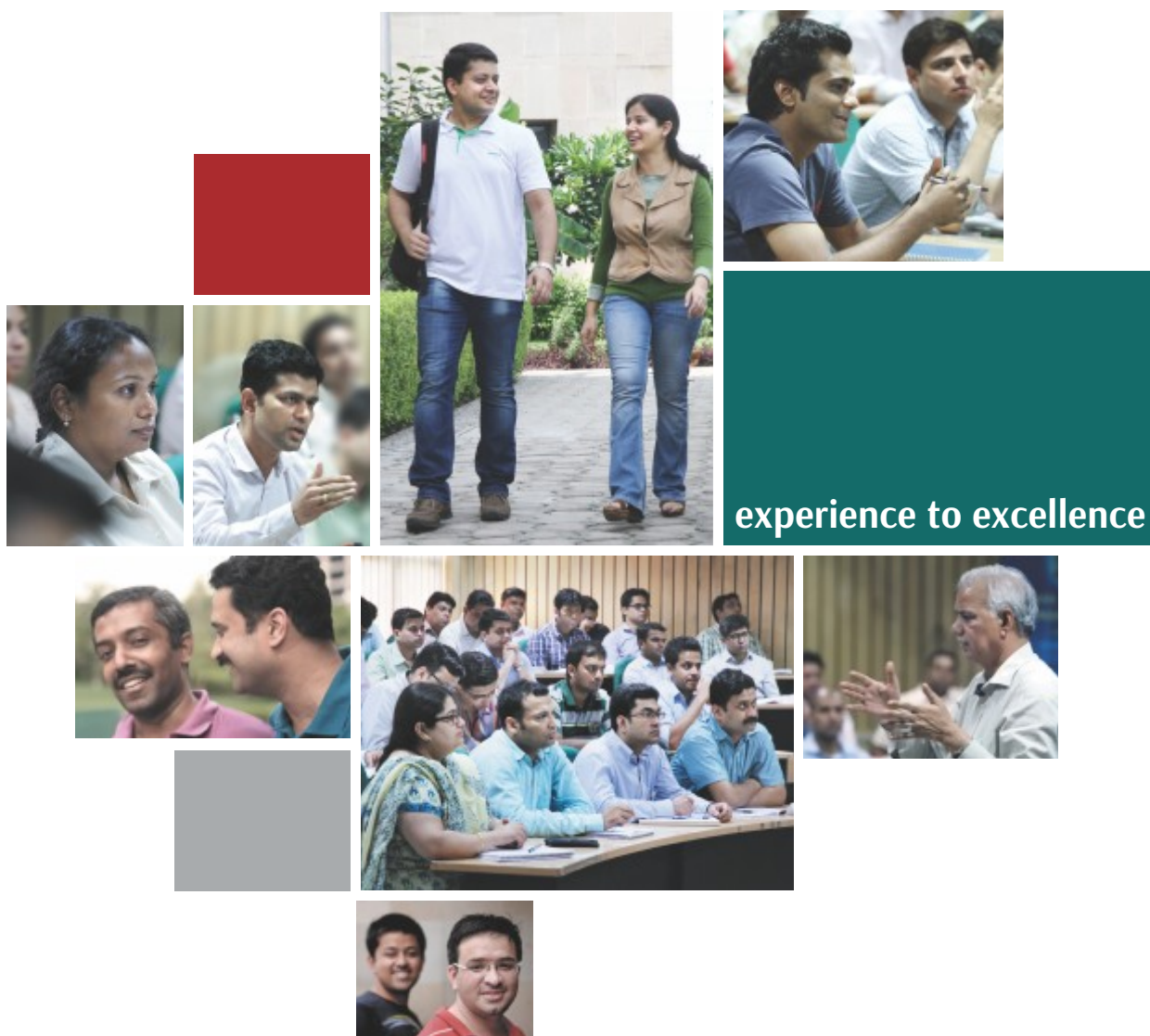




IIM LUCKNOW



IPMX

International Programme in Management for Executives

Class of 2014

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- **Prof. Pankaj Kumar**
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IIM Lucknow

Contents

Welcome to IPMX Placement 2013-14 4

Director’s Message 5

Placement Chair’s Message 6

IPMX - Chairperson’s Message 7

Academic Programmes 8

Why Recruit from IPMX 9

IPMX Curriculum 12

IPMX Pedagogy 14

International Module 15

Leadership Talk Series 16

Events 17

Faculty 18

Placement Process 21

Life at Campus 22

Batch Profile 24

Industry Partners 61



IPMX
experience to excellence

Welcome to IPMX Placements 2013-14

In today's turbulent economic climate and fiercely competitive global marketplace, there is growing need for incisive and focused leadership that can recognize the industry potential and lead businesses onto an innovative & sustainable growth path. IIM Lucknow takes pride in its 29-year legacy of churning out dynamic and agile leaders, who have steered their organisations through challenging times.

International Programme in Management for Executives (IPMX) – the flagship programme of IIM-Lucknow's Noida campus – is an endeavor to uphold this legacy. The one-year full-time residential programme has been crafted for experienced professionals, who come from diverse professions and hold impeccable academic and career records. The focus is on providing collaborative learning through a mix of highly engaging case studies, classroom discussions, interactive dialogue and industry interaction.

The course gives mid-career professionals a coveted chance to re-enter the academic fold, to reinvent their existing skills and groom themselves for middle and senior level management roles. Businesses, on the other hand, get the opportunity to make the most of the talent and skills of this distinctive set of professionals, enabling them to maintain an edge over competition.

IIM Lucknow takes pride in introducing the 69 students of IPMX-Class of 2014. Coming from varied industry backgrounds, equipped with cutting-edge management tools and techniques, these highly motivated, self-driven professionals are poised to take future leadership roles with a vision to build and transform businesses.



Message From The Director

In today's unprecedentedly complex times, need for exceptional business leaders and resilient management teams is discernible. Businesses increasingly seek professionals with highest quality education, business acumen and ability to think on their feet.

IIM Lucknow with its 29 years of dedicated efforts at leading business education and research, has been creating knowledge, influencing management practices and promoting immersive experiences. Over the years, we have produced managers, leaders and entrepreneurs adept at managing change and leading organisations in a responsible manner. They have been groomed by academic rigour offered by the programme to maximise their mix of intelligence and diligence.

IIM Lucknow, in its continued effort to improve management education, opened its NOIDA campus 6 years ago; its flagship programme – International Programme in Management for Executives (IPMX) is designed for experienced professionals coming from diverse industry backgrounds.

IPMX has enjoyed industry's wholehearted acceptance and appreciation for its contribution in grooming business executives and nation's future leaders.

It is a proud moment for me to present our current batch of IPMX that is energised and armed with rich industry experience, best in class management education and a fresh perspective to address ever changing business needs.

I welcome you to participate in the placement process.

Dr. Devi Singh
Director, IIM Lucknow



Message From The Placement Chairperson - IPMX

Dear Recruiter,

Organisations around the world look for talent - experienced and skilled - to strategically maneuver businesses through challenging times and help them retain their momentum of growth.

International Programme in Management for Executives (IPMX)-the flagship programme from IIM Lucknow, has established a strong foothold in focused management education ecosystem and follows a constructive pedagogy, that churns out responsible future business leaders. IPMX builds a strong foundation in core management studies and prepares the students to take up challenging roles in global business environment.

It gives me immense pleasure to introduce the 69 executives, who constitute the present batch of IPMX (2013-14). These participants are selected through a rigorous admission process that evaluates each individual on a comprehensive set of parameters, including leadership qualities, stellar professional record and academic excellence.

With an average work experience of 9.5 years, they have rich exposure to multifarious sectors and industries such as Telecommunication, Banking & Finance, Manufacturing, Automotive and Information Technology. Prior industry experience has helped them blend easily with a composite curriculum designed for young managers.

I have been closely following their academic progress and I strongly believe that each one will bring unique energy, optimism, passion and tireless dedication to your organisation. They are the best in the business and have my highest endorsement.

Hereby, I invite your esteemed organisation to visit IIM Lucknow, Noida campus, to recruit our brightest minds.
Looking forward to a long-term mutually enriching association with your revered organisation!

Prof. Rajeev Kumra
Placement Chairperson - IPMX



Message From The Chairperson - IPMX

At a time when the business world is witnessing a dynamic revolution with concepts being redefined, strategies reworked and rules rewritten, the stage is set for managers with a sound footing in evolving complexities, to take charge.

IIM Lucknow's flagship programme - International Programme in Management for Executives (IPMX) meets this goal. IPMX arms the students with tools and insights that make them fit for any challenging roles.

The pedagogy followed is a perfect synthesis of theory, real-world application and hands-on experiences through industry interaction and peer learning. It helps students decode management problems and find solutions for today's global issues. We offer an overseas module to students, in partnership with a foreign university, making IPMX a truly international learning process.

It is also our endeavour to sensitize students in ethical practices in business, especially when social and environmental costs are adding to corporate balance sheets.

We are proud to have students from diverse backgrounds with rich experience in their respective areas of expertise. I am very confident that the current batch of 2014 will not only meet the business needs at middle and senior-level managerial positions, but will also be recognised as business leaders with strong ethical focus, ready to take their organisations to the next level of success.

Prof. Neerja Pande
Chairperson - IPMX



Academic Programmes

International Programme in Management for Executives (IPMX)

IIM Lucknow, realising the emerging needs of the industry and the changing requirements of management education, started its flagship management programme for candidates with substantial work experience. This one-year full time residential programme is designed to prepare middle and senior management professionals for leadership roles. The curriculum focuses on imparting a holistic understanding of global business environment and challenges thereof. This post graduate programme provides opportunities for professional growth and personal development through inquiry and insight in an interactive learning environment. The programme is largely delivered at the Noida campus of IIM Lucknow along with short stints at Lucknow campus and one business school abroad, and leverages its location to help extend the learning process via continuous industry interactions. The case based pedagogy is coupled with theoretical insights, seminars, simulated projects and constant engagement with the industry. The participants of the IPMX course are selected through a rigorous admission process which include evaluation of leadership potential, career graph, analytical ability, quality of work experience and scores on the internationally recognised GMAT examination.

Post Graduate Programme in Management (PGP)

The PGP programme at IIM Lucknow has been a breeding ground for latent managerial talent and “big ideas of the future.” The PGP is designed to develop professional managers with strong conceptual fundamentals and skills required to manage businesses of the future. Widely recognised as a course high on academic rigour and industrial interaction, this two-year course has carved a niche for itself in its endeavour to inculcate the values of learning and continually striving for excellence.

Post Graduate Programme in Agribusiness Management (PGP-ABM)

Agriculture supports nearly three-fourth of India's total population and contributes nearly 17 per cent of the gross domestic product. Established in 1998, the Agribusiness Management Programme aims at developing business leaders and entrepreneurs with a vision, competence and outlook for promoting agribusiness and agro-based enterprises.

Why recruit from IPMX?

Diverse Industry Background

IPMX class of 2014 is a blend of experience from diverse industries and functional backgrounds. Such diversity allows for an unsurpassable peer to peer learning contributing to a greater wealth of collective knowledge.

Quality Minds at Work

The IPMX class of 2014 with an excellent average GMAT score exhibits a compelling composite of prolific industry experience and sound academic foundation. With an average of 9.5 years of professional experience spanning across a variety of industries, geographies and functions, each participant contributes to the cumulative pool of intellect.

Holistic Management Learning

43 subjects, 800+ hours of learning in a single year; IPMX requires the highest level of participation from each individual. Such an exacting curriculum instils in the students a thorough appreciation of business environment as well as equips the participants with skills necessary to assume various management and leadership roles to lead business in these challenging times.

Global Exposure

The current IPMX batch has an average international experience of 26 months. To augment the global exposure, the batch undergoes an International module. This year the International Immersion was on “Managing in European Business Environment: Complexities & Prospects” at ESCP Europe, with sessions conducted at two separate locations – ESCP, Berlin (Germany) and ESCP, Paris (France).



“In today's rapidly evolving world of business, we at IIM Lucknow believe that business challenges are multi-faceted and not limited to one domain. At our Noida campus, we have put a concerted effort to develop a truly integrated one year global management programme which strengthens learning in every aspect of business management with a strong focus on sustainability. At IPMX, our pedagogy goes beyond academic rigour to closely engaging with the industry experts, thereby, further accelerating business understanding at functional and strategic levels.”

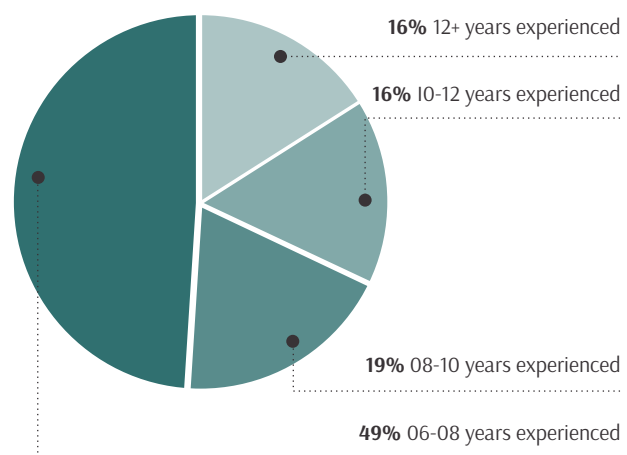
Dr. Manoj Anand, Dean, IIM Lucknow - Noida Campus



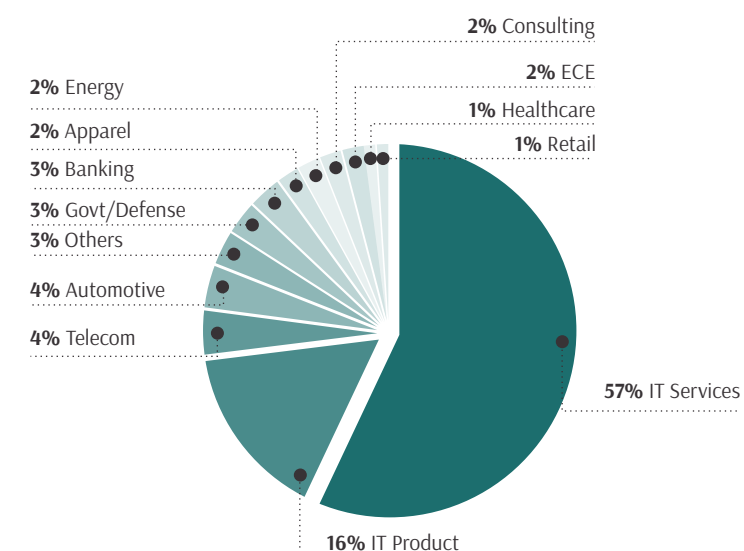
Total Batch Size **69**



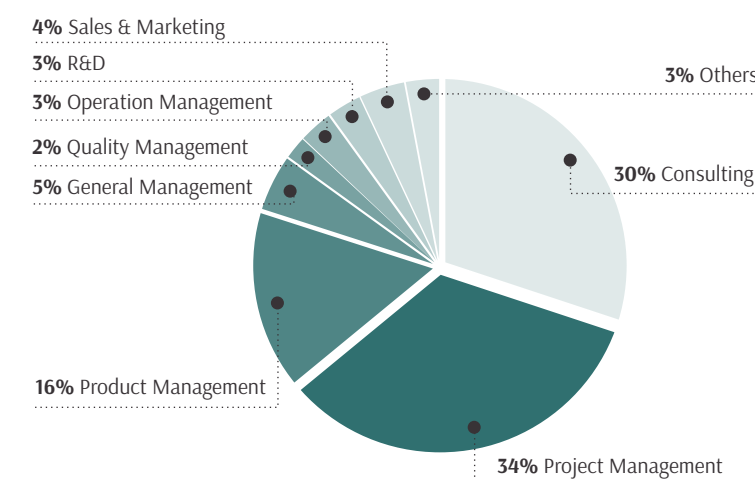
Work Experience



Industry Mix



Functional Exposure



International Work Experience



56 students with International Work Experience

26 months of average International Work Experience

IPMX Curriculum

IPMX has an exacting academic schedule of four terms with each term involving a number of short projects on relevant business issues. The programme provides a firm grounding in concepts of general management and offers students' opportunities to specialise in their areas of interest.

