in time and cost savings for the projects
- Worked with cross-functional teams and site agencies to ensure timely delivery of engineering drawings and other inputs to the site
- Led negotiations with contractors for settlement of the contracts resulting in substantial saving for the company
- Part of six member corporate task force constituted to ensure safe operation of Ash Dykes to avoid shut-down of power plants

Engineer, NTPC Ltd

- Finalized construction quality set-up and Field Quality Plan with construction agencies to ensure quality construction
- Assessed manufacturing facilities and quality systems of manufacturers as part of procurement planning
- Conducted quality audits of project sites to evaluate construction works and implementation of Field Quality plan

Achievements/ Additional Info

- Conceived & organized "Quality Meet" for all vendors resulting in timely delivery of Bought-out materials at site
- Initiated Workshops on "Safe operation of Ash dyke" which resulted in many initiatives to avoid shut-down of power plants



Anil Kumar Sharma,
28 years

B.Tech, Civil, Dr B R
Ambedkar National
Institute of Technology,
Jalandhar

Certifications: CIPM
(PMA)



Ankit Gupta,
26 years

B.Tech, CSE, NITK
Surathkal, Karnataka

Certifications: *Accenture
certified HTML5
developer*

Senior Programmer, Accenture

- Designed and implemented the solutions for Estimation Framework project in iOS
- Participated in requirements' elicitation and solution implementation for mobile telephony applications of a US based customer
- Enhanced customer satisfaction by conceptualizing optimized mobile applications on latest technologies such as iOS and HTML5
- Developed the complete user interface of a mobile banking application in HTML5 for a US based client

Software Engineer, Nokia

- Single Point of Contact for defects and REQs on IPSec VPN and VPN lab Setup
- Worked on Symbian Mobile OS Development and Maintenance and on various networking stacks such as TCP/IP
- Significantly contributed to building and training teams on Nokia Network Security
- Development work on HTTP Stack, including Requirements and defect fixes

Achievements/ Additional Info

- Monetary Reward points for the work done in Estimation Framework Project
- Achieving Together Award - for the work done in UMA-VPN Requirement

Senior Associate Consultant, Infosys Ltd.

- Led transition team for an FMCG Client. Was responsible for transition planning, delivery planning and staffing
- As an SME, led SAP SD track in RFP for clients who operated in Retail and Wholesale sectors
- As a functional consultant, managed and worked in/with global teams based out of US, UK, Costa Rica and Philippines
- Advocated the idea of developing a generic SAP framework similar to SAP Business One to cater to small & medium businesses
- SPOC for SAP trainings in niche skills such as IS Retail

Application developer, IBM India Pvt Ltd

- Worked on the RFP for the merger of two Telecom giants, UK
- As a Quality lead, delivered three consecutive A's in Project Management Reviews and successfully completed CMMI audit
- As an on-site co-ordinator, I was responsible for streamlining Client and IBM interactions

Achievements/ Additional Info

- Awarded 'Best contributions in pursuits', for my contributions towards business development in Infosys
- Awarded 'Most valuable player - DC initiatives', for my innovative employee engagement initiatives in Infosys



Arun Reddy Patel,
27 years

BE, E&C, Sri
Krishnadevaraya
University, Anantapur

5.5 years of experience in Pharma and Healthcare Sector



Dr. Aseem Srivastava,
31 years

MBBS, B.J. Medical College,
Pune

Certifications: ARISg
Training

Deputy National Safety Officer, Fresenius Kabi Oncology

- Provided medical information to sales and marketing team and conducted field force training related to drug safety and Pharmacovigilance
- Responded to requests for scientific/medical information and provided key safety information updates to the team
- Performed Medical review of Safety Reports of Oncology Drugs

Drug Safety Physician, APCER Pharma

- Led teams for different clients and drafted various reports concerning drug safety
- Performed Medical review of Safety Reports of drugs for reporting of clients' products

Resident Medical Officer, Avlokan Eye Centre

- Second In-charge of the center
- Handled OPD Duties

Achievements/ Additional Info

- Cleared All India Pre Medical Test with All India Rank of 512
- Organized Free Eye Check-up Camps for Avalokan Eye Centre which catered around 100 patients

5.5 years of experience (5 years International) in Aviation and Automobile industry

Deputy Manager - Design, Minda Industries Ltd

- Spearheaded project management, budget and cost analysis, resource plans and project feasibility reports
- Led a 4-member team for development of automobile lamps from concept to start of production
- Managed cross functional global teams-Taiwan, Indonesia and Italy

Avionics Engineer, Airbus Military North America, USA

- Project Lead for development of a new DFDR system, STC certification plan and approval process
- Project Lead for development of a new Autopilot system, STC certification plan and approval process
- Designed wiring diagrams, ground/flight test plans, ELAs, FHAs, ICDs for aircraft systems

Avionics Engineer, CHC Helicopters Corp., Canada

- Developed certification documents such as 1309 reliability analysis, flight manual supplements, compliance plans
- Drafted technical drawings for modification of aircraft systems

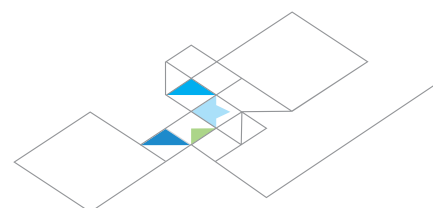
Achievements/ Additional Info

- Completed Eurocopter-AS365N aircraft type training
- Certified and Trained in Aircraft systems safety and 1309 analysis



Ashish Kumar Jain,
28 years

B.A.Sc, University of
Windsor, ON, Canada



6 years of experience in Manufacturing Operations in Automobile Industry



Ashutosh Choudhary,
26 years

B.E, Mechanical, BIT Mesra,
Ranchi

Manager, Production, Tata Motors Ltd

- Led a team of 11 Officers and 760 operators as Line-in-Charge, managing production activities and meeting BSC targets
- Achieved 26% Productivity improvement through MOST implementation, Lean techniques and Line Balancing
- Led and organized Cross Functional Teams for DFM, PFMEA and CP review for all new Projects on Chassis Assembly Line
- Divisional Cost Coordinator for Variable Conversion Cost reduction, managing 9 cost centers of Vehicle Factory
- SPOC for Contractual expenses planning, optimization, rate negotiation and cost reduction of Vehicle Factory
- Spearheaded Six Sigma project on “Throughput time improvement for Wheel Alignment of Twin steerable vehicles”

Assistant Manager, Production, Tata Motors Ltd

- Coordinated with various agencies for preparation of TS 16949, OHSAS 18001 and Tata Business Excellence Model audits
- Achieved Cost reduction of INR 1.2 Cr through change in Share of Business of vendors in cost reduction CFT 2008-09

Achievements/ Additional Info

- Top 8 Finalists from Jamshedpur plant in Fast Track Selection Scheme 2012-13, Tata Motors Limited
- Best KAIZEN sustenance award for Improving Quality First Shot OK of Chassis Assembly line

5.5 years of experience in Electronics/ Electrical equipments manufacturing industry

Business Excellence Executive, BHEL Electronics Division

- As a CII Certified Assessor for EFQM Excellence Model, spearheaded the Business Excellence Movement
- Preparation of Business Process Maps for all functions and sub-functions to arrive at performance metrics
- Internal Assessment of BHEL Power Sector Regions based on 9-criteria EFQM Excellence Model involving Rigorous Scoring based on RADAR

Process Quality Executive, BHEL Electronics Division

- Identified and drove improvement projects in manufacturing processes resulting in defects reduction and overall cycle time reduction
- Preparation of Project Specific Quality Manuals for NPCIL, as a part of ISO 9001:2008
- Ensured in-process and final inspection of Control Equipments Cubicles for Power Plants

Achievements/ Additional Info

- Cherry-picked by BHEL senior management to be trained and certified by CII on the coveted EFQM Excellence Model 2010
- Awarded under BHEL’s innovation rewarding system IMPRESS for developing online portal for inspection results analysis based on MS SharePoint



Ayan Banerjee,
27 years

B.Tech, ECE, Asansol
Engineering College, West
Bengal

Certifications: KPMG
Certified Lean Six Sigma
Green Belt, CII-EXIM
Bank certified, Business
Excellence award
assessor based on EFQM
Excellence Model

5 years of experience in IT Services and Consulting in Retail- Healthcare



Bhupendar Singh,
28 years

B.Tech, IT, Bundelkhand
Institute of Technology,
Jhansi

Team Lead, Tata Consultancy Services

- Involved in Estimation, Design, Code walkthrough, Configuration Management and Test planning
- Managed and coordinated team of 12 people on 3 critical deliveries
- Performed recruitment, mentoring and training of new entrants

Business Analyst, Tata Consultancy Services

- Worked on Project Estimations, Pricing and effort negotiations with customers
- Played key role in delivering end-to-end integration solutions for Healthcare Client
- Responsible for project's audit processes and quality checks

Software Developer, Wipro Technologies

- Developed ETL code to implement Data warehousing Business logic as per Client's needs
- Significantly cut down testing efforts by automating major testing stages

Achievements/ Additional Info

- Received 'best team' award in the year 2012 by TCS
- Won 1st prize in paper presentation competition held at state level, SANDHAAN - 2005

5 years of experience in Corporate Finance

Assistant Manager (Band II), ICICI Bank Ltd

- Scrutinized Trade Finance transactions (LC, Buyer's Credit, Documents checking under LC etc) for key clients
- Managed a team of 10 members for migration (Testing and Implementation) of Core Banking Solution (Finacle)
- Initiated process improvements which helped in reduction of TAT by more than 50%
- Department level Training In-charge for Trade Finance in ICICI Bank
- Communicated at all levels with other Banks and internal business units (including query resolution)

Assistant Manager (Band I), ICICI Bank Ltd

- Verification of Trade Finance transactions
- Delivered stringent SLA level Turn-around-time for Priority Customers; Achieved 100% TAT adherence
- Streamlined BCP related operations for Pan-India Trade transactions

Achievements/ Additional Info

- Consistently rated amongst top 5% in the ICICI annual Performance Appraisal at national level
- Thrice recognized as the Best Scrutinizer at Corporate level



Chandan Kumar,
28 years

B.Com, Goenka College of
Commerce, Kolkata



5 years of experience in Market Research, Strategy Consulting and IT Services



**Charanya
Balasubramanian,**
27 years

B.E. CSE, SSN College
of Engineering, Anna
University, Chennai

Senior Research Analyst, Frost & Sullivan India (P) Ltd.

- Managed several strategic technology research topics coordinating with the global team and mentored new analysts
- Active involvement in business development initiatives and Best Practices Research
- Contributed as lead analyst for several consulting assignments with a net worth of USD 305, 000

Research Analyst, Frost & Sullivan India (P) Ltd.

- Offered strategic insights on technology growth potential to various stakeholders of the ICT industry
- Contributed reports on emerging ICT technologies. Task involved heavy use of primary research
- Part of the team that developed Tech Vision 2020 for Frost & Sullivan

Programmer Analyst, Cognizant Technology Solutions India (P) Ltd.

- Involved in design and coding for an insurance policy administration application
- Developed project management portal for effective archival of project artifacts

Achievements/ Additional Info

- Brought in revenues to the company to the tune of USD 165, 000 through Best Practices Research
- Received 'Most Creative and Productive Analyst' of the Year Award at Frost & Sullivan

6 years of experience in Manufacturing Industry

Plant Incharge, Har Hal Plastics Engg. Pvt. Ltd

- Managed overall operations of the plant (100 people, INR 12 Cr revenue)
- Oversaw production planning, personnel management, vendor management and customer communication
- Redesigned processes and organizational structure and implemented ERP

Manager, Kishore Industries

- Started the export operations of the company
- Spearheaded administrative changes

Trainee Sales Engineer, Ceratizit India Pvt. Ltd

- Coordinated between dealers and sales office of the company
- Handled direct customer accounts
- Oversaw product trials at customers' end

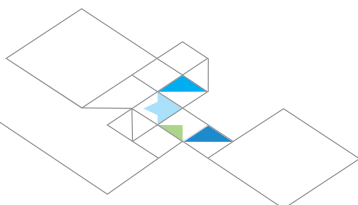
Achievements/ Additional Info

- Achieved record sales growth in 2012 at Har Hal Plastics Pvt. Ltd



**Dnyanesh
Jugalkishore Kabra,**
28 years

B.E. Production, Sinhgad
College of Engineering,
Pune



6.5 years of experience in the Retail and Logistics Industries



Farzad Mistry,

31 years

B.Com, Jai Hind College
Mumbai University, Mumbai

LLB, Rizvi Law College
Mumbai University, Mumbai

Certifications: *Diploma
Course in Cyber Law,
Certified Program in
Capital Markets, Certified
Training Program in
RS-SQL software*

Manager, Shroff & Company

- Initiated and spearheaded a cost reduction program to cut overall costs by about 23%
- Developed and implemented a modernization plan bringing down order response times by around 20%
- Responsible for Contract management including negotiating and vetting contracts with clients and affiliates

Assistant Manager, Trent Hypermarket Limited

- Independently managed the company's entire trade mark portfolio of around 50 trademarks
- Drafted and reviewed agreements resulting in closure of over 60 transactions a year
- Supervised and mentored junior legal officers to enhance department productivity

Director, Sunpack Forwarding Company Pvt. Ltd

- Set up a new division which specialized in computerized records management
- Conducted aggressive sales campaign based on face-to-face meeting strategy increasing client base by 37%

Achievements/ Additional Info

- Member of the Editorial Committee of the Trent newsletter, "The Times of Trent"
- Member of the Bar Council of Maharashtra and Goa

5.10 years of experience (1.9 years International) with US Retail clients in Business Intelligence, Data Warehousing and Analytics

Project Leader, Tata Consultancy Services

- Defined and managed project scope and risks for a 1.2 MUSD project to build an Operational Data Store
- Led a 8 member team for post-acquisition integration of the pricing strategy of an acquired retail chain
- Developed detailed work plans, project schedules, estimates, and resource plans for project Game On- a talent development platform
- Monitor and report on project traction, coordinate the development and implementation of contingency plans

Onsite Coordinator, Tata Consultancy Services, Chicago

- Engaged client from delivery perspective and ensured timely defect free delivery thereby increasing project revenue by 50% in 2 years
- Conducted project and firm level trainings and interviews for capability development leading to cost savings of 0.5 MUSD for the company

Business Analyst, Tata Consultancy Services, Chicago

- Integrated a third party price optimization tool with current pricing system of client leading to a 2% increase in sales
- Involved in requirement gathering for various complex applications in pricing and merchandising area

Achievements/ Additional Info

- Awarded the 'Best Managed Project' in retail practice at TCS for leading a project
- Awarded by Process Excellence Group for implementing best practices in a newly transitioned account



Gaurav Bhutani,

29 years

B.E, IT, BIT Mesra

Certifications: *CFA Level
3 candidate, CFA Institute*

5.8 years of experience in IT(BFSI) Services Industry



Himanshu Wali,
27 years

B.Tech, E&TC, College of Engineering, Roorkee
PGDBM Institute of Management and Technology (CDL), Ghaziabad

Certifications: Oracle
Certified PL/SQL
developer

Technology Lead, Infosys Ltd

- Participated in requirement elicitation, validation of architecture, design, build and implementation of work product
- Responsible for ensuring the highest level of service offerings to customers in respective technology and functional domain
- Signed off code releases for testing stage to build application conforming to project standards and requirements
- Monitored overall conformation of application to project standards and requirements
- Process improvement initiatives to reduce defects and close production issues and improve application/system performance
- Assessed and modified existing and new customer facing business processes ensuring processes support customer experience
- KM Initiative - documented the process and technical features of e-commerce product module ensuring continuity and re-usability

Achievements/ Additional Info

- Appreciated for development of Support Tools which significantly reduced team effort and improved project profit margin by 9.1%
- Appreciated for handling end-to- end delivery of mobile wallet solution for a leading telecom giant

5.9 years of work experience in Project Management in Shipbuilding industry

Asst Construction Manager (Mechanical), Larsen & Toubro Construction

- Led a team of 5 Engineers and over 100 workmen in construction of advanced technology marine vessels for Indian Navy
- Effectively liaised with subcontractor in-charges and senior naval officials to implement construction schedule
- Executed jobs worth INR 12 Cr with zero deviation, conforming to quality and safety standards
- Developed in-house fixtures for transporting unique heavy structures, saving INR 50 lakhs for the organisation
- Coordinated implementation of “3-D” construction using CATIA models, ensuring cost reduction of 40%
- Led a team of 3 Engineers and 60 workmen in construction of a commercial ship
- Successfully completed construction and launched the ship 2 months ahead of schedule
- Implemented project management systems based on TOC principles, ensuring cycle time reduction of over 50%

Achievements/ Additional Info

- Promoted as Management Trainee within 9 months of joining the organization
- Continually adjudged “Outstanding Performer “ in annual ratings



Jais Raju, 27 years

B.Tech, Mechanical, TKM
College of Engineering,
Kollam, Kerala

5.7 years of Global experience in heading Operations and Logistics in Marine Industry



Kumar Abhijitam,
26 years

B.Sc., Nautical Science,
Applied Research
International, New Delhi.
IGNOU, New Delhi

Third Navigating Officer, Elegant Marine services Private limited

- Safe Navigation, Passage Planning, Monitoring and Execution of several International voyages
- Lead multinational teams in shipment of Chemical cargo in end-to-end operations
- Management of critical Life Saving & Fire Fighting appliances
- Designated Communication officer in case of any Emergency on the ship
- Responsible for Ship Security, Safety and Training of personnel
- Safety officer- In charge of conducting mock emergency drills

Achievements/ Additional Info

- OHSAS 18001 International occupational health and safety management system
- ISO 14001 Environmental management

5.7 years of experience in Software Application Management and Business Analysis in Banking and Financial domain

IT Analyst, Tata Consultancy Services

- Gained the client's trust and transitioned a USD 1.3 million project from Bangalore to Gurgaon DC
- Involved in proposal development, recently fetching a USD 0.8 million project for Gurgaon development center
- Involved in knowledge development activities like conducting Technical and Soft skill training workshops

Consultant, Headstrong India Services

- Managed a four member team and facilitated the smooth operation of intranet applications on client's network
- Proposed and implemented a build process optimization which resulted in a 15% reduction in overall development effort

Senior Systems Engineer, Infosys Ltd.

