



भारतीय प्रबंध संस्थान बेंगलूर
INDIAN INSTITUTE OF MANAGEMENT
BANGALORE

EPGP

one year full-time residential
programme

Class of 2014

EXECUTIVE POST GRADUATE PROGRAMME IN MANAGEMENT

thought

action

leadership

“The EPGP is as much about unlearning as learning. Inertia, ego, indifference and complacency all get destroyed in this course.”

Ashish Dongre

EPGP Class of 2012

Executive Assistant to the Vice Chairman, GVK



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Explore the world of excellence at IIMB

Established in 1973, the Indian Institute of Management Bangalore (IIMB) is now widely acknowledged as one of the premier management institutes in India, with an international reputation for the quality of its post-graduate and doctoral level programmes.

IIMB is renowned for the excellence of its faculty who have studied and taught at some of the best universities in India and abroad. Their research regularly appears in leading publications and academic journals around the world. They bring vast industry, consulting and academic experience into the classroom making for a unique and stimulating learning environment. IIMB is the first business school in Asia to sign an agreement with Harvard Business Publishing to distribute faculty teaching cases.

IIMB occupies a verdant 100-acre campus in south Bangalore, with striking all-stone architecture, landscaped gardens and world-class infrastructure. Its location in India's high technology capital puts it in close proximity to some of the leading corporations in the country, ranging from IT to consumer product companies, giving IIMB the opportunity to integrate classroom knowledge with extensive industry interaction.



Message from the **Director**



Dear Recruiter,

It is with pride that I introduce to you the fifth graduating class of the IIM Bangalore Executive Post Graduate Programme. This batch brings to you the accumulated experience of the batches that preceded it and I present to you an enthusiastic and committed group of mature managers.

As you are aware, the EPGP has been created with the intention of preparing experienced professionals for senior management roles; executives who can lead organisations in increasingly complex and conflicting situations. In these volatile and rapidly shifting times, IIMB's EPGP is fast emerging as a programme that enables students to deliver on this expectation.

It is our continuing endeavour to keep abreast of the challenges and opportunities in the world of business and commerce. Based on research as well as industry feedback, we have been fine-tuning the EPGP in terms of pedagogy and structure, with a view to providing our students the best of business knowledge as well as practical experience.

We are gratified that the EPGP has been so well received by the corporate community for the quality of graduating students and the maturity of thought that they demonstrate. Recruiter feedback on the first four EPGP cohorts has been extremely encouraging and we will strive to improve upon what we have already achieved.

I am confident that this group of professionals will be the torch bearers of your organisations as well as of India, and I recommend them for your consideration.

Professor Pankaj Chandra

Director, IIM Bangalore (until September 2013)

Message from the Chairperson CDS



Dear Recruiter,

Since its inception in 2009, the Executive Post Graduate Programme (EPGP) has firmly established itself as another best-in-class programme from the Indian Institute of Management Bangalore (IIMB). The success of EPGP can be gauged from the high levels of interest among prospective students aspiring to be a part of the programme as well as an equally high level of interest among recruiters to recruit from the programme.

The EPGP is specially designed to help mid-career executives to enhance their managerial, strategic and leadership competencies while simultaneously building on their considerable prior work experience. The exceptional quality of the programme as well as the students has been endorsed repeatedly by the organizations that recruited from the EPGP programme since the first batch graduated in 2010.

The Class of 2014, the 5th to graduate, comes with an exceptionally rich experience in a variety of areas which includes Defence, Energy, Engineering, FMCG, High Tech, Information Technology, Investment Banking, Management Consulting, Manufacturing, Pharmaceutical and Entrepreneurship with an average work experience of 9.5 years. Prior to joining IIMB, a number of these participants have already held senior management / leadership positions in Finance, Consulting & Strategy, Project Management, Marketing, and Research & Development functions in their organizations. With their extensive industry experience, complemented by the top-notch academic inputs from renowned faculty, we at IIMB are confident that these candidates will indeed be a very valuable resource for your organization. The fact that they have forgone other exciting opportunities to join this programme is in itself a validation of their initiative and entrepreneurial nature.

On behalf of IIMB and the Career Development Services office as well as on my personal behalf, I take this opportunity to invite you once again to be a part of the placement / recruitment process of EPGP. We strongly believe that you will be able to significantly leverage the strengths of the graduating batch while selecting the right set of candidates for your organization.

We look forward to seeing you at IIM Bangalore and to providing you with an opportunity to engage with these candidates. Given the specific requirements of the batch as well as recruiters, the placements for the EPGP are organized on a rolling basis, beginning the end of October 2013.

The entire team at CDS and I would like to thank you for your continuing support to IIM Bangalore. We are indeed very grateful for your encouragement and look forward to strengthening this relationship further.

Professor Sankarshan Basu
Chairperson, Career Development Services

Our Recruiters Speak about EPGP

“The EPGP students we have hired are positioned to become solutions providers for the business environment of the future. IIMB has indeed risen to the challenge of preparing ready-to-deploy managers - yet refuses to rest on past laurels. The focus is on a holistic excellence of students. The best methodologies and close interactions with industry experts ensure the imparting of contemporary business practices, which enhance the students’ overall business acumen.”



Paneesh Rao

Senior Vice President & Head of Human Resources, India & Middle East

“As part of our 'Global Leadership Cadre' program, we visit IIM Bangalore. Our experience with the students has been fabulous. Not only have they been able to adjust to our culture, they have 'hit the ground running' and contributed immensely to our growth story. We have huge respect for the faculty.”

Harshvendra Soin

Vice President, Leadership Acquisition and Development



“We’ve hired from IIMB’s EPGP batch for the last 3 years. We’ve seen our IIMB EPGP hires bring the right mix of industry experience, business analysis rigor and international culture exposure that we need within HP’s analytics group. The EPGP recruitment process has been very flexible, allowing us to assess every interested applicant in detail.”



Kuldeep Parikh

Strategy and R&D, HP Global Analytics

“In addition to providing talent that is rich in academics, the EPGP program also provides talent with related experience. The blend of experience and academics helps in easy onboarding as the students get the ball rolling from day one in the organization.”

Gopal Veeraraghavan

Associate Director



International Recognition for IIMB

IIMB was awarded EQUIS accreditation (European Quality Improvement System) from the European Foundation for Management Development (EFMD) which recognizes Institutions that satisfy international standards.

The Institute was also awarded “5 Palmes”, the highest level of recognition, in the Eduniversal Worldwide Business School Rankings, accorded to “business schools with major international influence”. Eduniversal has ranked IIMB the Number One business school in South and Central Asia for the fourth consecutive year and positions IIMB in the top 40 amongst the 100 best business schools worldwide.

QS Report has ranked IIMB amongst the top ten business schools in the Asia-Pacific region for the last three years.



Empowering the next generation of Leaders

The EPGP is a full-time intensive one year residential programme created specifically for professionals with remarkable track records and seven to fifteen years of work experience in a wide range of industries.

The EPGP provides students with the same solid foundation in key management concepts and disciplines as a two year MBA, with similar rigor, range of electives, and grading criteria. A key advantage of the EPGP is that the course work builds on the diverse and extensive work experience of the students.

In today's volatile and competitive economic environment, companies face an increasing need for skilled mid-level and senior executives who have the vision and potential to attain top leadership positions. While deep functional and operational expertise is a prerequisite for such executives, their success is also contingent on their ability to perceive and analyze a situation from multiple perspectives and take timely and effective action.

IIMB designed the EPGP specifically to prepare such forward-thinking and creative managers – the business leaders of tomorrow who will create value for their organizations as well as for society.



Course Structure:

a solid foundation

EPGP provides students with a solid foundation in key management concepts and disciplines. The academic year is divided into five terms: two terms devoted to **core courses**, one term for the International Immersion module, and two terms primarily for electives. Themes drawn from the realm of the social sciences have been integrated into the programme in a structured manner leading to a nuanced, multi-layered understanding of management issues.

Core courses are compulsory for all EPGP students and concentrate on the range of knowledge and skills required of all successful senior managers. On completion of the core courses, students have the choice of a broad range of electives to align with their career objectives and personal interests. In addition to electives designed specifically for the EPGP, students also have access to designated electives from other Institute programmes including the two year PGP, the PGPEM and the PGPPM, each offering specialized topics of study.

Students also have the option of undertaking a Comprehensive Project or an Independent Study project to apply learning from the programme to a real management problem or an impending business opportunity.

Corporate Strategy and Policy

- Competition and Strategy
- Business Law
- Multi-business Strategy
- Building the Sustainable Enterprise
- Mergers and Acquisitions Strategy
- Telecom Strategy
- Leadership, Vision, Meaning and Reality
- Strategic Leadership
- International Business
- Understanding from Corporate Failures
- Business Strategy Using Capstone Simulations
- Strategic Thinking and Decision Making

Economics and Social Sciences

- Managerial Economics
- Emerging Economies
- Macro Economics
- Energy Management and Policy
- Infrastructure Financing, Public Private Partnership and Regulation
- Global Macroeconomy and Financial Markets
- International Macro-economics

Finance and Control

- Financial Reporting and Analysis
- Cost Management
- Corporate Finance
- Corporate Governance and Ethics
- Management of Commercial Contracts
- Financial Statement Analysis and Valuation
- Financial Derivatives
- Global Securities Markets
- Managing for Value Creation
- Management of Indirect Taxes
- Infrastructure and Project Finance
- Investments
- Mergers and Acquisitions
- Rural Banking and Financial Inclusion: Customers and Institutions
- Banking Financial Markets Systems
- International Finance

Organizational Behaviour and Human Resources Management

- Designing Organizations
- Managing People and Performance in Organizations
- Inclusive Business Models
- Leading Change and Organization Renewal
- International Negotiations
- Human Resource Management

Marketing

- Marketing Management
- Competitive Marketing Strategy
- Brand Marketing
- B2B Market Management/STGBM
- Services Marketing and Management
- Creative Marketing
- Brand Management
- Retailing Management
- Product Strategy and Management
- Marketing Communications

Production and Operations Management

- Operations Management
- Managing E-Business
- Management Paradigms in Bhagavad Gita
- Strategic Management of Services
- Supply Chain Management

Quantitative Methods and Information Systems

- Quantitative Analysis and Modelling
- Creativity in Arts Design and Science (CARDS)
- Business Analytics and Intelligence (BAI)
- Forecasting
- Foundations of Market Micro Structure
- Economics of Global Commons and Sustainable Development
- Business Data Mining and Decision Models
- Project Portfolio Management

Entrepreneurial Learning

- Entrepreneurial Management
- Technology and Intellectual Property in the 21st Century

The specific core courses and electives offered may vary from year to year.



EPGP International Immersion at National University of Singapore (NUS), August 2013

International immersion

The International Immersion module is designed to give students insights into the economic, social, political and cultural life of emerging economies such as China, Russia, Brazil and South Africa or developed countries such as Singapore or South Korea. As the first part of the module, there are pre-immersion sessions at IIMB. Industry and country specialists, speakers from the Ministry of External Affairs, officials from the country to be visited and other experts give lectures on the country, its society, economy and business opportunities.

The class then travels to the country to spend two weeks hosted by one of the top local business schools. They attend lectures

on the country's economy and society with specific emphasis on issues affecting business and industry; go on field visits to local plants and corporate offices; meet with business and government leaders; and attend cultural events and visit historical sites to help them understand the intricacies of the country.

The class is divided into groups of five or six members to work on company-based projects. They start the preliminary background preparation at IIMB and complete their projects during the international immersion. After returning from the trip, each student prepares a report on his or her key experiences and also contributes to a report on the group projects.