The programme consists of:

- **Core Courses:** Focus on enhancing awareness and decision-making capabilities in the areas of general management in a global business setting
- **Elective Courses:** Focus on meeting the specific career goals of students. Provide deeper understanding of the subjects and ability to think beyond the obvious
- **Course of Independent Study:** Provides opportunity for the students to explore a topic in depth in an area of special interest under the supervision of a faculty. It is either an exploratory type or a prescriptive type with a focus on its applicability to management situations

General Management

Core Courses

Quantitative Applications in Business I
Quantitative Applications in Business II
International Business Communication
Organisational Behaviour
Human Resource Management

Electives

Advanced Oral Communication
Public Policy Analysis
Management of Consulting Projects
Business Sustainability and Externalities Markets
Strategic Business Negotiation
Personal Growth (Class size is 20 students)
Cross Cultural Management
Leadership Discovery
Legal Aspects in Business Decision-Making
Management Science in Practice

Finance

Core Courses

Management Accounting
Corporate Finance
Managerial Economics
Macro Economics

Electives

Corporate Valuation & Restructuring
International Finance
Managing Financial Institutions
Investment Management

Core Courses

Marketing Management I
Marketing Management II

Electives

Consumer Behaviour & Marketing Strategy
Data Analysis for Marketing Decision
Internet Marketing
Product & Brand Management
Pricing Strategy
Customer Relationship Management
Services Marketing

Operations and Systems

Core Courses

Operations Management I
Operations Management II
Management Information Systems

Electives

Global Supply Chain Management
Managing Services
Operations Improvement and Consulting
Spreadsheet Modeling for Managers
Business Intelligence
Business Transformation using Information Technology

Strategy

Core Courses

Strategic Management

Electives

Mergers & Acquisitions
Strategic Management of Technology & Innovation
New Venture Planning





IPMX Pedagogy

IPMX has a well-designed mix of classroom discussions, case studies and role playing exercises to foster a functional and strategic understanding of business and to prepare students to manage enterprises engaged in global business. The pedagogy cultivates a solid problem solving approach using critical thinking techniques, that empower students to tackle real life business problems of varied sizes and criticality.

The pedagogy has an incremental learning approach that starts by building a strong foundation with mandatory core subjects followed by an in-depth learning from elective subjects.

Students work on individual as well as group projects & assignments that are aligned to the pressing business needs of global enterprises. During the academic year, students go through as many as 50 team projects and assignments. A continuous flow of information on the latest industry best practices is maintained through workshops and lectures delivered by industry experts.

Course of Independent Study

- Consultative in nature
- Deal with real-life business challenges

Leadership Talk Series

- High intensity discussions with contemporary business leaders
- Extremely relevant source of knowledge, gather practical perspectives

Pedagogy

- Case study method, seminars, workshops
- Team projects and assignment

International Immersion

- Focus on global markets, trends, sustainability of business
- International Module – ESCP, Paris, & Berlin

Curriculum

- 23.5 credit courses, 13.5 core & 9 electives
- 800+ hours of classroom interaction, 300+ case studies, 50+ team projects

23.5 Credit Courses

300+ Case Studies

13.5 Core & 9 Electives

1 Course of Independent Study

50+ Team Projects

800+ Hrs of Classroom Interaction



International module

Every year, students undergo an international module in a foreign university. The international immersion provides students with critical insights on business dimensions of international firms, cross border mergers, global workforce management, challenges of multi-domestic operations, and the solutions thereof. The rich and diverse experience gained from international module helps the students' explore innovative means to collaborate and grow in multinational environment.

The module gives a truly global perspective to students by engaging them in workshops and industry interactions in foreign countries. In the past IPMX students have undertaken their international modules with reputed institutions like ESCP Paris, McGill University, Canada and Kelley School of Business, Indianapolis, USA.

This year's international immersion was held in collaboration with ESCP, Paris and ESCP, Berlin where students underwent a module on "Managing in European Business Environment: Complexities & Prospects." Established in 1819, ESCP Europe is the world's oldest business school with five urban campuses in Paris, London, Berlin, Madrid and Torino. The students will be able to leverage ESCP's true European identity to learn a unique style of cross-cultural business management particularly during a challenging period for European economy.

“It was a real pleasure for me to teach for IIM Lucknow and to work with the participating managers enrolled in the programme. The exchange of knowledge and experience was wonderful. I hope we will be able to welcome more groups from IIM Lucknow in Berlin as well as at our other campuses in Europe.”

Prof. Dr. Stefan SCHMID,
Chair of International and Strategic Management, ESCP Europe, Berlin

Leadership Talk Series

The Leadership Talk Series (LTS) at IIM Lucknow – Noida Campus, is a pursuit to forge a strong connect and a prolific relationship between the academia and the industry. It is a student driven initiative that provides students an opportunity to interact with and learn from rich experiences of inspirational and thought-provoking leaders.

It is a platform that facilitates free and open exchange of ideas and encourages diverse & rich discussions. Every year, LTS invites country-heads, entrepreneurs, policy makers and eminent personalities to address students on various compelling topics. These interactions touch upon varied functions of management and social aspects.

In bringing together industry stalwarts and students onto an academic forum, LTS promotes intellectual dialogue on contemporary issues and achieves a healthy flow of perspective on emerging markets and trends. The discussions provide valuable insights to our students and at the same time, offers an opportunity to our distinguished speakers to interact with some of the brightest young minds.

“It was quite an educating experience being amidst bright minds in the Noida campus. I was impressed by the interest shown by the students and their inquisitiveness about the issues on which I interacted with them. I am sure the institution and the students would attain greater heights.

I wish the students and the institution the very best.”

Hon'ble Sh.Anand Sinha,
Deputy Governor, Reserve Bank of India



Events

IPMX fosters team spirit through various media such as events, clubs, social initiatives and sports activities. From career talks, symposiums, networking dinners to fun events, a large number of student-led activities are held on campus.

The academic year starts with 'Shubharambh' - a 'passing the baton' ceremony from alumni to the new batch.

'Udyam', the flagship event of IPMX comprises leadership talks, nationwide B-school competitions and panel discussions on contemporary themes. 'Udyam' has hosted some of the most distinguished luminaries from the industry.

The campus is high on fun quotient as well and this is witnessed when IPMX students come together for the 'Funkar' event. Again a student' initiative, this event gives IPMX participants a platform to showcase their creative flair.

Student' clubs form the heart of the IPMX community and cover both their professional and social interests.

Participant-led clubs at IPMX 2013-14 :-

- Consulting Club – A club that promotes student's interest in pursuing a career in consulting
- Cup Shup – An entrepreneurial venture by IPMX participants
- IIM L'Store – An IIM L Merchandise Store established and run by IPMX participants
- Master Minds – A club that focuses on general skills development
- Marketing Club – A club that anchors initiatives and activities in the field of marketing
- Miler's Club – A student' initiative catering to general fitness
- Sports Club – A club that organizes sports competitions and championships



Faculty

AGRIBUSINESS MANAGEMENT

Sanjeev Kapoor

Ph.D., G B Pant University
of Ag. & Tech.

Jabir Ali

Master's and Ph.D., AMU, Aligarh

Kriti Bardhan Gupta

Fellow, IIM Ahmedabad

M K Awasthi

Ph.D., G B Pant University
of Ag. & Tech.

Sushil Kumar

Ph.D., SSHRC Postdoctoral Fellow,
Univ. of Toronto

Sourindra Bhattacharjee

FPM, IIM Ahmedabad

BUSINESS ENVIRONMENT

Sukumar Nandi

M.Phil (Calcutta Univ.)
Ph.D (Utah State Univ., U.S.A)

S.D.Misra

Ph.D.(Eco), IIT Kanpur

K.G Sahadevan

Ph.D.(Eco), Univ. of Hyderabad

D. Tripathi Rao

M.Phil.,(CDS, JNU)
Ph.D.(Univ.of Mumbai)

Hrushikesh Panda

M.Phil, JNU, Ph.D, DSE

Kaushik Bhattacharya

M. Stat., Ph.D,
Indian Statistical Institute

Sanjay Kumar Singh

Ph.D, IGIDR, Mumbai

Chandan Sharma

M.A. (Applied Econometrics)
Ph.D (Economics)

COMMUNICATION

Roshan Lal Raina

Ph.D. Sagar Univ., Fulbrighter
Syracuse University, NY, USA

Payal Mehra

MBA, PhD., Lucknow Univ.

Neerja Pande

Ph.D. (English), Lucknow Univ.

DECISION SCIENCES

Yogesh K Agarwal

PGDIE, NITIE Bombay, M.S. &
Ph.D, Case Western Reserve Univ.

Abhijit Bhattacharya

M.Sc. (Stat.) Lucknow Univ.,
Ph.D, IIT Kharagpur

B.K. Mohanty

M.Sc., Berhampur Univ; P.G.Dip,
Ph.D., IIT Kharagpur

Sonia

M.Sc., IIT Roorkee; Ph.D, IIT Delhi

Gaurav Garg

Ph.D (Statistics), IIT Kanpur

N.K. Gupta

Msc., Delhi Univ.; Ph.D, B.H.U.

FINANCE AND ACCOUNTING

Devi Singh

Fellow (International Finance),
IIMA

Vipul

PGDM, IIMA; AICWA;
Ph.D, Lucknow Univ.

Madhusudan Karmakar

M.Com, M.Phil, Ph.D, Finance

A.K. Mishra

M.Com., Ph.D, Finance,
BHU, Fellow IFCI

A. Vinay Kumar

MBA, Ph. D, Finance

Prakash Singh

MBA, Lucknow Univ.;
Ph.D, BITS, Pilani

Manoj Anand

Ph.D, UBS, Panjab Univ., FICWA.

Ajay Garg

Fellow, IIM Bangalore;
M.B.A., UBS, Panjab Univ.

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Univ. of Delhi

Alok Dixit

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Vivek Rajvanshi

Fellow, IIMC, Finance & Control

Seshadev Sahoo

Ph.D, IIT Kharagpur, MMS,
Finance, M.Com, Utkal Univ.

Vinodh Madhavan

D.B.A. (Finance) Golden Gate
University, San Francisco

S C Bansal

Ph.D, Accounting and Finance,
DSE, Delhi

I M Pandey

Ph.D. Delhi University

HUMAN RESOURCE MANAGEMENT

Pankaj Kumar

Ph.D, Organisational Psychology,
Delhi Univ.

Archana Shukla

Ph.D, Organisational Behaviour,
IIT Kanpur

Shailendra Singh

Ph.D, Organisational Behaviour,
IIT Kanpur

Himanshu Rai

Fellow, IIM Ahmedabad

Yamini Praksh

Ph.D, Organisation Behaviour,
IIT Bombay

Pushpendra Priyadarshi

M.S.W., M. Phil., Ph.D, Univ.
of Delhi

Punam Sahgal

Ph.D, FMS, DU, Accredited
Sensitivity Trainer, ISABS

Ajay Singh

Ph.D, M.Phil., JNU; MBE,
PGDBM, Delhi Univ.

Debashis Chatterjee

Fulbright Fellow (MIT &
Harvard Univ.), Ph.D, Pune Univ.

INFORMATION TECHNOLOGY AND SYSTEMS

Bharat Bhasker

M.S. & Ph.D (Comp. Sc.),
Virginia Tech, USA

Ashwani Kumar

Ph.D.,IIITM; M.B.A,
Univ. of Melbourne

Arunabha Mukhopadhyay
FPM, PGDBM, IIMC; MCA, Msc.,
Jadavpur Univ.

Amit Agrahari
M.B.A., Fellow, XLRI

Pradeep Kumar
Ph.D, Hyderabad Univ.

Vivek Gupta
M.Tech. (IITD), B.Tech.

LEGAL MANAGEMENT

D S Sengar
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Birmingham, UK

Devashish Das Gupta
MBM, PGDMS, UGC- NET, Ph.D

Satya Bhusan Dash
Ph.D, IIT Kharagpur

Saji K B Nair
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IIT Bombay, FAMS

Rajesh K Aithal
MBA, Fellow, IRMA

Ashish Dubey
MBA, Ph.D, IIT Bombay

Satish S M
Ph.D, IITM; PGDM, Agri, IIMA

Anirban Chakraborty
FPM, IIM Bangalore

Ram Manohar Vikas
Ph.D; MBA, IIT Kanpur

Rajeev Kumra
Ph.D, GGS IP Univ., MBA,
Bhopal Univ.

