



MBA EXECUTIVE & EXECUTIVE HCA PROGRAMME

EXECUTIVE
BROCHURE | 2018



CONTENT

- 1.** Our Vision
- 2.** FMS Timeline
- 3.** FMS in Historical Context
- 4.** Message from the Vice-Chancellor
- 5.** Message from the Dean
- 6.** Leading from the front since 1954
- 7.** FMS @ 64:
A Transformational Journey of Rich and Resources
- 8.** Resources
- 9.** Programme Structure
- 10.** Student Profiles (Executive 2016-18)





Our **VISION**

To develop Faculty of Management Studies as a world class university based institution which strives for academic excellence and thought leadership in management education.

Leaders are individuals who relentlessly toil to inspire others to contribute towards the common good of all. Leadership is all about unwavering faith in one's values and a tacit contract of symbiosis with one's environment.

With a heritage of more than 60 years, FMS has a distinguished tradition of preparing business leaders, professionals and entrepreneurs who can deliver in the fast changing digital world of today. With innovative pedagogical methods and techniques, a world renowned faculty, and mentorship by our global alumni, we inspire our participants to be thought leaders and pave the way for creating a better tomorrow not just for themselves but for the society at large.

FMS has the unique privilege of being a part of one of the premier universities of the world -the University of Delhi. It draws resources from some of the finest departments of Economics, Law, Sociology, Psychology, Anthropology, Commerce and Operations Research of University of Delhi. Our collaborative approach involves inputs from various departments that give the benefit of a much wider spectrum and deeper understanding of the concepts as well as the context. Our frequent industry interactions, strong industry interface and mentorship programmes consistently add to knowledge of the relevant tools, and the ability to decisively think through problems and opportunities. Our excellent placement record, over the years, only reiterates the fact that, at FMS, the values of pursuit of excellence, striving for perfection and relentless perseverance are the cornerstones of its rich cultural legacy.



Leading from the Front... **SINCE 1954**

**TIME
LINE**



1954

A cell for Business Management is established and a Part-time Post Graduate Diploma for working executives launched.

1967

The Department launches a Full-time Master of Business Administration Programme.

1972

The Department of Business Management and Industrial Administration is reorganized into Faculty of Management Studies with Dean as the Institutional Head.

1982

A centre is formally launched in South Campus to promote research and training of managers from India and Abroad.

1991

FMS increases seats from 60 to 90 and starts a new section at South Campus.

1999

Amway Professorship of Entrepreneurial Development instituted in FMS and V.K.R.V. Rao Hostel constructed.

2004

In the Golden Jubilee Year, another two year Full-time programme entitled MBA (Management of Services) is launched at South Campus with 40 seats.

2008

FMS increases its intake in all MBA programmes. Fees remain same, one of the lowest in the world.

2011

FMS merges its two Part-time MBA courses under one flagship programme.

2017

Never ending pursuit of academic excellence.



FMS in **HISTORICAL** Context

Shortly after independence a band of visionaries led by Professor V.K.R.V. Rao and supported by then Prime Minister Pt. Jawaharlal Nehru were fired by the ambition to create a centre for advanced learning and research in the social sciences comparable to the best in the world and worthy of an independent subcontinent. Thus, in 1948 the Delhi School of Economics (DSE) was conceived on the lines of the London School of Economics. Subsequently, when Prof. Rao became the Vice-Chancellor of the University, the process of setting up four new departments, namely, Sociology, Geography, Business Management and Commerce, was initiated. Prof. Dasgupta was inducted into the Delhi School of Economics (DSE) by its founder, Prof. V.K.R.V Rao, to nurture the newly constituted Department of Business Management and Industrial Administration. Not unlike his mentor, Prof. Dasgupta too was an institution builder par-excellence. His dream and vision was to take the Department to the status of a full-fledged Faculty, a leading university based institution of management education with the stature of an internationally known School of Business. Guided by the vision of its founders, the school lays highest importance on maintaining excellence in teaching, both as an end in itself and as a basis for creativity and for sustaining excellence in research.



**Professor
A. Dasgupta**
*Founder Dean
Faculty of
Management Studies
(FMS)
University of Delhi*



Message from the **VICE-CHANCELLOR**

Founded in 1922, the University of Delhi is known for its outstanding contribution to teaching, research and service in nation building. Today, the university stands to meet the enormous expectations of society by nurturing professionals and scholars of high caliber, who can offer solutions to a broad range of issues.

The Faculty of Management Studies (FMS), University of Delhi, that made a modest beginning with a three year part-time Post Graduate Management Programme in Business Administration for senior and middle level executives in 1954, is now a pioneering institute of management education in India.

Over the years FMS has developed a state of the art infrastructure with access to journals, databases, softwares etc. The placement records of FMS over these years have been exemplary and many of its alumni are now top corporate leaders. I am sure many bright students aspire to get admission in FMS as their first preference.

My best wishes to the prospective students.



**Professor
Yogesh Tyagi**
Vice Chancellor
University of Delhi



From **DEAN's** Desk

Faculty of Management Studies: A Brand Unparalleled

Faculty of Management Studies (FMS) - a tradition of excellence - prides itself in providing driven and motivated individuals a platform for innovative thinking and acquiring entrepreneurial skills to become tomorrow's great business leaders.

The Faculty of Management Studies, University of Delhi made a modest beginning in 1954 under the leadership of Prof. A. Dasgupta with a three year part-time Post Graduate Management Programmes in Business Administration for middle and senior level executives. The institute was started at Delhi School of Economics and the first set of professors was trained at the Stanford Business School. The vision as I see must be to provide Indian managers with the best available business models and tools for greater efficiency and productivity in different sectors.

FMS continues to draw faculty members from world's finest institutions and with diverse work experiences. The past decades have witnessed a significant growth in the nature and number of programmes offered at FMS. FMS has exchange programmes and collaborative arrangements with leading business houses, management institutions and professional associations in India and abroad. In appreciation of its contributions, the Industrial Finance Corporation of India and Amway Corporation have created Chair Professorships in Industrial Management and Entrepreneurial Development respectively. Shanti Prasad Jain Advanced Management Research Center as a research and development wing of FMS has been set up at the University of Delhi, South Campus with assistance from Bennett Coleman & Company Limited.

With business education at an inflection point, we must strive to equip future leaders with competence and character to address emerging global business and social challenges. The next three years I will be working for global positioning of FMS rooted in Indian culture and philosophy connected with societal cause for social efficiency and happiness. I have been working extensively on integrating these elements into organizational leadership and value based management; which is the need of the hour in order to create morally healthy, socially sensitive sustainable organizations. Let the noble thoughts come from all directions!



**Professor
Sunita Singh
Sengupta**

*Head & Dean
Faculty of
Management
Studies (FMS),
University of Delhi*



Leading from the front **SINCE 1954**

Faculty of Management Studies (FMS, Delhi) is one of the oldest B-Schools in the country, established in 1954 under the aegis of the University of Delhi. The institute was started as a part of the Delhi School of Economics and has grown to be a full-fledged management institute. Being a part of University system, it has been contributing to the industry, businesses, government and social sector at par with leading business schools.

Having started with an evening Masters Programme in Management in 1954, it commenced its MBA (Full-Time) Programme in 1967. FMS went on to establish Shanti Prasad Jain Advanced Management Research Centre at University of Delhi-South Campus to promote research and training of managers from India and abroad in the year 1982. The institute over the years has gained prominence for its learned faculty and students who today occupy coveted positions in the corporate world, both in India and abroad.

Keeping in mind the need of the society and industry, FMS increased intake to its MBA (Full-Time) Programme from 60 to 90 in 1991. The Golden Jubilee Year of FMS in 2004, witnessed launch of another two year full-time programme namely MBA (Management of Services) with an intake of 40 students. In 2011, it merged its two full-time programmes with a combined intake of 226 students. All its programmes today, viz. MBA (Full-Time), MBA Executive, MBA Executive (Health Care Administration), and Ph.D. in Management are well accepted by the industry.



FMS @ 64:

A Transformational Journey of Rich and Experiential Learning

The business world around us is evolving rapidly, and change is perhaps, the only constant. The intensity and speed with which the forces around us are shaping our environment are immensely complex and challenging. Thus, it has become all the more important for us to be able to think strategically and master core business disciplines in order to become the true leaders of innovation and change.

Over the past 64 years, FMS has helped shape diverse personalities and unique talents in order to imbibe the spirit of achieving excellence. The intellectual rigor and exposure that FMS students receive is immense. FMS has carried forward its legacy of 64 years by unifying academics with leadership skills, providing practical experience and training, and most importantly, helping one attain the heights one aspires to reach.

What sets the MBA programme at FMS apart from any other institution's, is the ideal mix of opportunities, corporate exposure, and the kind of conducive academic environment that allows the students to realize their dreams, with the flexibility in the curriculum. This journey has truly been transformational for all who have been part of the FMS legacy. The intense mentorship programme and spectrum of activities carried out, instills within every individual the values and culture that this B-School has stood for over all these years. At FMS, one has the liberty to initiate new activities and the collaborative spirit of students makes it possible for numerous such efforts to bear fruits every year.

Those who have walked in through the hallowed portals of FMS will agree that this institution teaches you to take risks and not be afraid to fail. It also imparts the true value of human relationships and how success is driven by it. We are confident about achieving our goals, but we value our failures just as much as our achievements. FMS respects and appreciates your passion and fuels it, so that wherever you go, you leave behind a mark - the mark of a winner. The combination of a flexible curriculum, a wide array of learning opportunities and a conducive academic environment is the hallmark of this institute. The transformational journey starts from day one and a new entrant is introduced to the culture and values of FMS through an enriching classroom experience and intense mentorship programme. The learner is empowered to collaborate as well as take independent initiatives throughout the year. As much as it is possible to sum up a community, this is FMS having balanced individuals who approach work and play with equal intensity; confident achievers who are brave enough to make mistakes and humble enough to accept them; and dreamers who are grounded enough to know that getting to the top is more fun when the journey is shared. It is this drive and enthusiasm that differentiates and distinguishes us from all others, giving us the winning edge - wherever we go, whatever we do.

ACADEMIC PROGRAMMES

- MBA Executive (Health Care Administration) Programme*
- MBA Executive Programme*
- Doctoral Programme
- MBA Programme

*A separate Information Bulletin is available for candidates applying for MBA Executive and MBA Executive (Health Care Administration) programmes.



RESOURCES

TECHNOLOGY RESOURCES

FMS has technology resources and facilities in both its North and South Campuses. Both the campuses of FMS are fully Wi-Fi enabled where students can access Live Databases, Online Journals and the World Wide Web. FMS has a dedicated computer centre for students where they can access online journals, keep themselves updated with day to day developments and also assist themselves in studies. The center is equipped with a variety of software systems such as SPSS, EViews, Lotus Smart Suite, Corel Word Perfect, Oracle RDBMS, Visual Basic, Visual C++ etc. Business Simulation and games on Investment Analysis and Portfolio Management are available to the students. The learners can also make use of a host of Corporate Databases such as CMIE's PROWESS. FMS is also equipped with state of the art Video Conferencing facility.

FINANCE LAB

In 2012, FMS Delhi became the third campus in India to be equipped with a Bloomberg terminal. Now, it boasts of a complete Finance Laboratory equipped with twelve Bloomberg terminals. The mission of the Finance Lab is to facilitate applied research in financial markets and to help faculty and students develop a better understanding of the world of finance through simulation of equity markets and to mitigate the risk of financial products. It also aids in the simulation of the real trading environment and learning about trading strategies. With these terminals, students now have access to live data across the breadth and depth of international markets. The terminals provide information on government securities, equity markets, debt markets, rates, capital structures, industry comparable and a host of other categories.

LIBRARY

FMS North Campus has air-conditioned library housing over 40,000 Books and Journals (including 60 foreign Journals). Learners also have access to the Delhi University Library System which has a collection of over 600,000 books (through Online Public Access Catalogue) and over 8,000 Journals (including Online Journals). In addition, learners also have access to 27 online databases including ABI/INFORM, EBSCO Publishing and UGC-InfoNet. The learners at the South Campus can also avail the library facilities of S.P. Jain Advanced Management Research Centre along with the University of Delhi - South Campus Library, both of which together have more than 1,50,000 books and bound volumes of periodicals.



AFFILIATION

The Master of Business Administration (MBA) Executive and Master of Business Administration (MBA) Executive (Health Care Administration) Programmes are governed by the Faculty of Management Studies, University of Delhi.

THE PROGRAMME STRUCTURE

The Master of Business Administration (MBA) - Executive and Master of Business Administration (MBA)- Executive (Health Care Administration) programmes have been divided into two parts. Each part consists of two semesters as under:

TABLE 1

		Semester - Odd	Semester- Even
Part I	First Year	Semester - 1	Semester – 2
Part II	Second Year	Semester - 3	Semester – 4

The two-year MBA-Executive and two-year MBA-Executive (Health Care Administration) programmes, each shall have a total of 1120 contact hours built into 19 core courses and 9 elective courses, as outlined in the below mentioned tables (Table 2 and Table 3):

TABLE 2

MBA-Executive & MBA-Executive (Health Care Administration)	First & Third Semesters		Second & Fourth Semesters		Total Number of Courses	Total Number of Marks
	Core Courses	Elective Courses	Core Courses	Elective Courses		
1st Year	7	0	7	0	14	1400
2nd Year	3	4	2	5	14	1400
Total	10	4	9	5	28	2800

TABLE 3

Total Number of Core Courses	19
Total Number of Elective Courses	9
Total Number of Courses	28
Number of Weeks per Semester	16
Number of Contact Hours per Course per Week	2.5
Total Number of Hours per Course	40
Total Number of Contact Hours	1120 Hrs



Notes:

- i. As given in Table 3, each candidate will be required to choose 4 and 5 elective courses in the 3rd and 4th semesters of the MBA-Executive and MBA-Executive (HCA) programmes respectively. In the 4th semester, a candidate may choose to undertake a Project Study in place of one elective course. Thus, the candidate would have a choice to undertake either an elective or a Project Study. Each course, including Project Study, will be of 100 marks.
- ii. In both the programmes, courses could be offered through on-line virtual class room mode, provided proper infrastructure is available.
- iii. In the 2nd year of MBA-Executive programme, any candidate seeking to specialize in a Functional Area such as Finance, Marketing, Operations, Strategy and Leadership, Information Technology, Entrepreneurship, would be required to take a minimum of Five Elective Courses in the chosen area. Such candidates shall be awarded MBA-Executive degree with specialization in the chosen Functional Area.
- iv. Candidates pursuing MBA-Executive (Health Care Administration) programme will be required to choose their all elective courses from the Health Care Administration and Contemporary Courses areas only.

PART I: FIRST YEAR

The schedule of First Year Part-I examination shall comprise of two semesters: Semester-1 and Semester-2. The schedule of papers during the First Year of the programme shall be as follows:

SEMESTER - 1

- Organizational Behaviour & Managing Transitions
- Quantitative Methods for Management
- Managerial Economics
- Accounting for Managerial Decisions
- Marketing Management
- Managerial Finance
- Managing Information Technology for Organisations

SEMESTER - 2

- Human Resource Management
- Operations Management for Executives
- Economic Environment of Business
- Strategic Financial Management
- Marketing Research
- Business Communication
- Delivering Information Services

PART II: SECOND YEAR

Admission to Part-II Second Year of the programme shall be open to only those students who have successfully cleared at least 10 papers out of the 14 papers offered during First Year of the programme, comprising of 1st and 2nd Semesters taken together. The schedule of Second Year (Part II) examination shall comprise of two semesters: Semester 3 and Semester 4. The schedule of papers during Second Year of the programme shall be as follows:

SEMESTER - 3

During Semester 3 of Part-II of the programme, in addition to the following three compulsory papers, a student shall have to choose four elective courses from the list of elective papers announced in the beginning of the semester:

- Business Ethics & Corporate Governance
- Strategic Management
- Sustainable Business & Development

SEMESTER 4

During Semester 4 of Part-II of the programme, in addition to the following two compulsory papers, a student shall have to choose five elective courses from the list of elective papers announced in the beginning of the semester:

- Managing Multinationals
- Legal Environment of Business

Although students pursuing the MBA(Executive) HCA Programme are expected to take most of their elective papers mainly from Area 8: Health Care Administration, but if papers are offered from Area 9: Contemporary Courses, they shall have choice to take not more than two papers from this area as well.

A candidate may take Project Study (MBAEX-9906) as one of the elective papers.



LIST OF ELECTIVE COURSES (MBA-EXECUTIVE)

AREA -1: FINANCE

- Financial Decision Analysis
- Security Analysis
- Financial Markets and Investment Management
- Portfolio Management
- Multinational Business Finance
- Merchant Banking and Financial Services
- Management Control Systems
- Corporate Tax Planning
- Derivatives and Risk Management
- Fixed Income Securities
- Financial Modelling and Business Forecasting
- Private Equity and Venture Capital
- Behavioural Finance
- Personal Investing
- Commodity Markets
- Working Capital Management

AREA - 2: MARKETING

- Consumer Behaviour
- Advertising Management
- Competitive Marketing
- Business Marketing
- Sales Force Management
- Service Marketing
- Sales Promotion Management
- Brand Management
- Internet Marketing
- Retailing Management
- Marketing Channel
- Analytical Marketing
- Advanced Research Techniques in Marketing

AREA - 3: STRATEGY & LEADERSHIP

- Strategic Analysis
- Managing Diversity
- Cross Cultural and Global Management
- Performance Management and Training

Intervention

- Counselling Skills for Managers
- Change and Intervention Strategies
- Managing Interpersonal and Group Processes
- Industrial Relations
- Competitive Strategy
- Learning Organization
- Organizational Leadership: Inspiration, Dilemmas & Action
- Power, Politics and Organizational Decision Making
- Organizational Theories: Structure and Design
- Personal Power & Leadership through Asian Values
- Negotiation, Persuasion and Social Influence Skills
- Manpower Development for Technological Change
- Human Resource Development: Strategies and Systems
- Compensation and Rewards Management

AREA - 4: PRODUCTION & OPERATIONS MANAGEMENT

- Management Science for Executives
- Operations Strategy
- Total Quality Management
- World Class Manufacturing
- Environment and Safety Management
- Quantitative Analysis of Risk and Uncertainty
- Supply Chain Management
- Technology, Innovation & New Product Management
- Service Operations Management

AREA - 5: ENTREPRENEURSHIP

- Entrepreneurial Management
- Entrepreneurship, Creativity and Innovation

- Social Entrepreneurship
- Family Business and Entrepreneurship
- Financing the Entrepreneurial Business
- Managing the Growing Business
- Micro Finance & Entrepreneurship
- Venture Financing & Entrepreneurship
- Managing Marketing of Small & Medium Enterprises
- Corporate Entrepreneurship

AREA - 6: INFORMATION TECHNOLOGY MANAGEMENT

- Information Technology for Creating Business Value
- Managing Software Projects
- Business Process Re-engineering
- Executive Effectiveness through Information Technology
- Business Analytics & Business Intelligence
- System Analysis & Design
- Managing E-Business
- Managing Information Technology Enabled Services
- Knowledge Management

AREA - 7: SERVICES MANAGEMENT

- Management of Non-Profit Organisations
- Global Environment of Service Sector
- Transportation Management
- Hospitality Marketing
- Hospitality Operations Management
- Civil Aviation Management
- Total Service Quality Management
- Career Management
- Management Development



LIST OF ELECTIVE COURSES (MBA-EXECUTIVE HEALTH CARE ADMINISTRATION)

AREA - 8: HEALTH CARE ADMINISTRATION

- Hospital Organization and Control
- Medical Staff Organization
- Epidemiology and Public Health
- Hospital Planning
- National Health Plan
- Comparative Health Administration
- Health Entrepreneurship
- Health, Society & Ethics
- Health Laws
- Health System Research
- Health Economics
- Total Quality Management and Accreditation for Health Care
- Purchasing and Supply Chain Management for Health Care
- Healthcare Operations Strategy
- Healthcare Analytics and Optimization

AREA - 9: CONTEMPORARY COURSES*

- MBAEX-9901
- MBAEX-9902
- MBAEX-9903
- MBAEX-9904
- MBAEX-9905

* Before the beginning of an academic session a maximum number of five courses on contemporary issues may be announced by faculty members as elective courses, to be offered during the ensuing academic session, under intimation to the University.

MBAEX-9906 PROJECT STUDY

Note: Students will receive an input of 40 (class) contact hours in each paper. In addition, students are also required to undertake a variety of practical assignments and group work under the supervision of the faculty in every paper.

EXECUTIVES PROFILE

5 TO 10 YRS EXPERIENCE



ABHISHEK RAI



B. Tech
(Mechanical Engineering)

Industry Background
Elevator Manufacturing,
Sales & Service

KEY SKILLS

Business Development, Client Management, Follow up, Relationship management, Convincing ability, Optimum Solution Provider

PROFESSIONAL EXPERIENCE

Accounts Manager - Services Sales with Schindler India Pvt Ltd (27th Feb 2017 till Date)

- Responsible for After Sales Service, Annual Maintenance contracts and spares of Precision Air Conditioners installed in Data centers and Server Rooms.

Senior Engineer: Service Sales with Emerson Network Power India Pvt Ltd.(27th April 2015 till 25th Feb 2017)

- Responsible for After Sales Service, Annual Maintenance contracts and spares of Precision Air Conditioners installed in Data centers and Server Rooms.

BlueStar Ltd., New Delhi as Senior Sales Engineer (23rd April 2012 20th April 2015)

- Looking after sales and service, Tender procurement and pre and post sales follow up for the sales of Destructive Type testing Machines and Environmental Control Chambers in the area of Uttar Pradesh, Uttaranchal and Delhi.

D.B.EngineeringPvt.Ltd., New Delhi as Sales Engineer (Since 25th June 2010 till 21st April 2012)

- Looking after Sales and Marketing activities for the sales of Industrial Cutting Knives and Tools in Delhi and Yamunanagar area

TRAINING AND CERTIFICATIONS

- Blue Star Way
- My Customer My King
- Health & Safety
- International Trade compliance

SUMMARY OF EXPERIENCE

B.Tech Mechanical Engineer having sales experience of more than 9 years in sales of FMCG tools Machinery and service selling to B2B and B2C customers

 abhishek.raii8@fms.edu  <https://www.linkedin.com/in/abhishek-rai-80114695>

AJAY SINGH

KEY SKILLS

- Direct/Takeout Finance/Refinance • Credit delivery and Monitoring • Dealing with Development Financial Institutes (DFIs)
- Forex/ Treasury operations • Banking Tools (Finacle, SWIFT messenger)

PROFESSIONAL EXPERIENCE

1. India Infrastructure Finance Company Ltd, Govt. of India Enterprise : MANAGER, MAY 2014 –Till date

- Resource raising from MFIs like World Bank, ADB, EIB, JICA and KFW to receive Lines of Credit FIs to narrow funding gap requirements for infrastructure projects in India.
- Handled Credit under takeout finance/refinance/credit enhancement
- Credit Monitoring, NPA management

2. FEDERAL BANK, MANAGER, CREDIT, DEC '2008 : MAY ' 2014

- Post Credit follow up, Credit administration, NPA management, Branch banking, and Treasury operations
- Nodal Officer for handling proposals of MFPI (Ministry of food processing industries) and process those applications for granting financial aid to food processing sector in India.

3. TECH MAHINDRA LTD, TECHNICAL ASSOCIATE: JULY '2007 – NOVEMBER '2008

- End-to-end responsibility for delivery of Proposal Documents (response to consulting RFPs) for U.S. government clients, in a time bound manner.

TRAINING AND CERTIFICATIONS

1. Fundamentals of Infrastructure Finance organised by Euro Money at Dubai, UAE
2. International Programme on procurement procedures for the World Bank aided projects at Administrative Staff college of India, Hyderabad
3. Training on General Financial Rules 2017 (GFR) organised by HLL Lifecare Ltd
4. Treasury Management organised by Dun & Bradstreet
5. Major Training at IOCL for 6 weeks in July 2006 as a part of course structure in Engineering

SUMMARY OF EXPERIENCE


Seasoned finance & banking professional with more than 10 years of diverse Finance/Banking experience with a prominent FI & Indian Bank possessing excellent understanding of the dynamics of Financial sector and business tactical implementations that support the strategies and goals of the enterprise



B. Tech. / B. Engg. CAIIB

Industry Background
Project Finance,
Resource raising-
International,
Credit Monitoring

 ajayuit@gmail.com

 [ajayuit@gmail.com](https://www.linkedin.com/in/ajayuit@gmail.com)

AMIT KUMAR SAINI



B. Tech. / B. Engg.
M. Tech.

Industry Background

IT, Telecom, BFS, Healthcare
& Pharmaceuticals

KEY SKILLS

- Project management, Requirement Analysis, Product Planning and Development,
- Business Analysis, Consumer behaviour and service marketing
- Product Customization, Estimations and Pre – Sales support,
- Quality Assurance, Performance Engineering and Software Security Testing.
- Team Leadership and Client Management.

PROFESSIONAL EXPERIENCE

Lead Analyst (BA) at NIIT Insurance technology services. (Risk Management Product development)

- Major clients worked for – ASPEN, HCC, NOVAE, Liberty, Navigators
- Software Quality Project Management
 - Worked as business analyst and handled Client Requirements, Solution Designing.
 - Worked as performance engineering and security testing expert

Associate Projects (BA) at Cognizant Technology Solutions, (Locations worked on Delhi NCR, Pune and Chennai)

- Major applications worked on Order management, Billing system, SAP CRM, Risk Management, customer care and procurement.
- Worked as business analyst and handled Client Requirements, Solution Designing.
 - Requirement gathering analysis and design

TRAINING AND CERTIFICATIONS

- Business Analysis Training • Neoload Certified Expert
- Cognizant certified professional - Level 0 - Banking and financial services and Performance Engineering
- NIIT certified professional - Security Testing

ACHIEVEMENTS

- Amit was Ranked 17th among the candidates attempted for All India Combined Entrance Examination for M.tech 2008 conducted by JNU Delhi.
- M.Tech with Distinction.
- B.E with Honors.

SUMMARY OF EXPERIENCE

Amit Kumar Saini has around 8 Years of experience in IT and Software Industry, working at Cognizant Technology Solutions and NIIT Technologies, with specific expertise in Business Analysis, Consumer behavior and service marketing, Project management, Requirement Analysis, Product Planning and Development, Product Customization, Estimations and Pre – Sales support, Quality Assurance, Client Management, Performance Engineering and Software Security Testing. Work experience in diverse domains like BFSI, Telecom and Insurance. Involved in several End-to- End Packaged projects playing varied roles as Business Analyst, Module Manager, Associate Projects, Analyst Projects and working experience with clients like Lloyds Banking Group, Union Bank of Switzerland, Colt Technology Services, ASPEN etc.

amit.saini18@fms.edu

<https://www.linkedin.com/in/amitsainihrd>

ARUN KATIYAR

KEY SKILLS

- Quality Assurance and Control
- Client and Team Management
- IT Consulting & Business Transformation
- Business Analytics: Data Analysis, Machine Learning, IOT, Cognitive Computing- Blockchain

PROFESSIONAL EXPERIENCE

- IT Professional with blended experience in consulting and practicing ITES projects for various clients across globe- Hanover, Best Western, Becton Dickinson(BARD), Wabtec Railway, American Express.
- Extensive working experience in software development technologies in Software Quality Assurance Best Practices
- Proficient to adapt and work on latest IT technologies such as Agile, Data Analytics, IOT and Blockchain to provide desired results.
- Extensive working experience in team management in onshore-offshore model including Trainings, Estimation, Planning, Scheduling, Monitoring and Controlling.
- Proficient in client interaction for requirement development, technical consulting and managing deliveries.
- Lucid professional track record with appreciations for finding out measurable outcomes.
- A Professional in delivering value to client by defining and following the best IT practices.

OVERSEAS EXPERIENCE

United States

TRAINING AND CERTIFICATIONS

- ITIL-V3, Intermediate
- Certified Scrum Master
- Certified IOT Professional
- Certified Selenium Professional
- Certified Kanban System Design Professional
- Six Sigma Green Belt Certified- Indian Statistical Institute

ACHIEVEMENTS

- Awarded certificate on IT Industrial Training from Keane School of Excellence at (IIIT-Hyderabad).
- Accolades for individual and team contributions in career.