IIM Bangalore EPGP
invites you to

Alumni Connect @
Singapore



Key Note Speaker:
Rajiv Maliwal
Co-Founder & Managing Partner,
Sabre Partners

Date: August 24, 2013
Time: 9:00 a.m. to 1 p.m.
Venue: Ngee Ann Kongi Auditorium, Education Centre
8 College Avenue East, University town, NUS,
Singapore, 138608

Agenda

- 9:15 am to 10:00 am:** Key Note Address by Rajiv Maliwal
10:00 am to 11:45 am: Alumni Panel Discussion
(Tea Break – 10:45 am to 10:55 am)
11:45 am to 1:00 pm: Mentoring Session
by Singapore Alumni
1:00 pm onwards : Lunch

Panelists



Venkatraman
Sheshashayee
(CEO, Jaya Group)



Renuka
Vaidyanathan
(Entrepreneur)



V S Hariharan
(Co-Founder,
Third Wave Power)



Anand Rao
(Director,
Galvantrix)



Abhijit Patwardhan
(General Manager,
Lexmark International)

Invitation to IIMB Alumni Connect event organized by EPGP in Singapore

Seminars and Conclaves: management and beyond

In order to create a fertile ground for holistic leadership development, the EPGP provides students with a broad range of ideas and perspectives from both inside and outside the world of management.

The EPGP **Seminar Series** affords a platform for students to engage with eminent personalities from different walks of life – such as artists, scientists, media figures and representatives of NGOs. The seminars take place throughout the year approximately once every fortnight.

iCube, the EPGP **Industry Interaction Initiative**, invites prominent business leaders to campus to discuss ideas and issues of concern to the corporate world. Coming from a variety of sectors – start-ups and multi-nationals, as well as key players in emerging markets – these leaders illuminate the everyday challenges of real-world management.

ConQuest, the EPGP consulting club, organizes conclaves and panel discussions bringing together leading figures from global consulting companies.

Organized by the EPGP students themselves, the informal sessions facilitate candid exchanges with the speakers and the presence of these well-known figures enriches the vibrant campus culture at IIM Bangalore.



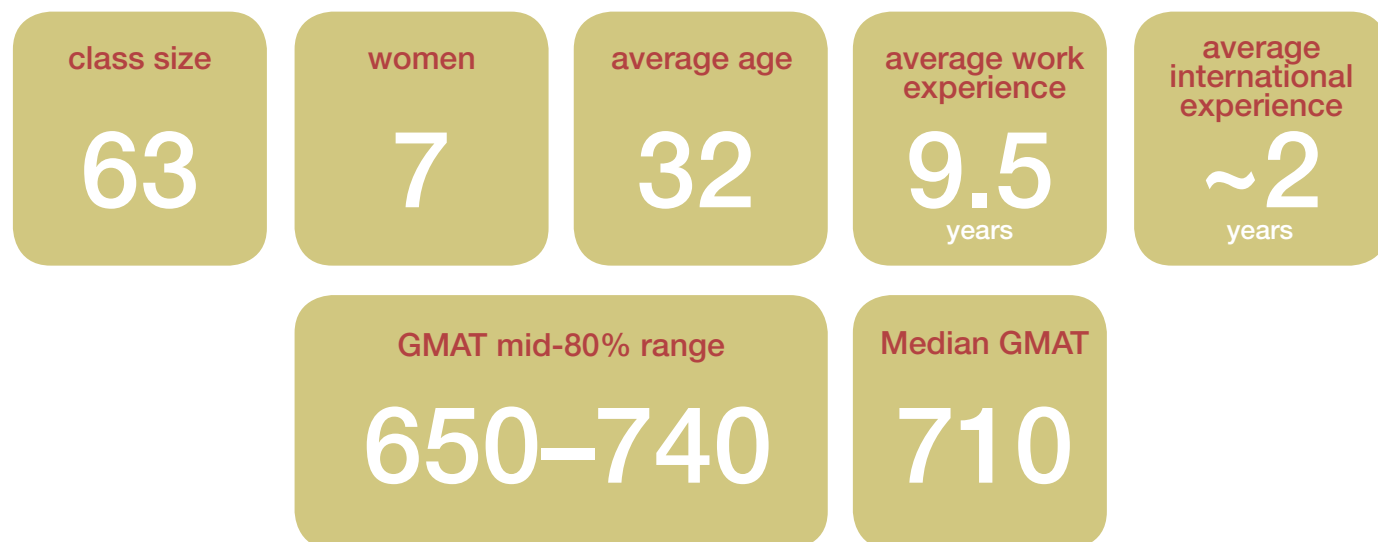
Professor Henry Mintzberg
Internationally-renowned management thinker



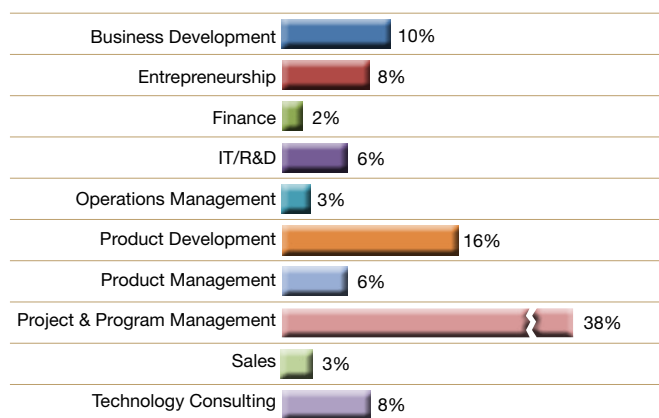
Giri "Pickbrain"
Acclaimed quiz master, CEO of Greycaps India, mastermind behind Global Awareness Program

2013-14 Class Profile

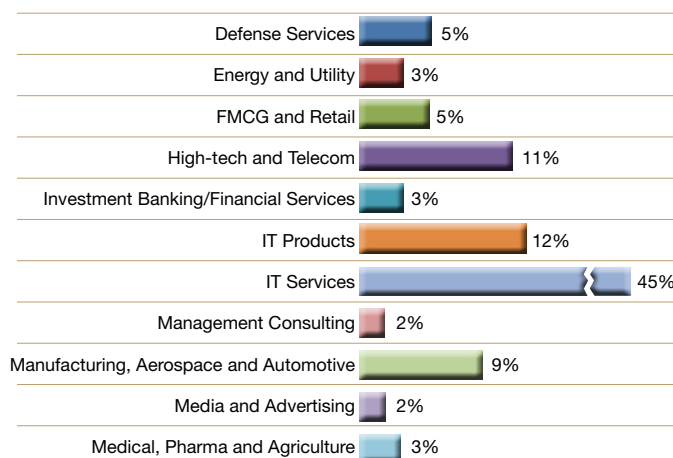
Professionals with global experience gained through diverse work experience across 28+ countries and 11+ sectors.



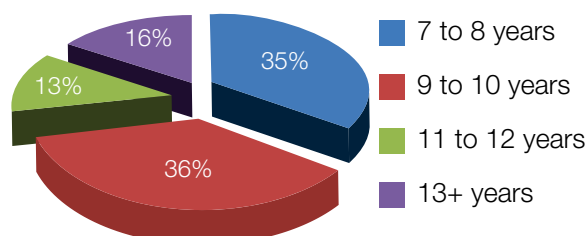
Experience by Function



Experience by Sector



Work Experience



Recruitment Process



Pre-placement Talks

The Pre-placement talk (PPT) is a platform for interaction between the company and the students. The representatives of the company share the profile of the company, key aspects of its business, work environment, and opportunities available to the students. The presentation is followed by a Q&A session where students interact with company officials to get a better understanding of the company and potential roles. A typical pre-placement session is scheduled for 90 minutes. In view of the academic calendar of the students, the sessions are normally scheduled between 4pm to 6pm on weekdays, and between 8am and 8pm on Saturdays and Sundays.

Application

Interested students apply to the company through the CDS office. A detailed resume is submitted by the student as part of the application process.

Placement Interviews

The final placement process is conducted over an extended period of time starting at the end of October. This gives the companies ample time for any customized selection processes that may be required. The final placement interview gives the company and the student an opportunity to discuss the role in detail and make the right choice.

Offers and Acceptance

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

Important Dates

Pre-placement talks - 7th October 2013 onwards

Campus interviews - 28th October 2013 onwards

Career Development Services

Sankarshan Basu, Chairperson	+91 80 26993078
Sapna Agarwal, Head	+91 80 26993357
N G Lakshminarayana Rao, Administrative Officer	+91 80 26993165
M Balaraj, Administrative Officer	+91 80 26993655

email: cds@iimb.ernet.in

EPGP Placement Committee

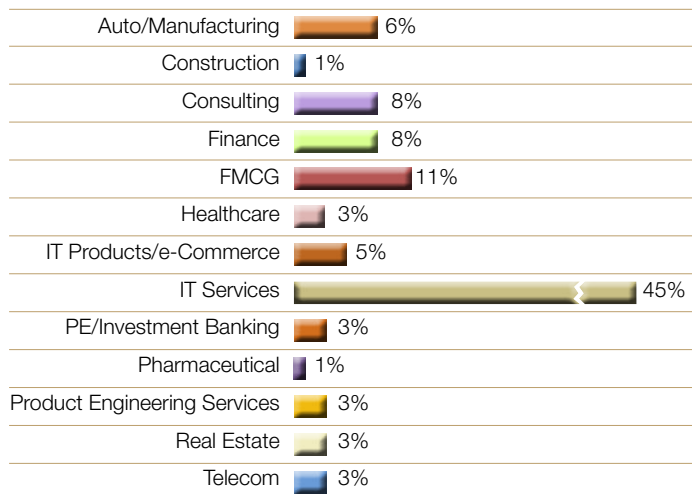
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Dinkar Arora	+91 8861978811
Partha Sarathi Mukhopadhyay	+91 8861831313
Saurabh Chandra	+91 9902617825
Shashidhar Bellur	+91 9845064917

email: epgp_place@iimb.ernet.in

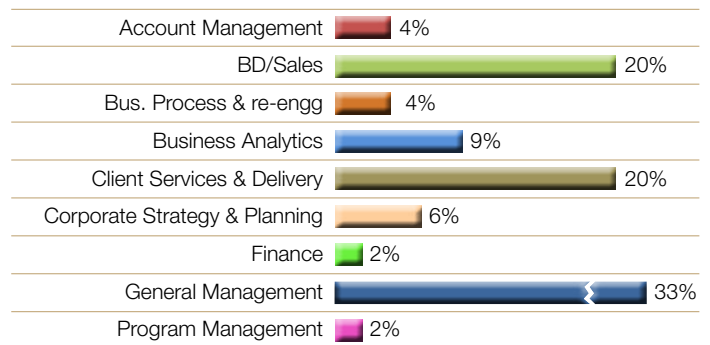
Placement

Snapshot 2012-13

Outgoing Industry



Outgoing Function



Alumni Speak

"After spending close to 15 years in industry, it is never an easy decision to take a break and get back to school but the learning and the confidence which EPGP has given me are surely worth the time and effort. The excellent faculty, the program structure and the peer profile made IIMB my first choice for the program."

Parveen Khokher, Class of 2011

"EPGP prompts students to think beyond the classroom context and provides key lessons in leadership. It allows you to persuade others, reconcile differing viewpoints and in the end make rational business decisions."

Amit Sidhana, Class of 2013

"This course is about transformation. It not only imparts knowledge, but reinforces in us the spirit of creative action. One is repeatedly confronted by hard questions and challenges which have no easy answers and a deep reflection ensues. We suddenly discover that we are capable of so much more than we had given ourselves to believe."

Yogesh Kumar, Class of 2011

"After spending ~12 years in USA, I was not sure if I had made the right choice of joining the EPGP program. But IIMB faculty and courses well surpassed my expectations. They are truly world-class, the kind of quality you can expect in any top MBA school around the world. I am glad I made this choice."

