



Faculty of Management Studies
University of Delhi



Faculty of Management Studies
University of Delhi

MBA EXECUTIVE & HCA PROGRAMME

BATCH PROFILE 2017-19

TRANSFORMING
EXPERTS INTO
LEADERS



www.fms.edu



For details, please contact:

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Or Email us at:
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FMS

प्रबंधन अध्ययन संकाय
FACULTY OF MANAGEMENT STUDIES

MANAGEMENT
STUDIES

THE RED BUILDING OF DREAMS...

The Faculty of Management Studies focuses on management education more than just business management. The commitment is thought leadership with a deep understanding of business. The approach to pedagogy combines fieldwork, case studies and instrumented feedback with a strong emphasis on concepts and theory. The intent is to encourage intellectual curiosity and open minds to the adventure of ideas.

But much about the school is not just about what is taught within its confines. FMS has the unique privilege to be part of one of the premier Universities—the University of Delhi. Our collaborative approach involves inputs from various departments which gives the benefit of a much wider view and deeper understanding. This is indicated by the success of our alumni who are in positions of leadership in industries & governments across the world. The network of more than 10000 alumni gives students unmatched access to information, mentors and careers.

FMS rewards initiative, novelty and out of the box thinking. Our students are individualists of enormous intellectual energy with a talent for collaboration and teamwork. We are a diverse lot, possessing flair and dynamism that develops in a metropolis like Delhi and thrives on challenges both inside and outside the classroom.

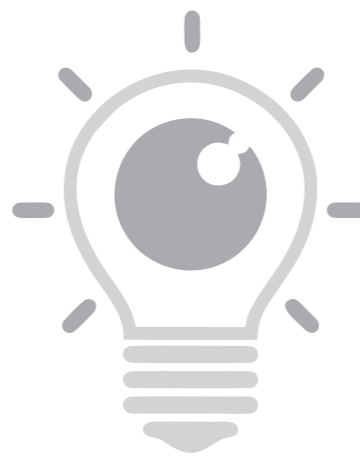
Corporate recruiters value our graduates for their intellectual abilities, their collaborative mind-set, their individuality and their ability to hit the ground running.

B-School National Ranking

SUPER LEAGUE 1st	2nd	3rd	4th	4th
RANK	RANK	RANK	RANK	RANK
Business Standard	CEOWORLD Magazine	DALAL STREET	OUTLOOK	MBA UNIVERSE

B-School Global Ranking

CEOWORLD Magazine **Ranked 33rd in Best Business Schools in the World 2018**



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

FMS IN HISTORICAL CONTEXT



PROF. A. DASGUPTA
Founder Dean
Faculty of Management Studies (FMS),
University of Delhi

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.



MESSAGE FROM THE VICE-CHANCELLOR



PROF. YOGESH TYAGI
Vice Chancellor, University of Delhi

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.

FROM DEAN'S DESK



PROF. SUNITA SINGH SENGUPTA
Head & Dean,
Faculty of Management Studies (FMS),
University of Delhi

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 few 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!

FACULTY SPEAK

The only mission of FMS MBA executives during the 2-year programme tenure remains to have themselves carved out under the expert hands of their revered Gurus - the FMS faculty of repute who are considered unparalleled in the field of imparting Management education and are constantly engaged in selflessly bestowing Industry with numerous Business leaders year on year. FMS is among the few B-Schools in the country where it is mandatory for a faculty member to have a doctoral degree. They constantly introduce students to relevant managerial issues through mixture of international case studies, lectures and role plays, creating highly engrossing environment and build sound theories for analysing complex business problems.

FMS students take deep pride in getting this lifetime opportunity to be part of an atmosphere of such high commitment & intellectualism. No doubt why FMS is consistently rated amongst best B-schools globally and how it provides highest ROI to its students in terms of unmatched business knowledge & developing leadership traits. Same is also evident through countless achievements of FMS distinguished Alumni when put to test on real field, delivering compounding growth to FMS brand equity globally.

Following 'Faculty Speak' pages capture a small glimpse about how few of the many highly respected FMS faculty members perceive about MBA Executives 2017-19 batch and alongside provide their kind blessings to the whole batch.

FACULTY SPEAK

It is a pleasure to teach the current MBA Executive Batch 2017-19. It is rare that such a diverse group of highly competent professionals from various industries and background get together to enhance their managerial skills by pursuing a formal postgraduate degree in management. No wonder the quality of classroom discussion is befitting of a top International Business School. The sincerity and dedication of the class is heartening and inspiring.

Prof. Vivek Suneja
(Faculty: Strategy)



The Executive batch 2017-19 bring to the class real life corporate experience, industry specific knowledge and skill sets which help them develop live solutions to real problems. I have observed that their vision to look at the things has changed after undergoing the in-depth management program from FMS. It would go a long way in developing an enduring relationship with their organizations. Personally speaking, I have gained much more practical insights in management from the Executive program at FMS than any other source. This batch has been no exception and has now accumulated a rich knowledge base and potential to reach pinnacle of success in the corporate world.

Prof. Sunil Sharma
(Faculty: Operations Management)



Interacting with the MBA Executive batch 2017-19 has been one of the most memorable classroom experiences. As all of you are going to move out in near future from this Red Building of Dreams, a lot of opportunities and challenges lie ahead in your journey forward. Remember, your path at 22 was not the same at 32 or 42. Whatever you think your dream is now, it will probably change and that's ok. Never follow anyone's path, unless you're in the woods and you're lost. Be true to yourself and everything will be fine. Do things only you're passionate about simply for the experience of doing them. Embrace your inexperience and your not knowing how to do things because you'll try more things than you ever thought or imagined.

Dive into your own obliviousness.
Prof. Kavita Singh
(Faculty: HRM)



The MBA (Executive) program holds a special position in my heart. The unique blend of participants provides me a great opportunity to wade through diverse and often very conflicting view points. It is in my understanding a dream situation for a professor to facilitate the participants to negotiate, reconcile and develop their own understanding of phenomena. The age and experience hardens the notions and attitudes which is what makes a session close to a battle field where ideas are wrestled. This is what I look forward to in the evening classes as opportunity to evolve myself. I wish my MBA Executive participants a great and meaningful life.

Evolve Always.
Prof. Harsh V. Verma
(Faculty: Marketing)



FACULTY

SPEAK

FMS MBA Executive program offers a unique value adding proposition for those who have spent five years or more in managerial roles in corporate sector. In today's fast changing world, in the backdrop of industry 4.0, Artificial Intelligence and Internet of Things, I believe the relevance of lifelong learning has never been felt more acutely. Our executives mix their day with giving their best not only in class but also at their work places and in their personal lives. The Executive Class of 2017-19 often engage in thought provoking discussions transferring from core domains of business to technology application to social impact in real life within a developing country setting.

Prof. Monica Singhania
(Faculty: Accounting)



It is always a delight to interact with the MBA-Executive and MBA-Executive (HCA) program participants and more so for the present 2017-2019 batch. I have delivered two courses on application of quantitative methods and analytics in business decisions. I found the batch interested in learning new tools and an openness towards use of new techniques. The batch represents an interesting mix of diverse Industrial and Functional backgrounds. Their vast experience is often reflected in the richness of classroom discussions. The level of engagement, curiosity and maturity shown by the participants is praiseworthy.

Prof. Amit Bardhan
(Faculty: Operations)



Teaching and interacting with the class of MBA Executive and MBA Executive (HCA) has always been very engaging. The students of the 2017-2019 batch have been keen to learn the concepts of marketing and relate them to practical situations. The executive batch with their blend of experience across diverse fields makes the class discussions very enriching. It would definitely add to their capability for their roles in the corporate world.

Dr. Anupama Vohra
(Faculty: Marketing)



I always admire the executive batch for the way they balance their professional lives with the tough curriculum. But this batch took it one step forward by taking many special initiatives like organizing Guest Lecture Series for Executives. Dedication and passion of this Executives Batch often remind me of the saying by L.M. Alcott-

'We all have our own life to pursue, our own kind of dream to be weaving, and we all have the power to make wishes come true, as long as we keep believing.'

I wish the batch a very happy and successful life ahead.

Dr. Garima Gupta
(Faculty: Marketing)



FACULTY

SPEAK

The MBA Executive batch of 2017-19 represents participants from all walks of life with diverse experiences of the managerial ladder. This inquisitive group of participants bring multiple solutions to every problem and multiple facets to each solution. The classroom interaction with this executive batch also brings personal learning for myself which in turn becomes an integral part of the interaction with the students of Full Time course. Given the sheer size of the batch, their symbiotic group interaction provides cross-fertilisation of ideas which make them to take on enhanced roles in the corporate world. Without any doubt, each of the participant will be indispensable asset to the organisations wherever she or he works. I wish them all the best for their brighter future ahead.

Mr. Narain
(Faculty: Finance)



Life is a continuous struggle of the fittest and as Fitzgerald has rightly pointed out, our deepest satisfactions come out of this struggle. Our executive MBA students and Health Care Students are an industrious lot and in their struggle of shaping their learning and higher studies to suit their aspirations, they shine in the reflected light of the deep seated fire of pursuit of personal excellence which burns in the core of their beings. This fire of perseverance and diligence will never cease to burn as its the defining characteristic of their very nature and thus wherever they go they will always add value to their own lives as well as to their work organisations. We wish our students the very best in all their endeavours.

Ms. Mahima Thakur
(Faculty, Program Coordinator)



It does always give me pleasure to share the knowledge with MBA Executive participants. It does enhance my own knowledge as they have rich experience of corporate with them. At time it happens that the experience sharing with executive batch is taken to MBA full time students. I really appreciate their devotion for attending the class at FMS. MBA Executive class is always a blend of practical understanding of the participants, academic input from my side and contemporary inputs via newspapers from both sides really make executive teaching a learning experience for me.

Best
Dr. Anjala Kalsie
(Faculty: Finance)



It was a delight interacting with the MBA Executive and HCA batch of 2017-2019. Curious minds, sincere demeanor, and a great collective sense of humor - what more can we ask for! The unique feature of this class is student diversity, from Government officials to Corporate bigwigs to Doctors. Each set of participants brought their own way of tackling problems and dealing with issues, which is exactly what we need for an executive program.

I hope the program will give these dedicated professionals a thorough and nuanced understanding of the sector as well as the external environment where the businesses operate and will make them excel in their respective fields.

Dr. Soma Dey
(Faculty: Economics)



INDUSTRY CONNECT

GUEST LECTURE SERIES:

'The Effervescence of Ideas' is an intellectual platform which hosts the confluence of Business ideas on a weekly basis and where FMS Executives interact at close quarters with eminent Industry veterans from diverse sectors. Each speaker brings a unique perspective on developing business strategy, competitiveness and thought leadership resulting in highly indulging discussions on evolving business trends. The participants get valuable insights from the speakers narrating their professional journey embedded in trailblazing success stories.




**FMS MBA EXECUTIVES
PRESENT
GUEST LECTURE SERIES**
**THE
EFFERVESCENCE
OF IDEAS**
 Bright People Bright Ideas
 HAPPENS EVERY SATURDAY
 VENUE: FMS DELHI NORTH CAMPUS /
SOUTH CAMPUS



For more details, may please visit www.linkedin.com/groups/10372693

MORE THAN ACADEMICS

NATIONAL SEMINAR:

National Seminar organized by Executive Batch of 2016-18 on the highly engrossing topic "Role of Management Education in Nation Building" on 11th March'18 in presence of esteemed dignitaries from industry, media and academia.



Lamp lighting ceremony by the Guest of Honour Mr. Syed Zafar Islam (Director Air India, Ex-investment banker, Former MD Deutsche Bank, India) along with Prof. Sunita Singh Sengupta (Dean, FMS), Prof. Abad Ahmad (Ex-Dean, FMS) and Prof. J.K.Mitra (Ex-Dean, FMS)



THE 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 and Online Journals. 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.

PROGRAMME STRUCTURE

FMS MBA Executive programme & Healthcare Administration (HCA) programme are being run from decades now to handpick & polish unmatched pool of talent from varied industries, with each candidate possessing 5+ years of Executive experience as minimum selection criteria.

The 2 years MBA programme comprises total of 1120 contact hours built into 4 semesters with 19 core courses & 9 elective courses. Candidates seeking to specialize in a Functional area (Finance, Marketing, Operations, Strategy & Leadership, IT, HR, Entrepreneurship) are required to take minimum 5 electives in chosen area.

Total Number of Core Courses	Total Number of Elective Courses	Total Number of Courses	Total Number of Contact Hours
19	9	28	1120 Hrs.

After clearing through a well-structured selection procedure, these well qualified & passionate Executives gain valuable field experience in their daily jobs and voluntarily replace their evening leisure time with some High voltage management lectures at 'The Red Building of Dreams'. The programme is intended to facilitate these Executives with infinite opportunities to experiment with their management ideas and further develop their Business acumen. The programme serves as an effective platform to bring such proven talent together so as to meet the requirements of Industry onlookers who are in constant search of right talent with adequate field experience for successfully running their valued business and organizations.

PART I: FIRST YEAR

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

SEMESTER-3

In addition to the following three compulsory papers, a student have to choose four elective courses from the list of elective papers:

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

SEMESTER-4

In addition to the following two compulsory papers, a student have to choose five elective courses from the list of elective papers:

- 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*

* 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.

**BRIGHT PEOPLE
BRIGHT IDEAS**



FMS NORTH CAMPUS

WHERE PROFICIENCY & LEADERSHIP CONVERGE TO CHALLENGE STATUS QUO



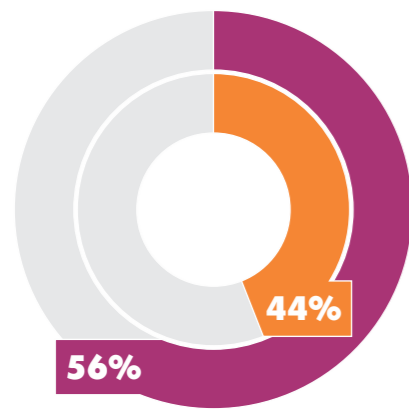
FMS SOUTH CAMPUS

WHERE INTELLECTUALITY & INGENUITY ARE CONTAGIOUS

EXECUTIVES BATCH

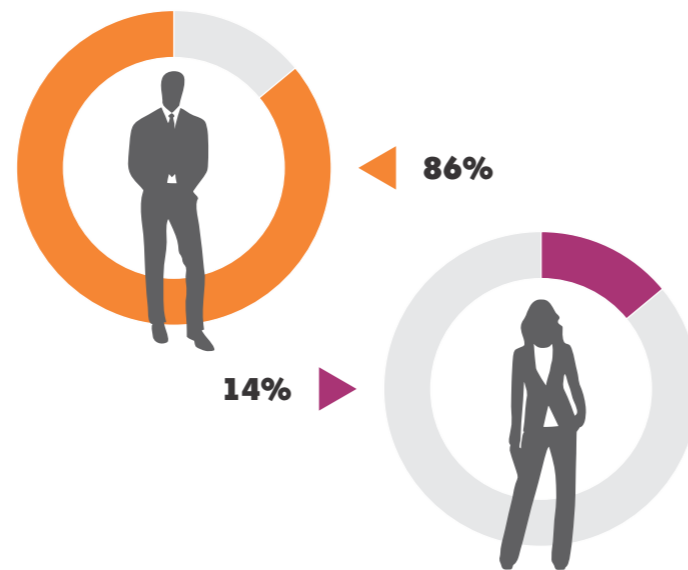
SUMMARY 2017-19

EDUCATION

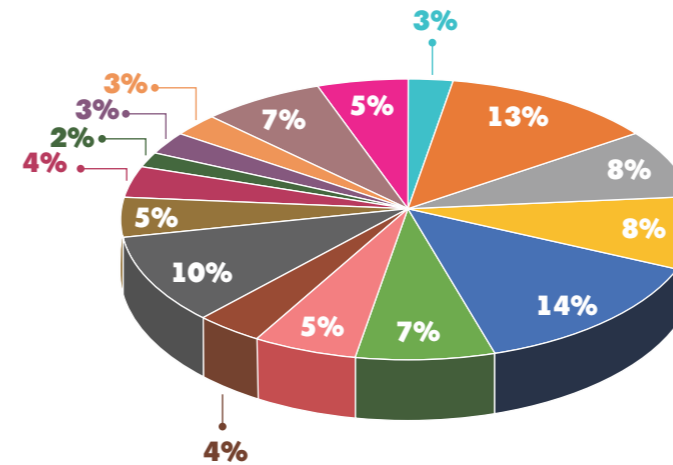


GRADUATE POST GRADUATE

GENDER DIVERSITY

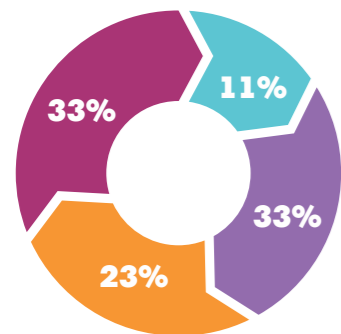


FUNCTIONAL BACKGROUND



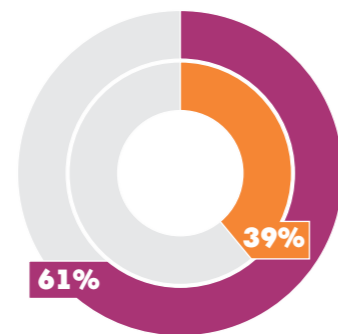
- CONTRACT ADMINISTRATION/ CONTRACT MANAGEMENT
- DOCTORS/PARAMEDIC
- ENGINEERING
- FINANCE/ACCOUNTING
- GENERAL MANAGEMENT
- IT BASED PROJECT & PROGRAMME MANAGEMENT
- IT CONSULTING & STRATEGY
- IT PRODUCT & SERVICE DELIVERY
- MARKETING & SALES
- NON-IT BASED PROJECT & PROGRAMME MANAGEMENT
- NON-IT CONSULTING & STRATEGY
- OPERATIONS
- PRODUCT DESIGN/ DEVELOPMENT/R&D
- REGULATORY/ADVISORY
- SUPPLY CHAIN & LOGISTICS/ SOURCING/PROCUREMENT
- OTHER

EXPERIENCE PROFILE



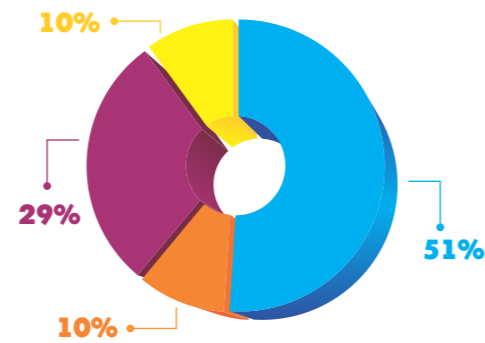
5-10 YEARS 15-20 YEARS
10-15 YEARS >20 YEARS

WORK EXPERIENCE



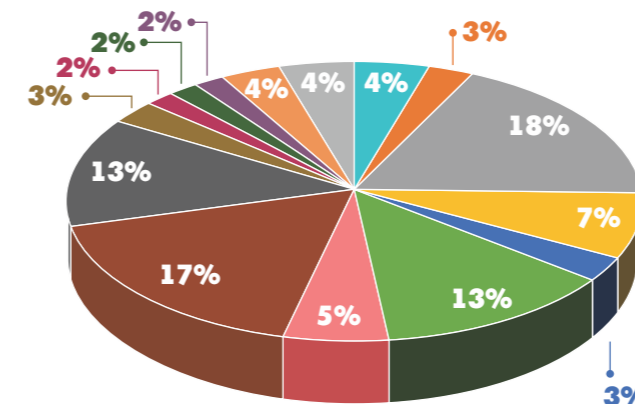
INTERNATIONAL
DOMESTIC

YEARS OF INTERNATIONAL EXPERIENCE



<1 YEARS 1-3 YEARS
>5 YEARS 3-5 YEARS

INDUSTRY BACKGROUND



- CONSULTING
- DEFENCE SERVICES
- ENERGY/POWER/OIL & GAS
- FINANCIAL SERVICES/ BANKING/INSURANCE
- FMCG
- HEALTHCARE
- INFRASTRUCTURE & CONSTRUCTION
- IT & ITeS
- MANUFACTURING/ AUTOMOBILES
- PHARMA
- PUBLIC SERVICES
- RETAIL/E-COMMERCE
- LOGISTICS
- TELECOM
- OTHERS

BATCH SYNOPSIS

FUNCTIONAL BACKGROUND	FULL NAME	WORK EXPERIENCE (IN YEARS)	INDUSTRY BACKGROUND	PRESENT EMPLOYER NAME	PREVIOUS EMPLOYER NAME	PAGE NO.
Engineering/ Design/ Development/ R&D	Ajay Kumar Meena	11.5	Defense Services	DRDO	DMRC	45
	Amit Kumar Kardam	13.3	Energy/Power/Oil & Gas	Bharti Infratel Ltd	Hindustan Power Projects Ltd.	46
	Chandan Choudhary	11.1	Energy/Power/Oil & Gas	Engineers India Limited	Engineers India Limited	50
	Gaurav Yadav	9.2	Telecom	Nokia Solution Ltd.	Ericsson India Ltd.	32
	Mithilesh Yadav	8.1	Energy/power/Oil & Gas	Manikaran Analytics Limited	Wind World India Ltd.	33
	Mohd Irfan	6.5	Energy/Power/Oil & Gas	ONGC Ltd.	Not Applicable	34
	Mukesh	22.8	Aerospace & Aviation	Airports Authority of India	Not Applicable	81
	Neeraj Kumar Kanojia	6.5	Manufacturing/Automobiles	AVL Gurgaon	Quality Needles	34
	Pooja Nishad	6.5	Public Services	UP PWD	HCL Technologies	35
	Praveen Kumar Gupta	22.3	Infrastructure & Construction	Brahma Construction	Skyline Developers	77
	Punit Kumar Aggarwal	24.0	Electronics/Semi-Conductors/ Embedded System/IoT	STmicroelectronics Pvt Ltd	Parekh Microelectronics Pvt Ltd	78
	Ramesh Choudhary	8.0	Energy/Power/Oil & Gas	IOCL	Not Applicable	40
	Rohit Priyadarshi	8.3	Travel/Hospitality	India Tourism Development Corporation	IIT Delhi	41
	Sampurna Nand	12.0	Manufacturing/Automobiles	SAIL	SAIL	56
	Shashi Mohan Pandey	12.5	Energy/Power/Oil & Gas	NTPC Limited	Not Applicable	57
Marketing/Sales/ Product Management/ Business Development/ Bidding	Ajeet Kumar	10.3	Energy/Power/Oil & Gas	NTPC GE Power Services Pvt Limited	Adhunik Power & Natural Resources Limited	46
	Chirag Khurana	15.0	Pharmaceutical/Life Sciences	Stryker India Pvt Ltd	Johnson And Johnson	50
	Gaurav Singh	10.0	Energy/Power/Oil & Gas	BHEL	Blue Star Limited	31
	Joginder Singh	8.1	Manufacturing/Automobiles	Lakshmi Machine Works Ltd.	Shri Yantra Engineering Agencies	33
	Naga Mallika Boddu	13.5	Energy/Power/Oil & Gas	Engineers India Limited	Bharat Heavy Plate & Vessels Limited	53
	Pallavi Mittal	15.6	Energy/Power/Oil & Gas	Teesta Valley Power Transmission Limited	Ge And Alstom Project India Limited	67
	Prafulla Kumar Sahu	9.8	Manufacturing/Automobiles	Suminoe Teijin Techno Krishna India Pvt Ltd	Reliance Industries Ltd	37
	Prince Bajaj	12.1	Energy/Power/Oil & Gas	General Electric	Alstom, Isgec	55
	Raj Kamal Sharma	15.0	Retail/ E-commerce	Indiamart Intermesh Ltd.	Not Applicable	68
	Rajesh Kumar	19.3	Shipping/Transportation/ Logistics	Ministry of Railways	Northern Railway	68
	Rakesh Kumar	10.6	Infrastructure & Construction	Meenakashi Perfumers	Not Applicable	40
	Shantanu Paswan	8.4	Retail/ E-commerce	Swatch Group India Pvt Ltd .	Tommy Hilfiger	42
	Shyam Madan Dubey	21.0	Paints And Chemicals	Saboo Coatings Pvt Ltd. (100% Sub of Berger Paints Ind Ltd.)	Oikos India Pvt Ltd	80
	Sudeep Katiyar	18.0	Manufacturing/Automobiles	Sudeep Katiyar	Blue Star Ltd	71
	Sudhir Kumar	12.6	Financial Services/Banking/ Insurance	India Infrastructure Finance Company Limited	Bank of Baroda	58

BATCH SYNOPSIS

FUNCTIONAL BACKGROUND	FULL NAME	WORK EXPERIENCE (IN YEARS)	INDUSTRY BACKGROUND	PRESENT EMPLOYER NAME	PREVIOUS EMPLOYER NAME	PAGE NO.	
IT Product & Service Delivery/ IT Project Management	Anu Gupta	12.3	IT & ITES	Royal Bank of Scotland	Genpact Headstrong Capital Market	47	
	Arun Kumar Gulia	14.7	IT & ITES	Security Printing And Minting Corporation Of India Ltd.	Accenture Services Ltd	48	
	Dhirendra Kumar	8.6	IT & ITES	SPMCIL	IBM	30	
	Dinesh Singh	17.3	IT & ITES	JK Cement Ltd.	Mindteck Singapore Pte Ltd.	63	
	Dipen Sagar	7.0	IT & ITES	Accenture	Sapient	31	
	Lokesh Kumar	15.9	Telecom	Ericsson India Global Services Pvt Ltd	Orange Business Services	64	
	Pankaj Pathak	13.3	IT & ITES	Wipro Technologies	Arcent Technologies	54	
	Pratibha Sharma	24.0	IT & ITES	Centre For Railway Information Systems (CRIS)	NISTADS	77	
	Praveen Kumar	6.5	IT & ITES	Tata Consultancy Services Ltd	Tata Consultancy Services Ltd	38	
	Rajesh Kumar Sah	11.8	IT & ITES	Kronos Solution India	Arcent Technology	56	
	Varun Rao	9.0	IT & ITES	SOTI	Walker Digital	43	
	Vipul Birla	14.5	Financial Services/Banking/ Insurance	SBI Card	IBM	60	
	Strategic Management/ Risk Management/ General Management	Abba Sharma	15.4	Advertising/Media/ Communication/Entertainment	HT Media Limited	Indian Express	45
		Abhaya Prakash Pandey	33.2	Financial Services/Banking/ Insurance	Andhra Bank	Andhra Bank	75
Abhishek Kumar		8.8	Manufacturing/Automobiles	Rashtriya Ispat Nigam Limited	Capgemini	28	
Anupam		17.6	Energy/Power/Oil & Gas	G4S Corporate Services (India) Pvt. Ltd.	IOCL	62	
Arun Kumar		14.5	Financial Services/Banking/ Insurance	LIC of India	Not Applicable	48	
Bhupendra Singh		17.0	Telecom	BSNL	Not Applicable	62	
Harjeet Singh Sidhu		24.8	Defense Services	Indian Army	Not Applicable	76	
Mohammad Saeed Khan		16.0	Consulting	Tecfinman Consultation And Solutions Pvt. Ltd.	Top Associates For Growth	65	
Peeyush Dayal Mathur		17.6	Financial Services/Banking/ Insurance	Sumitomo Mitsui Banking Corporation	Yes Bank Ltd.	67	
Pradeep Paharia		7.4	Public Services	Delhi Jal Board	IGL	36	
Vikram Pratap Singh	13.2	Electronics/Semi-Conductors/ Embedded System/IoT	Liminous Power Technologies Ltd	Philips Lighting India	59		
Human Resource/ Administration	Ashok Kumar Meena	22.6	Public Services	Dr. Trilochan Mohapatra Secretary. Department of Agricultural Research & Education (DARE) And Director General, ICAR	Food Corporation of India (FCI)	76	
	Capt. Salil Mohan	17.0	Manufacturing/Automobiles	Tata Steel	Indian Army	69	
	Dr. Sweta Singh	7.0	Healthcare	Prakash Hospital	Vasundhara Dental Clinic	86	