Moutusy Maity
MBA, Ph.D, University of Georgia,
Athens, GA

Anita Goyal
Ph.D., Jamia Millia Islamia,
New Delhi

Amit Mookerjee
MBA, Ph.D, MLS Univ. Udaipur

OPERATIONS MANAGEMENT

Rajiv K Srivastava
PGDIE, NITIE Bombay; Ph.D,
IE & OR, Virginia Tech. USA

K N Singh
M.Tech. IIT Kanpur; D.Eng.,
IE & OR, AIT, Bangkok

Sushil Kumar
Ph.D, Industrial Engg.;
M.Tech, IIT Delhi

Samir K Srivastava
MBA. Fellow, IIML

Atanu Chaudhuri
Fellow, IIM Lucknow

N Narayanan
PGDM, IIMC; Fellow NITIE,
Mumbai

Omkarprasad S Vaidya
Fellow NITIE, M E Mechanical,
Production Engg.

S Venkataramanaiah
Ph.D. Operations Management,
Anna University, Chennai

STRATEGIC MANAGEMENT

Amita Mital
MBA, Fellow, IIM Lucknow

Ashutosh K Sinha
FPM, IIMB

A K Jain
Ph.D, IIMA

Neeraj Dwivedi
M.Tech, IIT Kharagpur;
Fellow, IIML

Arun Kumar Tripathy
FPM, IIMB

M Akbar
M.PHIL. (Stat.), AMU; M.Phil,
Ph.D (Social Systems), JNU

Sabyasachi Sinha
Fellow, IIM Ahmedabad



Placement Process

Institute conducts Rolling Recruitment Process (RRP) for its International Programme in Management for Executives (IPMX) students, which takes couple of months to complete. The Rolling Recruitment Process is designed to ensure that both the students and the recruiters make informed career choices and recruitment decisions. The dedicated Placement Cell at the Noida Campus works towards ensuring a smooth and flexible placement process. This Cell helps in organising campus as well as off-campus recruitment processes.



Pre-Placement Talk (PPT) is an ideal platform for recruiters to share their organisation's opportunities, culture and structure with students. In addition, recruiters can build a strong brand on campus. A 30- 45 minutes presentation followed by 15-20 minutes Q&A session is most effective for PPT.

We advise recruiters to negotiate on remuneration and other terms of employment in strict confidence with candidate. However, recruiters need to keep the placement committee informed at the following stages so that placement committee can ensure effective compliance of policies:

- When making preliminary offer
- When a final offer is made
- When a candidate accepts or rejects a final offer

Activities	Tentative Schedule						
	Aug	Sep	Oct	Nov	Dec	Jan	Feb
E-mail / snail mail to companies for invitation							
PPT and job posting by companies							
Submission of resumes							
Shortlisting of candidates							
Pre-processes / interviews							
Final interviews / offers							

Grade Non-Disclosure

The students have been selected through a highly competitive selection process and have been through a rigorous academic schedule. Successful completion of IPMX programme attests to the candidate's academic excellence and management capability. IIM Lucknow treats the academic grades as confidential and does not disclose the same as a matter of policy.



“IPMX is a transformational experience for people at mid/senior levels of management- the quality of faculty, the students and the course curriculum develops ones strategic and analytical thinking and prepares one for a leadership role.”

Gurpreet Mehdiratta (IPMX 2011-12)
Group Head-Marketing-Cloud Computing, NIIT Technologies Limited

campus life - campus life - campus life - campus life - campus life - campus life - campus life - campus life - campus life





C L A S S O F 2 0 1 4



ABHINAV VERMA



6.5 years of experience in Sales & Marketing in Manufacturing Industry. Profiles handled include Channel Development, Service Marketing, Service Planning, Business Development and Corporate Sales

B.Tech. (Mechanical), CSJM University, 2006

Renault India Pvt. Ltd. (India) - Dealer Development

- Developed & implemented strategies to achieve fastest network expansion resulting in increase of dealership footprints from 5 to 35 in 17 months in northern region
- Developed and executed brand building and promotional activities to expand market representation and to achieve market share of 3.5%
- Led market research, territory mapping, competition mapping and financial viability analysis in northern region to assess breakeven point/ROI/project feasibility

Chevrolet Sales India Pvt. Ltd. (India) - Aftersales Planning

- Devised & implemented service marketing & CSI activities that helped Chevrolet to jump from 8th rank to 4th rank in 2011 JD Power ranking
- Improved dealership profitability by 4% and efficiency by 8% by revising the standard operating procedures followed in workshops

Honda Siel Cars India Ltd. (India) - Dealer Development

- Developed hub and spoke model that reduced dealership development time by 30% and new dealership project cost by 15%

www.linkedin.com/in/abhinavverma

AMITAVA SAHA



9 years of experience in Project Management, Business Analysis and Application Development & Maintenance in BFSI domain that includes 6 years in P&C Insurance

B.E. (Mechanical), Jalpaiguri Govt. Engineering College, 2003

IBM (India) - Project Manager

- Managed Application Maintenance & Support portfolio of \$1.84mn (per year) for an Insurance client, building it from transition phase through to steady-state

IBM (India, USA) - Technical Lead

- Successfully proposed and spearheaded the implementation of a paperless notification project for a leading Insurance company. The project started saving \$0.603 mn pa in print & postage and was chosen among the top 10 IT projects of the year (2009) by client CTO's office
- Lead development projects of varying sizes (\$100k to \$300k) and complexities, that resulted in cost recovery of upto \$0.573 mn pa
- Managed vendors like EDS, CheckFree and Paymentech
- Received 'IBM Service Excellence Award' – 2011Q3
- AINS21 certified
- Achieved Guidewire ClaimCenter 7.0 functional certification

Infosys Ltd. (India) - Software Engineer

- Spearheaded the system test planning and execution of ODQ project (AUD 0.8 mn) for an Australian telecom company
- Received 'Invaluable Rookie of the Year' award (Telstra) – 2004

www.linkedin.com/in/amitavasaha1

ADITYA BELAVADY



6.6 years of experience in IT Consulting, Project Leadership and Business Analysis for large clients across Banking, Telecom, Mining and Energy Sectors, including International experience of 1 year

B.Tech. (Electrical and Electronics), Siddaganga Institute of Technology, VTU, 2006

IBM (India) - Business Analyst

- Conceived and pitched proposal to replace licensed software with opensource (freeware) for a mature project, reducing costs by \$500,000 for the client and generating new business for IBM
- As lead consultant, implemented process improvement strategies to achieve customer satisfaction rating of over 95% and reduce turnaround time by 70%
- Conceptualised and led cross-technology skill development initiatives involving 12 products/ technologies for a team size of 45, significantly enhancing resource capabilities at account level
- Nominated for "IBM Emerging Leaders" program, in recognition of proven capabilities for senior leadership roles, with expertise in strategy & finance and leading diverse teams
- Certified in "Global Delivery Center (GDC) Leadership" for leading large, cross-geographical teams

Infosys Ltd. (India, Australia) - Team Lead

- As lead consultant and onsite SPOC, devised continuous improvement strategies to enhance stability and efficiency of 8 global applications
- Led team of fresh graduates into successful implementation of a \$300,000 project

www.linkedin.com/in/adityabelavady

ANIL KUMAR BALI



22 years of invaluable military experience in Telecom domain – Operations, Project Management, Techno-Commercial Operations, Training and HR Development

MBA (Executive) (Production & Operations Management), Amity University, Noida, (UP), 2011, B.Tech., Jawaharlal Nehru University, New Delhi, 1997

Indian Army - Lieutenant Colonel

- Planning, establishment, operations and maintenance of terrestrial and satellite telecom networks at a Strategic Satellite Control Centre outside ISRO. Total project outlay Rs 1050 cr
- Handpicked for planning & establishing the only information assurance project in the country. Project cost Rs 8.48 cr
- Responsible for operational planning, logistics and execution of troop (800 plus) and store movements in the country
- Executed several telecom projects worth up to Rs 50 mn with cross functional teams
- As CTO, led several 120 plus member teams for establishing, operating and maintaining Network Operations Centres (NOC)
- As chief executive of 600 plus organisation responsible for operational planning, logistics, training, welfare and administration
- Conducted several information security courses for over 120 senior and mid-level IT managers in a period of 2 years

www.linkedin.com/in/anilkumarbali/

ANIRBAN BHATTACHARJEE



10 years of experience in Product Engineering Software Services in Automotive and Embedded Systems that includes 3.5 years in R&D

B.Tech. (Electronics), Indian School of Mines, Dhanbad, 2002

Robert Bosch Engineering and Business Solutions Ltd. (India) - Architect

- Brought complete software development business worth \$1.5 mn for motorcycle brake functions to India
- Led customer engagements with original equipment manufacturer's such as Harley Davidson, BMW, Kawasaki, KTM, Suzuki
- Global exposure in working with Bosch teams across different geographies
- Worked onsite with teams in Bosch Japan and Germany for platform software development of new generation motorcycle ABS system which received the "Gelber Angel" award
- Received best trainer award for handling workshops across Bangalore, Coimbatore locations (2011) and best project performance award for Motorcycle team (2012)

Society for Applied Microwave Electronics Engineering and Research, IIT Bombay Campus - Scientific Officer 'B'

- End to end product development of hand held data logger, installed at 90 locations of Indian metrological department all over India
- Developed autocomputation system algorithms, did system installation and trained Indian Metrological Department personnel across multiple locations (approximately 10) in India

www.linkedin.com/in/bhattacharjeeanirban

ANSHUL KAPOOR



9 years of experience in Marketing, Brand Management, Market Research, Advertising and Media Planning, in FMCG, Retail, and Automotive Industries

PG (Marketing), Mumbai University, 2006; B.E. (Production), North Maharashtra University, 2001

Mahindra & Mahindra Ltd. - Brand Manager

- Led 360° brand management planning for Mahindra Tractors, spanning across brand positioning, consumer insight generation, ATL/BTL communication, media-planning, and project management
- Successfully anchored a social-marketing initiative in 100 villages, across 4 states, to develop untapped BOP market segments
- Launched a new model that became the fastest selling tractor in FY'13 in India

Aditya Birla Retail Ltd. - Deputy Brand Manager (Pvt. Label Personal Care Products)

- Managed full-cycle new product development for personal care products - encompassing industry analysis, concept development & research, packaging development, and post-launch monitoring & control
- Exceeded target share-of-sales of 6% in deodorants, 15% in toothbrushes, and 14% in shave foams within the first two quarters of the launch

Indian Market Research Bureau International - Marketing Research Manager

- Successfully led market research projects in brand tracking and advertisement testing space in personal-wash category for HUL, Marico, and ICICI

www.linkedin.com/in/anshuliml

ANKUR KHUSHU



6.5 + years of experience in Project Management, Business Analysis, IT Consulting and People Management

B.Tech. (Electronics and Communication), UPTU, 2006

Tata Consultancy Services Ltd. (India) - Lead Business Analyst

- Led a team of 10 business analysts for a GBP 50 mn corporate banking initiative for a leading UK bank
- IT consultant for an INR 70 mn supply chain management initiative by Govt. of Delhi to stop/discourage the illicit trade of liquor in the state
- Played a core business analysis role for a GBP 40 mn retail banking transformation project for a leading UK bank
- Resource Manager at TCS for one of the largest financial services provider in the world
- Received appreciation and awards from senior management for constantly exceeding client expectations across projects

AON Hewitt (India) - Team Lead

- Led teams responsible for application development and maintenance of a business critical in-house system
- Improved efficiency of my team by over 25% by restructuring and redefining the customer support processes

www.linkedin.com/in/ankurkhushu

ARINDAM BHATTACHARYYA



6.3 years of experience in System Integration and Business Intelligence Solution Implementation Predominantly for e-commerce retailers

B.E. (Industrial and Production), B.I.E.T, Visvesvaraya Technological University, 2005

Tesco Hindustan Service Centre (India) - Sr. Software Engineer

- Streamlined the 'Customer Loyalty Program' for Tesco Thailand and Tesco Poland that improved operational efficiency of business processes by 15% and enhanced customer satisfaction
- Designed a framework to automate report generation that optimised service delivery by 30%

Infosys Ltd. (India) - Technology Analyst

- Led a team of 7 to handle applications supporting online channel of a retail giant (project worth \$0.6 mn)
- Conceptualised and designed BI solution for inventory control for a major retail giant and helped reduce lost sales by 20%
- Incorporated 3rd party web analytics and social commerce services to optimise web usage; it enabled client to streamline web content and online promotions
- Supported service enablement of multi currency e-commerce transactions; increased client's top line by 5%
- As part of multi-channel integration project for client, delivered business solution to track 'buy online pickup in store' orders; increased the efficiency of customer service desk by 25%

www.linkedin.com/in/bhattacharyyaarindam

ARPIT GARG



6.9 years of experience including 2 years of International experience in IT Service Delivery, Client Engagement and Project Management in Retail and e-commerce domains

B.E. (Computer Science Engg.), Rajiv Gandhi Proudhyogiki Vishwavidyala, 2006

HCL Technologies Ltd. (India, USA) - Project Lead

- Managed multiple IT delivery projects in retail and e-commerce domains for clients such as eBay Enterprise
- Proposed architectural solutions to client which reduced design related defects by 25% and go-live efforts by 20%
- Led the launch of online shopping stores of 15+ retailers on in-house e-commerce platforms as well as on product-based (Intershop Enfinity) platform
- Identified critical issues during data migration project that avoided a potential loss of \$100k for client
- Conceptualised and led the implementation of process improvement strategies which reduced the development and testing efforts of web applications by 30%
- Played an instrumental role in preparing RFP responses and POCs for e-commerce retail projects worth \$5mn in annual revenues
- Awarded 'O2-League of the Extraordinary' award thrice for outstanding performance in project delivery and effective onshore-offshore coordination
- Received 'Awesome Attitude Award' from HCL America Inc. for demonstrating proactiveness in handling client issues and innovative thinking

www.linkedin.com/in/arpitiiml

ARUNESH PURI



13+ years of global experience in IT Services Spanning across Program/Project Management, IT Consulting & ADM in Travel & Hospitality Industry