SUMMARY OF EXPERIENCE

Technical Team Leader- IBM

- Lead- Managing day to day team & client activities- Planning, Monitoring, Delivery.
- Involvement in providing technical solutions on latest technologies to client for value addition and tech enhancement.
- Involvement in test strategy and test plan preparation. Involvement in Software Requirement Specification verification.
- Documentation and review of artefacts of different modules. Involvement in different automation frameworks designing.

Tech Lead (V&V) – IGATE (Cappgemini)

- SPOC Onshore (USA)- Coordination with client and assisting offshore test team on project related issues.
- Creation of performance scripts, execution on device followed by performance analysis



B. Tech. / B. Engg.

Industry Background

IT, Consulting

arun.katiyar808@gmail.com

www.linkedin.com/in/Arun-Katiyar

ASHISH VERMA



B. Tech. / B. Engg.
Chemical Engineering/
Process Design

Industry Background
Oil & Gas
Marketing & Sales

KEY SKILLS

Sale & Marketing Skills: Key Account Management, Negotiation, Customer Relationships, Business Acumen,
Technical Skills: SFDC, SAP (MM & PP), CAD, MS Visio, HYSIS, Application Engg.

PROFESSIONAL EXPERIENCE

Deputy Manager – Sales: Glue Design Pvt Ltd

B2B & B2C sales of Modular Products & Conceptual Design to Organized and Unorganized consumer sector
Responsible for Business development, Market Intelligence, Marketing & Key Account Management
Handling projects of Top FMCG companies.

Assistant Manager - Sales & Marketing: Continental Carbon India Limited (RSM - Western India)

B2B Sales of carbon black to Tier 1 & 2 Corporate customers, Manage Key Account & OEM negotiation to sustain and deliver business result.
Sales forecasting & budgeting, Strategic planning & Market Intelligence
Preparation of Business Plan and Budget for the business unit
Business Development into Plastic sector to western zone, Tech support for Test runs.
Industry catered: Tyres/Rubbers/Polymer/Paints/Inks/Chemicals

Sr Engineer – Process: KP Oils Pvt. Ltd.

Plant Operations, Process Design, Process scale-up, Bio Diesel Projects

Engineer – Process: Royal Energy Limited

Plant Operations, Process Design, Process scale-up and modification, Bio Diesel Projects, Commissioning of Carbon Black Unit

OVERSEAS EXPERIENCE

Srilanka

TRAINING AND CERTIFICATIONS

Process Design Engineering

ACHIEVEMENTS

Recovered 6 Cr from Tyre Company, Developed market for plastics, increased sales by 8%, revenue by 7.8 Cr

SUMMARY OF EXPERIENCE

Sales Manager having Eight years of Sales/Marketing experience into Chemicals/Petrochemical/Polymer Sectors

 ashish.verma18@fms.edu

 <https://www.linkedin.com/in/ashish-verma-434307156/>

BANE SINGH MEENA

KEY SKILLS

Team Management, Leadership, Quality Output, Client Satisfaction etc.

PROFESSIONAL EXPERIENCE

Presently I am working as Assistant Director (Administration) in Ministry of Textiles, Govt. of India since July 2013 & I am dealing with functions related to General administration viz. Purchase/ Establishment/ HR/ Recruitment & selection/ Accounts & Finance/ Legal matters etc. Moreover, I have experience of 41 months at supervisory level in Accounts & finance in Union Bank of India as Assistant Manager.

TRAINING AND CERTIFICATIONS

Trainings in Office Management, Purchase Management, Good Governance etc.

ACHIEVEMENTS

Appreciation Certificate from the then Director for outstanding work in Ministry of Textiles, won many awards in Games & Sports and in N.C.C.

SUMMARY OF EXPERIENCE

Presently I am working as Assistant Director (Administration) in Ministry of Textiles, Govt. of India since July 2013 & I am dealing with functions related to General administration viz. Purchase/ Establishment/ HR/ Recruitment & selection/ Accounts & Finance/ Legal matters etc. Moreover, I have experience of 41 months at supervisory level in Accounts & finance in Union Bank of India.



B. Sc.
M. Sc.

Industry Background

Government of India
General Management,
Finance, Human Resource
Management

 bsmeena.delhi@gmail.com

 www.linkedin.com/in/bsmeena

BASANTA KUMAR SAHOO



B. Tech. / B. Engg.

Industry Background

Power
Operations

KEY SKILLS

- Customer dealing & complaint handling
- Electrifications Projects Management
- Metering, Billing & Collection (Power Distribution)

PROFESSIONAL EXPERIENCE

"Asst. Manager at BSES Rajdhani Power Ltd.

- A team leader work as an inspection officer for checking, inspecting power thefts and conducting mass raid in villages. Search for tariff violators.
- Various technical loss assessment & reduction plan. Coordination with vigilance team for prevention of theft of energy.

Engineer at Noida Power Company Ltd

- Consumer management, Complaint handling & resolving consumer issues regarding new connection, power supply & meter etc.
- Electrification Projects, Existing & Proposed network planning, BOQ preparation, Techno-Commercial analysis, work assigning to contractors & managing
- Oversight of metering, Network reengineering, collection, MIS and consumer interfacing of the entire consumer population.

TRAINING AND CERTIFICATIONS

One month industrial training at 720 MW Thermal Power Plant at NALCO, Angul

ACHIEVEMENTS

- Top performer in BSES Rajdhani Power Ltd. for contributing the reduction of AT & C loss.
- Achieved 100% electrification of unmetered villages served under Noida Power Company Ltd.

SUMMARY OF EXPERIENCE

Power Professional over 7 years of experience in power distribution field across different segments of electricity supply.

 basan.sahoo@gmail.com

 <https://www.linkedin.com/in/basansahoo/>

DR. ANKUR KUMAR

KEY SKILLS

Pre-clinical research Pharmaceutical Regulatory affairs Scientific writing Pharma Consultancy Project Management Business development

PROFESSIONAL EXPERIENCE

- Undertake primary responsibility of all aspect of execution of reserach project
- Finding new drug target, design and execute research activities with a project team
- Analyze, summarize and present results, record keeping, provide insight on these findings and ensure key findings with recommendations are shared with stakeholders

TRAINING AND CERTIFICATIONS

- Good clinical practices (GCP) (The National Institute on Drug Abuse (NIDA), Bethesda, Maryland, January 2017)
- General course on intellectual property (IPR) (World Intellectual Property Organization, Geneva, Switzerland, December 2016)
- Clinical research training course (Computer based) (National Institutes of Health (NIH), Bethesda, Maryland, December 2016)
- Introduction to bioinformatics and its applications (Supercomputing facility for bioinformatics & computational biology, IIT Delhi, March 2003)

ACHIEVEMENTS

"Investigational New Drug filing to FDA as lead investigator
Appreciation award (2009 and 2014)
Innovation award (2013)"

SUMMARY OF EXPERIENCE

- Ph.D. in Biotechnology from one of the best institute of India with over 9 years of Drug Discovery research experience in a global pharmaceutical innovator companies including Daiichi-Sankyo and Eurofins
- Developed and managed large and complex projects in diverse therapeutic areas including Oncology, Airways disorders and Auto-immune disorders
- Successfully conducted many Investigational New Drug studies as lead investigator



B. Sc., PG Diploma in
Pharmaceutical regulatory
Affairs (PGDPRA)
M. Sc., Ph. D.
Ph.D Biotechnology
Industry Background
Healthcare &
Pharmaceuticals, Research &
Development

 ankurnccs@gmail.com

 <https://www.linkedin.com/in/ankur-kumar-ph-d-mba-pgdpra-a8990836/>

DR.SAMRAT RAJ



KEY SKILLS

- Clinical Medicine, General Surgery
- Hair Transplant Surgery
- Team Management
- Clinical Teaching
- Surgical Training

PROFESSIONAL EXPERIENCE

- "MBBS from VMMC & Safdarjung Hospital, New Delhi
- Junior Resident in Safdarjung Hospital, New Delhi
- Surgery Resident (MS) in PGIMER & Dr. RML Hospital, New Delhi.
- General Surgeon in Swami Dayanand Hospital, New Delhi
- MBA Executive from FMS, Delhi "

SUMMARY OF EXPERIENCE

8 years of rich professional experience in the field of Medicine and Surgery. Throughout i have lead and managed numerous teams to achieve optimum patient management and hospital management. I have worked in a Govt. setup, in a Corporate setup and as a Freelancer too.

M.B.B.S MBA Executive
(Strategy & Marketing)
MS (Master of Surgery) in
General Surgery

Industry Background

Healthcare &
Pharmaceuticals
General Surgical Practice

 sam.03.doc@gmail.com

 <https://www.linkedin.com/in/dr-samrat-raj-3926735b>

GURDAYAL PANCHAL

KEY SKILLS

- SAP-Atlas
- Siemens Teamcenter
- Good Communications
- Client Management,
- Internal and External Vendor Management,
- Team Management

PROFESSIONAL EXPERIENCE

Joined Siemens Ltd since Jul-2010 as GTE and Working with Power generation group as an engineering Lead for NTPC and Private projects. Responsible for Engineering, Inspections and Quality.

OVERSEAS EXPERIENCE

US, Germany- 1 Year

TRAINING AND CERTIFICATIONS

- eBOP Training
- Problem Solving Techniques
- Compliance and IT

ACHIEVEMENTS

Got Dual Promotion in Gap of 4 Years only. Won Siemens Puraskar

SUMMARY OF EXPERIENCE

Worked as an Engineering Manager for 5 NTPC projects for Electrical Packages.
Now responsible for international inventory management for Aero-Derivative Gas Turbine for Siemens US.



B. Tech. / B. Engg.

Industry Background

Power
Project & Program
Management, Design &
Architecture

 guruyymca@gmail.com

 <https://www.linkedin.com/in/gurdayal-panchal/>

KAMLESH KUMARI



B. Com.
MBA Finance

Industry Background

Oil & Gas, Healthcare &
Pharmaceuticals, Financial
Services & Products, FMCG /
Foods, Finance

KEY SKILLS

- Cash Flow Management
- Management Reporting & Analytics.
- Direct Tax (TDS timely compile Return and completed Tax Audit.
- Filling ADC Return & Reconciliation.
- GST Tax Regime -Resolving issue on day to day basis while processing Invoice towards Tax code, HSN/SAC and GSTIN no.

PROFESSIONAL EXPERIENCE

- **Accountant - SABIC Innovative India Private Limited-At present**
Supervising Accounts Payable (P2P), ADC Refund, Import Payment, Indirect Tax, General Accounting (General ledger Reconciliation), Reconciliation & Banking, Tax & Stats Audit and Travelling Reimbursement.
- **Finance Executive** - Immucor India Private Limited.
- **Finance Executive** - Glaxo Smith Kline Consumer Health care Limited
- **Accounts Executive** - Bajaj Capital Limited.

ACHIEVEMENTS

- Get Spirit Award from Glaxo Smith Kline Consumer Healthcare Ltd
- Successfully completed Internal, Tax as well as statutory audit with zero complaints.
- Appreciated by external auditors for good work.
- Received prize for best performer in Internship
- Sangam Project-In GSK for centralization of P2P process-2011-12
- SAP Implementation-In SABIC key user for Accounts payable.

SUMMARY OF EXPERIENCE

7years of Experience with key strength in Finance & Accounts in Accounts payable, Direct Tax ,Indirect Tax and Financial Reporting .

maurya.aasha@gmail.com

kamlesh kumari(maurya.aasha@gmail.com)

KUNAL BHARTI

KEY SKILLS

- Client & Team Management
- Good understanding of processes according to ASPICE & CMMI
- Good understanding of Geo Information Systems & related derivatives.
- Knowledge of Software interactions with automotive hardware solutions.
- Keen managerial skills in Mobile Apps Management for Online Stores"

PROFESSIONAL EXPERIENCE

MapmyIndia (CE Info System Pvt. Ltd)

Product Development Manager : currently handling the following:

- Navigation products and projects derived from MapmyIndia's navigation engines, including their release, maintenance, updates & managing collateral for store listings, marketing, product presentations.
- APIs & Mobile SDKs > Product marketing, bench-marking & customisation for client requirement.

TRAINING AND CERTIFICATIONS

- ASPICE Provisional Assessor
- CMMI 3 for Development - Trained for implementation"

ACHIEVEMENTS

- Managed & executed Mahindra XUV500 navigation solution
- Executed Navigation solutions for Tata vehicles such as Hexa, Zest, Tiago
- Founding Leader of the navigation & automotive infotainment department within MapmyIndia - the leading map data provider in India.

SUMMARY OF EXPERIENCE

Experienced IT professional in fields of GIS, Automotive Infotainment solutions & Mobile Applications Management, having had primary ownership development and delivery of many core product & projects such as Navigation Apps/SDKs, Automotive Infotainment solutions and Web APIs. Managed and executed several automotive clients' projects. A certified ASPICE assessor - methodic and organized individual with the skill and temperament to lead/execute projects and deliver superior value to clients by following the best in IT practices in the industry.



B. Tech. / B. Engg.

Industry Background

IT, Other GIS,
Automotive
Product & Service Delivery,
Project & Program
Management, Research &
Development

kunal.bharti18@fms.edu

www.linkedin.com/in/kunalbharti-85

MANISHA PAL



B.Tech(Computer Science & Engineering)

Industry Background
IT , Consulting

KEY SKILLS

- Software Projects Release planning, Software Quality Engineering and Testing
- Project Management – Functional testing, testing estimation, planning & execution
- Analysis of requirement specifications and developing, Test Scenarios, Test Cases and Test Scripts based on QA methodologies & their execution, peer review of Test Cases and defect tracking.
- Quality Assurance Management
- Manual Parser as an Artificial Intelligence with Regular Expressions
- Estimations and Pre – Sales & Sales system support
- Expertise with Manual and Automation Software Testing with tools like: HPALM , Citrix, Selenium

PROFESSIONAL EXPERIENCE

Software Test Engineer – Reservation Data Management India Pvt Ltd. (Joint venture with Lufthansa Airlines and Bird Group)

- End to End Testing and Quality Assurance Management
- Analysis of critical documents like FDS (Functional Design Specification), SRS (System Requirement Specification) etc. Also participating with the team for UAT (User Acceptance Test)
- Coordinating & Understanding the requirements of clients, estimating timelines, proposing solutions, planning detailed delivery schedules.
- Knowledge of Automation Testing & Tools
- Manual /Functional Testing, Regression Testing, Re-testing on QA methodologies.
- Expertise in Manual Parser with Regular Expression
- Knowledge of Sales System

Software Engineer – Omnie Solutions Pvt Ltd

- Software Development of Project Management System and Bug Tracking System in .Net and SQL
- Quality Assurance

TRAINING AND CERTIFICATIONS

- ASP. Net • VB.Net
- SQL • Testing
- Digital Marketing • Ad word

ACHIEVEMENTS

- Successful completion of following Projects:-
- GLOBE – Global logistic system with Hamburg sud
- Lufthansa Sales System
- Manual Parser – Amadeus
- Bug Tracking System

SUMMARY OF EXPERIENCE

- IT Professional with more than 7 years of experience in Software Quality Engineering, and Team management, Project Execution, Planning and Scheduling, Quality Assurance & Control, Process Improvement.
- Experience in Consumer behavior and service marketing, Project management, Requirement Analysis, Product Planning and Development, Estimations and Pre – Sales support, Quality Assurance, Client Management, and Resource Management.
- Developing skills in Digital marketing and AdWords field.
- Work experience in diverse domains like: Airlines, Travel, Logistics, Artificial Intelligence like Regular expressions and Sales System

 manishapal4@yahoo.com



MANU YADAV

KEY SKILLS

- Strategy Management
- Client On-boarding
- Operations Management
- Migrations and Transition
- Accounting and Valuations
- Settlements and Recon
- SDLC,UAT, IDR and JDR testing and development”

PROFESSIONAL EXPERIENCE

Citibank

- Managing a team of 8 analysts for on-boarding 450+ IBOR portfolios to Multifonds and managing daily BAU for Valuations and reconciliations business
- Responsible for end to end system testing on external systems (Amicon, Multifonds) for 3rd party data load and for BAU deliverables

HSBC

- Part of 12 members Pilot Team visiting Edinburg for migration of 140 portfolios from RBC Dexia to HSBC, support Project Mandarin and MENA and setup Independent team in HSBC India office.
- Reconciling the data on the HSS accounting platform to the source

data provided by the client/third party.

- Activities undertaken as an administrator for various reconciliations and data On-boarding models.

OVERSEAS EXPERIENCE

2 Yrs, United Kingdom

TRAINING AND CERTIFICATIONS

- Project Management Certification from Udemy
- Cross cultural efficiency Certification from HCL
- Certificate course from Harvard Mentor Programme
- Effective Communication Programme at CITI

ACHIEVEMENTS

- Awarded Star performer for the Quarterly Q3 2017
- Received spot award from Citi for single handedly managing client delivery”

SUMMARY OF EXPERIENCE

7+ years of experience in Financial services, Investment Banking Operations, Transition Management, Client On-boarding, Operations Management, Project Management, Project planning and execution



B. Com.
CISI - IOC Other
CISI

Industry Background

Financial Services & Products, Product & Service Delivery, Project & Program Management, Operations, Finance

 Manuyadav90@gmail.com



<https://www.linkedin.com/in/manu-yadav-1940a125>

NARESH CHOUDHARY



DBM, PGDM, CAIIB

Industry Background
Banking and Financial
Services, International
Education

KEY SKILLS

- Team Management • Business Development • Credit Appraisals
- Marketing Communication • Relationship Management
- Attention to Details • Channel Management

PROFESSIONAL EXPERIENCE

Union Bank of India (Since Nov 2011)

- Planning & Execution: Plan and execute the business acquisition plan for the region
- Conceptualize and develop business development activities to enhance business volumes
- Region-specific campaign management and performance monitoring.
- Ensure implementation of growth strategies to generate sales across core banking products. including loans, current and savings accounts, term deposits and third party products
- Training and updating branch official about the latest developments related to banks products and services.
- Processing and appraising loan applications.
- Co-coordinating with the internal teams (BMs/ RO Credit/ Legal) & External for documentation and post-sanction activities for the disbursement of the loan if required.
- Financial analysis of clients & markets, identification, and optimization of risk identified.
- Due-diligence, inspection, car-dealer and Builder tie-up

OVERSEAS EXPERIENCE

Marketing Manager South Asia – ANIBT, Melbourne (Jan 11 to Nov 11)

- Organize and coordinate marketing and promotional activities, across South Asia to increase student intake in all programs offered by ANIBT.
- Formulate key strategies and prepare Yearly Marketing Plan.
- Streamline existing and formulate new systems for effective marketing/ promotion & partnerships.
- To organize seminars and workshops, participate in exhibitions and other marketing activities
- Supervise and support Marketing staff to carry out joint marketing activities with respect to specific regions

Marketing Manager South Asia – KINZ, Auckland, New Zealand (May 09 to Dec 10)

Student Recruitment & Marketing of the institute in Indian subcontinent through different channels and represent institute in various promotional events.

TRAINING AND CERTIFICATIONS

CAIIB, NISM, IRDA

ACHIEVEMENTS

Top performer of the North Zone at UBI in 2016

SUMMARY OF EXPERIENCE

Over 8 years of combined experience working in Banking and International Education domain, both in public and private sector for Indian, Australian and New Zealand organizations.

 naresh.kumar18@fms.edu

 www.linkedin.com/in/naresh-choudhary-5989713a

NEERAJ SETH

KEY SKILLS

- Strategy • Data Analysis • Scenario Building
- Resource Planning • Contract Management
- Operations & Maintenance

PROFESSIONAL EXPERIENCE

Dy. Manager, SAIL-Corporate Office

- Formulation, drafting and end-to-end implementation of SAIL Medisclaim Scheme, SAIL Pension Scheme and other superannuation schemes (implication of more than Rs. 150 Crore) impacting more than 1.2 lakh ex-employees families and 90,000 employees families.
- Helped SAIL in reducing cost towards retiral benefits by around 15-20% through Cost Benefit Analysis.
- Conducted strict monitoring on the claims outgo through extensive Claim Dump analysis and prepared Sensitivity Analysis.
- Developed Scenario Analysis and used it in conjunction with Capital Budgeting, for ascertaining cost implications before introduction of Pension Scheme.
- Prepared Quality Procedures as per the guidelines issued for ISO 9001 Certification.

Jr. Manager, SAIL-Bhilai Steel Plant

- Independent management of oxygen production process through cryogenic distillation post understanding of extensive process description with various process interlocks.
- Managed deployment/ implementation of Sales and Distribution module under ERP powered by SAP for 4MT Integrated Steel Plant.

TRAINING AND CERTIFICATIONS

Certificate Course in Industrial Relations & Human Resources, Management Development Program at MTI, Ranchi

ACHIEVEMENTS

- Secured All India Rank - 1 in Logistics Management from IIMM (Gold Medal & President's Award)
- Secured Rank-1 in B.Tech Chemical Engineering for Academic Years 2006-07 and 2007-08.
- Adjudged as Runners-up position in National Management Simulation Challenge (Business Simulation) conducted by National HRD Network in May 2016.
- Adjudged 'Finalists' (twice) in Chairman's Trophy for Young Managers (SAIL)
- Won Table Tennis Championships at National Level for 4 years

SUMMARY OF EXPERIENCE

A professional with proven academic track-record, experienced in a wide spectrum of departments like ERP-Sales & Distribution module, Operations, Project Management and Human Resource Development, where I was recognized for providing viable solutions focussed towards cost-reduction & holistic improvements. During my nine years of industry experience, I have helped my Organization in reducing its retiral and Employee benefits' cost through Cost Benefit Analysis, strict monitoring on the claims outgo, Sensitivity Analysis, Scenario Analysis used in conjunction with Capital Budgeting.



B-Tech(Chemical)/ PG
Diploma (Logistics)

Industry Background
GOI/Manufacturing/
Insurance

 neeraj.seth18@fms.edu

 <https://www.linkedin.com/in/neerajseth0609/>

NEHA MALIK



MBA

Industry Background

FMCG

(Food & Beverage)

KEY SKILLS

- Employee relations
- Performance Management
- Human resource Information Software
- Audit preparation and Reporting
- Analysis
- Training & Development
- Employee Engagement
- R&R

OVERSEAS EXPERIENCE

Managing Bacardi Thailand HR activities

ACHIEVEMENTS

- Recognised for implementing new employee engagement programme
- Launched new R&R programme for employees (Spot Award)
- Recognised for designing digital induction booklet for new employees
- Scored 100 % in corporate Reynard audit
- Awarded as 'Gem of the Quarter' for managing operations flawlessly
- Awarded title of 'Dynamic Instigator' for taking new initiatives

SUMMARY OF EXPERIENCE

- Contributed to the development and implementation of new policies and procedures
- Driving the performance and compensation management system within defined budgets and timelines
- Drive innovation in HR functions and processes
- Managing employee life cycle in organization
- Provided support for HR sponsored training initiatives.
- Partnering with business for driving employee engagement
- Handling payroll & exit processes
- Responsible for Human Resource Information System (Workday)
- Provided support in benefits and leave administration.
- Central coordinator for R&R programme

 neha.malik18@fms.edu

 <https://www.linkedin.com/in/neha-malik-7aabb742/>

NIRANJAN MANIA

KEY SKILLS

- Project Management
- Customer Relationship Management
- Market Analysis
- Expertise in turnkey or customised projects
- Tender participation"

PROFESSIONAL EXPERIENCE

Sr. Engineer at Bharat Heavy Electricals Limited

1. Handling Industrial AC motor Requirement in POWER SECTOR, IRRIGATION & Water Supply System.
2. Tendering & Market Analysis
3. Responsible for Order Booking, Smooth Execution & Cash Realisation, Price Level Estimation, Customer Satisfaction & Relationship

ACHIEVEMENTS

Awarded with "BHEL Young Executive of Quarter" for quickest finalisation of large valued Order through Negotiation

SUMMARY OF EXPERIENCE

7+ Years of experience in Operations, Product Management, Business Strategy, Diversification, Marketing & Sales of power products



B. Tech. / B. Engg.

Industry Background

Manufacturing Energy,
Power, Government of India
Project & Program
Management, Operations,
Marketing & Sales

 niranjan99rta@gmail.com

 <https://www.linkedin.com/in/niranjan-mania-79492a16/>

PRADEEP KUMAR



MCA(S.E.),
BSc(H)
Comp.Science

Industry Background
Financial Services &
Products,
Government of India.

KEY SKILLS

- Worked in marketing to bring new corporate clients, Underwriting, Agency, Accounts, Claims, Co-Insurance, managed all corporate clients and General Office Administration and acquired sufficient special skills and competencies.
- Executed all assigned tasks effectively and efficiently well before the deadlines.
- Ability to prioritize the work based on the situational demand and need of the hour.
- Specialization Diploma in Health Insurance enhanced my knowledge which eventually work as a special tool to resolve TPA and Health Ins. related matters.
- Convincing power as it helps me to bring new clients, dealers and agents to our books.
- Every type of work can be discharge efficiently but Marketing could be done more effectively & efficiently.

PROFESSIONAL EXPERIENCE

- Agent Manager.
- Dealer Manager.
- Health Manager.
- Servicing Corporates, Broking firms to bring new clients.
- Technical Departments of DO.
- Underwriting and Servicing to Corporate Clients.
- System Administrator to perform local Technical support operations.
- Office Administration, Estate & Establishment, Printing & Stationary.
- Underwriting, handling and managing all corporate clients of D.O.

- Handling & servicing to Brokers.
- Handling Co-Insurance Department.
- Marine Cargo, Motor OD claims.
- Visiting & servicing to all local Auto Tie-Up dealers.
- Visiting large prospective clients with Agents and Development Officers.
- Managing, motivating and encouraging the Agency force of 125 Agents to extract best performance out of them.
- System Administrator to perform each and every IT work.
- Handling Upkeep & Maintenance, Estate & Estb., Printing & stationary dept. effectively.

ACHIEVEMENTS

Appreciation from DGM, RM and SDM sir during surprise visit.

TRAINING AND CERTIFICATIONS

Fellowship of Insurance Institute of India (FIII), Specialised Diploma in Health Insurance.

SUMMARY OF EXPERIENCE

- Having sound knowledge in various departments, I can handle and discharge higher responsibilities assigned by management more effectively and efficiently.
- My special skills and competencies are marketing and development function along with general administration as I delivered best results in these areas.

pradeep.kumar18@fms.edu



PRAJIL P K

KEY SKILLS

- Operations Management, Project Management, Vendor Development/Negotiation
- Supply Chain Management, Sourcing, Cost Optimization/Reduction, Commercial/Technical Evaluation, FIDIC Conditions of Contract,

PROFESSIONAL EXPERIENCE

Since Dec 2009: Engineers India Limited
(A Govt. of India Undertaking) Since July 2017

Manager (Supply Chain Management), EIL-HO, New Delhi

- Supporting clients during tendering / procurement stages of the projects.
- Managing and supporting the procurement team.
- Developing and finalizing project procurement & tendering philosophy. Holds the distinction of successfully executing purchase procedure for Dangote Refinery Project at an estimated project cost of 6 Billion USD, pre-bid meetings, commercial & technical evaluations,
- Leading the selection of tendering philosophy. Successfully handled single global sourcing worth 61 Million USD for compressor package During Dangote project, Nigeria.
- Preparing tendering and procurement strategies for HMEL BS-VI Project after deliberations with the client. Awarded Composite Contract tender worth 115 Crore in Record 01 month time from issuance of tender to Award of contract for HMEL BS-VI Project, Bathinda.
- Driving vendor management, engagement, Procurement planning,

milestone mapping and coordination functions. Designing SOP, RFQs, NITs & pricing structure.

- Expediting and post order management.