BATCH SYNOPSIS

FUNCTIONAL BACKGROUND	FULL NAME	WORK EXPERIENCE (IN YEARS)	INDUSTRY BACKGROUND	PRESENT EMPLOYER NAME	PREVIOUS EMPLOYER NAME	PAGE NO.
Supply Chain & Logistics/ Sourcing/ Procurement/ Contract Management/ Contract Administration	Anil Kumar Biswal	8.0	Shipping/Transportation/Logistics	Expeditors International	Balmer Lawrie And Co Limited	29
	Animesh Kumar Jha	14.1	FMCG/Foods/Consumer Durables	Dharampal Premchand Ltd. (BABA Brand), Part of DS Group	Perfetti Van Melle India Pvt. Ltd.	47
	Bijendra Kumar	19.6	Infrastructure & Construction	Indian Railway	Railways	63
	Om Narayan Singh	18.0	Energy/Power/Oil & Gas	NTPC Ltd.	NTPC Ltd	66
	Parvesh Kumar	7.6	Energy/Power/Oil & Gas	GE Oil & Gas India Pvt Ltd.	GE Power System India Pvt Ltd.	35
	Rajneesh Kumar Meena	15.4	Energy/Power/Oil & Gas	Indian Oil Corporation Ltd	NTPC Ltd	69
	Rajinder Kumar	9.0	Manufacturing/Automobiles	Krishna Maruti Ltd	Emtex Machinery Pvt Ltd	39
	Shikha Yadav	7.4	Manufacturing/Automobiles	Maruti Suzuki India Ltd	Not Applicable	42
	Shyam Gupta	17.6	Manufacturing/Automobiles	SRF Limited	BPL Display Devices Limited	70
	Soumyojyoti Debroy	11.3	Energy/Power/Oil & Gas	NTPC Ltd	Not Applicable	57
Sunil Jakhar	14.9	Textile	Prescient Colour Limited	Aunde India Limited	59	
IT Consulting & Strategy	Dheeraj Ahuja	12.1	IT & ITES	Sapient Consulting Pvt Ltd	NIIT Technologies	51
	Nandkishore Patankar	18.0	IT & ITES	Cromdx Solution	Pradhama Solution Pvt. Ltd.	66
	Naresh Sharma	14.1	IT & ITES	Oracle India Pvt Ltd	Infosys Technologies Ltd.	53
	Pradnya Shrivastava	9.1	IT & ITES	Tata Consultancy Services	Tata Consultancy Services	36
	Pranav Kumar	10.7	IT & ITES	Hexagon	Geospatial Delhi Ltd.	54
	Siddharth Pandey	18.0	Consulting	KPMG	NIUA	71
	Sumesh Pahuja	18.2	IT & ITES	IBM India Pvt. Ltd.	Hewlett Packard	72
Finance/ Accounting	Aarti Koli	10.0	Financial Services/Banking/ Insurance	HSBC	Genpact	28
	Manish Garg	12.6	Energy/Power/Oil & Gas	Tata Power	Exl Services Pvt Ltd	52
	Pramod Kumar Rawani	7.0	IT & ITES	Genpact	Accenture	37
	Pravesh Kumar	7.0	Consulting	Dr. Wamser + Batra Gmbh	Maier + Vidorno Gmbh	38
	Puneet Munjal	21.5	Financial Services/Banking/ Insurance	Munjel Securities LLP	Not Applicable	78
	Rahul Kashyap	11.7	Financial Services/Banking/ Insurance	HSBC	United Health Group	55
	Shiv Sharma	36.0	Financial Services/Banking/ Insurance	Oriental Bank Of Commerce	Commitment Capital	79
	Agha Mohammad Abbas	8.2	FMCG/Consumer Durables/ Steel Industry	Starvice Technologies Pvt. Ltd.	Iffco Group (International Food Stuff)	29
Operations Management	Gopal Bhatt	14.5	FMCG/Foods/Consumer Durables	Honeywell	Asian Paints	51
	Karunakar Jha	17.0	Energy/Power/Oil & Gas	Tata Power	Triple A Engineering Pvt Ltd	64
	Rajesh Jale	8.0	Shipping/Transportation/Logistics	Delhi Metro Rail Corporation	Scientific And Digital Systems	39
	Santosh Balaram Madhavi	15.9	Manufacturing/Automobiles	Uflex Ltd	Parry Enterprises India Ltd. (Tuflex India)	70
	Vipin Kumar Sharma	23.0	Aerospace & Aviation	Government of India	CAE, NFTI	80

BATCH SYNOPSIS

FUNCTIONAL BACKGROUND	FULL NAME	WORK EXPERIENCE (IN YEARS)	INDUSTRY BACKGROUND	PRESENT EMPLOYER NAME	PREVIOUS EMPLOYER NAME	PAGE NO.
Regulatory/ Advisory/ Policy Advocacy	Ashwini Gulati	7.0	Pharmaceutical/Life Sciences	Apothecaries Clinical Research	Kinapse	83
	Rajesh Kumar	22.0	Consulting	Delhi Fire Service	CISF	79
	Ravikiran Veligeti	14.0	Pharmaceutical/Life Sciences	Glenmark Pharmaceuticals Ltd	Confederation f Indian Industry	87
	Srikanth Yajjala	8.8	Infrastructure & Construction	Bureau of Indian Standards	Projects & Development India Ltd	43
	Sumit Gupta	12.1	Energy/Power/Oil & Gas	Delhi Transco Limited	Delhi Transco Limited	58
Non IT Project Management	Arun Kumar Dutta	32.8	Energy/Power/Oil & Gas	NTPC Ltd.	Not Applicable	75
	Ashutosh Garg	14.0	Manufacturing/Automobiles	Paul Wurth India Pvt. Ltd.	Tata Steel	49
	Kamlesh Kumar Jain	14.0	Energy/Power/Oil & Gas	Bharat Heavy Electricals Ltd.	Not Applicable	52
	Sunil Kumar Upadhyay	17.1	Infrastructure & Construction	Sahara Prime City Limited	NCR Corporation India Ltd.	72
Non IT Consulting & Strategy	Ashish Kumar Jain	14.7	Financial Services/Banking/ Insurance	IIFCL Projects Limited	Welspun Energy Limited	49
	Jatin Saini	9.0	Consulting	National Productivity Council	Inspire Network For Environment	32
	Santosh Kumar	9.2	Manufacturing/Automobiles	Milacron India Pvt. Ltd.	Toshiba Machines & L&t Plastic Machinery Ltd.	41
	Vipin Rohilla	11.0	Consulting	National Productivity Council	Guru Premsukh Memorial College Of Engineering, Delhi	60
ERP Specialist	Ashwani Kumar	9.0	Telecom	BSNL	Not Applicable	30
	Supriya Naskar	16.8	Energy/Power/Oil & Gas	NTPC Limited	Not Applicable	73
Journalism	Mohit Mishra	17.0	Advertising/Media/ Communication/Entertainment	Network18 Limited	Broadcast India Limited	65
Doctors/ Paramedic	Dr. Aparna Agarwal	6.0	Healthcare	Fortis	Max	83
	Dr. Ashish Malik	15.4	Healthcare	Indraprastha Apollo Hospital	LHSC Canada	88
	Durga M. Sardar	24.0	Healthcare	Indian Railways	Not Applicable	91
	Loveneet Khurana	10.0	Pharmaceutical/Life Sciences	ESIC	Bayer Healthcare	84
	Mohammad Shariq	9.5	Healthcare	Eli India	United Health Group	84
	Dr. Mukta Sharma	15.0	Healthcare	Mahindru Hospital, Delhi	Deshpande Hospital, Mumbai	88
	Dr. Naunit Vaid	7.0	Healthcare	Dr. Vaid's Dental And Implant Centre	Dr. Vaid's Dental And Implant Centre	85
	Dr. Naveen Kumar Singh	17.7	Healthcare	Private Clinic And Free Lancing	Max Super Speciality Hospital New Delhi	89
	Dr. Neeraj Kumar	18.0	Healthcare	SDNH Delhi	Max Super Speciality Hospital New Delhi	89
	Dr. Neha Malhotra	7.5	Healthcare	Angel Blessing Foundation, Skiworld Initiatives	Asktech Soft Ltd.	85
	Dr. Pallavi Sao	6.7	Healthcare	R1 RCM Global Pvt. Ltd.	E4E Healthcare Pvt. Ltd.	86
	Dr. Surbhi Kakar	10.0	Healthcare	Sense of Smile	Maids	87
	Dr. Sushil Kumar Bharti	30.0	Healthcare	ESIC	ESIC	91
	Dr. Tijender	17.0	Healthcare	NDMC	NDMC	90
	LT. Col. (Dr.) Rajesh Kumar	15.0	Healthcare	DRDO, Indian Army	Safdarjung Hospital, Dr. RML Hospital	90

EXECUTIVES PROFILES

5 TO 10 YEARS EXPERIENCE



AARTI KOLI

B.Com. (Hons.), MBA (Finance)

Industry Background: Banking, Financial Services & Products, Finance

Key Skills:

- General accounting (R2R).
- Balance Sheet Reconciliation.
- Knowledge transfer and Process transitioning from on-site to off shore site
- Financial ERP Implementation Projects

Professional Experience:

- Assistant Manager-HSBC Bank Data processing India Pvt. Ltd.
Supervising ERP Implementation project, Robotics Process Automation and General Accounting (Balance sheet reconciliation)
- Management Trainee-Genpact India Ltd.

Achievements:

- Awarded with Spot on award continuously 2 years for exceptional contribution in process.
- Leading Robotics implementation within existing process.
- Appreciated by external auditors for good work.
- Got top and Strong rating in year end appraisal.
- Awarded with numerous awards for excellent performance in Genpact.

Overseas Experience:

Visited client location at Alabang, Philippines for transitioning critical monthly general ledger reconciliations & accounting work.

Summary of Experience:

More than 7 years of experience with key strength in Finance & Accounts general accounting, Project implementation.



ABHISHEK KUMAR

B.Tech. (Mechanical), MBA (Marketing)

Industry Background: GOI/Manufacturing/Steel Industry

Key Skills:

- Strategy
- Contract Management & Tender Participation
- Team Management & Employee Engagement
- Operation and Maintenance
- Market Analysis

Professional Experience:

Deputy Manager@Rashtriya Ispat Nigam Limited (A Govt. of India)

- Co-ordinating with Ministries-Ministry of Steel, Ministry of Coal etc
- Holding Board meetings at New Delhi
- Assisted in conducting Parliamentary Standing Committee on Coal and Steel.
- Looking after maintenance of New Delhi office.

Junior Manager

- Maintenance of Railway Tracks in Visakhapatnam Steel Plant
- Ensured Zero railway accident in my Yard/ Section.
- Handling Non Executives in my Section effectively.
- Experience in International Coal Venture Limited (ICVL)-A Special Purpose Vehicle of Ministry of Steel

Training and Certifications:

- Two months Industrial Training at Bokaro Steel Plant, Jharkhand.

Achievements:

- Secured Distinction Degree in Engineering
- Played under 16 years cricket under Cricket Association of Bengal

Summary of Experience:

- 18 months of IT experience in Capgemini.
- 2 Years experience as Station Engineer for looking after maintenance of Railway Tracks in Visakhapatnam Steel Plant.
- I was posted to ICVL-A SPV of Ministry of Steel to acquire Coal mines abroad and to reduce Indian Steel Industry dependence on Australian Coal.
- I also have rich experience of Liaisoning with different Central Ministries.



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AGHA MOHAMMAD ABBAS

B.Tech. (IP), MBA (FMS)

Industry Background: Manufacturing, FMCG, Stainless Steel, BPO

Key Skills:

- A Mechanical graduate with seasoned experience of 8 years in core operations.
- Innovative thinker with broad based expertise in Manufacturing Operations, Production Planning and scheduling, Supply Chain management

Professional Experience:

VIRAJ Profile Limited -Graduate Engineer Trainee (2010-2011)

Viraj Profiles Limited (VPL) is the second largest manufacturer of stainless steel long products in the world and is ranked number one in stainless steel flanges. VPL have a strong global presence with more than 1300 customers in over 90 countries worldwide spread across 6 continents. VPL is currently a major player in the global stainless steel market.

IFFCO-Junior Manager 2011 -2016

300,000 MT annual producer of flour and pasta products; comprised of units focused on functional and strategic flours and its derivatives with the worldwide reach and manufacturing facilities in UAE.

Responsible for the Industrial Area in the Wheat Flour and Pasta Plant (EMIGRAIN) from silos to delivery of finished products to logistics, leading a team of Managers to achieve high standards goals.

Starvice Technologies Private limited-Operations Manager (2016-Present)

Responsible for lead generation for solar panels for Australian clients.

Training and Certifications:

- Grinding and Fluting of Rolls organized by Buhler, Switzerland
- Aid Fire Fighting Course-Level 1
- Sharjah Food Safety Program GHP Managers Course
- OHSAS 18001:2007.
- ISO22000:2005-Food Safety Management System

Overseas Experience:

IFFCO is an innovative and integrated multi food products Group based in UAE. The Group, set up in 1975, has significant presence in Impulse Foods, Agri Business, Oils & Fats, Packaging, Chemicals, Sales and Distribution.

Responsible for the Industrial Area in the Wheat Flour and Pasta Plant (EMIGRAIN) from silos to delivery of finished products to logistics, leading a team of Managers to achieve high standards goals.

Achievements:

As Class Representative of MBA Executives batch, lead activities like Guest Lecture Series, Batch Profile, Digital marketing of MBA Executive Programme, etc.

Summary of Experience:

As a corporate citizen, I am well-oriented Manufacturing Operational professional with 8 years of experience in Manufacturing and service industry (5 years in AMENA & SEA) I have helped organisations through their transformation journey in area of Operations, Production planning, Team Management & leadership. My varied educational background has enabled me to think laterally and holistically.



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ANIL KUMAR BISWAL

B.Sc. (Chemistry), CAPM, MBA Marketing

Industry Background: Logistics, Freight Forwarding

Key Skills:

- Logistics Operation & Planning, Routing Specialist, Logistics Compliance
- Team Management & Client Relationship Management
- Vendor/Tender/Contract Management, Customs Clearance, Project Management

Professional Experience:

Expeditors International (I) Pvt. Ltd. (Team Leader)

- Supporting sales team in Pricing & transition of New Clients
- Handling Major key accounts of the Branch
- Support on Trade Compliance requirements such as Sanction & Embargoes, Anti-Boycott, Anti-Trust & Competition, Denied Party, Prohibited and Restricted Commodities etc.

Balmer Lawrie & Co. Limited (Deputy Manager-Operations)

- Handled end to end supply chain activity for Ministry of Defence projects
- Logistics planning & routing specialist of Military & Government Shipments

Expeditors International (I) Pvt. Ltd. (Customer Service Executive)

- Handled Temperature Controlled movements via Sea & Air
- Routing & Compliance specialist for Temperature Controlled movements

Seaways Shipping & Logistics Limited (Senior Executive)

- Managed customs clearance activity of the branch
- Compliance specialist for STPI & SEZ logistics operations

Training and Certifications:

- Certificated Associate in Project Management from PMI
- IATA Cargo Diploma from International Air Transport Association (IATA)
- Six Sigma Master Black Belt
- Lean Six Sigma

Achievements:

- Best Employee of the branch at Balmer Lawrie-Hyderabad for year 2014 & 2015
- One of the Key member of new ERP implementation (CORVI) at Balmer Lawrie

Summary of Experience:

- A dynamic professional with 8 years of experience in Operations and administration of Logistics, Process Management, Logistics Operations, India Export/Import, Customs & Trade Compliance & Vendor Management.
- Currently working with Expeditors International in Gurgaon as Team Leader and supporting Global Business Operations



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ASHWANI KUMAR

B.Tech. (Electronics & Instrumentation Engineering), MBA Executive FMS

Industry Background: Telecom Industry

Key Skills:

- Vendor and Team Management.
- Integration of decentralized/scattered data of BSNL on pan India basis in ERP system, Functional testing of ERP.
- Outdoor Telecom Network Management, Indoor Telecom Network management and Mobile Network management.

Professional Experience:

Manager at Bharat Sanchar Nigam Ltd.

Currently working as Core Team member in SAP ERP HCM Module including Development, integration, Functional testing in HCM Module and training to the end user.

- Managing Human resource development activity in BSNL National ERP Core Team.
- Worked in Customer services center of BSNL where maintained relation with customers and channels of marketing of Telecom service.
- Worked in Telecom indoor division of BSNL where managed Telecom service for the bandwidth and internet connectivity, Mobile 2G & 3G.

Training and Certifications:

- Various training & Certification is done in-service courses offered by BSNL.
- NCC 'B' Certificate.

Achievements:

- Appreciation letter for timely SAP ERP project implementation in PAN India.
- Various legacy process to be successfully implemented in ERP.

Summary of Experience:

- 10 years of experience in the ERP Implementation, Training and handling of day to day problems, controlling and monitoring of ERP System.



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DHIRENDRA KUMAR

B.Tech. (Computer Science) AAIDU, ME (Web Technology) University Visvesvaraya College of Engineering, Bangalore, MBA-Finance (FMS)

Industry Background: IT, Manufacturing & Quality

Key Skills:

Enterprise Package: SAP R3, DBMS (Oracle), HTML, PHP, JavaScript, Factory Operations, Manufacturing, Quality Assurance & Systems, Production Planning and Scheduling, Materials Planning and Procurement, Inventory Management

Professional Experience:

- India Government Mint, Noida | Security products | Asst. Manager (IT) | Nov'17-till date
- India Government Mint, Hyderabad | Security products | Officer (IT) | Aug'12-Oct'17
- IBM India Pvt. Ltd. | IT | Ass. System Engineer | Aug'11-Aug'12
- NDS | IT | Project trainee | July'10-July'11
- Digisha | IT | Software Developer | May'08-Jul'09
- Presently heading IT for India Government Mint, Noida (unit of SPMCIL).

Training and Certifications:

- Management Development Programme from IIM Lucknow Jan-18
- SAP Enterprise portal training from SAP Feb-2013
- Certification in Cyber Law from INDIAN LAW INSTITUTE Jan-16

Achievements:

- Recognition for Installation of separate LAN and server for using internet at IGM Hyderabad.
- Employee of the month Feb 2012 in IBM India Pvt. Ltd..
- Best employee of the year 2009 in Digisha.
- Developed website for Alumni association Bangalore University

Strengths:

- Good command over (EP, MM, SD & FI) modules of SAP.
- Leadership Skills, Analytical Skills, Keen Learner & Consistent Performer.
- Good work ethics with excellent communication and interpersonal skills.

Summary of Experience:

- 8+ years of industry experience in IT using (SAP, DBMS (Oracle), HTML and PHP).
- Functions Handled: Head of IT infrastructure and SAP support of India Government Mint Hyderabad and Noida. Raw data processing and maintaining data warehouse of Ericsson from around the world at IBM.



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DIPEN SAGAR

B.Tech.-CSE (MAIT, IP, Delhi), MBA (FMS, Delhi) IT/ITES

Industry Background: Digital, Communication, Media and Technology Consulting

Key Skills:

- Adobe AEM 6.3 Advanced Developer
- Client and Team Management-Team Lead at Accenture.
- Project Management-Agile Developer, End-to-End development, integration with third party E-commerce and Analytics systems, Selenium based Auto Functional testing including headless testing, planning & execution.
- Digital Asset Management using DAM-Configuring and Implementation of Dynamic Media (formerly Scene 7) for asset creation and management for various channels like web, mobile etc.
- Development and integration of SOAP/REST based web services using OSGL.
- Analysis of requirement specifications and developing, Test Scenarios, Test Cases and based on QA methodologies & their execution, peer review of code and defect tracking.

Professional Experience:

Adobe AEM SR. DEVELOPER (Team Lead) at Accenture

Major clients worked for-RBS, T-Mobile, Celebrity Cruise, Danone.

- Team Lead at Accenture (Dec 2017-Till Date)
- Software Engineering Senior Analyst at Accenture (July 2014-Nov 2017)
- Associate Technology Level 2 at Sapient Corporation, Gurgaon (May 2013-June 2014)
- As a Systems Engineer at Infosys Technologies Ltd (Aug 2011-May 2013)

Training and Certifications:

- Adobe's AEM 6.0 Advanced Developer Training, November 2016
- Adobe's AEM 6.0 System Admin Training, August 2015
- Adobe's Basic CQ 5.6 Developer Training at Sapient Corporation, June 2013
- Microsoft certified HTML5 with CSS3 and Javascript Developer

Achievements:

- Accenture Apex AWARD Q1 2018.
- Accenture ACE AWARD Q2 2017.

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.
- Work experience in diverse domains like: Digital, Communications, Media and Technology.

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GAURAV SINGH

BE (Mechanical Engineering), MBA Executive (Strategy) FMS

Industry Background: Power Industry-Bidding, Strategy & Business Development

Key Skills:

Sales Strategy, Target Level Costing, Price Negotiation, Contract Drafting, Negotiation and Management, Customer Service, Business Development

Professional Experience:

BHEL | Power Plant | Marketing Engineer | March'10-Continuing
Blue Star Ltd. | HVAC | Senior Engineer | Oct'08 -July'09
Cool Engineers | HVAC | Trainee Engineer | Aug'07-Oct'08

Bharat Heavy Electricals Ltd. (BHEL)

- Responsible for Pre tender Marketing, Qualitative and Quantitative assessment of tender, Formulating strategy to secure order, Preparing Target/Market level costing, Ensuring proposal completeness and Negotiating for order finalization.
- Acting as Nodal agency for Customer, Manufacturing units, Engineering, Legal & Finance departments.
- Managing contract life cycle from Tendering to Contract closing including Proposal submission, Management of Bank Guarantees, Managing Letter of Credits, Payment realization, Contractual Issues resolution, Ensuring timely completion of project, Conciliation & Arbitration and Contract closure.

Training and Certifications:

- Training on Construction disputes and claims by PWC.
- Training on Legal management of Contracts including Dispute Resolution, Conciliation and Arbitration.
- Contract drafting & Issue resolution in line with Indian Contract Act.
- Successfully completed Certification program in Advanced Heating & Refrigeration from ISHRAE.

Achievements:

- Honours degree in Engineering & Batch topper in ISHRAE.
- Consistent order booking in excess of US\$ 10 Million from year 2014 & onwards.
- Annual average Cash collection of US\$ 20 Million in past 3 years.
- Top performer in Captive Power Plant Group.

Summary of Experience:

- 10 years of stellar performance record in Sales, Business Development, Customer Satisfaction, Commercial & Legal management of Contracts for Power Plants & HVAC Projects.

 gauravsingh@gmail.com





GAURAV YADAV

BE (EC), MBA Executive at FMS (Finance & Marketing)

Industry Background: Telecommunication, Radio Engineering Design Planning and Optimization, Pre Sales, Bid Management, Pricing Expert-IOT, Analytics, 5G, Cloud, Core and Radio all Solutions.

Key Skills:

- Radio and Core Design, Planning and Optimization Consultancy.
- Pre Sales end to end Support for Telecom Solutions.
- Pricing Expert, Bid Management and Project Management.
- Client, Vendor, Contract, Cost and Team Management.
- Trainer for new hired employee in the organization.
- Greenfield Rollouts and Optimization

Professional Experience:

Pre & Post Sales Telecom Consultant (2G, 3G, 4G, 5G, IoT, Analytics)

Major clients worked for-USA Operator (AT&T, Verizon, T Mobile, Sprint), DTAC Thailand, Telenor Myanmar & Malaysia, Axis Indonesia, MTN South Africa, Indian Operator (Bharti, Vodafone, Etisalat, Idea and BSNL)

Solution Specialist with Nokia; Working as Telecom Pre Sales Consultant with Nokia currently from last two years, handling North & Latin America and APAC Region. Supporting end to end Offer with commercial and legal aspects, Costing and Scope preparation, LOA Participation in the Bidding. All Portfolio is been supported for Radio and Core (IoT, 3DGL, 5G, 4G, 3G, 2G, Microwave, Assurance and Rollout Packages)

Specialist with Ericsson; Worked as Post Sales Engineer with Ericsson for 8 years (Network Design, Planning and Optimization Engineer for various Indian and overseas project onsite and remote both)

Worked as new hiring GET Trainer in Ericsson, Engagement Manager with Pre sales support to lead and sign off from various stake holders.

Transformation lead- various project leaded wherein supported to have local to remote transformations.

Project management as team lead roles for various roll out of Projects, vendor and different stake holder management and coordination's involved.

Training and Certifications:

- GSM, WCDMA, 4G, 5G, IoT Training Program.
- Senior BUGS Certification, RNO & RND Certification.

Achievements:


- Awarded for best performance in quarters and annual.
- Business Upsell for 10 Billion US Dollar with Nokia for NAM Market.

Overseas Experience:

- 6 years (North America, Latin America, South Africa, APAC Region)

Summary of Experience:

- 10 years of Experience in Pre and Post Sales of Telecommunication-Radio Engineering Rollout and Optimization Project across the globe with different vendors and for various operators. (ZTE, Ericsson, Nokia)

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JATIN SAINI

B.Tech. (Electrical & Electronics Engineering), PG Certificate (Energy Management), MBA in Strategy & Leadership

Industry Background: Industrial Energy & Process Consulting

Key Skills:

- Project Management, Climate Change, Energy and Process Management
- Proposal Preparation: Technical Writing, Project Budgeting and Manpower Planning
- Financial Modelling of Energy Projects
- Project Execution and Implementation including Surveys and Field studies
- Policy Evaluation and Research

Professional Experience:

• Working as Assistant Director at National Productivity Council, Under Ministry of Commerce & Industry, Government of India since 2015

• Preparation of thematic proposals for energy efficiency projects, execution of energy efficiency and conservation projects supported by bi-lateral and multi-lateral funding agencies like JICA, World Bank, GEF, UNIDO etc.

• Conducting energy policy and research activities, Cluster studies for MSMEs, industrial energy process management studies, technology assessment, supporting industries in implementing energy efficiency and process optimization measures, technology demonstration programs, organizing training & workshops on Energy Efficiency, linkages with technology advisors, leaders and developer etc.

• Executing productivity improvement studies industries including process optimization, preparation of SOPs, cleaner production, organizational restructuring and manpower assessment etc.

• Worked as Program Officer with InsPIRE Network For Environment (Formerly Winrock International India) and conducted various Energy Efficiency and Renewable Energy Consulting assignments for JICA, World Bank, ICETT, Mitsubishi Research Institute (MRI) Japan etc.

• Worked as Senior Engineer with Ramky Enviro Engineers Limited for various energy consulting assignments

• Worked as Business Trainee with Oracle Financial Software Services Ltd on FLEXCUBE development for Allied Irish Bank (AIB), Ireland.

Training and Certifications:


- Certification in Productivity Practitioner Course (Basic) conducted by Asian Productivity Organization, Tokyo, Japan
- Certification in Energy Efficiency and the Energy Management System (ISO-50001) conducted by Asian Productivity Organization, Tokyo, Japan
- 3-weeks training on Energy Efficiency in SMEs organised by JICA at JICA Kitakyushu International Centre, Kitakyushu City, Japan

Achievements:

- BEE Certified Energy Auditor (EA-21619)

Summary of Experience:

BEE Certified Energy Auditor with 9+ years of experience in developing and executing energy efficiency and productivity improvement projects with strong technical, managerial and project execution skills. Worked with Bi-lateral and Multi-lateral international donor agencies (GEF, WB, UNIDO, UNDP, JICA etc.), government bodies (MoP, MNRE, SIDBI, EESL etc.) and other private entities.

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JOGINDER SINGH

B.E. (Mechanical Engg.), MBA Executive (FMS)

Industry Background: Engineering-Taking Care of Sales of CNC Lathe, Vertical Machining Centre (VMC), Vertical Turning lathe (VTL), and Tooling machine.

Key Skills:

- Independent customers follow-up for generation of new enquiry, business, offering quotation, follow up for collecting orders, Order Processing, Booking on CRM, Follow up for pending payment and coordination for dispatch and spares.
- Preparing forecast/Sales prediction for the current/next financial year based on current Market Conditions.
- Predicting competitor's forecast competitor's strength and products ranges, sharing the information with the management during the sales meeting

Professional Experience:

Senior Engineer at Lakshmi Machine Works Limited

- Preparing forecast/Sales prediction for the current/next financial year based on current Market Conditions.
- Predicting competitor's forecast competitor's strength and products ranges, sharing the information with the management during the sales meeting

Engineer at M/s. Sri Yantra Engineering Agencies Pvt. Ltd.

- Predicting competitor's forecast competitor's strength and products ranges, sharing the information with the management during the sales meeting

Engineer at M/s Cenlub Industries Ltd.

- Monitoring sales trend Vs. the Market potential and Market Analysis for sales and promotion of CNC machines.

Training and Certifications:

- Workshop on 10X- Disciplines of Sales Execution

Achievements:

- Monitoring sales trend Vs. the Market potential and Market Analysis for Business promotion & achieved Sales target FY 2016-17
- Ability to work under pressure and handle multiple tasks & Possess good decision-making and time management skills.

Summary of Experience:

- 08 years of experience in sales and taking Care of Sales of CNC Lathe, Vertical Machining Centre (VMC), Vertical Turning lathe (VTL), and Tooling machine independently.