Harshit Kumar, Class of 2013

Past Recruiters

@ EPGP*

■ 24/7

Aditya Birla Group
AFCONS
Amazon
Apigee
Arabcal Group
Atos
Avasthagen

Bahwan Cyber Tek
Bank of America
Barclays Capital
Bosch
Brand Capital
Britannia
Buhler India

Caterpillar
Citrix
Cognizant
Comviva
Cummins

Deloitte
Diamond
Deutsche Bank

EMC
Ericsson
EXL Services

Fidelity Investments
Final Mile Consulting

Gavsin
GE India
Genpact
Goldman Sachs
Google
GVK Industries

HCL Infosystem
HP
HSBC

iGate Global Solutions
iNautix
Indegene Lifesystems
Infosys
Infotech

Katuri Medical College Hospital
Keld Ellentoft India
Kotak Mahindra Bank

L&T Heavy Engineering
L&T Infotech

Mahindra Satyam
Managing Emissions
Manipal Group
Maverick
Microsoft
Mindtree
Mother Earth Retail
Mphasis

National Institute for Smart Govt.

Oracle Financial Services Software

Parkson Group
Payne India
Pochiraju
Power Exchange India
Primacy Industries
Praj Industries
Praxair
PRTM
PwC

Rane Group
Robert Bosch Engg. and
Business Solutions
Royal Bank of Scotland
Reliance Communications
RTSL

SAB Miller
Sapient
Sasken
Shapoorji Pallonji
Shell
Shining Consulting
SOB Capital
Societe Generale
SPI
Subros
Syntel

Target Corporation
Tata Consultancy Services
Tata Trent
Tech Mahindra
Thinksoft Global
Toyota
TVS Logistics

UAExchange
United Breweries

VBHC
Vertical Learning
Virtusa

Wipro

Yahoo

Zinnov

IIMB Faculty

The faculty at IIMB is acknowledged as one of the best in India and has a distinguished reputation internationally. They possess impressive academic credentials and a wealth of industry experience. Collectively having hundreds of research publications to their credit, published in many of the most prominent academic journals in India and abroad, they have also written many influential textbooks.

Here is what a few of them have to say about the EPGP :



"I have always enjoyed teaching EPGP students. They are very participative during class discussions. Their insights and perspectives during case analysis reflect their maturity and willingness to explore new ideas. I am confident that they will be successful leaders who will make positive contributions to their organizations."

Professor Padmini Srinivasan
Finance & Control

"EPGP is designed to equip students to take leadership roles at all levels of the enterprise. Heterogeneity within the student population along with international exposure help make them most successful executives and outstanding leaders who can take their organization to the next level. I relish teaching the EPGP class for the quality of discussion and different perspectives generated by the students."

Professor Dinesh Kumar
Quantitative Methods & Information Systems



"The diverse range of experiences that EPGP students bring into the classroom continuously challenges the professor. I have personally relished teaching this group of students who can seamlessly balance theory and practice. The rich discussions between the faculty and the students (both inside and outside the classroom) and amongst the students themselves will surely provide them with a very strong footing to take on leadership challenges when they step out of the Institute."

Professor R Srinivasan
Corporate Strategy & Policy



Student Profiles*



EPGP
Class of 2014



*Profiles extracted from resumes provided by students



Abhilash Patri

Education

B.Tech (Information Technology), KIIT, Bhubaneswar

Past Employers

Infosys

Experience: 7.5 years

Multi Disciplinary experience in Customer Relationship management and Software Delivery Management across geographies (2.5 years in US) in insurance domain

Client Engagement and Business Development

- Established foot print of Infosys in the call center support area of our client and bagged project worth \$100K single-handedly
- Initiated discussion with BPO practice for Infosys within client's service portfolio
- Led 9 member commissions support team to migrate client's service delivery architecture from fixed bid to performance based model, resulting in extension of contract term from 3 months to 3 years

Project Management

- Automated agency workflow management resulting in 95% reduction in turn-around time
- Refined security protocols to ensure client's business data and infrastructure were not vulnerable to threats and the account met mandated standards
- Led multicultural team comprising client's, contractors' and Infosys employees
- Fine-tuned critical batch cycle and implemented innovative ETL process resulting in savings of \$65K



Abhinav Khare

Education

PG Diploma in Product Design, MIT, Pune; B.E. (Mechanical), University of Mumbai

Past Employers

3M; Stryker Global Technology Centre; TATA Elxsi

Experience: 7 years

Experience in New Product Design and Development, Manufacturing and Operations in Consumer Goods and Appliances, Health care and FMCG sectors for Indian and global emerging markets

Design Innovation

- Led end-to-end design and engineering projects comprising Consumer need mapping, Product concept generation, Functional prototypes and Digital data for manufacturing for products with estimated sales value of \$15M, including:
 - Oorja Super - a hybrid and smokeless stove using environmentally friendly solid fuel, for Indian and global rural markets (for BP Energy India)
 - Scotch Brite Handle Mops - 100% locally developed India-centric product designs (for 3M Home Care)
 - Titanium implants (T2 Nails and AXSOS plating system) for femur and long bones for European and Japanese markets (for Stryker Osteosynthesis)

New Product Development and Vendor Management

- Developed and improved vendor base for Manufacturing and Prototyping and Design engineering capability
- Defined hardgoods development road map to achieve self-sufficiency in design by 3M India



Abhishek Kumar

Education

PGD (Fashion Technology), NIFT, Delhi; B.Tech (Textile Technology), NIT, Jalandhar

Past Employers

Accenture Services; IBM; Welspun Retail

Experience: 8 years

Diverse consulting experience across retail sector in production, project and category management and IT for clients from small specialty entities to Fortune 500 companies

ERP Consulting

- Managed, planned and implemented solution for Distribution Centre of second-largest US discount retailer with reduced deployment effort
- Successfully combined business and functional knowledge to implement ERP solution across 200 stores and head office for Indian home improvement retailer
- Developed preconfigured solutions and actively involved in pre-sales activity for retail system integration projects for global clients

Category Management

- Introduced new products and rationalized price points and end of season sale, which increased revenue by Rs 10 Cr for Indian home improvement retailer
- Won "Business Excellence" award, given to top 0.1% of employees



Aditya Ramakrishnan

Education

B.E. (Computer Science), Visveswaraiah Technological University

Past Employers

Robert Bosch Engineering and Business Solutions

Experience: 7.5 years

Experience in product development and project management in high quality embedded automotive software with ~1 year of international experience in Germany

Project Management

- Managed 20 member team that successfully delivered \$1.6M project for high-end navigation system for Ford
- Conceptualized quantitative methods to evaluate parameters affecting customer satisfaction resulting in 5% improvement
- Chosen to represent over 1000 associates to help improve communication strategies across 5 company locations - Germany, Malaysia, China, Portugal and India
- Chosen for mentorship program that grooms associates for leadership roles
- Regularized and quantified performance goals for department associates

Product Development

- Automated Pre-Delivery process resulting in 25% faster delivery time and reduction of manual errors
- As customer liaison in Germany, coordinated with production, functional and technical teams to achieve "Start-of-Production" for project



Alok Jain

Education

B.E. (Mechanical), MDU, Haryana

Past Employers

Amdocs (4.5 yrs.); Sapient; Infosys (4+ yrs.); JSPL

Experience: 11+ years

Highly accomplished leader with global multi-domain experience (2.5 yrs onsite) in Telecom, Pharmaceuticals, Banking, Energy verticals across services, products and technologies

Project Management

- Led 20+ member team across 7 countries to deliver \$10M telecom network inventory solution for TIM Brazil
- Played pivotal role in organization-wide restructuring and resource optimization initiative (LGT) to reduce development costs at Amdocs by ~10%
- Managed integration of delivery operations of UK-based company acquired by Amdocs

Client and Vendor Management

- Managed multiple stakeholders having conflicting priorities and transitioned 6+ applications from vendors at Pfizer, NY
- Revived customer confidence and mitigated competitor threat by strategically migrating backhaul network data ahead of time and 40% under-budget

Innovation and Technology

- Drove dynamic initiatives such as automated deployment, data clean-up, cross-platform integration that resulted in ~30% savings
- As part of Infosys' Centre of Excellence, provided technical guidance on cutting edge technologies in content management and business process modeling



Amit Bhatia

Education

B.E. (Instrumentation & Control), University of Pune

Past Employers

Infosys

Experience: 9 years

Niche IT experience in Technical Documentation and Software Usability - simplifying technology for users across multiple domains

Content Architect

- Managed wide range of Content projects including product and project documentation, online help, and training modules
- Expertise in improving usability of apps/websites
- Maintained and managed set of 11 product guides across components, platforms, versions and releases for Japanese client's enterprise product - liaising with stakeholders across Japan, Germany, India, US, responsible for \$120K annual billing
- Elected to unit's 8 member Management Council chaired by Infosys VP to develop and implement unit's strategy

Skillset

- Design-thinking, bringing end-user perspective to tasks
- Turning disjointed information into coherent whole, communicating complex ideas in simple ways



Archibald Jerald Serrao

Education

B.E. (Electronics and Communication), UVCE, Bangalore University

Past Employers

Mahindra Satyam; Wipro Technologies

Experience: 7.5 years

Experience in IT consulting and Strategy, Sales and Business Development and Solution Design across 4 continents

Business Development and Sales

- Responsible for sales function for UK & Ireland
 - Account Mining for global media and information account with revenue ~\$1.2M
 - Won and grew media technology account with first year revenue ~\$450K
 - Added new product software developer account with revenue ~\$3M across 3 years

Delivery Management/Solutions Consultant

- Key member of core Solution Design Team which was backbone of growth of practice from \$15M to \$40M in 3.5 years
- Instrumental in designing solutions, writing proposals and converting 3 multi-million dollar, multi-year, multi-country rollout deals with total revenue ~\$15M
- Managed Global Rollout project across 33 countries within 6 months for Fortune 200 pharma customer
- Defined HRIT landscape and planned application roadmap for Automotive Supplier with operations in 2 continents



Arun Nair

Education

B.E. (Electronics and Telecommunication), MIT, Pune University; General Management Program in IT (IIM Calcutta)

Past Employers

Deloitte Consulting; EDS; Satyam

Experience: 9.5+ years

Technology Consulting experience in Finance and HR ERP Transformation and M&A IT Advisory across North America, Europe and Japan

Technology Consulting

- Led \$1.4M supplier relationship management project for global Pharma client to build procurement solution that impacted 1500+ users
- Onsite SAP-HR Technology Lead for ERP consolidation project for Canadian oil and gas major
- Offshore lead for first ever SAP-Master Data Governance implementation for hi-tech client resulting in total savings of ~\$100 Million across 4 years
- Managed and delivered multiple \$1M+ SAP transformation, upgrade and implementation projects with team sizes of 20+ across geographies

Business Development and Practice Management

- Part of SAP Proposal Centre - participated in multiple RFP responses for global implementations and presented weekly summary at Partner/Senior Manager leadership meetings
- Nearly doubled revenues from key Japanese automotive client and moved up value chain from support to implementations/roll-outs



Ashish Gupta

Education

B.E. (Mechanical), North Bengal University;
PMP (PMI USA)

Past Employers

Tata Consultancy Services; IBM

Experience: 13 years

Extensive IT experience in project and program management, pre-sales and ERP consulting in automotive and telecom domain

Program, Project Management - India/Africa

- Led turnaround and rebuilt relationship in critical telecom account worth \$5M across 15 countries
- Coordinated design, setup and relocation of datacenter, servers, operating system, network, and applications across both ERP and non ERP
- Managed ~\$1M Zambia currency rebasing project for the supply chain and financial modules in record time of 4 months with complete financial data reconciliation

Business Development and IT consulting - Africa/Thailand/Switzerland/US

- Created strategic roadmaps and engaged in pre-sales for ERP projects up to Rs 20 Cr
- Solution architect for transformation projects up to \$5M including implementation of High Volume Order Processing, Global Single Instance and integration across various applications
- Managed multiple teams across geographies in highly competitive multi-vendor environment including relationships at senior levels (e.g. Finance Controller, GM, Partner)



Ashok Venugopal

Education

B.E. (Mechanical), Amrita Institute of Technology, Coimbatore;

Executive education: Design Thinking Bootcamp, Stanford

Past Employers

WhiteSky Labs; Taranis Software; Effigent; Infosys

Experience: 7+ years

Product Manager with strong technical and business experience and a design thinking advocate who has successfully taken products from concept to launch