- As an SME for Adobe Flex, played an instrumental role in setting up the Adobe Flex Centre of Excellence
- Facilitated a 35% reduction in development cost by suggesting a process improvement for web application development
- Acted as project Knowledge Manager in a CMMI level 5 compliant project

Achievements/ Additional Info

- Received multiple awards for contributions to various organizational activities & initiatives in TCS
- Was one of the founder members of "Empower" a CSR initiative at TCS



Kuppli Vishal,
28 years

B.Tech, Electrical &
Electronics, Guru Gobind
Singh Indraprastha
University, Delhi





Madhur Arora,
27 years

B.E, Mechanical, Thapar
University, Patiala

Senior Executive, Siemens Ltd

- Involved in feasibility studies, cost estimates, pre-bid engineering and risk analysis for power projects totalling over 5000 MW
- Liaised with clients, consortium partners and regulatory authorities for project review and analysis
- Involved in bid evaluation and techno-commercial discussions with the vendors

Senior Executive, Siemens AG, Germany

- Involved in project engineering management of power projects worth 1.5 billion EUR
- Interpretation of contractual obligations. Resolving conflicts and addressing concerns of various stakeholders in case of ambiguities

Executive, Siemens Ltd

- Experienced in Virtual Design, estimation of piping tonnage and management of piping budget of 1 million EUR
- Coordinated with procurement department and vendors to ensure timely delivery of equipment at site
- Participated in the choice of suppliers for pipes and valves

Achievements/ Additional Info

- Youngest employee to be trained on the best practices of project planning and execution at company headquarters
- “Best inventor of the year” award in innovation contest at Siemens

SAP Consultant, Team Lead, Tata Consultancy Services

- Delivered SAP FI, SAP IS energy module objects for major consulting clients
- Migrated and converted critical business legacy data to SAP
- Collaborated with global business teams based across US, Europe, Asia for requirement gathering and design discussions

SAP Application Developer, Module lead IBM India Pvt. Ltd

- Designed and implemented SAP points of sales data management system interfacing UK major retail client’s stores to SAP
- Involved in business requirement gathering, cost-estimation & resource planning

SAP Technology Consultant, Hewlett Packard

- Built and implemented SAP solutions for Fortune 100 client
- Worked as primary point of contact to resolve business critical issues in clients SAP system
- Involved in enhancement of SAP system from ECC4.6 to ECC 6.0

Achievements/ Additional Info

- Got several appreciation mails for excellence in delivery from Fortune 100 clients
- Was among the best candidates in HP induction fresher training in 2007



Mayank Verma,
28 years

B.E, CSE, M.S.Ramaiah
Institute of Technology,
Bengaluru

5.5 years of IT industry experience with specialization in ERP implementation and integration across industry verticals



Mohibul Haque,
28 years

B.Tech, CSE, Jamia Millia
Islamia, New Delhi

Senior Analyst, UnitedHealth Group

- Led an Off-shore Team in the implementation of the Asset Management Module in Oracle PeopleSoft
- Subject Matter Expert (SME) for Account Payables and General Ledger Modules

Consultant, Capgemini

- Worked as a Business Analyst to support the Procure-To-Pay business cycle in PeopleSoft Financials
- Analyzed and designed several custom Financial Applications for one of the world's Largest Banks

System Engineer, Infosys Ltd.

- Worked closely with the Pre-sales team, bidding for a PeopleSoft Finance Project
- Contributed as an Interface Module Lead (Global Payroll) for an Australian client

Achievements/ Additional Info

- Honored with UVARTA SITARA Award (BU level Annual Award) in Capgemini
- Vice-President Membership, ELAN TOASTMASTERS CLUB, Hyderabad, Apr, 2012-Sep, 2012

5.5 years of experience in IT services with domain expertise in HealthCare Provider segment

Senior Software Engineer, Wipro Technologies

- Led a team of 15 members ensuring timely deliverables for a major US healthcare provider
- Participated in requirements elicitation and analysis through customers interaction
- Responsible for project estimation and resource allocation
- Improved delivery efficiency by more than 50% by increasing the domain knowledge of the team

Software Engineer, Dell Services (Legacy Perot Systems)

- Established and successfully mentored a 20 member team in Meditech HIS for multiple US healthcare providers
- Acted as Reviewer and signed off team deliverables on daily basis
- Part of organizational level process audit team ensuring compliance across projects

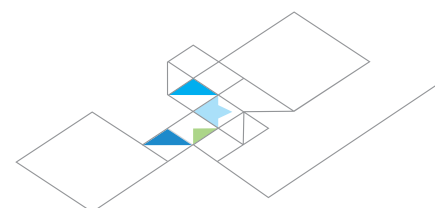
Achievements/ Additional Info

- HIPPA certified
- Meditech Advanced MIS certified



Mrinal Saurav,
28 years

B.E., CSE, RNS Institute of
Technology, Bangalore



5 years of project management experience in Infrastructure Industry



**Naveen Raja
Kannamala, 27 years**

B.Tech, Civil, National
Institute of Technology,
Warangal

Certifications: *Certificate
in Project Management
by PMA*

Deputy Manager, Projects Department, NTPC Ltd

- Spearheaded the construction and erection activities of Vallur Thermal Power Project (3x500MW), Chennai
- Managed major public and private infrastructure vendors such as FLSmidth, BHEL, L&T, Gammon, Simplex and Zap
- Liaised with the Government officials and regulators for the project mandates
- Augmented asset optimization by correlating actual and design conditions
- Headed civil works of Coal Handling Plant, Main Plant Area, Cast in situ Pile Foundations and plant ancillary projects
- Planned budget to the tune of INR 100 Cr for various packages
- Handled contracts for ancillary project activities
- Coordinated tasks with different departments such as Contracts, Materials, Planning, QC, Mechanical, Electrical, Finance and HR

Achievements/ Additional Info

- Successfully executed the civil works of the world's largest Pipe Conveyor, commissioned in 2012
- Instrumental in commissioning two 500 MW units of Vallur Thermal Power Project

6 years (9 months international) of experience in IT Services as a Module Lead and a Functional Consultant

Business Analyst, TCS

- Engaged in client business process for requirements elicitation and performed feasibility/ impact analyses
- Delivered solution designs based on optimal cost/timeline estimations and reviewed their end to end implementations
- Proactively identified opportunities for improved customer offerings

Project Lead, TCS UK

- Managed a 20 member cross location team for realization of MIS solutions worth 1 million pound (per quarter) for an European Telecom giant
- Efficiently coordinated across multiple client stakeholders, TCS central teams and other IT vendors meeting Right First Time delivery for large migration projects
- Successfully delivered critical projects leading to cost saving for customer and TCS hence ensuring 100% Business Satisfaction Index quarter on quarter

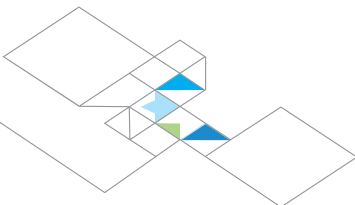
Achievements/ Additional Info

- Received numerous awards ("Star of the month", "TCS Leadership pipeline program") for successful proposals leading to better customer satisfaction
- Orissa state topper, CBSE Board, class 10th, year 2000



**Neelam Mohapatra,
28 years**

B.Tech, Electrical, College
of Engineering and
Technology, Bhubaneswar





Neha Dani, 28 years

B.E, CSE, Pune University,
Pune

Certifications:

*Certifications: Admin
Associate and
Professional for Sybase
ASE and Replication*

Consultant, Sybase, an SAP company

- Handling core administration responsibilities for 100+ servers for performance optimization, process improvement and trend analysis
- Leading cross-functional teams (size 8-10) to resolve high severity issues on mission critical systems
- Coordination between India & US based consultants on key initiatives and project implementation stages
- Creating and implementing data replication models to simulate data flow and availability across different locations
- Trainer and consultant for multiple clients in Asia for Sybase product trainings and services implementations
- Charted training structure, developed content and evaluation methods for banking, defense, insurance clients in India
- Consultant to Singapore based insurance client on a Disaster Recovery project involving server setup, data recovery and testing
- Consultant to data integration and infra-structure setup during services merger for banking client in Germany

Achievements/ Additional Info

- Process optimization and environment setup to reduce data replication time from several hours to few seconds.
- Youngest consultant pan-organization to conduct independent client trainings and received leadership recommendation from clients

5.5 years of experience in Medico-marketing and Business development (in- licensing side) in the pharmaceutical industry

Medical Advisor, Wockhardt Ltd

- Developed the Medical Communication and Promotional strategy for anti-hyperpigmentation product which increased its value by 2.5 cr in a year
- Formed the Dermatologist Advisory Board and developed the first Melasma management guidelines in India
- Executed medico-marketing activities for a 75 Cr Anti-Cough product

Executive Business Development, Wockhardt Ltd

- Successfully executed the entire in-licensing process for two dermatologicals and one dental care product
- Worked on pursuing In-Licensing Opportunities in Gynac/Ortho-Pain Management/ Wound Management/Derma/Dental Segments and DDS

Achievements/ Additional Info

- Received Performance Award from Chairman Of Wockhardt, 2011
- Presented research work at the first joint meeting of the Biochemical Society, the British Pharmacological Society and The Physiological Society - LIFESCIENCES 2007, Glasgow



**Pashmina Ahirrao,
29 years**

M. Pharm, Bombay College
of Pharmacy, Mumbai

B. Pharm, Institute of
Chemical Technology,
Mumbai (erstwhile UDCT)

5.9 years (4 months International) of experience in Research and Development of Technology Products



Pavan Kumar B K,
28 years

B.E, E&C, PES Institute of Technology, Bangalore

Certifications: *Advanced Diploma in Business Management from ICFAI University*

Systems Engineer II (Firmware), Hewlett–Packard India Software Operations

- Program Coordinator between HP and Intel to resolve Hardware and BIOS issues in Integrity Servers
- Led inter divisional team of 10 members for validation of Intel Code for Poulson Processors
- Responsible for requirements gathering, design and development of BIOS modules for X86 based servers which required interaction with geographically dispersed partners
- Responsible for analysis of logs, triaging and fixing of issues and enhancements in Error Handling module of Integrity Servers

Senior Software Engineer II, Samsung India Software Operations

- Formed and coordinated a inter divisional team for generation of ideas, filing of patents and authoring of papers in latest technologies
- Handled end to end activities for protocol development in networks space right from requirement phase to system test phase
- Significantly improved quality in the role of Defect Prevention Coordinator

Achievements/ Additional Info

- Filed 3 Grade “A” Patents and 1 grade “B” Patent at Samsung Electronics
- Awarded Most Valuable Player of the Quarter at Hewlett and Packard for Leadership, Agility and Solving of Complex issues

5.11 years of experience in Technology Consulting, Test Management and Quality Engineering

Engineer QB2, Lexmark India R&D

- Conceived and developed a test framework that achieved 70% reduction in testing efforts across multiple projects
- Effectively coordinated between geographically dispersed teams to resolve field issues within SLA
- Contributed towards developing product strategy and roadmap that involved requirements analysis from product owners and marketing teams

Associate Projects-Cognizant Technology Solutions

- Led the automation team of 4 members from offshore for central Order Management module of a US retail major
- Identified and prioritized test strategies for business requirements

Senior Project Engineer, Wipro Technologies

- Recognised at organizational level for demonstrating technical expertise which helped in retaining a crucial aerospace client
- Led the testing activities in beta phase for a highly successful operating system developed by a technology giant

Achievements/ Additional Info

- Awarded “Make It Happen” at Lexmark for exceptional contribution towards technology development
- Won the business unit level Wipro Encore Award and Feather in My Cap award for exceeding client expectations



Pradipta Neogi,
28 years

B.Tech, Applied Electronics and Instrumentation, Haldia Institute of Technology, WBUT

Certifications: *Agile Software Management from ESI International, Microsoft Certification in .Net Framework - Application Development Foundation on C#.Net*

5.9 years of experience of IT Consulting in Banking Domain



Prakash Kumar,
27 years

B.E., E&C, New Horizon
College of Engineering,
Bangalore

Senior Consultant, Oracle Financial Services Software

- Co-ordinated with clients spread across 17 countries in the Asia Pacific region for new enhancement projects
- Managed requirement gathering, estimation, functional solution and delivery plan for the projects worth USD 150, 000
- Obtained client signoffs after successful implementation of the solution

Staff Consultant, Oracle Financial Services Software, Singapore and Tokyo

- Onsite Coordinator - Liaised between client and offshore teams for project implementation
- Designed new interface platforms for trade booking in banks that reduced operations cost by 50%
- Developed new handoffs as part of Global financial Integration project

Achievements/ Additional Info

- Received “We-Applaud” awards for successful rollouts of mission critical projects in 2011 and 2009
- Received client appreciations for implementing project in 50% less than usual timeline

5.10 years of experience in Infrastructure- marketing, business development, contracts, negotiations and liaison

Asst. Manager, Business Development, M/S Unity Infraprojects Limited

- Responsible for tenders, pre-qualifications, technical bid preparations, joint venture partnerships to meet tender condition
- Co-ordinated with subcontractors and specialized agencies for enquiry generation, techno-commercial negotiation and tendering to contract execution
- Seeding Operation: Pivotal role in introducing the organization to the prospective client and architects in New Delhi / NCR

Assistant Manager, M/S Brahmaputra Infrastructure Limited

- Led a team of 5 executives to develop business through expansion of client base and subcontractor relations in Northern India
- Managed all technical and commercial requisites of tender and RFQ/RFP submission

Sr. Engineer Level 3, Consolidated Construction Consortium Limited (CCCL)

- Executed project worth over INR 432 Cr as Site In-charge for Rajiv Gandhi Urja Bhawan at New Delhi
- Business Development: Achieved order bookings of over INR 500 Cr in 2009-10 with orders converted at a premium of over 10%

Achievements/ Additional Info

- Established Formula 1 Stadium in Greater Noida
- Established fully automated underground multi-level car parking (1500Cars) in New Delhi



Pratik Shankar,
29 years

B.E, Civil, BIT Sindri,
Dhanbad



5.4 years of Global experience in heading Operations and Logistics in Off-Shore and Marine Industry



Priyadarshi Bhaskar,
28 years

B.Sc, Nautical Science, T.S
Chanakya, Navi-Mumbai

Certifications: *Bridge
Team Management,
Bridge resource
management, Second
Officer (Foreign Going
Ships).*

2nd Officer, Van Oord (World's largest Marine Contractors), Netherlands

- Completed the challenging project of Dhamra Port and Dry-docking of a Dredger ship
- Liaised with various international clients and company's Project Management, Technical and Survey Department to execute projects
- Responsible for Dredging Operations, Production and Navigation

3rd Officer, bp (British Petroleum) Shipping, Singapore

- Led multinational teams of 5-10 in carrying out end-to-end shipboard operations, including immigration and port clearances
- Planned, monitored and executed several International voyages, shouldering responsibility for ships and cargo worth above USD 500 million
- Responsible for Ship Security, Safety and Training of personnel

3rd Officer, Mitsui OSK Lines, Japan

- Independent Navigation, Management of Global Distress safety system and Supervision of the ship's maintenance
- Organize Drills and Trainings onboard, responsible for the safety and security of Ship and the personnel present onboard

Achievements/ Additional Info

- Led the rescue operation team to save the officers and crew of a Chinese Nationality ship
- Chosen best Alumni of the school for the year 2010

6 years of experience (1.5 years International) in Technology Consulting (SAP)

Technical Consultant, Deloitte Consulting

- Actively participated in Proposal preparation and Pre-Sales activities through effort estimation and solution design
- Managed the Sales and Distribution module (team of 6) for a US retail project
- Played a substantial role in training nearly 100 campus hires through SAP Boot Camp (spread across 3 years)

Functional Consultant, Deloitte Consulting, USA

- Assisted in the design and implementation of the interface strategy for a \$130 million project
- Spearheaded cut-over activities during project Go-live for the Collection and Distribution (Finance) module
- Performed the role of a coordinator and a technical interface between clients and offshore teams

Business Technology Analyst, Deloitte Consulting

- Instrumental in overhauling the design and redeveloping a set of complex Invoice Forms

Achievements/ Additional Info

- Awarded 'Mastery' level score in all areas of the TOEIC (Test of English for International Communication)
- Coordinated various activities for the Lamp Post Kids initiative (CSR activity) at Deloitte, Mumbai for close to two years



Rahul S. Raj, 27
years

B.Tech, E&C, Model
Engineering College,
Cochin

5.9 years of experience in Engineering consulting



Rahul Singh,
27 years

B.E, Mechanical, Manipal
Institute of Technology,
Manipal

Project Manager, Tata Consulting Engineers Ltd (TCE)

- Led a team and completed challenging projects for leading power & steel companies
- Executed projects from the initial stage of job acquisition to detailed engineering and final installation at site
- Provided solutions to clients to optimize and improve installed systems

Project Engineer & Working Engineer, TCE

- Involved in various projects across the country as project mechanical engineer and working engineer
- Successfully delivered engineering solutions for various systems of power plant
- Rich experience in design and execution/ implementation of engineering projects

Faculty, Technical Training - Power business unit

- Imparted training to graduate engineer trainees in the specialization of power piping and balance of plant design
- Played key role in evaluation of performance of trainees, and their appraisal subsequently

Achievements/ Additional Info

- Stood 3rd at inter school table tennis regional meet 2001-Maharashtra state
- Member of TCE's CSR committee and involved in execution, review and approval of various CSR proposals

5.7 years of experience in Analytics for Banking Industry

Analyst - Customer Lifecycle Management, ICICI bank Ltd

- Ideated and executed event and analytics based multi-step and multi-stage campaigns through various life stages of a customer
- Generated asset business worth INR 4000cr through Direct mailers channel maintaining cost of acquisition at less than 1%
- Saved 30% (INR 26 lakhs) of the original cost on direct mailers through effective vendor negotiations
- Generated INR 4cr revenue through database marketing

Analyst - Customer Relationship Management Tool, ICICI bank Ltd.