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MITHILESH YADAV

B.E./B.Engg., MBA

Industry Background: Power/Infrastructure/Energy

Key Skills:

Team Management, Data Analyst, R, Wind/Solar Power Forecasting and Scheduling, Windographer, Renewable Energy, SCADA, O&M

Professional Experience:

Manikaran Analytics LTD. I F&S (Wind & Solar) | Deputy Manager WRA | May'17-till Date
Wind World India LTD. I RE I Sr. Engineer (SCADA Analyst) | June'12-Apr'17
Suzlon Energy LTD. I RE I Engineer (O&M, SCADA) | Aug'10-May'12

- Management & Consultation for in-house product development of Wind/ Solar power forecasting & scheduling
- Analysis of geographical & site-specific conditions along with Wind turbines data, Meteorological Mast data, PV system and inverter data
- Wind/Solar Forecasting/Scheduling deviation charges & Commercial implications calculations as per CERC/SERC
- Skillful in executing cross functional activities Analysis of Wind/Solar SCADA data, Wind turbine performance monitoring, Wind resource assessment, Generation estimation

Training and Certifications:

- Analytics Using R
- Advance Excel
- Six Sigma
- Vocational training at NTPC

Achievements:

- Award for Best Windfarm control centre 2016 from IWPA in Wind World India Ltd.
- Appreciated by management for Team Lead and technical support
- Best Internal Auditor at KPG Windfarm

Summary of Experience:

- 8 Years of Industrial Experience in the field of Power/Renewable Energy with the expertise in Forecasting & Scheduling of Renewable energy, Data analytics, Solar PV, Wind resource assessment, Wind turbine performance, Technical support, SCADA, O&M activities, Team management.
- Having diverse academic knowledge of Finance, marketing strategies, Other Renewable sources.



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MOHD IRFAN

B.Tech. (Mechanical)

Industry Background: Oil & Gas Exploration

Key Skills:

- Oil-Rig Drilling Operation, Production Operation and Drilling Equipment Programs in Onshore and Offshore.
- SAP ERP/Plant Maintenance, Quality Management.
- Team Management & Client Relationship Management

Professional Experience:

Oil and Natural Gas Corporation Ltd. (Assistant Executive Engineer-Drilling)

- Cost effective and safe implementation of drilling and production activities.
- Promotion and implementation of HSE procedure and rules related with drilling and production activities.
- Review day-to-day operation and entire drilling and production campaign and evaluate the procedure and technical approach for future reference.

Oil and Natural Gas Corporation Ltd. (Executive Engineer-Drilling)

- Communicate and interface with relevant internal and external parties to ensure the smooth drilling and production operation.
- Plan, coordinate and perform on-site rig inspections, acceptance test on contracted drilling rigs
- Design, customize, configure and testing of PM/QM module in SAP.
- Troubleshooting: investigate, analyse, and solve software problems with ABAP team.
- Implemented the paperless procedure.

Training and Certifications:

- IADC and IWCF certificate for Drilling Engineer.
- Sea Survival Training for Offshore work.
- HSE/Fire Fighting certificate

Achievements:

- One of the Key member of implementation of paperless project (DISHA) in ONGC.

Summary of Experience:

- A dynamic professional with more than 6 years of experience in Drilling/Production Operations and.
- Worked on various roles like Driller, Safety officer, Company man of chartered hire oil rig.
- Currently working in PM/QM module, SAP as a core member.



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NEERAJ KUMAR KANOJIA

B.Tech (Electronics & Instrumentation), MBA: Marketing & Strategy

Industry Background: Automobile

Key Skills:

- Data analysis, audit & certification
- Trainings and Team Management.
- Project Management and facility provider depending upon customer requirements.
- Spare part planning and test plannings.

Professional Experience:

Assistant Manager Instrumentation at AVL Technical center, Gurgaon
Major clients worked for-Mercedes, Daimler, Toyota, Maruti, Reynolds, BMW.

- In Depth exposure on Emission devices used for engine testing (devices includes, AMAi60, FTIRi60, Particulate counter, soot sensor, temp. & pressure sensors, CVSi60 & dynamometer)
- Worked on data correlation
- Worked as commissioning & installation engineer of new devices.
- Manage audit work recently successfully achieved NABL accreditation for lab certification.
- Managing compete spare parts tracking & minimum inventory.
- Good knowledge on PLC mainly siemens, ABB & AB.

Training and Certifications:

- Emission devices (for measurement of emission)

Achievements:

- A+ rated employee for consecutive 4 years

Overseas Experience:

On Emission devices & global exposure exchange program in europe.

Summary of Experience:

- Assistant Manager Instrumentation having 6+ years of experience in automobile sector having good technical knowledge in Electronics, Instruments and field instruments.
- Work experience in diverse domains like: Logistics, Automobile and Project management.



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PARVESH KUMAR

BE/B.Tech(Mech.), MBA Executive Candidate at FMS.
Industry Background: EPC, Power, Manufacturing.

Key Skills:

- Strategic sourcing, Vendor Management.
- Procurement, Sourcing, Negotiations
- Contract Management, Claim Management, Risk analysis and management.
- Localization, Cost reduction.
- Vendor development, Supply chain Management.

Professional Experience:

GE Power System India Pvt. Ltd.

Major clients-NTPC, NLC, Doosan, UPRUVNL.

Projects-NTPC and state government super critical power plants.

- 7 Years of experience in SCM, Techno-Commercial Evaluation, Strategic Sourcing, Cost reduction in Power sector.
- Proven ability in handling price negotiation, techno-commercial discussion with vendors & release of purchase order.
- Adroit for achieving cost saving without hampering the project.
- Competent in identifying area of improvement in procurement practice.
- Define sourcing strategy and procurement tender strategy for Project procurement as well as upcoming Tender Projects.

Training and Certifications:

- Certification in Power plant familiarization from NPPTI Delhi.
- Certification in CNC programming from IGTR Ahmedabad.
- Alstom International EHS passport-accredited by IOSH.

Achievements:

- Awarded by above and beyond award.

Overseas Experience:

- Work with a number of global suppliers to deal offshore packages.

Summary of Experience:

- Worked on development & execution of the global sourcing strategies at the local level to get a competitive advantage to drive the strategic sourcing initiatives; supplier selection, development, and supplier consolidation to ensure sourcing optimization.
- Complete procurement cycle which included from floating of enquiry to the payment of the vendor.
- Assessment of vendors and development of new vendor for cost reduction and localization of the product.



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POOJA NISHAD

B.Tech. (Information Technology), Diploma (Computer Engineering)
Industry Background: Manufacturing, IT, Administration in Government of Uttar Pradesh, India.

Key Skills:

- Analysis of all the Technical Estimates and Progress Reports.
- Co-ordinating with all site engineers for Site Suveys to be carried out
- Detailed Project Report Management-End-to-End development, integration with SOR, planning & execution.
- Monitoring and Reporting all the progress Reports to Executive Engineers.

Professional Experience:

Public Work Department of Uttar Pradesh Dec'13-to Present

- Creation of Detailed Project Report
- Checking of all Technical Estimates made for particular Rural Roads Projects under PMGSY scheme of Govt. Of India
- Generation of all weekly and monthly Progress reports of the on site work carried out in the Division which help the senior Assistant and Executive Engineers in DSS.
- MIS work carried out in the division
- Compilation of all the progress report from various other division and departments to be represented to District Magistrate and Superintending Engineer.

Childfun Walker Manufacturing Co. June'11-Nov'13

- Co-ordinate with the workers and clients.
- Conducting tours to different cities to add 10 more clients, increased sale and market the products
- Responsible for making sure the manufacturing units gets the resources needed for production on time
- Responsible for identifying areas of improvement in products by observing researching and getting input from clients
- Created and presented inventory requirement and purchase reports.
- Analyzed the different products to match the requirements of different type of clients

Training and Certifications:

- IBM Certified Database Associate- DB29 Fundamentals

Summary of Experience:

- IT Professional with experience in Government domain i.e. administration Department
- Work experience in diverse domains like: Manufacturing, IT, Administration.



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PRADEEP PAHARIA

B.Tech (Mechanical & Automation), MBA (Finance) FMS
Industry Background: J.E. (Electrical and Mechanical), Delhi Jal Board (Delhi Govt.) Engineer, Indraprastha Gas Limited (IGL)

Key Skills:

- Management of Water treatment Plant.
- Maintenance of system and machinery.
- Management of Execution of work in accordance to the work allotted by the department to the firms.

Professional Experience:

Working Delhi Jal Board as a J.E. (Electrical and mechanical).

Currently responsible for 55 MGD Water treatment plant (Estd. In 1955) which caters major part of the city, A 110 MGD intake plant operated by L&T and a Recycling plant of capacity 8 MGD. The work includes operation and maintenance of above said plants. Management of work allotted to other firms through tendering adhering to the terms and conditions of the Contract Agreement and the work order issued and finally issuance of letter on satisfactory completion of work.

Training and Certifications:

- Contract Agreement training organised by the State Govt.

Achievements:

- Successful operation of an over 60 years old plant which is run on machinery that is also 60 years old and are of obsolete models whose parts are not available in the market.

Summary of Experience:

- The work at Delhi Jal Board includes operation and maintenance of various plants. Management of work allotted to other firms through tendering adhering to the terms and conditions of the Contract Agreement and the work order issued and finally issuance of letter on satisfactory completion of work.
- At IGL (Indraprastha Gas limited) the work included inspection of MDP gas lines, laying of Gas lines providing new connections to commercial clients etc.



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PRADNYA SHRIVASTAVA

B.Sc. (Statistics, Mumbai University), Gold Medallist, MBA (Strategy & Leadership) FMS
Industry Background: IT Industry-Services and Consulting

Key Skills:

- Communication, Analysis, Problem Solving and Critical Thinking Skills
- Documentation and specification Skills
- Customer, Project and Team Management.
- Requirement Facilitation and Elicitation Skills

Professional Experience:

Assistant Consultant at Tata Consultancy Services Limited (TCS)

- Business Analyst in Unemployment Insurance domain for a USA based project.
- Managing Team of 20 at India as a functional lead, providing a detailed design and requirement overview
- Managed a Team of 7 at India for a Support project in Security domain with Client and application users based out of USA and Europe
- Involved in requirement gathering and design phase of software delivery
- Co-ordination with project team at USA and India
- Involved in internal and external audits of IT projects within organization

Training and Certifications:

- Certification in Project Management and Business Analysis (Internal in Organization)
- Certification in Public Speaking (Toastmasters International)
- Certification in Six Sigma Black Belt (Internal in Organization)
- Worked on RFP and Contract Management

Achievements:

- Received appreciation from TCS for starting and reviving public speaking clubs at TCS Noida offices
- Received appreciation as the best auditor in Security domain
- Received Best All Rounder Student award from K.J. Somaiya college Mumbai university in year 2008
- Received the highest individual educational award from Toastmasters International as "Distinguished Toastmaster"

Overseas Experience:

- Managed team for overseas assignments and worked closely with US and UK based Customers

Summary of Experience:

- 10 years of experience in the Project Management and Business Analysis handling large, medium and small sized projects involving US and Europe based customers in Security and Unemployment Insurance domain.



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PRAFULLA KUMAR SAHU

BA Economics (Hons), MBA Marketing

Industry Background: Automotive, Automobile, Technical Textile, Non-woven, Textiles

Key Skills:

- Sales & Marketing skills, Key Account Management Automotive OEMs, Negotiations, business development, Pre & post sales operations, Customer Relationship
- Project Management-End-to-End development, Follow-up, Product costing, cost estimation, Product launching, RFQ, NDA, Profitability generation lead.
- Well versed with good communication skills, Presentation skills, exposure to project management and operations/SCM. Maintaining the healthiness of CIS by negotiating price increases/implementing VAVE

Professional Experience:

Senior Manager-Sales & Marketing (Suminoe Teijin Techno Krishna India Pvt Ltd)

- PAN India Key Account Management - OEM's Maruti, Honda, Toyota, Nissan & Renault
- New business development, marketing strategy, Product costing & Negotiations
- Preparation of budgeting, sales forecasting, making business plan, analyzing profitability in segment wise

Deputy Manager-Sales & Marketing (Reliance Industries Ltd, Automotive Textile Division)

- B2B Sales, Key Account Management
- Sales forecasting & budgeting, Strategic planning & Market intelligence
- Business development into commercial vehicle segments and Genuine Accessories
- Branding automotive fabrics in After Market Genuine Accessories Business

Executive-Sales & Marketing Spare Parts (Suzuki Motorcycle India Pvt Ltd)

- Order inflow management thru DMS, Order analysis Monthly, Quarterly & Yearly
- Product pricing, costing, dealers management, Collections and receivables management of imported parts from Japan
- Sales promotion at dealers end.

- Parts procurement, and CBU Bikes for Indian Market

Executive-Sales & Marketing (LNJ Bhilwara Group)

- Responsible for After market business, business acquisition, product development
- Executing functions ranging from sales & stock update, and client service
- Market trend analysis, sales forecasting and Marketing MIS preparation

Training and Certifications:

- PPAP Documents and APQP certified from MACE
- Leadership Training from KPMG

Achievements:

- 2nd runners up for Safety Environment
- Develop Market for non woven business and increased sales by 12%

Summary of Experience:

- Key Account Manager having 9 years of experience in Sales & marketing, sales operations & Supply chain distribution
- Work experience in diverse domains like: Automobile, Automotive components and Technical Textile



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PRAMOD KUMAR RAWANI

B.Com. (Hons), M.Com. (General)

Industry Background: ITES/Outsourcing, Finance, Pharmaceutical, Hospitality, Insurance, Retail

Key Skills:

Financial Planning & Analysis, CBA, Decision Support & Cost Control, Financial Reporting, Financial Accounting, Corporate Finance, Taxation, Financial Modeling, Audit & Assurance, Stakeholder Management, Transition Management, Proficiency in SAP & Oracle.

Professional Experience:

Genpact – Feb 2016 – Present - Assistant Manager

- GENPACT CORPORATE FP&A: P&L Consolidation ~\$800MM, P&L Review, Variance Analysis, GAP analysis. Budgeting & Forecasting, Rolling Forecast. Flash Reports. Preparation & Analysis of key matrices Cost/FTE, Seat Utilization, Cost/Site, Band Mix, Onshore offshore mix, C&B%, T&L, Head Count Analysis to facilitate business decision-making. Managing Revenue Pipeline etc.
- UCB PHARMA : Independent Financial Close, Sales Close & Recon, COGS Close & Recon, Reclass, Allocation, WBS Settlement, Fixed Assets Close, Intercompany settlement, Bank Posting & Recon, Global Stock Submission. BS Recon

Ahmed Mansoor Al A'Ali – 2015 Less Than a Year

- Chief Accountant: Responsible for leading & managing entire Finance & Accounting Functions. Managing internal/External Auditor.

ACCENTURE – May'12 – Feb'15 – Financial Analyst

- Marriot Global Services: Consolidated P&L review of 450 properties, Leading & Managing Month End Close, Property Management System and Consolidation.
- Hartford Insurance Group: External Reporting (10K/10Q), Statutory Financial Reporting.

CA Firm for 3 Years

- Audit & Assurance Services, Project Finance, Taxation, Accounting & MIS.

Training & Certification:

- Financial Modeling (IB Institute)
- Advance Excel (Microsoft)
- Project Management (MMTI, Doha)
- Insurance Industry Generalist Certification

Achievements:

- Recognized for consistent performance & for executing successful transition from US & Poland entity.

Overseas Experience:

- USA, Poland, Bahrain, Qatar

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.



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PRAVEEN KUMAR

B.Tech. (Electronics & Communication)

Industry Background: IT, Project & Program Management

Key Skills:

- Project Management, Project scoping and Project Delivery
- Customer Relationship, Client Engagement
- IT Program Management
- ERP Implementations

Professional Experience:

Passport Seva Project (Ministry of External Affairs)

- Worked as an Application Data Base Administrator
- Project Planning, Execution, Monitoring, Client Interaction and Coordination.

Core System India Project (Department of Posts, Ministry of Communications and Information Technology)-Service Delivery Manager- IT

- 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 pan India.

Training and Certifications:

- IBM Certified Database Associate-DB2 9 b Fundamentals.
- RHCE (Red Hat Certified Engineer) conducted by Red Hat, Raleigh, US.
- French level-1 certification

Achievements:

Awards by Tata Group

Awards for Excellence-Best Team member Award, 08-Nov-2013

Service Awards-Service & Commitment Award, 25-Feb-2017

Star Awards-On the Spot Award, 14-Feb-2018

Summary of Experience:

IT Professional with 06+ Year rich experience in IT Infrastructure Management, SAP End-to-End Implementations and Support, CRM implementations, Business analytics, Project Management and Risk management.



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PRAVESH KUMAR

M.Com., PG Diploma in International Business & Trade Law, MBA (Executive) FMS

Industry Background: Accounting Services, Management Consulting, Manufacturing, Trading

Key Skills:

- Finance & Accounts
- Direct & Indirect Taxation
- Cash Flow Forecasting & Budgeting
- Finalising financial Statement
- Management Reporting, MIS
- Audit Facilitation
- Project Costing & Analysis

Professional Experience:

- Wamser+Batra India (German MNC) associated from Feb 2015 onwards as Client Manager.

- Maier & Vidorno (German MNC) worked from April 2013 to Feb 2015 as Senior Accounts Executive (Corporate Services)

- Vantage Integrated Security Solutions Pvt. Ltd. associated as Senior Account Executive from Jan 2012 to March 2013

Few of the clients served:

- Botek India Private Limited-Manufacturer of tools, German MNC.
- Grimme India Private Limited-Trading business of agricultural machinery, German MNC.
- VDMA India-German Engineering Association
- Schake India Metal Works Pvt. Ltd.-Manufacturer of Barriers/Metal Products, German MNC.
- Korsch India Private Limited-Service provider to Pharmaceutical firms in India, German MNC.

Summary of Experience:

- Professional experience exceeding 6 years in Finance & Accounts domain-this includes exposure to multiple industry segments in India (Service Industry, Manufacturing & Trading).

- Accounting, taxation matter (GST & Direct Taxation), statutory audits, preparing financial statements

- Cash forecasting, book keeping, MIS, Import/Export transactions.

- TDS matter like determine the deduction liability, Filing return & issuance of forms and related matters.

- Preparing the monthly MIS & Cash flow statements in accordance with the requirement of clients

- Managing the banking operation for the clients.



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RAJESH JALE

M. Tech (Food Engineering), MBA Executive (FMS)

Industry Background: Rail Transport Corporation, Food Quality Analysis Instrumentation Company.

Key Skills:

- Contract Management related to Outsourced manpower, Housekeeping and Parking Facilities.
- Development of SOPs for various sections of Metro stations. Expertise in Food Quality testing Instruments e.g. Texture Analyser, Head Space Analyser, Water Activity Meter, Rapid Visco Analyser etc.

Professional Experience:

Technical Assistant to Sr. DGM/Operations in DMRC Ltd. (Since Nov. 12)

- Overall Management of Station Operations of existing Green Line (14 metro stations) and Pink Line (12 metro stations).
- Timely disposal of Complaints received in various sections of DMRC.
- Commencement of Revenue Operations of some corridors of DMRC.

Installation cum Application Engineer in SDS, New Delhi (Sept 10 to Nov 12)

- Installed more than 100 Food Quality testing instruments through out India in Institutes like IITs, NITs, State Universities and many reputed Private corporations.
- Execution of appropriate Trainings to the concerned Professors, Associates, Research Scholars and Lab attendants from Sample Testing point of view as well as from Applications point of View.

Achievements:

- Boosted up the Junior's placement so awarded as Best Alumni 2008 from GJU S&T, Hisar, Haryana.
- Successful Installation of Food Quality Testing Instruments and effective training which leads to potential business growth.
- Received Cash awards in DMRC for devotion and dedication to the duty.

Summary of Experience:

- Expertise in more than 100 Demonstrations of Food Quality Testing Instruments.
- Delivered technical presentations at National Level Institutes.
- Played a key Role in organizing National Seminars in the Company.
- Planned for the commencement of Revenue Operations in recently Opened Metro Corridors.



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RAJINDER KUMAR

B.Tech.-Mechanical Engineering from DCE, MBA Executive (FMS)

Industry Background: Automobile & Machine Tool Industry-Sourcing, Procurement, Supply Chain Management

Key Skills:

- Planning and sourcing to facilitate production departments for the completion of projects efficiently and effectively.
- Sourcing, Procurement, Supply Chain management, Project Management.
- Vendor and Team Management.
- Project Management-End-to-End development, integration with SAP-MRP system, Functional Quality testing, planning & execution.
- Quality Assurance, Performance Engineering and Testing.

Professional Experience:

Senior Engineer at KRISHNA MARUTI LTD.

- Responsible to maintain a strategic fit between company competitive strategy and supply chain management
- Production and material planning, purchasing, and detailed scheduling of all materials,
- Shop floor data collection, material movement, work order closure and raw material consumption
- Inventory management, Inventory analysis, inventory accuracy work to provide accurate forecasts of produced Finished goods, Semi Finished Goods, & Raw Material
- Inventory control and manage the inventory level for all kinds of BOP, Raw Material & Chemicals, on weekly and monthly basis using SAP software.

Former Assistant Manager at Emtex Machinery Pvt. Ltd.

- Preparing and attending the specification meeting with vendor
- Release of RFQ to vendor, quote comparison and vendor finalization based on QCDRD
- Negotiate pricing purchase and terms and conditions for services goods and ensure delivery in a timely manner.
- Administering an internal purchasing system and create a successful procurement process.
- Structuring product contracts.
- Studying sales records and inventory levels
- Coordinate with suppliers and placing orders

Project Training:

- Computational study of Linear Compressor Cascade
- Achieving the goal of designing & development the blade profile which can work efficiently by overcoming general losses during process and given optimum performance for long duration

Summary of Experience

- 8 years of experience in Sourcing, Procurement, Supply Chain management, Project Management handling large Automobile and Machine tool projects.



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RAKESH KUMAR

B.Com. (Delhi University), Insurance Management Course from NIS Sparta, MBA Executive (FMS)

Industry Background: Meenakshi Perfumers Pvt. Ltd., BOSCOS, DAZZLE STAR

Key Skills:

- Manpower, Inventory and Office Facilities Management.
- Knowledge of Financial Operations

Professional Experience:

- Sr. Executive at Meenakshi Perfumers Pvt. Ltd. (May 2009 to till date)
- Service Manager at BOSCOS (Authorized Service centre for Samsung India Pvt. Ltd.) (Jan 2008 to March 2009)
- Manager at DAZZLE STAR (Retail outlet for garments) (July 2006 to Dec 2007)
- Finance Executive & Admins at T & S Telecom Pvt. Ltd. (July '04 - March '06)

Achievements:

- Boosted the morale of employee to increase the sales and achieved record sales.
- Achieved the target all the time which leads to potential business growth.
- Received Best employee award thrice in Meenakshi Perfumers.
- Directed my own construction company and get so many projects in private sector and completed all the project within the time.

Summary of Experience:

- Overall 10 years of experience within the same organization as a senior executive.
- Experience in different sector like sales, service, and finance as a executive.
- Played a key role in the Meenakshi Perfumers and handled the whole business in two states.
- Experience of running my own construction company and completed all the project within the time.



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RAMESH CHOUDHARY

B. Tech. (Civil Engg.) From NIT Patna, MBA Executive-Finance (FMS)

Industry Background: Oil Sector-Pipelines Operations, Administration & Pipelines Projects.

Key Skills:

- Project Design & Management, Pipeline Operation at originating location for petroleum products, SAP user Experience etc.
- Building design, Project cost estimation & Tendering.

Professional Experience:

Project Manager at Indian Oil Corporation Ltd.

- 3 year experience in Project Management.
- 2 year experience in Handling Administrative activity.
- 3 year experience in Pipeline Operation with crude oil accounting.

Summary of Experience:

- 8+ years of industry experience in Oil Industry.
- Functions Handled: Pipeline Operations, Administration & Project.

Strengths:

- Excellent command in MS Excel & Power Point.
- Leadership Skills, Analytical Skills, Interpersonal Skills, Keen Learner & Focused Performer



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ROHIT PRIYADARSHI

B. Tech. (Mechanical Engg.), M.Des. (Product Design & Engg.) from Indian Institute of Science, MBA Executive (FMS)

Industry Background: Engineering-HVAC, Fire Fighting, Procurement, Contracting, Tourism Infrastructure and Public Policy.

Key Skills:

Design, Installation, Maintenance and Operations of HVAC, Fire-Fighting & Fire Detection System. Product/Industrial Design, Procurement, Project Management, Vendor and Team Management. Proficient in CAD and CAE software-Solidworks, CREO and CATIA, COMSOL Multi-physics and Ansys

Professional Experience:

Assistant Manager at India Tourism Development Corporation

- Design, Installation, Maintenance and Operations of HVAC, Fire-Fighting & Fire Detection System at Hotel Ashok, New Delhi & Hotel Brahmaputra Ashok, Guwahati.
- Implementation of Preventive Maintenance programs, Procurement, Project Management, Vendor and Team Management.

Senior Manager at Delhi State Industrial and Infrastructure Dev. Corp.

- Planning and framing policies for Relocation of Industries for NCT of Delhi, Implementation of Right to Information Act, resolution of public grievances, complaints and disputes.

Project Associate at IIT Delhi

- Exploring new strategies for R&D of Biomass Cook-stoves, dissemination, fuel supply, cook-stove X-Prize, literature survey, preparation of technical report and organization of National Workshop on Biomass Cook-stoves.

Training and Certifications:

- 05 days Competency Development Program in Management, IIT Roorkee
- Training Program on E-Tendering.

Achievements:

- Project management of complete renovation of Hotel Ashok (5 Star Hotel), Hotel Samrat (5 Star Hotel) and erstwhile Hotel Janpath from project conception to completion.
- Indian Institute of Science/Ministry of Human Resources Development Scholarship (2007-09)

Overseas Experience:

- Managed team of HVAC vendors from Carrier, China

Summary of Experience:

- 06 years of experience in the contracts and project management of HVAC projects involving design, installation, maintenance and operations.
- 02 years experience in public policy involving planning and framing policies for relocation of industries from Delhi, resolution of public grievances, complaints and disputes.



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SANTOSH KUMAR

Diploma in Polymer Engineering, B.Tech., B.Sc., MBA (MARKETING)

Industry Background: Manufacturing, Service

Key Skills:

- Analysis of problems related to machine, Troubleshooting, Team Management, Energy Consumption Analysis, Sales Enquiry Meeting or Technical Enquiry Meeting with customers.
- Customer and Team Management.
- Project Management-Installation Project for Automobile, Packaging, Electrical & Domestic Segment.

Professional Experience:

Currently Executive in Milacron India Pvt. Ltd.

Major clients for whom provided the support-Suzuki Motor Cycles, HPL Pvt. Ltd. Fiem, Minda, Nike.

- Worked as Area Head in L&T Plastic Machinery Ltd. And Toshiba Machines Pvt. Ltd for More than 6 years.
- Managing all Machinery Installation and Maintenance in Delhi Area. Also Scheduling Manpower as per requirement. Energy Consumption Analysis of Machines and Comparing with Competitor product. Scheduling Preventive Maintenance.
- Generation of Product Data Sheet. Visiting customer for technical support and Customer relations

Training and Certifications:

- Management training by Indian Institute Of Finance Management and Research (one Week Campus Training Programme)
- Management Training and Project work by Milacron India Pvt. Ltd.

Achievements:

- Best Service & Marketing Team 2018.

Summary of Experience:

- Work experience of more than Nine years in maintenance and manpower handling.
- Work experience in diverse domains like: Packaging, Electrical, Domestic Segment and Automobile.



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SHANTANU PASWAN

B. Design. (Fashion and Apparel-NIFT), MBA Executive (FMS)

Industry Background: Retail Industry-Designing, Vendor management, Store designing & execution.

Key Skills:

- Creative/Concept Implementation/Point of Sale management.
- Responsible for point of sale Vendor Management and Development
- Vendor and Team Management.
- Retail store projects and visual merchandising specialist.
- Maintaining the International retail identity standards in all the boutiques and SIS

Professional Experience:

- Visual merchandising store project Manager-Swatch Group India Pvt. Ltd.
- Zonal head Visual merchandising and Projects lead-Tommy Hilfiger India.
- Area Visual merchandiser-Pantaloons Retail India Pvt. Ltd.

Training and Certifications:

- Certification in Design software's and its execution.
- Legal aspects of Vendor management and agreement development.
- Have working knowledge of store designing and execution.

Achievements:

- Received Best turn around visual merchandiser India.
- Received Best visual merchandiser in Swatch Group India for Fast Execution of corporate stores

Overseas Experience:

- Close coordination with Head Quarter in Switzerland related to all the designing and execution working India

Summary of Experience:

- 8 Years experience in Visual merchandising and New store execution. Experienced in all formats of Retail in India. Aggressive vendor management and design detailing experienced.