Product and Project Management, Founding team - Australia

- Set up Sydney operations for IT start up and oversaw growth of product team from 2 to 10 in span of 12 months
- Worked with CEO and Directors to create business plan and product strategy for 2 proprietary software products in fast paced start-up environment
- Led ongoing competitive data analysis and customer validation activities to drive investment in new markets

Business Analyst and IT Consulting - Australia, Germany, India

- Played critical role in winning Apple online store maintenance contract and retaining client while company went through management crisis
- Designed warehouse stock taking system that proved 20% faster and required 50% fewer people compared to existing systems in automotive industry
- Received appreciation from senior clients for effective solutions designed in AUD 22M Auto industry-ERP system



Bharat Malhotra

Education

B.E. (Mechanical), R.V College of Engineering, Bangalore

Past Employers

Infosys

Experience: 9.5 years

Project Management expert, with global managerial experience of 4.7 years in addition to IT development and consulting experience, across US and Europe in Retail domain

Managerial Experience

- Program Manager: Managed Insurance and Repairs IT portfolio, including consulting, infrastructure and application services for European client
- Project Manager: Successfully started and established multi-million Euro projects with peak team size of 30 direct reports
- Managed legacy side of \$30M global IT ERP migration rollout, involving business process analysis and modeling for US client
- Vendor Transition Manager: Led and managed \$15M multi-vendor transition across multiple services and countries
- Pre-sales: Contributed on critical RFPs, culminating in \$100M+ deals

Domain Experience

- Telecom and Insurance retail experience for 3+ years with UK client
- Multi-level marketing domain experience of 5+ years in distributor management, taxation and order management with leading US retailer
- Grocery and specialty retail domain experience, on demand based replenishment and display planning, for US retailers



Bipin Nair

Education

B.Sc. in Physics, Mumbai University

Past Employers

Capgemini; Syntel

Experience: 12.5 years

IT service and consulting expert with proficiency in designing Warehouse Management, Logistics, E-Commerce and Head Office solutions for global retail brands

Client Engagement: UK and the Netherlands (6 years)

- Conceptualized and framed roadmap to outsource application development center for Fortune 20 client
- Linchpin between Fortune 500 Client's user base, external vendors, warehouse management and other IT suppliers

Subject Matter Expert (Retail IT): UK and India

- Drove innovation vertical for retail practice in Capgemini. Established best practice for retail mobility solutions and ensured 100% readiness for peak trading season
- Instrumental in designing and migrating client's e-commerce business from inhouse portal to Amazon.com
- Part of core supply chain design team that conceptualized new hybrid model of warehouse resulting in 20%+ efficiency improvement
- Formulated demand forecasting module for production and procurement planning of new products based on historic selling data of similar existing products



Chaitanya Kulkarni

Education

M.E. (Mechanical Engineering), Pune University

Past Employers

Cummins Emission Solutions; The Automotive Research Association of India; EATON; M&M Farm Equipment Sector

Experience: 7.5 years

Project management, Technology and Business development experience in Indian off-road and on-road automotive industry

Project Management

- Developed 9 engines meeting US EPA Tier III emission norms for 4 customers within 18 months
- Took initiative to add analysis capabilities to existing design expertise resulting in increased work and headcount
- Ensured production readiness for introduction of new engines at 3 plants in India
- Led efforts to implement Six Sigma to improve divisional profitability

Technology Development

- Expert at upgrading diesel engines to increase power rating, improve fuel consumption and reduce emissions
- Handled entire engine development activity, from concept to launch
- Technical consulting to major tractor manufacturers for engine development projects
- Developed alternative method of cold chamber test, adding flexibility with significant cost saving

Business Development

- Built relationships with tractor manufacturers to establish Cummins into after-treatment system business



Chirag Sanghani

Education

B.E. (Information Technology), Mumbai University - ranked 3rd out of 750+

Past Employers

iGATE (earlier Patni Computer Systems)

Experience: 9.5 years

Global experience in business development, consulting, R&D and product engineering for multiple Fortune 50 companies

Business Development and Consulting

- Managed cross-functional teams including sales, solutions and delivery for pursuits ranging from \$0.1M - \$35M across US, UK and Japan with ~60% win rate
- Led embedded engineering solution team for annual business planning, solution strategy, proactive selling, analyst interactions, etc. in consumer electronics and automotive domains
- Played key role in incubating new mobility offering - creation of solutions, business model, and go-to-market strategy resulting in \$0.5M+ revenue in year 1

Delivery Management

- Led India operations (25+ members and ~\$2M/year) of global program across 3 countries (using Agile methodology) for a German multinational engineering and electronics conglomerate

Distinguished Achievements

- Mentored by top management (CXO's) in Fast Track program (~50 of 27000 employees) since 2010 for next generation leadership roles
- Promoted 5 times in 9 years (~4 years ahead of batch mates) for consistent top 5% performance



Chithra Kallil

Education

Masters In Computer Application, NIT Calicut

Past Employers

Oracle Financial Services Software

Experience: 7+ years

Rich experience in IT consulting and business development in banking and financial domain

Business Development

- Led technical team in presales effort that won €1.3M project for Fortune 50 UK-based multi-national bank
- Lead for €120K datawarehouse re-engineering project for second largest European bank; project was first deal won by company from client and its success led to continued engagement with client

Technical Consulting

- Software development, enhancement and re-engineering of large data warehouses and data stores for multiple banks and financial institutions in US, Europe and Asia

Project Management

- Led 30+ member, multi-country technical operations team that managed challenging 24*7 system handling time sensitive critical data for large multinational bank
- Experience in turning around troubled projects; led team to improve quality of deliverables in less than 2 months



Deepak Perumpidi

Education

B.Tech. (Computer Science), Govt. Engineering College, Thrissur, Calicut University

Past Employers

Infosys

Experience: 8.5 years

Extensive international and domestic experience in IT project management, solution design and business development in manufacturing and retail domains

Project Management

- Managed applications support project with team of peak strength of 50, annual revenue ~\$5M, in transition from non-SLA model to SLA model
- Project team was responsible for maintaining ~100 IT applications from 6 locations in India
- SLA adherence improved by 100%; client engagement feedback increased from 3/7 to 6/7; and productivity increased by ~5%

Solution Design and Implementation

- Customized and implemented Oracle transportation management tool for Fortune 500 client, resulting in annual cost savings of ~\$1M
- Executed strategically important application integration architecture revamp project which required extensive interaction with multiple vendors and client customers
- Successfully delivered high quality Cognos business intelligence solution for client's senior management

Business Development

- Won 3 year, ~\$5M annual revenue, Oracle applications maintenance project contract



Dinkar Arora

Education

B.E. (Mech.), magna cum laude, Visvesvaraya Technological University;
M.Tech. (Aeronautics), Naval Institute of Aeronautical Technology, Cochin

Past Employers

Indian Navy, retired as Lieutenant Commander; recipient of Highest Commendation Medal of Indian Navy

Experience: 10 years

Expertise in management of Operations, Projects & Contracts of strategic significance in Defense & Aerospace with Global giants such as Israel Aerospace Industries, BAe Systems etc

Head of Technical Services

- India-wide responsibility for procurement of services for repair, overhaul and supply of mission critical aircraft equipment
- Managed over \$3.5M budget and 200+ vendors spread globally

Deputy Chief Engineer of Largest Naval Air Station

- Led team (160 enlisted and 35 civilians) to manage all Technical Operations of 5 Squadrons with 10-12 aircraft each

Program / Project Manager

- Led multi-national team for upgrade and testing of Sea Harrier aircraft in collaboration with Israel Aerospace Industries (\$140M)
- Oversaw modification of entire Sea Harrier fleet with Hindustan Aeronautics Limited (\$15M)
- Responsible for Structural Integrity Review of fleet with BAe Systems, 3 contracts worth \$10M each



Gangesh Dubey

Education

B.Tech. (Electrical Engineering), Indian Institute of Technology (BHU), Varanasi

Past Employers

Tata Consultancy Services

Experience: 7.5 years

Global IT services experience (~4 years onsite in UK) in project management, Client relationship management and solutioning for leading Insurance and Financial Services clients

Project Management

- Managed multiple teams across India and UK providing IT services to leading UK financial institution (Nationwide Building Society)
- Managed IT development projects as part of inherited estate reattribution programme of Aviva, UK worth £1.25 billion
- Experienced in end-to-end project management in areas of Insurance, Cards, Customer Integration, Mortgage and web services applications for teams of up to 28 associates
- In addition to regular projects, identified and delivered multiple process initiatives resulting in significant financial and operational benefits to clients

IT Consulting

- Designed and implemented business scalable solutions impacting over 43 million customers of Aviva in 20+ countries
- Expertise in formulating and executing strategies for 3 data migration projects for Aviva
- Identified and implemented solutions to improve operational efficiency of TCS-Allianz BPO by applying "Business process time based Modelling"



Guru Nandan Singh

Education

B. Sc., National Defence Academy, affiliated to Jawaharlal Nehru University

Past Employers

Indian Air Force (8 Yrs); Founder Vedarya Infra Pvt Ltd

Experience: 12 years

Diverse experience in strategy, operations, general management, aviation and entrepreneurship in challenging terrain and situations

Strategy and Operations

- As Deputy COO of air base in NW India, managed daily operations, flight safety, planning and administration
- Handpicked as strategic advisor to a Lt General, commanding 40K troops to synergise operations between IAF and Army post Parliament attack
- Planned and led 300+ multi aircraft combat missions clocking 1000+ hrs on 6 types of aircraft including MiG-21 and Bison fighter jets
- Part of core team handling disaster management of Kashmir earthquake
 - Managed air operations involving induction and distribution of 4K tons of relief load providing succour to 12000 stranded
 - Managed search, rescue and relief operations involving numerous government, private, NGOs, media and foreign entities
- Formulated strategy and tactics of new type of aircraft inducted in IAF

Entrepreneurship

- Single handedly set up civil infrastructure company specialising in government contracts
- Responsible for strategy, business development, operations and SCM
- Returned profits from first year



S R Hariharan

Education

B.E. (Mechanical), PSG College of Technology, Bharatiar University

Past Employers

VE Commercial Vehicles (joint venture between AB Volvo, Sweden and Eicher Motors, India); Volvo India

Experience: 12.5 years

Rich experience in Automotive sector in Aftermarket Technology and Customer Service for Commercial Vehicles in emerging markets

Strategy and Project Management

- Conceptualised Aftermarket development strategy (spare parts branding and distribution, diagnostics, training the trainers) for Medium Duty Engines for India and SE Asia
- Implemented long-term strategy to shift all aspects of development for emerging markets from Europe and US to India
- Reduced development cost from Rs 52M to Rs 34M
- Represented Product Support Department on Senior Management Joint Steering Committee

Customer Relationship Management

- Initiated Preventive Maintenance Audit in workshops and service support centers
- Set up two service points for Volvo trucks in Central India using pioneering customer site support model and implemented customer complaints tracking system
- Responsible for end-to-end investigation of fire incidents in trucks for India including managing customer communications



Hitesh Wadhwa

Education

B.E. (Electronics & Communications),
Thapar University, Patiala, 1st Division

Past Employers

Verizon; CSC (Computer Sciences Corporation)

Experience: 7.5 years

International client-facing experience (2 years in US) in technology consulting, delivery management and business development for clients such as Sun Microsystems, Oracle and United Healthcare

Leadership and Client Engagement

- Co-managed IT team of 68 to manage delivery, service agreements and resource forecasting for healthcare IT provider, CSC Scandihealth
- Led offshore team while working onsite with Fortune 20 US Healthcare client to manage application used by millions of members and providers
- Chosen among 6000 CSC employees as Chairperson of 9 member 'Employee Advisory Committee' to work with HR head, President etc. to deal with root level employee issues

Technology Consulting

- Designed security methodology for Oracle and helped client save \$220K; won 'Giraffe Award' conferred on only 1% of 98000 CSC employees
- Conceptualized and provided innovative solution for development of healthcare mobile app for better customer experience