OVERSEAS EXPERIENCE

DRPP Project, Nigeria

TRAINING AND CERTIFICATIONS

- Certifications in FIDIC Conditions of Contract by CEAI & FIDIC
- Negotiation Skills and Contract Mgmt. by EIL.

ACHIEVEMENTS

- Received appreciation Letter for Awarding of Composite Contract tender worth 115 Crore in Record 01 month time for HMEL BS-VI Project, Bathinda.
- Runner-up in "Spardha - 2016" organised by AIMA & EIL. Runner up in debate competition-2016 by EIL.
- Won prizes in "Samskriti-2008" an Intercollege cultural festival during graduation.

SUMMARY OF EXPERIENCE

Enterprising Leader with excellent interpersonal, communication and analytical skills. Offering 8+ years of experience in Project Management Consulting in Up-stream, Midstream and Downstream Oil & Gas industry projects with hands-on experience in Contracting, Procurement, Contract Management, Vendor Management, Project Management, Inspection & Expediting, SAP, Process Optimization & Innovation.



B.Tech (Mechanical) - 2009
MBA (Operations) -
Expected 2018

Industry Background
Oil & Gas, Energy, EPC,
Project Management,
Consulting

prajilpk@gmail.com



<https://www.linkedin.com/in/prajil-p-k-4b45652a>

RAJINDAR SUNARIYA



B. Com.
MBA

Industry Background

Financial Services
& Products,
BPO
Finance

KEY SKILLS

• Payment Operation, Budgeting & Forecasting, Cash Flow Management • Team Player • Strong Interpersonal Skills

PROFESSIONAL EXPERIENCE

2017 Mar-Present Assistant Manager R to R
• NZ Insurance Co. Preparing Journal and Month end Reporting
• Cash Flow Management
• Intercompany Settlement

2014 Dec-2017 Feb Management Trainee FP&A
• Aus. Insurance Co. Preparing P&L and Month end Reporting
• Variance Analysis

2013 Apr-2014 Nov Management Trainee —US Bank
• Led a team of 12 members
• Responsible for Check Processing Cycle and handling exceptions

2010 Dec-2013 Mar Process Offshore SME —US Bank
• Part of Check Processing Cycle team and Handling Exception to it.
• Handling Escalations

2008 Sep-2010 Nov Process Associate —US Bank
• Part of Check Processing Cycle team and Handling Exception to it.

OVERSEAS EXPERIENCE

10 Years MNC (AUS and US)

TRAINING AND CERTIFICATIONS

• Leant certified
• GB Tested
• Payment operations certification
• Banking Boot Camp
• Insurance Boot Camp
• One Year Computer Application Course

ACHIEVEMENTS

• Customer Delight Award
• Best TL Award
• Best SME Award
• People Engagement Award
• Could identify several process improvement and GB project

SUMMARY OF EXPERIENCE

10 Years of Operation handling and possess deep knowledge FP&A, R to R and Banking, handling some of the critical areas such as Cash Flow and Variance Analysis. Having knowledge of quality tools and ability to identify process improvement and drive value.

 rajindar.sunaria18@fms.edu

 rajindar.sunaria18@fms.edu

SHADAB ALAM

KEY SKILLS

• FP&A, Budgeting & Forecast Analysis
• Reporting Management
• Project Management
• CA Clarity

PROFESSIONAL EXPERIENCE

Company - Ameriprise Financial

• LFO (Lead Financial Officer) for IBM Negotiation Project
• Periodic financial/key metrics reporting on weekly/monthly/quarterly/year-end basis.
• Variance Analysis between Actual, Budget and Forecast figures with monthly and quarterly trends.
• Prepared business forecast model to provide better forecasting for future months with all the possible inputs.
• Preparation of unit operation plan.
• Worked on the KPI metrics to show the performance of the organisation.
• POs reconciliation.
• Preparing Financial Plans and forecasts and identifying risks, opportunities and trends that helps decision making

• Monthly walk to explain the variances to forecast.
• Preparing flash reports with variance commentary on financial results
• Reconciliation of posted time-cards in Clarity vs. IQN (In context with Hours and Resource rate).

TRAINING AND CERTIFICATIONS

Certificate in MS Project Server & Project Professional

ACHIEVEMENTS

• Amy Gold Award winner - 3 time in 2017 - For streamlining business process.
• Promoted as Team Lead

SUMMARY OF EXPERIENCE

Experienced Team Lead with a demonstrated history of working in the financial services industry. Skilled in Financial Planning & Analysis, Microsoft Project Professional, CA Clarity & Business Process Improvement. Strong professional with a Bachelor's Degree focused in Commerce and pursuing Master's Degree in Business Administration from Faculty of Management Studies.



B. Com.

Industry Background
IT, Financial Services &
Products
Project & Program
Management,
Finance

 alamshadab44@gmail.com

 www.linkedin.com/in/shadab-alam-48b619ba

SHAKHER SAINI



PGDM/MBA
PGCPMBM (MICA)
BSC ELECTRONICS (DU)

Industry Background
Fmcg / Real Estate/
Education / Others

KEY SKILLS

• Marketing , Business Development , Brand Management , Corporate Strategy, Advertising, Media Planning , Strategic marketing, Digital marketing,

PROFESSIONAL EXPERIENCE

Brand Manager –(Raj Group / Real Estate) Since 2010

Recently worked with Raj Nandini Estates as Manager Branding & Marketing Communications handling Residential , Commercial & Retail projects (underwritten) of esteemed builderslike Omaxe , Tata Value Homes ,Godrej , Jaypee Group , Lotus , Wave Group , Assotech , Gaursons.

- Digital Marketing, Media Planning & Buying, Brand promotion, Marketing Strategy.
- Building brand focus in conjunction with operational requirements. Ensuring maximum brand visibility and capturing optimum market shares.
- Designing & managing corporate communication, brand image building and product awareness campaigns through offline & online marketing.
- Establishing regional level targets inline with corporate objectives, short term and long term budgets and developing business plans for the achievement of these goals.
- Conducting competitor analysis by keeping abreast of market trends and competitor moves to achieve market share metrics.

OVERSEAS EXPERIENCE

Dubai

TRAINING AND CERTIFICATIONS

- Certified by QAI India Ltd for completion of Quality Mgmt program.
- Certified by NIIT Academy for completion of Swift 2000 course.
- Certified by Irt-India for Diploma in Multimodal Logistics & Transportation.

ACHIEVEMENTS

Recognized for consistent performance in executing successful marketing plans within strict deadlines and budgets

SUMMARY OF EXPERIENCE

An astute & result oriented professional with almost 9 years of experience in Branding & Marketing Communication , Digital Marketing and Business Development.

A proactive leader and planner with expertise in Media Planning , Brand promotion & Strategic marketing, AtI-BtI activities, Events, Digital marketing & Competitor analysis.

 shakher.saini18@fms.edu

 www.linkedin.com/in/shakhersaini

TEENA SHARMA

KEY SKILLS

1. Recruitment and Staffing.
2. Organizational departmental planning.
3. Performance management and improvement systems.
4. Motivate team members.
5. Employee services and counseling.

PROFESSIONAL EXPERIENCE

1. Maintained the up keep of all incoming and outgoing employee verifications, unemployment worksheets, and termination letters to agencies.
2. Processed, reviewed and audited payroll and payroll reports for 40 employees.
3. Improved efficiency by utilising all applicable functions of the payroll system.
4. Supported Human Resource staff with new hire orientation and monthly department meetings.
5. Arranging for technical panels and coordinating at all levels of interviews.
6. Planning and structuring of job advertisements on job portals.
7. Responsible for monthly bills, vendor negotiation, assist employees with benefit changes, yearly open enrollment.

SUMMARY OF EXPERIENCE

1. Analyzing the requirement of organisation.
2. Analyze the quality people and contact them through Phone, Email.
3. Recruit the people and perform various recruitment steps.
4. Maintain the existing employees and take the feedback from them.
5. Make the coordination with various department.
6. Documentation of reports with regards to PF, ESIC, etc.
7. Train the new employee.
8. Assist the accounts department for making the salaries of employees.



B.A.

Industry Background
Oil & Gas
Human Resource
Management

 Teenaraj1980@gmail.com

 www.linkedin.com/in/shadab-alam-48b619ba



EXECUTIVES PROFILE

11 TO 15 YRS

E X P E R I E N C E

AJAY YADAV



B. Sc.
M.C.A.

Industry Background

IT, FMCG / Foods,
Logistics, SCM Project &
Program Management,
General Management,
Supply Chain &
Logistics

KEY SKILLS

- IT Program Management • ERP Implementations • SAP ECC/EWM/TM End-to-end Implementations • S/4 HANA and Cloud Migration
- Business Process Re-engineering • Team Leadership and people management

PROFESSIONAL EXPERIENCE

Arshiya Limited New Delhi - Manager- IT and Heading North -IT for Rail, ICD, DTA, FTWZ Business.

- Executing IT Projects, Defining IT processes, policies standards and procedures.
- Ensuring Maximum IT infrastructure/Applications Up time, Talent building and Knowledge Management
- SAP Implementations and support for all Business
- Supervised a Team consisted of SAP ABAP/FICO/EWM/MM consultants for SAP deployment/Support across All Locations.

Saraya Industries Ltd New Delhi -Manager- IT

- SAP Implementation across all group companies i.e. Sugar, Distillery, Aviation and Renewable energy
- Rendering expertise to team members to resolve any technical Issue.
- Troubleshooting and Imparting Training to clients preparing critical documents like FDS, DDS etc.

TRAINING AND CERTIFICATIONS

- Microsoft Certified Professional
- PG Diploma in Cyber Law
- VM ware certified Associate"

ACHIEVEMENTS

- Awarded the CIO Change Agent Awards 2017
- Awarded "" Employee of the Quarter"" for July '17
- Published Article GST and IT Implementation Challenges in CIO Review
- Published Article The Analytics IT-How to transform your IT Organisation in Enterprise IT world."

SUMMARY OF EXPERIENCE

IT Professional with 12+ Year rich experience in IT Infrastructure Management, SAP End -to- end Implementations and Support, CRM implementations, Business analytics ,Project Management and Risk management.

 ajay.yadav18@fms.edu

 <https://www.linkedin.com/in/ajay-yadav-0972998/>

ARVIND PANT

KEY SKILLS

Competitive Intelligence, Product Innovation, Project Management, Problem Solving and Team Leadership

PROFESSIONAL EXPERIENCE

More than 11 years of rich and varied experience in the area of New Product Development, Product Life Cycle Management, Problem Solving & Conflict resolution, spanning three of the Big Four passenger car manufacturers in India.

OVERSEAS EXPERIENCE

2 years , Japan & Thailand

ACHIEVEMENTS

"Managed nationwide durability improvement study for Hyundai, spanning 11 major cities and 37 high volume dealerships across India. Youngest Project Leader from India, responsible for development Honda Brio from concept to massproduction. "

SUMMARY OF EXPERIENCE

More than 11 years of rich and varied experience in the area of New Product Development, Product Life Cycle Management, Problem Solving & Conflict resolution, spanning three of the Big Four passenger car manufacturers in India.



B. Tech. / B. Engg.

Industry Background

Automotive
Project & Program Management, Research & Development, General Management, Operations

 arvindpant@gmail.com

 <https://www.linkedin.com/in/arvindpant>

AVINASH SHARMA



B. Sc.
M.C.A.

Industry Background

IT, Telecom, Healthcare &
Pharmaceuticals
Project & Program
Management

KEY SKILLS

- Project Management • Client and Team Management
- End-to-end implementation of software projects for DWH, BI and Oracle ETL

PROFESSIONAL EXPERIENCE

IBM - Project Management

- Project Management and Delivery Management
- Managing peak team size more than 30
- Project Planning, Execution, Monitoring, Client Interaction and Coordination
- Implementation of Quality Processes and other best practices
- Conducting & Participating in Process Audits
- Participation in Organization activities like Internal Audits,

HCL - Team Lead

- Technical consultant for system migration
 - Design solution and provide input to development team on technical and functional issues
- Accenture - Senior Software Engineer

SME for the enhancement of application.

- Manage Quality Control process and work status for enhancements and defect requests.
- Coordinate development team activities and team management

Nucleus Software - Software Engineer

- Performed requirement analysis, design, coding, testing, debugging and defect fixing application.
- Execute the UAT of the system at client site, implement the system and provide the production support.
- Managing enhancements and production support related functions

TRAINING AND CERTIFICATIONS

- PMP

SUMMARY OF EXPERIENCE

"IT professional with 15 years of extensive experience in Project Management, Delivery Management and Solution Consulting. Illustrative career coupled with solid leadership, integrity and demonstrated skills in evaluating, developing & managing IT projects. Executed software projects for Banking, Telecom and Pharmaceutical industry"

back2avinash@yahoo.co.in

www.linkedin.com/in/avinash-sharma-8576aab

GAGAN JAJORIA

KEY SKILLS

Spend analysis, ERP (SAP, BPS), supply market analysis, e-procurement tools, risk analysis and excel macro programming. Proficient Knowledge of MS Office suites, Oracle EBS, Ariba, E-tendering, SRM E-Auction, SAP E-sourcing etc.

PROFESSIONAL EXPERIENCE

Bechtel Corporation, Procurement/Expediting Specialist

- Vendor Evaluation, preparing bidder list, tender document & floating tender, receipt of bid, commercial bid analysis with co-ordination with engineering team, price negotiation, & award of package ensuring optimal quality for various M&M and Oil&Gas Projects.
- Post award activities for major packages viz. kick off Meetings, Supplier Drawing & Data submittals, pre-despatch inspection, adherence to delivery schedule and ensuring that project milestones are achieved

Unisys Corporation, Asst Manager

- Responsible for strategic supplier selection and contract negotiations on requirements of engineering, product management, operations, sales, and Unisys clients. Includes support of alliance development, outsourcing and development of suppliers for internal/external projects, and resale requirements.

- Looking after Pre Sales IT Sourcing for APAC regions as a part of Global team.

Responsible for procurement of all IT equipment and Shared service

Cairn Energy, Senior Executive (on Wipro Payrolls)

- Looked after Centralised Shared Services Procurement for

PAN India Sites and Offices

- Responsible for end to end procurements. Floating E.O.I's, Floating Tenders/RFQ's/RFP's for price biddings, Evaluating offers, Techno commercial negotiations, Preparing Contracts.
- Exposed to procuring equipment and services for Commissioning and Operations.

TRAINING AND CERTIFICATIONS

- D3-years Advance diploma course in Korean Language (DU)
- DOEACC 'O' Level computer certification conducted under Ministry of IT

ACHIEVEMENTS

- Performance Excellence Award in recognition of outstanding Piping delivery team.
- Recognized for Single handed-ly working with Presales team and winning a Project worth 35 Million USD in Australia.
- Recognized for Successfully leading 5 member team for procurement of equipment and services for Commissioning in Cairn Energy
- Appreciated for Work, received Star of the Month, Star of the Quarter awards.

SUMMARY OF EXPERIENCE

Seasoned Supply chain professional with over 11 + years of experience extensively worked on Strategic Sourcing, Vendor Development, Supply Chain Management on various ERP platforms. Sourced material from all major Countries including US, UK, Italy, Korea Australia, China etc.



B.Com(DU),
MBA(FMS)

Industry Background

IT/ITES,
Oil & Gas,
EPC

emailtogagan@gmail.com

https://www.linkedin.com/in/gagan-jajoria-90a6b515/

GAURAV SINGHAL



B. Com.
M.C.A.

Industry Background

IT
Project & Program
Management,
Finance

KEY SKILLS

- IT Project Management
- Data Science
- Business Intelligence-Data Analytic's

PROFESSIONAL EXPERIENCE

- Project management throughout the entire project lifecycle, including project initiation/proposals, project delivery, business liaison / stakeholder management, post implementation review and project close out /Handover.
- Handling key stakeholders and working directly with leadership (Financial controllers, and directors) of multiple geographies
- Planning project activities viz. scoping, tracking, risk management, delivery management & post Implementation support.
- Strong Client facing, team handling, strategy and business analysis.
- Cooperating & communicating with stakeholders for efficient project work.
- Responsible for budgeting /commercials, statement of works (SoW) and Vendor Management
- Conflict Management, People Management, coordination with Business People, SME's.
- Responsible for delivery of all change programs from planning, agreeing with business stake holders, securing budgetary approvals, agreeing architecture/design, on boarding resources (internal and external)/technology vendor/SI partner, infrastructure delivery, build, test, operations acceptance and support handover.
- Experience in across domains Retail, Finance, Card Processing, and Publishing

OVERSEAS EXPERIENCE

USA,UK,France

TRAINING AND CERTIFICATIONS

- Certified Business Analyst(UK Computer Society)
- ITIL Foundation V3.0

ACHIEVEMENTS

- Implemented the ambitious data virtualization strategy.
- Incubated new practices around new tools and technologies
- Adoption of product model throughout the tech and business functions

SUMMARY OF EXPERIENCE

A seasoned Professional and thought leader in the field of Business Analytics and Business Intelligence. More than 15 years of extensive experience in Business Analytics, Business Intelligence and Data Warehousing (DWH) Domain, having rich experience in providing Business Solutions and Enterprise Architecture to the Global customers. A Qualified Data Scientist and an Hands-on Business Consultant. Worked with reputed organizations viz... HCL Technologies, Sopra Steria, Fidelity International and having contributed to the Analytics and BI journey of Global Clients that include Barclays, First Quench Retailing, QAD, NCR, Fidelity.. Subject Matter Expert delivering Analytics and BI solutions, across Business areas that Include Finance, Sales, Supply Chain, Manufacturing, Retail & CPG. Demonstrated significant Expertise in Practice management and Competency building. Worked with customers providing Enterprise Architecture, and has significant exposure to Consultative sales & Collaborative Business Development.

Gsinghal.gs@gmail.com

<https://www.linkedin.com/in/gaurav-singhal-01112356/>

JASPAL SINGH

KEY SKILLS

- Hydraulic Modelling of Water/Wastewater collection network using latest softwares like WaterGEMS and SewerGEMS,
- Client Management
- Vendor Management
- Business Development

PROFESSIONAL EXPERIENCE

Manager (Environment), Tata Consulting Engineers India Limited

Review of Wastewater System DPRs prepared by various State Agencies for funding from National Mission for Clean Ganga
Team Management, Client Management, Attending various events/seminars

Review of Hydraulic Modelling of water/wastewater network, Sewage Treatment Plants
Hydraulic Design of External Services of Industrial Township at Bhiwadi

Sr. Engineer, NJS Engineers (India) Pvt. Ltd.

Team Management, Client Management, Vendor Management
Hydraulic Design of Wastewater network/ treatment plants,
Preparation of Feasibility Reports, Detailed Project Reports

Sr. Engineer, Jacobs Engineering formerly Consulting Engineering Services (India) Pvt. Ltd.

Team Management, Client Management, Vendor Management
Hydraulic modelling of Water network for 24X7 water supply and Wastewater collection network/ treatment plants,
Preparation of Feasibility Reports, Detailed Project Reports etc. to seek funding from state/central/ international funding"

ACHIEVEMENTS

Have been involved as Wastewater Expert in prestigious project namely National Mission for Clean Ganga, Ministry of Water Resources and Ganga Rejuvenation, Govt of India

SUMMARY OF EXPERIENCE

Environmental Engineer, working as Water/Wastewater Expert for last 11 years and have been involved various infrastructure (Public Health Engineering) projects funded by ADB, World Bank, JICA and State/ Central governments.



B. Tech. / B. Engg.
Other

Industry Background
Infrastructure Design
(Water Wastewater)

jaskumar123@gmail.com

[jaskumar123@gmail.com](https://www.linkedin.com/in/jaskumar123@gmail.com)

JITU GIRI



B. Com.
MBA(EXE) from FMS

Industry Background
IT, Financial Services
& Products
Finance

KEY SKILLS

- Analysis in the Equities, Commodities, Currencies and Derivatives market on the basis of technical analysis.
- Client Advisory Services.
- Online Website Update related to research calls.
- Report writing and fundamental New Analysis.
- Training junior Analyst
- Collection and interpretation company data to facilitate recommendations
- Maintaining up-to-date knowledge of industry happenings and current events.
- Managing client expectations regarding the quality of deliverables and timeliness of deliverables

PROFESSIONAL EXPERIENCE

My current responsibilities are to Assess the supply and demand scenarios for both near term and long term price direction. Interpretation of Macro Influential Events and statistical analysis of past data to reach upon price targets. Detailed analysis of the world economic events which can influence the markets. Closely follow the spill over effects from outside market such as Forex and Equity Markets.

TRAINING AND CERTIFICATIONS

NISM-Series-XV: Research Analyst Certification Examination

SUMMARY OF EXPERIENCE

12+ years of experience in studying & evaluating the macro and micro economic condition which affects the Equity and Currency markets.

 jitu.giri18@fms.edu

 <https://www.linkedin.com/in/jitu-giri-ba6087141/>

JOYDEEP DEY

KEY SKILLS

- Identifying Needs
- Providing Customized solution.
- Effective resource allocation.
- Analytical Skill.
- Clear communication

PROFESSIONAL EXPERIENCE

Calderys:- Strengthened distribution network. Build a team to ensure effective use of direct and indirect distribution approach. Align the branch to business objective.

Hoganas:- Make short and long term forecast. Identify competition and take pro-active initiative. Act as link between OEM and auto component manufacturer to identify unexplored business potential.

Saint Gobain:- ABC analysis of dealer, customer and retailer. Market mapping. Carry business development activities. Design and implement approve retail scheme, Forecast short and long term sale.

Jay Bharat Maruti:- Quality Assurance Engineer responsible for implementing incoming and outgoing inspection. Carry red-bin analysis, process audit, use 7 QC tools and implement Poka-yoka.

TRAINING AND CERTIFICATIONS

- Training on TS 16949.
- Advance training on Metallurgy.
- Sale training - B2B and B2C.
- Advance training of refractory selection and application.

SUMMARY OF EXPERIENCE

Mechanical Engineer with 14 years of experience in B2B and B2C sales for organization like JBM, Saint Gobain, Hoganas and now Calderys India Refractories as branch manager (North India), supporting a 8 member team and 13 distributor generating a revenue of about 700 MINR annually. Specialize in identifying, developing and nurturing distribution network.



B. Tech. / B. Engg.

Industry Background
Industrial Consumable
Marketing & Sales

 joydeep.rec@gmail.com

 www.linkedin.com/in/joydeep-4m-fms

JYOTI KHATTAR



B. Sc., M. A., M. Sc.

Industry Background

Healthcare &
Pharmaceuticals,
Government of India
Project & Program
Management,
General Management,
Finance

 jyotigkl@gmail.com

 <https://www.linkedin.com/in/jitu-giri-ba6087141/>

KEY SKILLS

appraisal of Central Govt.schemes, research and analytics.

PROFESSIONAL EXPERIENCE

While working in Govt. sector for last 15 years, have dealt with India's external sector, State Finances and policy making for health sector. Presently working in NITI Aayog and is into the policy making for health sector in India, appraisal of health sector schemes, health financing etc. In the present profile have handled projects like provisioning of select services under non communicable diseases through PPP, reforms in medical education in India, Development of support services to States etc.

SUMMARY OF EXPERIENCE

Have an experience of working in Govt. sector for last 15 years. Presently working in NITI Aayog and is into the policy making for health sector in India, appraisal of health sector schemes, health financing etc. In the present profile have handled projects like provisioning of select services under non communicable diseases through PPP, reforms in medical education in India, Development of support services to States etc. Have also worked with Ministry of Finance where looked into the State Finances.

KRATI JOSHI

KEY SKILLS

• Business Intelligence • Data Warehousing • Strong Analytical skills • Project Management • Market & Credit Risk Reporting

PROFESSIONAL EXPERIENCE

Associate Vice President - **RBS Technologies India Ltd.** (Feb 2017 - till date)

- Technical Product Manager
- Delivery Manager of various Business Intelligence projects.
- Stakeholders/ Risk managers (Credit Risk & Market Risk domain) coordinator for initiatives, requirement gathering, proposing architecture designs.
- Delivered the Risk Data Aggregation Reporting project (RDAR) - Regulatory Project (BCBS239) for Market Risk Reporting.
- Successful delivery of US Regulatory Reporting projects on EPS (Enhanced Prudential Standards)

Sr. Software Designer - **RBS** (Apr 2015 - Jan 2017)

Software Designer - **RBS** (Apr 2012 - Mar 2015)

Software Engineer - **RBS** (Jul 2010 - Mar 2012)

Software Engineer - **Hexaware Tech. Ltd.** (Aug 2006 - Jun 2010)

OVERSEAS EXPERIENCE

1 year, USA

TRAINING AND CERTIFICATIONS

- Oracle Certified Associate (OCA) in Developer track (PL/SQL)
- IBM Certified Database Associate (DB2 UDB V8.1 Family)

ACHIEVEMENTS

- Honored with ACE Award in Hexaware Tech. Ltd. for the best performance in 2008
- Awarded with "RBS Star of the Month"

SUMMARY OF EXPERIENCE

Delivery focused Software professional with 12 years' experience in leading Risk domain projects having expertise in BI/ Analytics, DWH, SQL, Oracle Database. Passionate about new Technologies, Stakeholder Management, Program Management and hands on experience of scaling agile by utilizing best SCRUM practices to deliver complex programs & high speed deliveries. Worked across geographies and believes in building relationships across levels. MBA graduate with specialization in Finance from Faculty of Management Studies - University of Delhi.

 kratipant@gmail.com

 www.linkedin.com/in/kratipantjoshi



B. Sc.
M.C.A.

Industry Background

IT, Financial Services
Product & Service
Delivery

KRISHNA KUMAR



B Tech
(Chemical Engineering),
MBA (Finance)

Industry Background

Oil & Gas
Operations,
Supply Chain
& Logistics

KEY SKILLS

- Strong technical skills
- Adaptability
- Problem solving skills
- conscientiousness
- enthusiasm

PROFESSIONAL EXPERIENCE

• Qualified, resourceful and commercially astute senior professional with over all 12 years of experience encompassing Logistics, Supply chain, process, operation and maintenance of large industrial gas manufacturing industries with specialization of Inventory Control and Transportation cost evaluation, process troubleshooting, online and remote operations etc

• Possess in-depth exposure to the entire spectrum of Logistics & Supply Chain spanning planning, directing, coordinating activities of buyers, purchasing officers and related workers involved in purchasing via on line bidding materials, products and services.

• Adept at ensuring alignment of plant parameters based on market dispatch plans for maintaining standard of reliability and availability of products.

OVERSEAS EXPERIENCE

Indonesia 6 months

TRAINING AND CERTIFICATIONS

Industrial safety

ACHIEVEMENTS

Energy saver award in 2010
Cost efficiency award for logistic department"

SUMMARY OF EXPERIENCE

"Past Experience: Having strong operational skill in gas industries from construction & commissioning stage to successfully startup and associated operations modes with capability to handle required online troubleshoots to meet the downstream customers demand with ensuring all defined KPI in line.

Present:- Providing extended technical support to company logistics and supply chain functional department as a logistic efficiency manager to ensure the efficient and reliable operation to meet the customer demand by creating the value addition by various mode of operations and associated important policies developments.

similingkrishi@gmail.com

similingkrishi@gmail.com

KUNDAN SINGH CHAUHAN

KEY SKILLS

- Project/Product Management
- Business/Strategy Consulting & Problem Analysis
- SAP Implementation (Technical/Functional)
- Client and Team Management
- General Management and Change Management

PROFESSIONAL EXPERIENCE

Team lead Manager: ONGC-MRPL (Mangalore Refinery and Petrochemical Ltd till date. (29.11.2007 to till date).

- People and team management role in addition to the core responsibility of managing the enterprise systems.
- Delivering end-to-end value to client by managing their SAP application.
- Catered to multiple engagements while delivering value with SAP Implementations
- Played a key role in building Business Proposal from SAP Technical perspective
- Active player in finalizing the SAP Blueprint & Landscape for clients.
- Requirement gathering and analysis of use cases. Review of all documents provided by team before sending to Client.
- Interacting with the client to discuss and clarify various issues. Production support
- Helping out team members at the time of Analysis, Design and Implementation
- Managing all the tasks and distributing among team members
- Preparing the detail design document for implementing the use cases.
- Exposure to full project life cycle development for implementation and integration.
- Good understanding of processes and also contributed as a

Project coordinator for the project during implementation and Go-live with support.