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SHIKHA YADAV

B.Tech. (Chemical, HBTI-77%), MBA- FMS (Delhi)

Industry Background: Automobile Industry-Strategic Sourcing, Procurement, Vendor Management, Supply Chain Management, Contracting, Chemical Purchase (Techno-commercials)

Key Skills:

- Strategic Sourcing, Procurement & Contract Management
- Supply Chain Management-Planning, Scheduling and logistics
- Value Analysis/Value Engineering-Localization, Alternate Sourcing,
- Vendor Development/Management-Assessing the performance of the vendors based on various parameters such as manufacturing capability, quality system, rejection levels, timely delivery.
- Project Management-End to end development of New Models with continuous reduction in lead time
- Spare Parts Procurement and Supply
- Legal aspects of Contracts Management and Purchase Ordering
- Have working knowledge ERP, Oracle

Performance Experience:

- Managing more than 20 vendors (e.g. Kansai Nerolac, BASF, Henkel Group, Parker Group)
- Vendor sourcing and selection for Suzuki Plant in Gujarat, India
- New Shades development for all the models introduced in past 7 years-Vitara Brezza, S-Cross, Baleno, Alto K10, Ciaz, Celerio, Super-Carry, New Swift, New Dzire
- Accountable for effective selection and management of supplier for Lean Manufacturing Process to meet the JIT and new model timelines

Achievements:

Received Appreciation for Major contributions like:

- "Zero" production loss during 10 days strike at major supplier
- Alternate Source development in 3C1B Technology to have competitive bidding in MRs 4500 Business (Risk Mitigation as well)
- Introduced a range of consumables related to Maruti Genuine Parts (MGP) resulting into a business opportunity of MRs. 270
- Online System on ERP for Indirect Procurement
- Meritorious student throughout academics (Intermediate (XII) 80.4%, High school (X)-79%)

Extra Curricular:

- Delegation at Annual Maruti Suzuki Vendor Conference 2014, held in Dubai
- Anchor for Maruti Suzuki Manufacturing Convention-2012 and SAE India Award Function-2013
- Organized and participated many technical as well cultural events in college and also privileged as "the only Female Sports Captain" of our College

Overseas Experience:

- Managing team of vendors/manufacturers spread globally across different time zones (Germany, France, Finland, Netherland, USA, Japan, Thailand, Indonesia and India)

Summary of Experience:

- 7 years experience in Strategic Sourcing, Supply Chain Management and procurement, Contract Management and vendor management of auto parts with Maruti Suzuki India Ltd, a leading passenger car manufacturer of India



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SRIKANTH YAJJALA

B.E. (Civil Engg.), PGDTCP, MBA (FMS)

Industry Background: Standardization and Conformity Assessment

Key Skills:

Government Administration, Quality Management, Leadership & Strategy, Project Management, Indian Standards, ISO Standards, Regulations, Codes and Standards, Fire and Life Safety, Loss Prevention, Smart Cities, Building Materials

Professional Experience:

Currently-Scientist (Deputy Director) at Bureau of India Standards

Previously-Structural Engineer at Projects & Development India Ltd

- Dealing as Member Secretary of national level technical committees which are responsible for formulation of Indian Standards on subjects such as fire fighting, fire safety, smart cities, sustainability in built environment, building materials and safety products.
- Represent committees and company in various forums as its spokesperson
- Dissemination of standards by way of presentations/lecture/talks in seminars, conferences and workshops;
- Coordination and liaison with various stakeholders includes regulators, government bodies, industry associations, manufacturers, academicians, technologists, consumers etc.
- Striving for harmonization of national standards with ISO standards and other globally accepted standards.
- Participation in ISO technical committee work by way of casting ballots and attending meetings.

Training and Certifications:

- Completed lead auditor training course for quality management systems (ISO 9001:2015) certification.
- Participated in training courses on Operation of WTO-TBT Enquiry point, Project management in Standardization, Stakeholder participation in Standardization.

Overseas Experience:

- Participated and represented India in ISO Technical Committee Meetings.

Summary of Experience:

- Standardization Professional with more than 8 years of experience in Standard formulation and conformity assessment; Quality Requirements and Compliance ; Stakeholders Engagement; Government Regulations; Working with industry; Working with Ministries, etc.
- Work experience in diverse domains like: Fire and Life Safety, Smart Cities, Building Materials, Sustainability.



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VARUN RAO

BE-Information Technology, C.S.PO, C.S.M, MBA

Industry Background:

Key Skills:

- 9+ years of experience in Techno-Functional roles and responsibilities-Product Management, Project Management, Business Analyst. Expert in Clients and Stakeholders management
- Managing over 100+ million revenue products
- Expert in Product Management-UI/UX, Analytics, Technology, Client Management, End to end Product Delivery, Agile, Planning, Strategy, Product Roadmap creation

Professional Experience:

- Product Manager | SOTI
- Product Manager | Walker Digital Table Systems | Jan 2017-Till Date
- Co-Founder and Product Manager | Solisvue Technology | April 2013-Jan 2017
- Business Analyst and Test Analyst | Orange Business Services | March 2011-April 2013
- QA Engineer | Nano Bills | Jan 2010-March 2011

Overseas Experience:

- Almost 1.5 years of overseas experience. Handling international clients and customers U.K and Europe region.

Achievements:

- Managing 100+ million in revenues
- Visualized and developed features making 10+ million US dollars
- Best Product Manager award
- Sold my first start up to a bigger player making profit of almost 25% on exit

Summary of Experience:

- Senior level techno-functional professional with over 9 years of diverse and cross-functional expertise in conceptualizing, planning, executing, operating and spearheading large technology products and projects.
- Vast exposure in varied and diverse domains such as Product Management, Marketing, Finance, Leadership and Strategy creation and implementation
- Significant hands-on experience in executing large scale and mission critical projects.
- Expertise Agile, Marketing, Finance, Product Management, Project Management, Analytics, Data Science, Scrum, Kanban, Artificial Intelligence, Technology
- Strong motivational, conflict management, team building, communications, analytical, mentoring & development skills



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EXECUTIVES PROFILES

11 TO 15 YEARS EXPERIENCE



ABBA SHARMA

Bachelor of Commerce from University of Delhi, Post Graduate Diploma in-International Business, MBA Executive (FMS)

Industry Background: Media & Entertainment, Advertising, Internet

Key Skills:

Equity and Real Estate Investments and Deal Execution, Deal Evaluation and Due Diligence, Strategic Partnership, Business Development, & Client Relationship Management, Marketing Solutions

Professional Summary:

- 15+ years of professional experience in Investments, Business Development, Deal evaluation, Sales, Marketing, Key account management, for clients in various verticals.
- Skilled in building effective branding strategies that lead to growth and enterprise value creation.
- Specialise in establishing partnerships by structuring and negotiating complex deals having legal and financial implications.

Professional Experience:

HT Media Limited, New Delhi (Dec 2009 - till date)

Assistant General Manager- Strategic Partnerships & Investments

- Executing investments deals by acquiring Equity/Real Estate Assets of Investee companies
- Involved in Client Origination and Sourcing, Business Development, Revenue Generation, Investment Evaluation, Client Marketing and Client Relationship Management
- Instrumental in providing Intellectual Capital to partnering companies in areas of strategy, media planning and brand communications.
- Interacting and negotiating the deal terms with the Founders, Promoters and Senior Management of the Investee Companies.

Indian Express Newspapers Limited, New Delhi (Jul 2008- Nov 2009)

- Defining and implementing profit-oriented sales and marketing strategies for promoting ad space to Key Clients.
- Creating a media plan for key clients for all the publications of Indian Express.

HT Media Limited, New Delhi (Jul 2007-Jun 2008)

- Managing Business Development activities and accountable for the top-line profitability and increased sales growth.
- Competitor analysis, liaisoning with advertising agencies, enhancing product portfolio, generating exceptional sales volume.

Info Edge India Limited, New Delhi (Apr 2004-Jun 2007)

- Evaluating market potential and offering e-recruitment and branding solutions to Corporates and recruitment firms.
- Contributing actively to product improvements through customer feedback.

Achievements:

- Highest deal maker for the Strategic Partnerships team for 4 consecutive years starting FY 13 clocking total deals worth Rs. 250 Cr.
- Being the single highest individual revenue generator, contributing around 1% - 1.5% of the entire Group's revenue
- Team leader instrumental in liquidation of RE assets worth Rs. 90 Cr. at a profit of 150% (IRR - 14%)



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AJAY KUMAR MEENA

BE (Electronics & Comm. Engineering), MBA Executive (FMS)

Industry Background: Defence R&D, Metro Rail Operation Management.

Key Skills:

- Executed all assigned tasks effectively and efficiently well before the dead line.
- Ability to prioritize the work based on the situational demand and need of the hour.
- Customer Relationship Management & Customer Satisfaction.
- Team Management and Leadership.
- Production Planning and Quality Output.
- Project Management-End-to-End development, Functional & Environmental testing, Field trail planning & execution.

Professional Experience:

• Presently I am working as Scientist in Defence Research & Development Organization, Ministry of Defence, Government of India since May 2008. I am dealing in Technical coordination with Armed Forces (Army, Navy, Air Force), Paramilitary (BSF, CRPF, SSB, ITBP) and other civil departments (Railway, NTRO, IB, Cab Sect, ISRO, MEA etc.).

• Previously, I am involved in testing and trail of Multi-barrel Rocket Launcher PINAKA, mainly my contribution is to develop electronic Fuzes for Sub-munission warhead Mines.

• Moreover, I am also worked with Delhi Metro Rail Corporation Ltd. and have more than one year experience of Station Management & Train Operation.

Training and Certifications:

- Training in Project Management, Elementary Cryptanalysis, Cryptology and Key Management, care Custody and Handling of Cryptomaterial.
- Training in Interpersonal Relations and Communication Skills.
- Course on Fuze Technology, Sensor Technologies, Emerging trends in Armament Electronics, Sensors and Mechatronics.
- International workshop on Security, Privacy and Applied Cryptography Engineering.
- Course on Challenges in design and analysis of Secure Communication Systems.

Achievements:

- DRDO Lab Scientist of the Year Award for year 2016.
- Appreciated by Chairman DRDO & Secretary (R&D) on User Feedback Report.

Summary of Experience:

• More than 11 years of experience in DRDO which includes 3 years R&D experience in Fuze Technology, 7 years in Technical coordination (Contributed to development and implementation of new policies and procedure). Moreover, One year of experience in Train Operation and Station management in DMRC.



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AJEET KUMAR

B.Tech. (Mechanical), BPUT-Rourkela

Industry Background: Energy/Power Sector, Infrastructure & Steel

Domain: EPC and Consultancy.

Key Skills:

- Technical Analyst of Thermal Power Generating Station.
- Engineering and Design-Renovation and Modernization Energy Sector
- Project Management-Concept to commissioning for Thermal Power, Steel and Infra Sector, Techno-commercial, Supply Chain, estimation, planning & execution.
- Performance Optimization Support and Technical Due Diligence
- Energy Audit and Efficiency Monitoring
- Team Management and Project Control

Professional Experience:

Engineering, Design, Supply chain, Proposal and Tender Engineering, function lead-Energy Sector Conventional and Renewable Energy.

• Working in **NTPC GE Power Service Limited** as Dy. Manager in business development team as a technical analyst and support to handle the Tender Requirements. Analysis and Finalization of Feasible Solution from engineering and design view, Costing, scheduling, Contract Management and Other Key area to complete the Project.

• Worked in engineering for Renovation and modernization of Old Thermal Power Unit in cost effective.

• Worked for Operation/Maintenance, MIS and Energy Analyst of Project and generating station

• Consultancy work such as-Energy Market, Power demand assessment, Tariff, Contract, EPC and Financial analysis of Conventional Power and Coal Segment.

• During 10 years' experience, I worked for Tata Power and Sterlite Group in Thermal Power Process design improvement and Project Management.

Training and Certifications:

- Project Management Professional-IIT - Delhi

Achievements:

- First Retrofitting job of Steam Turbine of 210 MW at Gujarat Electric State Board in India and Commissioned successful and improvement in Heat Rate.

Major Client

- State Electric Board, NTPC, Adani, Jindal, Torrent, Vedanta

Summary of Experience:

• Technical Analyst and Engineering for Renovation and Modernization Business in Power Sector. I deliver to design and develop high efficient and eco-friendly equipment at Valuable price for long operation

• Work experience in diverse domains like: Engineering, Procurement and Construction, Tendering and Sale Support.



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AMIT KUMAR KARDAM

B.Tech. Civil- IIT Roorkee, MBA Executive (FMS)

Industry Background: Energy-Power, Infrastructure, Telecom-Smart City

Key Skills:

- Project Engineering : Complete Project Engineering from Inception to completion for various Power Plants for various packages likes Steel & Concrete Structures, BTG, BOP, Barrages, Railway Siding, Reservoirs, Smart City and Other projects.
- Project Planning : Planning of the projects and delivery as per plan. Development of new products, new vendor developments, Material Management,
- Project management-End-to-End development, Project Progress, Delivered of the project as per Plan Dates, Material Procurements, Supply and Managements
- Smart City : Development of new products for Smart City

Professional Experience:

Bharti Infratel Ltd. | HoD-Civil | July 2017 to Till Date

Hindustan Power Projects Ltd. | Sr. Manager | July 2012-July 2017

Reliance Infrastructure Ltd. | Manager | July 2007 to July 2012

Rites Ltd. | Design Engineer | July 2005 to July 2007

• Completed Power Projects 1200 MW Rosa TPP, 2400 MW Samalkot CCPP, 1200 MW Anuppur TPP. Handled various projects including steel structure for the whole plant, BTG, BOP, Reservoir, Barrages, Ash Dyke, Roads, Railway Siding, CHP etc. for EPC and Non-EPC Mode.

• Develop portfolio of new product range for smart city and successful completed Phase-I of Bhopal Smart City. Developed a range of various solution to meet the telecom requirement for across India.

• Designed various Truss type Railway Bridges for Indian Railway from span 30m onwards for J&K, Jublee Bridge, Patna Bridge etc

Training and Certifications:

- Trained Professional on Civil Design Tools like Staad, Ansys, Tekla, E-tab, X-Tower, Mathcad, AutoCAD, Civil 3D, PDMS, Smart Plant, Auto Plant.
- Working knowledge about Indian, Chinese and European Codes.

Achievements:

- Completed Project Engineering for the Samalkot CCPP in record time.
- Part of Core group in the organisation and was Put-up on fast track carrier growth.

Overseas Experience:

• Done Project Engineering and Management for 2400 MW CCPP. Insure completion of Engineering and Complete Material delivery of at Site within a record period of 9 months. Visited and coordinated with several agency at China for the same.

• Working with global vendor based (Germany, China, USA, Denmark, Switzerland, France etc) for various projects

Summary of Experience:

13+ years of experience in Design of different civil and structural structure in the field of railway Infrastructure, Structures of Thermal and Solar Power Plants, Smart Cities component. Have done project engineering for different thermal power plant/Solar Plant project from concept to commissioning.



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ANIMESH KUMAR JHA

B.Tech. (DT, SMC, Anand, Gujarat) Univ. Gold Medallist, MBA (Finance)-FMS, Delhi

Industry Background: FMCG & FMCD: Supply Chain & Logistics, R&D, QA, Manufacturing and Process Excellence

Key Skills:

Demand Planning, S&OP, Production Planning and Scheduling, Materials Planning and Procurement, Inventory Management, Logistics & Distribution, Customer Service, Import & Export Planning, International Logistics, Supply Chain Transformation and Strategy, SCM Process Improvement and Performance Management, Factory Operations, Manufacturing and Maintenance, Quality Assurance & Systems, Plant Commissioning, New Product Development, Enterprise Package: SAP R3, SAP APO SNP, Oracle and MS Navision.

Professional Experience:

- Dharampal Premchand Pvt. Ltd. (Part of Dharampal Satyapal Group)| FMCG| DGM, Supply Chain| Jan'18- Till Date
- Worked with organizations like Perfetti Van Melle India Pvt. Ltd., Britannia Industries Ltd., Samsung India Electronics Pvt. Ltd., Amul Dairy and Almarai Company Ltd. (Middle East).

Training and Certifications:

- The Quality Concepts on Six Sigma through Indian Institute of Quality Management

Achievements:

- Designed Forecasting Tool and Demand Planning Process at BFPL & DPPL.
- NPD: 100% Timely Launch of Product without materials stock out or write off by accurate planning and controlled Procurement at Perfetti Van Melle India Pvt. Ltd.
- Export Project Management for New Products complying to different countries: Regulatory & Customs Compliance at PVMI.
- Super Achiever Award for Outstanding and quick improvement in SCM KPIs by President-CE Biz, Samsung.
- Business Process Initiatives with Channel Partners for EDI and improved Retail Channel Forecast Accuracy at Samsung.
- Improved CSD Fill Rate and Availability Metrics at Britannia.
- University Best UG Student Award and Vice Chancellor Gold Medal in B. Tech. (AAU, Anand, Gujarat).
- Standing first in the Class throughout schooling at Kendriya Vidyalaya Jawahar Nagar.
- Articles published in Magazine "Food Marketing & Technology" on SCM.

Overseas Experience:

- Almarai, Middle East: Worked for International Assignment with World's largest vertically integrated Food & Dairy Processing Plant.

Summary of Experience:

- 14+ years of industry experience in FMCG, Food Process Industry and Consumer Durables.
- Functions Handled: Entire gamut of Supply Chain Operations, SCM Transformation & Strategy, Factory Operations.



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ANU GUPTA

B.E (Electronics and Communication)

Industry Background: Banking and Publishing Industry.

Key Skills:

- Excellent inter-personal skills with strong analytical ability and problem-solving capabilities
- Analysis of requirement specifications, design, reviews.
- Business Stakeholder & Technical Team Management, Project Management
- Agile methodology and Dev Ops; Technical-Unix, Sybase, Oracle, DB2, Autosys, SQL Server, Data warehousing etc.

Professional Experience:

Technical Lead in Royal Bank of Scotland (RBS), Gurgaon (2015-Present)

- Working as Project, Technical and functional Lead (SME) in Anti Money Laundering Division.
- End to end Production implementation of various projects. Coordinating with different teams during various phases and owning full end to end responsibility.
- Close collaboration with all the stakeholders - business users to stand their challenges and resolving the same by tracking this to closure.

Principal Consultant in Genpact Headstrong Capital Market, Noida (2013-2015)-Morgan Stanley

Project Lead in HCL Technologies Ltd, Noida (2010-2013)-Pearson Education

Senior Software Engineer in Infosys Technologies Ltd, (2006-2010)-Goldman Sachs, Adidas

Training and Certifications:

- IIBF- Anti Money Laundering & Know Your Customer

Achievements:

- Gold Medal for 1st Rank in B.E. - ECE
- Certificate from Help Age India & World Health Organization
- Certificate of Excellence - co-ordinating creative writing Event.
- Live-Wire award - Excellent project delivery
- Clause for applause awards.
- LoV awards for project implementations.

Overseas Experience:

- Worked in US for critical project implementations.

Summary of Experience:

- IT Professional with 12 years of experience in Enhancement, Development and Production support projects, Quality Engineering and Team management, Project Execution, Planning and Scheduling, Quality Assurance & Control, Process Improvement.
- Work experience in diverse domains like: Retail Banking, Capital markets, Publishing Domain.



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ARUN KUMAR

BA (Hons.) Economics, Fellow, Insurance Institute of India, Mumbai, MBA-Executive (FMS), Delhi University

Industry Background: Insurance Industry with around 15 years work-exp with LIC of India

Key Skills:

- Experience of handling insurance sales agents, Development Officers and office staff as Branch Head, Preparing and implementing marketing plans and strategies
- Strong knowledge of insurance rules and regulations and types of policies
- Experienced in selling Life Insurance Policies, Ability to negotiate with customers and assist them in buying policies, Client and Team Management
- Outstanding verbal and written communication skills
- Leadership skills, Motivator, Decisiveness, Organization skills, Good time management skills

Professional Experience:

- Worked as HoD (Head of the Deptt.) at New Business, Policy Servicing, Claims, Accounts, SSS, Office Services at Branch Level for over 5 Years from 2004 to 2010.
- Worked as Branch Manager (In-Charge) at S.O, Taranagar, Dt-Churu, Rajasthan under Bikaner Division from 2010 to 2012.
- Worked as Branch Manager (In-Charge) at Branch-108, Karol Bagh, New Delhi for 3 years from 2012 to 2015.
- Working as Branch Manager, Marketing & Bancassurance and Alternate Channels since 2015 in Divisional Office, Delhi DO-1, North Zone.

Training and Certifications:

- Advanced Diploma in Computer Applications (ADCA)
- Fellow of Insurance Institute of India, Mumbai
- Trained by National Insurance Academy, Pune under 'Young Executive Program' YEP in 2015
- Attended several Workshops, Seminars and Conventions on Insurance Marketing & Operational Matters
- Trained as Branch & Divisional Nodal Officer for Audit & Inspection and Legal Officer at Branch Level.
- Specialized Diploma in Health Insurance from Insurance Institute of India, Mumbai

Achievements:

- Received several Awards & Honouring at Various Zonal & Central Office level felicitations for Marketing & Operational achievements at the hands of Senior dignitaries of the LIC of India.
- Imparted Training & conducted various motivational Seminars for the Agents, Development Officers, Bank Branch Heads, Specified Persons of IRDA and RMs of Various Banks under B&AC Channel.

Summary of Experience:

- Insurance Professional with wide range of experience in various capacities at Branch, Divisional level spread over around 15 years in both Administration as well as Marketing.
- Work experience in diverse Domains like-New Business, Underwriting, Finance & Accounts, Claims & Marketing in both Conventional and Bancassurance & Alternate Channels.



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ARUN KUMAR GULIA

MCA (M.D. University, Rohtak), Exective MBA (FMS)

Industry Background: Power distribution (System Admin, Oracle DBA, Application Development, IT (Oracle DBA), Manufacturing (Data Center and SAP Basis Module)

Key Skills:

Handling Data center and DRC, Capacity Planning, Standardization of Data Centre processes, Planning backup policy and testing, Formation and Implementation of IT policies, Handled around 250 databases of Takeda Pharmaceuticals North America

Professional Experience:

Security Printing and Minting corporation of India Ltd. | Deputy Manager (IT) | 24 Feb' 2011 Till Date

Accenture Services Pvt. Ltd |Sr. Oracle DBA | (Level E) | Sep'10 to 18th Feb'11

BSES Rajdhani Power Ltd. | Assistant Manager, IT | Jan'04 to Aug'10

- Presently looking after SPMCIL data centre, Disaster recovery site and module owner of SAP Basis module.

Training and Certifications:

- SAP Certified Technology Associate-System Administration (Oracle DB) with SAP NetWeaver 7.0
- Attended training on Oracle RAC on 11.2.
- Oracle Database 10g Administrator Certified Professional.
- Oracle 9i Database Administrator Certified Professional.
- Sun Certified System Administrator for Solaris 9.
- Professional Diploma in Network Centered Computing from NIIT, Rohtak Center.

Achievements:

- Received Best Employee award for year 2014-15.
- Recovered DC site after failure at DR site
- Creation of Server for the Lokadalt Project including installation of os and oracle9i server on sever, importing data from main production to Lokadalt server and later on migrating data after Lokadalt to production database.
- Implementing NAS (Network attached storage) including creating user, assigning quota and permission.
- Played a pivotal role in troubleshooting an application performance degrade, identified the root cause and provide solution to developer.

Strengths:

- Leadership Skills, Analytical Skills, Interpersonal Skills, Keen Learner & Focused Performer

Overseas Experience:

- Worked for Takeda Pharmaceuticals North America, looking after its more than 250 databases and interacting with client for resolving day to day issues.

Summary of Experience:

- 14+ years of industry experience in handling database, system administration, ERP
- Experience in handling data center and its security aspect.
- Experience in application deployment and resolving end user problem.



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ASHISH KUMAR JAIN

B.Com., CA, CS, CFA (USA), CAIIB, MBA (FMS)

Industry Background: Banking, Financial Services, Consulting, Private as well as PSU Sector

Key Skills:

- Leading teams of highly qualified professionals
- Project Appraisal of Infrastructure projects
- Syndication of debt for large scale projects involving multiple banks and financial institutions as lenders
- Financial Advisory services, Complex Financial analysis, report writing and presenting
- Resource mobilisation & Treasury function and Financial Reporting and Compliance activities

Professional Experience:

IIFCL and IIFCL Projects Limited (Since Nov-12)

- Co-Heading the Debt Syndication business vertical
- Working on the entire business management of the Debt Syndication vertical of the Company. Responsibilities span from Leading teams into Business Strategy, Business Development, Projects Appraisal, Debt syndication, Financial Advisory services for infrastructure projects and government advisory

Welspun Energy Limited

- Part of Corporate Finance team responsible for raising resources for Renewable Energy, Thermal Power, and Coal Mines Projects

ICICI Bank

- Worked in Relationship and Credit Management role for Mid-Corporate vertical

CRISIL Limited/Copal Research/Aureola Chemicals

- Equity Research, Financial Analysis, Bank relationship management experience

Training and Certifications:

- Treasury Management: Fixed Income, Bond Mathematics and Derivatives (Dun & Bradstreet)
- Project Finance (Energy and Infra) (State Bank Staff College)
- Project Appraisal and Finance (Dun & Bradstreet)
- Risk Management in PPP Projects (CRISIL Executive Training)
- Corporate Credit Risk Analysis (CRISIL Executive Training)

Achievements:

- Youngest officer in the Senior management role at IIFCL Group
- Senior member of the team received 'Best Team of the Year 2009' in CRISIL
- Scored All India Second Highest Marks In Corporate Banking Subject (CAIIB Exam)

Overseas Experience:

- For an assignment, worked for 3 weeks with one of the largest investment Bank in London

Summary of Experience:

- Project and Infrastructure Finance Professional with more than 13 years of experience in Project Appraisal, Debt Syndication, Banking, Equity Research, Financial Analysis, Team management, Financial Reporting and Compliance activities.
- Worked in both Private and Public Sector



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ASHUTOSH GARG

B.E.-Mech.Engg. (Govt. Engg. College, Kota), MBA (FMS, Delhi)

Industry Background: Project Management professional in steel Industry

Key Skills:

- Complete Project planning & scheduling, monitoring & controlling using MS Project & PRIMAVERA.
- Well Conversant with SAP System related to Costing, Budgeting & Purchasing.
- Detailed Study of designs & drawings for BOQ preparation, review with design consultants for their approval.
- Detailed planning for activities like design and engineering, material procurement with timely delivery and manpower mobilization.
- Compilation of Master list with technical & commercial data for project procurement.
- Cost Estimation, Preparation of Block & Detail Budget, seeking management approval.
- Preparation of technical specification for various engineering items for procurement.

Professional Experience:

- **Paul Wurth India Pvt. Ltd (Aug'10 till date)** Sr. Manger (Project Management) and Planning & Expediting Head (Blast Furnace)
- **TATA Steel LIMITED, JAMSHEDPUR (May'09-July'10)** Manager in project Management Dept. (TATA Growth Shop)
- **JINDAL STAINLESS LTD, Hisar, Haryana, (April'07-April'09)** Associate Manager in project Management Dept. (Hot Rolling Mill Project)
- **WELSPUN GUJARAT STHAL ROHREN LIMITED ANJAR, KUTCH (Jan'05 to Feb'07)** Engineer (Hot Rolling Mill Project)

Training and Certifications:

- Global Project Management Training at Luxembourg by Centreline management consulting.
- PMP Exam preparation certification (MS/PM/PMP/002/35) by Project Management Institute (PMI).
- Certification course for MS Projects & "PRIMAVERA" by PMI.
- Day residential training program on Total Quality Management (TQM) by TATA Steel Ltd.

Achievements:

- Successful Commissioning of 4030 m3 Blast Furnace Complex Project (BF#8) and Cast House m/c at Blast Furnace #7 at SAIL Bhilai Steel Plant.
- Successful commissioning of 3 MT "I" Blast furnace for TATA Steel Ltd., Jamshedpur.
- Time bound completion of erection & commissioning activities of "TATA KPO Bell Less Top" Project as Project Manager for Blast furnace # 1 of TATA Steel Ltd., Kalinganagar, Odisha.
- Successful brownfield expansion of Steckel Mill Twin Stand Project (Hot Rolling Mill) in consultancy with SMS Demag at JSL, Hisar.

Summary of Experience:

- Young, energetic & result oriented professional with 13+ years of rich experience in Project Planning, management & execution.
- Expertise in implementing various project management tools in order to complete the project within budgeted cost & scheduled time.