- Led a team of 3 members to launch and implement Customer Relationship Management tool across the bank
- Developed test cases and conducted user acceptance tests

Analyst - Employee Productivity Analysis, ICICI bank Ltd

- Helped the bank save INR 9cr per month through analysis of branch sales officers' productivity
- Customised tailor-made strategies for every zone on the basis of sales officer's productivity analysis

Achievements/ Additional Info

- Awarded Best Project award by Mr. KV Kamath in the annual event of Business Intelligence Unit in 2010
- Recognised by the General Manager of ICICI for opening a library within the Business Intelligence Unit



Rakhi Mulchandani,
27 years

B.E, Biomedical
Engineering, Thadomal
Shahani Engineering
College, Mumbai



5.6 years of experience in Defence Research & Development



**Ranjeet Singh
Rawat, 28 years**

B.E, IT, Army Institute of
Technology, Pune

System Designer & Administrator, DRDO

- Designed, developed and tested hard real time Armament System in close coordination with other inter-disciplinary teams
- Conceptualized and implemented Virtualization for the existing IT infrastructure in addition to routine infrastructure maintenance
- Handled third party collaboration for System development
- Carried out Procurement, Division administration, and internal ISO documentation and auditing

Associate Consultant, Wipro Technologies

- Worked on ERP-SAP MM for a prominent American pharmaceutical (distribution) company's worldwide operations
- Led offshore operations in SAP-MM for about 2/3 months
- Successfully rolled out a SAP-MM module to a new manufacturing plant

Achievements/ Additional Info

- Coordinated and charted out Lab's (DRDO) future IT landscape plan
- Catered for future technology advancements while doing System development (Technology Demonstration Project)

5 years of experience in Tax Consulting & Statutory Audit

Manager-Audit, CSP Jain & Co., Chartered Accountants

- Independently led audit assignments and worked closely with partners for finalization of statutory audits
- Assessing materiality threshold, framing risk-based approach, evaluation of internal controls
- Performed substantive and analytical procedures on various account captions
- Overall analytical review, documentation of audit issues and recommendations

Consultant & Intern, Ernst & Young Pvt Ltd

- Managed more than 20 clients and exposed to assignments in Corporate Tax Advisory, Litigation, Human Capital & Transfer Pricing
- Assisted clients in undertaking business transactions and setting up of business structures in a tax efficient manner
- Represented clients before the Indian Income Tax Authorities
- Assisted managers on international tax advisory assignments & review/preparation of tax computations for corporates and expats

Achievements/ Additional Info

- Appreciated by Partner for single handedly completing statutory audits
- Secured first place in retail banking course conducted by Scope International



**Roopashree BE,
25 years**

Chartered Accountant,
The Institute of Chartered
Accountants of India



Saurabh Upadhyay,
28 years

Bachelors Of Hotel Management, Bangalore University, Army Institute of Hotel Management & Catering Technology, Bengaluru

Certifications: *SPIN module by NIS Sparta, Mercuri Goldmann Sales Training & LEAD Training by Vyaktitva*

Major Account Manager - Major Accounts Asia Pacific, MICROS - Fidelio Asia Pacific

- Managed relationship between Major Accounts of India and Micros Fidelio to ensure continuity of the revenue stream
- Served as an escalation point to resolve customer dissonances while reporting to Director Major Accounts APAC in Singapore
- Ensured adherence of pricing & legal terms and exceeding contractual expectations while developing revenue sources

Assistant Manager Sales - Grade 13, ITC Hotels

- Second in command in the department and responsible for the performance of the team comprising of 6 managers
- Special focus on revenue management, budgeting, strategizing, pricing and review presentations for the Management

Assistant Manager Sales - Grade 12, ITC Hotels

- One of the 13 Marketing Management Trainees of ITC Hotels, selected from all institutes across India
- Responsible for generating 35% of the revenue of the sales team by servicing the allotted geographical territory
- Handled all RFPs for the hotel to drive incremental businesses through GDS and work with Starwood Hotels Global Sales Offices

Achievements/ Additional Info

- Third highest revenue generator in entire ITC-Hotels in my revenue segment for the year 2008 - 2009
- Increased total RFP contracts for online distribution from 58 in 2009 to 135 in 2011 for Sheraton New Delhi Hotel

5.3 years of experience in BFSI Software development, mostly at customer locations

Tech. Lead, Wipro Technologies, South Africa

- Single point of contact for business owners of the application for all SDLC phases
- Ramped up and trained the onshore and offshore teams

Analyst Programmer, Wipro Technologies

- Rebuilt and stabilized a broken testable environment worth around 7 million USD
- Started environment support with 2 resources. Gained customer confidence to support whole environment built engaging 21 resources

Project Engineer, Wipro Technologies

- Successfully implemented SSS application for LIC Efeap
- Coordinated with multiple software vendors

Achievements/ Additional Info

- Joint CEO award for successful software delivery to LIC that pioneered multi-billion hardware business
- Coordinated multicultural team to build new application and got CSAT rating of (7)



Shashwat Gaurow,
27 years

B.Tech, Mechanical, UP Technical University, Lucknow



6 years (1.8 years International) of experience in Information Technology Software Development



Shashwat Jha,
29 years

B.Tech, Electronics,
Bharati Vidyapeeth
Deemed University, Pune

Project Lead, Syntel Limited

- Supported and enhanced USD 5 million annual revenue generating account for Syntel with a leading credit card company
- Analyzed business needs, proposed solutions and delivered software to implement these solutions
- Worked with a team of global business partners from UK, Australia, Japan, Finland, Germany, Mexico and Brazil
- Initiated and worked on Proof of Concept projects to gain confidence from the client and bid for development projects in parts of the system supported by other vendors
- Created process flows and presentations for designing new systems to propose to business and compete against other vendors
- Led a team of 8 from India to deliver quality software on time. Trained the team at offshore to bring them to pace on the project and deliverables

Achievements/ Additional Info

- Smart award from Syntel for upholding the company's values and excellent review ratings
- Led a team that won the Syntel Value award for outstanding team performance

5.4 years of experience in Industrial Automation

Systems Engineer, CSE Global India Pvt. Ltd

- Part of a team that developed the test system to control, operate and tune the Robotic Vehicle Control System for Subsea Control Systems
- Coordinated teams at remote locations for executing remote testing and ensuring compliance with client requirements and Industrial safety standards

Project Engineer, Rockwell Automation India Pvt. Ltd

- Responsible for extending long term business opportunities, with focus on customer centricity and ensuring higher project logging in the due course
- Special focus on optimisation of project deliverables, revenue management, strategizing, pricing and on- time execution of projects
- Second in command in a Project team for developing the replica model for Batching as per the S88 Model of Batching Standards
- Handled erection and commissioning of equipment of instrumentation systems at client sites

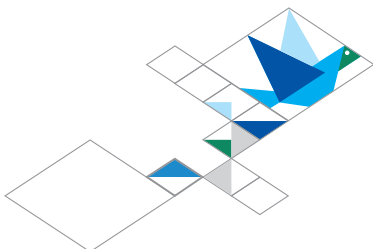
Achievements/ Additional Info

- Got Best "Technical Skills Award" for the development of the SCADA project for HIKAL, 2008



Shrabani Bera,
28 years

B.E, ECE, University
Institute of Technology



5.9 years of experience in the Auto Industry - After Sales, Quality & Process functions



Somnath Chatterjee,
28 years

B.Tech, Mechanical,
National Institute of
Technology (NIT), Durgapur

Deputy Area Manager, After Sales, Mahindra & Mahindra, Delhi

- Planned & executed network expansion ; approved project sites, increased service capacity by 180%
- Created Marketing Plan for channel partners- territory mapping, planned BTL activities ; improved ticket size by 48%
- Minimized dealer inventory to 3 months of stock (MOS); 157% achievement on Spare parts off-take

Manager, Field Quality, Tata Motors Ltd

- Led a National Survey across 20 cities to capture Voice of Customer; secured 2nd Rank in segment JDP IQS Survey
- Implemented corrective measures in Product - Annual Cost savings of INR 54.7 Lacs

Asst Manager, Manufacturing Planning, Tata Motors Ltd (NANO Project)

- Part of the 16 member core Process Planning team that rolled out the first ever Nano from Pantnagar Plant

Achievements/ Additional Info

- Zonal Head Award (individual) for 'Dealership Launch Readiness' and Network Expansion
- Awarded "Ankan Bivakar" upon completion of 5-year Painting Diploma

6 years of experience in Operations, Start-up, Turn around management and Business development

Director, Horsley Wines Pvt. Ltd

- Promoter and equity partner. Designed strategy for a new product roll out right from conceptualization phase to delivery
- Analyzed Competition, Functional problems, CAPEX requirements and market potential
- Worked closely with consultants, identified vendors, and liaised with regulatory authorities for required licenses and permits

Director Operations, Eeshvar Switchgears Pvt. Ltd

- Planned, directed and Co-ordinated operation facilities. Managed Administration, Project Planning, Forecasting and scheduling
- Responsible for vendor management, end to end supply chain management and delivery management
- Involved in re-structuring the company to Pvt. Ltd. and drawing up plans for new processes and structure to be followed

Business Development, Myrmidon Consulting

- Managed end to end activities of business development, client servicing and proposal management
- Mapped the market for potential clients; implemented strategies for sustainable long term customer relationship

Achievements/ Additional Info

- Vice President, Corporate sales, AIESEC Hyderabad. (Worked with a team of 10 people to facilitate corporate internships.)
- An avid horse rider with a passion for trekking and wood working



Sreekar Obulampalli,
27 years

B.Com (Comp), St
Mary's College, Osmania
University, Hyderabad

5.8 years of Consulting, R&D and Project Management experience in Automotive and IT sectors



Srinivas Kanumuri,
28 years

B.Tech, Mechanical,
Godavari Institute
of Engineering and
Technology, Rajahmundry,
A.P.

Automation Consultant, Mercedes-Benz R&D

- Provided high-end Virtual Validation and Production Planning solutions for Mercedes-Benz cars division, Germany
- Designed scalable application setup to integrate multiple hardware devices to track human motion using VRPN
- Developed a common framework and standardized practices for Knowledge based Engineering (KBE) tools

Module Lead, General Motors TCI

- Provided consulting to enhance the efficiency and effectiveness of design automation applications for Chevrolet and GMC
- Designed and develop KBE projects involving CAD and CAE integration for car body analysis
- Researched new versions of tools to mitigate possible application issues in new production environment

Team Lead, Tata Consultancy Services

- Developed design automation solutions for Aerospace, Locomotive and Power Industries
- Led a team of 15 designers and developers to manage KBE and CAD digitization project for a prestigious Locomotive client

Achievements/ Additional Info

- Bagged an 250,000 EUR project within 3 months of joining Mercedes-Benz R&D, during my first visit to Germany
- Reduced application deployment time for KBE apps at GM from 6 months to 1 month (85% reduction)

5.9 years of experience in Automobile Industry -After Sales, Product validation & Design

Manager- Customer Support, Tata Motors Ltd

- Network expansion & up-gradation; Service systems implementation and service delivery process adherence monitoring
- Leveraged on my technical competencies & acted as Tech-lead for Delhi region; imparted trainings on BS3/BS4 engines across region
- Managed 5 Key Accounts of North India, ensured seamless service support and generated revenues worth INR 9 Cr

Manager- Engineering Research Center, Vehicle Testing, Tata Motors Ltd

- New product design validation planning for Tipper Models in the Heavy Commercial vehicles category
- Prototype testing with focus on Product Performance against target, failure resolution & validation within timelines
- Performed field testing for tipper products across all Indian terrains -Mines, highways & other high gradient applications

Asst. Manager- Design & Development, Goods Application, Tata Motors Ltd

- Design and Development of cargo carrier body for heavy & light commercial vehicles
- PLM software implementation and integration with CAD (Product life cycle Management- Teamcenter)

Achievements/ Additional Info

- Special award for “Customer centric innovation” for developing Real time body tipping detection through GPS in 2009
- Award for Green Initiatives (Sustainable development) at Service Setups in North territory in 2011



Sudeep Pawar,
28 years

B.Tech, Mechanical,
National Institute of
Technology, Durgapur

5.11 years of experience (2 years International) in IT Services & Consulting



Sumeet Jalan,
27 years

B.Tech, IT, Nirma
Institute of Technology,
Ahmedabad

Certifications: NSE's
Certification in Financial
Market (Beginner's,
Capital Markets &
Derivatives module)

Associate Consultant, Infosys Ltd., USA

- Led a consulting exercise and provided a future road map to help client meet the regulatory guidelines for CRA
- Performed Competitor Analysis, Market Assessment, Tool Evaluation and Gap Analysis
- Facilitated a USD 5 million project working in multi-vendor teams across geographies & leveraging the Global Delivery Model

Business Analyst, Infosys Ltd., USA

- Liaised with stakeholders, understood their business needs & requirements, performed business process modeling and created knowledge artifacts
- Proposed & implemented a new model to elicit requirements that led to 10% decrease in technology cost

Senior Software Engineer, Infosys Ltd.

- Responsible for technology consultation, defining scope, effort estimation, designing & implementing solutions
- Streamlined the billing operations in Infosys for a major client in Financial Services Sector

Achievements/ Additional Info

- Received an "Outstanding Performance Award" in Consulting from a US financial major
- Part of the elite BRIDGE group, a group of business-analysts and consultants handpicked by senior management, in Infosys Ltd.

5.10 years of experience in Project Management, Product Design, Operations and Business Development

Scientist, Defence Research & Development Organization

- Assisted in development of MSMC Weapon, which is included in the Modern Warfare game "Call of duty" Black Ops II
- Managed the Configuration Development of 155mm Indian Artillery Gun System
- Member of DRDO's Technology Negotiator Team to Indian Army and Foreign Industrial Partners
- Carried out Budget Forecasting of approx. 15cr, which was approved by Ministry of Finance
- Member of Technology Evaluation and Industrial Partner Development Committee
- Responsible for Industrial Partner Development for outsourcing of limited Prototype manufacturing setup

Design Engineer, ALSTOM Projects India Ltd.

- Cable Engineering and Load estimation for Gas Turbine Power Plants
- Vendor Development for NPC in India & Vendor selection for Cable Procurement

Achievements/ Additional Info

- Selected as one of the few DRDO attachee to 11 Sikh LI, Ferozepur to study Management structure of Indian Army
- Youngest Planning Committee member of ARDE (DRDO)



Sunny Kalsi,
28 years

B.Tech, Electrical, National
Institute of Technology,
Srinagar



5.8 years of experience in Strategic Sourcing, Supply Chain in Manufacturing Industry (Automotive)



Swapnil Kakad,
28 years

B.E, Mechanical, KKW
IEE & R, Nashik, Pune
University

Deputy Manager, Maruti Suzuki India Ltd.