- Manager is role for the design, installation, maintenance, networking, servers, physical cabling, Lease line etc.

Researcher (JRF) -IIRS, Dept. Of Space, GOI (31.07.2006 to 31.08.2007).

Project: Biodiversity Information System development and maintenance.

- Database designing, organization, management and Maintenance of spatial and non-spatial database of DOS-DBT project entitled "Biodiversity characterization at landscape level using satellite remote sensing and GIS".
- Development of web enabled Biodiversity Information System and spatial decision support system in Internet GIS domain.

TRAINING AND CERTIFICATIONS

SAP/ECC6-ATOS (ABAP Certified) SAP-ATOS Bangalore

ACHIEVEMENTS

- Awarded for project on "Biometric system implementation with payroll" by ONGC-MRPL.
- Awarded for debate competition in ONGC-MRPL.
- Awarded for News reading competition in ONGC-MRPL.

SUMMARY OF EXPERIENCE

- 11 years of blended experience in IT services and consulting in Enterprise Systems(SAP-ERP) with domain functional, consultants Experience in HR and Financial services
- Managed End-to-End Implementations from Technical/functional perspective for multiple clients in varied domains.
- A professional in delivering value to client by defining and following the best IT practices with domain functional knowledge.



B. Sc.
M.C.A.

Industry Background

OIL & natural Gas,
Refinery and
Petrochemical Industry, IT,
Financial Services,
Human Resource.

kundan.chauhan@gmail.com

<https://www.linkedin.com/in/kundan-chauhan-b98ba69/>

MANISH SINGH



B. Tech. / B. Engg.

Industry Background

Consumer Durable,
Engineering, Manufacturing,
FMCG and Energy

KEY SKILLS

- Talent Acquisition
- Business Partnering
- Talent Management
- Change Management
- Organizational Development
- HR Analytics
- Performance Management
- Learning & Development

PROFESSIONAL EXPERIENCE

Team Lead - Talent Acquisition & Regional HR Manager - Blue Star Limited, May 2012 - till date

Talent Acquisition - Leading Talent Acquisition team of Blue Star. Overall process & operation custodian for Talent Acquisition (Lateral and Campus) across India and Gulf countries.

Regional HR Manager : Providing direction and expertise for the full scope of HR function for 800 + manpower spread across 07 offices in Northern Region.

TRAINING AND CERTIFICATIONS

- PGCBM, XLRI, Jamshedpur
- Diploma in Training & Development, ISTD, Delhi

ACHIEVEMENTS

- Designed & implemented various interventions to improve productivity & engagement of employees.
- Successfully lead various change initiatives to support high business growth & market requirement.

- Consistently maintained the rank #1 in GPTW survey on various Business & HR parameters like – Productivity, Manpower Diversity, Employee Engagement, Attrition etc.
- Facilitated the hiring of leadership (at C-levels) & middle management with qualitative improvements in TAT and Cost.
- Successfully supported new Business lines – Water purifier, Air purifier & Air cooler in last 02 years.
- Best performer during 2015 and 2016. Annual HR award for NR in year 2015 - 2016.
- Successfully managed services (PAN India) from vendors (Teamlease, Randstad, Adecco, Alp Consulting) for 2000 off-roll associates.
- Trainer for various flagship training programs and various Capsule learning sessions.

SUMMARY OF EXPERIENCE

- Resolute and committed HR professional offering a distinguished career of over 14 years with insightful exposure in conceptualizing, developing and implementing HR strategies towards excellence, enabling high performance, managing change and building culture with focus on total employee engagement.
- With a balance of strategic and operational role, delivered high business impact through pragmatic human resource practices in diverse industries like Consumer Durable, Engineering, Manufacturing, Power and Education.
- Adept at leading a team and quickly adopt to work environment using superior communication and interpersonal skills. A consistent performer, have a proven track record of making visible contribution to bottom line performance by driving innovation in human capital management.

 manish.fms2018@gmail.com

 <https://www.linkedin.com/in/manish-singh-4036a120>

MANOJ YADAV

KEY SKILLS

- IT Budget Planning / Divisional Project Governance
- Strategic Project to Business Alignment
- Global / Virtual / Distributed Team Leadership
- Program / Project / Product / Delivery Management
- Account & P&L Management
- Vendor / Client Relationship Management
- Benefits Realization / Value Stream Mapping

PROFESSIONAL EXPERIENCE

Worked as Project Manager in Oxford University Press, Noida

- Project governance & tracking overall compliance of the SOW/ commitments, execution, setting up MIS and reporting structure along with coordination with global teams, project sponsors & key stakeholders (CxO, BU heads and senior level) management across Asia (India, Malaysia, Hong Kong, China and Pakistan) & UK.
- Effectively partner with business leads, architect / technical leads, business analysts, sales, digital marketing, operations & production teams for delivery of products within specified time, budget and quality norms across Asia.
- Managing the designated multiple projects in parallel through all relevant stages of the system lifecycle from project initiation through to project closure and review.
- Budgeting, forecasting, resource planning and allocation based on volumes & projections, project scheduling, KPI measurement, leading status review meetings, Profit & Loss responsibilities & reporting of

project /programs across Asia to the senior management.

Worked as Sr. Software Engineer in DuPont, Gurgaon

- Leading a team of developers, testers, DBA, Infrastructure to deliver requirement as per project objectives.
- Designing architecture of application and managing team and application development, build & deployment automation (continuous integration, continuous delivery and continuous testing) processes.
- Manage client relationships & track the performance of the Project (typically weekly and monthly), quality and reporting to client & management.

OVERSEAS EXPERIENCE

4 years - US, 3 years - UK, 2 years - Asia (India, Pakistan, Malaysia, Hong Kong, Main Land China)

TRAINING AND CERTIFICATIONS

PMP, PRINCE 2, ITIL, Agile - Scrum

ACHIEVEMENTS

Night in Town Award for Project Delivery, Dupont

SUMMARY OF EXPERIENCE

10+ years of experience into IT where he has worked extensively into Delivery of Program / Project / Product management & Consulting role for IT Application Development, IT Infrastructure, IT Support, IT consulting, IT Governance, predominantly in Education, Banking Financials, Healthcare, Genetics, Retail, Travel and Telecom customer.



B. Tech.
M. Tech.

Industry Background

IT Consulting,
IT Products,
Services & Support

 manoj.yadav18@fms.edu

 <https://in.linkedin.com/in/manoj-yadav-it-pm>

MEGHA SUNGER



PGD in Human Resource Management, Bachelors in Information Systems (H)

Industry Background

Bilateral and Multilateral Government Programme Management focussing on Education, Skills, Training, Science and Research

KEY SKILLS

Stakeholder Management, Program Planning and Monitoring, policy reporting, Outreach events delivery, Strategic Communication and Multi-cultural Adaptability

PROFESSIONAL EXPERIENCE

Programme Management Associate, Asian and Pacific Centre for Transfer of Technology (APCTT), United Nations Economic and Social Commission for Asia and the Pacific (June 2017- till date)

Development and implementation of capacity building activities on themes involving Science, Technology and Innovation (STI); engaging with Asian Pacific countries and national institutions for development of project proposals; stakeholder management; programme documentation and impact reporting

Senior Project Manager (UKIERI), British Council India (2012 - 2017)

Plan and implement strategic partnerships between UK and Indian science and innovation communities including facilitating bilateral research cooperation; annual financial management of ~GBP 4 million; reporting on Return on Investment, Impact and Stakeholder feedback; and delivering on outreach and dissemination activities in India and the UK

Project Manager (UKIERI), British Council India (2007-2012)

Delivery of programme activities; content creation for website and outreach; delivery of events and delegation visits in both India and the UK

OVERSEAS EXPERIENCE

UK, USA, Asia Pacific Countries

TRAINING AND CERTIFICATIONS

- Abdi ROI UK Planning, Measurement and Reporting Results (2012)
- UKIERI AICTE Training on Leadership Development for Institutions(2015)
- World Bank MOOCS Course - Engaging Citizens: A Game Changer for Development? (2016)
- UN ESCAP Training on Intergovernmental Meetings Management and Protocols (2017)

ACHIEVEMENTS

- Lead on the delivery of Leadership Development Programmes with Indian Government through relevant agencies (over 2000 schools, 300 Higher and Technical Institutions)
- Awarded the British Council Award for Intercultural Diplomacy
- Secured Audit compliance for India UK Bilateral project for operations, process efficiency and ROI

SUMMARY OF EXPERIENCE

Professional with more than 12 years' facilitating collaborations on research, education, skills and technology, capacity building programmes and effective delivery of government funded bilateral/multilateral initiatives.

 megha.sunger@gmail.com

 <https://in.linkedin.com/in/meghasunger>

NAMIT VARMA

KEY SKILLS

- Strategic Financial Consulting.
- Planning, Reporting and Performance Analysis
- Project Management
- Management Reporting
- CBA's, Decision Support and Cost Control.
- Process Improvement
- Team Management

PROFESSIONAL EXPERIENCE

Alight Solutions Pvt. Ltd. (Previously Aon) Sr. Delivery Manager Finance - Sep'08 - till date

- \$70M P&L Owner, managing end to end FP&A and reporting including LRP's, R&D, Management /Financial performance and analytics to Senior Leadership (CXO's).
- Revenue Pipeline projections for Consulting business
- Cash Flow Strategy (Capital/Operating Spend management)
- Project Management - Developing CBA's, Active role in Firm's cost control and planning initiatives across regions and practices. Drive reporting standardization.
- Month End reporting, Improving Consolidated India level reporting, Cost Allocation Methodologies, Reconciliation b/w GL and Corporate reporting system.
- Understand the value drivers of the business and develop analytics around key measurements like Cost /FTE, Seat utilization, Cost /site etc. to facilitate business decision-making.

Convergys - Sr. Financial Analyst - Sep'07-Sep'08

- Reporting, budgeting, forecasting for \$30MM P&L's.

- Invoicing, Contract compliance, Revenue recognition,
- Financial and Operational reviews.

GENPACT - Financial Analyst - Sep'03-May'07

GL Transactions, P&L Reporting, Travel/Relocation Analysis, Monthly HC/Cost Reporting, Reclass Entries, Interact with the various stakeholders for Variance explanations.

OVERSEAS EXPERIENCE

3 years - US

ACHIEVEMENTS

- Night Achievements-Help Delivered ~\$4.5MM savings over past 4+ Years.
- Won accolades like India Leadership Team Awards, Platinum Award, Business Excellence awards, Extra Miler by CFO for distinctive client value, Champion Awards by IT Leader, CFO Awards (Twice) for outstanding contribution to our functions – meeting business needs, improved reporting and Analytics.
- Distinctively recognized for biggest RE deals – INR 800 Crs.

SUMMARY OF EXPERIENCE


- FP&A Leader with 14 Years of experience in Advisory and Consulting in formulating budgets/forecast, conducting variance analysis. Designing CBA's, Reporting Capabilities, Process & Procedures to facilitate sound financial control for business.
- Financial modelling and project feasibility / profitability analysis to facilitate management review of capital appropriations, expansion strategies, sensitivity and Trend analysis, simulations and scenario planning.



M.Com.

Industry Background

Insurance, ITES/Outsourcing, HR Consulting

 namit365@gmail.com

 [namit-varma-73ba00a](https://in.linkedin.com/in/namit-varma-73ba00a)

NEERAJ BHOKAL



B.Tech in Electronics & Communications

Industry Background

12 year experience in telecom industry, core competency in network planning, driving market kpi for RMS & CMS growth

KEY SKILLS

- Team management
- Vendor handling
- Technical competency

PROFESSIONAL EXPERIENCE

Bharti Airtel (June'2010 to till date)

- Handled network planning for 3G & 4G in Delhi
- Currently driving market KPI for RMS and CMS growth plus leading Wi-Fi project for Airtel Delhi
- Motorola India Ltd. (Jan'2009 to May'2010)
- Handled network planning in Delhi for MTNL as Senior Engineer
- Telecom Network Solutions (Nov'2006 to Jan'2009)
- Handled multiple projects of RF surveys & planning for Airtel, Vodafone and Idea

TRAINING AND CERTIFICATIONS-

- Simulator Training for Power Plant Operations (2 Weeks)
- ISO internal Auditors Training

ACHIEVEMENTS

- Significant CMS growth of Airtel in Delhi circle
- Successful Launch of Airtel 3G & 4G in Delhi Circle
- Successful Launch of MTNL 3G in Delhi Circle.

SUMMARY OF EXPERIENCE-

- 12 years' experience in telecom industry.
- Technical expertise in telecom domain
- Expertise in team management and vendor handling
- Expertise in driving and project handling

 neerajbhokal@yahoo.com

 <https://www.linkedin.com/in/neeraj-bhokal-a7a06977/>

PRANAV KURARIA

KEY SKILLS

Financial Modelling, Project Finance, Due Diligence, Life-cycle Estimation, Bidding and Tendering, EPC Contracts, BOO Bidding

PROFESSIONAL EXPERIENCE

Since Jun'13 with SEPCO III Electric Power Construction Corporation, Gurgaon as General Manager

- Financial Modelling for BOO Projects and computation of power tariff for bidding.
- Financial Due Diligence & Decision Analysis for investment projects
- Structuring for EPC Contracts
- Preparation of projected Profit & Loss Statement, Cash Flow Statements, Risk Assessment and Mitigation Matrix, Pricing & Contingency Statements.
- Building Scenarios and sensitivity models for EPC/ BOO projects
- Contract Negotiations with clients, investors and financial institutions

Jul'12 – May'13 with BGR Energy Systems Ltd., Noida as Dy. Manager (International Business).

- Market Mapping for EPC opportunities in regions like Middle East, Bangladesh, North Africa and Indonesia.
- Business Development & Liaison
- Due Diligence of RFQ & RFP documents
- Bidding & Tendering
- Contract Negotiations with project developers

Jul'11 – Jun'12 with Lanco Infratech Limited, Gurgaon as Assistant Manager

- Assessment of business environment and EPC opportunities available in regions like Middle East and Bangladesh.
- Due Diligence of RFQ documents and commercial T&C.
- Techno commercial bid preparation and Contract Structuring for

EPC Projects.

- Preparation of Projected Profit & Loss Statement, Cash Flow Statements, Risk Assessment and Mitigation Matrix, Pricing & Contingency Statements.

Jul'06 – Jul'11 with Reliance Infrastructure Limited, Noida as Manager

- Tracking EPC opportunities in India and identifying target projects.
- Managed Bidding and Tendering activities for EPC projects as bid manager.
- Worked in closed coordination with Group Power Utility on Tariff based competitive bidding for UMPPs and Case 2 bids.

OVERSEAS EXPERIENCE

- 24 Months – MENA Region and ASEAN
- 48 Months – Bangladesh

TRAINING AND CERTIFICATIONS-

- Simulator Training for Power Plant Operations (2 Weeks)
- ISO internal Auditors Training

ACHIEVEMENTS

- Secured contracts worth USD 900 Million across various roles
- Leveraged leadership skills as Class Representative for MBA Batch
- University level awards in extra curricular events

SUMMARY OF EXPERIENCE-

Experienced Strategy Manager with more than 11 years of experience in EPC, Power, Solar and Infrastructure sector. Highly Skilled in Financial Modelling, Due Diligence, Business Strategy, Life Cycle Estimation, Business Development, Bidding & Tendering. Leveraged Skills in EPC Contracts with in-depth understanding of Markets, Trends and Business Models.



B.Tech (Power Engineering) from National Power Training Institute

Industry Background
Power, Infrastructure, Project Finance & Due Diligence, Business Development

 pranav.kuraria18@fms.edu

 <https://www.linkedin.com/in/pranavkuraria/>

PRINCE CHOPRA



B.C.A

Industry Background

FMCG / Foods

General Management,
Operations, Supply Chain &
Logistics

KEY SKILLS

- Diagnostic Planning & Execution for Go-To-Market
- Managed Operations Direct Warehouse / Anchor Model
- Distributor Management
- Sales Force Management
- Sales & Operation Planning
- Deep Analytics – data to actionable analytics
- Demand, Supply, Inventory Planning / Mgmt.
- Cross-functional business understanding of the Bottling Business.
- Ability to analyze and re-design business processes & build enabling systems

PROFESSIONAL EXPERIENCE

- Supporting and part of designing & implementing the market construct for Segmented Distribution.
- Supply Network planning, Distribution correction and expansion.
- Planning reverse logistics from the Market and Distributors.
- SDP, Rural Distribution, Hub & Spoke, Wholesale channel.
- Network Optimization for Infrastructure planning & Freight Optimization.
- Responsible for Improving the Customer Service for both Direct & Indirect Markets
- Driving OTIF, Reengineer Process for structural correction, waterfall model to improve Fillrate.
- Lead the Implementation and Support of all Systems, Processes & Change Management related to RTM Vertical.
- Driving Visibilizing the complete Indirect Operations.
- Nominated as an SME for Supply chain to work with solution team (Inhouse – outsource) in full lifecycle of a software solution including Designing, Development, Testing, Pilot & Rollout.
- Working with ground team in designing Annual Business plan and facilitating in Driving Productivity projects to control cost and adhere to plan using Operational Excellence Methodology.
- Engaging with Units during weekly and monthly reviews on Operations Dashboards.
- Capability Building across ground team by creating training modules & classroom sessions.
- Lead the functional System Implementation team to guide the initiatives at ground.

SUMMARY OF EXPERIENCE

A professional with a decade of experience of association in FMCG-Beverage Industry in key verticals - Frontend, Supply-chain and Technology. I am an FMS Alumnus and got accolades on turn around the Distribution Visibility, Supply Chain Optimization Level2 Distribution, Network Optimization / Asset Optimization, Direct Operations –Servicing, Sales force productivity, Inventory Optimization at level 2 Distribution.

 prince.chopra@gmail.com

 <https://in.linkedin.com/in/princechopraintrapreneur>

RAHUL KUMAR JAIN

KEY SKILLS

- Quality / Process Management
- Color Management
- Data analysis & interpretation
- Well versed with quality tools like Six Sigma
- Team Leading &Development
- Advance level of knowledge in MS Excel with Vba Programming

PROFESSIONAL EXPERIENCE

The Times of India (2005 to present)

- 13 years of comprehensive experience in designing Pre-press workflow PAN India.
- Implementation of Color Management workflow PAN India.
- Significant reduction in Advt disputes over a period of time.
- Color Correction & enhancement of all the input material to be printed in a challenging environment (Constraints like low GSM, reduction in ink consumption etc)
- Quality evaluation, Analysis & improvement of Printed newspaper with competitor.
- Enhanced level of process management through automation achieved by creating customised programmes in Vba & Java script.
- Programme written to achieve high level of accuracy in generating MIS.

SICPA India Ltd (June-2003- May-2005)

- Production Planning & control of all commercial ink division.
- Raw Material Planning
- Quality Evaluation & formulation ink.

TRAINING AND CERTIFICATIONS

- Certification in Lateral thinking Programme
- Certification of Six Sigma tools programme
- Attended “Dale Carnegie” Training

ACHIEVEMENTS

- In 2014 Received Chairman’s Award in In-house Print Quality improvement.
- Won Gold Awards in 26th National Convention on Quality Concepts (NCQC - 2012) at Indian Institute of Technology, Kanpur.
- Created special programme in MS Excel which saves time & ease operation in the workflow with high level of accuracy.

SUMMARY OF EXPERIENCE

14 Years of experience in operation & dynamic environment in stringent target in line with organization’s strategic Goals, experience in new technology implementation PAN india, Implementation of various cost saving projects through technology across all the centres in India, Quality management tools implementation in various functional areas of operation.



Bachelor of Engineering,
MBA (Expected-2018)

Industry Background
Newspaper Print industry,
Ink Manufacturing

 rjain368@gmail.com, rahul.jain18@fms.edu  <https://www.linkedin.com/in/rahul-jain-70698335/>

SANJAY KUMAR



KEY SKILLS

- Ability to learn new skills
- Coordination skills
- focussed approach
- Continuous upgradation of skills"

PROFESSIONAL EXPERIENCE

- Indian Oil Corporation Limited- Manager (Employee Relations)
- Handling the IR climate of more than 140 locations
- Handling statutory matters, Trade Union issues, Contract Labour issues and guiding the locations on these matters
- Liaisoning with Central IR Machinery for IR related matters
- Representing and coordinating on behalf of the Corporation in legal matters"

OVERSEAS EXPERIENCE

10+ years with UK and 1 year with Asia Pacific Countries

TRAINING AND CERTIFICATIONS

I have been a trainer on service related statutory matters to persons working at locations.

SUMMARY OF EXPERIENCE

Worked in leading Public Sector for last 11 years. The experience includes handling of IR climate of more than 140 locations spread across the northern part of country. I specialise in labour laws and have been handling labour related matters including Union issues, contract labour issues, statutory matters and managing relations with Central IR machinery. I am a constituted attorney to represent and coordinate in all legal matters concerning service related issues.

B. Tech. / B. Engg.

Industry Background

Oil & Gas

Human Resource

Management, Other

Managing Industrial

Relations

 sanjaykrawat@gmail.com

 <https://www.linkedin.com/in/sanjay-rawat-393b76111/>

SUSHANT SHARMA

KEY SKILLS

Project formulation & appraisals, Financial Modelling, Capital Budgeting for PPP road project, Project Planning & Control, Risk Analysis, Corporate KPI's design, Strategic Initiatives, Cost Analysis, Infrastructure Procurement Options

PROFESSIONAL EXPERIENCE

HEAD - MIS & Infra Projects, AGM, Simplex Infra

Sectoral exposure of working in MRTS, ROADS & HIGHWAYS, AIRPORT INFRASTRUCTURE & BRIDGES AND FLYOVERS

- Financial Modeling & Sensitivity analysis—Infrastructure PPP Projects - including projecting cost and revenue with clarity of assumptions over a defined period
- Project formulation & Appraisal—Appraisal of returns -Capital Budgeting—Determining the appraisal criteria, Determining the financing mix & composition of Assets
- Project Planning & Control • Delay Modelling & Gap analysis
- Project Scheduling & Tracking -Master Baseline, Accelerated & Impacted CPM Network Schedules & generating resource deployment schedules on MS Projects & Primavera 6.
- Dash board designs—MIS- Variance analysis reports, KPI's reporting. • Resource Evaluation & Budgeting

TRAINING AND CERTIFICATIONS

- Certificate course in Advanced Construction Management (PGD. ACM) from National Institute of Construction Management and Research, Pune
- Qualified Lead Auditor for ISO 9001 & OHSAS 18001
- Visiting Faculty- IIFT—Delhi, KIIT-Bhubaneswar, ISDA-Delhi, SSCBS-Delhi University, NICMAR-Delhi for Project Finance & Project Management
- MDP on Project Management—IIM, Kolkata

ACHIEVEMENTS

- Honoured with Certificate for successful completion of Project Management course—PMI in the year 2010
- Honoured with Certificate of appreciation for dedicated faculty of Project engineering and Management course for Simplex Infra—Bhartiya Vidya Mandir in the year 2010

SUMMARY OF EXPERIENCE

Seasoned construction Project Management & Project Finance professional with more than 14 years industry experience in Building & Infrastructure Projects, Heads—PMO office in capacity of Asst. General Manager at one of the leading contracting firm- Simplex Infrastructures Limited. A civil engineering graduate possessing excellent understanding of Project financing, Budgeting & Corporate / Project Planning skills for construction industry with Key competencies including strong analytical skill, leading multi-cultural teams, strong process implementation and management, organizational ability, delegates and carries responsibility, capable of working under pressure and meeting deadlines



B-Tech-Civil Engineering & MBA -Finance

Industry Background

Infrastructure -Project Management & Project Finance

 sushant.sharma18@fms.edu

 [linkedin.com/in/sharmasushant](https://www.linkedin.com/in/sharmasushant)

TARUN SAURABH



M. Tech.
(IIT BHU, Varanasi)
B. Sc. Engg
(NIT Jamshedpur)

Industry Background

Oil & Gas
Operations, Supply Chain &
Logistics, Other
Strategic Plannig

KEY SKILLS

- Client Management,
- SAP
- Team Management
- Training

PROFESSIONAL EXPERIENCE

From 2005 to 2017: IndianOil Corporation Limited

Looked after POL Terminal operations, Maintenance, Safety, Customer relations, Supply and Distribution, Strategic Planning”

TRAINING AND CERTIFICATIONS

- Cutting Edge Programme by MDI Gurgaon
- Short Productivity Course by IndianOil Corp Limited
- Advanced Safety by NITIE, Mumbai,
- MDP (Management Development Program) by IIM Kolkata

ACHIEVEMENTS

- Awarded BHU Medal for securing 1st Rank in M.Tech. (Civil Engg) at IIT, BHU, Varanasi
- Received best suggestion award for North Region of IndianOil Corp Ltd (MD).

SUMMARY OF EXPERIENCE

Looked after POL operations and Supply & Distribution at Petroleum Terminals along with plant maintenance and safety. Also performed the job of PR (Public Relations) at one of the Terminals and interacted with Customers and Vendors on regular basis. Have gained working proficiency in SAP. Managed regional (North India) supply-demand of petroleum products in IndianOil Corp Ltd. Presently part of Corporate Strategic Group of IndianOil Corp Ltd.

 tarun.saurabh18@fms.edu

 <https://www.linkedin.com/in/tarun-saurabh-a40a7933>

VAIBHAV KUMAR

KEY SKILLS

- Business Analytics • Pricing • Service Excellence • Financial Reporting
- Client Management • Operations Management • Project Management

PROFESSIONAL EXPERIENCE

American Express India Pvt LTD (Sr. Process Manager)

- Competent & diligent Analytics, Finance & Operations professional with 14 years' experience.
- Adept in mapping customer satisfaction and drawing vital inputs to realign strategies to achieve customer delight and tackling market dynamics.
- Good communication skills; sound knowledge of AXP process and system; and proven ability to work independently as well as a part of a team.
- Expertise in developing and implementing procedures, control systems for maintaining quality standards.

ACHIEVEMENTS

- Conceptualized and presented new product worth \$2Bn Top line to Asia Pacific Head Business Development.
- Lead Award winning projects across different businesses such as Co Brand Card, Merchant rebate, Corporate Card Incentive.
- Ideated and standardized the pricing terms for contracts resulting in benefit of ~\$ 7M to US P&L.

SUMMARY OF EXPERIENCE

AMERICAN EXPRESS (INDIA) PVT. LTD.

- | | | |
|-------------------------|---|------------------|
| • Sr. Process Manager | (GFO Analytics & Opex Management) | Oct'15-Till Date |
| • Manager | (GBS Analytics & Service Excellence) | Jun'13-Sep'15 |
| • Assistant Manager | (GBS Corporate Client Incentive) | Nov'10-May'13 |
| • Sr. Financial Analyst | (GNS Partner Bank Settlement and Accounting Team) | Jun'07-Oct'10 |

AMERICAN EXPRESS BANK LTD.

- | | | |
|---------------|-----------------------------|------------------|
| • Team Member | (India Business Operations) | May 04 – June 07 |
|---------------|-----------------------------|------------------|



B COM

Industry Background

Financial Services,
Accounting, Operations
Management, Products
Development,
Consulting

 vaibhav.kumar18@fms.edu

 www.linkedin.com/in/vaibhav-kumar-5619a936

VIJAY SINGH



KEY SKILLS

Customer relationship Management and Principle Relationship Management. Team Management and performance evaluation. Business/Strategy & Business analytics. Product and Pricing Management

PROFESSIONAL EXPERIENCE

Led the team responsible for Business Development. Worked along with sales team to acquire new Business. Weekly reports & reviews of sales/Technical team. Assisted management on multiple business development activities.

SUMMARY OF EXPERIENCE

About 15 years of experience in Telecom services, Business Development, Product and Pricing Management, Solution delivery and Business Analytics.