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CHANDAN CHOUDHARY

B.Tech. (Mechanical), MBA (Marketing)

Industry Background: Oil & Gas, Energy, EPC Project Management Consulting, Govt. of India

Key Skills:

Business Development & Strategy, Operations & Project Management, Plant Design and Material Management, Resource Planning, Contract Management, Vendor Development, IT and Data Analytics

Professional Experience:

Manager @ Engineers India Ltd -HO, N. Delhi

- Planning, Coordination & Delivering of Project deliverables/Milestone.
- Client Management, Ensure effective communications & high Moral within the team.
- Worked in the Team for Plant & Equipment layout Design of SRU Block-I & II, their Detail Engineering, Material Engineering & Procurement, Tendering, Technical & Commercial Bid Evaluation, Vendor Selection and Project Management for Mega Green Field Project Dangote Refinery-Nigeria, which has estimated Project Cost of \$12 Billion.
- Leading the Engineering & Procurement Team for ARU, SRU & NHT Unit at Bongaigaon Refinery -IOCL for Prestigious BSVI Up Gradation project.
- On Site Project experience as an In-charge of Field Engineering Cell for DHDT and Offsite & Utility of MRPL Phase-III Refinery Up Gradation and Expansion Project. Total Project Completion cost was Rs. 16323 Crore.
- Preparing Tendering and Procurement Strategy in close deliberation with Client, complex and composite Tender Preparation, Unit rate and Package Contract, floating MR & PR, Technical and Commercial Bid evaluation, Vendor Engagement and Management, Mile Stone Mapping and Co-ordination.
- Development of Detail Project feasibility Report, Project Specification and Design Standard & Specifications.
- Providing Support for Execution, Construction & Commissioning of Project

Training and Certifications:

- PDMS, 3D Modelling and Caesar II Software
- Negotiation Skills & Contract Management by EIL

Achievements:

- Received Appreciation letter from HoD for Distinguish Contributor in Dangote Refinery-Nigeria Project
- Director of Vocational Services, Rotract Club, BIT SINDRI
- Director and Co-founder of NGO "PRAYAAS INDIA"

Overseas Experience:

- Executed Offshore project for ZADCO-Abu Dhabi & Onshore Dangote Refinery-Nigeria
- Managed Global vendors/manufacturers

Summary of Experience:

A Project Engineering Professional with Proven Academic track Record, Excellent Interpersonal, Communication and Analytical Skill with 11 years of experience in Project Management & Engineering Consultancy in Onshore & Offshore OIL & GAS Projects with hands on experience on Business Development, Plant Design & Material Management, Contract Management, Team management, Project Execution, Planning and Scheduling, Quality Assurance & Control, Process optimisation and innovation.



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CHIRAG KHURANA

B. Pharmacy, MBA Marketing

Industry Background: Medical Devices, Healthcare, Pharmaceuticals, Nutraceuticals

Core Competencies:

- Business Development
- Product Management
- Team Development
- Channel Management
- Profit and loss management

Profile Summary:

Chirag is working as Franchise Manager for Sports medicine portfolio of Stryker. His work centres around generating revenue, improving market penetration, customer engagement, increasing profit margins. He brings along a impeccable experience of business development (7 years) & brand management (8 years).

He carries hands on experience of launching and successfully developing a new business franchise (Sports Medicine for Stryker) including from hiring-developing-motivating human resources, distribution, sales promotion, P&L management, setting strategic direction for continuous growth of business.

In the marketing role for pharmaceutical formulations & medical devices, Chirag has been formulating strategies to create and retain the customers through best-in-class service, effective communication, brand segmentation and targeting. Also, developing an effective marketing plan, designing and allocation of promotional inputs to meet the brand objectives.

Career Highlights:

Youngest Franchise Manager for Stryker; won best manager award in NSM 2016 for developing pan India team and delivering business results with CAGR of above 30%.

Created pan India distribution network and business processes for flawless execution. Converted Arthroscopy implant business with low base & business referral to highest growth territory in 2014, 2015 2016 across India, mounting the business to 8 times its size (from 2.2Cr to 18Cr) in 4 years.

Successfully launched the new technologies-Piezoelectric System and Anspach High Speed Drills in the Indian market, aiming to bridge the gap between customer needs and product applications. Changed the game by entering a blue sea which brought additional revenue of 4Cr (20% of the portfolio size).

Successfully strategized and launched a new portfolio of Soy protein supplements (nutraceuticals) for Modi-Mundi Pharma with exceptional revenue performance of 138% in first 18 months of launch.

Certified Trainer for assertiveness, negotiation and persuasion for sales team at Stryker



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DHEERAJ AHUJA

B.I.S.–Maharshi Dayanand University Rohtak, MBA-Finance (FMS)
Industry Background: Banking and Finance, Transport and Travel Vertical

Key Skills:

Information Technology, Database development, Agile practices, DevOps, Resource Planning, ETL Development, Oracle 11g

Professional Experience:

- Sapient Consulting Pvt Ltd | Banking & Financial Services (WMC, Fidelity Investments, RBS) | Senior Associate | Aug'10 - Till Date
- NIIT Technologies Ltd. | Transport and Travel (British Airways) | Technical Analyst | Aug'06 - Aug'10
- SQL Star International Ltd. | Technology Consulting | Consultant | Dec'04-Aug'06
- Presently working with Sapient Consulting for RBS bank.
- Demand Planning, Supply Planning, S&OP, Production Planning, Distribution Planning, Materials Planning and Procurement, Logistics, Customer Service.

Certifications:

NCFM:

- Financial Markets: A Beginners' Module
- Mutual Funds: A Beginners' Module
- Equity Derivatives: A Beginner's Module
- Mutual Funds (Advanced) Module
- Investment Analysis and Portfolio Management Module

Achievements:

- Client Focused Delivery award in August 2016 while working for Fidelity
- Award of Excellence in May 2009 at NIIT Technologies Ltd
- Star performer Award at SQL Star International Ltd. Dec 2005

Strengths:

- Proficient in handling projects efficiently for delivering required applications in a very systematic way.
- Strong interpersonal and analytical skills with proven abilities in resolving the complex software issues.

Overseas Experience:

- Worked as support Analyst for British Airways at their London head office located at Waterside, UK

Summary of Experience:

- A technology driven professional with 12+ years of experience in BFSI and Transport application development, database development and designing
- Undertaking Case/System Study and gathering specific requirements from the client and development.
- Analysis, planning, design and implementation of new requirements by clients in existing software application.



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GOPAL BHATT

EPYM-IIM Calcutta, MBA Executive (FMS)
Industry Background: Paints industry-Operations, Technology Industry-Operations, Credit, compliance

Key Skills:

- Commercial & Customer Service Operations
- Business Process Excellence
- Indirect Taxation and Compliances
- Credit Control-AR & AP Management
- Inventory Management-Planning & Distribution
- Contract Management/Sales Operations
- Quality Assurance.

Professional Experience:

Head of Operations at Honeywell India.

- Leading business operations for CLS business of Honeywell.
- Worked in B2B, B2C, trading and Manufacturing business environment
- Exposed to C2C, O2D, P2I and P2P transactional cycle.
- Exposed to end to end business operations including, inventory management, IT, Credit, customer delivery, Quality & Compliances.

Training and Certifications:

- Certified Six Sigma and Lean Expert
- Legal aspects of Contracts Management, negotiations including Dispute Resolution, Conciliation and Arbitration in Contract Management including NIA 138.
- Honeywell Leadership forum (by ILC)
- Vaani Certification on Public speaking (By AIR)

Achievements:

- India China Excellence Award
- India Leadership Connect Award
- Champions Club award

Overseas Experience:

- Managed Working capital for APAC region during 2010-12.
- Part of Process Excellence team for ADI global.

Summary of Experience:

14 years of experience in business operations, commercial, Customer Delivery, Sales Operations, ERP Implementation, P&L Analysis, Contracts Management, Working Capital Management, Cost Control, Process Excellence, Compliance and Quality control.



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KAMLESH KUMAR JAIN

PMP, B.E. (E&C), DESD, CDAC-ACTS, MBA Finance (FMS)
Industry Background: Power, Strategic Planning, Project Management, Design & Engineering

Key Skills:

Strategic Planning, Strategic Execution, Cash Collection, Project Management, Product Design, Product Engineering, Team Leadership, Team Management, Negotiation, Project Risk Management, Procurement, Strong interpersonal skills

Professional Experience:

- Manager at Bharat Heavy Electricals Ltd. (BHEL)
- BHEL | PSHQ, Noida | July 2016 - Till Now
- BHEL | PSNR, Noida | Aug 2013 - July 2016
- BHEL | Electronics Division, Bangalore | Sep 2004 - Aug 2013
- Responsible for Strategic planning & Project management of Projects identified for closure - Worth \$1.5 Billion.
- Leading a team of engineers for Project Closure activities - the major activities includes completion of Pending project activities, Realisation of retention money, CO (contractual obligations) Vacation, Corporate Guarantees & Bank Guarantees Vacation.
- Exposure to Design, Engineering, Procurement, manufacturing, testing & commissioning of Control Equipment Products.

Training and Certifications:

- Project Management Professional (PMP) certification, PMI
- Online learning through Harvard Manage Mentor-13 modules covering Change management, Customer Focus, and Presentation Skills etc.
- Trained at Metso, Finland, in Metso DNA DCS platform.
- Diploma in Embedded Systems Design (DESD), CDAC-ACTS Pune

Achievements:

- Adjudged as best performer in Power Sector within the organisation for the year FY 2017-18.
- Consistent 'Outstanding' Record in performance appraisal.
- Received IMPRESS awards for designing and implementation of Layer 3 Network architecture for DCS application..
- Best Engineer Trainee award in 2004-05.

Overseas Experience:

- Commissioning works at Taiwan for Control equipment works at Bihai-1x63 MW (TPC), Taiwan. Engineering & designing works for IBR Indonesia, Tala Bhutan, Bihai Taiwan
- DCS Customization works for metso DNA at Tampere, Finland.

Summary of Experience:

- PMI Certified Project Management Professional (PMP) with more than 14 years of rich experience spread across Planning, Project Management, Execution, Engineering & design of small, Medium & Large thermal, hydel and combined cycle power plants.
- Process knowledge of Power plants with expertise in two DCS platforms.



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MANISH GARG

B.Com. (Hons.)-DU, CA-ICAI, MBA-FMS
Industry Background: Corporate Accounts-US listed Co., Financial Research for Leading Investment Bankers, Treasury Operations for one of the leading industrial house.

Key Skills:

- Leadership skills as always owes to the responsibilities to tasks undertaken to take the same to logical solution.
- Business Development & Strategic Alliances
- Severe Analytical skills for maintaining the current and future needs of the team and company.
- Outside Channel Management / Vendor Management
- Men Management and Good Relations with inter and intra company departments human resources.
- Management of Team Management for critical processes.
- Business Intelligence, Negotiation & Alliances Skills

Professional Experience:

TATA Power Delhi Distribution Limited, Delhi, INDIA-Mar'2009-Till Date

- A Joint Venture of Tata Power and Delhi Government, a benchmark company with high efficiency in AT&C loss reduction and consumer satisfaction
- Assistant Manager-Treasury Operations (Managing 1500 Cr. Fund on annual basis)
- Management and Forecasting of the funds for the company for short term to Medium term scenario.
- Formulating Yearly/Quarterly budgets and conducting variance analysis.
- Managing the smooth discharge of the largest expenditure component i.e power purchase with over 25 vendors for maximum benefits.
- Formulation of plan for the Minimising the Power Purchase costs from vendors.
- Disburse training to other related utilities for the discharge of the treasury operations for optimal utilisation of funds.
- Management of loan and investment and investment to ensure that company always remain in liquid state.
- Hands on experience of strategic business planning & execution through regular process improvements and innovations.
- Prior to Current Organization, Worked with EXL services and Copal Partners as well.

Training and Certifications:

- Forex Certification with ICAI.
- GMCS classes with ICAI.
- Knowledge of the financial instruments and the
- Pre Qualification Training with A.K. Associated for 3 yrs.

Overseas Reporting Experience:

Enormous exposure of working on the NASDAQ listed co. books and related audit, SEC reporting and SOX audits.

Summary of Experience:

- An entrepreneurial business leader with over 15 years of experience in General Management and Accounting with ability of driving vision, managing upcoming businesses Challenges, Guiding team & worked as a great team player, and demonstrating continuous business and process growth and improvements.
- Ability to support & sustain a positive work environment that fosters team performance with strong communication, analytical & leadership skills



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NAGA MALLIKA BODDU

B.E. (Mechanical Production and Industrial Engineering), MBA Executive Candidate at FMS

Industry Background: Marketing, Design, Project Management

Key Skills:

- Experience in assessment of job scope and organizational requirements for bids based on PMC, EPCM or EPC.
- Evaluating scope of work and Cost estimation, Consortium Agreements, understanding Legal and financial terms
- Client and Team Management.
- Project Management-Cost estimation, DFR, Vendor Management, execution of PMC contract, Licensor selection
- Quality Assurance.

Professional Experience:

Manager at Engineers India Ltd. (EIL), New Delhi

- Experience of developing business in B2B markets under extremely competitive bidding scenarios such as PMC, EPCM, Business.
- Experience in International Marketing for Middle East (Abu Dhabi, UAE, etc.) & African regions such as Kenya, Mali etc., Canada
- Project Co-ordinator for Integrated Refinery Expansion Project, from 9.5 MMTPA to 15.5 MMTPA, Client-BPCL-Kochi Refinery
- Licensors selection of all process units of DCU, VGO-HDT, DHDT, TGTU & NHT-ISOM and Detailed Feasibility Report for \$2.5 billion, 6 MMTPA Integrated Refinery Expansion Project of Kochi Refinery.
- Design Engineer for Static Equipment such as Pressure Vessels, Storage Tanks, Heat Exchangers etc.
- Exposure in ASME, API, etc., standards

Training and Certifications:

- Trained for PMP certification
- Trained for Building Managerial skills

Achievements:

- Successfully completed one mega project of a Refinery right from Licensor selection to Commissioning stage

Overseas Experience:

- Managed team of vendors spread globally across different time zones (Germany, Japan, Italy, Abu Dhabi, Kenya etc.)

Summary of Experience:

- Total 12 years of experience in the Marketing, Project Management for BPCL-Kochi Refinery, Design for various projects such as OPaL Dahej, HPCL Vizag, HPCL



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NARESH SHARMA

B.Tech. (Electronics and Communication) NIT Jaipur, MBA Executive Candidate at FMS

Industry Background: IT Industry (Health Science, Banking and Retail domains).

Key Skills:

- Understanding of SDLC with project involvement right from Planning and Scoping to Implementation including Waterfall and Agile delivery methodologies
- Expertise in Gap Analysis, Feasibility Assessments, Functionality Mapping, Process Mapping, Requirements Gathering and Management, and Functional Specifications
- Business analysis, program management, business development and domain/technical consulting
- Providing pre-sales support for the Digital Transformation Programs' RFPs.
- Rapid assessments of client's internal technology landscape, targeting cloud adoption use cases and deployment targets leveraging PaaS and IaaS

Professional Experience:

Senior Principal Consultant at Oracle India Pvt Ltd.

- Strategic and tactical consulting on Oracle Health sciences product that help life sciences and health care companies evolve into the next generation systems
- Accountable and Responsible for developing and managing the technology solutions implementations strategy
- Leading highly qualified technical resources who provide strategic guidance, best practice, and architecture assessments for Oracle's Health Science/Life Science customers.

Training and Certifications:

- Oracle Enterprise Architect (Open Group Architect)
- PMP certified and a practitioner of Agile Methodologies

Achievements:

- Received 'Fusion Excellence Award' at Oracle for highly valued contribution
- Won highest recognition Infosys Award of Excellence in Innovation category as Individual contributor.

Overseas Experience:

- Designed Healthcare Analytics for LA county, Department of health Science(US)
- Designed financial operation control processes for retail merchandising execution for Apoteket (Sweden)
- Developed Treasury management system for Life technologies San Diego (US)

Summary of Experience:

- 13+ years of experience in IT industry in the areas of business analysis, program management, business development, domain consulting, technical consulting and pre-sales.



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PANKAJ PATHAK

M.Sc. (IT), Delhi University, MBA - Marketing & Finance (FMS)

Industry Background: IT Software Services and Product Development Telecom domain-associated with Top Tier OEM's Nokia Networks, Ericsson, Samsung, Intel, Motorola, Spirent

Key Skills:

- Proven Project Management experience for various Software Development projects in key technologies for diverse Clients.
- Requirements gathering, scope definition, project estimation, planning & execution, end-to-end software development, testing, deployment, customer support, Change Management, Quality assurance and control, Project budget management.
- Line Management, Customer Interfacing, Risk and Stakeholder management, Scrum master (AGILE).
- Pre-Sales activities for Business development in digital technology areas like SDN/NFV, IoT, Cloud.
- Hands-on experience in key Telecom technologies like SDN, NFV, IOT, Voice over LTE, LTE, SIP, IMS, Rich Communication services.

Professional Experience:

Project Manager/Architect at Wipro Technologies

- Major clients worked for-Nokia Networks, Ericsson, Samsung, Intel Mobile Communication, Motorola, Spirent, Apple.
- Worked as project manager-handled SoW creation, Project governance & planning, Line Management, Quality Assurance & Control, Process Improvement, Risk and Stakeholder Management, Business Development and Pre-sales.
- Have extensive hands-on work experience in Telecom product development.
- Handled maximum team size of 50 engineers for product development and support.

Career Interests:

- Product Management, Market Research, Business Development

Training and Certifications:

- Scrum Alliance - Certified Scrum Master

Achievements:

- Best Project Manager Award Q3'18 at Wipro Technologies.
- Received team award Q4'11 at Aricent
- Consistently been rated as Best Performer within the organizations

Overseas Experience:

3+ yrs. of international work experience at USA and UK for product development and collaboration with multi-cultural teams spread across the globe. Have experience working in different time zones

Summary of Experience:

- IT Professional with 13+ years of hands-on experience in Software Project Management
- Extensive work experience in Telecom domain into Pre-sales and complete Solution Development.
- Providing strategic leadership, managing large and complex projects involving more than one company's product/ services within stringent timelines for product roll-out in market



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PRANAV KUMAR

B.Sc. and Diploma (IT), M. Sc. (GIS & IT), MBA (Marketing)

Industry Background: IT, GIS & RS-Pre-Sales, Marketing, Consulting

Key Skills:

- Strong understanding of IT Project and Program Management
- Led the team for CMMI and ISO certifications, by documentation (SRS, Application, Design Document's, SOP's etc)
- Effective interaction and coordination with concerned teams at all levels
- Experienced in compilation of RFP/RFQ, Techno-Commercial Proposal as part of Pre-Sales
- Sound knowledge of Enterprise IT Application development and Deployment
- Thorough with the functional requirements e-Governance and e-Business

Professional Experience:

Manager - Technical Sales, Hexagon (October 2013 - till date)

- Pre-Sales, Technical Sales, Marketing and Business Development

Team Leader - Systems, GSDL - Govt of GNCTD (June 2012 - October 2013)

- Design, Development & Deployment of various e-governance applications

Team Leader - Software - Navayuga Technologies- (Jan 2008- May 2012)

- Software development and Team management

Reliance Energy- GIS Engineer (June 2005- May 2006)

Training and Certifications:

- Certified Geographical Information System (GIS) Specialist
- Certified training on Salesforce Management and Advance Microsoft Office user
- Attended training on Bid Management
- Diploma in Software Development Life Cycle and Dot Net 4

Achievements:

- Awarded Star Performer of Hexagon, India & SAARC region for consecutive three years
- Letter of Appreciation from Director General, NIC, India for outstanding contribution of NADRS INR 115 Cr. Project.
- Led cricket team of University (Symbiosis) and State (Jharkhand)

Summary of Experience:

- IT and GIS Professional with more than 10 years of experience in design, development and implementation of Enterprise applications. Experienced and Sound knowledge of Consulting and Pre-Sales activities which includes Bidding, Client Support and management, Workflow, Process and Business analysis etc.
- Work experience in diverse domains of e-Governance and e-Business.



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PRINCE BAJAJ

M. Tech. (Energy & Environment Management, IIT Delhi), B. Tech. (Power, NPTI Delhi), MBA (Finance/Marketing, FMS Delhi)

Industry Background: Energy, Infrastructure (Domain: Bidding, Sales & Business Development, Proposal Engineering, Costing)

Key Skills:

- Bid Strategy • Competition Analysis • Market Intelligence • Strategic Partnership
- Product Selection • Target Costing • Risk Management • Contract Negotiations
- Demand Creation • Participative Leadership

Professional Experience:

GE | Gas Power Business | Tender Engineering Manager | Feb'17 - Till Date

GE | Gas Business | Lead Commercial Proposals Manager | Nov'15 - Jan'17

Alstom | Steam Power Systems | Tender Manager | Sep'14 - Oct'15

ISGEC | Utility Boilers Division | Deputy Manager | Sep'06 - Sep'14

- Currently responsible as Tender Engineering Manager for developing competitive bids for Gas based Power projects in Middle East, North Africa & South Asia region.
- Role entails Bid preparation, leading discussions with global EPC Consortium Partners & Customers, Techno-commercial Risk analysis, securing Management approvals & contract finalisation.
- Leading deal team efforts in devising winning strategy for key opportunities by coordinating with global cross-functional GE experts, EPC partners & suppliers.

Training and Certifications:

- 'Commercial Intensity' training with GE leadership team in Singapore.
- Certified training on 'Commercial Awareness-Tenders & Projects' at Alstom University.
- Certified training on Supercritical Power plants at Siemens, Germany.
- 4 days tasks based course in GE on 'Customer Solution Strategies' focusing on strategizing your most competitive solution against competitors offerings to customers for power projects. Made presentation on behalf of team & declared best techno-commercial solution amongst global participants.

Achievements:

- 'Above & Beyond' recognition in GE for contributing to major project wins.
- Rated amongst top performers in current & previous organization for repeat wins with domestic & international customers (worth >500M\$).
- Spearheading multiple initiatives (Guest lecture series, Batch profile, Digital marketing of MBA Executive programme) as students coordinator in FMS.

Overseas Experience:

- Successfully handled bidding activities for several turnkey power projects in Middle East, South Asia & Europe. Few of the major International clients served include DF Energy (Spain), Romgaz SA (Romania), Bangladesh Power Development Board, Ministry of Electricity (Iraq).

Summary of Experience:

- Goal oriented professional with 12+ years of rich exp. in Energy sector with comprehensive product knowledge of Coal & Gas based power projects. Experienced in structuring & negotiating complex deals in multi-cultural business setups with focus on enhancing contribution margin and minimising project risks & liabilities.
- Other interest areas include Clean combustion techniques, Renewable energy, Project financing, Blockchain, Start-ups ecosystem, Content writing & Brand management.



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RAHUL KASHYAP

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

Industry Background: Banking, Financial Services, Healthcare, FMCG, ITES, Outsourcing

Key Skills:

- Financial planning and Analysis, Budgeting and Forecasting.
- Cost Centre Management
- Stakeholder Management,
- Closing and Reporting
- Migrations and Team Management.

Professional Experience:

Manager FP&A-HSBC

- Working as Finance Business partner for Legal and Marketing Function of HSBC Asia for an annual cost base of \$240M.
- Managing P&L, variance analysis, cost tracking.
- Annual operating planning, detailed Budgeting and Forecasting of Legal and Marketing functions.
- Flash Reporting, Actual Reporting.
- Presentations of Financial with Regional and Global Functions and Finance Leads.

Deputy Manager FP&A- United Health Group

- Business Finance, Cost Management.
- Budgeting and Forecasting.

Manager- Finance Operations- GENPACT

- Cost Centre reporting, Cost Management.
- Budgeting and Forecasting.

Training and Certifications:

- Lean Six Sigma Trained and Tested

Overseas Experience:

- GE Capital- Manchester, United Kingdom-Jan'10-Dec'10

Summary of Experience:

- FP&A/Business Finance professional with 11 years of rich experience in Financial Planning & Analysis, Closing and reporting, Financial Review, Business Process Improvements, Transitions and Team Management.
- Quality experience working with working with Business stakeholders in the US, UK and Australia. I have a good mix of onsite experience working with Business in the Manchester, UK for a year in 2010.



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RAJESH KUMAR SAH

MCA (IIT, Roorkee 2003-06), MBA (FMS)

Industry Background: ERP, Scientific, Finance & Telecom.

Key Skills:

- Analysis of requirement specifications and developing, Test Scenarios, Test Cases and Test Scripts based on QA methodologies & their execution, peer review of Test Cases, defect tracking framework development and develop Automation Strategy.
- Co-ordinate with different stakeholder Client, PMO, Pre-sales, and Architect.
- Project Management-End-to-End development, effort estimation, planning & execution, schedule planning, resource planning, People Management and performance review management.
- Quality Assurance, Performance Engineering and Testing.

Professional Experience:

- Worked as Automation Test engineer in Nagarro Software Pvt Ltd for client GE in Data visualization tool to analysed and predict the data trend.
- Worked Engineering Project Manager at Aricent Major clients worked for CISCO, IPC and Polycome for different communication device automation development and testing.
- Working as Hosted System engineer IV in Kronos Solution and handled Project planning, Requirements analysis, Solution Designing, estimating timelines, proposing solutions, planning detailed delivery schedules for new interfaces/features. Work on implementation and design of Automation framework for service and application feature on cloud environment.
- Experience of managing VMware Labmanager, vCloud Director, ESXi deployment and managing it from VCenter Server and vSphere Client in development cycle.
- Expertise in SaaS and multi-tenancy model based deployment and application testing in google cloud.

Training and Certifications:

- Certified ISTQB Foundation Level Certification.
- Certified Safe Agilist from SCALED AGILE, Inc.
- Certified AWS Solution Architect Associate

Achievements & Awards:

- High performing Employee in Kronos 2015-2016
- High performing group award in Aricent 2016-2017
- Understanding Customer Team award in Kronos 2013-2014

Summary of Experience:

- IT Professional with more than 11 years of experience in Software Quality Engineering, and Team management, Project Execution, Planning and Scheduling, Quality Assurance & Control, Business Process re-engineering & Automation Framework strategy and development.
- Work experience in diverse domains like: ERP solution, Scientific, Finance & Telecom.



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SAMPURNA NAND

B.Tech., M.Tech. (Env. Engineering), Pursuing MBA-Executive (FMS)

Industry Background: Steel Industry-Environment Management, Operations

Key Skills:

- Environmental Clearance, Monitoring and Control, Liaison & Interaction, Pollution Control, Waste Management
- Implementation of EMS linked to ISO 14001
- Build up environmental awareness through Environment management and technology initiatives
- Sustainable Development Project/Activities
- Sourcing, Procurement, Supply Chain management, Project Management.
- Planning, Co-ordination and monitoring of production strategy

Professional Experience:

Manager at SAIL, New Delhi

- Worked as Manager Operation and Planning, Co-ordination and monitoring of production strategy.
- Managing environmental pollution control strategy with coordination with the Central Pollution Control Board and Ministry of Environment, Forest and Climate Change
- Co-ordination with project financing team for managing lenders' expectations.

Training and Certifications:

- Legal Aspects relating to Environmental Protection in India

Achievements:

- Pollution control and remediation at SAIL plants
- Resource conservation and management at SAIL Mines

Overseas Experience:

Member of setting up a state-of-the-art 'Polychlorinated Biphenyls (PCB) Management Facility' in collaboration with United Nations Development Organisation (UNIDO) and Union Ministry of Environment & Forests & Climate Change

Summary of Experience:

Environmental Engineer with more than 13 years of experience in Environment Management, Production strategy Implementation, Team management, Project Execution, Planning and Scheduling, and ISO 14001



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SHASHI MOHAN PANDEY

B.Tech. (NIT Allahabad), MBA Executive (FMS)

Industry Background: Power Industry-Design of Power plant structure, Preparation of technical Spec.Project Management

Key Skills:

- Engineering Design-Turbine building, Industrial building, Tall structure design.
- Vendor and Team Management.
- Quality Assurance, Engineering design and Testing.

Professional Experience:

Manager at NTPCLtd.

- Managing Pre-award work like preparation of FR and technical specification, development and review of engineering policies, Guidelines & checklist in area of Civil engineering.
- Post Award activities like Project Review, Engineering Progress Review, Project Cost Control through deviations etc.
- Co-ordination with project construction team for managing site progress as per workschedule.

Overseas Experience:

Worked with Japanese /Korean engineers

Summary of Experience:

12 years of experience in the Industrial steel structure design and Project Management handling large power projects involving Design, analysis, and review of engineering consultancy with domestic as well as foreign vendors.



SOUMYOJYOTI DEBROY

B.Tech. (Civil Engineering), MBA Executive (FMS)

Industry Background: Power Industry-Sourcing, Procurement, Contracting.

Key Skills:

- Contracting-Both large & small, complex Fixed/Variable Price, Time & Material Development as well as EPC contracts.
- Pre-Award and Post Award Contract Management, Sourcing, Procurement, Supply Chain management.
- Vendor and Team Management.
- Project Management-Large Scale Power/Infrastructure Projects.

Professional Experience:

Manager at NTPCLtd.