- Developed and implemented Supply Chain Risk Management Framework
- Developed Sourcing Methodology based on Kraljic Portfolio Analysis
- Formulated & implemented De-risking by Second Sourcing Policy and Weight Verification Policy and tracking progress

Assistant Manager, Mahindra & Mahindra Ltd

- Implemented various plant based localization projects for M&M Haridwar to save approx. INR 5 Cr
- Devised long term supplier strategy for sheet metal & trims using Differential Sourcing Strategy approach
- Achieved annualized cost reduction of approx. INR 35 Lacs on Bolero
- Implemented use of EDD grade steel in Body Panels instead of IF grade steel. Lead to savings of approx. INR 1.75 Cr
- Coordinated Pickup Profit Maximization drive- Approx. annualized savings of INR 15 Cr

Achievements/ Additional Info

- Best Team-Player Award' in Mahindra for overall performance in FY10 along with outstanding contribution award towards Value Engineering
- Quarterly Achievement Award' in the 1st quarter of joining in Maruti for formulating & tracking 'De-risking by Second Sourcing Policy'

5.5 years of experience in IT services and Project Management

Business Analyst, Infosys Ltd., Australia

- Led the BA team responsible to ideate functional requirements with clients in Agile methodology
- Standardized BA activities for better requirement elicitation at unit level
- Designed and conducted requirement workshops at onsite for a 3 million USD project

Onsite Coordinator, Infosys Ltd., Australia

- Handled client communication and offshore coordination for efficient management of project deliverables
- Responsible for seamless workflow and cross communication among geographically dispersed teams

Technology Analyst, Infosys Ltd.

- Led a team of 4 during entire project development lifecycle
- Designed and developed complex modules for multiple projects
- Responsibilities included Configuration management, Knowledge management and Mentoring of new recruits

Achievements/ Additional Info

- Ranked within top 5% of employees across the organization for 2 consecutive years at Infosys
- Recipient of BRAVO, Risk Management, Excellent performance and Spot award at unit and organization level



Sweta Nandini,
30 years

B.E, CSE, VTU, Bangalore



Veneet Vishal,
30 years

B.Tech, IT, Manipal
Institute of Technology,
Bangalore

Certifications: Six Sigma
1st Level Certification

Manager Procurement, Central Buying Team, Tata Steel Group, Jamshedpur

- Responsible for market study of commodities and to identify avenues for strategic sourcing of commodity items
- Responsible for supply chain value creation through synergistic buy plan & reduced cost of ownership for a buy value of 100 million USD

Solution Consultant/Team Lead, IBM India Pvt. Limited

- Led a team of 12 consultants through transition of critical SAP implementation projects like GoM, USA for British Petroleum
- As SAP SCM (SAP MM & SRM) consultant helped clients design supply chain and provided solution deliveries for new projects

Software Engineer, Wipro Technologies

- SAP Functional consultant responsible for RFP solutions, Service and Change management in client facing roles
- Responsible for On-time delivery, and Performance dashboards for stakeholders in various implementation and M&S Projects

Achievements/ Additional Info

- Procurement leadership Award in CSR for Tata Steel
- Achieved “Feather in My Cap” award while working at Wipro Technologies

5.10 years of experience in Solution Consulting, Design Validation, and Migration Services in the Telecom industry

Network Consultant Engineer, Cisco Systems

- Led a 6 member team to deliver network optimization exercise resulting in USD 0.5 million savings for client and USD 3 million repeat business
- Worked with client’s services division to define requirements, prepare solution agreements, effort estimation and provide functional/ technical solutions
- Steered the Automation initiative-liaised between technical and automation team, achieving USD 0.1 million cost and 5 man-months savings
- Conceptualized, designed and supervised FACT-a tool that improved efficiency by 30% and accuracy by 40%
- Liaised with sales/BDMs to pitch FACT as product-differentiator. Conducted demonstrations and bidding, closing deals worth USD 5M
- Led process improvement initiative such as CTP, and quality improvements via BOOST methodology

Publicity Lead, Vibha (NGO for Children, 2.5 years)

- Identified avenues of promotion by publicizing Vibha events and establishing communication channels with stakeholders
- Organized & led 2 of the biggest fundraisers-a Rock-Concert and Corporate Cricket-tournament- raising 5 Lakhs

Achievements/ Additional Info

- Awarded “Most innovative and best technical exhibit award” for FACT tool at Cisco Innovation Conference-USA
- Awarded “Cisco Achiever Program”-4 times for operational excellence, individual/team contributions and product innovation



Vikas Kapoor,
29 years

B.E, CSE, VTU, Bangalore

Certifications:
CCNA, Cisco Internal
Certifications (SP
segment)





Vikram Bhatt,
28 years

B.E, E&C, Sardar Patel
University, Anand (Gujarat)

Business Consultant-Banking, Infosys Ltd, Jordan, UAE, Oman, Egypt

- Business Consultant for Detailed Requirement Gathering of banks across geographies
- Lead a team for Assets Track-loan product, asset classification, LMS, Overdraft, charges etc.
- Provided Solutions for Product Gaps within regulatory norms
- Expertise in planning and implementation of various stages of Product Life Cycle

Test Anchor-Customizations, Infosys Ltd

- Lead a team of 10 people for testing Product customizations
- Planned for key challenges like release of customized modules and issue resolution within strict timeline
- Handled offshore support during implementation phase of the project
- Mentored and guided new inductees into the project

Achievements/ Additional Info

- GEM award - Yearly award at Infosys
- Head - Training & Placement Cell, GCET College





"GMP" a congregation of 120 odd highly aspired intellectuals and made me to understand what Leadership is with slice of social responsibility, strategy with kick of market volatility and above all intertwined relationship between balance sheet, forecasting & sales networking. The great curriculum, brainy professors with their mind-puzzling questions had always kept us all awake whole night in conquest of excellence. From being elected Class representative to final day of XL, each day was cognizance of knowledge. GMP was game changer not only of my life but of many seniors & juniors too..

Abhishek Abhiranjan, Divisional Manager-Exports at Ashok Leyland, Ashok Leyland Ltd. (South America) (GMP 2011)

WORK EXPERIENCE

6-8 YEARS

Please visit <http://www.PlacementKloud.com/xlrigmp>
to view, search and sort student profiles online



Aashish Kumar Singh,
30 years

B.Tech, EE, IIT Roorkee

Certifications: *Lean, FMEA, Problem Solving, EHS, Risk Assessment by Chola Mandalam*

Manager Plant Engineering, Asian Paints Ltd

- Administered and managed overall maintenance and engineering activities in the plant
- Led a 25-member team comprised of engineers and unionized workmen for carrying out various activities in manufacturing unit
- Conceived and executed various CAPEX projects in the plant
- Planned and proposed Annual revenue budget and implemented EHS standards in the plant
- Led project of INR 30 Cr for automated storage facility of Finished Goods
- Negotiated with Union leaders on work efficiency and job description for Management settlement with union

Projects Engineer, Hindustan Petroleum Co. Ltd

- Executed and commissioned projects at Visakh Refinery under Clean Fuel Project of worth INR 1138 Cr
- Reviewed and formulated technical tenders for the projects

Achievements/ Additional Info

- Developed model for Expensive power purchase Scheme at Asian Paints Ltd reducing monthly Electricity bill by around 13%
- Developed and implemented a maintenance model based on contract manpower reducing maintenance cost by 25%

2nd Officer, Mitsui OSK Lines., Japan

- Managed Operations and Logistics of Crude oil cargo-worth over USD 100 million, with 96% efficiency and zero accident rates
- Developed an Inventory management module to reduce the inventory carrying cost by 15%
- Supervised cross-functional teams of engineers and officers to decrease operating cost through process streamlining
- Liaised with shippers, ship owners and officials on operational and regulatory issues to execute International Voyages
- Achieved nil major deficiencies over 20 consecutive External audits by Oil Majors to secure businesses worth USD 50 million

3rd Officer, Mitsui OSK Lines., Japan

- Saved USD 800, 000 by reducing the lead-time of crude oil supply chain by 11% through efficient route planning
- Planned, Monitored and executed several International voyages, shouldering responsibility for ships and cargo
- Planned and Supervised repairs and overhaul of ship machinery at dry-dock

Achievements/ Additional Info

- Co-founder of NGO “Center of Incubation for social and sustainable Initiatives”
- First Mate of foreign-going ship certificate holder, recognized by Government of India



Abhishek Mishra,
30 years

B. Sc., Nautical Sciences,
T. S. Chanakya, Mumbai

Certifications: *Bridge Resource Management*



Amrit Raj, 29 years

B.Tech, IT, IIIT, Kolkata

Certifications: CCNA

Senior Software Engineer, IP.Access

- Led a product development and support team for USD 2.4 million Telecom project
- Conceptualized and implemented “Nano” feature that created new businesses for the company
- Credited for winning several change requests worth USD 37, 000 through client presentations and walk-through meetings

Senior Software Engineer, Nokia Siemens Networks

- Managed New Product Introduction that included Business requirements analysis, Resource Planning and Service operator Engagement
- Prevented a loss of USD 40, 000 to the company by providing on time RCA and fix for a revenue sensitive product
- Liaised between client and offshore teams for end to end projects implementation and customer emergencies

Software Engineer, Sasken Networks

- Led successful product verifications for Nortel networks
- Completed Pre-Analysis of product features and provided solutions to various telecom clients

Achievements/ Additional Info

- Won spot award within 12 months of joining Sasken
- Received “Exceed expectations” rating in Sasken and Nokia Siemens Networks

7.9 years of experience (5.8 years International) in diverse roles across Project Management, Business Analysis and Pre-Sales in BFSI domain

Team Lead, Infosys Ltd

- Managed a 20 member team handling end-to-end project delivery(1-3 million EUR per annum)
- Identified new business opportunities (0.5 million EUR per annum) ramping up team size from 12 to 20 within 6 months
- Represented Infosys for resolution of critical Project issues and escalations through engagement with Client’s Management

Test Coordinator, Infosys Ltd., Amsterdam

- Managed multi-cultural team (size 30) of cross-functional projects (2.5-3 million EUR) for a large Dutch Bank
- Managed Test Management of Merger and Acquisition, Business and IT Transformation projects in multi-vendor (6-7 vendors) environment
- Advised Client SVP and Project Board in identifying the optimal solution for Go Live of Critical Projects

Business Analyst(Credits &Lending), Infosys Ltd., Amsterdam

- On Client’s request, played additional role of Business Analyst for large Business and IT Transformation project
- Involved in defining Infosys value proposition, contract negotiations and transition planning from incumbent supplier to Infosys

Achievements/ Additional Info

- Highly commended for a crucial role in winning ADM deal (20 million EUR)
- Achieved highest Customer Satisfaction ratings (within the engagement history) for a critical project



Anand Dwivedi, 29 years

B.Tech, E&C, Guru Gobind Singh Indraprastha University, Delhi





Ankur Agrawal,
28 years

B.Tech, Mechanical,
Aligarh Muslim University,
Aligarh

Certifications:

*Certificate Programme in
Managemnet Consulting,
DST-Gol*

Product Specialist (Lead Software Quality Engineer) - Adobe India

- Spearheaded the product improvement plan for Adobe Photoshop Elements (PSE) that received positive reviews in 20+ Tech Magazines
- Evaluated competitive product offerings and strategized product differentiation
- Conducted analytical study on product usage data to make feature recommendations
- Drove the team towards ideation and prototyping of new ideas, one of which won accolades at 'Adobe Technology Summit - 2011'
- Led the Quality Assurance Team for feature prioritization, feature definition and refinement and defect triaging through the product cycle
- Devised 'Customer Centric Testing' strategy to ensure more satisfied customers
- Managed cross-functional global teams, ensured timely and within budget deliveries in an Agile Scrum based environment

Achievements/ Additional Info

- Received 'Special Contribution Award' for spearheading the product improvement plan
- Exceeded employee fund raising target by 18% for 'AkshayaPatra Foundation' in 2010

Assistant Consultant, Tata Consultancy Services

- Played leading role in Technology Consulting for critical client issues

Team Lead/IT Consultant, IBM India Pvt Ltd

- Provided IT consulting and managed team of 6 members across geography to develop and maintain client's SCM application
- Conceptualized and proposed new model to replace existing SCM application; led to 22% cost saving
- Played crucial role in pre-sales which led to a successful project bid of USD 94, 000
- Published knowledge artifacts on business analytics and web based application development in Cloud environment

Project Manager/Team Lead, Infosys Ltd.

- Managed project worth of USD 0.5 million (5 team members)
- Motivated and led design team to implement custom CRM solution for a banking client within stringent timeline
- Demonstrated strong Process and Technology consulting for Hi-tech manufacturing client and achieved cost saving of USD 10, 000

Achievements/ Additional Info

- Project Level top performance award at Infosys
- University topper in 10th & 12th Examination and among top 10 during B.E.



Atanu Pal, 31 years

B.E, E.E, Jadavpur
University, Kolkata



Atul Gupta, 27 years

B.Sc in Hotel Management, PUSA, IGNOU

Certifications: *Lean six sigma*

Manager-Global Merchant Services, American Express

- Handled 4 Key UK clients and provided Industry & Demographic analysis for UK to campaign teams
- Lead Revenue enhancement projects and provided strategic insights of likely attrite Merchants and win back cancelled merchants

Business Planning Manager-ITO, Hewlett Packard

- Financial and Headcount Planning for Global Service Desk organizations with annual budget of USD 300 million
- Forecasted monthly P&L for a Business unit of 12000 employees
- Formulated strategies for Cost and Workforce reduction projects

Assistant Manager-GE Transportations, Genpact Analytics

- Forecasted spend and profitability for the long term contracts worth USD 20-40 million quarterly for GE transportation systems
- Worked on 6 Sigma projects to enhance the accuracy of these forecasts and optimize the profitability
- Optimized re-engineering assignments in financial modelling and reporting process

Achievements/ Additional Info

- Identified and closed a Green Belt Six sigma Project with Business impact of USD 180,000
- Designed the entire budgeting process for HP's GSD BU for 12000 employees across 16 job levels

8 years of experience in IT sector (BFSI domain) - IT Delivery and Support, IT Consulting, Business Analysis and Project Management

Senior Product Specialist, Cognizant Technology Solutions

- Led a team of highly experienced engineers and implemented several projects for a leading multinational credit card issuer
- Helped the team on presale activities, proposals, estimation and project planning
- Captured key patterns in transaction data and assessed the risks and potential for the business
- Maintained 100% on time delivery of the project deliverables consistently (project average was 72%)

Senior Software Engineer, Attra Infotech

- Conceived, designed and implemented innovative solutions to cut down project operations cost by around USD 350,000 for the client
- Business Analyst and Subject Matter Expert in key areas of BFSI domain

Associate Consultant, Capgemini

- Played an important role in implementing highly critical projects for a leading multinational bank
- Avid technology enthusiast - Conducted training programmes on a wide range of technologies for different project teams

Achievements/ Additional Info

- Rated Top Performer (top 5%)
- Promoted twice within a span of 3 years (2009 - 2011)



Balamurali Muraleedharan, 31 years

B.Tech, E&TC, College Of Engineering, Trivandrum



6.10 years of experience in IT Services (SAP practice)



Debasish Mishra,
29 years

B.Tech, Mechanical,
National Institute of
Technology, Rourkela

Certifications: ITSM from
HCL

Senior Consultant, HCL Technologies

- Implemented and streamlined business processes with SAP integration technology for a retail client
- Analyzed critical issues in SAP landscape and offered innovative solutions, reducing incidents by 40%

Consultant (ERP), Cognizant Technology Solutions

- Consulted with the client in offshore for implementation and incident handling in SAP SOLMAN
- Spearheaded efforts to design cost effective alternative to a critical USD 10, 000 worth licensed software
- Introduced new automated techniques for incident detection in SAP business process and maintenance tasks

Package Solution Consultant, IBM Global Services

- Spearheaded the migration of a client's SAP platform and solutions to a new version
- Led a 20 member team for the transition of a multi-million SAP project
- Handled the go-live phase of SAP solutions and subsequent improvements to solutions

Achievements/ Additional Info

- Successfully created a SAP DUET, PDK POC and final solution worth USD 50, 000, the first-of-its-kind
- Awarded top rating with 70% hike for my critical role in new SAP competency

8 years of experience in Business Development and Technical support in Petrochemical Industry

ADTS Engineer, ISC at Basell Polyolefins India Pvt. Ltd.