Business Development

- Proposed and managed integration of 2 healthcare applications, reducing maintenance cost and improving customer focus
- Initiated new revenue stream by generating new role, Technical Writer, at CSC for myself and thus helped CSC generate business worth \$350K



J.H.S. Ramkumar

Education

B.E. (Mechanical), Osmania University

Past Employers

Capgemini; Infosys

Experience: 13.5 years

Extensive multi-cultural experience in IT Strategy and CRM implementations in Telecom, insurance and other domains

Strategy and Practice Management

- Led CRM Practice within Telecom Business Unit with team size of 150 and overall portfolio revenue of \$60M
- Conceptualized and strategized 'Delivery Excellence' initiative across Oracle Service Line which increased delivery maturity and improved predictability
- Regular interaction and reporting at CXO and Senior VP level from the Central Risk, Quality, Group Delivery and Engagement Management units

Delivery, Program Management and Pre-Sales

- Led Telecom pre-sales portfolio within CRM practice and instrumental in winning deals up to \$20M
- Implemented large CRM transformational programs for Telecom, Insurance, Pharma and Logistics majors across US, Australia, UK, Japan, Malaysia, and Poland
- Published paper "Intelligence CRM" related to CEM in Infosys Software Engineering Technologies Lab publication as well as in CRM Buyer journal



Jaya Jha

Education

B.E. (Electronics), JUIT, Noida

Past Employers

Infosys; SnapOn Business Solutions

Experience: 7.5 years

Extensive experience in Software Development Life Cycle and Production Support in banking and automotive sectors

Application Development and Maintenance

- Developed and enhanced modules of Citibank Global Wealth Management MIS to create integrated global data warehouse
- Coordinated end to end requirement gathering, design and development of critical component to determine profitability of High net worth clients
- Developed performance reports for major automobile manufacturers such as Toyota, Porsche, Peugeot

Client Engagement

- Engaged with SVP and VP of client to automate data from upstream systems resulting in infrastructure and processing savings
- 2 years' experience with customer engagement onsite in USA and UK and mediated with team in India

Technology and Domain Mentor

- Trained new recruits on customization of open server technology, Snowflake schema, banking and capital markets



Kaniyar Vijay

Education

B.E. (Computer Science), VTU MCE Hassan

Past Employers

Infosys

Experience: 10+ years

4.5 Years onsite experience in e-commerce Consulting and Business development roles in Retail and Insurance domains

Consulting Services and Business Development

- Provided business process consulting service to largest pharmacy chain in US increasing their online sales by 6-8%
- Consulted for UK based Insurance Company and improved accuracy of their online rating engine by 15%
- Won ~£600K deal to implement recommendations given as part of consulting service
- Part of core team that worked on various multimillion dollar RFPs in Retail/Insurance domain with success rate of 30+%

Project Management

- Led team of 20+ people to deliver \$1.5M project which saved 20% in development cost by strategically spreading team across multiple countries
- Developed Cloud based B2B communication channel for US retail major which reduced transaction cost by 35%
- Skilled at managing projects with multiple stakeholders including client IT teams and external vendors



Kaushik Sarkar

Education

B.Tech. (Computer Science and Engineering), IIT Roorkee. National Talent Scholar.

Past Employers

Computer Sciences Corporation (CSC); Amdocs

Experience: 8.5 years

In-depth experience in Delivery Management, Project Management, Client Engagement and IT consulting; FLMI (LOMA USA) certified Subject Matter Expert in Life Insurance domain

Project Management and IT Solutions

- Managed offshore development team implementing \$4M project for Swiss-Re integrating 14 business blocks, creating standardized databases and upgrading software to unified platform
- Provided solution to critical requirement in ~\$500K document management project by designing customized web-based change control software
- Led production support team that automated tasks and optimized processes to decrease machine and labour costs by \$250K per annum
- Conceptualized and implemented multiple productivity tools which reduced defects and reworks up to 20% and saved \$1M over 3 years in datacenter costs

Client Engagement and Management of Virtual Teams

- Liaised with global insurers and team of 76 across USA, India and South Africa delivering improved operational efficiency and service quality by rationalizing processes and information flow
- Received "Keys to Success" award for improving customer satisfaction while serving as solutions consultant for insurance majors Swiss-Re and Wilton-Re



Kiran Kumar Annem

Education

B.Tech. (Electronics & Communications), JNTU College of Engineering, Hyderabad

Past Employers

CMC

Experience: 9 years

Technical and Project management experience (4.5 years onsite in US) providing engineering services for high technology product development, presales and automotive electronics

Client/Project Management

- Played critical role in increasing revenues from \$1M to \$4M for Tier 1 automotive supplier account by identifying new business opportunities in embedded services
- Increased customer satisfaction index by improving efficiencies in offshoring work to India
- Built and led team of ~20 engineers at customer location developing Electronic Control Units
- Managed program that developed cutting edge firmware solutions across 4 countries
- Led multiple pre sales activities in Detroit area which resulted in acquisition of 2 new clients

Product Development

- Managed projects involving major clients like GM, Fiat, Toyota & Chrysler
- Helped client overcome component shortages during Japanese tsunami crisis by forming focused task groups
- Implemented and created training plan for competency building to manage attrition
- Expertise in Systems Engineering and Software Architecture Design



Krishna Prashanth S A

Education

B.E. (Computer Science), Visvesvaraya Technological University

Past Employers

Infosys

Experience: 9.5 years

Rich International experience (3 years in US) in Project management, Program Management and Product consulting in Banking and Financial services, Automobile and Heavy Industry domains

Project Execution and Management

- Managed high risk license management project with teams in Switzerland and India for PLM group of Swiss heavy industry giant
- Successfully turned project around in <1year improving project margins by ~40%, achieving savings of ~\$50K and improving customer feedback from *Wanting to impose penalty* to *Extremely satisfied*

Program and Stakeholder Management

- Managed IT programs with annual budgets of ~\$3.5M and teams in Mexico, USA, Netherlands and India for Governance, Risk and Compliance (GRC) and Trade processing areas of large US and Dutch banks
- Enabled dynamic information sharing among internal and customer stakeholders through integrated reporting using tools such as Cognos and HP Service manager

Consulting and Solution Implementation

- Consulted on redesign of GRC roadmap for large US bank and led the upgrade, migration and customization of IBM Openpages to improve reporting quality and regulatory compliance



Martand Srivastava

Education

B.Tech. Jaypee University of Information Technology; PGCBM, XLRI Jamshedpur

Past Employers

Forrester Research; Dun & Bradstreet; Wipro; Agilent Technologies

Experience: 7 years

Experience in Strategy, Sales, Business Development across industries for Management Consulting, Research & Advisory, IT Services and Life Sciences Firms

Strategy and Business Development

- Strategized and set up global Research and Advisory business of Dun & Bradstreet in North India clocking annual revenue >\$1M within 3 years
- Led new business development for Banking and Financial Services, Energy and Telecom verticals for Forrester in India
- Developed, owned and strengthened client relationships at CXO, VP and Director levels across Geographies and Industries

Sales and Account Management

- Global Account Manager for Forrester's largest account in India achieving revenues of >\$1M annually with annual growth of 40%
- As Account Manager at D&B, generated 50% YOY growth for three consecutive years
- Closed largest deal for Microsoft Dynamics, ERP solutions in India in 2008 while working as an Account Manager at Wipro



Mausam Deb

Education

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

Past Employers

PwC; Ericsson; TCS; Wipro

Experience: 7.5 years

Global experience (~3 years onsite) in IT Consulting, Project and Client Management in Retail and Pharmacy domains

Consulting and Pre-sales

- Provided consultancy on IT strategy and landscaping of Enterprise Business Integration (EBI) to multiple Fortune 100 companies in USA, Europe and India
- Led Microsoft-BizTalk Centre of Excellence (revenue \$20M+) and its presales team for major IT-Service companies
- Generated lead and won \$5M contract from major US Utility company

Project and Client Management

- Led global team of 35+ for Software Development and Maintenance projects of Johnson & Johnson with revenue \$2M+ in India, USA and Belgium
- Played key role in multiple IT onshore program steering committees in finalizing short and long term program execution strategies

Solution Architect

- Architected multiple EBI software for clients such as Novartis, Ajinomoto, Reliance etc.
- Developed Target Pharmacy's Prescription Dispensing System which is in use in 1800+ stores across USA



Nagendra Yadav

Education

M.Tech. (Computer Science and Engineering), IIT Kharagpur; B.E. (Computer Science)

Past Employers

Juniper Networks; Yahoo; Cadence Design Systems; Mentor Graphics

Experience: 9.5 years

Extensive Product Development and Project Management experience in areas of Electronic Design and Automation (EDA), Internet and Networking

Juniper - Technical Project Management

- Closely worked with Product management and customers on Juniper's network management platform for identifying and planning long term solutions for major customer pain points
- Led team of 5 in achieving overall system stability and reduced customer issues; worked on providing real time solutions for top banking customers

Yahoo - Tech Lead, Data Analytics

- Worked on making sense of massive data of various Yahoo properties. Led initiative to improve performance and hardware utilization of key data marts
- Led outsource team in developing and maintaining aggregate portion of front page and mail data marts

Cadence Design Systems - Product Development

- Led initiative to re-architect complex module of leading industry standard Virtuoso Layout Editor (VLE) through multiple teams across geographies
- Designed and implemented critical customer requirement of complete Resistor module



Nilesh Naik

Education

B.E. (Mechanical), Government College of Engineering, Aurangabad

Past Employers

Cognizant; Capgemini

Experience: 9+ years

Banking domain experience in Product based IT solutions and Business Development for IT services, and Expertise in Delivery Management and Business Analysis in Cards and Payments area

Presales and Strategy (for UK Region)

- Worked on 10+ RFPs across end-to-end IT service offerings for banking domain
- Coordinated RFP response to help win new banking client (revenue ~\$3M per year) to provide IT services for off-the-shelf products
- Gathered intelligence and created mapping of potential client needs and company offerings for strategy formulation to secure new clients
- Created detailed report of non-linear pricing models for senior management

Delivery Management & Business Analysis (USA, UK, India)

- Led 20 member team for bank's flagship program to provide multiple concurrent promotional offers to its customers (revenue ~\$1M)
- Successfully customized and implemented a 'cards lifecycle management' product as part of portfolio migration program (~1.1M cards)
- Led multi-geography team of business analysts for 'cards processing' product platform for Europe, Middle East, & Asia clients

Highlight

- Selected in 'top 10 contributors to society' among 25000+ employees



Nitin Agarwal, PMP

Education

B.E. (Computer Science), Mumbai University; Project Management Professional, PMI, USA

Past Employers

NTT DATA, Boston (formerly Keane/Caritor)

Experience: 9.5 years

~6 years of international onsite experience in IT industry with US based Fortune 500 client with focus on Business Development, Client Management and Innovation in Retail domain

Business Development/Client Management

- Developed strong business relationship with client leading to new business of \$1M (account size \$7M)
- Introduced NTT DATA services to client's Copy and Print Business Unit
- Worked with client Business Director to formulate 5 year strategic roadmap of Copy and Print business
- Managed delivery of IT projects of \$500K to \$3M with global team of 28

Business Analysis - Retail

- In-depth knowledge of marketing systems, store systems, point of sales, copy and print, tech services, data warehousing systems in retail industry
- Instrumental in developing first ever invoicing solution for client's in-store customers

Innovation

- Conceptualized "Smart Idea Challenge" that was rolled out in 7 accounts, generating 440 process improvement ideas; 15% of ideas focused on Business Innovation
- Awarded "Most Valuable Idea" at "Eureka 2013" for retail store idea with potential revenues of \$10M



Nitin Agarwal

Education

B.E. Hons. (Electronics and Instrumentation Engineering), BITS Pilani

Past Employers

STMicroelectronics

Experience: 11+ years

Led innovative product development for Fortune 500 clients in consumer electronics space