B.Tech. (Civil), Delhi College of Engineering, 1999

Tata Consultancy Services Ltd. (USA, UK, South Korea) - Associate Consultant

- Service delivery manager for world's leading cruise lines managing different portfolios and technology stack in distributed model
- Managed delivery of large service contracts (up to \$10 mn) in travel/hospitality business domain by leveraging TCS global network delivery, customer-centric engagement model and full services portfolio
- Led cross functional and multi cultural teams (100+ associates) across geographies
- Consulting on agile development with Scrum in distributed model led to cost savings of approx 40% for the customer
- Successfully proposed scalable 24*7 support models for managing customer operations spread across geographies
- Achieved 95%+ customer satisfaction index, well above the industry standards
- Seasoned auditor with the TCS internal audit group
- PMP & Scrum Master certified

www.linkedin.com/in/aruneshpuri

ARUN M S



7+ years of Operations and Projects experience in Manufacturing Sector in India and Middle East

B.Tech. (Electrical and Electronics), NIT Calicut, 2005

Guradian Industries (Saudi Arabia) - Electrical Engineer

- Led sustainable business development team of Saudi Guardian and implemented Industrial water saving project with savings worth \$240,000 per annum
- Project Engineer: Responsible for planning and execution of electrical part of expansion projects
- Support for maintenance: Implementation of new technical standards, revision of preventive maintenance plan, spares management and management of line uptime

Saint-Gobain Glass India Ltd. (India) - Team Member - Maintenance

- Team Member of 3-member business development team responsible for erection, commissioning and support of customer service centers for Honda, Maruti and Tata Motors by Saint-Gobain Sekurit
- Energy Manager for 5.8 MW Automotive Glass Plant and achieved savings in electrical energy worth INR 32 lakhs per annum
- Vendor development for glass packing material and achieved savings worth 75 lakhs per annum

www.linkedin.com/in/aruniiml

ASHISH GUPTA



12+ years of global experience in IT Project Management and Consulting in Banking domain. PMP® certified

B.Tech. (Chemical), IIT Kanpur, 2000

Capgemini India Pvt. Ltd. (India, USA, UK, Singapore) - Project Manager

- Managed fixed price (2.5 mn SGD) and T&M (1 mn GBP) based project portfolios
- Instrumental in building project team from zero to seventy four associates in four months for a leading UK bank
- Created business proposal documents to RFPs for clients in banking (cards) domain
- Provided consulting to clients on cards product launch related critical issues
- Awarded 'FS APAC Torch-bearer award' for outstanding performance in exceeding the business unit priorities

Infosys Ltd. (India) - Software Engineer

- Optimised the database programs (reduced execution time from 10 to 2 hours)
- Developed the customer servicing application of the client's supply chain system

www.linkedin.com/in/ashishgupta4

ASHISH SINGHAL



PMP® certified professional with 8 years of global experience in IT Consulting, Project Management and Business Analysis, spanning across Mobile Advertising, Content Management and E-Learning Solutions

MCA, Univeristy of Burdwan, West Bengal, 2005

Accenture - System Analyst

- Conceptualised and piloted mobile advertising application worth \$500,000, increasing consumer reach for client by 20%
- Established and managed India development centre for Accenture's mobility and operated services product worth \$1 mn
- Awarded 'Celebrating Performance Award' for innovation and leadership in 2012

Cognizant Technology Solutions - Project Leader

- Initiated and led cross platform synchronisation project worth \$800,000 for BFS client. The initiative reduced the integration cost and effort by 80%
- Proposed the banking product company, to purchase a proprietary framework which reduced the development cost by 40%
- Recieved 'Client Appreciation Award' and 'Star Award' for process improvement

Tata Consultancy Services Ltd. - Business Analyst

- Spearheaded business analysis team in USA for online collaborative learning platform worth \$1.5 mn
- Analysed McGraw-Hill's product mix and suggested cross products integration which reduced the development effort by 6 months
- Managed the offshore development Centre of McGraw-Hill's Assessment product worth \$2 mn covering 200 US schools

www.linkedin.com/in/ashishsinghal1

AVIK NAYAK



CAIIB certified Banking Professional with 7 years of experience in Banking and SAP Consulting

B.E. (Computer Science Engg.), Institute of Technical Education and Research, 2006

State Bank of India - Assistant Manager

- Extensive experience in the area of Credit (SME, agriculture & personal segment) and consistently achieved target of Rs 1.2 + cr annually for last two financial years
- Played pivotal role in managing Branch operations. Awarded for achieving business target consistently
- Instrumental in rolling out of Government Credit Schemes in 5 Zila Panchayats of Odisha
- Managed initiative to proactively handle ATM errors and complain, for largest branch in Odisha, with annualised saving of Rs 1.56 cr. Managed close to 90% of SBI ATMs in a Tier 2 city in Odisha

Mahindra Satyam Ltd. - SAP Consultant

- Provided consultation to clients in North America, Japan and UAE on SAP
- Helped client save \$10 mn annually in "Performance Tuning Project" by optimising various critical programs and payment processes
- Rich experience in handling projects in finance module on SAP
- Managed teams across geographies in production and support projects

www.linkedin.com/in/aviknayak

ASHITA SINGH



6.5 years of experience in IT Product Support and Release Management in Strategic Sourcing, Supplier Management and Healthcare

B.E. (Information Technology), Pune University, 2006

Allscripts Inc - Technical Consultant

- Enabled 1300 physician clinics and hospitals in US to qualify for federal incentives worth \$38 mn by migrating them from legacy to modern practice management and electronic medical record systems
- Improvised and implemented release management processes to successfully deploy applications which reduced system downtime by 40%
- Improved CSAT metrics by 35% through process improvement that involved implementation of quality checks and fast track resolution of application issues

Emptoris Technologies - Sr. Product Support Engineer

- Handled client engagement for strategic accounts. Collaborated with customers to understand their key concern areas, suggest solutions and pitch new product demos
- Provided application support to address customer grievances and preempt disruptions to the client's sourcing process
- Improved customer support by reducing turnaround time and improving operational efficiency by 15%
- Coordinated with support, services and development to meet account performance objectives and customers' expectations

www.linkedin.com/in/ashitasingh

BHAWESH AGRAWAL



11 years of experience in New Product Development and Product Management for Energy and Semiconductor Capital Equipment

M.Tech. (AHES), IIT-Roorkee, 2002;

B.E. (Mechanical), BIT-Durg, CG, 2000

Applied Materials India Pvt. Ltd. (India, USA) - Sr. Manager-Technical

- Led the design and development of 7 new product lines of semiconductor wafer processing equipment each costing over \$100,000
- Aptly collaborated with diverse functions such as marketing, operations, and testing to reduce the development cost of wafer processing equipment by 30% and development cycle time by 20%
- Supported top management for critical product decisions by providing tactical quantitative inputs for improving on-field product performance
- Presented 3 papers in Global Engineering and Technology Conference, recipient of "Best Paper-India Region" 2010 for innovative approach towards throughput improvement of wafer processing system

Schneider Electric India Pvt. Ltd. (India) - Design Engineer

- Designed and validated the standardised panel for use in different geographies
- Re-engineered the circuit breakers for Indian market to increase the product penetration

GE Power Controls India Pvt. Ltd. (India) - Engineer

- Received Excellence Award for optimising the test sequence for power control products which led to 10% delivery time reduction
- Redesignated the components of steam and gas turbine control systems for improved performance

www.linkedin.com/in/bhaweshagrawal

DEVDATTA HARIP



7 years of experience, (5 years International) in Product Management and Project Management functions across IT Product, e-commerce and Cloud Computing verticals

M.S. (Computer Engineering), Northeastern University - Boston, USA, 2005

Dekornation (Mumbai, India) - Director

- Defined the business strategy; integrated technologies for complete e-commerce IT implementation
- Managed vendor selection, stakeholder relations, pricing and contract terms negotiation for 300 SKUs
- Achieved 24,000 page-views per day using SEM, SEO, social, email marketing and monitored key performance indicators using web analytics

BrowserStack (Mumbai, India) - Principal Test Engineer

- Led the automated web based testing effort for cloud services
- Streamlined test strategy for 200+ combinations of mobiles, desktops & emulators
- Defined usability and features for a new product built on mobile devices
- Coached a team of 4, instrumental in building testing and customer support teams

PTC (Boston, USA) - Sr. Test Engineer

- Handpicked to lead web security, virtualisation initiatives. Fixed vulnerabilities for \$5 mn revenue savings
- Awarded outstanding contribution certificate 2 years consecutively
- Coordinated a globally distributed team of 6 people in an agile environment. Trained 300 engineers on new product functionalities

www.linkedin.com/in/dharip

GAURAV ARORA



8.8 years of experience in Defense and Health Services Industry with a focus on Operations, Strategy and Project Management

Bachelor of Dental Surgery, Kurukshetra University, 2004

Indian Army - Major

- Led a 200 member medical team and managed end-to-end delivery of healthcare services in the Armed Forces ensuring operational readiness at all times
- Managed the logistics, supply chain and general administration during four military operations at China and Pakistan borders
- Advised Senior Army Officers in matters pertaining to health and welfare of the troops
- Strategically planned and executed healthcare delivery models at 3 military hospitals
- Upgraded 8 dental facilities and labs which catered to 60,000+ patients per year
- Initiated and implemented the automation drives at 2 hospitals which improved the operational efficiency by 30%

S.G.T. Dental College, Hospital and Research Institute - Lecturer

- Managed a surgical OPD of 50+ patients per day
- Organised rural health camps across 45 villages and conducted surveys to analyze the spread of oral health diseases in the community
- Supervised and trained the para-dental staff of 10 members

www.linkedin.com/in/drgauravarora

DITI RASTOGI



6.5 years of IT experience as a Product Manager and Business Analyst in Healthcare and Energy Sector

B.E. (Information Technology), YMCA University of Science and Technology, 2006

Wipro Technologies (India) - Product Manager

- Streamlined product development processes of the customer's dynamic pricing product thereby reducing development costs by 25%
- Consulted oil & gas client on its pricing process and optimised dynamic pricing strategies
- Managed team for functional and technical optimisation of Wipro portfolio analysis tool. Increased customer base by 20%
- Increased CSAT index from 80% to 95% through efficient product management of customised Wipro products

Tata Consultancy Services Ltd. (India, USA) - Analyst

- Successfully led teams for a highly critical and time sensitive CVS pharmacy project worth \$200 mn
- Authored business specification for the pharma client and acted as liaison among the business, development and QA teams
- Led 8-10 member teams to oversee launch of CVS pharmacy's software at 2500+ stores
- Achieved 30% improvement in CVS pharmacy's software performance through debottlenecking

www.linkedin.com/in/ditirastogi

DR. GAUTAM LAXMAN MEDHI



Medical doctor with 9.7 years of experience in various aspects of Healthcare ranging from Public Health including Sanitation, to Corporate Healthcare Management

MBBS, Gauhati University, 2002

International Academy of Environmental Sanitation & Public Health (India) - Deputy Director (Health Projects)

- Managed a team of 15 to spearhead "Delhi Healthy Urban Project," a pilot project of World Health Organization (WHO), Country Office for India, to identify holistic approach for developing public policies which promote Delhi as a "Healthy City"
- Led a rural health centre project supported by 'WHO-Regional Office for South-East Asia.' Project evaluated 115+ health centres across India to formulate strategies for transforming healthcare system in rural India
- Trained delegates from Tanzania on management and implementation of hygiene and environmental sanitation programme

Prima Clinics (India) - Business Development Consultant

- Oversaw operations, developed standard operating procedures, and recommended measures to increase patient footfall

GNRC Hospitals (India) - Resident Doctor

- Managed a team of 15 technicians to run a state-of-the-art diagnostic radiology setup at Guwahati Neurological Research Centre
- Won the second-best paper in national neuroradiology conference-INSNR 2006

www.linkedin.com/in/drgautam

HIMANSHU PANT



6.5 years of experience including 1.5 years of International experience in IT Product Development and Management in Mobile Application and VAS domain

B.E. (Electronics and Communication), Kumaon University, 2006

Aricent Group (India, USA) - Sr. Software Engineer

- Led a team of 7 to deliver a mobile based solution for enhancing the enterprise mobility of multiple clients
- Liaised with US based client; managed change request process worth \$150k
- Worked with cross-geography (US, Europe, Far-East) and cross-industry (carrier service providers, OEMs and software vendors) teams
- Supported business development; contribution in pre-sales lead to project win worth \$200k
- Contributed significantly in developing Celltop product platform- a "Best in Show" category award winner during CTIA Wireless 2007, Orlando; highest rated project in company's CSAT survey history
- Managed software porting process which generated revenue of \$400k per annum
- Championed product optimisation and performance improvement initiatives leading to better user experience and new features feasibility adding revenue of \$50k to account earnings
- Participated in training & development and recruitment processes; mentored new recruits in the team

www.linkedin.com/in/panthimanshu

KANNUPRIYA M



7 years of experience in Solution Analysis, Client Relationship Management, Product Consulting and Development in Financial Services

MCA (Master of Computer Applications), Banasthali Vidyapith, 2005; BSc (Hons) (Physics), Miranda House, Delhi University, 2002

Tata Consultancy Services Ltd. (India, Australia)

Solution Architect

- Spearheaded a multi-location team for designing the capital market solutions, worth \$1.5 mn, for JP Morgan
- Designed and steered through the execution of pre-acceptance testing (PAT), resulting in a contract worth \$5 mn

Module Lead

- Managed end to end delivery of custody solutions i.e. from requirement analysis, resource planning, estimation, development to quality assurance
- Optimised the operational processes to achieve 20% reduction in trade processing cycle time
- Developed processes that lead to a 35% decrease in defects during development

Production Support Analyst

- Managed the live ANZ custody system at Melbourne, generating an annual revenue of AUD 360,000
- Managed client relationship and resolved critical issues for ANZ custody team
- Received client appreciation for facilitating ANZ to handle prime brokerage crises in Australia

www.linkedin.com/in/kannupriyam/

KAMAL KUMAR SINGH



7.5 years of experience in IT Service Management, Customer Relationship and Project Management in Financial domain. ITIL® certified

B.Tech. (Chemical Engineering and Technology), IIT BHU, 2005

Tata Consultancy Services Ltd. (India, Uruguay) - Project Manager

- Created a resource management model that led to reduction in project cost by \$1.1 mn and helped TCS to win \$13 mn project of US based client Ameriprise Financial
- Led operations team for a \$2 mn project located across multiple geographical locations - US, South America and India. I received best team award in the account
- Established IT operations of TCS in Uruguay for Ameriprise Financial
- IT-consulting services to Ameriprise Financial in area of service management domain. Conducted ITIL maturity assessment for processes and designed recommendation and action plans for continuous improvement
- Performed re-engineering which resulted in savings of \$25k annually for Ameriprise Financial
- Assisted the client in the implementation of an industry standard supervision solution to monitor advisor activity and improve compliance to the SEC and NASD regulations

www.linkedin.com/in/kamalksingh

KIRTI CHATURVEDI



Business Excellence & Quality Professional with 8 years of experience in Process Setup & Reengineering, Global Vendor Management and Worldwide Training Execution