- Boosted sale of developmental and Specialty grade by 180% (additional annual premium of INR 21 million)
- Established 3 newly launched products at 70 accounts in Indian subcontinent
- Established two new applications - Replaced ABS with PP and SBS with Specialty PP in Bituminous water proofing membrane

Deputy Manager, Technical Support at WRO Haldia Petrochemicals Limited

- Added 40 new customers in two years
- Established 8 newly launched products at 140 accounts in Western Region of India
- Field survey and segmentation of Drip Lateral, PP Raffia, Cast film, caps & closure, Impact copolymer sector

Assistant Manager - Product Development, R&D in Haldia Petrochemicals limited

- Developed 3 Benchmarked grades, comprising 50% of Impact copolymer volume of HPL
- Developed New formulations in two grades, which led to the annual saving of 72Lacs per annum

Achievements/ Additional Info

- Gold medal in Chemical Technology group from UP Technical University
- Prepared business case on SBR opportunity for HPL, Online NMR for PP Plant and New grade for Indian Compounding sector



Dharm Pal Pandey,
33 years

B.Tech. Plastic Technology,
HBTI, Kanpur

6.9 years of experience (1.1 years international) in IT Service Industry



Harshit Raikwal,
29 years

B.Tech. CSE, College of
Technology, Pantnagar

Certifications: *America's
Health Insurance Plans
Part A, CCNA level 1*

Team Lead, Genpact - Headstrong Capital Markets

- Managed the end to end delivery, including customer interfacing, estimation, resource and delivery planning
- Led a mid-sized project team successfully from onsite (USA) for a project worth USD 330,000
- Managed various teams adeptly for various development and on-call support projects
- Founded and headed 'CMS web update team' to share healthcare IT reforms for PBM industry with top management and sales team
- Editor of 'INSIGHT' - healthcare delivery unit newsletter
- Lean Ace certified for demonstrating proficiency in Lean methodology and achieving the cost saving of USD 509,938

Senior Software Engineer, Dell Services

- Development and maintenance of an IT system (for a leading US healthcare insurance company) using all phases of SDLC
- Led an offshore team from USA with an additional responsibility of supporting and monitoring batch/ online jobs flow

Achievements/ Additional Info

- Silver Star' for achieving 'exceeded expectations' rating for two consecutive years in Genpact
- Highest quarterly award 'Individual Order of Merit' in Genpact for demonstrating exceptional individual and team performance

7.3 years of experience (6 months International) in IT Industry (Aerospace, Product Engineering Services)

Vice President (Sales & Operations), GV Infotech Pvt. Ltd

- Developed and managed collaborative partners and vendors for various verticals of this startup
- Developed estimations, strategy and conducted market research for project acquisitions

Project Lead, Wipro Technologies

- Mentored and led a team of fourteen to develop a cabin video surveillance system for a revolutionary new aircraft
- Collaborated with presales team to win projects worth 1.2 million EUR
- Represented the company at client location for project coordination and customer engagement

Software Engineer, Wipro Technologies

- Developed the software for the Passenger Signs and Electrical Power Systems of an aircraft
- Redesigned and developed the control software for the fuel tanks of a new type of aircraft for an American Aerospace Major
- Guided the successful migration of a critical project of an American Aerospace Major

Achievements/ Additional Info

- Nominated for organization level 'Technical Connoisseur' award at Wipro Technologies
- Received two 'Feather in my cap' awards at Wipro Technologies for exceeding client expectations



Lokesh Gupta,
30 years

B.E, E&C, Gogte Institute
of Technology, Belgaum

Certifications: *PMP, ITIL
V3*



Murlidhar Singh Thakur, 33 years

MS, HS Karlsruhe -
University of Applied
Sciences, Germany

Certifications: *PULSE
Labshop, German
Language DAF 1 & 2*

Development Engineer, B & K Sound & Vibration A/S, Denmark

- Developed some of industry's best vibration sensors for automotive, aerospace, defence, wind and nuclear applications
- Handled flight-test certification of vibration sensors worth USD 340,000 for one of Europe's largest helicopter manufacturers
- Initiated innovative practices in prototype qualification and sensor calibration and created customer-centric product datasheets
- Achieved expertise in piezoelectric technology - a potential green-energy technology and key component of sustainable development
- Worked in diverse multicultural teams including stakeholders from USA, UK, France, Russia, China and Japan

Master Thesis, Kistler Instrumente GmbH, Germany

- Conceptualised and developed a cost-efficient and reliable machine to measure transverse sensitivity of sensors
- Succeeded in reducing calibration time per sensor by 25%, resulting in reduced calibration costs

Engineering Intern, Fraunhofer UMSICHT, Germany

- Designed and built a robust piezoelectric droplet generator using 70% of the allocated budget

Achievements/ Additional Info

- Languages: English (Fluent), German (Intermediate), Danish (Intermediate) and Hindi (Native)
- Former secretary of "Indians in Denmark" and active member of "Expat in Denmark" Associations

7.4 years of experience (3 years International) in Marketing and Sales

Founder and Partner, HutArt - Head Marketing and Sales

- Involved in every stage of setting up and running a new venture in handmade home furnishings
- Assessed competition; determined their success strategies; learnt creative ways to establish market niche
- Developed comprehensive marketing communications material to launch new products and promote visibility
- Generated growth and profitability, adapted to changing circumstances with innovative marketing and sales strategies
- Developed internal policies and procedures, created production processes and managed vendor sourcing and relations

Marketing and Communication Manager, CEM Benchmarking - Toronto, Canada

- Developed, planned and implemented all marketing and communications activities
- Created a brand image for the company. Developed and launched integrated, multi-channel marketing and sales campaigns
- Developed criteria and judged best practices for annual best practice reviews of client communication material or business processes

Achievements/ Additional Info

- Received the Samsika Award for marketing excellence in academics
- Dean's special award for leading a team at an international case study competition



Neha Bhartiya, 31 years

B.A, Specialized Honours
(Communications), York
University, Toronto,
Canada.

Certifications: *Train the
Trainer by Dale Carnegie*

6 years of experience in SCM and IT Project Management



Neha Sinha, 30 years

B.E, CSE, Cochin University of Science and Technology, Kochi

Assistant Manager MM, Steel Authority of India Ltd.

- Preliminary assessment of project scope, costs, and ROI
- Management of the RFP, procurement process and supplier governance
- Inspection and Testing finished products, components or assemblies to verify adherence to functional specifications

Assistant Manager IT, Steel Authority of India Ltd.

- Designed and implemented web based central repository of digital machine drawings; search time reduced to zero
- Led a team of 8 to develop an in-house web based HR module
- Owner of in-house developed Payroll, SESBF, EFBS and PFS applications; not a part of ERP solution

Associate Consultant, Oracle Financial Services Software Ltd.

- Responsible for the overall performance, availability and optimization of network, servers and systems globally
- Managed root cause analysis to eliminate downtime, increase system availability and improve SLA consistency

Achievements/ Additional Info

- Received Best Performance (Team) 2012 and Best Performer (Individual) 2011 awards in, Rourkela Steel Plant
- Received “Young Achiever”, 2011 and “Most Active Woman Member”, 2012 awards from Computer Society of India

6.5 years of experience in ERP IT Consulting

Senior consultant, SAP Labs

- Customized PBF (Public budget formulation) module for Australian Government Department of Finance
- Implemented Sales and Distribution module for SAP Education and configured pricing and output
- Estimated and evaluated new requirements. Prepared design documents and lead the CBMS team

Senior Software Engineer, Hexaware Technologies

- Lead the “We-Do-It” Team and was appreciated by client for the Project
- Implemented PLM and Material Management module for German National Railways
- Reduced the cost of “We-Do-It” project by 15% by identifying the solution for Material variants

Software Engineer, Verizon

- Understood Business Requirement and prepared Specifications
- Implemented SD (Sales and Distribution) module for Verizon Business

Achievements/ Additional Info

- Received Performance Excellence award in SAP Labs and Spot award in Verizon for quality delivery
- Received Merit awards and won project exhibition competition



Pankesh Kumar Betala, 30 years

B.Tech, ECE, M.N.M Engineering college, Anna University, Chennai

Certifications: SAP Order Fulfillment, J2EE



6.8 years (1.4 years international) of experience in IT Delivery in the Telecom vertical in quality control and project management



Pradeep Subramanian,
28 years

B.E, ECE, Sri
Sivasubramaniya Nadar
College of Engineering,
Anna University, Chennai

Certifications: HSK
Written - Level 2 & HSK
Spoken - Elementary
(Standardized
International Chinese
Certifications)

Information Technology Analyst, Tata Consultancy Services, Canada

- Spearheaded quality control activities, delivery plan, resourcing and effort estimation for projects
- Acted as Liaison for global teams in Canada, Israel and India in a multi-vendor setup
- Mentored a team of 20 members from six different countries

Assistant Systems Engineer, Tata Consultancy Services

- Delivered multiple cycles of a \$1 Million project and improved client satisfaction rating to 100% for three consecutive quarters
- Led a team of eight members and coordinated with cross-functional teams in the UK and Romania
- Delivered a highly complex Billing Migration project and was part of the team appreciated by the Vice President
- Engaged in People Management activities such as resourcing, career guidance and training
- Selected as one of the Chief Points of Contact for Learning and Development in the Telecom Vertical

Achievements/ Additional Info

- Received 'On the spot' award for driving the Learning and Development activities for a team of 150 members
- Selected as 'Star of the Month' amongst 3500 employees for leading delivery, HR and learning activities

6.8 years of experience in Financial Services & Manufacturing Industry.

Officer (Finance), KRIBHCO Shyam Fertilizers Ltd.

- Costing, Budgeting, and MIS preparation
- Balance sheet Preparation, Cost Variance Analysis
- Project on Digitization of Invoices thereby reducing costs for the Company.

Team Leader, Barclays Shared Services

- 5 months of International Experience in project migrations.
- Initiated, implemented & executed a project/system which saved 24000 man-hours for Company annually.
- General Ledger reconciliations, MIS, and Budgeting.

Financial Analyst, American Express India Pvt.Ltd.

- General Ledger Preparation, MIS preparation, Budgeting
- Monthly analysis & report of Exposure Amounts for US customer within the turnaround time.

Achievements/ Additional Info

- Six Sigma Certificate & Think Smart Award
- Received Directors award twice for reducing the exposure of various general ledger accounts.



Prashant Nair,
31 years

ACMA, ACS,
CIMA(Pursuing)

Certifications: Lean Six
Sigma

6.6 years (2.6 years International) of experience in IT Consulting, Project Management and Business Analysis



**Praveen Kuruvilla
Thomas, 28 years**

B.E, ECE, Velammal
Engineering College, Anna
University, Chennai

Project Lead, Larsen & Toubro Infotech

- Led an agile IT product development team of six engineers developing solutions for a USD 2 million international project
- Led analysis of requirements, conceptualization of specifications, design, architecture, planning and development activities
- Active participation in organizational activities (Hiring, Process Improvement, Knowledge Management) and coordinated setup of offshore development centre
- Primary contact for client project delivery with focus on building customer relationships and increasing customer satisfaction

Senior Software Engineer, Wipro Technologies, Japan

- Coordinated cross functional teams based around the world, enabling cooperation and smooth implementation of IT projects
- Facilitated pre-sales, RFP/RFI response, estimation, requirement gathering, design, development, and proposal for new projects
- Devised solutions to enhance the efficiency of team, leading to revenue of USD 100,000
- Provided technical consulting to redesign the systems and devised knowledge management and transfer plan

Achievements/ Additional Info

- Star of the month for outstanding contribution to Cisco systems project
- Feather in my cap (FIMC) award in Wipro for outstanding performance in a project

7.9 years (1.8 years International) of IT experience in telecom operations and business systems testing

Senior Consultant, Capgemini India Pvt. Ltd.

- Formulated and executed validation of provisioning and billing services for the launch of UK's first 4G mobile service
- Drove stabilization of e-business testing services catering to an end-user base of 28 million subscribers
- Established knowledge base to provide testing services for a new account of a telecom major

Technology Test Lead, Infosys Ltd.

- Revamped performance and functional validation framework for client's B2B purchase systems
- Was a founding member of Performance Testing Centre of Excellence that was later spun off into an independent 120 member BU
- Tactically engaged clients to map expectations with offshore technical team delivery
- Led rollout of new e-services portal targeting client's high value customers
- Handled validation of upgrades to network performance reporting for premium end-customers (each worth over GBP100 million in revenues)

Achievements/ Additional Info

- Recognized at business unit level for Customer Excellence
- Conferred with runner up prize for Infosys Prima Award for Delivery Excellence



**Priyank Ritwik,
31 years**

B.E, CSE, Manipal Institute
of Technology, Manipal





Rajesh Ranjan,
31 years

B.Tech, CSE, Sastra
University, Tanjore

Manager, Career Launcher

- Devised Business and Marketing Strategies for two major projects: Law School Tutorials and Personality Development Program
- Performed Consumer segmentation and go-to-Market strategy for new products
- Performed Online Marketing and Institutional Sales, prepared business proposals after research and data collection
- Involved in identifying issues, conducting analysis and devising solutions and implementing my recommendations
- Analyzed improvement levers on pricing and product (product range, differentiation, product velocity)
- Facilitated focused group discussions, Performed competitor analysis and responsible for P&L Ownership of two products

Associate System Engineer IBM India Pvt Ltd

- Managed operations of projects involving high level design & resource mobilization
- Played the role of Software Developer and Techno Consultant

Achievements/ Additional Info

- Recognition for improving the revenues and increasing the client base for the PDP and LST products
- Client appreciation certificates and mails for good team spirit and excellence in delivering products and CSR initiatives

Assistant Manager, Gen Y Commodities Pvt. Ltd.

- Managed portfolio of multi-crore INR in Forex and Commodity derivative instruments and NDFs
- Actively traded FX (Euro/Dollar) and Commodities on CME, NYMEX and LME
- Identified and executed global hedging and arbitrage opportunities (Exchanges: CBOT, NYMEX, LME, MCX, NCDEX, DGCEX, MCX-SX and USE)
- Responsible for ensuring the smooth functioning of forex and commodities department and for managing a team of 8 Senior Traders

Senior Derivatives Trader, Jaypee Commodities Pvt. Ltd.

- Traded in base metals, precious metals and energy futures using strategies like arbitrage, hedging, scalping, triangular spreads and calendar spreads
- Analyzed US economy based on technical analysis, macroeconomic data and monetary policy decisions
- Expertise in databases such as Bloomberg and Future source

Derivatives Trader, Jaypee Commodities Pvt. Ltd.

- Managed the Commodity and Currency portfolio of MD of Jaypee Capital Services Ltd

Achievements/ Additional Info

- Projects endorsements from CBRE (shopping malls in the NCR) and Jaypee Capital Services Ltd
- Initiated KRITI-The art society of the college and coordinated several social initiatives



Sahil Agrawal,
27 years

Bachelor of Business
Studies (Finance),
Shaheed Sukhdev College
of Business Studies,
University of Delhi

6.9 years of experience in Central planning and Budgeting for Manufacturing Industry



Sampad Biswas,
29 years

B.Tech, Mechanical,
Kalyani Government
Engineering College, WBUT

Certifications: *Certificate course on General Management from IBAT, KIIT university, Certificate course on Mouton-Blake Managerial Grid model of Leadership*

Manager - Planning, Stone India Limited

- Prepared company budget, variance analysis, MIS report on monthly basis
- Prepared project report and analysed operational & financial aspects of new business plan
- Managed funds with cash flow analysis (to maintain healthy working capital), prepared CMA data for banks and cost auditing
- Monthly analysis of creditors' payment, dispatch, purchase and collection for strategic action
- Created plans for import purchase, royalty calculation and foreign exchange gain/loss

Deputy Manager - Planning, Stone India Limited

- Central planning (sales, production & financial), coordinated MRP with operations department and product mix plan to maximize contribution
- Standardized product costing by formalizing computation of labor & overhead rate, and by driving rationalization of pricing strategy
- Business superuser for Oracle ERP SCM implementation

Achievements/ Additional Info

- Played critical role in the sanction of INR 13.50 Cr term loan from Working Capital Bank
- Prepared CMA report for the approval of extra INR 5 Cr as Packing Credit from Working Capital Bank

7.5 years of experience in Product Technology and Consulting through Leadership and Innovation in Global IT Product and Services Industries

Senior Engineer, Oracle India Pvt. Limited

- SPOC at IDC for the entire Oracle Global Development Operations team for My Oracle Support (MOS) application
- Lead for intercontinental teams across Oracle Corporation worldwide for product integration and automation of MOS
- Product delivery of self driven initiatives which are now integrated into MOS, Server Technologies, Oracle

Software Engineer, Oracle India Pvt. Limited

- Worked as Technology Consultant for Oracle Server Technologies division in design and development of web application
- Worked as Lead Techno Functional Consultant in providing customer centric solutions for Oracle EBusiness Suite (Oracle ERP)

Software Engineer, Infosys Technologies Ltd.