B. Tech. / B. Engg.

Industry Background

Telecom

Product & Service Delivery,
Project & Program Management,
General Management,
Marketing & Sales

 vijaysinghd3@gmail.com

 vijaysinghd3@gmail.com

VIKAS VARSHNEY

KEY SKILLS

Customer Relationship Management, Networking, Problem Solving, Analytical & Adaptability, Strategic Marketing & Financial Modelling

PROFESSIONAL EXPERIENCE

Tata Power, Business Development Manager (2011- Present)

- Leading Domestic and International Business Development for Power Plant Services (Lead Generation to Contract Finalization along with handover to Execution Team) by selling the concept of leveraging the technical expertise of the company in various fields including Power Plant Operation and Maintenance (O&M), Technical Audits, Project Management Consultancy Services and Customized Services.
- Successful end to end delivery of Consultancy Services Projects including Contract Structuring from Tax and Legal perspective
- Studying New Markets, Geographies for the business growth, establishing strategic partnership and alliances, generating business from the existing accounts and achieving profitability via increased sales growth.

Siemens, Senior Executive (2006-2011)

- Lead Western Region Sales to market a wide range of Siemens Numerical Protection Relays (including state of art IEC 61850 communication protocol), Substation Automation Products & Communication Systems via Channel Partners and Direct Customers and hence ensuring the attainment of set sales and profit targets.
- Heading and Organizing Sales and Training shows, Exhibitions, analyzing latest marketing trends and tracking competitors' activities"

OVERSEAS EXPERIENCE

Experienced in adding Services Footprints outside India in new geographies by making breakthroughs in African and European countries along with experience of working with leading power sector funding agencies like ADB, World Bank, USAID, MCC, USEA

TRAINING AND CERTIFICATIONS

TBEM-Business Excellence Leaders' Program (BELP), Project Management @ Siemens

ACHIEVEMENTS

CSI Score of more than 90%, BELP Training-Silver Medal, Recognized as Top Talent for 4 consecutive years and nominated as Best Employee @ Siemens, Gold Medal in Electrical Engineering, 1st Rank across @ FMS 2016-18 batch for 3 Semesters Together

SUMMARY OF EXPERIENCE

Sales and Marketing Professional with 12 Years of diverse experience in the areas of Business Development, Financial Modelling, Business Planning, Product Management, Media Planning and Digital Marketing for the Products and Services in the entire value chain of Energy Sector (including Generation, Transmission and Distribution) and have concluded deals worth > 100 million USD during the entire professional journey.



B.Tech (Electrical Engineering), Gold Medal

Industry Background

Energy, Sales and Marketing

 vikas.varshney18@fms.edu

 www.linkedin.com/in/vikasvarshney

VINAY YADAV



B.Tech , IIT Roorkee

Industry Background

Oil & Gas, Infrastructure,
Government of India
Project & Program
Management,
Operations

KEY SKILLS

Contract Management, Project Design & Management, Operation at delivery location for petroleum products, SAP user Experience etc.

PROFESSIONAL EXPERIENCE

8 year experience in project management & 4 Year experience in pipeline operation

TRAINING AND CERTIFICATIONS

• Training in operation competency by Indian Oil, Training on Leadership for Middle Management by IIM Calcutta.

ACHIEVEMENTS

NCC- B Certificate; part of team of 15 tank (90 000 Kl) construction at Paradip etc.

SUMMARY OF EXPERIENCE

Project Construction activities management, Operation at oil & gas product delivery management, Oil & Gas Pipeline Project Design , Project Contract & Tendering activity management etc

 vinay.iocl@gmail.com

 [vinay.iocl@gmail.com](https://www.linkedin.com/in/vinay.iocl@gmail.com)

VISHAL GAURAV

KEY SKILLS

- IT Program Management
- Digital Marketing
- Business Start-up
- Business Transformation

PROFESSIONAL EXPERIENCE

Digitigi Technologies | General Manager: May 2017 – Till Date

- Built the organisation from the ground up to a portfolio of INR 30 million plus with more than 50 projects in 12 months.
- Developing and driving digital vision, creating next-generation digital strategy, roadmaps, and architecting futuristic digital solutions for brands such as BMW

Valforma Technologies | General Manager: Apr 2014 – Dec 2016

- Incubated two new lines of business - Business Intelligence and Digital and built a team of 20 plus consultants serving a delivery portfolio of INR 50 million plus across ten global accounts.
- Provided consulting services around digital transformation, digital strategy and enablement for clients such as Smart Dubai Government, MAG, Nissan, Unilever, Saint-Gobain and Renault.

CSC | Sr. Manager: May 2005 – Mar 2014

- As a business strategy and planning leader for Asia Applications Business, lead the transformation program of CSC's top-down metamorphosis initiative for the Global Applications Delivery business encompassing 15,000+ employees across Asia.
- As a delivery manager for the Sun Microsystems account, lead the

design and development of IT solutions for client business portfolios worth over US \$100 million consisting of 30+ projects and 100+ globally distributed employees with a span of control over delivery, client management, cost and revenue management, human resource management, recruitment and account growth.

Birlasoft Limited | SW Engineer: Jan 2004 – May 2005

- Drawing on specialized knowledge of Java, J2EE & Weblogic worked on design and development of multiple complex web applications for GE Power Systems.

OVERSEAS EXPERIENCE

4 years in United States, 2 years in UAE

ACHIEVEMENTS

- CSC India CEO Award - 2011
- CSC India Leader of the year award – 2010
- Finalist of CSC Global Chairman's Award for technical excellence - 2009
- CSC India Star HiPod Award (Best among high potential managers) - 2011
- Birlasoft, Best Employee (Team) Award – November 2004
- Birlasoft, Best Employee (Individual) Award - April 2004

SUMMARY OF EXPERIENCE

Digital and Technology leader with 14 years' track record of leadership and vision of what is required to leverage the advancements of SMAC (Social, Mobile, Analytics, and Cloud) and convert them into winning business strategies.



B. Sc.
MCA (BIT Mesra)

Industry Background

Digital Marketing, IT
Services, IT Consulting

 vishal.gaurav18@fms.edu

 www.linkedin.com/in/vishalgaurav

WALESH KUMAR



M.Tech.
(Design of Mechanical
Equipment), IIT Delhi, 2004
B.E. (Mechanical
Engineering), NIT
Surathkal, 2002

Industry Background
Energy/Power/Aviation
Operations

 walesh@gmail.com

 <https://www.linkedin.com/in/walesh>

KEY SKILLS

- Research & Development – Mechanical integrity, Design and FEA-Simulations
- Innovation Management – Product Development, Planning and Customization
- Leadership and People Management- Building high performance teams, PMP Evaluation

PROFESSIONAL EXPERIENCE

Emerson Automation Solutions

- As Group Head – Lead project team with diversified skill set on North America projects and coordinate with US clients
- Technical support to business development team for negotiating new projects
 - Program Manager for development of Rotor Stress solutions for steam turbine projects.

Alstom Power India Ltd

- Manager(Technical)– Provide guidance and coaching to multidisciplinary team for mechanical integrity projects (world wide region)
- Responsible for mechanical integrity assessment of steam turbine components in design board reviews and customer design review

GE India Technology Centre Pvt Ltd

- R&D Specialist – Worked on development of GENx Engine for Boeing 787 Dreamliner.

- Technical support, tracking and managing the projects across group through design reviews.

OVERSEAS EXPERIENCE

USA, Singapore, Korea, China

TRAINING AND CERTIFICATIONS

- Green Belt in SIX SIGMA, GE, 2005
- Green Belt in SIX SIGMA, ALSTOM, 2011

ACHIEVEMENTS

- Awarded Dean's Roll of Honour for securing 1st Rank in academic Year 2016-17.
- Technology Excellence Award – GENx Clearance Team at Engineering Recognition Day, 2006
- Ranked 53 in GATE 2002 in Mechanical Engineering (99.67 Percentile) 1st Rank in IISc Zone
- Among the 20 students selected from all over India for 'Contact Program for Young Scientists' held at IIT Kanpur
- Cleared JEE-98, (Joint Entrance Examination), an entrance examination for admission in to IITs.

SUMMARY OF EXPERIENCE

R&D Professional with 13+ years of diverse experience in New Product Development, Mechanical design for Aircraft Engines and Steam Turbines. Identifying, building and monetizing value in the organization – from ideas to products.

YASH VARDHAN JAIN

KEY SKILLS

- Business Development
- Media Sales
- Client Relationship Management
- Vendor Management
- People Management
- Product Planning and Development
- Revenue Forecasting
- Strategic Planning
- Media Planning & Buying in the OOH domain
- Competition Analysis
- Market Research and Analysis

PROFESSIONAL EXPERIENCE

"Group Head - Business Acquisitions - Times Innovative Media Limited

- Led Business Development initiatives through Identifying & Assessing Marketing contracts both Strategically & Financially including Alliances, JVs and Acquisitions
- Part of executive team responsible for scaling up business through organic and inorganic growth
- Developing Strategic Marketing plans to drive Acquisition growth from new & existing opportunities
- Developing Go-to-Market strategy to enter/ expansion into

- Tier II cities through Acquisition/Strategic Tie Ups
- Build relationships with Corporate, Development authorities, Airport & Transportation authorities to explore/ create growth options
- Performance evaluation on monthly basis vis a vis the competition & across properties to support Board presentation
- Conduct research on Industry and Competition to analyse current trends

TRAINING AND CERTIFICATIONS

- Harvard Business School – Launching New Ventures – India
- Business Analytics Skills
- High Impact Presentation Skills

ACHIEVEMENTS

- Bennett, Coleman & Co. "Chairman's Award" for Excellence,
- Times OOH "Best Green Shoot Award" in Government Business,
- Times OOH "Execution Excellence Team",
- Times OOH "Shabaash Award" for Excellence in work."


SUMMARY OF EXPERIENCE

Advertising professional with more than 15 years of cross functional experience in Outdoor Advertising services. Specialist in Transit and Street Furniture media formats and business acquisitions.



Marketing &
Sales Management
Business
Administration

Industry Background
Media & Entertainment
Business Acquisitions

 yash.jain18@fms.edu

 www.linkedin.com/in/yvjain

ZEBA AHMED



B.Sc.(H), MBA

Industry Background
ITES/Service Industry

KEY SKILLS

- Client, Process & Project Management
- Planning reporting and performance analysis
- Business Analytics & change management

PROFESSIONAL EXPERIENCE

Alight Solutions (Feb'18 onwards) – Black Belt II – Individual contributor role. Leading Six Sigma Black/Green Belt other process improvement projects.

Tech Mahindra Ltd. (Mar'10 - June'16) – Lead Manager - Transactional & Strategic quality PAN India Project management. Business Analysis, Driving Initiatives effectively, build solution to help address key customer needs. Managing a team of managers, AM, QTL & QAs responsible for transaction monitoring, analysis, action planning & Product/Process improvement. Coaching, mentoring and Leading Six Sigma Black/Green Belt & YB Projects.

Aegis Ltd. (Essar Group) - (Aug'07 - Nov'09) – Asst. Manager (Transactional Quality) -Quality Assurance & Performance Management / Process Excellence

Bharti Airtel Ltd (Telecommunications) – (May'06 – Jan'07) – Executive – CSD (Service Assurance) - Call Center & Quality audits for Service partners, VAS & IVR Audits for marketing team. Establishment of Audit Guidelines & Maintenance of quality report sheet.

Convergys India Services – (Aug'04 – Mar'06) – Customer Service Associate (UK Based Telecom Partner) -

Managing inbound calls for the UK based Telecom provider & Upselling

TRAINING AND CERTIFICATIONS

- Prince2 ® Foundation
- Six Sigma BB - GB Certified
- ITIL V3 Foundation.
- ISO Certified Auditor (9001)

ACHIEVEMENTS

- Successful closure of SSBB project with annualized saving of USD 1.3M and mentored Lean
- SSGB/YB/PDCA projects with savings of USD 0.6M.
- Best Manager award – 2011, 2012 & 2014
- Best Idea award for FY 13-14 in Exchange Ion
- Nominated as RISE example (Internal recognition) for the work done on both transaction as well as strategic quality.
- President's appreciation for the contribution in winning the Best Centre Award
- Conceptualized ISO Culture in the organization. External auditor's (TUV) appreciation

SUMMARY OF EXPERIENCE

A service industry professional with over 11 years of experience in customer service & Quality with a proven track record of building high-performance teams, exceeding client expectations and delivering exceptional results. I am able to work well under pressure and adhere to strict deadlines

 zebaahmed0401@gmail.com

 Zeba-Ahmed- 062a5014b

ZIAUDDIN KHAN

KEY SKILLS

Change Management, Pre-Sales, People Management, New Technology Implementation, IP Network and Services, Delivery Management, Enterprise Solution Designing, Cloud based Solution and Project Management

PROFESSIONAL EXPERIENCE

1. **Bharti Airtel Limited** - Network Engineer for UP West Broadband Customers
2. **Infosys Technologies** - Customer Solution Consultant for Global Banking and Financial Markets customer spread across globally.
3. **British Telecom** - Network Design Unit Lead - My current responsibilities are to deliver the network design and design repeatability as a business output across the team. Specifically this role is accountable for:
 - Driving business performance, efficiency and continuous improvement within the team.
 - Delivering positive engagement and organizational health across the team, including resource planning, and team development.
 - Managing stakeholders to enable network design and delivery.
 - Leading and managing the performance of a team of Level 1 to 4 network designers, with between 8-12 direct reports (average span) and team size of 40-100."

OVERSEAS EXPERIENCE

2 Years in London, United Kingdom

TRAINING AND CERTIFICATIONS

British Quality Foundation Lean Practitioner, ITIL V3, Cisco Network Professional Certification, Leadership Training - Pioneer and Lead by Example.

ACHIEVEMENTS

- People Manager of the year- 2016, CI Team of the year

SUMMARY OF EXPERIENCE

A dynamic, focused, business-oriented professional in IT/Telecom with 12+ years of multi-country experience in Delivery Management, Solution Architecting, Consultancy, Pre-Sales, Operations and People Management.



B. Tech. / B. Engg.

Industry Background
IT, Telecom
Design & Architecture

 khan.ziauddin@gmail.com

 khan.ziauddin@gmail.com

EXECUTIVES PROFILE

15+ YRS

E X P E R I E N C E



AARTI KAPOOR



B. Com.
PG Diploma in Marketing,
PR & Advertising

Industry Background
Education
General Management,
Marketing & Sales

KEY SKILLS

Leadership Skills, People Management, Channel Management, Team building, Soft skills, Business Development

PROFESSIONAL EXPERIENCE

Apeejay Education Society:

Head – Sales Excellence, 2017 – present

- Design Sales strategies, admissions goal setting, aligning & tracking admission process at the University & all Higher Education Institutions & Schools under Apeejay Education Society
- Strategizing the Lead generation activities right from Digital marketing to BTL activities

IMT, Centre for Distance Learning, Ghaziabad :

Vice President – Marketing & Sales Enablement, 2013 - 2016

- Done Admissions Goal setting, aligning and tracking thru actions & results.
- Designed sales strategies & trained sales manpower. Managed & driven channel sales team, goal setting, monitoring, training, motivating, initiating & guiding BTL activities.
- Strategic marketing, Brand strategy & Brand building. Electing Brand Position that provides our organization with marketplace advantages.
- Planning & execution of Digital & social media campaigns, data analytics, agency interactions & campaign refinement. Launched digital campaigns which increase brand awareness, relevant differentiation, value, accessibility and emotional connection.

NIIT (North Delhi) :

Area Head - Sales/Marketing & Operations, 1998 - 2013

- Managing Profit Centre, vendor management, resolving employee conflicts, student grievances.

- Strategically restructuring sales and marketing operations to optimize performance.

Aptech (North Delhi) : Head – Sales & Marketing, 1992-1998

- Achieving Business Goals of all 6 centres in North & North West Delhi

TRAINING AND CERTIFICATIONS

Certificate program in Digital Marketing

ACHIEVEMENTS

- Award “ Centre with Highest Enrolments & Centre with Highest Placements, 2012 -13
- Platinum Club Award, 2011 -12
- Platinum Club Award “The Winning League, 2010 –11 & 09-10
- Award for Excellence for Placements, 2010-11 and 2009-10

SUMMARY OF EXPERIENCE

More than 25 years of successful sales and marketing experience, budgeting, cost control, strategic partnering, business development, team building, retail sales & channel sales, strategic marketing, corporate communications, media planning & digital marketing.

- Strong people management skills, decisive & motivating leader with extensive experience in managing marketing, admissions & channel sales.
- Formulated the plans and executed digital & social media campaigns, print, radio, website development and video shoots. Designed & created innovative marketing collaterals in all media.
- Maximized sales in current/previous jobs by designing and launching proactive campaigns, generating new business through calling, referrals and leads follow-up, and customizing sales strategies to address client-specific needs and markets. Designed & implemented sales process.

Aarti.kapoor18@fms.edu

<https://www.linkedin.com/in/aarti-kapoor-86a9649/>

ABHISHEK JAIN

KEY SKILLS

- Program & Delivery Management
- Account & P&L Management
- Consultation & Organisational Change
- Leadership & Team Building
- Business & Strategy Planning
- People Management & Workforce Planning

PROFESSIONAL EXPERIENCE

IBM – 2008 onwards

- 2016 onwards, Global Program Manager, managing the Lloyds Bank GroupUK account (approximately US\$2 billion) involving migration of over 40,000 systems to IBM cloud. Establishing infrastructure and support organisation and incorporating rebadging of over 1000 bank employees
- 2015 – 2016, Global Program Manager, managing global cloud offering program to develop and enhance new products on cloud and mobile technologies, which increased the portfolio earnings by over US\$250 Million
- 2012 – 2015, Senior Program Manager, onsite in Sweden to manage the account for Nordea Bank, the largest bank in EU region
- 2008 – 2012, Portfolio and Program Manager managing multiple accounts in Europe, US and APAC region

ABS India Pvt. Ltd. – 2007 to 2008

Headed the project to design and establish telecom infrastructure at over 80 stations of DMRC

CDAC – 2001 to 2007

Multiple consultation projects in app development, high performance-

supercomputing, e-Governance, training centre establishments

EARLY CAREER: 1999 – 2001

Different roles in sales, pre-sales and solution designer

OVERSEAS EXPERIENCE

10 years in Europe, US and APAC

TRAINING AND CERTIFICATIONS

- Project Management Professional (PMP®)
- ITIL v3®
- Executive PM (IBM)
- Networking Technologies
- Agile/Scrum
- Six Sigma / Lean Principles
- Leadership Development Program (University of North Carolina)
- Cross cultural, soft skills like 7 Habits (Steven Covey), Emotional Intelligence

ACHIEVEMENTS

- Bravo Award for outstanding accomplishments (IBM)
- 3 continuous Thank You Awards for exceeding performance (IBM)
- Recognition for giveback & mentoring leading to high performance team (IBM)
- Best Project Team for DMRC (ABS India)
- International bilateral cooperation project of the year (CDAC)

SUMMARY OF EXPERIENCE

19 years of global and domestic experience in creating and managing cross cultural high-performance teams, formulating strategy and leading large programs, driving organizational changes, in high pressure, fast paced and direct customer facing environments across multiple sectors like banking, government, telecom.



B. Tech / B. Engg

Industry Background
IT, Telecom, Consulting,
Government

jainabhi1976@gmail.com, abhishek.jain18@fms.edu

www.linkedin.com/in/jainab

BALAJI E



B. Tech. / B. Engg.

Industry Background

Manufacturing, Energy, Shipping & Ports, Defense, Product & Service Delivery, Project & Program Management, General Management, Operations

KEY SKILLS

- Project Management
- Quality Assurance
- Production Planning
- Material Management

PROFESSIONAL EXPERIENCE

Joined Indian Navy in 1999
Senior Engineer (Diving Support Vessel) (2001-03)
Second engineer onboard ship.

Engineer Officer (Fast Attack Craft) (2003 – 05)
Chief engineer of the ship

Deputy Manager (Propulsion and Generation System) (2005 – 08)

- Deputy Manager of Propulsion and Generation System Workshop in Naval Dockyard.
- Responsible for undertaking repairs and overhaul of main engines and diesel generators fitted onboard Naval Ships.
- Led a team of 40 personnel in running the workshop

Engineer Officer (Survey Vessel) (2008-09)
Chief engineer of the ship

Senior Naval Engineer Overseer (2009 – 14)

- Responsible for overseeing Ship construction taking place in Ship Building Yard.
- Actively involved preparation of Quality Assurance Plans, Quality

- Control Plans, Measurement Plan for overseeing activities.
- Responsible vetting procedures used by the ship builder for correctness and approving the same for execution based on the Normative and Standards being adopted.
- Responsible for accepting the work executed and certifying its acceptance on behalf of the Indian Navy from the contracted Yard.

Project Manager (Since 2014)

- Project Management
- Contract Management
- Responsible for Conducting various review meeting towards monitoring work progress
- Coordinating with work centers, OEM specialists and other divisions involved
- Responsible for initiating financial cases requiring government sanctions

TRAINING AND CERTIFICATIONS

- Marine Engineering Specialization Course
- Piping Engineering Course
- Project Management Course
- Certified Welding Inspector, WRI Trichy"

SUMMARY OF EXPERIENCE

An Officer in Indian Navy with over 19+ Years of experience in various roles. Served onboard Naval Vessels for 06 Years and remaining period in Naval Dockyard and Ship Building Yard. Presently doing Staff appointment in Delhi and posted as Project Manager of a Ship under Construction.

 balaji.e@hotmail.com

 [www.linkedin.com/in/ balaji-e-a4640314b](https://www.linkedin.com/in/balaji-e-a4640314b)

BRIJESH JOSHI

KEY SKILLS

- General Management
- Strategic Initiatives
- Change Management
- People Management
- Program & Project Management

PROFESSIONAL EXPERIENCE

Strategic Assistant to Global Leaders

OVERSEAS EXPERIENCE

US & UK

SUMMARY OF EXPERIENCE

Brijesh is a seasoned professional; a generalist with 20 years of work experience in diverse fields. A rare combination, he has studied engineering along with humanities & management which enables him to look at any phenomenon from multiple angles as well appreciate viewpoints. Having run his own business prior to working with the corporates – he is adept at general management as well as driving strategic initiatives and change management.

He has been associated and has worked in close proximity with global leaders who direct multimillion dollar businesses. He has experienced, witnessed & played a key role in building multiple

strategic & tactical plans from scratch and has seen them through to implementation.

Certified by Gallup "Empathy" is his greatest strength which makes him capable of connecting with people across all levels and handle the roadblocks that hit any execution. Because he is able to see the view points and articulate his position, he is always seen as a trustworthy individual.

The other strengths worth a mention are :

Futuristic – inspired by future i.e. what "could be", he can inspire people with his visions – a great skill to drive agendas.

Positivity – stays upbeat and gets others excited about the plans of action.

Responsibility – takes psychological ownership of what he says he will do which manifests in honesty and loyalty.

Maximizer – capable of transforming something strong into something superb with understanding and articulation.

Brijesh is looking for an opportunity where he can utilize his strengths & create value. He can be reached at brijesh.joshi6@gmail.com or on his mobile +91.99582.67774



B. Tech. / B. Engg.
MBA Strategy & Marketing

Industry Background
IT/ITES

 brijesh.joshi18@fms.edu, brijesh.joshi6@gmail.com

 <https://www.linkedin.com/in/brijesh-joshi>

CS AMARNATH SINGH



KEY SKILLS

- Financial & strategic planning,
- Auditing & Compliance,
- Merger & Acquisition Negotiations,
- Business Valuations, Statutory & Legal Compliance,
- Drafting Agreements,
- Good Communication Skills,
- Time Management & Multi tasking.

PROFESSIONAL EXPERIENCE

- 2 years' experience as a Company Secretary in a Private Limited Company.
- More than 20 years experience in finance, accounts & legal department in a Public Limited Company."

TRAINING AND CERTIFICATIONS

-

B. Com., M. Com.
C.S.

Industry Background

General Management,
Marketing & Sales, Finance,
Legal & IP, Human Resource
Management

SUMMARY OF EXPERIENCE

Over 20 years' experience in the Finance, accounts & legal profession, with a strong background in corporate laws, labor laws, excellent interpersonal skills and the ability to communicate effectively.

 csamarnath.singh18fms.edu

 <https://www.linkedin.com/in/cs-amarnath-singh-754bb714/>

DEEPAK KUMAR DIXIT

KEY SKILLS

- Delivery Champion
- People Magician
- End Client Customer satisfaction
- P&L Owner of client account

PROFESSIONAL EXPERIENCE

Overall 19 Years' work experience work in IT Development and Delivery of complex eco development system. Worked 18 Years in HCL Technologies. Currently playing role of Business Unit Head, DGM, AT&T Digital Online Sales applications

As AT&T Delivery Owner:

- Grew and managed a business in excess of reported \$49.5 million, in 2015-16 Achieved > 100% growth YoY since 2010
- Key contributor Pre-Sales & Sales cycles to win multiple new strategic program (Potential TCv > \$2Mn each) in AT&T (Wireless, Wireline, ecare)
- End to End due diligence for multiple AT&T ecommerce SMBs and achieving Inorganic growth.
- Successfully fostered ATG factory, Adobe CQ and ecommerce ecosystem.

As P&L Delivery Owner for AT&T, in FY'15-16:

- 107% increase in Gross/Project Margin, in actual margin value.
- Managed PM% to 40%+ with 100+ resources ramp up in AMU
- 104% achievement of AT&T A-CSAT

- 184% achievement of Customer Innovation delivered

As a part of onsite delivery experience, I played role of Program Manager in Intuit, Hewitt and Nike Clients for 7 years and delivered complex their Commercial of the Shelf products.

As a part of software development technical experience, I played role of Technical Lead and Developer in Java, J2EE, XML, ATG ecommerce framework and worked into JS, JSP, Shell Scripts, Unix etc.

OVERSEAS EXPERIENCE

7 Years in USA and working with HCL America and served to Hewitt Inc., Intuit Inc. as Program Manager role and Nike Inc. as Technical Lead role.

TRAINING AND CERTIFICATIONS

PMP since 2005, Six Sigma Green Belt

ACHIEVEMENTS

USD 106 Mn Deal on the basis on exceptionally customer satisfaction

SUMMARY OF EXPERIENCE

Business Leader, Software Development Delivery Champion of managing 50 million customer portfolio. 19 Years + work experience in IT Development and Delivery of complex ecosystem. Worked 18 Years in HCL Technologies.



B. Tech. / B. Engg.

Industry Background

IT

General Management

 dixit.deepak@hcl.com

 <https://www.linkedin.com/in/deepak-kumar-dixit-4369476/>

DINESH KUMAR YADAV



PGDCA
M.C.A.
B.A.(Hons) Maths

Industry Background

IT, Telecom
Product & Service Delivery,
Project & Program
Management

KEY SKILLS

- Client Relationship Management, Pre-Sales, Vendor Management, People Management
- Product Planning and Development, Expertise in SDLC and Agile Methodologies
- Program and Project Management in IT & Telecom Industry
- Functional Consulting in BSS, M-Commerce, Revenue Assurance, Loyalty Management, VAS, VoIP and Contact Center Domain

PROFESSIONAL EXPERIENCE

Product Manager - eHorizons Soft Tech Pvt. Ltd

- Responsible for Product Management of Cloud/SaaS Products for VAS and Contact Center Industry
- Handling Pre-Sales Activities
- Customer Relationship Management and Vendor Management

Project Manager – Agilis International

- Project/Program Management of Revenue Assurance & Fraud Management platform deployment
- Customer Relationship Management
- Functional Consulting in Revenue Assurance Domain

Project Manager – Utiba Software India Pvt Ltd

- Project Management of Pre-paid Recharge and M-Commerce platform deployment
- Customer Relationship Management and Vendor Management
- Functional Consulting in Electronic Voucher Distribution System

OVERSEAS EXPERIENCE

- 32 Months in Sri Lanka
- 18 Months in Bahrain
- 6 Months in Denmark
- 6 Months in Cambodia
- 3 Months in Ghana

TRAINING AND CERTIFICATIONS

PMP, Internal Auditor for ISO 9001/2000 Quality Assurance Standards

ACHIEVEMENTS

- Received appreciation letter from Co-CEO for successful deployment of M-Commerce Platform in Cambodia
- Received Product Champion award for iVoice product in Infozech Software Ltd
- Handled development & delivery of Revenue Assurance & Fraud Management platform for Sri Lanka Telecom.
- Handled development & delivery of Electronic Voucher Distribution platform in Bahrain.