PGD (Garment Manufacturing Technology), National Institute of Fashion Technology, Hyderabad, 2002

Microsoft Corporation (India) - Manager, Client Experience and Business Operations

- Formulated and implemented organisation wide service desk quality strategy
- Managed 3 vendors across 8 geographies for servicing 100,000 + clients on 600 + applications
- Reduced resolution time by 50% for 70,000 + monthly service requests. First person in the team to be 6 sigma green belt certified

Nike Inc. (India) - Business Analyst

- Reengineered the claims resolution process to affect cost saving of INR 10 mn. Contracted the resolution time by 86% from 7 to 1 month
- Pioneered the global best practice of sample review process that resulted in 50% reduction in turn-around time
- Designed and implemented standardised reporting mechanisms(dashboards) across 14 factories and 8 vendors in India, Sri Lanka & Pakistan

Certifications

- PMI Project Management Professional (PMP)
- ITIL V3 Foundation
- ASQ Certified Manager of Quality (CMQ)/ Organisational Excellence

www.linkedin.com/in/kirtichaturvedi/

MAHESH CHOTRANI



Cumulative work experience of 17 years, headed the Buying Team of Jacky's Electronics UAE and spearheaded major reforms in the retail industry

Masters in Commerce; Masters in Law, 2007

Jacky's Electronics -Dubai (UAE) - Head - Retail Buying & Core Team Member

- Positioned Jacky's Electronics as an organised retailer for consumer electronic products and achieved a year on year growth of 10% to 14.5% for 10 consecutive years
- Led a team of 180 persons and responsible for the gross profitability and inventory management of the retail business worth \$155 mn. Core Team member for budgeting, planning and marketing activities
- Spearheaded a team of 550 persons during GITEX (The largest IT and consumer electronics sales show-Middle East) for 8 consecutive years. The show generated a business of \$19 mn with a market share of 36% for the organisation during the 8 day period
- Founder member and co-ordinator of retail forum-Consumer Electronics, UAE

Rapid Travels, Mumbai (India) - Managing Partner

- Established and managed a travel agency for 41 months. The annual business of the firm being Rs 6.2 mn

Jacky's Emporium, Dubai (UAE) - Head - Department Stores

- Established the first department store for the organisation in Dubai
- Lead a team of 30 persons and responsible for annual sales of \$18mn
- Managed buying and selling functions for the department stores

www.linkedin.com/in/maheshchotrani

MANEESH KOHLI



IT Professional with 9.5 years of experience in Strategy & Business Development

B.Tech. (Computer Science Engg.), Indraprastha University, 2003

Infosys Ltd.- Product Strategy for Products, Platforms, Solutions

- Worked with senior management to facilitate strategy development for Infosys products, platforms & solutions (32 products, \$350 mn portfolio)
- Identified new growth areas and product development opportunities; founding member of the team that conceptualised and launched award winning product, Flypp - (Infosys white labelled mobile application platform)
- Supported annual unit level business planning exercise and quarterly product performance reviews

Infosys Ltd.- Business Manager, Flypp Ecosystem

- Worked as business manager to develop partner ecosystem for Infosys product, Flypp. Developed & managed relationships with ISVs (Independent software vendors), and B2B partners; led pricing and contract terms negotiations
- Built key strategic alliances with niche players in the industry for increasing product adoption in the market

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

MANDAR SALVI



12.6 years of global IT experience in Project Management and Client Interfacing Roles across Embedded, Industrial Automation, Semiconductor and Gaming domains

B.E. (Computer Science Engg.), Mumbai University, 2000

Wipro Technologies (India, USA) - Project Manager

- Managed ODC for 'Konami Gaming' client with an annual business of \$2.5 mn spanning stake-holders across Australia and USA
- Responsible for account growth, stake holder management, resource planning, invoicing and risk management
- Managed the team that was awarded best delivery team across the BU with perfect CSAT of 7/7
- Instrumental in creating and executing process improvements which led to sustained quality deliverables improving operational efficiencies by 15%
- Implemented several critical modules essential for Casino Game Protocol which helped the client showcase its product in Gaming exhibitions to various prospective clients

Wipro Technologies (India, USA) - Project Lead

- Redesigned a critical module of semiconductor wafer manufacturing unit which worked seamlessly on deployment leading to client appreciation
- Received multiple awards for significant contributions towards account growth and consistent customer satisfaction
- Co-authored a white paper detailing new framework for batch processing of wafers which was presented in Applied Materials Tech-Meet

www.linkedin.com/in/mandarsalvi

MIHIR SAHU



TOGAF certified Enterprise Architect with 15.7 years of diverse IT experience in Architecture Consulting and Delivery of Various Transformational Technology Initiatives

B.E. (Electronics & Communication), U.C.E Burla (currently known as V.S.S.U.T, Burla), 1997

Infosys Ltd. (India, Switzerland) - Portfolio Architect

- IT-Architecture Consulting Services to Hi-Tech clients in purview of Enterprise Application Solutions
- SOA strategy and review framework formulation (an enterprise service offering), and contribution to Enterprise Architecture COE
- Pre-sales activities in purview of technology/ architectures, feasibility study, and estimations (\$10 mn+/year)
- Led team of architects & developed technology talent pool in MFG Vertical - Apple, Hitachi, Honda, Cummins, & Alstom accounts, a \$45 mn + annuity portfolio

Cognizant Technology Solutions (India, US, UK) - Senior Architect

- IT-Architecture Consulting and pre-sales activities in BPM and advance solution practice units
- As IT-process management consultant, defined the IT-Governance model for SADM & Wholesale Corporate-£180 mn portfolio, during Lloyds & HBOS Merger

Tata Consultancy Services Ltd. (India, US, UK) - Delivery Manager

- Delivery management and solution design responsibilities for multiple projects of British Telecommunication (EAI Platform) & Qwest Communication
- Multiple client awards including recognition dinner from BT CIO for assisting BT to meet Ofcom regulation (saving £100 mn + for BT)
- Contributions to community project of JBoss ESB-product

www.linkedin.com/in/mihirsahu

MONOJIT CHAKRABORTY



6.5 years of experience in Product Development, Product Planning and Project Management in Automotive Sector

B.Tech. (Mechanical), North Eastern Regional Institute of Science and Technology, Itanagar, 2006

Daimler India Commercial Vehicles - Manager, Product Planning

- Designed product concept and evaluated the business feasibility of a large scale light duty truck platform, which targeted a volume of 100k units annually across 20 countries
- Led the joint effort between Daimler India Commercial Vehicles and Mitsubishi Fuso (Japan) to formulate strategies for sourcing critical drivetrain components from India
- Worked with senior management to define an optimised product portfolio for South Asia, Middle East and ASEAN countries based on market feasibility and long term profitability analysis
- Received multiple rewards including "Letter of Recognition" from Vice-President Marketing and Sales for achieving excellence in area of product planning

Ashok Leyland - Deputy Manager, Product Development

- Optimised design of medium duty truck for 'White Goods Segment,' leading to an 8% reduction in materials cost
- Spearheaded the design and development of medium duty BS III truck across product development division

www.linkedin.com/in/mchakraborty

NAGENDRA SINGH



10 years (4 years International) of IT experience in Banking & Financial Services, and Retail domain, providing customised IT Solutions to International clients

B.Tech. (Electrical and Electronics), Krishna Institute of Engineering and Technology, 2002

Steria India Ltd. - Sr. Pre-sales Consultant

- Responsible for business analysis and consulting for domains such as retail, banking and HR for international clients
- Handpicked by the client to set up an award winning Testing CoE lab, enabling wins worth £180k for Steria in the span of 1 year
- Instrumental in winning proposal for system integration project consisting of 20 systems of a transformation program
- Project initiation and client negotiations skills enabled Steria win 2 critical projects from a leading retailer of the UK for a team size of 100 in a 5 year contract by also ensuring 35% costs reduction

i-People Tech Solutions Ltd. - Business Analyst

- Analyst involved in technical sales and marketing for finance research projects
- Designed QA solutions focusing on customer's pain points as part of technical sales process enabling technical bid win
- Instrumental in winning \$3 mn deal of a leading financial management and advisory company

www.linkedin.com/in/nagendraiml

MUKUNDRAJ NAGANE



10.3 years of experience in IT Project Management, IT Service Delivery, Business Development and Client Engagement including 2.5 years at client location (USA)

B.E. (Computer Engg.), University of Pune, 2002

Capgemini India Pvt. Ltd. (earlier Bayer Business Services) - Project Manager/ Consultant

- Successfully consulted and executed Managed Service contract worth \$500k working closely with client
- Managed project of \$1 mn annual revenue and was responsible for IT service and delivery of 8000 + applications
- Received annual 'Special Recognition Award for Delivery Excellence'

IBM - Team Lead/ Business Analyst

- Spearheaded global team for large development projects and generated new business of \$300k by proposing new solutions to client
- Led the knowledge transition of 1000 + applications globally for a team of 40 members located in USA, Europe and Asia

KPIT Cummins Infosystems Ltd. - Team Lead/ Onsite Coordinator

- Led global software development, support teams; proactively proposed business solutions to client that generated business opportunities of \$500k
- Played an instrumental role in Process Excellence Group for process streamlining; achieved cost reduction of \$100k for my unit through business process reengineering

www.linkedin.com/in/mukundrajnagane

NISCHAL SRIVASTAVA



9 years of IT experience, including 6 years of International experience, in ERP Product Design, Development & Management, and Solution Architecture. PMP and SAP certified

MS, Florida State University, USA, 2006; B.Tech., IIT Kanpur, India, 2001

Highradius Technologies (India) - Sr. ERP Consultant

- Working directly with the CEO and the top management, conceptualised a new SAP-Cloud based product in the credit cards domain. Single handedly designed the product, and led the development efforts
- Led 2 pilot projects for an ERP product in the receivables domain, leading to full project opportunities with gross revenue of \$250,000 per annum each

Amkor Technology (USA) - Sr. SAP Consultant

- Designed an intercompany business model (\$4 mn revenue) for Amkor's China Subsidiary and led the development across 5 subsidiaries of Amkor (US and Asia)

Mahindra Satyam (USA) - SAP Solution Architect

- Remodeled inventory management process for 2 Apple Plants, resulting in \$1 mn annual saving
- Coordinated with Apple's operations, finance, and planning & forecasting team and designed the process blueprint for sales margin forecasting
- Developed solution blueprint and led implementation efforts for applied materials' new solar business

www.linkedin.com/in/nischalsrivastava

NITIN MEHROTRA



7.6 years of experience in IT Product Management, Development and Quality Engineering in 'Internet Video & Broadcasting' domain on Desktop, Enterprise & Cloud-based products

B.Tech. (Metallurgical Engg.), Gold Medalist, IIT BHU, 2005

Adobe Systems India Pvt. Ltd. - Lead

- Worked on 'Adobe Primetime' - a solution for publishing & monetising online video, and managed a team of 11 engineers responsible for continuous delivery, SaaS automation, performance and quality engineering
- Managed product life-cycle of an 'Enterprise Video' solution worth \$1.2 mn by leading 'RFP Response' & 'Requirements Analysis' and driving product development & customer validation processes
- Working as an expert of video streaming technologies, consulted & executed a country-wide webcasting project for NIC to build a 'Live streaming' solution for broadcasting TV channels and national events over internet (webcast.gov.in)
- Understood customers' needs, did competitive analysis, and created PRD to define product road-map of 'Flash Media Live Encoder' product. Awarded 'Special Contribution' prize for customer engagement initiatives
- Certified PMP and experienced in managing product releases as Scrum Master using agile methodologies

Wipro Technologies - Project Engineer

- Development across modules of a web-based event management system

www.linkedin.com/in/mehrotranitin

PRABHAT MENON



PMP and ITILV3 certified IT Professional with 11 years of experience (2 years in USA) in Consulting/ Business Analysis/ CRM across Telecom, Manufacturing and Energy Sectors

B.Tech. (Computer Science and Engg.), Harcourt Butler Technological Institute, Kanpur, 2001

IBM India Pvt. Ltd. - Project Manager

- Worked with IT and business divisions to define scope, prepare solution agreements, mitigate risks and provide functional and technical solutions
- Played pivotal role as a business analyst to increase the number of customers by 80% in the region and 25% countrywide for the new telecom product portfolio
- Successfully delivered 3 major releases of billing product in 10 months. Guided revenue of more than Rs 100 cr from new customers. Reduced defect leakage by 56% and ensured that the application was well integrated
- Led project delivery at Orlando in USA for a major publishing house and managed project scope, schedule, cost and quality against the project plan

Polaris Software Lab Ltd.- Systems Engineer

- Conducted gap analysis and mapped business requirements to technical requirements by using data flow diagrams, use case methodology and Business Process Modelling (BPM) tool
- Handled critical supply chain application and attained zero defect releases by continuous improvement and reviews across multiple stages of the project

www.linkedin.com/in/menonprabhat/

NITIN PATIL



IT Program Manager with 12 years (6 years International) of experience in Leading Multi-million Programs and Managing Relationship for FSI clients

B.E. (Chemical), University of Pune, 2000

Infosys Ltd. (India, USA) - Program Manager

Business Development and Pre-sales

- Part of account management team responsible for revenue growth in client portfolio to \$18 mn annually
- Successfully delivered multiple RFP's converting US Fortune 500 financial services prospects into wins

IT Consultancy and Program Management

- Defined business solutions and led multiple transformational programs for a major US financial institute
- Led global team of 110, managing delivery for brokerage, banking and managed product portfolio
- As program manager led strategy and execution of a \$60 mn program to move client's brokerage trading applications to an industry standard COTS trading platform
- Managed phased launch of industry standard financial product (3 managed products, Real Estate Investment Trust - REITS, Limited Partnership- LP, Credit card). Effort spanned across 20+ technology groups, 3 in house vendors & 4 ASP vendors
- Set up a 500+ member 'Mainframe COE' resulting in streamlined skill development and project staffing

www.linkedin.com/in/nitinpatil2/

PRAVIN PATUNKAR



9 years of experience including 5 years of International experience in IT Business Development, Consulting and Project Management in Retail and Banking domains. Certified PMP®

MS (Software Engineering), BITS Pilani, 2007;

B.E. (Computer Science and Engg.)