- Banking product development and consulting for core banking solution product (FINACLE)
- Redefined regulatory reporting process for world's leading banks through cutting edge technology and innovation
- Involved in various stages of Product Lifecycle from requirement gathering to development and customization

Achievements/ Additional Info

- Received Oracle Global Oscar award, from Oracle Corporation Silicon Valley, for Excellence in Customer service
- Received customer appreciation for implementation of payment services critical to German banking regulation



Sandeep Banerjee,
31 years

B.Tech, Chemical, Haldia
Institute of Technology,
Haldia

Certifications: *OCA, OCP*



6.6 years of experience in Operations, Manufacturing and Project Management in R & D in Aerospace Industry



Satender Kumar,

30 years

B.Tech. (Hons.)
(Mechanical), Galgotias
College of Engineering and
Technology, Greater Noida

Certifications: *Product
design and modelling*

Scientist/ Engineer SD, Vikram Sarabhai Space Centre, ISRO

- Project core team member for product development, fabrication and integration related to satellite Reusable Launch Vehicle (RLV)
- Actively involved in complete design, development and testing of structural components and assemblies for RLV
- Conceptualized and implemented the new procedures to reduce component realization time by 60% and cost by 20%
- Successfully managed the cross functional teams for qualification, testing and evaluation for structural components and assemblies
- Played an instrumental role in development of Integration and Testing labs for first mission of RLV
- Coordinated efficiently with functional and external agencies for new development, operational activities and vendor development
- Presented Monthly Project Progress to top management and was an active member of many project level review committees
- Analyzed many critical issues in project and produced the impact analysis reports for performance evaluation

Achievements/ Additional Info

- Consistently rated “Outstanding Grade” in Annual Performance report for demonstrating excellent analytical and team skills
- Was among top 0.8% student who received B. Tech. (Hons.) degree out of total passed students (14, 858) in 2006

7.5 years of experience in Equity Research & Portfolio Management

Manager, The Alchemists Ark Pvt Ltd

- Headed the equity analysts’ team; improved research methodology and processes
- Lead analyst for Banking and Real Estate Sectors
- Created four new product offerings to suit customers’ styles and increase revenues

Portfolio Manager, Pushya Partners

- Led equity analysts’ team; created methodology to pick stocks for absolute return portfolio
- Lead analyst for Banking and Mid Cap (sector agnostic) sectors
- Advised HNI clients on their portfolio & formulated absolute and relative return portfolio strategies

Sr. Manager, RR Financial Consultants Pvt Ltd

- Coverage of companies in banking, financial services and mid-cap universe; also covered FMCG and Autos
- Led a team for end to end execution of company’s monthly magazine “Investment Monitor”

Achievements/ Additional Info

- 40% of the stocks achieved their one year price targets at The Alchemists Ark
- 85% of customised portfolios beat the benchmark at Pushya Partners

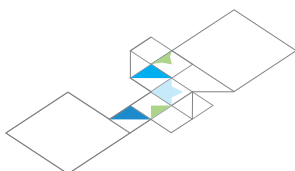


Shaurya Priya,

31 years

B.Sc, Mathematics,
University of Delhi

Certifications: *PG
Certificate in Equity
Valuation*



6.10 years of experience in Engineering Consultancy and Project Management



Shekhar Yadav,
29 years

B.E, Chemical, Department of Chemical Engineering and Technology, Panjab University, Chandigarh

Certifications: Six Sigma Green Belt

Team Lead, Engineers India Limited

- Provided solutions for an efficiency and capacity enhancement project, leading to a cost reduction of INR 15 Cr
- Led a cross-functional team of engineers to ensure quality and deliverables within timeline
- Responsible for preparation of project schedule, project coordination and man-hour estimation
- Managed multi-vendor teams and acted as a primary liaison between clients, vendors and licensors

Project Engineer, Engineers India Limited

- Carried out design and detail engineering of heat transfer equipment for four major refinery projects
- Responsible for operating data collection, reconciliation, required for carrying out adequacy and feasibility studies
- Involved in preparation of engineering design basis, technical bids, technical bid analysis and vendor documents review
- Initiated & implemented electronic data management system to ensure paperless environment & easy reference of past projects

Achievements/ Additional Info

- Successfully took additional responsibility of handling entire thermal division at newly constructed office
- Secured 2nd rank at national level in Class-10th examination

6.9 years of experience in IT Products and Services Industry

Team Lead, Persistent Systems Ltd

- Led team of 10 for product development in cloud computing and business analytics domains
- Authored proposals, project plans, resource plans, solution design and quality assurance plans of projects
- Responsible for entire appraisal process and development/training needs of 6 developers as people manager

Module Lead, IBM India Pvt. Ltd

- Managed team for enhancement project of IBM Research collaboration product, with a worldwide user-base of 50, 000
- Involved in technology consulting, client interaction, requirement gathering, execution and delivery
- Designed and developed large-scale enterprise application projects in Logistics and Media domains
- Coordinated cross-geographic team for media portal redesign project worth USD 500, 000
- Worked as a Change Team Member for Lean Sigma initiative for a project with target benefit of USD 95, 000

Achievements/ Additional Info

- Received client appreciation award for designing solution for Fortune 500 logistics organisation
- Received Toastmasters International President's Appreciation Award at Annual District Conference, 2012



Soumya Chattopadhyay,
29 years

B.Tech, Civil, Jalpaiguri Govt. Engg. College, Jalpaiguri

Certifications: ITIL V3 Foundation, NCFM (Financial Markets and Derivative Markets), SCJP 1.4

7.7 years of experience in Project Management in Power Sector



Srinivasan Siva Rao,
30 years

B.Tech, Chemical,
Shanmugha College of
Engg., Tanjore

Commissioning-cum-Process Engineer, NPCIL

- Led a 10 member team in start-up and commissioning of safety systems at Kudankulam Nuclear Power Project
- Played a stellar role in completing major commissioning activities - LOCA, sprinkler test, strength hydro test at KKNPP
- Coordinated with Russian nuclear experts and construction agencies on project scheduling
- Identified technical deficiencies in the system and brought about 25 design changes in the nuclear plant's safety system
- Chalked out foreign material exclusion (FME) practices in coordination with construction agencies
- Performed root-cause analysis for incidents and provided innovative long-term solutions
- Extensively organized pre-job briefing, post-job debriefing and periodic meeting with team members

Achievements/ Additional Info

- Recipient of Company's prestigious Young Executive Award for outstanding individual contribution
- Graded Outstanding in yearly appraisal throughout the professional career

6.10 years of experience (6 months International) in IT Product Development, Consulting and Implementation

Senior Applications Engineer, Oracle

- Headed the EBS (CRM) team, Territory Manager division, as single point of contact from Oracle India
- Established, mentored and managed a team of four members for offshore development and support
- Appreciated by Fortune 500 clients for delivering strategic solutions resulting in resolving high risk production bottlenecks

Technology Analyst, Infosys Ltd.

- Successfully managed an offshore delivery team of 12 for overseas banks in EMEA and APAC verticals
- Responsible for gap analysis, estimation and design of solutions ensuring competitive advantage for clients in emerging markets
- Received GEM award of Excellence for Best Team, 2012

Senior Systems Engineer, Infosys Ltd.

- Spearheaded CSS and BPD discussions with clients at onsite locations as part of Pre-Sales Consulting
- Preceded end-to-end design and delivery of customized solutions

Achievements/ Additional Info

- Awarded several certificates of merit for leading CSR initiatives both at Oracle and Infosys
- Active member of Travel and photography clubs within workplace and outside



Swatilekha Poddar,
29 years

B.E, Electrical, Jadavpur
University, Kolkata



Varun Gugnani,
29 years

B.Tech, Chemical, Panjab
University, Chandigarh

Assistant Manager (Retail Sales), Panchkula Sales Area, IOCL

- Handled Retail Business of IOCL in Panchkula Sales Area (375 Cr Annual Turnover)
- Responsible for Retail Network Expansion, Key Account Management & Channel Management
- Improved IOC's market representation from 39 to 41% in the sales zone

Sales Officer (XTRAREWARDS), IOCL

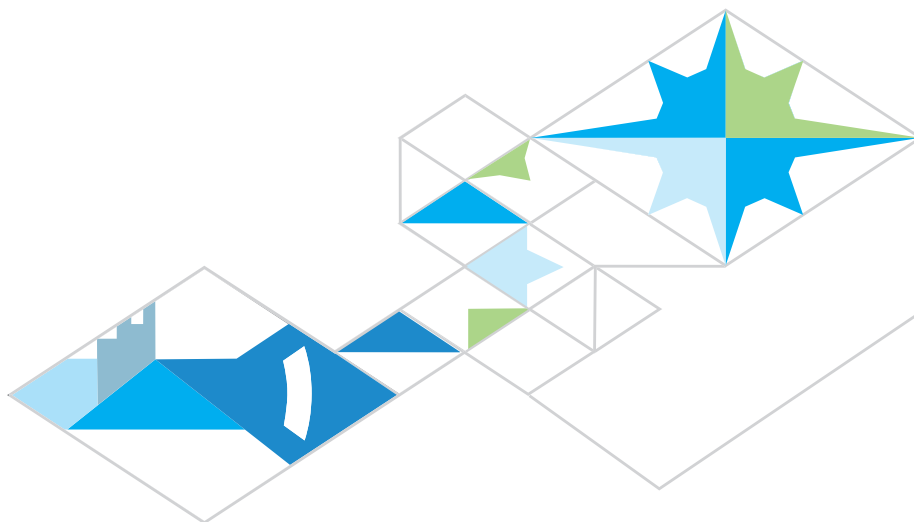
- Launched and Handled Indian Oil's Retail Customer Loyalty Programme - XTRAREWARDS in Delhi
- Successfully designed and conducted marketing and sales promotion campaigns for the loyalty program
- Regularly review performance of retailers and devise appropriate action plan

Field Operations & Panel Engineer, Gandhar Manufacturing Complex, Reliance Industries Limited

- Handled DCS operations of Vinyl Chloride Monomer production
- Improved efficiency of Ethylene Cracker by developing an analytical model to monitor the efficiency and load requirement

Achievements/ Additional Info

- Played a critical role in liaising with State Govt. on behalf of Oil Companies
- Enrolled 60, 000 customer in IOC's retail customer loyalty program



WORK EXPERIENCE

8-10 YEARS

Please visit <http://www.PlacementKloud.com/xlrigmp>
to view, search and sort student profiles online



The one year I spent for my MBA (General Management Program) at XLRI has been one of the most rewarding and fruitful year of my life. Not only did I get an opportunity to interact with a very learned faculty, but also the learning from my peers was immense. At XLRI, I discovered and re-discovered myself and realized that Strive for Excellence and Humility are two most important qualities required to progress in our corporate life.

Prijit Debnath, XLRI GMP (2009) ,Engagement Manager, Wipro Technologies



Amit Choudhary,
32 years

MCA, UP Technical
University, Lucknow
B.Sc, Comp. Sc.,
Kurukshetra University,
Kurukshetra

Certifications: ITILv3
Foundation, Certified
Scrum Master (CSM)

Technical Project Manager, SDG India Pvt. Ltd.

- Led ServiceNow-CoE and managed multiple projects across diverse domains with teams of over 50 FTEs
- Successfully delivered the USD 2.2 million - Transition to ServiceNow - program for a Fortune 5 client
- Extended sales support and set-up 3 new accounts for development and support projects
- Managed global teams working on disparate technologies, based in USA, China, Singapore, Mexico, and India
- Delivered trainings on Agile and provided consulting to fit Agile in diverse problem spaces

Project Manager, Infinity India Pvt. Ltd.

- Managed complete lifecycle of Web and mobile based e-learning applications for UK and Indian clients
- Analyzed and identified industry trends to articulate e-learning services for existing and future business lines
- Mentored Agile development program and introduced techniques like test driven development and continuous integration

Achievements/ Additional Info

- Led the Power of One Savings initiative and achieved USD 370, 000 worth of hard savings
- Delivered first cloud implementation for Fortune 5 client in record 11 months maintaining 55% Gross Margins

Technology Lead, Infosys Ltd.

- Led a 30-member team for implementing US health care reforms projects
- Performed detailed impact analysis and identified architectural risks in the projects
- Performed Project Management activities like Scheduling and Tracking
- Co-ordinated with onsite team and project managers to raise risk and timelines issues

Onsite Lead, Infosys Ltd., USA

- Performed client interaction, business analysis and intra-functional consulting in Data-warehousing domain
- Managed communication and co-ordination between US and Indian team

Achievements/ Additional Info

- Led the critical US healthcare reform projects meeting stringent timelines
- Played a crucial role to venture into new business areas in Data warehouse, garnering additional USD 1 million revenue



Amit Saxena,
30 years

Bachelor of Information
Sciences, College of
Applied Sciences, Delhi
University

Certifications: AHIP Part
A, Part B





Anshul Amit Bansal,
32 years

CA, Institute of Chartered
Accountant of India

B.Com, Rajasthan
University

Financial Controller, Multichem Industries Nigeria Ltd, Nigeria

- Dealt with banks and financial institutions on working capital and trade finance
- Designed and implemented MIS system for optimization of operations and decision making
- Supervised the preparation of financial statements, tax planning, & all regulatory affairs

Accounts Manager, Simba Group, Nigeria

- Designed and implemented ERP software (Orion/ Oracle) within the group of companies
- Worked on the areas of cost efficiencies and process re-engineering
- Prepared and analyzed periodic reports and highlighted the important points for the management's review and discussion

Accounts Manager, Dornier Aviation Nigeria AIEP Ltd, Nigeria

- Prepared actual and budgeted monthly and yearly profit and loss A/C, Balance sheet and Cash Flow Statements
- Carried out cost center analysis and profitability analysis of service contracts and chartered flights

Achievements/ Additional Info

- Saved USD 1,150,000 on operational and financial cost in Multichem Industries
- Successfully implemented ERP software at Simba, helping management to take informed decisions

Business Consultant, IBM

- Led a 12-member team for development and implementation of Business Data Warehouse from a leading French investment bank
- Led a team of consultants for spearheading pre-sales and solution consulting for Banks in India
- Member of Core Banking Centre of Excellence which implements and consults on leading Core Banking Products such as Finacle and Temenos

Technology Lead, Infosys Ltd.

- Project lead for Finacle Core Implementations across East Africa with project management, pre-sales and delivery responsibilities
- Built a team of 20 professionals and enabled functional competency to provide support for Finacle implementations in East African Region
- Project lead for a Multi country Core Banking Transformation project for a leading Bank in South Africa

Achievements/ Additional Info

- Received "Certificate of Appreciation" from leading bank in South Africa and "Star Performer" from a leading French investment bank
- Led the Support Team of Finacle for East African Region which consistently received 6/6 on client satisfaction feedback



Binay Behera,
32 years

B.Tech, ECE, National
Institute of Technology,
Bhopal

10 years of experience in IT Consulting (ERP) industry with multiple international engagements across the continents



**Bipradas
Bandyopadhyay,**
33 years

B.Tech, CSE, Kalyani
University, Kalyani

Certifications: Six
sigma(GB), OCP

Senior Consultant, IBM

- Recognized as Key Subject Matter Expert (SME) in ERP Consulting within the organization
- Managed Cross Functional global teams of peak size 20 - France and India from Client location
- Delivered big scale Public Sector ERP project (3 million AUD) within aggressive timeline (6 Months) and restricted budget

Consultant, TCS

- Managed teams of size 10 across three continents to deliver ERP project (1 million USD) for a big healthcare firm
- Successfully completed three client engagements demonstrating excellent analytical and problem solving skills
- Recognized as Early Achiever (Star of the Month) in the Organization within 6 months of joining

Program Facilitator, IIT Kharagpur

- Managed 20 Post Graduate Students for their Laboratory assignments in various topics of Information Technology
- Collaborated with IIT Kharagpur professors to deliver optimum educational experience to the post graduate students

Achievements/ Additional Info

- Received Service Excellence Award from IBM Australia for delivering complex ERP project for South Australian Government Health Department
- Received Appreciation from VP, Sales, CWB, Canada in 2009 for successfully delivering large ERP project (10 million CAD) for the client

9 years of experience (7 months International) in IT with expertise in project management across diverse domains

Technical Lead, Fiserv Inc

- Managed key sub-system of core banking processing platform with 14 members spread across U.S. and India
- Provided advisory work, mentored team across key functional areas and supervised IT Processes adherence

Technical Lead, RSG Media Systems

- Led offshore team of 10 to develop an Ad-sales management system for a Fortune 500 company
- Standardized IT business processes as part of SEPG group for CMMI Level III certification
- Acted as Product Manager and administered talent acquisition, project planning and business requirement gathering

Co-founder, Atheonic Technologies (Part-Time)

- Handled business strategy, web development and marketing for 'page-rank' 4 portal with 100,000 registered users
- Managed 60 campus representatives for brand promotion and content generation
- Boosted ad-revenues by 100% in 3 months by bringing in creative advertisement solutions

Achievements/ Additional Info

- Consistently ranked as outstanding (Top 5%) for 5 years (2007-2012) in annual performance review
- B1 VISA valid till 2017



Deepak Garg,
31 years

B.Tech, Chemical, IIT Delhi

Certifications: CFA
Level 1(CFAI), NCFM
certifications in Financial,
Capital and Derivative
Markets



8.6 years of experience Commercial and Business Development Roles in Apparel Export Industry



Kumar Gaurav, 35 years

Post Graduate Diploma in Garment Manufacturing Technology, NIFT, Kolkata
B.B.A(Marketing), C.C.S University, Meerut

Senior Merchandiser, Triburg Consultants Pvt. Ltd.