SUMMARY OF EXPERIENCE

Result-oriented professional with nearly 18 years of experience in Software Development Life Cycle (SDLC), Product Development & Management, Engineering Management, Project & Program Management, Customer Relationship Management, Resource Allocation and People Management. Specialize in BSS, M-Commerce, Revenue Assurance, SMS, VAS and Contact Center Domain.

dk_yadav2000@yahoo.co.in

<https://www.linkedin.com/in/dinesh1976/>

GIMMICHAN.P.G

KEY SKILLS

- Materials management, team management for O&M of powerplants, comprehensive knowledge in Power Project management

PROFESSIONAL EXPERIENCE

- Material management of Power plant equipments and spares includes commercial evaluation of tenders, price negotiation, commercial conditions and delivery schedule and finalization of Orders with Adept knowledge in ERP based procurement systems and procedures.
- Project Management of Combined cycle power plants includes Engineering and approval of vendor drawings, Scrutinizing and finalizing PERT/BAR Charts, Inspections of various Electrical Items Erection, Testing & Commissioning of Electrical Systems.
- Operation & Maintenance Management of Power plants includes operations and maintenance of electrical and Control & Instrumentation systems of Combined cycle power plants

SUMMARY OF EXPERIENCE

- Material management of Power sector,
- Project Management of CCPPs,
- O&M of Power plants



B. Tech. / B. Engg.
PG DIPLOMA IN THERMAL
POWERPLANT ENGG

Industry Background

Power
General
Management

gimmichan@gmail.com



GRIJESH KUMAR TIWARI



Bachelor of computer application - IGNOU
Post Graduate Diploma in Management – Marketing - AIMA
MBA– FMS, DU
Industry Background
Retail
KPO
Publishing

KEY SKILLS

- Customer Delight Management
- Strategic/Consultative Selling
- Team Leadership and People Management
- Distribution Channel Management
- Key Account Management

PROFESSIONAL EXPERIENCE

Territory Manager – Cambridge University Press

- Promotion of the product portfolio in both print and online verticals
- Marketing Channels Management, Account Receivables, and Customer Engagement

Sr. Key Account Manager, Sales & Marketing – A&A Periodicals

Identify, acquire, and maintain the new & existing client portfolio to increase the market share by identifying customers' needs, offering advice, and provide appropriate solutions

Assistant Manager, Customer Support, South Asia – Reed Elsevier

- Set objectives and define SLAs for process and team members, and ensure attainment of deliverables.
- Resolve escalations pan South Asia to ensure 100% complaint closure.

Assistant Manager, Marketing & Sales Support – Prexus Health India

Team Lead, Medical Editor – Pacific BPO

OVERSEAS EXPERIENCE

Yes

TRAINING AND CERTIFICATIONS

- Lean Six Sigma, Yellow Belt.
- Advanced MS Excel, NIIT.
- Crucial Conversations, Vital Smarts.
- Extensive training (6 months) on Effective Business Communication Across Cultures - by Global Adjustments.
- Sales Training and Personality Development by Dramatic Training Solutions

ACHIEVEMENTS

- Consistently rated amongst the top performance across roles and organizations
- Team award for outperforming in delivering the sales and customer solutions
- Star Performer consistently for a four quarters in a row.
- Streamlined the working SLAs for enhanced operational efficiency

SUMMARY OF EXPERIENCE

A seasoned professional in a leadership role with over 17 years of experience in Customer Relations, Sales, and Operations Management; worked with MNC's, private organizations as well as start-ups, across Publishing, Healthcare Services, Hospitality, and the Retail Sales sector. Skilled strategic planner delivering customer-focused solutions that increases profitability. Proficient at managing sales and process operations with key focus on optimal utilization of resources. Exceptional communication and presentation skills with expertise in strategic and consultative selling.

grijesh75@gmail.com

<https://www.linkedin.com/in/grijesh-kumar-tiwari-13803019/>

JITENDRA MEHTA

KEY SKILLS

Strong Ethical Values, Financial Planning and Analysis, Financial Reporting, Budgeting and Forecast, External/Internal Audit, Vendor Contracts and Negotiation, Proficiency in SAP and Oracle NetSuite.

PROFESSIONAL EXPERIENCE

STATKRAFT India Pvt. Ltd. New Delhi, INDIA.

Jun 2008 to May 2017 : Accounts Manager

- Lead the modelling, planning and execution of all financial processes.
- Preparation and analysis of annual, quarterly and monthly expense, forecast and capital budgets.
- Preparation and presentation of periodic business trends reports to senior management.
- Payroll and taxation (including taxation for expatriate staff).
- Regulatory compliances i.e. PF/RoC/RBI/TDS/Service Tax and Income Tax.

EF Educational Tours India Pvt. Ltd. New Delhi, INDIA.

Oct 2007 to May 2008 : Manager of Finance

- Played major role in setting up office in New Delhi and handed administration as well in the initial stage of operations.
- Recommend innovative alternatives to generate revenue and reduce costs.
- Assist in contract preparation and negotiations with customers.
- Preparation and presentation of periodic business trends reports to senior management.
- Regulatory compliances i.e. RoC/RBI/TDS and Income Tax

MITSUBISHI Corporation New Delhi, INDIA.

Mar 1996 to Sep 2007 : Deputy Manager - Finance and Accounts

- Working capital management
- A/R and A/P management.

- Payroll and taxation.
- Represented employer in the Provident Fund Trust as a Trustee.
- Instrumental in investment and dis-investment of funds by Head Office, Japan in Indian companies.

HINDUSTAN Lever Ltd. New Delhi, INDIA.

May 1993 to Feb 1996 : Accounts Assistant

- Payroll and taxation
- Bank reconciliations.
- Management and control of promotional expenditure in brand building.
- Assistance in month end and year-end financial reporting.

OVERSEAS EXPERIENCE

4 years for Japan and 6 years for Norway and Nepal

TRAINING AND CERTIFICATIONS

- One Year Advanced Diploma in Computer Applications
- Advanced Excel
- Risk Management

ACHIEVEMENTS

- Branch Manager's award for outstanding performance - Hindustan Unilever (North Region)
- Best Employee Award - in Mitsubishi Corporation (North Region)
- Successful Implementation of Contract Management System - CONTIKI

SUMMARY OF EXPERIENCE

Pro-active and result oriented professional with extensive accounting and financial management experience. Demonstrated history of creating financial reports that contribute to the strategic direction and critical business decisions leading to sustainable business growth and profitability. Well-disciplined with a proven ability to manage multiple initiatives simultaneously and delivering exceptional results under stringent deadlines. Work well in cross-functional, diverse teams to achieve goals.



B. Com.

Industry Background
Energy, FMCG,
International Trading

jitmehta1973@yahoo.co.in

<https://www.linkedin.com/in/jitendra-mehta-a026797/>

KAMAL DUTT



B. Com.
M. Com.

Industry Background
Banking & Finance

KEY SKILLS

Strategy & leadership, business development, credit & npa management, inter personal relationship & team building, problem solving, branch operations, audit & control, people engagement.

PROFESSIONAL EXPERIENCE

Assistant General Manager (2013 to 2017)

- Ensured a high level of compliance in line with the regulatory guidelines and played a pivotal role in getting good audit ratings
- Demonstrated excellence in servicing of the internal and external customers by ensuring timelines.
- Successfully developed & strengthened relationship with all the departments and agencies to ensure timelines in administration and various priorities.
- Ensured cost effectiveness and austerity measures to ensure rationalized expenditure matching budgetary targets by minimizing the controllable viz. repairs, overheads, and stationary & printing.
- Compliance of Tax Audit related issues.

Middle and Senior Management, SBI (1980 to 2013)

- Remained number one in SME Loans and Home Loan & Car Loan in Personal segment. Efficient NPA management.
- Ensured a high level of compliance in line with the regulatory guidelines and played a pivotal role in getting good audit ratings thus

majority of branches were rated with highest rating under RFIA

- Tasked to solely handle the Cluster audit of 176 branches with the audit team of 12 auditors. Ensured quality of Documentation, rectification of audit irregularities and check on income leakage.
- Manpower Planning and Downsizing (VRS) of the bank was successfully managed.
- Reversal in negative growth trend of previous 3 years. Record Growth of 300 crores in NRI deposits.

Oct 1978 - Jun 1980: Accountant General Office, MP, Gwalior

- Worked as Auditor at Office of Accountant General Madhya Pradesh.

TRAINING AND CERTIFICATIONS

- CAIIB, MDP ON GST, AMFI by NISM

ACHIEVEMENTS

- Chairmen awardee for the Best Retail Banking Branch 2003-04

SUMMARY OF EXPERIENCE

Senior Management, leader & strategist with over 39 years of rich & insightful experience in the Banking & Financial Services Adept at relationship building, communicating, design, managing business & prompt delivery. Deft in formulating business as well as operational strategies, addressing HR issues, resolving performance bottlenecks and achieving planned business operational objectives.

 kamal.dutt2016@gmail.com

 kamal.dutt2016@gmail.com

MRINAL SINGH

KEY SKILLS

- Client Engagement, Offering analysis, design and rollout
- Project Management, Project scoping and Project Delivery
- Smart Grid / Metering
- IT and Process Consulting and IT Investment Analysis
- Customer relationship, business development, large bid design, analysis and selection

PROFESSIONAL EXPERIENCE

Assure Consultancy Services (Recruiting and HR solutions)

- Responsibilities included the setup and management of recruiting agency focused on recruiting for digital advertising sector

Focustek Innovation Pvt. Ltd. (Electronics Manufacturing / Assembly)

- Responsibilities included the setup and management of the mobile phone assembly facility, serving clients in India and China

Chaupal NGO (Healthcare NGO)

- Responsibilities included management of daily operation of the healthcare NGO, its clinic and its weekend distance healthcare camps

Cognizant Technologies (Energy Utilities Consulting)

- Responsibilities included offering design, consulting project management, business analysis, change management support and capabilities identification for business and IT strategy implementation

Tata Consultancy Services (IT & Energy Utilities Consulting)

- Responsibilities include presales support, consulting project management, project scope definition, business case development, total cost of ownership analysis and business process design

Earlier responsibilities included project progress tracking, business analysis, independent market research and analysis, coordination with client, project coordination and project management support

OVERSEAS EXPERIENCE

5 years UK, 2 years US and China

TRAINING AND CERTIFICATIONS

- Prince 2 Project Management Certification
- ITIL Foundation Certification

ACHIEVEMENTS

- Lead Enterprise Asset Management Offering Development
- Lead Smart Grid / Smart Metering Offering Development
- Setup a Mobile Manufacturing Unit at Manesar in 40 days and got 2 manufacturing lines live"

SUMMARY OF EXPERIENCE

A professional with leadership, managerial and entrepreneurial experience of 16 years, both domestic and international (7 years), across diverse sectors such as IT, Energy Utilities, Non-Profit, Healthcare and HR Recruiting and varied functions and roles including offering design, presales, business development, consulting project management and business analysis.



B. Tech. / B. Engg.

Industry Background

IT, Power, Oil & Gas,
Consulting Human Resources
Project & Program Management,
General Management,
Operations, Human Resource
Management, Other
Non - Profit Management

 mrinal.singh18@fms.edu

 <https://www.linkedin.com/in/mrinalsingh1/>

NARISSETTY S RAO



B. Sc.
M. Sc.

Industry Background

Aerospace, Defense
Project & Program Management, Research & Development, General Management, Human Resource Management

KEY SKILLS

- Team management
- Domain expertise in Aviation and aerospace
- Strategic planning
- Programme management
- People management

PROFESSIONAL EXPERIENCE

- 1997-2004**
- Responsibilities include people management, management of team of 20 professional in line function of Air Force.
 - Planning of short term and medium term of a Radar unit to improve efficiency
- (b) 2004-2008**
- Responsibilities include providing domain inputs to Defence R&D Organisation on an important project.
 - Enhancing functionalities of complex software solutions in an aerospace related programme.
 - Coordinating activities of multi disciplinary organizations
- (c) 2009-2010**
- Responsibilities include training of foreign air force personnel in Sri Lanka
 - Supervision of activities of team of professionals in Sri Lanka
- (d) 2011-2014**
- Responsibilities include planning and implementation of tactical plans
 - Successful implementation of state of the art line function automation project in a Command and Control Centre.
 - Close interaction with designer to overcome implementation issues
 - Conduct of training and interactive sessions with operators/ users

- on the new automation project to improve confidence level.
- Induction and operationalisation of multiple radars at various units.
- Responsible for all functions of an important radar unit.

(e) 2014-Till date

- Responsibilities include preparation of Request for Information (RFI), Operational requirements of Aerospace equipment worth more than Rs10000 Cr.
- Preparation of test methodology for testing radars during evaluation
- Testing and evaluation of Aerospace equipment during User Trials
- Strategic planning of induction of Aerospace equipment for next 15 years
- Monitoring and managing multiple projects at macro level and providing direction for execution

OVERSEAS EXPERIENCE

Two years in Sri Lanka

TRAINING AND CERTIFICATIONS

- Trained Administrator, Certificates on Advanced Aerospace systems

ACHIEVEMENTS

- Handled multiple projects worth 1000 Cr . Awarded for best performance on regional level

SUMMARY OF EXPERIENCE

- 7 years experience as team leader.
- 4 years experience in research and development of state of the art Aerospace technology.
- 2 years working experience with multinational team
- 2 years experience in management of team of 10 managers, more than 20 supervisors and more than 100 workers.
- 4 years experience in Programme Management.

 raonarisetty@gmail.com

 Narisetty Srinivas

PANKAJ DHINGRA

KEY SKILLS

Litigation management & advisory on complex issues including statutory compliances with emphasis on risk management and its mitigation.

PROFESSIONAL EXPERIENCE

Head Legal: IFFCO-Tokio General Insurance Company (September 2013 to till now).

- Responsible to manage legal team at Corporate Level.
- Responsible to manage and conduct all kind of civil, arbitration and criminal litigations by and against the company and developing strategic defense for the matters pending at Supreme Court, High Courts, National Commission, Consumer forum and Tribunal.
- Responsible to engage and briefing Senior Lawyers.
- Legal & Strategic advisory to management and core departments including human resource department on various issues related to manpower and compliance required under various laws.

Head Legal : BSES Yamuna Power Limited (September 2009 to August 2013)

- Responsible to support & advice Senior Management Team on legal & strategic issues.
- Litigation Management and Briefing to Senior Lawyers.
- Responsible to draft various commercial contracts and lead negotiations of various Commercial Contracts including

- power purchase agreements.
- Responsible for managing IPR related issues.

Senior Partner: DHINGRA & ASSOCIATES (July 1998 to September 2009)

- Represents as an Advocate for corporate clients including nationalized banks before District Court, High Courts and Debt Recovery Tribunal.
- Worked as Mediator with Mediation Centre set up under guidance of Delhi High Court.

TRAINING AND CERTIFICATIONS

- Attended training for "Mediator" as organized by Delhi Mediation Centre, High Court of Delhi.
- Alternative Disputes Resolution from Indian Law Institute.
- Labour Laws from Indian Law Institute.

ACHIEVEMENTS

Associate Member of Insurance Institute of India.

SUMMARY OF EXPERIENCE


Robust experience of 19 years in legal arena with core strength to develop and implement legal strategies & communications. Negotiated complex legal issues in lucid and concise terms to protect the interest of the organisation.



B.Com (Hons), LL.B,
LL.M, AIII

Industry Background

Insurance Industry,
Power Sector

 law.pankaj@gmail.com

 <https://www.linkedin.com/in/pankaj-dhingra-96b14844>

PARVEZ KUMAR



B. Tech.

Industry Background

IT services – Insurance
domain (Financial Services)
HVAC industry

KEY SKILLS

- Passionate about optimization, workflows and efficiencies.
- Projects for Insurance business, Planning to Deployment and Operations handover.
- People management, Configuration management, Stakeholder management.

PROFESSIONAL EXPERIENCE

Associate Manager

- Worked at DXC technologies (HPE and CSC enterprise) for more than 14 years.
- Serving multiple accounts for Insurance clients.
- Handling team of 25 with mixed blend of Business analysts and Technicians.
- Accountable for release management and stakeholder management.
- Clients like Unitrin, Farm Bureau, Accident fund, Tower Insurance and Florida Peninsula.
- People management responsibility handling development plans, appraisals, compensation and grievances.

OVERSEAS EXPERIENCE

2 years USA-Columbia ,SC.

TRAINING AND CERTIFICATIONS

- AINS, CSQA, SCJP
- Participated at VigyanBhawan – Lecture by Prof. Michael Porter, 2017.

ACHIEVEMENTS

- Served in capacity of Head boy in School
- 2nd Position holder at YMCAIE Faridabad.
- Won the Giraffe award at CSC for Oncall support. Inhouse cost take out program by ReSTOK utility for report archival.
- Love playing instrumental Music.
- Love reading books - Sacred Cows , The Goal , Creativity Inc.

SUMMARY OF EXPERIENCE

- DXC (CSC) March 2004 till date (Associate Manager)
- Keane July 2003-March 2004 (Programmer Analyst)
- Damco Solutions May 2001-July 2003(Programmer)
- Voltas Limited July 1999-July 2000 (Supervisor – Central air-conditioning)

 kumarparvez@gmail.com

 www.linkedin.com/in/parvezkumar

PRAKASH DAS

KEY SKILLS

5G, IoT, AWS , Cloud , Pre-Sales , Networking , Paging. Team Management.

PROFESSIONAL EXPERIENCE

1. **Nokia Networks - Solution Manager - Aug 2016 to Till Date**
Looking after sales opportunities for Europe and North America market.
2. **Ericsson Global India Limited - Solution Architect - Mar 2013 to Aug 2016**
Responsible for Global delivery working as Solution Architect , Project Manager.
3. **Nokia Siemens Networks - PACO Lead - July 2010 to March 2013**
Responsible for data services for Bharti Airtel west hub.
4. **GulfSat Madagascar - IT Infrastructure Manager - Oct 2007 to July 2010**
Responsible for Satellite NOC operations, Support to Sales etc.
5. **Bharti Airtel Limited - Senior Engineer - Apr 2005 to Oct 2007**
NoC operation for Saudi Inteltec.

OVERSEAS EXPERIENCE

5 - Romania, Oman, Kenya, Nigeria , Gabon , Madagascar , Saudi Arabia

TRAINING AND CERTIFICATIONS

AWS Associate etc.

SUMMARY OF EXPERIENCE


Total 16 years of experience in ICT, Sat com and Paging industry. Worked on Global level and on different profiles from delivery (Project Manager , Solution Architect , Solution Engineer). From Sales side - Solution Manager, Pre-Sales Architect.



B. Tech. / B. Engg.

Industry Background

IT, Telecom
Product & Service Delivery,
Project & Program Manage-
ment

 prakashdas412@gmail.com

 www.linkedin.com/in/prakash-das-19942b20


PRATIBIMB RAI



B. Sc.
MBA

Industry Background

Aerospace, Defense
Project & Program Management, General Management, Human Resource Management

 prati75.pr@gmail.com

 <https://www.linkedin.com/in/pratibimb-rai-028192144>

KEY SKILLS

Experienced Army Officer skilled in Helicopter Piloting, Business Process Improvement, IT Management, Administration, and Training. Strong military, Administration and Training professional with a Master of Business Administration - MBA from Faculty Of Management Studies(FMS), Delhi University(pursuing).

PROFESSIONAL EXPERIENCE

- Been serving in Indian Army for 19 years. Graduated at all levels of management including command at Siachen Glacier.
- Involved in flying Training of helicopter pilots in Indian Army.
- Has 3000 hours of logged flying hours. led the troops during field operations in Army. In Indian Army.

TRAINING AND CERTIFICATIONS

CLABS from DIPR, Flying Instructor course

ACHIEVEMENTS

Gallantry Awards in Indian Army for operations in Siachen Glacier and High Altitude for bravery.

SUMMARY OF EXPERIENCE

- Serving in Indian Army for 19 years. Graduated at all levels of management including command at Siachen Glacier.
- Involved in flying Training of helicopter pilots in Indian Army.
- Has 3000 hours of logged flying hours. led the troops during field operations in Army.

RAAJESH RANAL

KEY SKILLS

SAP, Annual and Quarterly accounts, General Management, Team Management, Audit

PROFESSIONAL EXPERIENCE

- Ten years teaching and supervising other faculties at owned Institute
- Seven years' experience of Audit of Oil PSUs and Ministry of Petroleum and Natural Gas

TRAINING AND CERTIFICATIONS

- Three Days training Programme on ISSAI Framework under Founding Principles and Prerequisites from 18 November to 20 November 2015,
- SAP Training of various modules operated at GAIL (India) Limited at its Noida Institute
- GST Training from 11.09.2017 to 15.09.2017 at Regional Training Training Centre DGCR, Delhi
- Revenue Audit Examination preparation training at RTC DGCR Delhi
- SAS/SOGE Examination preparation training at RTC Delhi

ACHIEVEMENTS

- Attended Presentation to Comptroller and Auditor General of India on attending the queries for Performance Audit of Supply and Infrastructure Development for Natural Gas on 6 February 2015 on behalf of field audit party and replied the Honourable CAG's queries
- Attended Public Accounts meeting for assisting to Director General Commercial Audit New Delhi-II while briefing to PAC Chairman at Mumbai on 24 December 2016
- National Runners-up title for Paralympics Wheelchair Tennis Championships of India 2011 at singles and doubles

SUMMARY OF EXPERIENCE

Having ten experience of teaching Mathematics and Economics at owned coaching institute "Friends Academy" from 1999 to 2009 and seven years audit experience at Oil & Gas sector CPSEs (IOCL, GAIL), ABs (PNGRB, RGIPT), Ministry of Petroleum and Natural Gas & Dept. of Fertilizers of conducting various audit viz. Performance, Financial and Proprietary.



M. Com. & NET (Commerce)

Industry Background

Oil & Gas, Government of India, Education & Other in the area of General Management, Finance, Audit at supervisory level. Oil & Gas, Government of India, Education & Other in the area of General Management, Finance, Audit at supervisory level.

 raaishranal@gmail.com

 <https://www.linkedin.com/in/raajeshranal-2031a04b>

RAJEEV RANJAN



BE (Mech Engg)

Industry Background

Power, Petroleum Oil Product and Energy Management Services Delivery.

KEY SKILLS

- Production & Operation Management • Gap analysis & process optimization
- Contract / vendor management & negotiation • Project coordination & resource management"

PROFESSIONAL EXPERIENCE

Have worked for approx 18 years in the diverse field of Energy at different capacities as below:

Additional Director at PCRA (Petroleum Conservation Research Association) (2014 onwards)

- Coordination of industrial activities of PCRA at Headquarters level.
- Extending technical and administrative support to executives at four regional offices.
- Implementation of Rajbhasha (Official Language) at PCRA.
- Arranging needful training to executives pertaining to the above.

Deputy Materials Manager at IOCL, Noida (2010 to 2014)

- Procurement of project materials including tenders management.
- Liaisoning & Negotiation with vendors.

Operation & Maintenance Engineers at IOCL, Jamnagar and Allahabad (2002 to 2010)

- Operations at a petroleum cross-country pipeline pump-station and tank farm.
- Coordination for oil accounting.
- Contracts and vendors management.

Assistant Executive Engineer at Barauni Thermal Power Station (2000 to 2002)

- Operations at the Thermal power plant.

TRAINING AND CERTIFICATIONS

- Attended Executives induction training program at IOCL (3 months long).
- Certified Energy Auditor / Manager from BEE (Bureau of Energy Efficiency),
- Certified Lead Auditor of ISO-50001 (EnMS) from Intertek India Pvt. Ltd."

ACHIEVEMENTS

- Received prize from IOCL under 'Reward & recognition scheme' • Been a recipient of National Talent Search award from NCERT.

SUMMARY OF EXPERIENCE

18 years of diverse experience in Petroleum Industry & Thermal Power Plant with expertise in Operations, Process Development & Optimization, Contracts Management and Energy Management.

 ranjanrioc@gmail.com



RAJESH MEHDIRATTA

KEY SKILLS

Man-Management & Leadership Skills, Effective Analytical Problem Solving Skills, High Level of Reasoning, Listening & decision Making Skills, Negotiation Skills, Planning & Organizing Skills, Effective Communication Skills, Rapport Building, Process/Goal Orientation & a natural Acumen for Computers.

PROFESSIONAL EXPERIENCE

TIL LIMITED: Formerly known as Tractors India Limited. The company having an annual turnover of INR 4500 Million represents Caterpillar (\$32 Billion Fortune 500 Co. of USA) & into Heavy Construction Equipments (CEG), DG Sets (PSG) & Forklifts/Cranes (MHG). The company has branches/offices through India, Singapore, Nepal & Burma and has been dedicated since the last 62 years.

Manager - Regional Accounts - North

Areas of Expertise & Exposure : Accounts/ Taxation

- Managing overall accounting and financial affairs including closing of accounts .
- Examining & evaluating financial systems, management procedures, and internal controls in computerized environment to ensure accuracy of records and adequacy of controls to safeguard against inconsistency.
- Interfacing with taxation authorities for timely filing of Indirect Taxation returns etc.
- Attending Internal Auditors in preparing Statutory Audit Report.
- Attending Statutory Auditors(E & Y) during System Audit/ Statutory Audit
- Forecast compliance such as upcoming changes in the rules & regulation time to time
- Draft budget based on previous year carryover.
- Forward the Total Expense / Income Contribution to Head office where it is used for computation of years overhead.

TRAINING AND CERTIFICATIONS

SIX SIGMA

SUMMARY OF EXPERIENCE

An astute with over 23 years of extensive experience in spearheading entire gamut of Accounting & Commercial operations inclusive of financial planning, coordination with banks, budgeting, and accounting systems. SAP (AR,AP,GL) Proven track record of serving as on deputation at M/s Hindustan Zinc Agucha Mines during initial stage of MARC Contract and handled Contract Verification, Rental Operation, Taxation and Accounts. Possess excellent communication, analytical, interpersonal and organisational skills



B. Com., LL. B.
M. Com.

Industry Background

Manufacturing Energy
Finance, Legal & IP

 rajesh.mehdiratta18@fms.edu



<https://www.linkedin.com/in/raj-shah-927816a9/>

RAJIV MISHRA



PGDM in Human Resource & Industrial Relation

Industry Background

17 years of experience Managing HR related issues for Manufacturing , Service and Consulting organisation in Indian and Global Companies

KEY SKILLS

- Compensation Management, Performance Management System, Training and Development and Talent Acquisition , Employee Grievance , and Labour Laws in India

PROFESSIONAL EXPERIENCE

Innow India Pvt Ltd – Dec 2017

General Manager – HR & IR

Innow is 100% subsidiary of Innow USA having Plant and Corporate office in Gurgaon

Sumitomo Corporation India – August 2005 – March 2017

Head of Human Resource & General Affairs Department

Hewitt Associate. March 2002 – August 2005.

Relationship Manager Managed projects related to Retrial benefits for the client. Manage projects related to framing various HR policies / process, Interface with Client for out sourced HR shared Service

TRAINING AND CERTIFICATIONS-

- 21 Days Management Development Program in Tokyo Japan 2012
- One Week Advance Regional Leadership Program in Singapore 2011
- Certificate in Compensation & Benefit Manager (CAMI USA) 2010
- Diploma in Human Resource Consulting internal and external Consulting (Jointly offer by CDC and AON Hewitt)

ACHIEVEMENTS-

- Automate HR backend process
- Manage HR for Green Field / Brown Field and newly acquired companies
- Established Regional training centre
- Manage Special project assigned as global HR Projects like Global Leadership Program, Unification of HR Policy in SCAO region , integrate grade system with global grading, integrated online Performance Appraisal system .
- Establish employee mobility frame work.