SGGS Institute of Engg and Tech, Nanded, 2003

Cognizant Technology Solutions (India, USA) - Project Lead

- Managed project portfolios with \$2 mn in revenue for Fortune 500 companies and led multi-vendor teams
- Devised and executed strategy for the transition of 50+ IT systems from multiple vendors to Cognizant
- Redesigned monthly billing process that expedited revenue realisation by 50% and reduced invoicing errors by 10%
- Provided consulting to design scalable supply chain solution capable of handling peak customer orders during holiday season
- Attained 25% reduction in project delivery time by spearheading use of advanced technologies such as Spring and Hibernate
- Played key role in presales to win \$100 million multi-year managed services contract from a leading US retailer
- Conducted training programs on project management and technical topics; and received 90%+ positive feedback
- Designed an innovative automated regulatory compliance tool for a leading US bank thus saving \$30,000 per annum

www.linkedin.com/in/pravinpatunkar

PRIYADARSHI RANJAN



8.8 years of experience in Business Development, Client Management, Pre-sales & Relationship Development, Program and Delivery Management in IT Services in ERP-NAV and AX

B.E. (Environmental), Delhi College of Engineering, 2004

Blue Star Infotech Ltd. (India, UK, Denmark) - Sr. Consultant

- Incubated pharma vertical within microsoft practice and transformed it into an \$3 mn practice over 2 years
- Developed rolling annual plan for key 'go-to-market' business solutions built on ERP platform
- Thrice received Wall of Fame award for outstanding contribution towards procuring and account building in UK
- Actively engaged in business development and winning projects worth \$2 mn
- Led large scale pursuits and organisation wide non-linear initiatives in consulting and mobility space
- Provided consultation to clients across multiple domains - Pharma, media, chemical, packaging, retail, brewery - on re-engineering business processes and designing strategic road-map for information systems
- Conceptualised web-based trade and logistics module and spearheaded delivery of \$.25 mn project under a SLA driven Matrix structure with teams located at 3 different geographies
- Led three ERP implementation projects. Conducted needs analysis to define scope and cost of a project

www.linkedin.com/in/pranjan

RAJEESH SOMU V S



7.5 years of experience, including 5 years of International engagements, in IT Consulting & Project Management in Healthcare domain

B.Tech. (Electronics & Communication), Cochin University, 2005

Cognizant Technology Solutions (India, USA) - Project Lead

- Managed multi-site teams (size 12 +) with average annual revenue of \$1.2 mn for Healthcare customers
- Anchored setup of Facets Center of Excellence (CoE) for UnitedHealth Care client, bringing 20% productivity improvements
- Instrumental in implementing technology and process improvements in middleware platform for a US customer, resulting in \$100k savings
- Conceptualised and implemented an innovative tool that brought down the annual OPEX of Healthcare customer by \$0.2 mn
- Spearheaded the implementation of a benefit award program that provided competitive advantage to customer in dental market
- Led a taskforce to create a new training package to bridge competency gaps across the business units
- Bagged 'Above and Beyond' award at Cognizant for achieving excellent results while managing teams on complex implementations

www.linkedin.com/in/rajeeshsomu/

RAHUL JOSHI



Over 10 years experience in Consulting, Delivery and Operations in Telecom Domain

B.E. (Electronics & Communication Engg.), Govt Engineering College Ajmer, Rajasthan University

Ericsson Global India Ltd. – Lead Solution Architect

- Part of consulting and system integration unit
- Led consulting assignments for clients in Europe and Africa on Business Support Systems (BSS) products
- Managed the design and implementation of \$6 mn convergent billing solution for MTN South Africa, earning perfect 100 in customer satisfaction

Nokia Siemens Networks – Core Operations Manager

- Managed operations and planning of GSM Core Network vertical (INR 60 mn) for leading Indian operator
- Led 7 cross-functional teams and handled client relationships at CXO level
- Turned around the department and improved performance ranking from 18th to 2nd among 23 client circles
- Recognised by head of global services among top 2% line managers

Alcatel-Lucent – Delivery Manager

- Responsible for new product introduction and delivery in APAC as part of Bell Labs R&D
- Delivered global pilot project of Huawei to Alcatel-Lucent network swap, receiving President's award for quality project delivery

www.linkedin.com/in/rahuljoshi12

RAJESH KONERU



7.5 years of experience in Business Transformation Implementation and IT Project Management in BFSI domain including 15 months of International experience

B.Tech. (Electrical and Electronics Engg.) Jawaharlal Nehru Technological University, 2005

IBM (India) – Team Lead

- Led and implemented 1.5 mn AUD migration project for modernising core banking operations of a reputed Australian bank
- Formulated and implemented branch optimisation solutions, resulting in customer acquisition worth \$3 mn AUD for the bank. Analysed and streamlined the processes that resulted in annual savings worth \$100,000 AUD for the bank
- Certified in NCFM Beginners Module – Mutual Funds, Capital Markets

HCL Technologies (India, UK) – Sr. Software Engineer

- Successfully implemented the demand capture initiatives as an onsite coordinator and was instrumental in expanding the mortgage services offshore team from 3 to 20 for a leading UK bank
- Partnered cross functional client groups for statement's re-organisation leading to improved customer satisfaction. Awarded by the client for contribution towards the re-design of banking statements
- Awarded for the conception and implementation of idea generation and knowledge repository process resulting in savings worth \$100k

www.linkedin.com/in/rajeshkoneru/

RANDEEP JAIDKA



IT Manager with 10.4 years of experience in Consulting, Client Relationship and Global Program Management across FSI and Utilities domains

B.E. (Chemical Engg.), Gold Medalist, Thapar University, 2001

Infosys Ltd. (Europe, APAC, NAM) – Program Manager

- Established engagement and governance structure for a major FSI client; expanded the relationship across 5 locations and 2 geographies with an annual spend of over \$10 mn
- Led consolidation of International Fund Administration and Accounting portfolios, resulting in annual cost savings of \$500k for the European and APAC businesses
- Managed delivery of 60 member Customer Fulfilment channel (\$17.6 mn multi-year) for US cards business, attuned to client's geographical de-risking approach. Anchored strategic pursuits with 90% success rate and major wins with +\$5 mn average annual revenue
- Recognised by Infosys Board member for proposing strategies to incubate grass root innovation culture

Wipro Technologies (Europe, APAC) – Lead Analyst

- Coordinated a \$6 mn multi-vendor transformation program for legacy modernisation and infrastructure rationalisation effort, reducing client's yearly spend by \$1.5 mn
- Participated in the technology portion of Transco Plc.'s \$8.5 bn divestment of 4 gas distribution networks to comply with Ofgem regulations

www.linkedin.com/in/randeepjaidka/

RAVIKANTH MADDIKONDA



12 years of experience, including 7 years in USA, in Product Management and Marketing in IT Telecom and Data Network domains

M.Tech. (Electronics and Communication Engg.), IIT Kanpur, 2001

Cisco Systems (USA) – Member of Product Strategy

- Key member of product strategy team that created new data network products and generated sales of \$50 mn per year
- Received Cisco Achievement Program Award in 2011 and BU Achievement Award in 2012, given to top 20 performers

FastVDO (USA) – Product Manager

- Spearheaded the team and successfully launched new multimedia streaming products in global consumer electronics markets
- Conceptualised and implemented marketing strategy for new products and achieved sales of \$1 mn in first year
- Achieved 30% cost saving by analysing and optimising SCM value chain

Aricent (Formerly Emuzed, India) – Technical Lead

- Independently setup and led the Telecom software team that delivered solutions to Nokia and BenQ and generated revenue of \$500k
- 15th employee of Emuzed startup and member of the core management team
- Played key leadership role in the acquisition of Emuzed by Flextronics

www.linkedin.com/in/mravikanth

RAVI KARTHIK



7 years + 9 months of experience in Sales of Construction, Concreting and Crushing Equipment

B.E. (Mechanical Engg.), SRM Engineering College, Anna University, 2005

Case New Holland Construction Equipment India Pvt. Ltd. – Assistant Manager

- Delivered construction equipment solutions to customers based on their construction and infrastructure project requirements for 11 districts of Telangana and Rayalseema areas of Andhra Pradesh
- Led a team of 6 sales personal and achieved sales of INR 12 cr for FY 2012

Metso Minerals India Pvt. Ltd. – Assistant Manager, CSP Sales

- Delivered aggregate and mineral crushing and screening solutions based on techno-commercial analysis of market and project requirements for clients in Andhra Pradesh

Greaves Cotton Ltd. – Assistant Manager, Sales

- Delivered concreting and compaction equipment solutions to construction and infrastructure project clients based on project requirement analysis
- Achieved sales of INR 8 cr for FY 2010-11

www.linkedin.com/in/mravikarthik

RISHI TIWARI



7.6 years of experience in Providing Technical Solutions on Middleware and Cloud Technologies, Managing Product Improvement Programs and Leading Customer Relationship Initiatives

B.E. (Computer Science Engg.), Siddaganga Institute of Technology, Tumkur, 2005

Oracle Corporation (India) – Team Lead

- Led a cross cultural team that provided technical solutions on enterprise software products-“Oracle Fusion Middleware” and “Oracle Exalogic (cloud offering)” to global customer accounts worth \$350 mn
- Consulted and provided website performance improvement and scalability solution to a Fortune 500 customer that resulted in a new business opportunity worth \$1.5 mn. Awarded “Outstanding Contributor Award” for excellent customer service
- Conceptualised and implemented the “Proactive Support Model” that significantly improved customer engagement throughout the project lifecycle. Achieved customer satisfaction of 91.3% surpassing the organisation benchmark of 85%
- Played a critical role in introducing new product features in “Oracle Fusion Middleware” by assessing customer business requirements and undertaking technical feasibility analysis
- Managed a global initiative to redesign “Knowledge Management Portal” that improved search results accuracy from 75% to 90% resulting in enhanced customer experience. Awarded “Global Knowledge Management Award” for this initiative

www.linkedin.com/in/ritiwari/

RISHIKESH JHAWAR



Finance Professional with 7 years of work experience in Credit Risk Management and Assurance with exceptional track record as individual contributor

Chartered Accountant, 2005; B.Com (Hons) Calcutta University, 2004

Bank of America Merrill Lynch (BoFAML) Group - Assistant Sector Lead

- Managed \$5 bn Healthcare portfolio
- Underwrote loans to corporates based in the US and EMEA region and managed the associated credit risks
- Was handpicked to work on three multibillion dollar acquisition funding transactions and to streamline bank's underwriting guidelines, a very high visibility project
- Leveraged relationship developed with bank's senior management to increase division's loan exposure by 2% (\$1.0 bn additional loan in the portfolio)
- Implemented manpower reduction and efficiency improvement programs resulting in savings of \$60k
- Conferred with five "BoFAML's Global Recognition Award" that is given to only 5% of total employees

BSR & Co, a member firm of KPMG - Audit Executive

- Rendered assurance services to large corporates
- Did statutory audits, tax audits, limited review, and certification work
- Senior management recognition (2006) for outstanding work

www.linkedin.com/in/rishikeshjhavar

SAJIN P ANTONY



17 years experience in Business Software Solutions. Head-Technical of IT company for the last 10 years

MCA, University of Madras, 1998

Muziris Softech Pvt. Ltd. (India) – Vice President-Technical

- Technical head of the organisation
- Extensive experience in domains retail, healthCare and agribusiness
- Proficient in total IT solution
- Instrumental in building strategic partnerships in Europe and Asia Pacific
- During my tenure the organisation grew five times in terms of revenue
- Implemented a stable business model by consolidating the technology and solutions

Peacock Software Pvt. Ltd. (India) – Assistant Manager-Technical

- Implemented business solutions for clients in UAE and collected project completion certificate from more than 5 major clients (including those owned by ruling family of Dubai)

www.linkedin.com/in/sajinpantony

RONAK AMIN



9 years of experience in Product Development and Project Management in Enterprise Application and Technology domain with Techno Functional Background in Supplier Relationship Management

B.E. (Computer Engg.), Gujarat University, 2003

SAP Labs India Pvt. Ltd. - Associate Manager

- Led takt (cycle time) planning, execution, monitoring and recruitment for 2 teams of 10 colleagues each in a lean software development environment using agile methodologies
- Improved product delivery forecasts (~60%) and reduced variability by implementing continuous improvement metrics of velocity and cost per takt across organisational unit
- Improved team productivity by 20% and reduced waste by introducing product backlog grooming process after building consensus across organisational unit
- Successfully led a team of 5 colleagues in a product conceptualisation project that had CEO level visibility
- Helped management evaluate new SRM architecture by building quick prototypes resulting in an overall performance improvement of 33%

Satyam Computer Services Ltd. - Associate

- Developed a unique cross-technology trading floor ID tracking module for New York Stock Exchange
- Responsible for design, development and testing of web content management solutions for New York Stock Exchange

www.linkedin.com/in/ronakamin

SANDEEP DIXIT



11 years and 7 months of Software Industry experience focused primarily on Delivery and Maintenance of Software Products

B.E. (Mechanical), Agra University, 2000

Saba Software (Pune- India) - Development Manager

- Led a multi-location team which maintained Saba Enterprise cloud for around 2000 customers
- Reduced team attrition rate significantly, showing improvement more than 100%
- Successfully led the team to deliver two minor releases of Saba Enterprise cloud

Siemens Industry Pvt. Ltd. (Pune- India) - SE Project Lead / Software Engineer Advanced

- Demonstrated excellent competence and earned best in industry raises. Compensation grew around 4.2 times (more than 300%) during the tenure
- Successfully helped the team through 4 major releases and more than 7 minor releases
- Demonstrated product expertise to improve product performance by 1000% which helped to the company to get one of the strategically important customers

iGate Global Solutions (Chennai - India) - Sr. Software Engineer

- Demonstrated the flexibility to work with different teams and different technologies

www.linkedin.com/in/dixitsandeep

SANJIB SAHA



12.5 years of experience in IT Consulting, Leading and Managing Projects end to end in Shipping, Banking and CRM domain