- Account manager responsible for sourcing and business development activities for premium US retailers
- Led negotiation on price and delivery on order booking
- Led a team of 6 merchandisers
- Designed training module for Associate Merchandisers on order management

Senior Production Merchandiser, Impulse Overseas Pvt Ltd

- Sourcing and Order management for UK retailers (NEXT Plc and Dorothy Perkins)
- Led a team of 4 merchandisers
- New supplier development through capacity planning and annual supplier grading
- Lead-time negotiation with suppliers through proactive planning, and efficient process
- Cross-functional coordination among quality, production, and compliance teams for timely delivery of quality merchandise

Achievements/ Additional Info

- Handpicked to manage Bangladesh operation and led the business grow to USD 2.5 million
- Awarded Best Production Merchandiser award for year 2007-08 for best on time delivery 95%

8 years of experience in Business Development and Operation management

Assistant Manager, Sales Marketing and Business Development, IOCL

- Formulated & implemented strategies / policies and reached out to the unexplored market segments / customer groups
- Oversaw the day to day management of around 50 petrol pump channel partners
- Organized sales campaign and obtained licenses as per norms for petroleum business

Operation Officer, IOCL

- Handled operation activities of oil depot and managed supply and storage of petroleum products
- Managed the safety, maintenance and security of the plant
- Developed new vendors, managed vendor data base, drafted AMC and executed tendering and negotiations
- Carried out auditing of plants as nominated internal auditor for ISO 9001, ISO 14001

Achievements/ Additional Info

- Conducted meet/workshop on fire fighting safety standards and petroleum product specification
- Coordinated district level supply and distribution of petroleum products for PSUs



Manvendra Kumar Mahato, 32 years

BTech, Civil, IIT Roorkee



10 years of experience in the field of Product Development and Service Delivery in IT industry



Preeti Venugopalan,
32 years

B.E, CSE, St. Joseph's
College of Engineering,
Chennai

Certifications:

*Sun Certified Java
Professional, Sun
Certified Web Component
Developer, Licentiate in
Insurance.*

Project Lead, Cognizant Technology Solutions

- Managed overall operation of project (Worth USD 6 million) involving design, development and delivery
- Spearheaded the quality management process for the project
- Led the project innovation team responsible for increasing the cost savings in the project account
- Prepared weekly and monthly delivery dashboards and reports for the top management's review.

Learning Executive, Cognizant Technology Solutions

- Managed the development and delivery of technical courseware content for the learning and development horizontal
- Introduced Blended Learning Approach training programs

Team Lead, Polaris Financial Technology

- Led a delivery team of 6 for providing online solution to a banking client.
- Interfaced with the business and support teams for requirement clarifications, design and delivery reviews.

Achievements/ Additional Info

- Spot Excellence Award for developing a Life and non-Life Insurance prototype/demo applications for pre-sales activity within a short period of one week.
- GEM (Going the Extra Mile) Award for quality and on schedule delivery of product releases.

8.3 years (2.6 years International) of experience in IT Industry and Financial Services (Insurance) domain

Technology Lead, Infosys Ltd.

- Led an 18 member team for a web project, with the delivery quality prompting client to sign a new 3-year contract
- Led different 6-member teams for 3 upgrade projects involving different technologies simultaneously
- Contributed to a newly implemented project by fixing a design issue - resulting in 30% post-production cost savings
- Led a 6-member team, building a 8 MUSD re-platform project which won multiple client and organization awards

Technology Analyst, Infosys Ltd., USA

- Involved in a critical technology project converting paper to electronic statements enabling 70% reduction in costs
- Collaborated in a successful product introduction project as testing coordinator in spite of being from development background
- Involved as onshore Track Lead in a 10 MUSD re-platform project, used as a benchmark for future projects

Software Engineer, Infosys Ltd.

- Assisted as a developer in a .NET re-platform pilot project saving 2 months estimated effort

Achievements/ Additional Info

- Outstanding contributor - FMC Threshold Project - April 2011
- Most Valuable Player - 2001 CSO Portfolio Project - Quarter 1 2007-2008



**Sambuddha
Dasgupta, 32 years**

B.E, IT, Jadavpur
University, Kolkata

Certifications: LOMA
280/ 290, Oracle Java
Certifications

9.6 years (2.9 years International) of experience in IT Industry in Oracle EBS and Supply Chain Management



Shailik Sanyal,
31 years

B.E, Mechanical,
Siddaganga Institute of
Technology, Tumkur

Project Lead, Infosys Ltd.

- Drove delivery using the Global Delivery Model. Offshore allocation increased by 100%. Onsite efficiency improved by 75%.
- Led a project worth USD 12 million with 8 members for Production Support, Enhancement of Supply Chain Management and Planning Application of Flat Television Business
- Timely resolution of issues for targeting 60% reduction of defects volume in demand planning
- Knowledge Management Anchor: Responsible for managing 4 knowledge sharing verticals within the account

Programmer Analyst, Infosys Ltd.

- Managed overall delivery of a vanilla implementation of Oracle Enterprise Business Suite project
- Played the role of an Offshore Team Leader managing the design, development and testing of Reports, Interfaces, Conversions and Extensions in Oracle Applications
- Led the team for all the migration activities at account level using the Kintana Migration Tool

Senior Software Engineer, Infosys Ltd.

- Single point of contact for managing and resolution of production support issues for Network Power business on Oracle eBusiness Suite

Achievements/ Additional Info

- Winner of SPOT and STAR Awards
- Instrumental in retaining business for Infosys Ltd. post 2011 disaster in Japan

9.5 years of experience in operations, maintenance and project execution areas of Telecom Infrastructure and Thermal Power

Cluster In charge -Operations & Maintenance, Viom Networks

- Led Operations and Maintenance team of 55 members to optimize asset utilization, which generated annual revenue of 60 cr
- In-charge for successful implementation of various OPEX saving projects and online tracking systems for 8 TSP's
- Managed annual budget plan and control; performed techno commercial assessment of vendors

Cluster Lead - Operations & Maintenance, Aircel

- Improved availability of equipment by planning for routine and breakdown maintenance
- Responsible for manpower planning and allocation to meet routine and breakdown maintenance needs

Assistant Manager (P.S), WBPDC

- Managed installation and commissioning of equipments and the Distributed Control System (ABB SYMPHONY) in 2x300 MW TPP units
- Coordinated with vendors, contractors, consultants and regulatory bodies for project management and planning
- Reduced downtime by planning operations, shutdown and isolation of critical equipment

Achievements/ Additional Info

- Employee of the Month on 3 occasions at Viom Networks for 10 % YOY OPEX reduction
- Ranked 7th in WBPDC internal panel of Power Plant Engineers across the organization



Suman Kundu,
33 years

B.E., EEE, SIT, North
Bengal University, West
Bengal



Swastik Mishra,
32 years

B.E, ISE, SJCE, Mysore

Technical Lead, Infosys Ltd.

- Responsible for new business development in emerging markets through innovative strategies and business transformations
- Proficient in Project Management including Cost Management, Strategic Planning, Solutioning, Service Delivery across various Functional Domains
- Proficient in market study of Telecom products and in identifying avenues for strategic solutions of new technological items
- Responsible for On-time delivery, Service & SLA management and Performance dashboards preparation in various implementations of Telecom Projects

Software Engineer, Alcatel-Lucent Technologies

- Performed End-to-End SOW design and Sign-off, Quality Assurance, Change Management & Solution Delivery
- Responsible for Performance Management, Risk Management, Business Modeling
- Responsible for Business Development and Telecom Solutions providing Service Delivery, RFP Solutions and Client Management in various customer facing roles
- Responsible for development, configuration and deployment of strategic solutions and guide teams on processes, deliverables and internal capability building

Achievements/ Additional Info

- Top performer in Hughes Software Systems and Alcatel-Lucent
- Received client appreciation certificates for good team management and excellence in delivering products

8.10 years of experience (7 years International) in IT Project Management, Client Engagement, Pre-sales and Mergers & Acquisitions in BFSI Domain

Technology Lead, Infosys Ltd., USA

- Led a 20 member global cross functional team (USD 3.2 million revenue) for one of US Largest Banks
- Involved in Business and IT Integration projects for various Merger & Acquisitions projects for the client
- Worked with Pre-sales team to develop proposals which were converted into successful contracts (USD 2.5 million)
- Pioneered Productivity Improvement initiatives which helped save USD 750, 000 per annum for the client
- Built high performing IT support team for production support project from scratch across multiple locations in US, India and Mexico

Programmer Analyst, Infosys Ltd, USA

- Key player for providing expertise to collections group team for bank merger project (USD 8 million savings)
- Supervised a 10 member team for application consolidation initiative saving client's collections group (USD 1.2 million/year)

Software Engineer, Infosys Ltd

- Instrumental in Implementation from concept to delivery for customizing spend management application (ARIBA) for the client

Achievements/ Additional Info

- Received Star Performer award from Infosys for leading the application migration project after Bank Merger
- Received Most Valuable Player Award from Infosys for the successful execution of project



Vikas Singh,
32 years

B.Tech, Civil, National Institute of Technology, Calicut

Certifications: Oracle Certified Programmer (Level 1)





WORK EXPERIENCE > 10 YEARS

Please visit <http://www.PlacementKloud.com/xlrigmp>
to view, search and sort student profiles online



"After a 10-year stint with the Govt. of India I decided to join the General Management Program (GMP) at XLRI to best position myself for a career in business. The rigorous curriculum and top-notch faculty of GMP provided me a practical foundation to where I wanted to go next. Without doubt, the GMP experience has made me a better leader, one prepared for the challenges of business"

Sarith Nair, Business Head, Tamil Nadu & Kerala, IMS Learning Resources Pvt. Ltd., India (GMP 2009)

11 years of experience (2 years International) in Engineering Consultancy (EPC) and Manufacturing



Alok Mishra,
35 years

B.E, Electronics & Power,
Nagpur University

Certifications: ETAP

Deputy Manager-Electrical, Samsung Engineering India Pvt. Ltd

- Lead engineer (electrical) for oil & gas, petrochemicals and power plant EPC projects
- Responsible for coordinating with projects, procurement, other departments & clients to achieve organizational goals
- Worked on projects with order value close to USD 1 billion
- Interacted with multi-cultural and multi-lingual teams, vendors and clients

Principal Engineer-Electrical, Engineering & Design Tecnimont ICB Pvt. Ltd

- Carried out basic and detail engineering activities and technical bid evaluations
- Prepared current estimates and work requisitions

Technical Officer, Hindustan Unilever Limited

- Shift in-charge to run the production lines of Kissan brand jams and squashes and Kwality Wall's ice creams
- Led team of around 50 skilled and unskilled workmen in a shift

Achievements/ Additional Info

- Other employers: Jindal SAW Ltd., Century Rayon, Orient Paper Mills
- International experience: 26 months (South Korea: 20 months, Italy: 6 months)

10 years of experience(4.2 years International) in Project Management, Project Execution, Operations and Services in Renewable Energy

Deputy Manager, Program Management Office- New Product Development, Suzlon Energy Ltd

- Project Manager for Suzlon's Flagship Product Development ; Total project cost of USD 60 million
- Developed and maintained a comprehensive Master Program schedule in Microsoft Projects
- Rolled out new processes for Risk and Issue management for 2 MW wind turbines development project
- Prepared the Business Requirement Document (BRD) by capturing the "Voice of Customer" of Global clientele

Project Lead, Project Execution, Suzlon Energy, USA, Portugal and China

- Successfully completed 8 multi-million dollar projects for major energy giants in USA, Portugal and China
- Optimized the commissioning process to reduce cycle time by 30% through Spare management & design changes
- Provided technical support and Root Cause Analysis to Wind farms in Western Region, USA

Maintenance Engineer, Sterlite Optical Technologies Ltd

- Led automation projects through integration of PLC (Siemens, Allan Bradley and Omron) and motion system

Achievements/ Additional Info

- Presented a Paper on Fuzzy Logic and ANN in NIT Nagpur
- Handpicked by Suzlon Management to lead the first installation project in Europe, a strategically vital project



Murli Mohan Murti Shripadh, 31 years

B Tech, EE,
National Institute
of Technology(NIT),
Jamshedpur



10.5 years (3.6 years International) of experience of project and client management in IT Services across multiple geographies



Narasimham ABR, 33 years

B.Tech, Instrument Technology, Andhra University, Visakhapatnam

Certifications: JLPT L3 certification

Client Coordinator, Wipro Technologies Ltd, Japan

- Actively involved in customer engagement and pre-sales assistance leading to realization of new projects from customer
- Instrumental in improving the CSAT (Customer Satisfaction score) to over 5.0/6.0 for several projects
- Experience with multiple domains - Automotive, Healthcare (Medical Imaging)

Project Manager, Wipro Technologies Ltd.

- Spearheaded estimation, risk analysis, delivery plan, resource plan and quality assurance of projects
- Managed multiple projects worth 1.5 million USD for APAC customers
- Achieved high customer confidence leading to progressive scale up of project headcount and newer opportunities

Technical Lead, Wipro Technologies Ltd.

- Conceptualized frameworks which significantly improved productivity levels and reduced defect seepage rates
- Integrated and customized Open Source products to achieve critical feature enhancements for client's product suite

Achievements/ Additional Info

- Appreciated several times at BU level for outstanding performance in technical responsibilities
- Received the "Dear Boss" award from team as a token of appreciation

11.4 years of experience in Banking and Finance

Branch Manager, ICICI Bank

- Coached and motivated team to work towards achievement of team objectives with training and development
- Devised marketing and sales plans to enable team to achieve their goals
- Maintaining a healthy cost to income ratio

Branch Operations Manager, HSBC Ltd

- Ensured proper functioning of the branch operations and servicing
- Coached and motivated the team to convert branches from a mere transaction outlet to an effective sales and service center
- Ensured due awareness and observance of HSBC Internal Control Standards and Group Compliance Policy

Relationship Manager, HSBC Ltd

- Managed High Net Worth Client Relationships. Analyzing the clients' financial needs, goals by profiling their risk appetite
- Suggested different investment strategies and options and reviewed the financial plans designed to help clients achieve their short and long-term financial goals

Achievements/ Additional Info

- Rated the Number 1 Branch Operations Manager Pan India for 2 consecutive years - 2009 and 2010
- Maximum number of promotions from team during my tenure as the Branch Operations Manager



Rajesh Ranganathan, 35 years

B.Com, Symbiosis University, Pune

Certifications: AMFI

10.2 years of experience (2 years International) in IT Consulting and Project Management in Payment Processing Services



Ruchi Shrivastava,
34 years

B.E, ECE, B.I.T. Mesra,
Ranchi

Project Leader & Onsite Coordinator, RS Software India Ltd, USA, UK

- Domain expert in Payment Cards industry with extensive experience working with the world's leading Payment Service Provider
- Led a 15 member team in dealing with real time transaction services in the US region
- RSI consultant in the Europe region for clearing and settlement services applications

Project Leader, RS Software India Ltd, USA

- Led a 4 member team to provide maintenance and support services for Member Information Services in a new account
- Handled maintenance and testing of payments services' authorization, clearing and settlement repository for over 20000 financial institutions

Subject Matter Expert, RS Software India Ltd

- Developed, tested and maintained critical applications in Revenue, Treasury and Reporting services
- Mentored and trained to 300+ software professionals
- Worked with multiple automation and STLC tools

Achievements/ Additional Info

- Awarded organization's internal Project Management certifications
- Youngest Project Leader in organisation

10.8 years of experience in Healthcare Industry

Dental Surgeon & Mentoring, MGM Dental Hospital

- General dental practice, treatment planning for patients, dental emergency management, OPD management
- Conducted dental camps, administrative responsibilities
- Involved in establishment of continuing dental education programs
- Led clinical demonstrations and mentored undergraduate students
- Ran own consulting practice

Achievements/ Additional Info

- Started and led initiative free dental check-up camp for HIV affected people through Lions club



Dr. Sameer Iyer,
35 years

B.D.S, Govt. Dental College
& Hospital, Mumbai





Santosh Kumar Barnwal, 35 years

M.Tech ,Civil, IIT Madras, Chennai

Lead Analyst/Project Manager (FPI), Tata Consultancy Services, UK

- Customer's SPOC for Workflow Process and New Business (Team Size: 8, Project Team Size: 40)
- Business Process Review and Management
- Client Interaction and Expectation Management
- Design and Documentation Monitoring and Team Management

Project Manager (Caterpillar Inc.), Tata Consultancy Services, USA

- Worked directly with client CFO as onsite Project Manager, serving as face of the company
- Onsite Service Delivery Management (Team Size: 5 onsite, 45 offshore)
- Won additional revenues of USD 700, 000 for a project worth USD 4 million by building a trust-based relationship with client
- Developed full scale project plan and monitored associated documents

Achievements/ Additional Info

- Instrumental in increasing the customer base from 4 to over 50 for a TCS Insurance product
- Certified in Insurance Concepts Level 1 and Level 2 (TCS Internal)

Senior Project Manager, Infosys Ltd.