SUMMARY OF EXPERIENCE-

- Lead Human Resource Department.
- Managed Performance appraisal System
- Manage Compensation & Benefit, Periodically Study Compensation
- Responsible for HR Audit internal and external Audit Agencies.
- Manage Manpower Planning and Selection Process
- Manage Plant HR handle Substantial number of contract worker and labor issues, Handle Grievance, Retrenchment etc.
- Responsible for all Employment related (Center and State) compliances like PF, Contract Labor, Maternity benefit act, Shop & establishments act for various state and ID Act etc.

 rajiv.mishra18@fms.edu

 <https://www.linkedin.com/in/rajiv-mishra-809312a/>

RAKESH MOHAN

KEY SKILLS

- HR
- Security
- Gen administration

PROFESSIONAL EXPERIENCE

23 yrs as commissioned officer

TRAINING AND CERTIFICATIONS

- Psc
- Armament Technology
- IT

ACHIEVEMENTS

Operational Command of own unit

SUMMARY OF EXPERIENCE

- Staff duties in peace and operations
- Command of Armoured Regiment
- Project Director with service HQ for Project being developed by DPSU



BTech IT and Telecom
MSc Defense and strategic studies
MBA Executive

Industry Background
Defense

 mohan74rakesh@gmail.com

 <https://www.linkedin.com/in/rakesh-mohan-4a590210b>

RAMESH KUMAR TAVVA



B.Tech (mechanical)
M.Sc (defence technology)
Masters in engineering
(armaments)
Mba (marketing)

Industry background

Government of India,
Ministry of Defence
Aerospace & defence
Research & development
Operations, HR
Marketing & sales
Supply chain & logistics

KEY SKILLS

- Expertise in Defence Procurements
- In-depth knowledge and policy formulation in defence offsets
- Transfer of Technology between Foreign OEMs to DRDO/Army Base Workshops
- Contract Negotiations with MNCs in Defence & Aerospace
- Contract monitoring
- Operations & Supply chain Management

PROFESSIONAL EXPERIENCE:

- Four year tenure at Defence Offset Management Wing, Ministry of Defence. Point man between Ministry of Defence and foreign OEMs.
- Offset monitoring & auditing from Acceptance of Necessity, to Request for proposal, Contract negotiations, and implementation.
- In-depth knowledge of Defence Procurement & policy guidelines.
- Coordination between Min of Defence & Service HQs.
- Head operations, security and training of Engineering support organisations in Indian Army at multiple locations. Have been instrumental in designing & implementing Engineering support plan for Army divisions in Desert, High altitude mountainous terrain and plains.
- Super specialist for Tank T-90 with complete MRO blueprint and component level repair knowledge. Trained twice in Russia.
- Voice of MoD and moderator for national events like Aero-India and Def-Expo, panel discussions in seminars conducted by FICCI, CII, AMCHAM etc.

ACHIEVEMENTS

- Awarded with Chief of Army and Army commanders commendations thrice in career, a unique achievement.
- Was awarded Army Blazer in "MOUNTAINEERING" adventurous activities for having summited two mountain peaks.

SUMMARY OF EXPERIENCE

- A hard working and motivated professional with 17 years of rich experience in the Indian Army. In-depth experience of managing complex and critical technologies like armoured vehicles, armament systems etc.
- A specialist in defence procurement issues with strategic thought at the level of Ministry of Defence & Service HQs.
- Proficiently led geographically dispersed and culturally diverse teams in various theatres of operation relating to military operations, organising seminars and technical training.

 rameshkumart1979@gmail.com  ramesht@linkedin

RAVI RANJAN KUMAR RAVI

KEY SKILLS

- Recruitment & Selection
- Compensation & Benefits Management
- Performance Management System
- Employee Reward and Recognition Programs,
- Training & Development and Labour Laws in India

PROFESSIONAL EXPERIENCE

Max healthcare Institute Limited – Sept 2014 – Till date
Unit HR Head & AGM - Human Resource

Jaypee Healthcare Institute Limited – Oct 2013 – Sept 2014
Sr. Manager – HR

Max healthcare Institute Limited – Jan 2005 – Sept 2013
Unit HR Head of Human Resource

Magus Media Pvt Limited - May 2002 – Dec 2004.
Having experience of HR Shared services and Recruitment Process Outsourcing.

TRAINING AND CERTIFICATIONS

Job Evaluation training by Hay Group

ACHIEVEMENTS


Establishing HR Automation and delivery system



BA (Arts), MBA in Human Resource .

Industry Background

Total of 16 years experience in Managing Human Resource function for Service and Healthcare organisation in India.

 rkr2677@gmail.com



SANDEEP SAH



BTech

Industry Background

Power

General Management

KEY SKILLS

Strategic/Corporate Planning, Business Plan, Procurement/Contracts Management, Operation & Maintenance, Leadership and Team Building, Effective resource planning for optimizing man & machine utilization, External and Internal Stake Holder Management, Co-ordination & Liaising

PROFESSIONAL EXPERIENCE

Deputy Manager (corporate Planning) to Sr. Manager (Corporate Planning)-Setting Annual targets, Preparing Annual Business Plan, Liaising with MoP, &CEA for Policy formulation, Business Portfolio Management, Devising Strategy for entering new markets, Monitoring Monthly Targets as per the Business Plan, Preparing exception Reports for Top Management. Review of Corporate Plan in every 5 years.

Sr. Engineer- Operation and Maintenance of 200 MW and 500 MW Units of Thermal Power Plant, Frequency Management by Maintaining Units Load, Maintenance (including predictive) of Bowl Mills, Fans of 200 MW units. Inventory management, spare procurement, optimization of asset utilization.

TRAINING AND CERTIFICATIONS

Primavera, Advanced-Excel

ACHIEVEMENTS

- Vindhyachal U#13, Commercial Declaration achieved within 42 months from
- Main Plant Award. Commissioning of 3520 MW in FY-17 including 510 MW of solar capacity.
- Reduction of energy charges by 10 paisa/unit by rationalization of coal in FY-17
- Commissioning of first 800 MW unit of NTPC at Kudgi.
- Special recommendation for reducing the down time of Mill Fans maintenance activities.
- Reduction in Inventory of spare parts leading to an annual savings of Rs. 45 lacs. Improved condenser vacuum of 500 MW unit by 3 mm of Hg resulting in annual saving of INR 70 lacs.
- Brought down DM water consumption from 0.9 % of MCR to 0.86% leading to annual saving of INR 3 Crores.

SUMMARY OF EXPERIENCE

15 years in power sector leading teams encompassing the entire project life-cycle right from Project planning & execution of power plant to its commissioning, Operations & Maintenance. Projects include 660 MW super-critical and 500 MW & 200 MW sub-critical coal fired units. Presently involved in policy advocacy, project portfolio management along with strategy formulation for top line and bottom line growth.

- Project Director with service HQ for Project being developed by DPSU

 sandeep.sah18@fms.edu, sandeepsah31@gmail.com  www.linkedin.com/in/sandeep-sah-72024b21

SANJAY GIROTRA

KEY SKILLS

Business Development, Grooming marketing personnel into professionals, Handling training sessions single handed- product training as well as motivational training, Managing teams of life insurance marketing professionals, Meeting organisational objectives through professional and personal growth of marketing professionals.

PROFESSIONAL EXPERIENCE

- Working with Life Insurance Corporation Of India(LIC) since December 1989. Joined as an Administrative Assistant. Promoted to officers cadre in 1993.
- A Very Senior, Development Officer, with a vast experience of recruitment, training, and managing teams of marketing professionals and guiding them to meet targets. Has groomed and trained large number of Marketing advisors on products, marketing skills and motivation. *Contributed to the professional and personal growth of his teams
- Long experience in handling training sessions.

ACHIEVEMENTS

- Trained hundreds of marketing professionals for LIC.
- Has Managed teams of marketing professionals in life insurance and guided them to achieve ambitious targets/goals.
- Many of his recommended Marketing advisors for recruitment, during his tenure, have proved to be an asset for the organisation and are giving very good growth to LIC. Many of them are extremely successful and have made a great career with LIC as successful top level advisors getting honours from the organisation.
- Was Awarded Winners Trophy for Leadership in 2011 by Delhi Division-II of LIC of India
- Honoured on Independence Day celebration of LIC of India Delhi Division-II in 2016 for Excellent leadership
- Honoured on numerous other occasions for his achievements

SUMMARY OF EXPERIENCE

I have long experience in Identifying the right personnel for recruitment, leading the team in stressful situations. My specialised experience areas include Recruitment, General management, Team management, Training and Motivation and helping coordination in sales and administrative staff. I have been instrumental in changing the lives of several sales advisors by focusing on their overall development and in the process, generating talent for the organisation.



B.Com {Hons} Ramjas
College-Delhi University,
LL.B. Delhi University.

Industry Background
Insurance Industry-Life

 sanjay.girotra18@fms.edu



SANJAY KUMAR



B. Tech. / B. Engg. Certified Petroleum Manager (IIPM Gurgaon in collaboration with ISPE Dehradun) B.SC Engineering (Mechanical)
Industry Background
Energy, Oil & Gas, Infrastructure, Contracts & Procurements Product & Service Delivery, General Management, Operations, Marketing & Sales, Human Resource Management

KEY SKILLS

- Operations management • Storage and Handling
- Supply and distribution • SAP, Contracts management
- e-Tendering • Human Resource Management.

PROFESSIONAL EXPERIENCE

Indian Oil Corporation Limited

- Supervision of Depot Terminal Operations wrt to Vehicle tracking system, Tank Truck induction, Stock loss. Finalization of Contracts for Geo Database Creation for round trip road distance determination from supply points to end consumers for transportation payments. Matters related to RTI, VIP references. Parliamentary Questions.
- Occupier and In-charge of a major inland POL Depot in Western UP having POL storage of more than 35000 KL Tankage, catering POL Retail supplies to 7 districts of UP and Consumers situated many other adjoining districts in UK. Overall supervision of Manpower, facilities and activities pertaining to Receipt, Storage, supply and distribution, tank truck loading, tank wagon unloading, maintaining available facilities inside the premises.
- Supervision of activities related to Tank Farm Management and Automated Tank Truck Loading System. Logistics & distribution of finished POL products to Haryana and adjoining state like Chandigarh, Punjab, HP. Execution & Monitoring of time bond Advance Winter Stocking (AWS) of POL Products at J&K locations Like Defense and paramilitary Consumers located at high altitude of J&K like Kargil, Drass, Leh for meeting essential supply chain stocking for round the

year consumption before closure of routes. Fleet Utilization 1000 tanks trucks as per available demand with planning & scheduling. Automated loading Operation of Tank Wagon.”

TRAINING AND CERTIFICATIONS

Certified Petroleum Manager by ISPE Dehradun, Productivity management Course by IOCL. The Cutting Edge for Creating wealth by IIMA

ACHIEVEMENTS

- Received instrument of appreciation from State Head for excellent planning and distribution for Advance Winder Stocking 2007.
- Ranked 1st in faculty of Mechanical Engg of the university in Year 1999 while graduation.
- Ranked 1st in three consecutive years (2nd, 3rd & 4th) in mechanical Engineering.
- Qualified GATE 2000 with 98.59 percentile and all India Rank 149 in Mechanical Engineering.

SUMMARY OF EXPERIENCE

Managing downstream logistics, operations and ERP (SAP) functions at various installations across country engaged in Storage, handling and distribution finished product quality control. Experience of heading a major petroleum installation in western UP. Currently posted in New Delhi looking after high value public procurement through tendering of northern region of Indian Oil Corporation, a leading Oil PSU of India.

 sanjay.kumar18@fms.edu

 www.linkedin.com/in/kumar-sanjay-62508229

SATINDER BEDI

KEY SKILLS

- Telecomm Operation management • Strategic management
- Project management • Team Leadership and People management
- Process optimization • OPEX Budgeting

PROFESSIONAL EXPERIENCE

Network and services support Manager- Orange Business Services (August 2005-till date)

- To ensure effective 24x7 support of telecomm network platform
- Implementing and integrating new projects and support process within the function
- Assisting management in various business development plans
- Enhancement and optimization of operational procedures to meet organizational business objectives.
- Recruitment, Talent Retention, Performance management and development plan for staff
- Stakeholder Management through building interlocks with internal teams and vendors
- Present weekly reports and monthly technical reviews to Senior Management.

IT Officer- Hindustan Petroleum Corporation Ltd. (August 2002 – July 2005)

- Managed large projects like Corporate WAN, corporate Internet and Data Center.
- Vendor Management
- Technical evaluation of Tenders

Shift Engineer-Estel Communications Pvt. Ltd. (January 2002 – July 2002)

- Technical support for core backbone network (internet) and Earth Station.
- Carrier relationship management and customer management.

TRAINING AND CERTIFICATIONS

- TIL V3 Foundation
- Cisco Certified Network Administrator
- Undergone training in PMP
- Attended MDP, “Managing Self and Others For Higher performance” at MDI, Gurgaon

ACHIEVEMENTS

- Awarded Orange’s “Spark” for excellence in Leadership role.
- Winner of Orange’s “Synergy award” twice for transversal teamwork in successful integration of new project.
- Represented Orange in Corporate cricket tournament (Pro-corporate League).

SUMMARY OF EXPERIENCE

Around 16 years of experience in Telecomm industry with wide breadth of exposure in managing core backbone networks and IT services. 12 years employment in Service provider industry and responsible for strategizing the design and Operations of various Data/Voice networks, Content delivery networks and IT services along with enhancing the capabilities through continuous improvement plans. A proven track record of developing high performance team for supporting the new projects and new support processes. Key expertise areas are Telecomm Operation management, Technology incubation, Strategic management, Project management and People management.



B.E. (electronics and Telecommunications)

Industry Background
IT and Telecom (Project & Program Management, General Management, Operations, Technology Incubation, Design & Architecture)

 Satinder.bedi18@fms.edu

 <https://www.linkedin.com/in/satinder-bedi-95b83321>

SATYENDRA JHA



B. Tech. / B. Engg.

Industry Background

Infrastructure development in Aviation Industry
Project & Program Management, General Management, Contract Administration, MIS, Budgeting, Client coordination

KEY SKILLS

Project Management, Operations & Maintenance, Financial Modelling, SAP, E-office, E-Tendering, M.S.Project, E-View, SPSS, Elementary knowledge of R-software and AUTOCAD.

PROFESSIONAL EXPERIENCE

Sr. Manager (Engg.-Civil) - Airports Authority of India from Feb'2001 till date.

- Contract administration, Project planning and scheduling, Budgeting, Management Information System, Progress Review meetings and bottleneck mitigation plans, Negotiations etc.
- Technical and Managerial Expertise and advice in the field of various aspects of Civil Engineering varying from Execution of Runways, Aprons, Taxi tracks, Hangars, Buildings etc.
- Quality control

Deck Officer- Dredging Corporation of India Ltd. from April' 2000 to Feb' 2001.

- Hydrographic Survey using SONAR

TRAINING AND CERTIFICATIONS

Certifications in Project Management, Environmental concerns in Aviation, Labour laws, Pavement design etc

ACHIEVEMENTS

- Successful commissioning of AAI Head Quarter Building including Interior, Residential quarter at INA, Delhi.
- Extension and strengthening of Runway at Lucknow Airport, Hangar at Guwahati, Apron extension at Leh Airport.
- Captain of Cricket team in AAI at Guwahati.
- Green initiative- conducted Water Audits at 12 Airports and Head Quarter Building.

SUMMARY OF EXPERIENCE

- 17+ years of experience in soliciting Technical and Managerial Expertise and advice in the field of various aspects of Infrastructure Development in the Aviation sector like Runways, Aprons, Taxi tracks, Hangars, Office Buildings, interiors etc.
- Expertise in formulation of PMC (Project Management Consultancy) Contracts, Contract administration, Project Management, Client coordination, MIS, Budgeting etc.

jha360@gmail.com

www.linkedin.com/in/satyendra-jha-b21ba9125

SUNIL VELAYUDHAN

KEY SKILLS

- Project Mgt • People Mgt • Customer Relationship Mgt
- Client co-ordination

PROFESSIONAL EXPERIENCE

- Performed Air Traffic Management at certain busy Air Force Base
- Lead the team for creation of Infrastructure for new defence inductions
- Trained operators on Unmanned Air Vehicle
- Trained about 400 personnel on Imagery Analysis
- Managed about 250 personnel at a given time
- Project Management: Runway related projects pan India
- Been an Instructor at the prestigious Air Force Administrative College, Coimbatore"

OVERSEAS EXPERIENCE

- Israel - 2 months • France - 1 month

TRAINING AND CERTIFICATIONS

- Imagery Analysis from National Remote Sensing Agency, Hyderabad

- Advanced Imagery Analysis from Paris, France
- Unmanned Air Vehicle operations from Israel
- Air Traffic Management, Indian Air Force
- Geographical Information System from ESRI (Environmental System Research Institute)
- Runway project Mgt from Central Road Research Institute and National Council for Cement and Building Material, New Delhi"

ACHIEVEMENTS

Commended by the Chief of Air Staff

SUMMARY OF EXPERIENCE

- Performed Air Traffic Management at certain busy Air Force Base
- Lead the team for creation of Infrastructure for new defence inductions
- Trained operators on Unmanned Air Vehicle
- Trained about 400 personnel on Imagery Analysis
- Managed about 250 personnel at a given time
- Project Management: Runway related projects pan India
- Been an Instructor at the prestigious Air Force Administrative College"



B. Sc.
MBA from FMS, Delhi

Industry Background

Defense
Project & Program
Management, General
Management,
Human Resource
Management

svelayudhan2000@gmail.com

<https://linkedin.com/in/sunil-velayudhan-5446a9a9>

THOTA GANESH



BTech (Mech), PG Diploma in Aeronautical Engg, MS (Quality Mgt), Dip in Mgt

Industry Background
Aerospace, Defence

KEY SKILLS

Strategic Planning, Operational Excellence, Troubleshooting & Issue Resolution, Technical Maintenance, Spares & Inventory Management, Policies & Procedure Implementation, Risk Assessment & Mitigation, Training & Development, Senior Management Interaction, Liaison & Coordination, Client Relationship Management, Team Leadership. Effective communicator with excellent relationship building & interpersonal skills. Strong analytical, problem solving & organizational abilities. Possess a flexible & detail oriented attitude.

PROFESSIONAL EXPERIENCE

Skilled in end to end management of assigned projects, scheduled & unscheduled maintenance of aircraft, engines, armament stores, mechanical transport & aircraft specialist vehicles, structural repairs on aircraft, bomb disposal, provisioning and procurement of spares, management of tarmac operations of a fighter squadron as well as training of ab-initio trainees.

Proficient in managing welfare of personnel as line manager

Adept at managing inventory of tools, testers and ground equipment for maintenance activities, and operational requirements

Proven ability in conducting classes, curriculum design, syllabus formulation, preparation of block training programs, mentoring program, counselling and motivation, monitoring trainee progress, reduced training attrition rate for officers training and feedback on

quality of training

Working closely as Project Implementing Agency with NSDC India, MoD for conduct of RPL courses for the retiring personnel towards effective resettlement

TRAINING AND CERTIFICATIONS

Explosive Ordnance Disposal, MiG 21 (All Variants) Aircraft O & I Level Maintenance Course, Methods of Instruction Course, Junior Commanders Course, Air Armament Course, Overview of IOC operations, Senior Engineers Management Orientation Course

ACHIEVEMENTS

Commendation for inventory management, lean initiatives for stores and execution of projects.

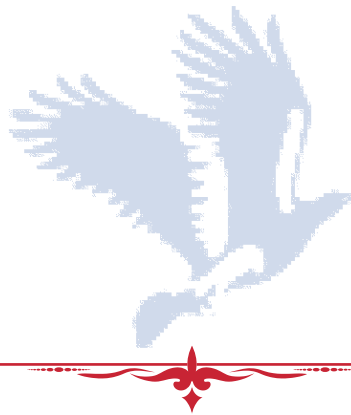
Commanded a Repair & Salvage Unit responsible for undertaking third line structural repairs of Aircraft.

SUMMARY OF EXPERIENCE

Experience in project management, sourcing & procurement, operations & maintenance as well as training & development amongst others in diverse roles. Consistently rendering exemplary service in adverse conditions during professional career

 ganeshthotafms@gmail.com

 [ushaganesh04@gmail.com](https://www.linkedin.com/in/ushaganesh04@gmail.com)





EXECUTIVES PROFILE

HEALTHCARE



DR. AJEET KUMAR



MBBS,
Fellowship in critical care,
Post graduate diploma in
geriatric medicine, health care
management

Industry Background

Health care and
pharmaceutical
industry

KEY SKILLS

- ACLS skill as per aha guidelines
- Defibrillation and cardioversion
- External cardiac pacing
- Poly-trauma case management
- Prehospital management of critically ill patient in road ambulance
- Management gastroenterology emergencies like UGI bleed, Lower GI bleed, Hepatic encephalopathy
- Management of poly-trauma case including head and spine injuries
- Management of cardiac emergencies like acute coronary syndrome, acute myocardial infarction, cardiac arrhythmias
- Management -of vascular emergencies like acute limb ischaemia, traumatic as well as non-traumatic, pulmonary embolism, acute ischemic bowel
- Management of surgical emergency like intestinal obstruction, bowel perforation
- Management of neurological emergencies like acute stroke, seizures etc.
- Preparing medical legal cases and following up in court.

PROFESSIONAL EXPERIENCE

- Principal emergency medical officer fortis hospital, shalimar bagh, new delhi
- Senior emergency medical officerst. Stephen hospital, new delhi
- Jr (accident and emergency) sanjay gandhi hospital, new delhi
- Jr (medicine) loknaya hospital delhi
- Jr (radiotherapy/surgery) safdarjang hospital, delhi

OVERSEAS EXPERIENCE

- Worked in project earth in nepal during earthquake may 2015

- Worked in ukraine embassy as a physician

TRAINING AND CERTIFICATIONS

- AHA RECOGNIZED CERTIFIED ACLS
- Participation in national emergency CME
- Participation in many Clinical cardiology CME
- Participation in CME on Case based approach to controversy in cardiovascular medicine
- Attended workshop on ECG course held from 9 August- 4 October 2014
- Attended workshop on certificate course in ventilation and critical care
- Emergency car course BLS and ACLS programme at Aparna Hospital
- National workshop on prehospital care and injury control organized by transportation research and injury prevention programme of WHO.

ACHIEVEMENTS

- Letter of appreciation from fortis family for saving and enriching lives
- Contribution in jharkand during flood
- Management of terminal ill patients in antodya niketan

SUMMARY OF EXPERIENCE

23 years worked in emergency department .revived and managed many critical ill patients, services to old age terminal ill patients and provide assistance to disabled and geriatric population.

 talk2dr.ajeet@gmail.com, drajeet.kumar18@fms.edu  www.linkedin.com/in/dr-ajeet-kumar-42332a39/

DR. ALAKA PAL

KEY SKILLS

- Hospital Administration
- Supply Chain Management
- Procurement and Purchase
- Program Management
- Project Management - Analytical & Problem Solving
- Relationship Management -Listening & Negotiation and Conflict Resolution
- Team Leadership & People Management

PROFESSIONAL EXPERIENCE

After graduating from Cuttack Medical College, have completed my residency in Moolchand & ESI Hospital, Basaidarapur, New Delhi. Have been associated with ESIC (Employee State Insurance Corporation) for the past 23 years, in the National Capital Region as general physician in various hospitals/dispensaries. Have experience of working in the dept of Obstetrics & Gynaecology,Casualty.Have had the opportunity to lead the most demanding Okhla dispensary in South Delhi that has a staff strength of 12 Doctors & over 50 non-medical professionals attending to more than 1000 patients on a daily basis. As a ESI Nodal Officer, was responsible to oversee the functioning of seven dispensaries of South Delhi. Most recently and for the past 5 years have been in senior administrative positions and accountable to digitize the supply, inventory and issuance of drug stores ,purchase & procurement of drugs and medical equipments in hospitals.

TRAINING AND CERTIFICATIONS

- Leadership Training
- Training on Hospital Administration
- Training on Supply Chain Management
- Training on Prevention of Sexual harassment of women at workplace

ACHIEVEMENTS

- Lead the Digitization Program of ESI Units in South Delhi.
- Gold Medal awarded by FMS AlumniAssociation for Executive MBA(HCA)2016-2018.

SUMMARY OF EXPERIENCE

Over 25 yrs of clinical General Physician & Administrative Services. Currently, Head of Stores at ESI Hospital, Okhla in the Senior Administrative Grade.



MBBS,Final Semester Executive
MBA(HCA) at FMS

Industry Background

Healthcare &
Pharmaceuticals

 ollydas@gmail.com

 ollydas@gmail.com

DR. ANITA MITTAL



M.B.B.S

DNB (Pathology)

Industry Background

Healthcare &

Pharmaceuticals,

Government of India

Product & Service Delivery,

General Management,

Supply Chain & Logistics,

Human Resource

Management

KEY SKILLS

Team management, general management and supply chain management

PROFESSIONAL EXPERIENCE

Graduated from Armed Forces Medical College (Pune University). Have 32 years experience of working with ESI Corporation (Ministry of Labour and Employment). Worked in various ESI dispensaries and Hospitals during this period. Have experience of working in Departments of Obstetrics & Gynaecology, Surgery, Paediatrics and Casualty in the hospital. Specialized in Pathology and have 12 years post PG experience of Pathology in different ESI Hospitals. Since past 5 1/2 years working in senior administrative posts - State Medical Commissioner of Jammu & Kashmir and Himachal Pradesh, Deputy Medical Commissioner looking after Rate Contract of drugs and dressings. At present looking after Superspeciality services in ESI Hospital, Basaidarapur, New Delhi.

TRAINING AND CERTIFICATIONS

In house training in general management, in other institutions in techniques & advances in Pathology, cytology & haematology, AIDS.

ACHIEVEMENTS

Instrumental in improving health facilities provided by ESIC in the states of Jammu & Kashmir and Himachal Pradesh. Formulated Rate Contracts for drugs and dressings for use all over India for two years.

SUMMARY OF EXPERIENCE

Being in senior administrative capacity in Government of India for the past 5 1/2 years I have developed leadership qualities and team management. Have been managing a team with both medical and no medical personnel. Have good analytical skills, problem solving capabilities and am good in drafting and writing.

 anitamittal50@gmail.com

 [E-879, Saraswati Vihar, Delhi - 110034](https://www.linkedin.com/in/ashish-jindal-7285528b)

DR. ASHISH JINDAL

KEY SKILLS

Planning and development, Independent judgment and decision making, Quality improvement competency, Promotes positive behaviour

PROFESSIONAL EXPERIENCE

- Currently working as a Medical Officer with Department of health and family welfare Government of Uttar Pradesh (posting at Noida)
- Previous Experience-
- Private Practitioner at various locations

TRAINING AND CERTIFICATIONS

- Training for National Public Health Programs
- training for Routine Immunisation
- WHO trainings etc

SUMMARY OF EXPERIENCE

Successful healthcare administrator with 6years of experience as a practitioner and 5years of leadership experience in implementing National Public Health programs and guidelines at district level.



MBA (Healthcare Administration) From FMS, BDS

Industry Background

Healthcare &

Pharmaceuticals

Project & Program

Management

 drashish.jindal18@fms.edu

 <http://linkedin.com/in/ashish-jindal-7285528b>

DR BANARSI DASS CHAUHAN



KEY SKILLS

- Senior Administrative Grade (SAG)
- Maternal and Child Health
- Hospital Management"

PROFESSIONAL EXPERIENCE

- General Physician
- Maternal and Child health"

TRAINING AND CERTIFICATIONS

- Post Graduate Diploma in Maternal and Child Health
- Post Graduate Certificate Course in Hospital Management"

SUMMARY OF EXPERIENCE

Experience of 25 yrs in clinical and administrative services. At present working as IMO in-charge in E S I Corporation in Senior administrative grade (SAG).