- Contracts Co-ordinator for Meja Thermal Power Project (2x 660 MW) managing 30 contracts worth approx. INR 6000 Crores.
- Managing Pre-award contract life cycle from Tendering to Bid Evaluation to Award Recommendations and Placing Awards/executing contracts of value up to US\$ 300 Mn.
- Post Award activities like Project Review, Contract Progress Review, Project Cost Control through deviations etc.
- Co-ordination with project financing team for managing lenders' expectations.

Training and Certifications:

- Certification in Project Management (CIPM) by Project Management Association (Indian Member of International Project Management Association).
- Legal aspects of Contracts Management including Dispute Resolution, Conciliation and Arbitration in Contract Management.
- Have working knowledge of Indian Contract Act.

Achievements:

- Received appreciation letters from Group General Manager (Mouda), NTPC Ltd. for finalizing all contracts for Hon'ble Prime Minister and MoSP (I/c) Visit
- Achieved contract execution of Ash Handling Package (1st Unit) by Contract re-engineering when the contractor became insolvent thus saving re-ordering lead time of 180 days.

Global Exposure:

Managed team of vendors/manufacturers spread globally across different time zones (Germany, Russia, Japan and India).

Summary of Experience:

11 years of experience in the Contracts and Project Management handling large power projects involving sourcing, contracting, controlling and monitoring of contracts with domestic as well as foreign vendors.



SUDHIR KUMAR

BA(Hons.) Maths, CAIIB, PGDM

Industry Background: Banking & Finance

Key Skills:

Business Development, Project, Credit Appraisal, Project Monitoring, Client and Team Management, Finance, Treasury and Resource raising, Branch Operations.

Professional Experience:

India Infrastructure Finance Company Limited(IIFCL)-Assistant General Manager (July,2015 to Till date)

- Credit Appraisal (Road Projects) • Project Monitoring • Client and Team Management • Risk Management • Internal Audit • General Administration • CSR

IIFCL-Manager (July 2010-June 2015)

- Resource raising (Tax Free Infra Bonds) • Treasury Operations
- Project monitoring, Business Development, Liaisoning with Banks, Syndicators, various government agencies.

Bank of Baroda-Officer (April 2006-June-2010)

- Handling Savings & Current Accounts, Remittances and Clearing, Maintaining, updating and reconciliation of IBTA accounts, All kinds of returns & MIS reports.
- Design and implement systems and procedures for improving financial performance.
- Develop strategies to enhance market penetration, improve business volumes and growth.

Domestic Market

- Call money, Commercial Papers and Certificate of Deposits, CBLO, Equity and Mutual fund transactions.

Forex Market

- Settlement of Forex Cash, Tom, Spot transactions, Inter Bank forward, Swap transactions, SWIFT messages for Inter Bank transactions, Management of NOSTRO and VOSTRO funds.

Training and Certifications:

- Innovation, corporate strategy & Competitive performance (IIMA)
- Program on advance corporate finance (IIMA)
- Basics of Bond Mathematics and introduction to Indian treasury markets
- Orientation training in FOREX at Apex Training Institution of Bank of Baroda
- Forex Bourse Course at BTC, Reserve Bank of India, Mumbai
- Diploma in Treasury, Investment & Risk Management.

Achievements:

- Headed RO-Mumbai of IIFCL.
- Carried out the migration of accounts from legacy system to CBS (Finacle).

Overseas Experience:

- Two days training on Corporate Finance By Euro Money, Hong Kong

Summary of Experience

Seasoned finance & banking professional with more than 12 years of diverse Finance/Banking experience with a prominent FI & Indian Bank possessing excellent understanding the dynamics of Financial sector and business tactical implementations that supports the strategies and goals of the enterprise.



SUMIT GUPTA

B.Tech. (Electrical Engg.), LL.B. (DU), MBA Executive (FMS-Delhi University)

Industry Background: Power Sector: O&M, EHV Testing, Commercial & Regulatory Matters

Key Skills:

- Knowledge of Various Power sector Regulations, Tariff Orders, Court Judgements, National Electricity Policy, Expertise in Electricity Act 2003 & Regular updation with recent developments.
- Data Handling/Analysis for Capital Investment approval, Assets Capitalization, Tariff Petition etc.
- Expertise in synchronising various issues between Annual Accounts as per Companies act 2013 and Regulatory accounts.
- Team Management. Quality Management System ISO audit, Excellent Time Management, Communication skills.
- Responsible, Team spirit, Research oriented, motivated, and determined to goals.

Professional Experience:

- Manager (Tech.) at Delhi Transco Limited (State Transmission Utility) Govt. of NCT of Delhi with more than 12 Years of Rich Experience in Delhi Power Sector:

- Operation, Maintenance and Testing of Extra High Voltage (EHV) equipments at 220 KV and 400 KV level.
- Presently working as Manager(Regulatory Affairs) and dealing with Preparation/ Filing of Transmission Tariff Petition before CERC/DERC, Assets Capitalization, Appraisal of Capital Investment Schemes and also leading team of Engineers.
- Handling of Regulatory Issues before Supreme Court/High Court/Appellate Tribunal for Electricity.

Training and Certifications:

- Certified Energy Manager by BEE, Govt of India.
- Advance MS excel Certification from Manipal Pro learn.
- Certification in Finance for Non Finance Executive from IIM Lucknow- Noida Campus.
- Lead Auditor Certification in ISO 9001:2000 Quality Management Systems

Achievements:

- Appreciation letter from CMD, DTL for successfully organising "Marathon" event for prioritizing and finalising various pending issues.
- Cash Award for In-house EHV equipment testing and savings to organisation.
- In- House expertise in Tariff Petition and Electricity Regulatory Issues.
- Successfully conducted Training on Commercial aspects for more than 250 Engineers in 12 Batches (In House, CBIP)

Overseas Experience

- Gas Insulated Switchgear (GIS) Training at Changwon, S. Korea.

Summary of Experience:

- More Than 12 Years of Experience in Power Sector in O&M, Testing of EHV equipments, In House preparation of Tariff petition, Knowledge of Regulatory developments, and experience to work directly with CMD of the organisation also.
- The Experience includes Team Management, Project Execution, Quality Management System and Process Improvement.



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SUNIL JAKHAR

BE (Textile Technology), MBA Executive (FMS)

Industry Background: Textile Industry-Yarn, Fabric Sourcing, Purchasing, Development.

Key Skills:

- Sales & Marketing Skill-Key account management, Negotiation, customer relationship
- Sourcing & Purchasing of yarn & Fabric ,Manufacture of Fabric on job work basis, Supply Chain management, Project Management.
- Vendor and Team Management.
- Supply Chain management, Inventory Management, Project Management End-to-End development, integration with ERP system, planning & execution.
- Monitoring Production processes to identify deviations leading to defects & rejections

Professional Experience:

Prescient Color Ltd., Sr. Associate (April 2015 to till date)

- Responsible for Marketing of master batch used for developing shades for Synthetic Fibers, Yarn & Non woven fabric. Responsible for increasing sales for North India Region (B2B). I am dealing with functions related to marketing, customer/Technical support

Aunde India Ltd., Procurement manager, (Oct13 to April 15)

- Responsible for planning & purchasing of raw material required for manufacturing Automotive Fabric Maintaining Yarn Inventory, Manufacture of fabric on Job work basis

Bsl Limited, Commercial Manager (Dec11 to Oct 13)

- Responsible for planning & purchasing of various type of yarn required for manufacturing Furnishing Fabric responsible for Product Fabric development for IKEA Customers. Manage all operations from receiving a order till dispatched to customer

Manohar Filaments Pvt Ltd Asst. Mgr. in planning Deptt (Apr 2006 to May 2008), Purchase Manager (May 2008 to Dec 2011)

- Responsible for planning & purchasing of various type of yarn required for manufacturing Narrow Fabric Purchasing of Dyes, Chemicals, Auxiliaries etc. required for Exhaust & continuous dyeing responsible for overall purchase like machines, spare parts, Pipe & Fitting (MS, GI, HDPE, PVC) wire & Cables, Electrical items.

Porritys & Spencer (Asia) Ltd Textile engineer (May 05 to Apr06)

- Responsible for the Production of industrial fabric for weaving & needling of fabric.

Sangam Suitings, Asst Dev. Officer (Jan 04 to may 05)

- Responsible for analysis & Development of Fabric with production & quality control of fabric for their cash counter brand named Amulya

Training and Certifications:

- Attend National Integration Camp at Officer's Training School at KAMPTEE, Nagpur
- 45 days industrial training at Reliance chemotex Udaipur in year 2001
- 45 days industrial training at BSL Limited Bhilwara in year 2002

Achievements:

- Received N.C.C. "C" Certificate with "A" Grade, from Rajasthan Directorate



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VIKRAM PRATAP SINGH

B.Tech. (ECE), MBA Marketing

Industry Background: Telecom, Lighting, Consumer electronics Smart homes, Smart cities.

Key Skills:

- Designing systems architecture for smart home solutions/IoT.
- Preparing Systems Specification based on requirement
- Keeping track of new technology, evaluation & feasibility of same.
- Analysis of Required tools, infrastructure etc.
- Vendor management, risk analysis & mitigation.
- Managing team to realise the product.

Project Management-End to end product support from mechanical to EMS & assembling. Leading the validation team for quality, reliability, Standards.

Professional Experience:

Working as Systems Architecture (DGM) at Luminous Power Technology.

Worked as Manager Connected light & Controls with Philips Lighting India Ltd.

Worked as Technology Lead with Infosys Technologies Ltd.

Worked as Senior Software Engineer in Wipro Ltd.

- In role Embedded programmer, Modules lead, IOT Products Architect.
- Major Client like , Ericson, Sierra Wireless, Drive Factor, Lighting & Control products, Smart homes Solutions.

Training and Certifications:

- Goldman Communication IoT certified
- Wipro Code Gym Certified
- Several Internal Certification on Embedded Systems

Achievements:

- Wipro Departmental Best Employee Award
- Philips Lighting Warrior Award.

Overseas Experience:

- Richmond, British Columbia, Canada
- Munich Germany.

Summary of Experience:

- Systems Architect with 13 year of work-Embedded systems developer with end to end code quality management, technology evaluation & adaption. Designing Product architecture & realising it along with team.
- Work experience in diverse domains like: Telecom, Lighting, metering, Consumer Electronics.



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VIPIN ROHILLA

BE (Electrical Engineering)-2007, MBA-Finance (FMS)

Industry Background: Consultancy & Training: Energy Efficiency, Energy Management, Sustainable Development, Demand Side Management, Renewable Energy, Project Management

Key Skills:

Energy Audits, Third Party Audit for Energy Savings Verification, Impact Assessment studies, Baseline Studies/Audits, Sustainable development studies, Demand Side Management, Development of Energy Conservation Action Plan, Policy formation study in Energy Efficiency sector, Feasibility Studies, Trainer in Energy & Power Sector, Training course development, Evaluator for Various types of Awards, Bio-mass & Solar Energy, Business Development, Conduct of various examination.

Professional Experience:

National Productivity Council | Consultancy & Training | Deputy Director| Feb'16-Till Date

National Productivity Council | Consultancy & Training | Assistant Director| Aug'09-Feb'16

National Productivity Council | Consultancy & Training | Officer Trainee| Aug'08-July'09

Guru Premshukh Memorial College of Engg. | Education | Lecturer | Sep'07- July'-08

- Presently working as Deputy Director in National Productivity Council, New Delhi (Under Ministry of Commerce & Industry, GoI)

Summary of Experience:

- 10+ years of industry experience in Consultancy & Training.
- Functions Handled: Business Development, Project Manager.
- Customer requirements review and proposal preparation, follow-up with prospective agencies and project execution in Energy & Power Domain. Preparing assignment plan, working and managing the study team. Performing field studies involving project requirements analysis, process mapping, data collection & analysis. Contributing in documenting projects, preparing reports and monitoring project implementation.

Training and Certifications:

- Training on Energy Conservation in Tokyo, Japan (15-26th Feb 2016)
- Multi-country observational study mission on Green House Gas Emission Reduction at Taipei, Taiwan from 1st -5th October 2012.
- Certificate Course in "Electricity Regulation & Commercial Aspects of Indian Power Sector" from NPTI in March 2016
- Certified Measurement & Verification Professional (CMVP- AEE USA)
- Certified Energy Manager (CEM-AEE USA)
- Chartered Engineer (India)
- ISO 50001 Lead Auditor

Overseas Experience:

- DEWA: work as evaluator for Global Water Awards, organized by SUQIA under Dubai Electricity & Water Authority (DEWA).



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VIPUL BIRLA

B.Tech. (Computer Science), MBA (Finance)

Industry Background: Information Technology, Telecom, BFSI, CRM

Key Skills:

- Proven Project & Delivery Management experience for various medium & large projects in diverse technologies & Clients.
- Delivered multiple large IT projects in Telecom, BFSI, & Shipping domains.
- Worked on Business Intelligence, DWH, CRM, ERP & data Migration solutions using enterprise package & tools such as Siebel, Ebiz, Cognos, Informatica,
- Worked with clients from diverse geography locations including USA, Canada, Europe, Japan, Africa & Domestic.
- Managed Business Communication and own the overall architectural responsibility of the projects.

Professional Experience:

- Worked as a Project Manager for Complex projects for PAN Africa countries.
- Major clients – Airtel, Vodafone, Orange, Tigo, SunLife, Oracle, Dubai DryDock.
- Worked on SOW creation, RFP process, estimation, demand & forecasting, project governance & planning along with SDLC E2E phases of the projects
- Worked on delivering Financial Performance Management (FPM) application for PAN Africa from scratch.

Training and Certifications:

- PMP®, SAS® Siebel® Certified Consultant.
- LOMA 280 (Insurance), ITIL Certification
- Pyxis Mobile Application trained in USA
- IBM Blockchain Foundation, Essentials & Advanced trained Consultant

Achievements:

- Setting up and building Siebel CRM competency from scratch at Sun Life Financial.
- Developed Financial Performance Management system for PAN Africa countries.
- Awarded Employee of the Quarter for Client-Server & Vendor Packages global team in Sunlife Financial.

Overseas Experience:

- Visited USA for Requirements gathering & Training on Pyxis Mobile Application

Summary of Experience:

- IT Professional with more than 14 years of experience in Project Management, Transformation, consulting, maintenance & support projects.
- Exposure of domains such as Telecom, BFSI, Sales & Marketing & Shipping.
- Worked with clients from diverse geographic locations including USA, Canada, Europe, Japan, Africa & Domestic.
- Hands-on experience of Business Intelligence, DWH, CRM, ERP & data Migration solutions using Oracle Siebel, Ebiz Suit, R12, Cognos, Informatica, Data Stage, DB2.



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EXECUTIVES PROFILES

**16 TO 20 YEARS
EXPERIENCE**



ANUPAM

BE (Fire Engineering) NFSC Nagpur, MBA Executive (FMS)
Industry Background: Oil & Gas

Key Skills:

Health, Safety & Environment Management, Fire Prevention, Fire Protection, Fire System Design, Process Safety, Disaster Management, Ergonomics, Risk Assessment, Safety Audits, Trainings, EHS Compliance, Corporate Social Responsibility, Sustainability, Accident Investigations, Oil & Gas, Integrated Management Systems, OHSAS 18001, ISO 14001 | ISO 9001

Professional Experience:

- G4S Corporate Services India Pvt. Ltd. | Current Designation: Vice President-Health, Safety & Environment | Apr. 2018 – Till Date
- Bennett, Coleman & Co. Ltd. (The Times Group) | Deputy General Manager-Head HSE | Jul. 2017-Apr. 2018
- IBM India Pvt. Ltd. | Safety Leader (India & South Asia) | Mar. 2013-Jul. 2018
- Maruti Suzuki Pvt. Ltd. | Manager-Fire & Safety | Jan. 2011-Mar. 2013
- Indian Oil Corporation Ltd. | Deputy Manager-HSE | Mar. 2001-Jan. 2011

Trainings and Certifications:

- IRCA Registered Lead Auditor for OHSAS 18001:2007
- Certified Internal Auditor for IMS & EMS as per ISO 9001:2000 & ISO 14001:2004
- IMO Level - 1 Training with Indian Coast Guard on Mitigation of Marine Pollution
- Training on Coastal Zone Regulations from Kolkata Port Trust

Overseas Experience:

- Safety Advisor at IBM UK Limited | Location: Portsmouth
- Safety Advisor (UK) | Oct. 2014-Dec. 2014

Summary of Experience:

- Over 17 years of rich experience in the field of designing, implementing, and maintaining Health, Safety & Environment Management Systems (Integrated Management System, OHSAS 18001 & ISO 14001)
- Demonstrated proficiency in design and evaluation of Fire Prevention and Protection Systems
- Well-versed with National and International HSE Regulations, Codes, and Standards



BHUPENDRA SINGH

B.Tech. (ECE) from Kanpur university, LL.B. from, Law Center-1, University of Delhi, MBA (Executive) from FMS, University of Delhi
Industry Background: Telecom

Key Skills:

- Currently working in SAP MM-Module including Development, integration, Functional testing in MM Module and training to the end user.
- Team Management, Project Management, Installation, O&M of Telecom Switches like 5ESS, EWSD, C-Dot etc., 2G and 3G BTS & BSC and coverage testing of Mobile network.
- Outdoor Telecom Network Management, Indoor Telecom Network management and Mobile Network management.

Professional Experience:

- Manager in BSNL and experience in field of installation, operation, testing and maintenance of Telecom gear and equipment, maintenance of outdoor network, liaisoning with key government agencies.
- Worked in carrier wholesale division of BSNL where interacted with indian as well as global Telecom service Providers for the bandwidth and internet connectivity.
- Interacted with TSPs (Telecom Service Providers) of SAARC and other country for selling and procurement of Bandwidth, Internet connectivity like Metrofi, verizon, Q-Tel, DU, Sprint etc.
- Presently Member of National ERP core Team of BSNL for ERP Rollout and implementation in BSNL on Pan India Basis and working closely with GST implementation project.

Training and Certifications:

- Various training in the field of Telecom switches, Mobile technology, SQL and Oracle in leading Telecom Training Center ALTTC, Ghaziabad.
- Participated in Training conducted by IIT-BHU for BSNL Executive on "Talent Management and Career Progression".

Achievements:

- Received appreciation of letter from Q-Tel for the services rendered during 15th Asian games at Doha, Qatar in 2006.
- Achieved agreement of termination rates, bandwidth and internet connectivity with Global TSPs.

Overseas Experience:

- Worked in Qatar in association with Q-Tel (Qatar Telecom) as Telecom Professional during 15th Asian games-2006 at Doha.
- Represented BSNL in Indo-Bhutan Telecom Summit-2012.

Summary of Experience:

- Telecom professional with more than 16 years of in field of installation, operation, testing and maintenance of Telecom gear and equipment, maintenance of outdoor network, liaisoning with key government agencies.
- Work experience in diverse domains like: Customer Care, EB, Mobile Network Coverage, 2G, 3G and Various Telecom gear including indoor and outdoor Telecom Network Management etc.



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BIJENDRA KUMAR

B.Tech. (Mechanical Engineering), MBA (FMS)

Industry Background: Maintenance, Inspection, Planning, Procurement of Machine & Plant and Project Management

Key Skills:

Strategic Planning, Procedure Development, Team Management, Cost Reduction And Containment, System Implementation, Team Building And Manpower Utilization, Monitoring of Execution of Projects

Professional Experience:

Northern Railway—Sr. Engineer/Mech. Planning, Procurement of Machine & Plant from March 2018 Till Now.

Center for Railway Information System(CRIS)—Assistant Manger as a Domain Expert for ERP and Design and PLM Software from Sep 2012 to March 2018.

Northern Railway—Sr. Engineer/Mech. Maintenance with Planning, Procurement of Machine & Plant, Project Management from Jun 1998 to Sep 2012.

Summary of Experience:

- Managing plan Head 41 and 42, asset register of M&P.
- Associated with Center for Railway Information System, New Delhi as Assistant Manager as a domain expert for ERP implementation and Design & PLM software in Manufacturing Units of Indian Railways.
- Associated with National Project (Udhampur-Srinagar-Baramulla Rail Link) for approval of drawings of infrastructure for Mechanical facilities and proposal and procurement of M&P required for DMU car shed Budgaom & Carriage Depot Katra and ART equipment's for Budgaom.
- Inspection and material planning at C&W workshop Jagadhari Workshop.
- Awarded by CME/NR and CWE/NR in the year CME award 2006-07 & 2009-10, CWE award 2002-03, 2007-08 & 2007-08 and GM/CRIS award 2014-15.



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DINESH SINGH

BE (ECE), MBA- IT

Industry Background: Manufacturing, Oil & Gas, Logistics, Retail, Postal & Courier, Automobiles, Food Packing & Processing

Key Skills:

- Leading and managing large technology organizations, Innovations, Operational Excellence Initiatives, Technology and Organizational Transformations
- Implementing, Upgrading, Migrating, Support & Optimization of SAP Suites and COTS applications
- Expertise in Business Intelligence, Analytics, Dashboards & Reporting on Enterprise Architecture
- Hands-on experience pertaining to SAP HANA/BO/BW/BI/BASIS/BPC/C4C/PO/DMS/EP/SOLMAN/BOFC and SAP ABAP/ABAP-HR

Professional Experience:

Technical Services Head-IT at JK Cement Ltd.

- Major clients worked for-JK Cement Ltd., Tetra Pak, TOTAL, Royal Mail Group, Threshers Group, Visteon, Goodyear, McCormick, Win Cable Network
- Working as Technical Services Head-IT in JK Cement since Sep'12. Responsible for IT Operations, IT Budgeting, Applications Development, SAP Implementations, Enterprise Architecture, Analytics, Dashboards & Reporting
- Worked as SAP BW Developer in Mindteck Singapore Pte. Ltd. from Feb'12 to Aug'12
- Worked as Application Developer in IBM from Feb'10 to Nov'11
- Worked as Associate Consultant in Sopra Steria from Oct'05 to Jan'10
- Worked as Consultant in Capgemini from Jun'05 to Sep'05
- Worked as Technical Consultant in Knowledgecrop Technologies Pvt. Ltd from Jul'02 to May'05
- Worked as Developer in BARIL Solutions from Jun'01 to Jul'02

Training and Certifications:

- Certifications: Solution Consultant-Business Intelligence-SAP AG, Development Consultant-ABAP- SAP AG, ITIL Certification in IT Service Management
- Trainings: PMP Certification 4.0, ITIL Training Inspirational Leadership, SDLC, Emotional Intelligence | QlikSense, SAP BO 4.1, Xcelsius Enterprise 2008, C4C, BPC, SAPPO, SSO, SAP Workflows, MDM, EDI & IDocs

Achievements:

- Received Certificate of Appreciation from VP, SAP Information System, TOTAL, Star Performer Awards at IBM, Pat-On-The-Back Awards at Steria Sopra

Overseas Experience:

- Worked as Business Process Expert-BW at Tetra Pak, Singapore
- Worked as Project Lead at RMG, UK for ESS/MSS Implementation

Summary of Experience:

- Enterprising IT Leader with 17 years and verifiable year-on-year success in driving overall Business Technology initiatives (in sync with the macro-organizational strategies); defining IT Roadmap, Budgets & Technology Upgradation, while ensuring Operational ROIs/ Cost Savings
- Hands-on experience in implementing and enhancing SAP applications by designing and developing business benefiting complex functionalities



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KARUNAKAR JHA

B.E (Electrical Engg, JEC), LLB (Law Faculty, DU), MBA (Marketing) FMS

Industry Background: Power Distribution (Utility) Construction of Electrical Substations.

Key Skills:

Distribution Network Operations, Maintenance of distribution Switchgears, Erection and Commissioning of Distribution Substations, Remote Network Operations Using SCADA & DMS, Distribution Reliability Calculations, Energy Accounting & AT&C Loss Calculations, Analysis of Distribution Losses, Power Quality, PTW and Safety Management.

Professional Experience:

Tata Power-DDL | Power Distribution | Head of Group (Energy Audit) | Jan 2003- Till date.
Triple A Engineering | Electrical Installations & Commissioning | Site Manager | March 2000-Dec 2002

- Presently Working Head of Group (Energy Accounting). Key responsibilities includes Calculation Input, Distribution Losses at various stages, and AT&C Loss and power efficiency measures across the organisation.
- Project Manager for India's first Grid connected 10 MW Battery Energy Storage project at TPDDL 66 KV Substation at RG-24.
- Implementation of Utility scale Power Quality Measurement at 40 locations in TPDDL.

Training and Certifications:

- Energy Management (ISO: 50001)
- One Month Visit to Brazil (CPFL) for learning Best Practices in Distribution Management

Achievements:

- Implementation of Distribution Management System in Tata power-DDL
- Leading as Project Manager in execution of India's First Utility Scale Grid connected 10MW Battery Energy Storage in Sector-24 Rohini
- Appreciation by Management for achieving Key Performance Parameters

Summary of Experience:

- 17 years industry experience in Power Sector including Erection and commission of Distribution Substations, Distribution Operations, Remote Network Operations using GIS, SCADA, DMS and Reliability Improvement, Energy Accounting and calculating Distribution Losses
- Special Interest and knowledge in Battery Energy Storage, Power Quality Issues, Analytics in Distribution Loss calculation.



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LOKESH KUMAR

MBA Executive-FMS, Masters of Computer Application, MBA-Information Technology, Bachelor of Information Technology, HND in Computing & Multimedia

Industry Background: Telecommunications, IT Enabled Services

Key Skills:

Product Development: People Management, Agile Coach, Stakeholder Engagement, Process Improvement, Supplier Management, Budgeting & Cost Optimization, Project Management.

Service Delivery: Customer Relationship Management, Service life cycle management, Service implementation, continual improvement, Service Transition in Globalized environment, Escalation management, Process & performance improvement, financial planning and recoveries

Operations and Support: Operations Management, Business Transition and Development, Process re-engineering, Change Management, Manage Services and Financials, Business continuity

Professional Experience:

ERICSSON

1. **R&D Manager:** Responsible for Development and Delivery of Software / Product for Charging Systems, Steering Group Leader for consultant / contractual resources.
2. **Senior Manager:** Domain Operations (PSS): Heading complex operations including Services and R&D IT Infrastructure, Application Integration and Operations, Cloud Environment, Data Center Management, Global IT Service Delivery, Proof of Concepts, Demo & Trials.
3. **Customer Manager:** Responsible for overall Service Delivery & Management for Test Environment / Data center ensuring CSAT, Cost Optimization, OLA/SLA and resource engagement.

ORANGE BUSINESS SERVICES (FRANCE TELECOM)-Service Implementation Expert: Responsible for design, development & Implementation of new services. Ensuring effective collaboration with respective stakeholders. Providing pilot support after FOI for effective life cycle management.

FCS Software Solutions India Pvt. Ltd.- Support Executive - E-Learning Services: Responsible for providing Technical Support, Co-ordinating with development team for change requirements, testing the designed modules from user perspective and training end users.

Training and Certifications:

- ITIL Expert (ITIL SS, SD, ST, SO, CSI, MALC)
- Certified Leader (Leadership Level 1 Assessed) with LCC Training
- Certified Level 3 Manager for Great Places to Work
- Lean Sigma, Agile practices, Six Sigma, PMP, e-Prop C Training

Achievements:

- Key Contributor Award; Power Award
- Accomplished Transition Management for Global ICT cost optimization
- Appreciation for multiple Automation resulting in cost savings
- Driver for Lead Time Reduction Program, lead Data Center operations

Overseas Experience:

Lead Development Team in US, Poland; Managed transitions from Sweden and Canada to India; cross cultural engagement with Swedish Teams.



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MOHAMMAD SAEED KHAN

B.Tech., MBA-Finance(FMS)

Industry Background: Strategic Management Consultation, Business Development & Operations

Key Skills:

Business Operations, Project Management, Coordination, Administration, Implementation of Processes, Standards and Parameters and Due-Diligence for Private Equity Investments.

Professional Experience:

- Top Associates for Growth, A Strategic Management Consultancy | Founder & CEO Period: From Jan. 01, 2017 till date
- MASS CLIMB, a strategic management consultancy | Head-Projects (National & International) Period: From Jan. 01, 2008 till Dec. 31, 2016
- MASS SMCI, a strategic management consultancy | Head-Business Operations (National & International) Period: Dec. 2005 till Oct. 2007
- SMCI India Ltd., a strategic management consultancy | Manager-Business Operations, Period: May 2003 till Nov. 2005

Training and Certifications:

- Attended various international training programs in India, UAE, KSA and Europe

Achievements:

- Handled the import and exclusive distribution of a moisture meter manufactured leading companies like GE, United Kingdom and Brookhuis, Netherlands for entire India
- Provided consultation to various national and international groups in different areas
- Worked as Project Head for systematization of herbal manufacturing company, management institute, industrial training institute, real estate development and selling companies
- Participated in systematization and ERP implementation at a real estate company
- Participated in consultation provided to individuals/companies based in United States, United Kingdom, United Arab Emirates, Japan and other countries willing to launch their projects/products in India and Vice-Versa

Strengths:

- Leadership Skills, Strategic Analysis, Interpersonal Skills & Project Management

Overseas Experience:

- Done consultation projects in Europe (Netherlands & Spain) and in United Arab Emirates and Kingdom of Saudi Arabia

Summary of Experience:

- Strategic management professional, working since 2003, proven expertise in business operations, project management, coordination, administration, implementation of processes, standards and parameters and due-diligence for private equity investments.