- Program Management for Aetna Inc., USA worth 5 million USD (Team Size: 75 across 3 units in US/India)
- Project Management for Aetna Inc., USA worth 6 million USD (Team Size: 100, US/India)
- Unit Level Anchor for Budget Forecasting; revenue worth 15 million USD
- Delivery Anchor for Technical/Business proposals

Senior Project Manager, Tech Mahindra Limited

- Project Management for 5 projects (Team: 80+, Development/ Testing/ Support)
- Delivery Management, handling execution of 3 project deliveries within 3 months
- Unit Level Anchor for Quality, FP and SFIA activities

Systems Analyst, Indus Software

- Team Leading, code reviews, estimation preparation, technical consultancy for GE Capital (India, Thailand, South Korea)

Achievements/ Additional Info

- Achievements: Won 3 out of 5 business proposals worth 114 million USD
- Awards: Best Manager(2), Star Performer, Extra Miler(2), Insta, Outstanding Achievement, BT Recognition



Sharathkumar Rameshan Puthala, 40 years

B.E, Electronics, Govt. Engg. College, Nanded

Certifications: DAC, SFIA V4, Magic 6.0



Sukanta Das,
36 years

B.Com (Hons), Calcutta
University, Kolkata

Customer Activation Manager - Eastern Region, Diageo India

- Planned and executed Customer Marketing Plans for the region including Budgeting Plans
- Developed a “Customer Visibility cum Volume Reward Programme” contributing INR 2.2 Cr annually in the luxury lines portfolio
- Regionally launched 9 new brands
- Strategized and designed turnaround plan of Smirnoff brand in Orissa and Jharkhand from de-growth to double digit growth path

Senior Sales Executive, Nestle India

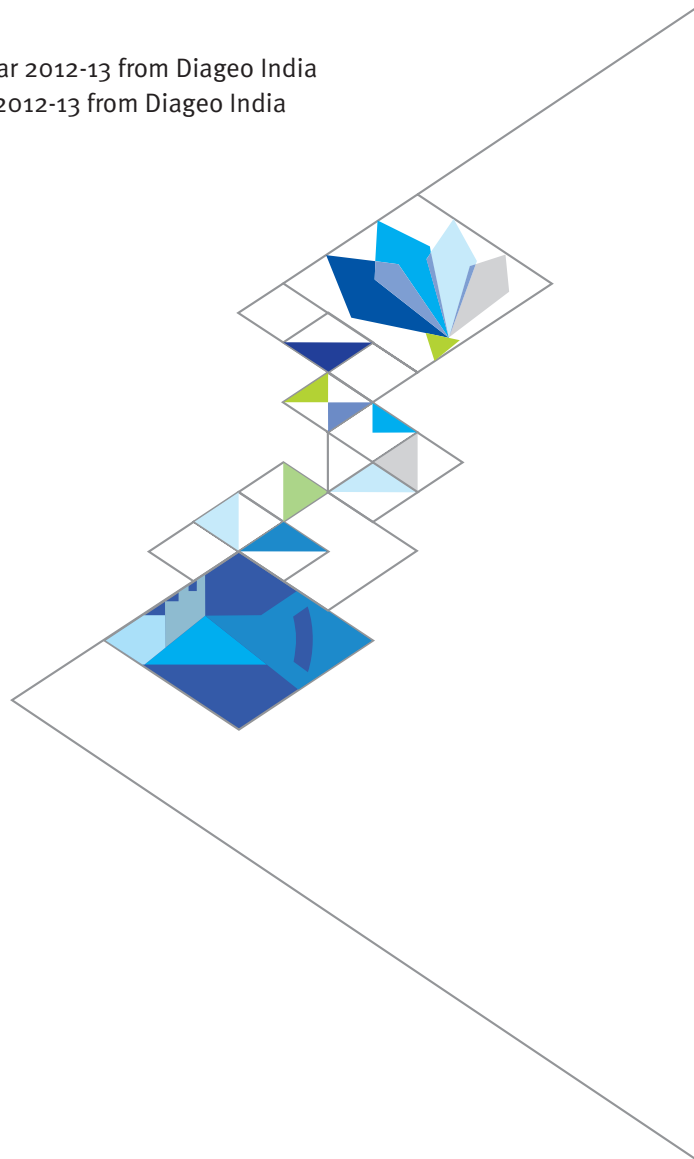
- Solved a decade long channel conflict issue which reopened a shut geography for business, adding INR 4.1 Cr annually
- Developed a Route-2-Market model for South Bengal territory adding 3236 new outlets reaping additional INR 6.6 Cr
- Turned around WHOLESale channel in West Bengal delivering 29% and 31% growth in consecutive years

Territory Sales Incharge , Hindustan Lever

- Rolled out “Project Shakti” in Western Orissa

Achievements/ Additional Info

- “I am Diageo - National Award” - Year 2012-13 from Diageo India
- “Code RED - National Award”- Year 2012-13 from Diageo India





Sachin Bansal,
36 years

PGD Apparel
Manufacturing Technology,
NIFT New Delhi

Certifications: APICS
CSCP: Valid From June
2013 to June 2018, APICS
CPIM: Pursuing, SAP MM
Module: From CDAC

Head SCM, BNM Health Care Pvt. Ltd an entrepreneurial venture

- Conceptualised and Setup the business: Formulated and executed the business strategies of the company
- Procurement of material including Import, Sales & Operations Planning, Production planning monitoring and control
- Inventory and warehouse management, distribution of finished goods, Performance Management

Manager Merchandising, Arvind Mills

- Forecast based planning for materials, production & logistics, Procurement, dispatch of containers using 3PLs
- Data Mining to analyse and execute the Inventory Management for short lead time orders
- Business Process Reengineering: AS IS, To Be, Gap Analysis end to end implementation

Assistant Manager, Production Orient Craft Ltd.

- Led more than 550 employees operating 500 Machines, Shop floor management, Manpower planning.
- Applied Concepts such as Time and Motion study, Lean manufacturing, Theory of Constraints.

Achievements/ Additional Info

- Gained factory efficiency by reducing machine idle time and WIP optimization in Orient Craft
- Reduced working capital by efficient inventory Management, Consistently achieved 95% KPIs, Achieved highest production



5.5 years of experience in IT Services Industry (BFSI)



Gaurav Ghosh,

27 years

B.E, GCET, Sardar Patel
University, Gujarat

Project Lead, Tata Consultancy Services, United Kingdom

- Led a large scale migration project (over 2 million EUR) for a major banking client
- Effective coordination of 30+ cross functional teams (150+ people) based in London, Edinburgh, Singapore and India
- Delivered within budget - 15% cost savings

Project Lead, Tata Consultancy Services

- Led a 18 member team, responsible for IT service operations of a key banking function
- Proven track record in management of banking and financial applications

Achievements/ Additional Info

- Streamlined end-to-end operations of a production-support workflow - resulting in 10% annual cost savings

7 years of experience in Power Transmission Sector

Senior Engineer, Contract Management, Power Grid Corp. of India Ltd

- Managed construction contracts of power transmission projects worth more than USD 600 million
- Played a key role in implementation of E-Procurement to improve tendering process
- Streamlined the monitoring of on-going contracts by developing web based Contract Monitoring System

Design Engineer, Substation Engineering, Power Grid Corp. of India Ltd

- Prepared detailed layout, BOQ, technical requirements and deliverables for AIS and GIS substations
- specification of switchgear equipment in line with latest technology
- Performed equipment failure analysis and reviewed type test reports of equipment manufactured by vendors

Engineer, System Operation/NLDC, Power Grid Corp. of India Ltd

- Spearheaded IT team for development of applications for load data analysis, MIS and Day ahead power market transactions
- Coordinated with regional load dispatch centers, generating stations and substations for reliable operation of National Power Grid

Achievements/ Additional Info

- Handpicked by top management for implementation of first power exchange in India
- V-skills Certified Logistics and SCM Professional



**Kundan Kumar
Shrivastava,**

30 years

B.Tech, Electrical, UP
Technical University,
Lucknow

5.9 years of IT Industry experience with specialization in ERP implementation/ integration across Industry verticals



Sudipt Tewari,
29 years

B.Tech, E&I, U.P Technical
University, Lucknow
M.Tech, IT, IIT Kharagpur

Certifications: CFA Level
1, CFA Institute, USA, FRM
part-1, GARP, USA.

IT Analyst, Tata Consultancy Services

- Spearheaded Enterprise Campus Solution implementation and integration effort for a prestigious University in Johannesburg, RSA
- Interacted and collaborated across University Clients in South Africa and U.S for Campus Solution implementation & support prospects
- Led a 7-member Support team for developing/enhancing Sales solution for International/ domestic Higher education clients

System Engineer, IBM, US & India

- Consolidated Global Transaction Service's Billing Platform for a major U.S banking client in collaboration with Oracle, USA
- Acted as an Onsite Business Analyst and Techno-functional Consultant for UAT phase of an enterprise transformation project

Achievements/ Additional Info

- Represented TCS at National Level on the TATA Crucible National Quiz Contest. Regional Winner for 2011, 2012
- Awarded a Team BRAVO on the successful completion of User Acceptance Testing for a US based Enterprise solution Project

7 years of experience in Mechanical design, Analysis, Environmental testing & Assembly operations in aerospace industry

Team Lead, Mechanical integration operations, ISRO

- Led mechanical integration operations team for four missions of national importance including successful CHANDRAYAAN MISSION
- Developed integration scheme for avionics assembly, environmental testing and launch operation activities for 'Reusable Launch Vehicle'
- Solved a launch mission critical issue during the launch campaign of GSLV Fo4 flight
- Spearheaded logistic management for integration, handling and transportation of rocketry systems for launch missions
- Designed training modules for training new recruits in my division

Team Lead, Mechanical design and analysis, ISRO

- Led design team for designing mechanical integration components and composite structures for developmental launch vehicle
- Designed indigenous cooling valve, a critical launch vehicle component and reduced the cost by 90%

Achievements/ Additional Info

- Received Excellent Performer Award for my contribution in a critical Wind Tunnel Test
- Founder and member of Editorial board of ISRO's first e-magazine 'VOYAGE'



Sumit Kumar,
31 years

B.Tech, Mechanical, BIT
Sindri, Dhanbad

Certifications: Certified
auditor for ISO9001:2008
Quality Management
Systems





LIFE @ XLRI

GMP class of 2014 sprang to life at XLRI in early June when 116 students with varied experience and diverse backgrounds sat through the formal inauguration of the GMP program. The preparatory sessions from 9 am to 9 pm - with occasional meals and drinks break – were wake-up calls to buckle up. Amongst all the formidable hurdles, the experienced mind-set - with its emphasis on experiential learning over expertise, the intuition based decision making over well thought and researched answers – had a tough time giving itself a solid beating. We had to battle the demons of resistance huddled deep inside. Getting used to the restrictive sleep cycles was up next while the likelihood of failing a quiz unnerved many genius minds. We had a fair dose of not only trepidation but also exhilaration. It set in fast that we are on a vast and varied quest for knowledge and critical thinking to survive and grow in the troubled economic times we are living in today.

In all this, XLRI campus has kept our spirits intact and high from the Day 0. XLRI is a perfect blend of tradition and modern, nature and hi-tech, simplicity and complexity. XLRI is a rare combination of exclusivity with inclusive growth. The accommodation for GMP is a perfect escape from the conundrums of the city life for us hopefuls. Every day the GMP residence especially the mess and canteen

sees a crescendo of minds debating a range of issues. Every table has a story to tell and talk about. Goes without saying, if you couldn't keep up-to-the-minute on news, GMP canteen has the latest news and business channels aired live for you. You just have to tune in to the right table.

At XLRI, we all GMPians with diverse backgrounds are treated at par. It's the brain that counts, not the background. Everyone is expected to think smart and sharp on his or her feet. The faculty exhibits extraordinary authority of professionals who are held in high regard. They know success as the only colour to shine the brightest on the palette of a battery of quizzes, case studies, group discussions, class participation, assignments, and presentations. They imbibe in us the clarity of mission where focus is on mastering complex academic course material and solve related and unthought-of business problems. The intent is clear – reason, reverberate, and reflect on the learning today to replicate, resonate and resolve challenges oftomorrow.

And this is not just any humble beginning because from this humble beginning will arise great things - for the greater good.

PLACEMENT PROCESS

The placement process will commence with a pre-placement talk, which will provide the recruiters an opportunity to introduce themselves to the batch, to showcase their organization, business, culture, values, the roles on offer and to get a feel of the expectations from students. This will be followed by resume submissions and subsequent placement processes.

GMPIans have been pooled in through a rigorous admission process which includes short listing (through XAT/GMAT) followed by personal interviews. The students of the Class of 2014 have an average work-experience of 7 years across multiple industries such as IT/ITES, Manufacturing, Automotive, Shipping & Logistics and have managerial experience in diverse functions such as Project Management, Operations, HR, Sales & Marketing, Finance and Retail to name a few.



GMP PLACEMENT CALENDAR 2013-14

Companies can register for placements by sending an email to gmpplacement@xlri.ac.in or by contacting any of the Placement Committee members (contact nos. are provided below)

Important Dates:

Pre-placement Talk: 15th Oct, 2013 onwards

On-campus placement (Rolling): 1st Nov, 2013 onwards*

* Interviews can also be conducted through off campus placement drives and video conferencing

GMP PLACEMENT COMMITTEE

Chairperson: **Prof. Rajiv Misra**

E-Mail: gmpplacement@xlri.ac.in

Ph: +91-657-3983333, +91-657-3983334,
+91-657-6653333, +91-657-6653334

Fax: +91-657-2227814

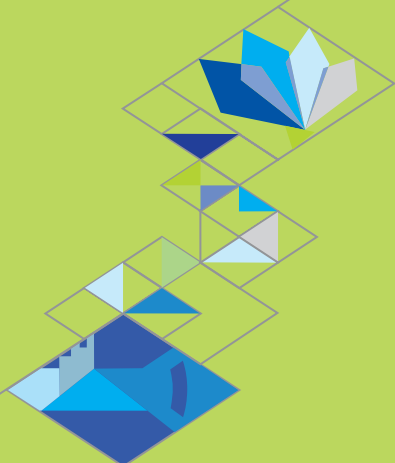
Address:

Placement Office, General Management Programme,
XLRI Jamshedpur, Circuit House Area (East),
Jamshedpur 831 001

PLACEMENT COMMITTEE MEMBERS

NAME	Mobile Number
Sandeep Banerjee	7766999505
Neha Bhartiya	9920235406
Anand Dwivedi	7766999523
Anantharaman TS Iyer	8757710347
Gaurav Bhutani	7766904702
Murlidhar Singh Thakur	7781021226
Neha Dani	8757708948
Pradeep Subramanian	7766904706
Somnath Chatterjee	7762834020
Sreekar Obulampalii	7250427675
Sukanta Das	8757709873

* Video Conferencing services can also be arranged on request.



HOW TO REACH XLRI

XLRI

Circuit House Area (East)

Jamshedpur - 831001

Jharkhand, India

Phone: +91-657-3983333, +91-657-3983334,

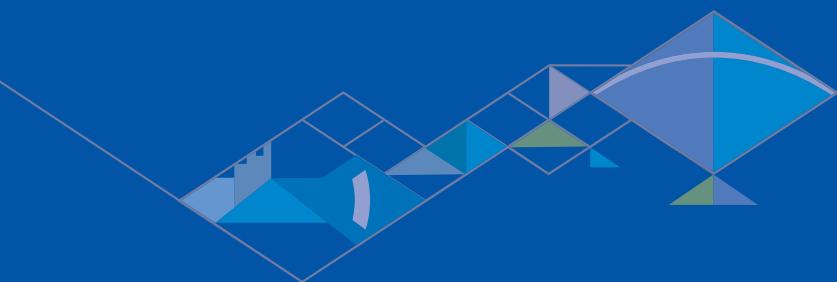
+91-657-6653333, +91-657-6653334

Fax: +91-657-2227814

Web site: www.xlri.ac.in

Nearest Station	Connected To
Tatanagar	Alleppy, Bangalore, Bhubaneswar, Chennai, Delhi, Guwahati, Kolkata (Howrah), Mumbai, Patna and Pune
Nearest Airports	Connected To
Ranchi	Delhi, Bangalore, Mumbai, Chennai, Hyderabad, Kolkata
Kolkata	Delhi, Bangalore, Mumbai, Chennai, Hyderabad
Distance	Journey Time
from Kolkata (Train)	3.5 hours to 4 hours
from Ranchi (Road)	2.5 hours to 3 hours





PGDM (GM)
XLRI Jamshedpur
Circuit House Area (East), Jamshedpur 831001
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