M.B.B.S Post Graduate Certificate Course in Hospital Management.
PG DMCH

Industry Background

Healthcare &
Pharmaceuticals
General
Management

 drbdchauhan@gmail.com

 www.linkedin.com/in/dr-banarsi-chauhan-287379158

DR HEMANT PANDEY

KEY SKILLS

Health Analytics, Team management, Research skills

PROFESSIONAL EXPERIENCE

Currently I am working with government organisation where i hold a administrative and clinician post .My working includes treating patients and my managing the health facility and along with it i am incharge of tuberculosis unit and hold a position of Medical officer Incharge of Tuberculosis centre.

OVERSEAS EXPERIENCE

Ireland 1.5 years

ACHIEVEMENTS

I have done research thesis along with Phd student at Trinity College Dublin and later it was published in journal.

SUMMARY OF EXPERIENCE

I had worked as resident at G.B pant hospital and have worked in Ireland at st James hoopital as registrar. As presently I am working with government organisation where i work as clinician as well as do the administrative roles .



M.B.B.S
DNB

Industry Background
Healthcare & Pharmaceuticals
Project & Program
Management, General
Management

 pandeyh@tcd.ie

 Pandeyh@tcd.ie

DR ISHA SACHDEVA



M.B.B.S

Industry Background

Healthcare &
Pharmaceuticals
Project & Program
Management,
General Management,
clinical research

 isharohitmohan@gmail.com

 [linkedin.com/in/dr-isha-sachdeva-094875bb](https://www.linkedin.com/in/dr-isha-sachdeva-094875bb)

KEY SKILLS

Team Management, Patient Care Management, Inter personal skills and Professionalism, Research skills, Fostering Team Building.

PROFESSIONAL EXPERIENCE

Residency in endocrinology and pursued research in the same. Worked as a co-investigator in an international clinical trial. Have published case study and articles in International and Indian journal of endocrinology.

TRAINING AND CERTIFICATIONS

GCP training, Technical complaint reporting, Serious Adverse Event Recording, Become EDC, IWRS version 1.0

ACHIEVEMENTS

Publications in Indian and International journals of endocrinology

SUMMARY OF EXPERIENCE

Medical Professional with a rich experience in endocrinology, clinical research and Clinical Trial.

DR NANDAN MISHRA

KEY SKILLS

- Leading a team as well as working as a part of Team
- People Management
- Skillful Handling of Emergency Situations
- Well conversant with Microsoft Office Tools

PROFESSIONAL EXPERIENCE

MEDICAL CONSULTANT/Industries

- L&T Construction, CAIRN India Pvt. Ltd, Five Solios Carbone
- Establishment & Operation of Wellness Centres; Factory Health Inspector Audits, Liasion with Insurance Companies, Path-labs, Pre-employment & Employee Medical Checkups

MEDICAL OFFICER/ PVT. HOSPITAL & CLINICS

- Worked in Healthspring Family Physicians & FALCK Clinics which provided OPDs as General Physician, Emergency Support as Airlift, Emergency Treatments etc.

JUNIOR RESIDENT/ DELHI GOVT. HOSPITALS

- Worked at DR. RML Hospital & PGIMER, Safdarjung Hospital & VMMC, Dr Baba Saheb Ambedkar Hospital - Rohini, Sanjay Gandhi Memorial Hospital, Mangolpuri
- Worked in ICU, Medicine and Emergency Departments.

SUMMARY OF EXPERIENCE

Almost 8 years of Experience paving way from Junior level of Healthcare consultation to managing different aspect of Healthcare Operations in varied Industrial and Government Setups.



M.B.B.S

Diploma in Family Medicine,
Associate Fellow in Industrial
Health

Industry Background

Oil & Gas, Healthcare &
Pharmaceuticals, Infrastructure,
Government of India
Project & Program Manage-
ment, General Management

 mishra.nandan@gmail.com

 www.linkedin.com/in/mishranandan

DR NAVEEN PRAKASH VERMA



MBBS
Emergency Medicine
PGDMCH / PGDGM/ AFIH
MBA HCA

Industry Background
Healthcare &
Pharmaceuticals
Emergency Physician &
General Management

KEY SKILLS

- Leadership & Team work
- Planning & Supervision
- Hospital administration Management
- Trauma cases & Acute emergency Management
- Polly Trauma & Acute Emergencies

PROFESSIONAL EXPERIENCE

Emergency Physician & Head : Jaypee Hospital ,NOIDA
Emergency Medicine : Apollo Hospital ,Delhi
Physician Consultant : Doctor on Call
Emergency & Trauma: LNJP Hospital Delhi, LBS Hospital ,Delhi
Resident: CNBC ,GNEC Delhi
Industrial Health: AFIH (MAMC), Delhi
Geriatric Medicine & Maternal Child Health: MAMC & Safdarjung Hospital ,Delhi

TRAINING AND CERTIFICATIONS

- BLS, ACLS, ATLS, PALS
- CME for Infective disease management
- CME for Critical care & Pulmonary Medicine
- Trainer course of ACLS & BLS
- Bio medical waste management
- BLS & Primary Management for Trauma Training given to NOIDA Traffic Police
- BLS Training camps at Multiple Corporate offices & Societies

ACHIEVEMENTS

- Best Employee award
- Thesis on teen age group road traffic accidents
- Volunteer doctor in common wealth games in 2010

SUMMARY OF EXPERIENCE

Having rich experience of 11 years in

- Emergency medicine & Heading the department
- Managing Polly trauma & Emergency cases
- Airways Management & Intubation
- Cardiac Emergencies
- Neuro Emergencies
- Burn management
- Chest Trauma Management
- Pediatric Emergency Management
- Occupational Health Management
- Disaster Management
- Medico Legal Cases Management

vermanaveen283@gmail.com, naveen.verma@fms.edu <https://www.linkedin.com/in/naveen-verma-5b572095>

DR NAZHAT PERVEEN

KEY SKILLS

Medical Officer with diverse clinical experience of Emergency Department , Department of Medicine & Paediatrics . Other Hospital Administration

PROFESSIONAL EXPERIENCE

- Incharge of Out Patient Department in the hospital responsible for smooth and timely functioning of all the OPD's in hospital . Managing the Medical Record Department and ensuring all information is aptly profiled and sorted , Initiated and set up of the Blood Storage Unit of the hospital and ensured procurement of high end equipment for the same . In Charge of Poor House hospital responsible for complete medical and administrative working of the hospital .
- As casualty medical officer has been responsible for effective attending of all medico legal cases , emergency patients etc , as well as overall hospital administration . "

TRAINING AND CERTIFICATIONS

- CME training for rationale use of blood & blood components , Full Site ICTC Sensitisation by Delhi State Aids Control Society , RNCTP workshop for MOs/Specialists , Medico legal Training program for Medical Officer ,
- One month training program for Blood Banking , Training program on Emergency Medical Response in Disaster Management , Training in Chemical biological ,radiological and Nuclear Defense(CBRN) .
- Training in basic life support (BLS) and Advance Cardiac Life Support (ACLS) .
- Training in Biomedical Waste Management . "

ACHIEVEMENTS

- Participated and won inter club chess competition at School ,
- Runner up at debate competition held at School level . "

SUMMARY OF EXPERIENCE

- Currently In -Charge of Telecom department of the hospital .
- Nodal officer of disaster management department of hospital .
- In-charge of Out Patient Department in the hospital responsible for smooth and timely functioning of all the OPD's in hospital .
- As In-charge Managing the Medical Record Department and ensuring all information is aptly profiled and sorted ,
- Previously as In-Charge , Initiated and set up of the Blood Storage Unit of the hospital .
- Previously In-Charge of Poor House hospital , Seva Kutir Complex , Delhi , responsible for complete medical and administrative working of the hospital .Attended Medico Legal cases .



M.B.B.S

Industry Background
GOVERNMENT OF NCT DELHI
Other OPD , GENERAL
HOSPITAL ADMIN .

drnazhatperveen@gmail.com

[linkedin.com/in/nazhat-perveen-44062b136](https://www.linkedin.com/in/nazhat-perveen-44062b136)

DR NITASHA JINDAL



BDS

Industry Background
Healthcare &
Pharmaceuticals

KEY SKILLS

- Use of social media and information technology and data analytics technology in Healthcare Management.
- Collection, analysis and interpretation of clinical data for better healthcare management decisions and development of programs and policies and to suggest solutions to key bottlenecks.
- Microsoft Office, Microsoft excel
- Time Management
- Healthy friendly nature

PROFESSIONAL EXPERIENCE

General Dental Surgeon with Centre For Smile Jan 1, 2016 - till date.

Managing the clinic independently and performing all the dentistry related treatments

KD Dental College and Hospital, Mathura Feb 11, 2010 - Feb 11, 2013

Worked as lecturer in department of: Pedodontics • Oral Surgery • Endodontics

Dhingra Dental Clinic (General Dental Surgeon) Feb 15, 2013 – Oct 31, 2013

DENTAL EXPERTS (General Dental Surgeon) Nov 11, 2013 - Dec 31, 2015

- Having rich experience of 9+ years • Expert in Anterior and Posterior RCT
- Good experience in handling surgical cases (IMF) • Performing all dental procedures
- Experience of the day to day management of a clinic • Expert in maintaining the daily report of patients.
- Organising various dental camps.

TRAINING AND CERTIFICATIONS

- Certified course of one year on Implants • Aesthetic course on dentistry for six months

ACHIEVEMENTS

- successfully treated more than 5000 patients with complete patient satisfaction
- part of team of dental surgeons in accidental cases in department of oral surgery
- member of organizing committee of events

SUMMARY OF EXPERIENCE

- Currently working as dental surgeon with centre for smile performing all the dentistry related treatments.
- Having rich experience of 9+ years and known as experienced, trusted and patient focused doctor with a long history of serving patients by successfully diagnosing and treating their problems and diseases.
- Experience of day to day management of a clinic and Expert in maintaining the daily report of patients. Apart from this organised various dental camps.
- Previously worked as lecturer in KD dental college in department of pedodontics, oral surgery and endodontics.

 natujindal@gmail.com

 DrNitashajindal

DR. NITESH GOEL

KEY SKILLS

client engagement, team management, planning, supervising, leadership, teaching

PROFESSIONAL EXPERIENCE

Dr. Nitesh Goel is an expert oncoanaesthetist with special interest in difficult airway management, robotic and gastro surgeries, thoracic and lung surgeries. He has an expertise in use of bronchoscopic guided intubation, one lung ventilation, use of ultrasound in anaesthesia and regional blocks. Till now he has given anaesthesia in all types oncosurgical patients, sedation for procedures like interventional radiology, radiotherapy. he is also involved in organizing various conferences, being a part of faculty of airway team, he is involved in teaching, training and supervising young anesthetists, technicians.

TRAINING AND CERTIFICATIONS

oncoanaesthesia, ACLS, Airway management

ACHIEVEMENTS

international and national publications, book published on my name in scholar press germany, First prize in Extempore in ISA Delhi 2011

SUMMARY OF EXPERIENCE

- 2007-2009-P.G. registrar- Deptt. Of Anaesthesia. MAMC, New Delhi.
- May 2009 – Aug 2009- senior resident – Deptt. Of Anaesthesia- MAMC, New Delhi.
- Aug 2009- Dec. 2012 - Senior Registrar – Deptt. Of Anaesthesia- RGCI, New Delhi.
- Jan 2013 – Dec. 2013- fellow in Oncoanaesthesia - Deptt. Of Anaesthesia- RGCI, New Delhi.
- Jan. 2014 to Dec. 2014- clinical assistant- Deptt. Of Anaesthesia- RGCI, New Delhi.
- Since Jan. 2015 working as Consultant in Deptt. Of Anaesthesia- RGCI, New Delhi.



M.B.B.S
DA, DNB,
Fellowship in
oncoanaesthesia

Industry Background
Healthcare &
Pharmaceuticals
management of patients

 drniteshgoel@gmail.com



DR. PRASHANT KR DASH



M.B.B.S M. D.

Industry Background

Healthcare & Pharmaceuticals
General Management,
Operations

KEY SKILLS

- Internal Medicine • Healthcare technology
- Healthcare Business Strategy • Fostering a team environment
- Interpersonal skills & professionalism

PROFESSIONAL EXPERIENCE

Vice President- Medical Affairs- Aetna India, Delhi

- Responsible for overall function of medical division
- Medical training and mentoring
- Create & execute new healthcare business models
- Development and adoption of new healthcare technologies

2. Associate Consultant Gastroenterology- Fortis Escorts, Delhi

- Independently managing all medical gastroenterology cases
- Mentoring and educating team of junior doctors

3. Consultant and Lead Clinician- HCL HEALTHCARE/Johns Hopkins Medicine International, Delhi

- Responsible for overall functioning of all healthcare service providers at HCL Healthcare, Noida
- Conducting academic sessions, creating treatment pathways, maintaining clinical quality
- Heading Internal Medicine Unit of Noida Chain

4. Associate Consultant- Internal Medicine- Max Hospital, Delhi

- Independently managing Internal Medicine patients in emergency, wards and OPD.

TRAINING AND CERTIFICATIONS

- Certification in Infectious Disease (Hinduja Hospital, Mumbai),
- Certification in Thyroid Disease (PHFI/Medanta Hospital),
- Certified trainer in Telemedicine (Medgate, Switzerland),
- Certification in Business Strategy (DMS, IIT, Delhi),
- Certified ACLS provider"

ACHIEVEMENTS

Paper Presentation- "Study of pattern of anemia in patients of Rheumatoid Arthritis" at APICON 2009

SUMMARY OF EXPERIENCE

Experienced clinician & healthcare administrator with a demonstrated history of working in the healthcare & wellness industry. Skilled in Healthcare Consulting, mHealth, Medical Education, Emergency Management, and Clinical Medicine. Strong healthcare services professional graduated from MS Ramaiah Medical College.

 drprashantdash@gmail.com

 www.linkedin.com/in/drprashantdash

DR PRATIMA VERMA

KEY SKILLS

Had rich clinical experience and public health remained the main domain. Networking with hospitals, liaising with insurance company, managing healthcare needs of the corporate clients.

PROFESSIONAL EXPERIENCE

Rich clinical experience in the field of medicine. Public health remains a major work. Worked with Third party administrator (TPA) worked as regional manager for giving holistic medical care for corporate houses. Networking with hospital and insurance companies.

TRAINING AND CERTIFICATIONS

Quality Assurance training, Master trainer's training etc

SUMMARY OF EXPERIENCE

Worked as regional head for a TPA. Took care of the entire health needs for the corporate clients. Managed to have a 24 hours medical help line service. Working as a medical officer incharge managing the show for the entire region.



M.B.B.S, M. D.
DGO, PGD HFV

Industry Background

Healthcare &
Pharmaceuticals
Clinical and management

 Dr.pratimaverma@hotmail.com

 Pratima verma

DR RAJESH BAHAL



MBBS, , PG Diploma in PPHC (APOLLO), PG Diploma in Hosp Mgmt (NIHFV)

Industry Background
Government of India

KEY SKILLS

- Professional / technical
- Communication Skill
- Human Resource Management Skill
- Leadership Quality

PROFESSIONAL EXPERIENCE

Long journey of 26 years in Govt Health Set up having served at different destinations within the Country and abroad as a Medical Officer with adequate exposure of recruiting, Staff, Protocol duties and Command appointments. In addition to being a Landmark Graduate, trained in Air transportation of Casualties, Advanced Data Processing and System Analysis Programming with adequate training in Hosp Mgmt having commanded Hospitals in remote areas of Country. Medical cover also provided successfully during a Mountain Expedition and various difficult terrains with limited resources. Well versed with State of the Art Technology and Automation in Health Sector. Adequate experience in Human Resource Management and Health Administration. Attended various CMEs and Conferences at State, National and International level with active participation in most of them. Selected to be the Protocol Officer while serving abroad thereby earning a good name for the Country as well. Always tried to spread positivity, lifestyle modifications and always made efforts to encourage the morale of clients/patients. Expert at Soft Skills with technical proficiency. Experience of managing school with Specially-abled children, Accident & Emergency & IT Department of Hospitals in addition to Registrar and PRO duties respectively.

OVERSEAS EXPERIENCE

2 Yrs BHUTAN

SUMMARY OF EXPERIENCE

26Yrs Service experience in Govt Health Sector all over Country and abroad as a Medical Officer. Well experienced at Recruiting, Protocol duties, PRO task, IT related work, air transportation/evacuation of casualties, advanced data processing and system analysis programming, Hosp Mgmt/Adm, providing medical cover to Mountain Expeditions, Automation, State of Art Technology, Human Resource Mgmt. Counselling experience being a Landmark Graduate. Trained at Soft Skills and managing School with Specially - abled children, Accounts, Accident & Emergency Dept, Registrar & PRO duties, Medical Stores at Hospitals. Good at Liaising with top leadership.

 rajeshbahal29@gmail.com

 [rajeshbahal29@gmail.com](https://www.linkedin.com/in/rajeshbahal29@gmail.com)

DR. RAJINDER SINGH

KEY SKILLS

Team Management, Quality Consultant for Hospitals, Patient Care Management, Health Care Professional.

PROFESSIONAL EXPERIENCE

I have done MD in Homoeopathy and has been working as Professor in the Department of Practice of Medicine with Bakson Homoeopathic Medical College Greater Noida. I am also the Academic Incharge for Undergraduate curriculum. I am pursuing MBA EXECUTIVE HEALTHCARE ADMINISTRATION from Faculty of Management Studies, University of Delhi, will be appearing for final semester exams in March 2018, have successfully cleared the first three semesters. I am a certified NABH AYUSH ASSESSOR, got certified in June 2017, since then has been going as faculty for training and Assessor for Pre or Final Assessments of Hospitals. Looking for the opportunity to work with a reputed hospital in the role of Assistant or Deputy Medical Superintendent for Health Care Administration and Quality Improvement. I assure my services with full dedication and sincerity.

TRAINING AND CERTIFICATIONS

- NABH Assessor for AYUSH Hospitals conferred by NABH a division of Quality Council of India (QCI) in 2017.
- Certificate Course in Management Consulting from Consultancy Development Centre-DSIR-Ministry of Science & Technology in 2010.

ACHIEVEMENTS

1. Dr. Yudhvir Singh Award conferred by Board of Homoeopathic System of Medicine Delhi in 2008. 2. Dr.S.K. Zutshi Award conferred by Board of Homoeopathic System of Medicine Delhi in 2012.

SUMMARY OF EXPERIENCE

11 year experience in Consulting and treating people for various diseases with Homoeopathic Medicines. Certified NABH Assessor for AYUSH Hospitals, Conducts AYUSH Hospital audits and training programs as per NABH and helps them in improving quality of Healthcare. Currently working as Professor in the Department of Practice of Medicine with Bakson Homeopathic Medical College & Hospital, Greater Noida. Also Academic Incharge for the Undergraduate Curriculum, design the Academic Calendar and manages the faculty members for conducting various classes and clinical duties. Resource Person in the CME programs as per schemes by Department of AYUSH at various institutes.



MBA EXE HCA
M. D. (Homoeopathy)
BHMS (Homoeopathy)

Industry Background
Healthcare &
Pharmaceuticals
General Management,
Operations, Other
Hospital Audits,
Clinical & Academics

 rajinderraj@gmail.com

 www.linkedin.com/in/dr-rajinder-singh-51305515

DR. SANDEEP MOR



KEY SKILLS

Team management, leadership and building leaders.

PROFESSIONAL EXPERIENCE

Hospital Operations, Accreditation, internal assessment, legal matters, patient feedback management, managing direct reportees, facilitating senior clinicians, Handling medical quality programs, working closely with unit head in Monthly business reviews, member of different clinical and non clinical committees.

TRAINING AND CERTIFICATIONS

Certified NABH Internal Auditor, certificate in Mastering NABH, JCI internal assessor, assessor for Maximiser projects.

ACHIEVEMENTS

Awards- Gem (highest award at unit level), Value Award (for reflecting organisational values, commendation from director operations.

SUMMARY OF EXPERIENCE

Managing Hospital operations and accreditation. Leading a team of managers in the flagship unit of Max HealthCare.

Post Graduate Diploma in
Medical Law & Ethics, Post
Graduate Diploma in Health
& Hospital Management
BDS

Industry Background

Healthcare &
Pharmaceuticals
Operations

 drsandeep76india@gmail.com

 Dr Sandeep Mor

DR SHWETA CHOPRA VAIDYA

KEY SKILLS

- Leadership skills across multiple cross-functional teams and departments
- Clinical and Public Health Experience
- Team management skills
- Operations management
- Resource planning
- Interpersonal skills & professionalism

PROFESSIONAL EXPERIENCE

IDHS (West District) NHM, Government of NCT Delhi | | Dec 2010 – Till date

Guru Gobind Singh Government Hospital, New Delhi

- Providing patient care as Medical Practitioner.
- Organization of RTI / STI Camps.
- Assisted in the improvement in quality healthcare systems in hospital during Pre assessment under NQAS.

Sardar Vallabh Bhai Patel Hospital, New Delhi

- Provided patient care as Medical Practitioner.
- Guided and trained undergraduate medical students and nursing staff regarding the basic medical skills and healthcare protocols.
- Assisting women and adolescents to understand menstrual periods, conception, pregnancy, birth and post-pregnancy health.
- Conducting community seminars in reproductive health care, cancer awareness and screening.

Fortis Jessa Ram Hospital | | Nov 2009 – Nov 2010

Safdarjang Hospital New Delhi | | May 2007 to Jan 2008

- Conducted clinical trial in Department of Radiotherapy on Metastatic breast cancer

Acharyashri Bhikshu Government Hospital, Delhi | | May 2006 to May 2007

Deen Dayal Upadhyay Hospital | | April 2005 to Aug 2005

TRAINING AND CERTIFICATIONS

- NQAS External Assessor (certified): Conducted National External Assessment at district hospital Murud Maharashtra.
- Attended training on "Management of sexual assault victims" • PPIUCD Training • ACLS And BLS training

SUMMARY OF EXPERIENCE

Dr Shweta Chopra Vaidya is a qualified practitioner. She has been practicing in the field of Maternal and Child Health in the Public Sector for the past 12 years. She is a clinician and has been involved in various administrative responsibilities during her career. She is also a qualified NQAS ASSESSOR. She has a positive outlook towards life.



MBBS, Post graduate
Diploma in Medico legal
Systems (PGDMLS), MBA (HCA)

Industry Background

Healthcare & Pharmaceuticals
Product & Service Delivery,
Project & Program Manage-
ment, Research & Develop-
ment, Operations, Human
Resource Management and
Strategy.

 drshwetachopra79@gmail.com

 linkedin.com/in/dr-shweta-chopra-vaidya-519a6a14b

DR. SUBHRAJIT 'SUBY' BHATTACHARYA



M.B.B.S (AFMC, Pune)
MBA (HCA) FMS.

Industry Background

Trainer, Health
Administrator, Govt of India,
Knowledge content writer,
Reputed Quiz Master.

KEY SKILLS

- Team Leadership, • Health Care management
- Knowledge & Analytical skills
- Widely travelled and well read
- Strategic Communications and Multi-cultural adaptability.

PROFESSIONAL EXPERIENCE

- Health management & Clinician in Govt of India since 2000 (incl. Rashtrapati Bhawan, DRDO)
- Content writing for TV shows since 1998 (KBC, BBC Mastermind, National Geographic, ESPN)
- Teaching & Training young Medical Officers (more than 300) from 2013-2015.
- HR and Team Management 2015 onwards

ACHIEVEMENTS

- First Indian winner of Nat Geo Genius 2008
- BBC Mastermind finalist 1998.
- Highest ranked Indian Quizzer 2015-17,
- 2nd Runners up Tata Crucible National Business Quiz
- Founder of Delhi(Kutub) Quizzers Association
- Won awards in various International/ National Health Conferences

SUMMARY OF EXPERIENCE

- 19 years of track record of value addition, innovation based on understanding and wide inter disciplinary knowledge base.
- Ability to lead from the front to achieve optimum results in Health care management as Administrator and Trainer
- Panache for People Management and Project planning.

 polymath@rediffmail.com, suby.bhattacharya18@fms.edu  linkedin.com/in/dr-shweta-chopra-vaidya-519a6a14b

PROF. DR. SIDDHARTH GUPTA

KEY SKILLS

- Health Care Administration • Health Care Management
- Academic collaboration with International Universities in Health care and Comparative Global Health care Researcher.

PROFESSIONAL EXPERIENCE

- Professor and Clinical Head of Department in Oral Medicine and Radiology
- Global Initiatives in arena of Middle East Expo Traditional Health care practices
- Best practices in Health Care administration

OVERSEAS EXPERIENCE IF ANY

Member of Athens Institute of Health Care Education & Research, Member International Economic Forum (Health care)

TRAINING AND CERTIFICATIONS

- Certification of Merit as Invited Speaker / Key Note Delegate member.
- Certification by IAOMR, Numerous Professional organisations in Management of Oro-dental patient with systemic disorders and Oral Oncology.

ACHIEVEMENTS

• Global Member of Athens Institute of Education and Research (ATINER), Invited Speaker in numerous International & National forums, Scientific Chairperson for International / National Oral Medicine and Dental Radiology Symposiums and Conferences, Associated with Prime Minister Initiatives of Digital India and Health Skills and Representative to Global UAE Expo 2020.

SUMMARY OF EXPERIENCE-

Professor Dr. Siddharth Gupta is a well-known researcher, and academician in field of Oral Medicine and Radiology. Moreover, widely published in many National and International Journals and associated with key Government organisations in capacity as Best Practice management in Health care as a collaborator with prestigious UAE and European organisations.



BDS, MDS (Oral Medicine & Radiology), MBA (Health Care Administration)

Industry Background

Health Care, Clinical Head Oral Medicine, Health Skills, Dental and Maxillofacial Imageology

 drsiddharthgupta13@gmail.com / siddharth.gupta18@fms.edu  Dr Siddharth Gupta

RACHNA MALIK



B. Sc.
MBA
Post Graduate Diploma in
Biochemical
Technology

Industry Background

Healthcare & Pharmaceuticals,
Consulting, Non-IT Consulting
& Strategy, Marketing & Sales,
Market Research

KEY SKILLS

Strategic Planning, Market Research, Client Relation Management, Project Management, Account Management, Product Management, Data Management, Surveillance Studies

PROFESSIONAL EXPERIENCE

Research Executive- Ipsos Research Pvt Ltd

- Responsible for conducting market research activities
- Project planning, effort estimation, end to end delivery
- Requirement analysis and technical and business consultation to client

NCE Communication Executive- Ranbaxy India Pvt Ltd

- Pre-sales activities
- Key account management

Clinical Research Associate- Baxter India Pvt Ltd

- Responsible for conducting and managing all phase IV clinical research studies and activities
- Handled planning, scheduling and coordination among various interlinked departments for project executive

TRAINING AND CERTIFICATIONS

"Six Sigma Green Belt Certified by British Standard Institute (BSI) Management System
Global Certificate for Completion of Training for Clinical Study Monitoring in Asia Pacific
Certificate in Essential Good Clinical Practices (GCP) from Brookwood International Academy"

ACHIEVEMENTS

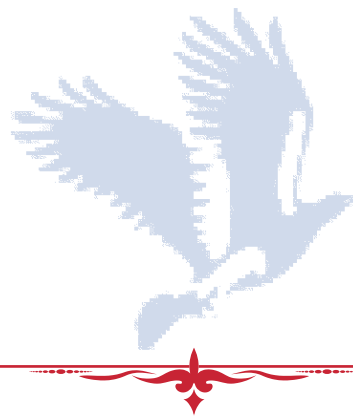
- Felicitated as Ipsos Healthcare Performer Award in "Innovation in Data Analysis"
- Received wow recognition for giving an excellent idea on "Group Webinar" in Ranbaxy "

SUMMARY OF EXPERIENCE

Nearly 6 years of exposure in Healthcare market with broad experience in Market & Clinical Research and Medico Marketing

 rachnamalikin@gmail.com

 <https://www.linkedin.com/in/rachna-malik-83928716/>







For details please contact

Fms media relations office at +91 11 2766 6517 / 7199

Or mail us at

executive.council@fms.edu

Executive Council Link:

<https://www.linkedin.com/in/executive-council-89843b15b/>

Group Conversation :

<https://www.linkedin.com/groups/10372693>