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MOHIT MISHRA

BA (Journalism & Mass Comm.), MBA Executive (FMS)

Industry Background: Journalism and Mass Communications- Journalist, Writer, Producer, Director, dCreative Direction, Documentary Maker, Film Writer.

Key Skills:

- Leadership-Leading the team of Journalists for day to day and special news event. Conceptualizing, Planning and Executing special news and events.
- Non-Fiction-Producing, Writing Directing News and Non News Based special shows
- Fiction-Writing films, Short Film making, Lyricist, Creative Consultancy
- Working on two Fiction and Non Fiction books, one on Electoral History of India and the other on the collection of Short Stories.
- Consulting communications strategy.

Professional Experience:

Associate Executive Producer, Network 18 Ltd.

- Leading the team for the News and Special shows.
- Planning and Executing Special Shows and Events.
- Part of the Core team of the channel.
- Co-ordinating with various channels and teams of the network

Achievements:

- Part of the team that launched Sahara Samay News channel in 2003
- Part of the various teams that relaunched channels
- Wrote highly acclaimed short films like Anid'84, Paradise Calling
- Consulted on media strategies of Social Organisations
- Created top rated content for the networks

Summary of Experience:

18+ years of experience in Television News and Current affairs genre, Leadership role since early stage of the career has made me realize the responsibilities and sensibilities of a leader as well as the importance of the content in the Mass Communication field. A specialist in creative field, innovative Producer, Creative Director and fluent writing are the skills acquired through hardwork.



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NANDKISHORE PATANKAR

BE (Electronics and Communication), MBA-FMS Delhi

Industry Background: Telecom, Healthcare, IT Services, IT Products, Telecom Billing, Service Assurance, IT Consulting

Key Skills:

Project Management: Custom Software Development, Resource Management System Migrations, Cutover, Change Management, Project Scheduling

IT Project Lifecycle: Requirements Analysis, Systems Engineering, Systems Design & Development, Implementation, Pre-Sales Support, Testing/QA/Rollout/Support

Value-Added Leadership: Cross-Functional Supervision, Team Building & Mentoring Client Relations, Business & IT Planning, Vendor Management.

Professional Experience:

- Work in a Healthcare start-up in molecular diagnostic space working in areas of general management, operations, information technology, project and product management
- As part of PMO, collaborated and directed the coordination of efforts with senior management, functional managers, and project managers across IT, VAS, Core Network, Marketing, Sales and Customer Care of mobile operator, third party billing and VAS vendors for a Billing transformation and Datacenter setup project for telecom service provider.
- Managed project and staff performance; ensured appropriate resource allocation, solution designing, estimating timelines, proposing solutions, planning detailed delivery schedules and spurred completion of activities cascading direction downstream to assigned developers for stabilizing the product integration in the overall billing solution in a telecom billing product and services company
- Established offshore support team for the entire billing solution offshore. Monitored and reported SLA compliance statistics.
- MBT, Agilent Technologies, Convergys, CromDx Solutions, British Telecom, Telkomsel, Qatar Telecom, NCell-TeliaSonera Group

Training and Certifications:

- Executive Management Program in Strategic Innovations, Digital Marketing, & Business Analytics, Department of Management Studies, Indian Institute of Technology Delhi (2017)
- Diploma in Advanced Computing, C-DAC, Bangalore in 1996

Overseas Experience:

- Over 5 years of client facing experience in leading telecom companies NCell-Kathmandu, PMO Consultant, Requirement Gathering, Implementation Support, Data migration, Cutover, Network Integration, User Acceptance Testing- Qatar (Doha), Managed Services Consultant, Telkomse (Jakarta), Cutover and Migration lead, Agilent Technologies, Folsom, Business Analyst, British Telecom-London, Developer

Summary of Experience:

- Over 18 years of experience of working across Healthcare, Telecom Inventory, Service Assurance (OSS) & Telecom Billing Industry (BSS) in general management, operations, information technology, project and product management
- Experience in startup and large multinational corporations in product development and also at client locations with various vendor teams to ensure project implementation and delivery.



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OM NARAYAN SINGH

B.Tech./B.Engg. (Electrical), MBA Executive-FMS

Industry Background: Energy (Power), Operations, Contracting and Sourcing.

Key Skills:

- Competitive intelligence, Procurement, Contracting, Supply chain management, E-tendering, SRM E-Auction,.
- Contract/Vendor management & negotiation
- Project coordination & resource management.
- Client and Team Management, Problem Solving, Analytical & Adaptability.
- Plant Operations

Professional Experience:

- Presently looking after Procurement & Contracting for R&D business Requirements, spares procurement, planning detailed delivery schedules for timely execution of packages.
- 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. Contract monitoring & Supply chain Management.
- Post Award activities like Detailed Project Review and Contract Progress Review.
- Material management of Power plant equipments and spares included.
- Engineer- Operation of 200 MW and 500 MW Units of Thermal Power Plant, Frequency Management by Maintaining Units Load, Maintenance requirements of equipments in units, auxiliaries and resource optimization.
- Plant operations, Process-scale-up and modifications.

Training and Certifications:

- Completed HBR-HMM one year e-learning Certificate course.
- Attended two weeks training programme on EMC at IIM Indore.
- Certified Energy Auditor from BEE (Bureau of Energy Efficiency).

Achievements:

- Received prize from NTPC under 'Reward & recognition scheme'

Summary of Experience:

- Professional with more than 18+ years of experience in Power Industry, Team building and team management, Project Execution, Sourcing, Planning and Scheduling, Process Control and Improvement.
- Work experience in diverse domains like: Operation, Contracts and materials, Procurement, Supply chain management.



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PALLAVI MITTAL

B.Tech (Electrical Engineering), MBA Executive (FMS)

Industry Background: Power Industry-Design, Project Management, Sales & tendering and Operations.

Key Skills:

- Project management of both large & small Hydro Projects and transmission line.
- Project Management-End-to-End development, integration with ERP system, Functional testing, tendering, planning & execution.
- Excellent communication skills, time management skills and Prioritizing tasks to meet deadlines.
- Team spirit, motivated, responsible, energetic and determined to goals.

Professional Experience:

Total Experience in Power Industry 15 years

- Presently working with Teesta Valley power transmission limited (a govt. enterprise-JV of Power grid corporation of India limited & Teesta Urja Limited), as Senior Manager Business development & Operations, a company engaged in developing transmission lines. (June 2016- till date).
- Earlier worked with GE (Alstom Projects India Ltd.), as Sales & Tendering Manager, Project Manager, Planner, Feedback Manager Design Engineer, a company engaged in the production of hydro power. (May 2005- June 2016).

Started with Toshiba, as a Erection & commissioning Engineer of **TEESTAV (3x 170MW) Hydro Power Project. (July 2003- May 2005).**

Training and Certifications:

- Training for Planning and Scheduling with Primavera.
- Training for SAP and AutoCAD.
- Undergone training for Competition Law Compliance, Ethics & Compliance and Safety.

Achievements:

- Appreciated by Client & awarded by Alstom MD for timely completion & Good Monitoring of the Project. (like Subansiri HEP, Chamera III HEP).
- TT Gold Medalist, National Kendriya Vidyalaya Championship.
- Head of Women Association at Alstom Projects India Ltd.

Overseas Experience:

- Managed team of manufacturers spread globally across different time zones.

Summary of Experience:

15 years of experience, started carrier as Erection & commissioning Engineer, then became Design Engineer, further played the role of Planner, Project Manager, Sales & Tendering Manager, Business development Manager and finally working as operation Manager.



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PEEYUSH DAYAL MATHUR

B.Sc.-University of Rajasthan, PGDBM (Marketing & Finance)-IMS, Ghaziabad, MBA Executive (Strategy & Leadership)-FMS

Industry Background: Banking/Financial Services/ITES/Consultancy

Key Skills:

- Leadership Skills: Planning, Strategy, Conceptualization, Communication, etc.
- Process Skills: Process design, Process re-engineering, Time Management, Quality focus, etc.
- People/Soft Skills: Communication, Coordination, Training, Motivation, Influence, Negotiation etc.
- Risk Management: Operational Risk, Credit Risk, Risk Control.
- Operations Planning: Risk review, Self Inspection, Audit, BCP, etc.
- Quality Assurance: Quality Audits, Operations, Administration, Systems, etc.
- Operations: Corporate Operations, Core Banking Operations, Credit Operations, Liability Operations, Asset Operations, etc.
- Project Management: New Product & Services launch, New Branch opening, System development and enhancement projects, etc.
- Relationship Management: Relationship development, Sales Promotion, Sales Force Management, etc.

Professional Experience:

- Vice President (Risk Control) at Sumitomo Mitsui Banking Corporation.
- Vice President (Operations & Service Delivery) at Yes Bank Limited.
- Assistant Vice President (Liability Operations) at Barclays Bank PLC.
- Assistant Manager (Consumer Credit & Risk) at Hong Kong and Shanghai Banking Corporation.
- Officer JMG Scale- I at HFC of Central Bank of India.
- Relationship Development Officer at Reliance Infocom Limited.
- Sales Executive at IDBI Bank Limited.

Training and Certifications:

- Six Sigma Green Belt [KPMG, Gurgaon]
- AML Certification [IBPS, Mumbai]
- KAIZEN Leader TTT programme [SMBC, Singapore]
- Project Management [SMBC, Singapore]
- Leadership Training 'Lead with Passion' [Yes Bank]
- Training on 'Soft Skills and Assertiveness' [Barclays]

Achievements:

- 'Annual Award' for setting up new bank branch at Mumbai.
- 'Process Excellence Award' for System implementation for Risk/Loss incidents reporting.
- New branch, New products, New systems launch.
- Effective Audit coordination and negotiation.
- Various Process re-engineering and Process Improvement projects implementation.

Summary of Experience

Banking professional; with around 18 years of Industry experience. Have worked in various banking functions. Well versed in Banking policies & practices, Risk Management tools and techniques.



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RAJ KAMAL SHARMA

B. Sc. (PCM)-DU, BCA, MCA, MBA-FMS

Industry Background: Ecommerce, Fintech, Internet Marketing, B2B Marketing, Outsourcing

Key Skills:

- Product/Business Management & Marketing
- Business Development & Strategic Alliances
- MSME Exposure & B2B Marketing
- Outsource Channel Management / Vendor Management
- Email Marketing, SMS Marketing, Affiliate Marketing
- Large Team Management-Field Sales force, Tele-sales
- Business Intelligence, Negotiation & Alliances Skills

Professional Experience:

IndiaMART InterMESH Limited, NOIDA, INDIA- Mar'2004-Till Date

IndiaMART is India's largest online marketplace, connecting buyers with suppliers. The online channel focuses on providing a platform to Small & Medium Enterprises (SMEs), large enterprises as well as individuals.

- Vice President-Customer Servicing (150 Cr. Portfolio)
- Associate Vice President-New Customer Acquisition (North & East India)
- Associate Vice President-Tolexo.com (Big Brands)
- Associate Vice President-Product (BuyLeads-Flagship Product)
- Sr. Manager-Product (BuyLead Service)
- Manager-International Sales & Business Alliances
- Hands on experience of strategic business planning & execution through product, marketing, alliances, technology, sales, customer servicing & business operations.

Training and Certifications:

- LDP by Professor Clive Rubery
- Management Development Program by FOSTIIMA
- Certified Leadership Program of Franklin Covey

Achievements:

- Awarded 'Employee of the Year' 4 times in last 14 Years.
- Innovated BuyLead Product, awarded as best innovation in APAC by MANTHAN.

Overseas Experience:

Enormous exposure of trade show / business event participation & business alliances. Visited USA, Germany, France, Netherlands, UAE, Turkey, China, Hong Kong, Macau & Thailand.

Summary of Experience:

- An entrepreneurial business leader with over 15 years of experience in General Management with ability of driving vision, managing online businesses, building and leading great teams, and demonstrating continuous business growth.
- Ability to support & sustain a positive work environment that fosters team performance with strong communication, analytical & leadership skills.



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RAJESH KUMAR

BA-Kurukshetra University, MBA-Marketing (FMS)

Industry Background:

Key Skills:

- Tendering
- Customer Service Management
- Service Design
- Bidding Process
- Anti-Corruption Investigation & Reporting

Professional Experience:

Ministry of Railways

- Public Grievance Directorate| Commercial Inspector (June 2016 to till date)
- Tourism & Catering Directorate| Commercial Inspector (2012-14)
- Vigilance Directorate| Presenting Officer (2010-12)
- Vigilance Directorate| Investigating Inspector (2007-10)

Northern Railway

- Ambala Division| Commercial Inspector/Planning (2006-07)
- Ambala Division| Commercial Inspector/Passenger Reservation System (2014-16)

Training and Certifications:

- Vigilance Inspector's training at New Delhi
- Training of Higher Commercial by Zonal Training School, Northern Railway

Achievements:

- Award by Member Staff, Ministry of Railways
- Award by Advisor/Vigilance, Ministry of Railways
- Award by Divisional Railway Manager, Ambala

Summary of Experience:

- Management of Public Grievance platforms of Indian Railways
- Inspection & Supervision of Commercial activities over Indian Railways e.g. Passenger Ticketing, Reservation, Parcel Management, Ticket Checking, Catering Activities
- Assessment/ Inspection of Passenger Facilities
- Tendering in Railways (Income/Expenditure)
- Six years experience in Anti-Corruption Wing of Ministry of Railways
- Investigation & Reporting to CVC
- Departmental Disciplinary Inquiry
- Filing and managing Departmental Court cases at all level



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RAJNEESH KUMAR MEENA

BE (Electrical), Delhi College of Engineering, MBA Executive-FMS
Industry Background: Oil & Gas Sector-Operation, Supply Chain & Logistic, Optimization

Key Skills:

- Optimization of supply & Demand management, Economical Analysis, Strategic location identification with purpose of least cost & profit maximization.
- Product handling like MS, HSD, SKO and LPG-Product management, location handling, MM Module, S&D Module.
- Project Management-Oil industry, Power Sector, & Transportation Sector i.e. DMRC first under ground project execution, End-to-End development, Functional testing, testing estimation, planning & execution.
- Business process optimization for the leading Indian Company IOCL, Infrastructure development work, Q&Q Assurance.

Professional Experience:

Manager at Indian Oil Corporation Ltd

- Optimization of Indian Oil supply chain & logistic for POL products, Decision analysis for the import of finished petroleum product in India, Business Process Optimisation (BPO) for IOCL on monthly basis, Infrastructure analysis, Economic studies.
- Project Engineer at DMRC for the first under ground tunnel work responsible for Electrical, Air conditioning of tunnel and underground station, drawing finalisation, timely execution of project.
- Operation and commissioning Engineer at NTPC Ltd for the 500MW Rihand Super Thermal Power Plant.
- Design Engineer at Desein Indure Group of Companies for the Electrical installation at Thermal and Gas based Power Plant.
- Operation Engineer at Indian Oil Corporation Ltd for Product handling like MS, HSD & SKO.
- Manager (Plant) LPG, for biggest LPG handling location of India includes the receiving, storage and delivery of LPG. LPG equipment inspector.

Training and Certifications:

- Building leadership & Broadening Horizon by MDI Gurgaon
- Advanced Safety by NITIE, Mumbai

Achievements:

- Learning French from Alliance Francaise de Delhi.

Overseas Experience:

- Electrical designing work for the Australia Power plant in association with BHEL

Summary of Experience:

- 15 years experience in diverse core industries with major in Oil & Gas Sector.
- Designing of Electrical system, execution of project, supply chain & logistic, location handling experience, Optimization, BPO, Infrastructure Analysis, Economics studies, Management Information system.
- Work experience in diverse domains like: Power Sector, Public transport, Oil & Gas.
- Diversified job experience like: Operations, commissioning, Project handling, BPO, Optimization, Safety, location handling, IR issues, Q&Q, etc.



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SALIL MOHAN

B.Sc., Certificate in Management from IIM Bangalore, MBA
Industry Background: Tata Steel, Defence (Army, Army Air Defense)

Key Skills:

- Proven experience in External Stakeholder Management for facilitating existing operations and greenfield projects
- Business HR for a profit centre and ability to handle end to end HR functions for a business functions.
- Successfully executed civic action programmes and projects under OP SADBHAVNA in J&K as part of Army's outreach efforts for local population.
- Extensively handled manpower, administration, training and HR tasks of a unit actively involved with counter insurgency operations in difficult terrain in J&K.
- Proven team management, motivational, communication and problem solving and quick decision making.

Professional Experience:

- An ex Army Officer currently Working as a Resident Executive in Tata Steel Corporate Office at Delhi.
- Managing External Stakeholders (bureaucrats/technocrats/politicians and other important stakeholders) for facilitating existing operations and greenfield projects
- Maintaining and improving the TSL brand image by meaningful engagement and management of the external stakeholders and aligning them to the Long Term Plan for achievement of objectives.
- Worked as a Business Hr for a raw material division of Tata Steel and Performing the role as a strategic HR Partner who aligns the HR strategy with the business functions current and future needs by providing professional HR support.
- Responsible for implementation of all HR processes/activities in assigned BU/profit center/cost center for acquiring, developing and retaining quality manpower based on the Business Plan of the BU.
- Further, the position as Single point of Contact for all the HR related issues/processes for the concerned BU and act as a listening post and work towards enhancement of employee engagement & happiness
- Served as Battery Commander in a Air defense Regiment and successfully handled the air defense functions of a subunit w.r.t air defense in op parakram/op marusthal and peace time.
- Successfully executed civic action programmes and projects under OP SADBHAVNA in J&K as part of Army's outreach efforts for local population.
- Handled both line and staff appointments for unit deployed in counter-insurgency role in J&K, where the charter of duties covered a wide canvas of HR, administration, training, welfare and field communications planning and execution tasks.

Additional Assignments:

- Working as TQM Coordinator for the department and instrumental in formulation, monitoring and deployment of ABP and TQM approach (daily management & policy management). Preparation for the TBEM (Tata Business Excellence Model) Assessment.
- Instrumental in preparation for assessment (for raw material HR functions) for the Demming Grand Prize.
- Have worked as a Guest Faculty in the Tata Steel Management Development Center Jamshedpur.



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SANTOSH MADHAVI

B. Sc. (Chemistry), MBA Executive-FMS
Industry Background: Manufacturing, Flexible & Bulk Packaging

Key Skills:

Operations:

- Production, Planning & execution related to Printing & Lamination.
- Efficiency & Productivity Enhancement with available resources. Process Improvement for existing product, Cost control through process optimization.
- Monitoring CRM to resolve disconnect at customer end for technical qualification.
- Prioritizing & executing production based on work order, Production Planning & Control
- Team training & management under QMS to improve overall operational effectiveness.
- MIS reporting to Management

Project Management:

- Undertook several R&D projects for development & commercialization namely : Sustainable product for easy recycle, High barrier film, Replace PVC film in Blister packaging (Pharmaceutical Industry), Easy Peel Film, Thermoformable film, Heat seal film.
- Work experience in diverse domains like: Flexible Packaging, Plastics & Polymer, FMCG, Pharmaceuticals, New Product development, Quality Management System (QMS), ISO 9001, HACCP, DMF

Professional Experience:

- Manager NPD & Technical service -UFLEX Limited, November 2012-Present (5.8 years) Noida, India
- Asst. Manager NPD & Technical Services-Parry Enterprises India Ltd. Tuflex India, February 2012-November 2012 (10 months) Bharuch, India
- Executive Production-Kris Flexipacks, February 2011-February 2012 (1 year 1 month) Daman, India
- Supervisor - Positive Packaging Industries Limited, January 2003-February 21 (8 years 2 months) Mumbai, India

Training and Certifications:

- Internal Auditor ISO 9001: 2008
- Executive Development program for Production and operation management from IIT Delhi

Achievements:

- Developed & commercialized BOPET film for bulk Packaging (300Tons/annum)
- Development & Commercialization Polymer film for food & Pharmaceuticals Industry (50Tons/Annum)
- Nylon replacement BOPET film (30Tons/Annum)
- Easy Peel Film for Food & Pharma Industries (24Tons/Annum)



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SHYAM GUPTA

B.Tech. (Mechanical)-DCE, MBA Executive-FMS
Industry Background: Chemicals-Manufacturing of Refrigerant Gas, Tyre Cord Fabrics, BOPET & Polyester Films etc., Consumer Electronics - Colour Picture Tube Manufacturing.

Key Skills:

Project Management, Budgeting & MIS, Procurement, Contracts & Agreements

Professional Experience:

SRF Limited, Gurgaon: Assistant Manager-Special Projects

- Project co-ordinations with all key members of project team comprising of Client, Consultants, Architects & Contractors etc.
- Project Budgeting, Analysis, Cost Control and MIS.
- Procurement of capex and high value items for all the projects in India.
- Analysis of requirement specifications, RFQ, Negotiation, Order finalization and Logistics etc.

BPL Display Devices Limited, Ghaziabad: Assistant Manager-Purchase & VD

- Cost estimation for machined components, fabrication & modification jobs as per requirements and placing purchase orders accordingly.
- Procurement of MRO items like electrical & electronic spares, hardware items, indented spares for machines i.e. Compressor, DG set, Transformer, Chiller, ETP & R.O. Plant etc.
- Inventory Control for consumables & spares to maintain low cost inventory level.
- Development of new vendors and periodic vendor evaluation as per ISO norms.
- Implementation of 5 S, KAIZEN and TQM techniques.

Training and Certifications:

- Planning & Prioritization
- Achievement Orientation
- NCC -'B' & 'C' Certifications.

Achievements:

- Achieved Cost Saving of 20 % in tender cost by direct procurement of high value items, 10 % in procurement cost by developing alternate sourcing and 10 % in AMC renewal cost across all the units in India
- Achieved Timely Completion of Projects within Budgets Cost.

Summary of Experience:

- A qualified Mechanical Engineer with more than 18 years of rich experience in Chemicals Manufacturing, Consumer Electronics and Fabrication Industry.
- Work experience in diverse domains like Procurement, Vendor Development, Contract Agreements, Logistics, Projects Co-ordination, Planning and Execution, Quality Assurance etc.
- Proven ability in cost reduction by alternate sourcing & negotiation.
- Hands on experience in Oracle ERP-Purchase Module.
- Excellent inter-personal and connecting skills.



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SIDDHARTH PANDEY

PGDMS (Pondicherry University), MBA Executive at FMS
Industry Background: Consulting, Government

Key Skills:

Siddharth has very good experience in functional and technical including process reengineering, large scale IT implementation. His experience includes the Project Planning and Management, Monitoring and Evaluation, Business process re-engineering, strategy roadmap preparation, RFP/EoI and DPR preparation and Bid process management.

Professional Experience:

KPMG Private Limited, Manager, IGH, May 2011 till date

- Head, Project Management Unit (PMU) DDU-GKY, MoRD, Gol
- Principal Consultant, Ease of Doing Business, Maharashtra
- Principal Consultant, CAPF, Ministry of Home Affairs, Gol
- Principal Consultant, Karnataka Government Insurance Department, Karnataka
- Sr. Consultant, eGovernance in ULBs of AP (APMDP), Andhra Pradesh
- Sr. Consultant, Punjab Investment Promotion Campaign (PIPC), Punjab
- Project Lead, Information and Services Need Assessment (ISNA) of ULBs, MoUD

Ministry Of Urban Development (NIUA), Senior M&E Expert, JnNURM, March 2009 to April 2011

- M&E Expert, eGov of ULBs, JnNURM, MoUD
- Project Lead, National Architecture for eGov, MoUD

Digiqom Solutions Pvt. Ltd.

Principal Associate (Web & Creative)-March 2007 to Feb 2009

Project Lead, e-PR activities for BlackBerry Mobile (RIM)

Project Lead, Blogs, Social Media Network, ePR & Websites Development

ASM Infosystems Pvt.

Sr. Web Developer, July 2002 to March 2007

Web Com Labs

Developer, January 2000 to July 2002

Training and Certifications:

- KPMG certification on Sentinel, Ethics, Information Protection

Achievements:

Letter of Appreciation from

- Ministry of Rural Development, Gol, on DDUGKY project
- Maharashtra Government on Ease of Doing Business
- Ministry of Urban Development, Gol, on JnNURM project

Summary of Experience

Siddharth has helped Organizations through their transformation journey covering inception to execution in areas like Project planning, rollout strategy, monitoring & evaluation framework & execution

Siddharth has good experience in functional and technical, including process reengineering for large scale IT implementation projects. He has been working with Central Government, Ministry of Rural Development (MoRD), Ministry of Urban Development (MoUD), Ministry of Personnel Public Grievance and Pension, State Governments and Municipalities on eGovernance and IT projects.



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SUDEEP KATIYAR

B.Tech. (Mech Engg.), MBA Executive at FMS
Industry Background: HVAC & R-Industry, Refrigeration Industry-Sales & Project Execution.

Key Skills:

- Business Development-Distribution & Channel Network, Leadership
- Market Analysis & Strategy Management.
- Client (OEMs) and Team Management.
- Project Management-Planning & execution, End-to-End development, Testing & Commissioning.
- Product Technical Support & Customer Relationship.

Professional Experience:

Tecumseh Products Company -Manager-Sales Since Aug 2013

- Business Development through Channel Network (Distributors & Dealers)
- Dealer Development, market analysis, strategy management.

Blue Star Ltd.-Dy.Manager-Sales (Jul 2007-Aug 2013)

- Project Sales, Business Development through Channel Network (Dealers)
- Planning & Execution, Testing and commissioning, Dealer Development(Training & skill development)
- Setting up project with the ERP system SAP and Auto Cad.

Training and Certifications:

- Blue Star Way
- My Customer My King
- Transactional Analysis
- Diploma in CAD
- Diploma in Mechanical Engineering

Achievements:

- Best Performer award at Blue Star Ltd.

Overseas Experience:

- Product Training and Technical Support (Malaysia & Thailand)

Summary of Experience:

- Sales Professional with more than 17 years of experience in HVAC&R Industry, Business Development and Team management, Project Execution, Planning and Scheduling, Technical training and support.



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SUMESH PAHUJA

BE (Electronics) Nagpur University, MBA-Exec. FMS Delhi
Industry Background: Information Technology, IT Consulting, IT Services

Key Skills:

Cloud Computing, Software Defined Infrastructure, IT Strategy, IT Service Management, Virtualization, Service Delivery, Hybrid Cloud, IT Management, Disaster recovery, Data Storage, Enterprise Architecture, High Availability, Professional Services, Pre-Sales, Business Resilience, Solution Selling, Design Thinking, Customer Advocacy

Professional Experience:

IBM | Location: Noida | Current Designation: Delivery Leader-Storage & Software Defined | IBM Systems Lab Services | Dec. 2009-Till Date

Accenture Services | Location: Gurugram | Infrastructure Team Lead | Aug. 2008-Dec. 2008

Hewlett Packard | Location: Gurugram | Sr. Technical Consultant (Asia Pacific) | Nov. 2004-Aug. 2008

RT Outsourcing Services Ltd. | Location: Delhi | Team Lead | Jul. 2000-Nov. 2004

Summary of Experience:

Over 17 years of IT experience in Solution Architecture/Delivery Management/Optimization/Consolidation/Hybrid Cloud handling IT Projects in diverse cultural and International environment.

Passionate Technical Leader with Service Attitude & extensive customer interaction to inspire entrepreneurial approach to service delivery with a fine blend of Technical, Project, People Management skills to Architect, Design & Deliver creative and result oriented IT Solutions to customers in BFSI, Telecom, Govt, Retail and Healthcare sectors.

Speaker at multiple Domestic and International Technical Symposiums/Conferences representing Technology Advancements and contributions in the Enterprise Infrastructure Domain.



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SUNIL KUMAR UPADHYAY

B. Tech. (Civil Engg.), MBA (Finance)
Industry Background: Construction, Real Estate and Infrastructure.

Key Skills:

- Strategic Planning and Execution of large real estate projects.
- Contract Management.
- Client Relationship and Team Management.
- Project Management- End-to-End development of residential townships, integration with ERP system.
- Business development - Joint Ventures, Negotiation and finalization of deals.

Professional Experience:

Qualitative experience in formulating strategic plans, establishing entire operations with key focus on profitability and developing Residential Townships, Multi-storied Buildings, Commercial Malls & Multiplex, Hospitals etc.