MCA (Computer Application), Bengal Engineering and Science University, 2000

MOL-IT India Pvt. Ltd. (India, USA) – Project Manager

- Managed a team of 15 associates to develop and deliver 8 web applications using latest web technologies; handled annual budget of \$3 mn for MOL's shipping business mainly cargo, and car transportation (India, USA)
- Managed a team of 8 associates to develop and deliver mission critical web based applications for transportation of primary car carrier; handled annual budget of \$0.5 mn and saved \$0.2 mn
- Conducted 320 hours training in 3 months to train 60 associates without prior web domain knowledge and trained cutting age web technologies

Tata Consultancy Services Ltd. (India, USA) - Project Leader

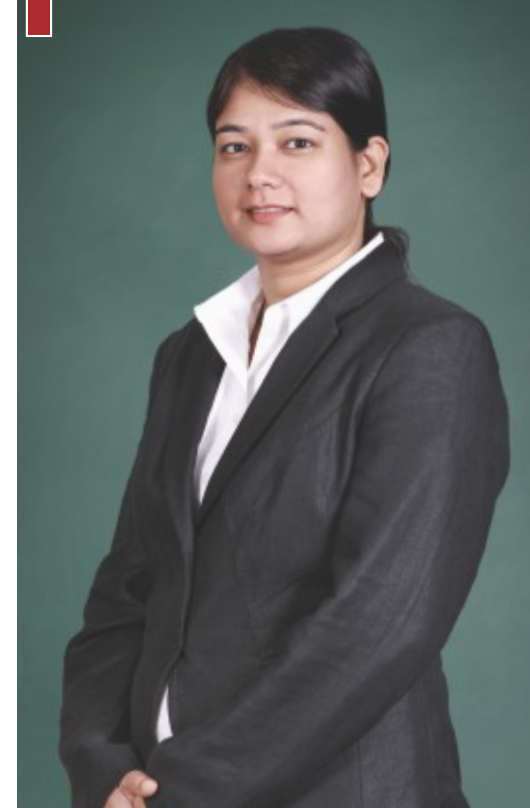
- Successfully delivered business project for measuring dealers annual sales performance and saved \$24000 annually for Toyota Financial Services (USA)
- INS 21 certified from American Institute for chartered property casualty underwriters in property and casualty insurance

Soffront Software Pvt. Ltd. (India, USA) – Software Engineer

- Created marketing automation CRM module; project earned annual revenue of \$0.2 mn

www.linkedin.com/in/sanjibsaha/

SHABANA SHAIKH



11 + years of experience in IT, Developing eCRM Software Products

B. Tech. (Instrumentation and Control Engg.), NIT Jalandhar, 1998

eGain Communications - Team Lead – Product Engineering

- Led a software development team of 4 to 10 members for development of flagship products, such as eGain Chat and eGain Offers. Managed complete product development cycle starting from product design to product delivery
- Handed delivery of major releases of eGain's product suite, eService 8.0 and eService 9.0
- Managed implementation and product ramp-up of eGain Mail at Charles Schwab Corporation, American brokerage and banking company
- Recognised as best performer of SWAT team. This team was formed to resolve customer issues related to launch of eGain Service 6 – integration platform for all eGain products. Received appreciation from client and eGain's top management for timely problem resolution
- Received award for one of the three best ideas during the company-wide innovation contest for product ideas generation

www.linkedin.com/in/shabanasshaikh

SAURABH MALHOTRA



7.5 years of experience in IT Consulting, Pre-sales, Business Development and Project Management in BFSI and Healthcare domain

B.E. (Hons) (Information Technology), DCE Gurgaon; Maharshi Dayanand University, 2005

Deloitte Consulting India Pvt. Ltd. (India, USA) – Project Lead

- Designed specifications and managed development of a \$50 mn health insurance project which implemented The US government's HIX legislation
- Led a 10 member team to build a go-to-market solution which resulted in new client acquisition with revenues of \$500mn for 3 years; received Applause and Spot awards for the assignment
- Managed proposals, budgeting and resource planning including a \$200mn engagement

Infosys Ltd. (India, UK) – Lead Technology Analyst

- Developed RFP responses and client presentations for \$150mn project at Deutsche Bank, the efforts resulted in three new projects and revenue growth by 200% in 1.5 years
- Conceptualised and architected a Business Process Management tool for Legal and Risk department of the bank that resulted in savings of \$7.5mn over 2 years
- Received "Client Excellence Award" for identifying and implementing improvements in the regulatory process, thus reducing customer on-boarding time by 25%

www.linkedin.com/in/saurabhmahotra01/

SHANTANU CHOUHAN



6.5 years of experience in IT Consulting, Project Management, Budgeting, Solution Design & Deployment including 30 months of International experience with the Boeing Company

B.Tech. (Information Engg.), NIT Bhopal, 2006

Tata Consultancy Services Ltd. - IT Analyst

- Received pride @ Boeing reward for exceptional performance in conceptualising and implementing "Enterprise demand management" – a tool for reporting cost and consumption data of entire organisation. Project envisaged an annual savings of \$250 mn
- Successfully executed CPS - a complex bidding automation project - which marked the entry of TCS into defence services domain of Boeing which later grew into a multimillion dollar portfolio
- Handled billing and financial responsibility including project cost estimation, Gross profit margin and revenue recognition calculation for Shared Services Group portfolio
- Achieved a CSI of 4.5/5 by resolving performance concern which was identified as a key issue in the war room session. Solution entailed utilising XML formation capabilities of newer version of ORACLE
- Received Star of the Month award for delivering a mission critical project associated with the launch of Boeing 747 dreamliner
- Certificates - Quantitative Methods (Harvard University), Algorithms Design and Analysis (Stanford University)

www.linkedin.com/in/shantanuchouhan

SHARAD VASISTA S



7 years of global experience in IT Product Development, Project Management, Process Improvement and Technical Pre-sales for Enterprise Telecom Domain (Data Networks, Unified Communication, VAS)

M. Tech. (Network and Internet Engg.) SJCE Mysore, Visveswaraiah Technological University, 2007

Avaya/ Nortel - Lead Engineer

- Led a cross-functional team which designed & developed solutions for next-generation software based unified communication platforms (Enterprise mobility and VAS, enterprise security/ management for voice/ data networks)
- Successfully handled (during acquisition timeframe of Nortel by Avaya) resource planning, project management and delivery for crucial product (High availability enterprise call server)
- Consulted with government and private defence organisations to provide mission critical monitoring and management solutions for their data/ voice installations (Portfolio of \$600 mn)
- Spearheaded initiative to improve customer connectivity with sales and support teams through Android based CRM applications (20% reduction in lead times)
- Increased Customer Lifetime Value and reduced defect churn cost by \$5 mn by modifying analysis and code coverage process which led to reduction in customer defects found
- Provided technical solutioning collateral to sales team for products in enterprise mobility, security and management

www.linkedin.com/in/sharadvasistas

SIBANANDA TRIPATHY



Certified PMP®, 8.3 years (4.2 years in US) of IT experience in BFSI and Aviation domain, providing IT Consulting, Project Management, and Client Coordination services to Fortune 500 clients

B.E. (Information Technology Engg.), KIIT, Utkal University, 2004

Cognizant Technology Solutions (India, USA) - Sr. Associate

- Created automation suite to replace the manual effort for MassMutual Life Insurance and helped reduce costs by \$1 mn annually
- Instrumental in setting up an offshore team of 5 members, coordinated and influenced the offshore and onshore team to meet critical deadlines in high pressure environments
- Responsible for drafting SOWs of Fixed-Bid Projects and provided tactical inputs to senior management for strategic planning
- Received "Guiding Star" award for streamlining the QA processes. This reduced defect leakage by 40% and resulted in high customer satisfaction scores

Skytech Solutions - Associate Software Engineer

- Created a complete test suite of frequent flyer program for United Airlines and business development activities
- Anchored internal quality audit and helped project teams in taking quality improvement measures that resulted in zero NCs in deliverables

www.linkedin.com/in/sibanandatripathy

SHWATI MOHAPATRA



6.7 years of global experience in IT Consulting, Business Analysis and Solution Designing in Manufacturing and Energy Utility domains

B.Tech. (Electrical Engg.), College of Engineering and Technology, Bhubaneswar, 2006

Deloitte Consulting India Pvt. Ltd. (India) – Consultant

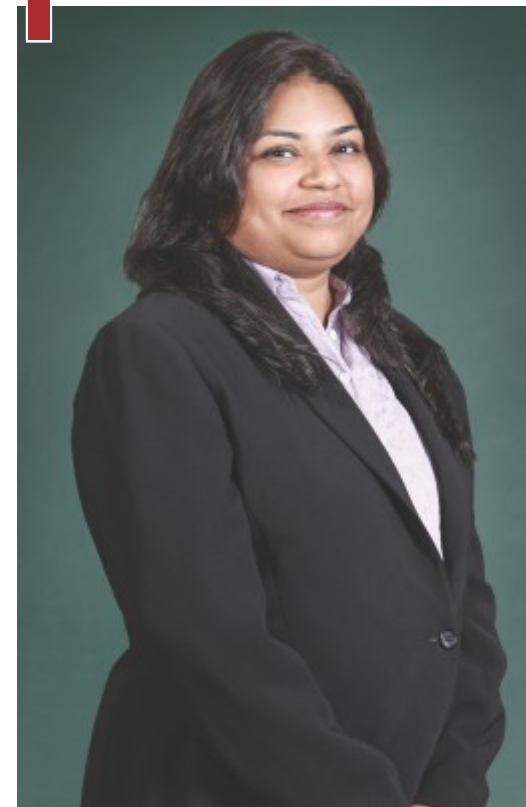
- Designed and implemented a robust analytical solution for business process improvement of an energy utility client (project worth \$6 mn)
- Anchored requirement gathering and fit-gap analysis efforts, engaging SMEs and cross-functional teams, for 30 + complex BI-reports (in SAP-utilities) designed to optimise Client's IT operations

Infosys Ltd. (USA, India) - Technology Analyst

- Led a \$3 mn BI project for a consumer electronics pioneer (a \$300 bn company); steered its global financial reporting & consolidation efforts; achieved 60% revenue growth in project earnings
- Implemented service management best practices that led to process & service delivery optimisation; achieved an annual cost saving of \$1.5 mn
- Delivered planning & demand forecasting solution for cost & inventory analysis, for a manufacturing giant, that improved its supply chain efficiency by 20%
- Led internal competency building initiatives in information management; supported key accounts in pre-sales activities
- Conducted landscape analysis and recommended strategic BI roadmaps for new client initiatives

www.linkedin.com/in/shwatimohapatra/

SONALI TAIWADE



Analytics Professional with 10.8 years in Risk and Marketing domains of BFSI Industry. Experience in Statistical Modeling, Segmentation, Strategy, Scorecard Development and Portfolio Analysis

B.E. (Metallurgy Engg.), NIT Nagpur, 2002

Inductis-EXL Services - Manager

- Led a team of 20 analysts to manage marketing and collection analytics projects for European credit card provider and generated revenue of 1.3 mm GBP
- Managed collection strategy projects to minimise GBP1.6 mm of annual impairment and won CRO's Champion award
- Developed proposals along with business development team and presented to leading financial services firms

HSBC Analytics - Manager

- Spearheaded projects in risk analytics area to support collection strategies for mortgage portfolio worth \$100 bn
- Worked with Chief Risk officer to manage high stake regulatory projects for US SEC and rating agencies such as Fitch, S&P
- Undertook team and process transformation by consolidating analytical suites and achieved \$1 mm cost saving along with "Team of the Quarter" award

Kanbay Software – Associate Consultant

- Designed and implemented application database framework to track customers of credit card and consumer finance for cross-selling strategy
- Handled complex data mining projects for client's mortgage, credit card and consumer finance portfolio

www.linkedin.com/in/sonalitaiwade/

SOUMYAJIT DE



6.9 years of experience in IT Consulting and Project Management in BFSI - Supporting Core Credit Products and Managing Merchant Boarding and Billing Solutions

B.Tech. (Computer Science and Engg.), St. Thomas College of Engineering & Technology, Kolkata, 2006

Cognizant Technology Solutions (India, USA) - Sr. Associate

- Led a 13 member team to enhance merchant boarding and billing portfolios (annual spend \$1.8 mn) for world's largest acquiring bank; supported service enablement of credit products and implemented services for Card Association and US Govt compliance
- Conceptualised merchant platform consolidation solution which resulted in \$2 mn annuity deal between Cognizant and one of the largest banks in USA
- Designed and implemented boarding solutions for Independent Sales Organization (ISO) and Revenue Sharing Alliances (RSA) e-commerce merchants; helped client register 300% growth in transaction volume each year; recognised and rewarded by customers
- Successfully proposed and launched new product called SpendTrend on merchant statement and helped client generate \$30k (approx.) additional revenue (FY11)
- Spearheaded application rationalisation effort for faster merchant sign-up/ credit approval; improved customer's topline by \$700k (annual)

www.linkedin.com/in/soumyajitde

SUDIPTA BISWAS



Experience of 6.7 years in IT Services across multiple business domains. Performed varied roles including Technical Consultant and Solution Architect in Enterprise Content Management (ECM)

B.Tech. (Biochemical), HBTI Kanpur, U P Technical University, 2006

Tata Consultancy Services Ltd. (India, USA, Australia) - Product Specialist - Team Lead

- As a subject matter expert of ECM 'Centre of Excellence' (CoE) in TCS, provided technical consulting to 10+ ECM projects across the organisation
- Led presales activities including creating solution architecture, performing estimations, and client interfacing, contributing to \$22 mn revenue growth
- Automated claims processing for an 'Energy, Resources & Utilities' major in the USA, contributing to \$7 mn revenue growth
- Awarded '(S)miles', and 'CLP Faculty' award for outstanding contribution to the organisation

Infosys Ltd. (India) - Team lead, Technical Specialist, Developer

- Provided technical and functional leadership to 3+ ECM development projects for global Fortune 500 companies in telecommunication, insurance, and courier services domains
- Contributed significantly to pre-sales work - creating solution architecture, planning, and estimating effort and budget
- Awarded 'Star of the Month' award for excellent contribution to data migration project

www.linkedin.com/in/iimlucknowsudiptabiswas

SUBBU M



10 years of Project Management and IT Delivery experience in the Aviation Industry and in Designing Custom Business Intelligence Solutions