Design and Innovation

- Led cross functional teams comprising development, marketing and manufacturing across Europe and India to develop flagship solutions for worldwide smartphone market
- Set up multiple product teams to cater to next generation set-top boxes launched by large Indian multinational
- Defined product roadmap strategy for component in >40% of all ST products
- Expanded product portfolio from single component in 2007 to six in 2010

Business Development and Customer Engagement

- Managed product awareness programs, playing lead role in increasing market share of design offerings from 30% to 65%
- Spearheaded multiple product customizations in mobile domain earning appreciation from key customer, Ericsson

Awards

- Won highest corporate award within ST from CEO in "Best Project (Innovation)" category
- Granted four US patents



Pallaw Mishra

Education

B.Tech. (Computer Science and Engineering), IIT, BHU

Past Employers

Defence Research and Development Organisation

Experience: 13+ years

Executed Projects and developed strategic systems of national importance as Project Director, R&D Project Manager, Project Leader and System Analyst

Strategy and Planning

- Directed inter organization team to develop nation's capabilities for Cyber Warfare and recommend strategies to government agencies
- Led Army Logistics Project relating to contingency planning, resource mobilization, and defence preparedness
- Led Defence Perspective Planning Project to provide roadmap to maximize potential of armed forces in light of future threat perception
- Developed Disaster Recovery Solution to ensure continuity of operations, mission critical applications, and infrastructure systems

System Analysis/Modeling and Simulation

- Designed analytical Weapon Performance Evaluation framework related to procurement and assimilation of defense systems
- Developed models and algorithms for weapon performance, situation awareness and attack prediction used by senior decision-makers



Pankaj Dhingra

Education

B.Tech. Hons. (Electronics and Communication), NIT Kurukshetra

Past Employers

Infosys

Experience: ~11 years

Seasoned professional with distinguished career in managing global IT programs involving business optimization, cost reduction and customer experience improvement for telcos across US, Canada and India

Program Management

- As Senior Project Manager, led multiple IT portfolios worth \$5M+ in revenues comprising 50+ people for global telcos
- Anchored multiple programs for Fortune 20 client resulting in \$40M+ savings and improved customer satisfaction

Business Development and Technology consulting

- Successfully led transformation program for new client resulting in \$3M revenue within 6 months
- Advised Fortune Global 100 clients on strategies and solutions for customer experience improvement and also pursuing two applications for potential patents
- Created non-linear growth avenues by developing digital convergence based platforms and pitching proactively to global players like AT&T, Bell Canada, etc.
- Played instrumental role in end-to-end management of third-party led outsourcing deals (>\$20M revenue) by identifying solution strategies, risk management levers, etc.

Key Recognition

- Selected and mentored by Infosys senior management as Hi-potential future leader under the Hi-Pot program (~40 employees amongst 18,000)



Partha Sarathi Mukhopadhyay

Education

B.Tech. (Computer Engineering), IEM, Kolkata (1st Rank)

Past Employers

IBM; TCS

Experience: 11.5 years

Rich global experience in IT Consulting, Business Development and Project and Program Management specializing in Pharma Sales and Marketing and Business Intelligence and Analytics solutions

Consulting (Pharma)

- Performed Industry analysis and crafted account strategy focusing on Sales and Marketing covering Digital Channel Transformation, Customer Engagement, Business Intelligence and Analytics (BI)
- Assessed current state maturity and defined BI transformation agenda for division of large pharma with 10% cost reduction
- Crafted Organization Change Management plan for IT portfolio outsourcing project, established Processes and Metrics measurement framework

Project and Program Management, Business Development

- As BI leader for account, managed portfolio of projects worth \$15M, spearheaded business development, created pipeline of \$2M and won \$1.5M of work
- Specialized in troubled project management through 7-Keys Project Assessment, instrumental in project turn-arounds
- Campaigned to influence senior client leaders in emerging markets to broaden the niche high value perception of IBM



Poornima Sivakumar

Education

M.S. (Bioengineering), University of Illinois, Chicago; B.Tech. (Chemical Engineering), University of Madras

Past Employers

ReaMetrix India; University of Lexington, Kentucky; Frost and Sullivan

Experience: 7 years

End-to-end Product Management experience from Ideation to launch in Medical Devices and Affordable Healthcare diagnostics

Program Management and Product Development

- Expertise in start-up environment, opening multiple client accounts, creating and delivering innovative affordable healthcare solutions to end users
- Headed reagent development for global launch of unique hardware platform partnering with Fortune 10 Life Sciences company (revenue potential ~\$2M/annum)
- Managed Government of India supported projects for developing point-of-care diagnostics for TB and HIV-AIDS (revenue potential ~\$1M/annum)
- Conceived, developed and launched IVD solutions for improved access in resource constrained settings
- Conversant in ISO:13485 regulatory framework for design of Medical Devices

Business Development

- Built strategic partnerships with leading laboratories in India for positioning niche products in Medical Diagnostics
- Interacted with senior Government officials, Business heads and leaders at global organizations (Gates and Clinton Foundations) for collaborative product design strategies
- Created company-specific framework for managing client engagement marketing and application support



Premananda Debnath

Education

B.Tech. (Mechanical), Jalpaiguri Govt. Engineering College

Past Employers

HPCL-Mittal Energy; Haldia Petrochemicals

Experience: 7.5 years

Strong cross-functional experience in Maintenance Planning and Management, Project Management, ERP and MIS implementation in Oil and Gas industry

ERP and MIS Implementation

- Part of central team responsible for implementation of SAP in \$5 billion 9 MMTA refinery
- Drove creation of Asset Master Database of ~80K pieces of Mechanical, Electrical and Instrumentation equipment in SAP Plant Maintenance Module
- Assisted to define KPIs and developed MIS dashboard for General Manager to monitor KPIs

Strategy and General Management

- Worked with GM and Chief Manager to formulate maintenance strategy for mechanical department
- Reduced equipment spares procurement by ~Rs 5 Cr through implementation of spares interchangeability
- Coordinated preparation and monitoring of ~Rs 120 Cr annual budget for maintenance department

Maintenance and Project Management

- Led crew of 25 people for maintenance of 670 KTA Naphtha Cracker Unit
- Led team of 40 people for revamp of pumping system of Cracker Unit during Rs 1200 Cr plant expansion project and completed on schedule with zero failure



Puneet Arora

Education

M.S. (VLSI & Embedded Systems), IIT Pune, Maharashtra; B.Tech. (IT & Computer Sciences), Indraprastha University, Delhi

Past Employers

Cadence Design Systems; Magma Design Automation

Experience: 7.5 years

Product Consulting, Product Engineering and Pre-sales Application Engineering experience in Semiconductor Design and Automation Industry

Pre-Sales Application Engineering

- Executed technology evaluation and benchmarking to acquire business from leading semiconductor firms e.g. Intel, Freescale, ARM and TI
- Piloted pre-sales application teams on 25+ proliferation projects at ST-Micro, France and India to garner revenues worth \$10M in 3 years
- Resolved technical issues of clients and modelled such issues into actionable R&D specifications
- Supported Business Development and Technical Account teams to develop product strategies and define new features

Product Consulting and Engineering

- Defined feature sets, R&D and validation roadmaps for chip design and optimization products
- Engaged with clients at technology road shows and key industry events to generate sales leads
- Promoted twice in 3 years to take leadership roles in new product and feature development
- Co-Invented US Patent 8271226 'Testing state retention logic in Low Power Systems' to help resolve an urgent IC manufacturing need



Rahul Kumar

Education

B.E. Hons. (Mechanical), BITS Pilani; JAIIB, Indian Institute of Banking & Finance

Past Employers

HSBC Software Development; Mahindra Satyam

Experience: 8+ years

International experience in product development, solution design and IT consulting in banking and finance domain

Product Development and Innovation

- Led cross technology projects in HSBC, involving in-house product development and global releases of CRM products
- Experience in management of regulatory projects dealing with anti money laundering and terrorism prevention
- Innovation practitioner instrumental in conceptualizing automation tools for productivity improvement
- Led Six Sigma initiatives and achieved improvements in delivery efficiency up to ~15%

IT Consulting and Solution Designing

- Led team of experts in HSBC to provide consultancy to regional support teams across four continents for product customizations and deployments
- ~2 years client site experience in UK with Thomson Reuters; managed client relationships in all phases of project lifecycle
- Solution designer for strategic billing engine migration project to create single platform for all ordering and billing applications after the merger of Thomson & Reuters



Rahul Singh

Education

B.E. (Electronics & Telecommunications),
Pt. Ravi Shankar Shukla University; PMP
(PMI, USA)

Past Employers

Fujitsu America; Fujitsu Consulting India

Experience: 11+ years

Extensive experience and international exposure (3+ years in US) in IT project management, global delivery, solution designing and onsite-offshore model developing enterprise business solutions

Change Leader

- Led \$5M, 60+ member, multi-location project to merge ERP systems of 3 Fujitsu subsidiaries
- Transferred to Fujitsu's US head office to oversee enterprise solutions development and implementation
- Led team of 8 consultants to upgrade 6000+ user Oracle ERP system, improving performance by 40%
- Selected as one of the 15 managers to enter program for grooming leadership talent
- Managed multi-million dollar ERP upgrade and customization projects for Fujitsu's key clients like Tektronix, WWT

Transformation Initiatives

- Analyzed cost saving opportunities for field services and designed and implemented solutions, including automation of service call assignments which saved \$300K
- Developed IT roadmaps for multiple applications, including mobile applications for ERP systems
- Identified and addressed significant improvement areas in project monitoring and review systems, reducing project delivery time by 20%



Rahulkumar Shinde

Education

B.E. (Mechanical), Distinction, Pune University

Past Employers

Robert Bosch (RBEI); Delphi Automotive Systems; KPIT Cummins Infosystems; Kinetic Engg

Experience: 13.5 years

Global experience (~2 years in Germany) in Project Management, R&D, Embedded Software and Product development for automotive domain

Project Management and Business Development

- Managed team across multiple locations that developed software for cutting edge technologies in engine and battery management
- Leveraged German language skills, cultural experience and excellent client relations to generate new business worth Rs 2.5 Cr per annum
- Performed benchmarking for low-end segment of Engine Management System in Indian market to create new business opportunities
- Analysed impact of automotive legislation and regulation on engine control software and engine management system components

Embedded Software and Product Development

- Developed innovative control algorithms for engine powertrain
- Led calibration development for two wheeler small engines for the first time in India
- Analysed cost, comparative performance and feasibility of using engine components manufactured in China



Rajaram Mysore

Education

B.E. (Electronics and Communication),
BMS College of Engineering, Bangalore University; M.S. (Software systems), BITS Pilani

Past Employers

Virtual Logic Systems; Robert Bosch (RBEI)

Experience: 11 years

Product development experience in automotive embedded systems (3+ years in Germany and Austria) and 3D virtual reality domain. Proficient in German

Product Management

- Primary incharge of product development of innovative 3D virtual reality training simulators (driver training, combat training, welder training)
- Optimized design of 3D simulators for target Indian market (>50% price reduction for welding simulator)
- Responsible for complete product development life cycle – response to tenders, government and client relations, and deployment

Project Management

- Planned, controlled and executed transfer of software projects worth more than €5M from Germany to India, co-ordinating teams across 4 sites
- Developed and piloted solutions for enhanced co-ordination between geographically distributed software development teams in Bosch, reporting to steering committee of Bosch global VPs
- Performed vehicle testing of common rail injection software and adaptive cruise control software in Germany for VW and Audi



Rakshith UJ

Education

B.E. (Information Science),
Sri Jayachamarajendra College of Engineering, Mysore

Past Employers

NTT Data; 3i Infotech

Experience: 7 years

Diverse experience in Software Product development, Pre-sales and Delivery management across Capital Markets, Healthcare and Hospitality sectors

Product Management and Strategy

- Introduced new version of MFund, capital markets suite of products, resulting in increase in base price by 25% to \$350K
- Spearheaded multiple Pre-sales activities for MFund and helped close deals worth \$1M in EMEA region
- Worked closely with Exec VP, Practice Head and other senior management to strategize new product roadmap

Delivery Management

- Led design and implementation of online payment system for Best Western, world's largest hotel chain, handling transactions of \$1M per day across 2000 hotels
- Managed migration of hospital management system for 30 US hospitals operated by Fortune 20 client

Business Development – Family Business

- Expanded electrical equipment business by introducing new products and establishing imports division
- Helped set up sub-contracting division to handle turnkey projects for customers like Bhabha Atomic Research Centre, Nestle and ABB
- These initiatives now yield 55% of firm's annual revenues of \$2M



Ravikanth Rachaputi

Education

M.S. (Electronics and Computer Engineering), Southern Illinois University, USA

Past Employers

Intel; SanDisk (5.5 years) and Entrepreneurial venture

Experience: 8.5 years

Diverse international experience in high-tech / semiconductor product development and integration (2 years onsite in US) as well as successful ongoing Entrepreneurial venture

Product Development and Integration

- Led team that implemented High Speed Interface, first time in history of SanDisk, delivered fastest memory card (SanDisk Extreme Pro series) and helped boost product revenue by 18% in '09
- Played crucial role in generating \$100M revenue to Intel by fixing critical bug of chipset (used with Intel Core i series processor) thus enabling OEMs to launch more than 1M laptops error-free on schedule
- Extensive experience in leading cross cultural teams across geographies (U.S, India, Malaysia, and Israel)

Strategy and Business Development (Entrepreneurial Venture)

- Co-founded animal feed manufacturing company that pioneered production of nutritionally balanced poultry, cattle and aqua feed using solid waste recycling
- Responsible for Operations, Strategy, B2B marketing and Negotiation with key stakeholders
- Bagged deal worth Rs 200M over 5 years and achieved 400% sales growth in one quarter



Ruchi Verma

Education

M.S. (Consultancy Management), BITS Pilani; B.E. (Electrical Engineering), Rajiv Gandhi Proudhyogiki Vishwavidyalaya, Bhopal

Past Employers

Infosys

Experience: 9 years

Rich experience in Business Research and Domain and Process Consulting in Financial Services and Insurance Domain

Business Research

- Provided market intelligence through primary and secondary research for new business opportunities and feasibility studies
- Supported sales teams through dedicated research and analysis; participated in sales pitches, and pipeline generation activities

Domain and Process Consulting

- Led Business Process Re-Modelling team for new product introduction for Fortune 500 Brokerage client
- Managed key stakeholder interaction for financial dashboard projects involving CFOs and CXOs of large private banking firm

Training and Thought Leadership

- Led conceptualization and implementation of consulting and domain training program for 30,000 employees which contributed to increase in Customer Satisfaction Index to 7/7
- Published numerous thought papers including "Online Bill Payment Challenges in Africa" - Standard Bank Guide; "Using Analytics for Insurance Fraud Detection" - FinSight Infosys Journal



Sampath Venkataswamy

Education

M.S. (Mechanical), Univ. of Cincinnati, Ohio, USA; B.E. (Mechanical), Osmania University, Hyderabad

Past Employers

GE Transportation; Caterpillar

Experience: 7+ years

Strong international experience (4 years onsite) in product development, process development, systems engineering and management of off-highway equipment

Product Innovation and Management

- Designed, developed and optimized structural components for heavy construction equipment and locomotives in mining, transportation and clean energy sectors in US, Europe and Asian markets
- Identified strategic niche for mid-size excavators in global market and supported product development through hybrid design of 3 different models
- Optimized locomotive fuel tanks in North American market through rigorous six-sigma design methodologies resulting in savings of \$2.4M annually
- Developed mechanism for automated removal of counterweight on hydraulic excavator (Japan patent) which increased customer ease of operation and satisfaction
- Instrumental in increasing efficiency of fuel cell by ~11% by developing new pressure distribution layer (US patent) leading to more compact design and packaging

Operations and Plant Support

- Identified and implemented solutions to resolve production issues in Chinese excavator plant and enabled restart of assembly line process
- Instrumental in building of new chassis prototype for construction machinery through innovative product and process design that helped reduce total number of components by ~70%



Sandeep Bharihoke

Education

B.E. (Electronics & Comm.), ITM, Gurgaon; PMP (PMI USA)

Past Employers

Dell

Experience: 9 years

4 years international experience (onsite) in Delivery Management, Client Engagement and Domain consulting for Banking and Financial Services Industry

Client Engagement and Delivery Management

- Led 18 member team to deliver 3 core banking projects simultaneously in short span of time
- Managed implementation of large compliance program from client side by ensuring on-time and quality delivery from offshore
- Sole Contact for all new personal lending project requests for major banking client

Domain Consulting

- Evaluated vendor products needed for new channel and payments system being implemented in top retail bank
- Successfully directed team of analysts, designers and testers to get Billing/Pricing product integrated into complex environment

Innovation and Knowledge Management

- Created tool to help managers automate project tracking which was awarded best innovation in an intra-company contest
- As Knowledge champion, initiated and led knowledge portal project that created intranet website for all technical and functional information required by offshore team



Sandeepan Sarkar

Education

B.E. Hons. (Information Technology),
Government Engineering College, Jabalpur;
CFA Level 1

Past Employers

Infosys

Experience: 8.5 years

Rich international experience (4 years onsite) in IT project management, client engagement and consulting in India, Australia, Canada, and Singapore for global Banking and Telecom clients

Project Management / Customer Relationship Management

- Developed and implemented strategy to increase revenue from \$400K to \$1.4M in 2 years in channel compensation space of leading Canadian telecom client while managing relationships with 2 cultural groups - English in Ontario and French in Quebec
- Developed partnership relationships with dealer segment of Canadian telecom provider that increased deal win-loss ratio by 20%
- Led team of 22 with 4 stakeholders to implement critical modules of Finacle e-Banking solution for Fortune 500 Australian bank

Subject Matter Expert / Consulting

- Deep functional expertise in Asset Management and Retail e-Banking verticals
- Re-engineered sales compensation systems in line with business strategy for multi-channel telecom client giving combined savings of \$60M per year
- Migrated set of legacy applications to BI platforms across 3 international locations for Fortune 200 wealth management bank



Sarita Naik

Education

B.E. (Information Technology), Mumbai University

Past Employers

Co-founder of Startup - P2S Information Systems; Tata Consultancy Services

Experience: 8+ years

Hands-on entrepreneurial experience in developing marketing strategies, leading teams, business development and executing projects in education technology space

Leadership and Strategy

- My startup delivered consulting and ICT solutions for complete student life-cycle management for educational institutes like colleges, schools and coaching institutes with student strength up to 60K
- Tailored service offering to specific customer needs and won the confidence of key decision makers in spite of tough competition from large players
- Gained integrated perspective of overall business management and challenges of a growing company

Project Management and Business Development

- Implemented online marketing strategy for a premier university that increased student applications by 40%
- Developed proprietary online learning system for a client for students in India, UAE and Australia. It hosted 300 hrs of video and text content accessible anytime, anywhere
- Created standardised processes for building sales capability beyond the founders



Satish Jha

Education

B.E. (Mechanical), Sardar Patel University;
PMP; CSM; ITIL V3

Past Employers

Tata Consultancy Services

Experience: 8.5 years

Rich international experience (~5 years onsite) in program management, business analytics and IT consulting for Global Fortune 50 consumer product and manufacturing clients

Program Management and Agile Project Management

- Managed 22 member global delivery team for Business Intelligence, workforce and quality initiatives for consumer products client, responsible for \$1.8M in revenue
- Led 24*7 ITIL based support operation, client engagement and IT support transformation projects for Fortune 50 Customer
- Leveraged agile methodologies as a scrum master in new product development

Business Analytics and IT Consulting

- Led quality business process transformation on cloud-based TrackWise platform, creating enterprise wide workflows including audit, alert and CAPA
- Spearheaded development of manufacturing intelligence based on MicroStrategy platform for household business of FMCG Giant
- Integrated manufacturing data, HSE data and training data to generate innovative visualizations, creating location based scorecard and benchmarking system



Saurabh Chandra

Education

B.E. Hons. (Mechanical), Malviya National Institute of Technology, Jaipur

Past Employers

Misys; Infosys

Experience: 13+ years

Extensive International experience in Software Product Development and Architecture/Technology Consulting with focus on Banking and Capital Markets domain

Software Product Engineering - Misys

- Led team of 50+ engineers to develop Misys flagship banking platform, BankFusion, a Java based fully process driven offering
- Platform used to create new core banking solution as well as renovate legacy solutions, helping Banking business regain growth trajectory
- Adept in use of Agile methodology and test driven development using Unit testing frameworks and Selenium
- Defined key product architecture like adoption of Open Standards, offline capabilities, security, customization and extensibility
- Recipient of Misys STAR Award 2013

Software Architecture Consulting - Infosys (USA, Japan)

- Provided Architectural inputs for Infosys SocialEdge platform, a Software-as-a-Service offering
- Consulted for Fortune 100 banks in both Middle and Back office applications, with focus on performance/scalability
- Consulted for Fortune 100 Wall street major in Grid computing and in-memory Data Grids



Shanmougaraj Ramalingham

Education

B.E. (Computer Science), College of Engineering, Guindy, Anna University, Chennai

Past Employers

Cognizant Technology Solutions

Experience: 10.5 years

Rich Global IT experience (8.5 years onsite) in Account Management, Business Development, Client Engagement and Program Management for Insurance customers in North America

Account Management and Business Development

- P&L ownership of 2 customer accounts with peak revenue of \$10.6M
- Consistently exceeded P&L targets and grew the accounts by 60% in 2 years
- Managed global service delivery team with peak size of 160+ associates (60 onsite, 100+ offshore) distributed across 5 locations in US and India

Client Engagement

- Achieved all-time high Customer Satisfaction score of 4.92/5 (2nd in SBU and 20% over SBU average)
- Transformed customer relationship maturity index from "Preferred Vendor" to "Strategic Partner" in <2 years and achieved 100% Net Promoter Score
- Managed CTO, VP, Director level relationships; presented quarterly engagement reviews to client CIO

Program Management

- Managed large transformational initiatives worth \$12M for California-based Insurance carrier



Sharath Kadidal

Education

B.E. (Computer Science), JSS Academy of Technical Education, Bangalore

Past Employers

GE Healthcare

Experience: 7.5 years

Broad product development and management experience in high quality, low cost medical products, from concept to delivery, for global markets

Program Management

- As Lead System Designer, supervised team of 15 electrical, mechanical, software and V&V engineers to develop global mid-tier ECG machine with projected revenue of ~\$20M /year
- Worked seamlessly with cross functional teams like Marketing, Manufacturing, Safety, Risk Management, QA & RA to ensure product delivery
- As expert in working in highly regulated domain, successfully completed multiple internal and external audits like FDA (USA) and GMED (Europe)

Customer Focus

- Part of task force headed by CEO of GE Healthcare India to optimize process overheads, increase speed to market and develop cost saving strategies for emerging markets
- Conducted multiple onsite customer studies for ECG products across hospitals and clinics in India, China, Germany, UK and USA
- Worked with marketing team to enhance user interfaces, simplify product configurations, develop sales and service training materials and support product launches



Shashidhar Bellur

Education

B.E. (Electrical & Electronics), 1st Class with Distinction, RVCE, Bangalore University

Past Employers

Wipro Technologies; First Million Tech; Oracle; TCS

Experience: 13+ years

IT Professional with Consulting, Product Development and Start-up experience including building version 1.0 products for Enterprise and Retail domains

IT Consulting and Product Engineering

- Managed team of eight product development engineers across multiple releases of Oracle PeopleSoft
- Worked with Vice President of PeopleSoft Financials to develop new technology framework for which we have a patent
- Managed team of 12 consultants across India, UK and US for global rollout of PeopleSoft Financials for Bausch and Lomb
- Worked closely with Microsoft and IBM to evaluate suitability of their enterprise solutions for Wipro's Transformation needs

Entrepreneurship

- Co-founder and Product Manager for *taxshila.in* which grew to 50,000 filings in 4 years with 75% client retention
- Interacted with HR and Finance Heads of top IT companies and succeeded in being chosen as preferred service provider of online return filing to their employees
- Collaborated with CEOs of reseller organizations to develop the process flow and identify cross-sell opportunities



Sriiroopa B V V

Education

B.E. (Electronics and Communication), Visveswaraiah Technological University; Siebel certified by Siebel Systems Inc.