B.E. (Instrumentation), Annamalai University, 1999

Silver Atena (India) - Principal Software Engineer

- Envisioned and established the testing procedure for all solutions developed at Silver Atena, in line with aviation safety standards DO-178 B
- Instrumental in automating the testing process, leading to testing costs saving of more than \$100K. Successfully executed 7 projects and helped recruit 62 employees
- Responsible for the requirement gathering and feasibility analysis for product enhancement. Was pivotal in winning 3 clients, increasing the revenue by € 100K

IBM (India) - Project Lead

- Played a key role in winning a \$1 mn project (upgrading the client's legacy systems to a more scalable and flexible system)
- Setup the business intelligence framework as an off the shelf product for the IBM-STG Group. Implementation of the product across various clients resulted in significant revenue enhancement
- Managed and turned around an ailing project, improving the CSR from 3/10 to 7/10

www.linkedin.com/in/subbusundaram

SUPRIYA GARG



6.5 years of experience in Retail Analytics - Statistical Analysis/ Modeling, Optimisation and Forecasting. Worked with professionals from top B schools and big retailers across geographies

B.Tech. + M.Tech. (Dual Degree) (Infrastructural Civil) IIT Chennai, 2005

Oracle India Pvt. Ltd. (Bangalore) - Sr. Analyst

- Delivered retail analytics business solutions for assortment planning, markdown optimisation and promotions to top US retailers with annual revenues as high as \$50 bn
- Conceptualised and analysed close to 1 bn records of data at SKU/ Store/ Week level covering 70% business of a big fashion retailer. The analysis resulted in an overall improvement in gross margin of upto 4.6%
- Played a lead role by taking complete ownership of analytical results, strengthening client relationship through discussions on analytical insights and collaborating across multiple internal stakeholders including analytical review boards

Dunnhumby (Gurgaon) - Sr. Analyst

- Generated deeper category insights for top British multinational grocery chain resulting in +5% like-for-like (LFL) category growth
- Coordinated with teams across multiple disciplines and wider geographies to initiate product enhancements
- Leveraged knowledge of analytical tools and techniques to conceptualise relevant analytics that meet client's business needs

www.linkedin.com/in/supriyagarg

SURBHIL JAIN



PMP, CSM certified with 8.5 years of IT experience in Project Management, Vendor Management, Consulting, Business Development, and Quality Control

B.S. Engineering (Computer Science Engg.), The Ohio State University, USA, 2004

Intel Corporation (India, USA) - Program Manager

- Strategised and drove outsourcing solutions in close collaboration with internal groups and suppliers for the \$3 mn/ qtr spend budget. Also, implemented supplier consolidation at strategic level to result in cost savings for the company
- Led software development project teams using Scrum
- Helmed the support & maintenance account for 50+ internal engagements
- Demonstrated consistent partnership within key internal stakeholders in successfully releasing the first Win7 Graphics driver into smartphone segment. Received a Divisional Recognition Award from Intel CIO in 2011
- Successfully led quality team in integrating off-the-shelf enterprise software aimed at automating Intel's Financial Reconciliation system

Charles Schwab, USA - Quality Engineer

- Worked as an interface between the offshore supplier team, and the technical team during the development of Portfolio Management System
- Successfully validated the system on multiple platforms, and played a pivotal key role in Go/No-Go decision

www.linkedin.com/in/surbhiljain/

VIKAS SRESTHA



12.5 years of experience in IT products and services

B. Tech. (Civil Engg.), IIT Delhi, 2000

Microsoft Corporation (USA) – Sr. Program Manager (Consultant)

- Owned and managed a \$20 mn online ad campaign program for Microsoft online business. Responsibilities spanned from interacting with business groups, engineering teams, production and support groups to ensure project success within schedule, scope, budget and quality
- Led a marketing research initiative for msn.com - one of the top 5 most visited websites in the world. The initiative was aimed at driving user engagement, improving page performance and increasing search transfers
- Migrated msn.com to a new robust experimentation platform and helped other channels implement the framework
- Managed implementation of mobile apps for MSN domain

Infosys Ltd. (India, USA) – Project Manager

- Managed multiple projects for Microsoft client and helped Infosys account grow from \$8 mn to \$240 mn
- Led the architecture and design of data collection tool for Microsoft CRM product to help improve its newer versions. The concept has been patented by the company

www.linkedin.com/in/vikassrestha

TEJAS MAHAJAN



7.5 years of experience in IT Project Management and Quality Assurance, providing Product Development Services to global telecom VAS providers

B.E. (Electronics and Telecommunications Engg.), Nagpur University, 2005

Persistent Systems Ltd. (India, USA, Canada) - Sr. Team Lead

- Played an instrumental role in the acquisition of multiple projects with a cumulative worth of \$2 mn
- Domain expertise in telecom frontend products - WiFi network planning and mobile location determination
- Led the transition of client's processes to agile methodology on a multi-million dollar project. The transition reduced the development cycle to 2 week iterations and increased project visibility for all stakeholders
- Mentored and led a quality assurance team testing a high-end big data platform for enterprise customers
- Developed automated testing frameworks which reduced testing cycle time by 30%. This resulted in direct cost reduction of \$80k and an indirect estimated cost reduction of \$150k
- Received "You made a difference" award in 2011 and 2012 for leading the delivery of time-sensitive projects
- ISTQB certified software quality manager

www.linkedin.com/in/mahajantejas

VINEETA BANSAL



7 years of experience in IT Business Analysis and Quality Management of IT Products & Services (primarily in banking domain)

B.E. (Hons) (Electronics & Communication Engg.), SIT, University of Rajasthan, 2005

JP Morgan Services India Pvt. Ltd. (India, USA) - IT Business Analyst

- Elicited & analysed business requirements, translated them into highly specific business and functional documents for client facing technology
- Performed business process re-engineering
- Developed strategy & provided innovative technology solutions to operations users
- Managed vendors and cross-functional teams for MORCOM trading platform; project involved \$83 bn assets and \$1.6 mn brokerage accounts
- Formulated and implemented the "Quality Gate Process" in Broker Dealer Services Group
- Received accolades for retaining a multi-million dollar client firm
- Received "Best Project Team of the Year" award from JP Morgan India

Tata Consultancy Services Ltd. (India) – Project Lead

- Led quality assurance team for CISCO and Merrill Lynch accounts
- Developed the scope, road maps & detailed specifications for software products
- Received "Best Partner Award" from CISCO among 500+ partners
- Received "Certificate of Achievement" and "Certificate of Appreciation" for outstanding performance and contribution from TCS

www.linkedin.com/in/vineetabansal

VISHAL NIJHAWAN



PMP and ITILV3 (F) certified professional with 11 years of experience in IT Consulting, Business Analysis and Product Management in Telecom domain

B.E. (EE), C.R.S.C.E., Murthal, 1999; M. Tech. (IT), IIT Roorkee, 2003

IBM (India)- Sr. Consultant/ Technical Manager

- Worked on end-to-end SDLC for multiple products and engaged with various clients
- Designed and delivered solution that improved performance of intelligent network data migration software by 90%
- Instrumental in planning, design and delivery of solutions for clients
- Honoured with 'Experienced' certificates in 'IT Application Consulting' and 'Demonstrating IBM Leadership' competencies
- Received 'Blue Thx!' appreciation and 'The Best of IBM!' team award from IBM India DPE
- Worked as Consulting SME to review career progression of junior employees

Alcatel-Lucent (India, Belgium, France) - Sr. Engineer

- Managed product Event Collector Database, imparted product training to professional services team and handled complex customer queries
- Contributed to Knowledge Management by imparting trainings and publishing documents on communication protocols and products

www.linkedin.com/in/vnijhawan

VISHWANATH SELVAKUMAR



6.5 years of experience in IT Product/ Service Delivery and Software Architecture Design, aligning Enterprise Applications with Business Processes in Telecom Domain

M.C.A - R V College of Engineering, VTU, Bangalore, 2006

Dell Inc (India) - Senior Systems Analyst - Team Lead

- Integrated Dell asset and customer information spread across systems into single CRM application, thereby improving resolution time by one minute. Received Services Award at SBU level
- Led the architecture and functional teams to construct Dell's workforce management system, helping Dell monitor business processes and streamlining labour management

IBM - Systems Engineer

- Setup the CRM layer for Canadian telecom provider. The SOA based eTOM solution reduced IT scaling up costs by 10%
- Introduced a LOB into Canadian telecom firm's Order Management Application. Helped them on-board new customers with minimal effort

Accenture - Sr. Software Engineer

- Consolidated service offerings for commercial customers of an US Cable Company into a SSO portal saving \$100 mn in costs annually
- Implemented the customer loyalty module for a French telecom giant helping them minimise customer attrition
- Part of change management team which introduced the strategic transition from using proprietary software to open source software

www.linkedin.com/in/vishwanathselvakumar

VISHWADEEP SINGH



IT Manager with 8.8 years of global experience in Portfolio Management, Product Management, Data-Quality Consulting, Data Analytics and Compliance Auditing in Telecom domain

B.E. (Hons) (Information Technology), University of Rajasthan, 2004

Infosys Ltd. (India, USA) – Project Manager

- Managed project portfolios worth \$3 mn, delivering integrated business and technology product/solutions to clients in telecom customer care domain
- Worked closely with clients and internal groups in the space of Enterprise Datawarehouse to identify areas for data quality improvement; provided proactive solutions through architecture & process control improvement techniques and process design strategies that led to annual savings of close to \$200k
- Patent filing in progress for two inventions – “Unit Based Pricing Model for DWH QA” and “Customer Decision Support System using DWH”
- Developed industry specific technical whitepapers – “Comparison BI/ DW reporting tools,” “Trans Platform Data Synchronisation Strategy” and “Data Warehouse Testing – A Telecom Domain Perspective” that were published in international conferences organised by QAI and ISQT International
- Received Infosys Annual Excellence Award for outstanding contribution in ensuring data quality for client's BIDW

www.linkedin.com/in/vishwadeepsingh/

VIVEK JAISWAL



An Officer of Indian Engineering Services - 1995 batch with over 16 years of extensive experience in Telecom Networks Management, Project Management, Tendering, Procurement, Contract Management, Strategic Planning and Regulatory Affairs

B.E. (Electronics & Instrumentation), S.A.T.I, Barkatullah University, Bhopal

Department of Telecommunications, Govt. of India – Director, I.T.S.

- Developed and implemented business & operational strategies for telecom networks, led people and managed large projects in emerging technologies
- Spearheaded the roll out of GSM network worth INR 2 bn by leading and managing cross functional teams
- Negotiated with OEM vendors and achieved a 33% cost reduction in the BTS contract, for which received one of the highest individual achievement award in BSNL
- Planned and managed the deployment of 2000 km long optical fiber network, the longest deployment in a single financial year in BSNL
- Strong technology background and business acumen demonstrated in leading P & L units with significant budgets

Oil & Natural Gas Corporation Ltd.– Assistant Executive Engineer

- Achieved a cost reduction of INR 10 mn by innovatively arranging the repair of imported valves at offshore platforms

www.linkedin.com/in/vivekjaiswal4

VAIBHAV B NAMDEO



ITIL certified Professional with 7.5 years of experience in Transforming Business Operations of IT Product and IT Service Delivery Programs

B.E. (Mechanical), Fr. Conceicao Rodrigues Institute of Technology, Mumbai, 2005

Capgemini India Pvt. Ltd. - Sr. Consultant

- Transformed software licence management system of global business unit at Capgemini leading to savings worth €1.7 mn. Awarded "Project Star Award" for this outstanding contribution
- Improved operational efficiency of a 265 member global business unit by 18%. Transformed financial and delivery management reporting processes by implementing balance score card approach
- Conceptualised and managed "Continuous customer satisfaction improvement program (CCSIP)" which contributed in improving customer satisfaction (of 74 global clients) by 15%
- Awarded for being one of the "Top 25 contributors to society" in CG India by CEO, Capgemini

Mastek Ltd. - Sr. Executive - Project Management Office

- Innovated and implemented an end to end automated delivery progress tracking tool for a 365 member product development program. This resulted in improved traceability and cost saving of 12k GBP for the program
- Led PMO team that managed budgets, revenue recognition, process implementations and optimisations for business unit

www.linkedin.com/in/vvaibhavnamdeo/

Industry Partners

- | | | |
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| ■ Avaya | ■ Honda | ■ PwC |
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| ■ Bernhard Schulte Ship Management | ■ ICICI Bank | ■ Reliance Groups |
| ■ Clinton Foundation | ■ ICRA | ■ Ricoh Innovations Pvt. Ltd. |
| ■ CTS | ■ IKEA | ■ SAP Labs |
| ■ Dabur | ■ IL&FS Infrastructure Development Corp. Ltd. | ■ Sapient |
| ■ Daimler India Commercial Vehicles Pvt. Ltd. | ■ Info Edge India (Naukri.com) | ■ Satmetrix |
| ■ Deloitte Consulting | ■ Infosys Ltd. | ■ Shapoorji Pallonji & Company Ltd. |
| ■ Deutsche Bank | ■ International Oncology Services | ■ SMARTANALYST |
| ■ Edelweiss | ■ Intuit | ■ Snapdeal |
| ■ eClerx Services Ltd. | ■ J P Morgan Chase | ■ Talisma |
| ■ Embitel Technologies India Pvt. Ltd. | ■ Keane India (An NTT Data Company) | ■ Tata Consultancy Services |
| ■ ERA Infra Engineering | ■ Kotak | ■ Tata Group |
| ■ Ericsson | ■ KPMG | ■ Tech Mahindra |
| ■ EXL Services | ■ Lanco Infratech | ■ Tholons Advisory |
| ■ Fidelity | ■ Luxury Hues Consultancy Services India Pvt. Ltd. | ■ Welspun Group |
| ■ Fortis Healthcare | ■ Mahindra & Mahindra Ltd. | ■ Wipro |
| ■ GE | ■ Microsoft | ■ Zee |
| | ■ MindTree | |

Typical Roles Offered

- Senior DGM
- Director
- AVP / VP
- Delivery Manager
- Principal / Senior / Assistant Consultant
- Senior / Deputy / Chief Manager
- AGM / GM
- Country Manager
- Management Consultant
- Sr. Business Development Manager
- Group Manager
- Engagement Manager
- Program / Project Manager

Functional Breakup

- Project / Program Management
- Product Management
- Delivery
- Consulting
- Business Development
- Sales & Marketing
- Human Resource Management
- Operations Management
- Strategy



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Badhri Narayanan (IPMX 2009-10)
Vice President, Citi

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