Past Employers

Accenture; Hewlett Packard Global India

Experience: 7.5 years

Extensive experience in IT technology and delivery and client relationship management in CRM and e-commerce products and services across banking, telecom and oil and gas domains

End to End innovation - IT

- Spearheaded design and roll out of Data center consolidation to decommission mission critical servers across 186 centres in ~7 countries into 3 centres (revenue savings of my contribution ~\$3M)
- Planned and implemented entire road map for new e-commerce product for German product development company now being used globally (~\$3 M)
- Designed automated alerts on production banking applications to optimize server performance with cost saving for HP of ~\$1M

Delivery and Client relationship management

- Instrumental in winning and seamlessly transitioning project for US Oil and Gas major -- implemented major releases, designed end to end data flow modules (based on TriplePoint, SolArc); customer is now "Gold Client" for Accenture
- Led 24 member offshore team in delivery and customer relationship management for huge portfolio of multinational clients with CSAT score of 3.8/4; received award for best team management for two consecutive quarters



Srinivas Maddi

Education

B.Tech. (Chemical Engg), NIT Warangal;
IPMA Project Management Associate

Past Employers

Oil and Natural Gas Corporation

Experience: 10 years

Experienced energy management professional with project management and operations management experience in Fortune 500 upstream Oil and Gas company

Operations Management

- Skilled in production planning and quality control of oil producing installations and implementing Enhanced Oil Recovery methods
- Executed expansion projects and new pipe line projects in oil and gas installations
- Experienced in handling statutory compliance requirements like OISD and QHSE
- Expertise in Energy Management, worked on cost-benefit analysis and feasibility studies in energy sector

Leadership

- Successfully led cross functional teams for executing well stimulation jobs often under demanding conditions; skilled in conflict resolution at work place
- President of an NGO in field of rural development, child care and education; and successfully raised CSR funding from companies like SALPG Ltd



Sushmit Biswas

Education

B.Tech. (Electronics and Communications),
Jaypee Institute of Information Technology

Past Employers

Bharti SoftBank; Nokia; Samsung

Experience: 7.5 years

Global experience in Product Engineering, Product management and client engagement in Telecom domain

Product Management

- Member of focus group for Emerging Markets, led by Nokia top leadership, that scripted technology roadmap for low-cost feature phones
- Expanded product portfolio to China, Indonesia, Nigeria and UAE, which brought \$10M in revenues annually
- Created and deployed mobile-based healthcare solutions for these countries in concert with UNDP and Cherie Blair Foundation
- Devised market-entry strategy, executed contracts and managed relationship with key OEM and channel partners, and led cobranding efforts
- Member of core team that negotiated additional \$7M investment from partner, SoftBank Japan

Product Development

- Managed high impact R&D teams across South Korea, China, UK, and Canada
- Led engineering teams in North America R&D division for tier-1 and tier-2 operators using agile methodologies
- Technology consulting to market Nokia platforms to partners e.g. EA Sports, Rovio, Zynga etc.



Tamanna Gupta

Education

B. Com. (Accounting & Finance Major),
Mumbai University; Post Graduate Diploma
in Event Management, National Institute of
Event Management

Past Employers

Percept Sports & Entertainment; Times
Infotainment Media; Protons Events

Experience: 10 years

Vast experience in Marketing Communications across 20+ industries with core competence in strategy for brand communications and Intellectual Property creation

Strategic Planning and Business Development

- Headed SBU responsible for business development for all units i.e. corporate events, sports marketing, celebrity management, special projects and arts
- Strategized and created 500+ sales campaigns, product launches, brand promotion activities for Blue Star, HSBC, Kotak etc.
- Won 60+ new clients in last 8 years; exceeded annual target by ~125%
- Skilled in ideation, content creation, operations and cost management to ensure 60+% client retention and average 25% profit margin on every project

Client Servicing and Project Management

- Won and headed high profile events including VW launches, JSW Investors' Meet, ICRA Fund Award, etc. with annual P&L of over Rs 100M
- Worked on televised and on-ground proprietary events such as Sunburn, International Film Festival of India, etc.
- Part of core team for large scale events e.g. Filmfare Awards and Femina Ms India dealing with sponsor relations, AV creation and media communications



Varun Kumar

Education

B.Tech. (Mechanical), JSSATE NOIDA, UP
Technical University

Past Employers

Infosys

Experience: 7.5 years

Channel banking professional with client facing experience in project management, product implementation and product enhancement deliveries

Business Requirement Analysis and Delivery Management

- Customized functionalities, implemented and deployed Finacle e-banking for multiple banks in consumer and corporate segments, covering entire product portfolio across various versions
- Enhanced transparency by pro-active client communication and coordination among internal teams, leading to high customer confidence

Product Implementation

- Coordinated platform migration for top Indian private retail bank that increased user concurrency by ~20% and reduced down time for bank's site
- Acted as single point of contact for implementation and seamless integration of deliverables at client location for more than one year

Product Enhancement and Support

- Analyzed proposal requirements, developed customized solutions and supported pre-sales team to help win \$5M deal from international specialist banking group



Vijaydeep Nadkarni

Education

B.S. (Electrical Engineering), University of Texas at Austin, USA

Past Employers

Kaati Zone; Ittiam Systems

Experience: 7.5 years

Managed multiple aspects of an entrepreneurial venture in the quick service restaurant space, including business development, marketing and operations

Entrepreneur, Co-owner Kaati Zone (4.5 years)

- Grew restaurant brand from 9 stores in one city to 27 stores across seven cities
- Conceptualised Kaati Zone franchise program; defined commercial, operational and legal aspects of franchising the brand
- Set up franchise network of 18 stores, defined profile of franchisees, selected store locations resulting in revenue increase of 70%
- Met monthly with VC investor, Accel Partners; involved in planning for second round of funding
- Defined long term technology needs and obtained and customised new scalable technology platform for entire network of stores
- Personally own and operate 2 franchised stores of the Kaati Zone brand

Engineer, Ittiam Systems (3 years)

- Designed and developed Video-on-Demand In-Flight Entertainment products of large American and Japanese multinational corporations



Vishal Y Waikar

Education

B. E. (Mechanical), Amravati University

Past Employers

Mahindra & Mahindra (7.5 years); Toyota Kirloskar Motor (7 years)

Experience: 14.5 years

Expertise in Client Management, Network Expansion and After Sales Business in Automobile Industry

Client Management

- As Senior Regional Customer Care Manager, led team of 16 Customer Care Managers and 1500 dealer personnel to raise profile of Mahindra Brand in state of MP and Chhattisgarh
- Worked with Directors / CEOs of dealerships with turnover up to Rs 1000 Cr to provide advice and support on customer care and business improvement
- Administered process kaizens and improved JD Power CSI score of dealership from 39th rank to 4th rank all India

Operations and Business Development

- Improved market penetration by establishing 38 new Toyota dealerships across India in 18 months
- Created new dealership design to provide highest operational efficiency and improve Sales and Service experience
- Skilled in dealing with High Net worth individuals to establish Toyota processes and improve operations
- Developed and implemented strategies to improve dealership Spare Parts, Lubricant, Tyre, Battery Sale



Vishnu Rajendra Prasad

Education

B. Tech. (Computer Science), SCT College of Engineering, TVM

Past Employers

Infosys

Experience: 8.5 years

Client Management and Consulting experience including 3+ years of international experience in E-commerce and Brokerage operations across Fortune 50 clients in Retail and Banking Industries

Project/Client Management

- Led 30 Member \$4M niche e-commerce tech team for Fortune 60 retailer with \$1.4M savings (2012)/customer feedback of 7/7
- Led 20 member trade-processing app team for top US bank; added new trade flows/enrichments resulting in Client Recognition Card
- Co-ordinated complex releases with multiple application teams/vendors for Fortune 25 US Bank during 3 year stint in New York

IT Consulting - E-commerce

- Extensive experience in B2C websites based on IBM WCS; exposure to cart/checkout/Order Processing areas; knowledge of the e-comm ecosystem
- Problem management/development/thanksgiving support experience for \$500M revenue US e-commerce site
- Optimized UK grocery's B2C site performance leading to better site adoption

IT Consulting - Brokerage Operations

- Extensive experience in trade enriching/validation/routing systems for securities
- Addition (executions/allocations) and summarizations (executions only) of Equity trades and addition of blotters/trailers/notes to trades

Faculty

CORPORATE STRATEGY & POLICY

Chirantan Chatterjee
Ph.D. (Carnegie Mellon)
IIMB Young Faculty Research Chair

Deepak Kumar Sinha
Ph.D. (MIT)

Ganesh N Prabhu
Fellow (IIM Ahmedabad)

P D Jose
Fellow (IIM Ahmedabad)

Murli Patibandla
Ph.D. (JNU)

Pranav Garg
Ph.D. (Michigan)
Class of '86 Faculty Fellow

S Raghunath
Ph.D. (Gujarat)
Dean, Administration

J Ramachandran (AICWA)
Fellow (IIM Ahmedabad)
BOC Chair Professor of Business Policy

Rejie George Pallathitta
Ph.D. (Tilburg)

Rishikesh T Krishnan
Fellow (IIM Ahmedabad)
Chairperson, Corporate Strategy & Policy

R Srinivasan
Fellow (IIM Ahmedabad)

Sai Yayavaram
Ph.D. (UT, Austin)

ECONOMICS & SOCIAL SCIENCES

Anubha Dhasmana
Ph.D. (Johns Hopkins)

Charan Singh
Ph.D. (New South Wales)
RBI Chair Professor

Chetan Subramanian
Ph.D., (Southern California)
Chairperson, Office of International Affairs

A Damodaran
Ph.D. (Kerala)
IPR Chair Professor on IP Management (MHRD)

Gopal Naik
Ph.D. (Urbana-Champaign)
Chairperson, Centre of Excellence for Urban Development

Kausik Chaudhuri
Ph.D. (New York)

Manaswini Bhalla
Ph.D. (Pennsylvania State)

Rajeev Gowda MV
Ph.D. (Pennsylvania)

Ramnath Narayanswamy
Ph.D. (EHES, Paris)

Rupa Chanda
Ph.D. (Columbia)

Soumyanetra Munshi
Ph.D. (Rutgers)

Subhashish Gupta
Ph.D. (Iowa)
Chairperson, Economics & Social Sciences Area

Vandana Singhvi Patel
Ph.D. (NYU)

Vivek Moorthy
Ph.D. (UCLA)

FINANCE & CONTROL

Anindya Sen
Ph.D. (Chicago)

Ashok Thampy
Ph.D. (Purdue)

Jayadev M
Ph.D. (Osmania)
Chairperson, Admissions and Financial Aid

Jayant R Kale
Ph.D. (University of Texas at Austin)
Professor with Joint Appointment

Narasimhan M S
Ph.D. (Madras)

Narayan PC
PGDM, (XLRI)

R Narayanaswamy
Ph.D. (New South Wales)

Padmini Srinivasan
Ph.D. (NLSIU)

V Ravi Anshuman
Ph.D. (Utah)
Chairperson, Finance and Control
Chairperson, Centre for Financial Markets & Risk Management
Canara Bank Chair Professor in Banking and Finance

Sabarinathan G
Ph.D. (NLSIU)
Chairperson, N S Raghavan Centre for Entrepreneurial Learning

Sankarshan Basu
Ph.D. (LSE)
Chairperson, Career Development Services

Shashidhar Murthy
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