Engaged in Conceptual Planning, budget estimation of large residential township Projects in the state of Andhra Pradesh, Karnataka, Kerala & Tamilnadu for 22 nos. of Hi-Tech townships and each of the townships comprising 100 to 300 acres.

Close relationship & coordination with external stakeholders including associates, brokers, bankers, partners, lawyers, govt. officials, ministries etc.

Procurement of all kinds of govt. approvals and NOC's from different Govt. departments like Conversion of land from agricultural to non agricultural, State Pollution Control Board, Water Supply & Sewage Board, State electricity Board, Department of Telecommunication, Fire Department, Airport Authority of India etc.

Exploring the new business development opportunities and Joint Ventures, Negotiation and finalization of deals in close coordination with top management.

Conducting all construction activities including providing inputs for methodologies of construction & coordination with site management activities; formulating Estimation and Costing & bill of quantities (BOQ).

Executing negotiations with supplier/subcontractor, verified the material requisition from the site, formulating final accounts and arranging for final certification; provided support to the Project Managers to analyze, schedule, budget, evaluate risks and establish baseline execution strategies effectively.

Achievements:

Administered Project Management for installation of over 1000 ATM's in Bihar, Jharkhand & Orissa.

Managed 22 nos. of Residential Townships comprising 100 to 300 acres under the Project "Sahara City Homes" in the state of Andhra Pradesh, Karnataka, Kerala & Tamilnadu.

Summary of Experience:

Eighteen+ years of experience in the field of Construction & Real Estate Management: Conceptual Planning, Business Development and Management of large Residential & Commercial projects.

Work experience in diverse domains like: Construction, Manpower & Time management, Coordination with multiple Government departments for different approvals/NOCs, Development of Residential & Commercial Real Estate projects.



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SUPRIYA NASKAR

BE (Mechanical), MBA (FMS)

Industry Background: Thermal Power, Contracts & Procurement, ERP, Finance.

Key Skills:

- Power plant Operation Handling in 200 MW and 500 MW units
- Maintenance expertise in different key area of Boiler of 200/500 MW Thermal Power Plant
- SAP ERP Plant Maintenance, Material Management Module-End-to-End development as a functional expert
- ERP expertise in roles and authorization, GRC implementation, Material and Vendor codification

Professional Experience:

- Power plant Operation in 500,200 MW units as a unit controller
- Power plant Boiler maintenance expertise in Pressure Parts, High Pr. valves, Pumps area, ESP, Duct
- Worked as Procurement and Contract area
- Implementation of SAP ERP in NTPC-SAIL JV Limited in 8 month as a key Implementation member
- Expertise in Roles and authorisation of SAP ERP
- Worked as Functional expert in ERP Plant maintenance, Material Management module
- Worked on GST implementation in ERP, GRC implementation

Training and Certifications:

- ISO internal auditor

Achievements:

- Individual excellence order for implementation of SAP ERP in NSPCL Ltd

Summary of Experience:

- Mechanical Engineer with more than 16 years of experience in Power plant Operation, Power plant Maintenance, Contracts and Procurement Section, SAP ERP
- Work experience in diverse domains like: ERP PM, MM, Ccodification, Finance.

MARKETING CLASS WITH PROF. H.V. VERMA



FMS: MARKETING MECCA OF THE COUNTRY



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EXECUTIVES PROFILES

20 YEARS + EXPERIENCE





ABHAYA PRAKASH PANDEY

MA (Economics) from Magadh University, Bodh Gaya, MBA (FMS)
Industry Background: Banking & Finance

Key Skills:

- Leadership role in Branch Operations and Business Development Inspection & Audit, Credit and NPA Management
- Customer relationship and Team Management.

Professional Experience:

- Joined as P.O. In Andhra Bank.
- Worked as Branch Manager in rural branch of Andhra Pradesh state for 4 years in JMG-I grade and was instrumental in lending to agriculture in the form of crop loan for paddy cultivation, Coconut plantation, cashew plantation etc.
- Worked as Branch Manager in MMG-II and MMG-III grade for branches located in Bihar and West Bengal. In branches, apart from branch operations, I handled Credit Dept, Forex operations, NPA recovery etc. I also worked in Inspection & Audit Dept. for 5 years and travelled across India for inspection of branches.

Training and Certifications:

- CAIIB from Indian Institute of Banking & Finance

Achievements:

- Award received from District Industries Centre, Srikakulam, A.P. For achievement of target under Pradhan Mantri Rojgar Yojana in the year 1998

Summary of Experience:

- Working in Andhra Bank since last 30 years. Joined as P.O. and presently placed in Middle Management Grade (MM-III).
- Work experience in diverse domains like: Branch operations, Inspection and Audit, Credit management, NPA recovery, Forex operations etc.



ARUN KUMAR DUTTA

B.Sc.Engg. (Electrical), M.Tech. (E.M/cs & Drives), MBA (FMS)
Industry Background: Power Sector-Thermal, Hydroelectric & Solar

Key Skills:

- O&M of 210 MW units of large Thermal power stations.
- Erection and Commissioning of Thermal, hydroelectric Plants
- IT communications, Satellite communications, Networking System

Professional Experience:

Working at NTPC, I have accumulated a vast 32 years of experience under my pocket. I have worked in various Divisions at various capacities of the company, it comprises Erection and Commissioning of the Power Plant 12-years, its Operation and Maintenance-11 years, IT-Communications-9 years. Currently posted in NTPC'S CSR(Corporate Social Responsibility) division at Noida and handling its social obligations to the society.

Achievements:

- 400Kv Switchyard Erection & commissioning
- Electromechanical package of Hydro plant 800 Mw completed

Summary of Experience:

- Project management
- Operation and maintenance
- Green field project handling for Thermal, Hydro Projects



ASHOK KUMAR MEENA

B.Sc., MA (Pub. Adm.), LL.B., MBA (FMS)
Industry Background: DARE-ICAR, Ministry of Agricultural, Govt. of India

Key Skill & Ability:

Administration/HRM; Recruitment/Selection, Training, Work Measurement Studies. Budgeting, Planning/Policies, ISO. MIS. Legal/Vigilance Issues etc.

Professional Experience:

Presently I am working as Under Secretary and dealing with administration of Crop Science Research Institutions located all over India viz. Purchase/Establishment/HR/ Recruitment & Selection/Budget allocation, utilization & monitoring, Legal/Vigilance matters etc. Also I have 2 years working experience in PSU(FCI).

Trainings & Certifications:

Trainings from ISTM (DoPT) on; Pay/Wages, Pension policy, Establishment, Budgeting, Cabinet note, Foundation/Refresher Courses, Design of Training/Training need Analysis, Presentation Skill etc. Training from NIFM on Cyber Securities. Training on ISO, Trainers' Trainer course etc.

Achievements:

Developed MIS Database, Organized in-house trainings. Conducted Work Measurement Studies to rationalize the optimum staff. Conducted all India online Recruitment Examinations. Settled high level issues, legal issues against Govt./Scientific Research / Education Institutions associated Economic development, with the approval of Secretary, DARE/Hon'ble Minister, EFC/SFC, MoF, Union Cabinet etc.

Summary of Experience:

More than 20 years working experience in different positions/Branches/Organizations since April, 1997 in the area of Administration, HR, Legal, Budgeting etc.



HARJEET SIDHU

M.Tech. (CS), MBA
Industry Background: Defence (Army, Corps of Signals)

Key Skills:

- Proven experience in Project & Delivery Management for varied medium and large Defence projects in the field of IT and Telecom.
- Conceived, planned, processed and implemented multiple large projects in Telecom and IT domain.
- Extensively worked on Telecom and IT infra, networking, installation, commissioning, maintenance and operations of modern high capacity switches (exchanges).
- Planned and organized operational logistics at Army's field formation level which included controlling & monitoring of movement of vehicular convoys and military transients, provisioning of clothing, rations and maintenance stores in insurgency-prone area of J&K.
- Proven team management, motivational, communication and problem solving skills.

Professional Experience:

- Worked as a Project Manager for complex communication and IT projects for Army at national level while serving at Army headquarters.
- Planned and implemented communication projects while serving in remote and insurgency-ridden Northeast region as a communications officer in Assam Rifles formation.
- Successfully led communications and IT unit in tribal conflict-ridden South Sudan as part of UN peacekeeping force.
- Served as a second-in-command of a Rashtriya Rifles unit deployed in counter-insurgency role in J&K, where the charter of duties covered a wide canvas of HR, administration, training, welfare and field communications planning and execution tasks.
- Presently dealing with IT, automation and cyber security aspects at apex level for National Cadet Corps, a pan-India organization of 13 lakh cadets.

Overseas Experience:

Handpicked to lead UN's Communication and IT operations in South Sudan as part of UN Peacekeeping Force.

Achievements:

- Awarded Army Chief's commendation in 2009 while serving at Army headquarters for making outstanding contribution in planning and executing Army Wide Area Network Phase II.
- Awarded UN Force Commander's medal for making outstanding contribution to the operational communications of the UN Peacekeeping Force in South Sudan.

Summary of Experience:

- Senior level technocrat defence professional with over 23 years of diverse and cross-functional expertise in conceptualizing, planning, executing, operating and spearheading Indian Army's large telecom and IT Networking/Engineering projects at pan-India level.
- Vast exposure in varied and diverse domains such as telecom, IT, HR, Administration and logistics.
- Significant hands-on experience in executing communication projects in rugged, under developed, remote and insurgency-ridden geographies like J&K.



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PRATIBHA SHARMA

B. A.Sc. (Food Technology), MCA, MBA Executive-FMS

Industry Background: Software Industry-Passenger Reservation Systems

Key Skills:

- Solution Architect for IT Projects
- Project Management
- Solutions to new Requirements through use of IT
- Resource and Vendor Management.
- RFP and Tender preparation

Professional Experience:

Principal Project Engineer at CRIS

- At present working as Solution Architect for Master Data Management Project of Indian Railways
- 20 years of experience in Management, Coding and development including requirement analysis, design, testing and implementation of software systems.
- Out of which 10 years is purely as Team lead on managing projects pertaining to Passenger reservation services, Indian Railways requirements.
- Worked as Principal coordinator in Passenger reservation systems (PRS) with geographically distributed teams across India (Chennai, Mumbai, Kolkata, Delhi and Secundrabad).

Training and Certifications:

- Attended essentials of Project Management (ESPM) training.
- Design thinking workshop.
- Software requirement and technical specification document
- Software Estimation training.
- PMP training.

Achievements:

- Received Certificate and cash award for excellent work done in Up gradation Scheme providing the privilege to lower class passenger to travel in higher class without paying the difference.
- Implemented Mobile Ticketing through PRS Vans in Delhi and Kolkata.
- Implemented Client implementation in PRS-UTS unified Terminals on Thin Clients.
- Received certificate of Appreciation for implementing VIKALP and System ticket cancellation on WEB.
- Awarded as best candidate for presentation on Agile development during departmental promotion

Overseas Experience:

- Managed team of vendors/manufacturers spread globally across different time zones (Singapore, India).

Summary of Experience:

- 20 years of experience in Project Management, solution to new requirements and team handling.



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PRAVEEN KUMAR GUPTA

B.Tech. Civil Engg. (DCE), M.Tech. Struct. Engg. (DTU), MBA Executive-FMS

Industry Background: Infrastructures

Key Skills:

- Detailed Engineering Designs of all types of bridges as per latest IRC codes including steel truss/girders, PSC box girders, RCC designs, and detailing of drawings
- Execution of all types of bridge constructions including all types of foundations substructures and
- Rehabilitations of structural components of bridges
- Temporary structures design and execution like segment and beam launchers, design of casting yards, fabrication of steel structures, erection and launching of superstructures

Professional Experiences

Brahma Construction 2014 (Managing Partner)

My responsibility is to win the project, Execute Managing it on the ground by generating the finance from Financial Institutions and hand over to the department.

Construction completed

- Completed 24.0 m & 36 m spans steel bridges single lane in Uttarakhand in Feb 2015.
- Completed 16*2 span RCC Superstructure with pile foundation in Dhatta Ghat Purnea Bihar Nov 2016.
- 259 m long PSC box type bridge over River Bhini at KM 42.59 on road Dhar-Udhampur in J & K state in Sep 2017

Construction undergoing

- 60 m span steel bridge at km. 119 on road Manali-Sarchu in H.P.
- 45 M Span PSC Box Girder At Km 118.7 on Simli - Gwaldam road In Uttarakhand.
- 80 m span steel bridge at km. 138 on DARBUK-SHYOK-DBO ROAD in LEH

Man Power Management

At present I am having a team of Five Bridge Design Engineers and about 100 people trained staff of executing bridge project amounting about INR 50 Cr.

Achievements:

Brahma Construction (Financial Turnover):

2015-16 - **3.07 Cr.**, 2016-17 - **5.98 Cr.**, 2017-18 - **7.50 Cr.**

Overseas Experience

Skyline Developers (Managing Partner)

Designed 128 m long Pantang bridge in Bhutan for CDCL

Summary of Experiences:

Skyline Developers 2001 (Managing Partner)

- I am being the team leader of Skyline Developers associated in providing long span Bridge design consultancy services to bridge contractors.
- My role is to provide all economical detailed engineering designs and drawings so that execution of the proposed bridge could be completed within quoted amount and given time frame.
- 20 years of rich experience in planning, design & construction of long span cantilevered constructed bridges like PSC box girder, cable stayed in India & abroad.



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PUNEET MUNJAL

B.Sc. (Delhi University), MBA Finance-FMS

Industry Background: Automobile and BFSI

Capital Markets: Equity, Derivatives, Currency & Commodities

Key Skills:

- Market Analysis to assess prevalent financial & economic environment.
- Monitoring HNI clients' portfolio performance
- Conducting profitability analysis, rendering sustained advisory services
- Undertaking qualitative & quantitative analysis of the clients under consideration for investments
- Technical Analysis & In-depth strategic company reviews to determine potential of the candidates
- Co-ordination with regulatory agencies, other Custodians for pre-settlement/post settlement of trades
- Liaising with bankers, stock exchanges, companies, registrars, brokers and other financial institutions.

Professional Experience:

- Current Career—from 2006 till today-is operating on a franchisee model with market leaders, is currently associated with Motilal Oswal Securities Ltd. Dealing In Equity, Derivatives, Commodities, Mutual Funds, PMS, REITS and all forms of Alternative Investments.
- Early Career Since 1996 to 2006 Worked with various financial Institution ANZ Grindlays, Citibank, Standard Chartered, ABN Amro.

Training and Certifications:

- Gold Medallist-Post Graduate Executive Program for Financial Markets (PGEPPM). A joint Venture of NSE and NIFM.
- NISM certified Research Analyst.
- NISM Common Derivatives.

Achievements:

- Won various awards for Franchisee target achievements.
- Pivotal in acquiring 575 clients with a daily turnover of over a 2.5 Crores.
- Amongst the oldest Channel Partners of Reliance Securities ever since it came into existence.
- Instrumental in acquiring "Aditya Birla Money" a Marketing Associates for their "Gold Harvest Product" & Property Products.

Summary of Experience:

- Seasoned Senior Professional with Work experience spanning in diverse domains:
 - Auto mobile and BFSI- Loans (Auto, Personnel and Home)
 - Financial Markets Equity Derivatives and commodities
- In-depth marketing & Selling Experience Acquiring clients by direct indirect channels/Cold Calling/door to door sales & telesales
- Networking: Strong Natural Flair for Networking has immensely helped in establishing and expanding my business horizon
- Expertise in Market Research & technical & Fundamental Analysis.
- Develop key process improvements designed to enhance the customer experience and mitigate impact to both customers and associates.
- Created training and communications strategies when product and/or system changes occur.



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PUNIT KUMAR AGGARWAL

B.Tech. (Electronics), MBA (Finance)

Industry Background: Engineering, R&D, Sales & Marketing, Quality Assurance, Design and Development of Embedded system solutions.

Key Skills:

Project management, Customer Support, Requirements management, Stakeholder management, Change management, Risk Management, Cost management, Lean-Agile methodology, Process Improvement, Operational Excellence, People management.

Professional Experience:

- STMicroelectronics Pvt. Ltd. | Group Manager | Feb'97-Till Date
- Parekh Micro Electronic (India) Ltd. | Application Engineer | Apr'96-Feb'97
- MODI Alkalies & Chemical Ltd. | Instrumentation Engineer | Jan'94-Apr'96
- Onward Technologies Limited | Customer Engineer | Apr'93-Jan'94

Training and Certifications:

- PMP (Project Management Professional) Certified from PMI
- CSM Certified Scrum Master from Scrum Alliance
- Lean Six Sigma Green Belt from VarSigma

Achievements:

- Best Employee Award.
- STAR Award 2011-Worldwide corporate for STB Program
- Best Project Management-Adobe Certification of 7108 device.

Overseas Experience:

- Worked closely with National and overseas clients (Europe, US, Asia)

Summary of Experience:

- Accomplished senior professional with experience of over 20 years in embedded system engineering, project management, automation, design & development, system integration in field of consumers, automotive and industrial segments.
- Forward-focused Project/Program Manager with expertise in concepts of end-to-end project planning and implementation from scope management, to activity sequencing, effort & cost estimation, risk analysis to quality management.
- Skilled in managing Projects using PMP and lean-agile framework in Multimedia (SET-TOP Box, Digital TV), Industrial, IOT (internet of Things) domain. Hand on with latest tools and technologies in project Planning, Execution, Requirement gathering & analysis, Budgeting, Risk Management, Communication Management, Stakeholder management, Quality and team building.
- Strong Leadership and People management Skills building, coaching, managing and leading highly competent cross functional team.
- Quality Assurance: Defines, implements and deploys optimization processes, enhancing flow efficiency and resource effectiveness through continuous improvements.



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RAJESH KUMAR

M.Sc. (Disaster Management), MBA-EXE
Industry Background: Fire and Safety

Key Skills:

- Emergency Management
- Health and Safety
- Fire Management
- Strong Business Development Professional
- Occupational Health
- Risk Assessment

Professional Experience:

- Grade-I Fire Engineer
- Inspector Fire (CISF, Government of India) (1996 to 2004)
- Assistant Divisional Officer (Delhi Fire Service) (2004 to Present), Class-I Officer

Training and Certifications:

- Attended Training with respect to various National And International Fire Safety Codes
- NBC part 4, NFPA 101
- Red Series, Green Series

Achievements

- Class I appreciation received by Hon'ble Chief Minister, Delhi
- Received Medals for Meritorious service

Overseas Experience:

- Successfully completion of IUSAR (International Urban Search and Rescue Operation Course) from Singapore Civil Defence Force.
- Member of IFE (UK)

Summary of Experience:

- MI Fire Engineer, IFE (UK) and experienced Fire Officer with s demonstrated history of working in the public safety industry.



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SHIV SHARMA

M.Com., CMA, CAIIB, MBA (Finance)
Industry Background: Banking & Finance

Key Skills:

- Compliance Management
- Ensuring implementation of corporate policies and SOPs, Due-diligence for quality credit portfolio.
- Computation of CRR and SLR maintenance requirement for a mid size public sector bank with Rs. 3.50 lakh crore business spread PAN India.

Professional Experience:

- A professional with proven academic track-record, experienced in a wide spectrum of banking departments like Credit portfolio, Liabilities portfolio, Statutory Returns (CRR, SLR, Form-X etc.) Statutory Audit and Compliance Management. I have often been recognized for providing viable solutions focussed towards holistic improvements.
- Credit proposal assessment analysis and execution at branch as well as controlling office level.
- During my about 35 years of career, I have successfully handled most of the commercial banking operations at various level e.g., branch level, Regional office level and Corporate office level and have helped my organization in providing optimum solution within the available resources.
- As vigilance officer successfully monitoring various operational activities of about 150 branches and administrative offices in NCR of a mid size public sector bank to ensure effective implementation of various corporate policies relating to Credit, Operations, recovery and HR since 2013

Training and Certifications

- Certified Associate of Indian Institute of Banking.
- Certified Insurance proposer of IRDA

Achievements:

- Gold Medallist-M Com.
- Successfully handled statutory compliance requirement computation for maintenance of Cash Reserve Ratio (CRR) and Statutory Liquidity Ratio (SLR) for about four years with zero default.
- Visiting faculty at staff training collage

Overseas Experience:

- Attended international conference on AML conducted by RBI Mumbai.

Strengths:

- Leadership and Team building
- Financial and strategic Analysis
- Credit portfolio management
- Management and operationalization of Standard Operating Procedures (SOPs) in line with corporate policies.

Summary of Experience:

Strategic management professional, proven expertise in business operations, Coordination, Administration, Implementation of processes, standards and parameters, Due-diligence for credit decisions and Compliance management.



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SHYAM MADAN DUBEY

B.Sc. Ind. Chem. (DU), PGDSM from NIS Sparta Delhi, MBA Exec. FMS
Industry Background: Paints, Chemicals, FMCG, Non-durables, B2B, B2C

Key Skills:

Sales, Marketing, Business Development, P&L, Brand Management, Team Handling, Corporate Strategy Key Accounts Management

Overseas Assignment:

Represented in Beauty-world Dubai International stage to showcase our products among finest artists, manufacturers, traders and designers of world

Achievements:

- Chairman Commendation award 2015-16
- Chairman citation award 2014-15
- Performer of the year 2013-14

Professional Experience:

General Manager-sales and BD at Saboo coatings Pvt Ltd. (100% sub of Berger Paints) since 2007

- Responsible for 80cr business, Sales and Marketing strategy, network expansion, CRM
- Brand mgmt, sales promotion, key accounts mgmt, Tech services and seminars.
- Profitability, contributions, sales recruitment, cost of sales, Positioning, receivables, credit strategy and control, product placement and Team Building.
- Competitor analysis, growth strategy, new product dev, new segments, special products and projects, long term strategy and short term goal

Sales Manager at OIKOS India Pvt. Ltd., 2004

Sales and Service Technologist at MRF Paints Ltd, 2001

Sr. TSI at ICI India Ltd, 1997



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VIPIN KUMAR SHARMA

AME, MAeSI, PGD (Aviation Law), MBA
Industry Background: Civil Aviation

Key Skills:

- Licenced Aircraft Maintenance Engineer (ICAO Leve II) from DGCA India on Embraer 135/145 Legacy Jet and Cessna 172 variants
- Aviation Safety Management and Quality management
- Approval, Development and Management of Maintenance Repair Organisation (MRO), Continuing Airworthiness Management Otrganisation (CAMO), Flight Training School (FTS), AME training School (Basic & Type training) as per EASA and DGCA standards
- Extensively experience of AME Training (Basic & Type) as per EASA/DGCA and EASA/DGCA Licencing System
- Multi-cultured professional experienced across the geographical locations
- Multi-organizational and interdepartmental experience of working with different departments and ministries of Govt of India. Proven team management, motivational, communication and problem solving skills

Professional Experience:

- Over 20 years of experience in the field of aircraft maintenance, airworthiness management, aviation quality management, aviation safety management, technical teaching and instructional areas.
- Worked as Flight Safety Manager, Quality Manager, Airworthiness Manager, Aircraft Maintenance Engineers and Technical Instructor.
- Presently responsible for Flight Safety Management and Airworthiness Management of fleet of Government of India responsible for providing Air Transport Services to Govt department including VIP flights.

Overseas Experience:

Extensive experience of working with multinationals i.e. CAE, Canada, DAI London Ontario Canada, Glennair Training Centre, UK, OGMA Lisbon Portugal. Travelled North America, Europe, UK, Middle East, Russia.

Achievements:

- Awarded Director's General Border Security Force Commendation Roll in 2017 while serving at BSF Air Wing for making outstanding contribution in planning and executing the visit of high level delegation headed by Union Home Secretary to Aero India 2017 at Bengaluru .
- Awarded Inspector's General Commendation Card for drafting a policy document of strategic importance to BSF Air Wing.
- Published books "Study Notes for AME Exam Paper- I" published by Sterling Book House, Mumbai, India.

Summary of Experience:

- Senior level technocrat civil/defence aviation professional with over 20 years of diverse, cross-cultural and cross-functional expertise in conceptualizing, planning, executing, operating and spearheading Aviation Organisations.
- Vast exposure in varied and diverse domains of ICAO, EASA, FAA & DGCA regulations.
- Significant hands-on experience in all aspects of Maintenance Repair Organisation, Quality, CAMO and Safety aspects including aircraft maintenance in a Civil Aviation Organisation.



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MUKESH

BE (Electrical), MBA Finance
Industry Background: Aviation Industry

Key Skills:

An organized, detail-oriented, and conscientious self-starter, able to strategize and prioritize effectively to accomplish multiple tasks and stay calm under pressure.

Professional Experience:

- 22+ years of experience in Projects and Maintenance of Airport Electrical installations in Aviation industry.
- Working with AAI since 1995 till date.

Training and Certifications:

- Done training of Autocad and other office Applications.

Achievements:

- Worked on the prestigious project of construction and Operationalization of Kolkata Airport Terminal Building.

Summary of Experience:

I am a Seasoned project manager with 22+ years of experience in Engineering project & Maintenance i/c contract management, obtained from positions in Airports Authority of India. During my tenure in AAI I have successfully delivered my services in various divisions and projects at different stations. Presently I am working in Aerodrome planning division of AAI. My work profile includes providing support to MoCA and DGCA in Aviation System Planning of airports including land use, pavements, terminal and other buildings design. Providing inputs at Project level for project formulation viz. scope of work, Detailed Project Report, Environmental Clearance, etc., Feasibility study for site selection of Aerodromes, Planning airport systems of various financial models. Interact with ANS departments for integrating and synergizing the Air Space System plan to Airport System Plan for optimum capacity creation.

FMS:
PORTFOLIO
WITH
UNMATCHED
RETURNS



FINANCE
CLASS WITH
MR. NARAIN



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HEALTH CARE
EXECUTIVES
PROFILES



DR. APARNA AGARWAL

Bachelor of Physiotherapy, MBA (HCA)

Industry Background: Healthcare, General Management

Key Skills:

- Leadership skills across multiple cross-functional teams and department.
- Clinical Experience.
- Excellent written and verbal communication skills.
- Multi-tasking.

Professional Experience:

- Fortis Hospital, As Physiotherapy department Incharge May'17 till date
- Max Hospital Patparganj-As physiotherapy supervisor For Oncology department March'14 Nov till April'17
- Jaswanti Devi Memorial Hospital, As physiotherapist Sept'11 till Feb'14

Training and Certifications:

- Member Of Indian Association Of Physiotherapists.
- Member of Delhi Council Of Physiotherapy.
- Participated in CME on Practical Guidelines Movement disorders & Botulinum Toxin-Current & Future.
- 1st International Conference on Orthopedics & Sports Physiotherapy Awarded 1st Prize in anchoring.
- Attended 48th Annual Conference Of The IAP-2010

Summary of Experience:

- 6+ years of clinical and non clinical experience.
- Currently working with Fortis Hospital as Incharge Of Physiotherapy department.
- Ensuring proper implementation of policies towards promoting & protecting health & safety and environment & organizational effectiveness.



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ASHWINI GULATI

M.Pharm. (Pharmaceutics)-Subharti University, Meerut (University Topper, Gold Medalist), MBA (Healthcare)-FMS, Delhi

Industry Background: Pharmaceuticals | Healthcare | Life Sciences: Regulatory Affairs, Medical Affairs, Advisory & Consulting

Key Skills:

Drug Product lifecycle management, Business Development, Strategy, Project management, Regulatory Intelligence, Business Process improvement, Regulatory information management tools, Liaoning with Regulatory Health Authorities, Quality assurance/control and Testing for various Regulatory information systems through UAT, Regulatory filings for US, Canada, EU inline with different Health Authorities such as USFDA, Health Canada, MHRA, EMA etc.

Professional Experience:

- KINAPSE | Gurgaon | Sr. Associate/Associate Manager, Global Regulatory Affairs | May 2015 – till date/
- PPD | Gurgaon | Sr. Specialist, Global Regulatory Affairs | Jan 2013 – May 2015
- NECTAR LIFESCENCES | Chandigarh | Sr. Officer, Regulatory Affairs | Aug 2012 – Jan 2013
- RANBAXY | Paonta Sahib | Trainee, Regulatory Affairs | Jun 2009 – June 2010
- Successfully led HRSG Tendering activities for Power projects in Europe & Middle East region and currently leading full Turnkey projects for Middle East North Africa & South Asia region.
- Few of the major International clients served include DF Energy (Spain), Romgaz SA (Romania), Bangladesh Power Development Board, Ministry of Electricity (Iraq).

Certifications & Achievements:

- Received Certificate of Appreciation for Outstanding Performance (July 2017) from Aileen Fisher, VP, Head of Regulatory Affairs, KINAPSE
- Received Excellence Award and Gold Medal for securing Top position in M.Pharm (2010-2012) from the Registrar and Vice-Chancellor of Subharti University, Meerut
- Registered as a Registered Pharmacist under the seal of Uttar Pradesh Pharmacy Council (Reg.no.46162).
- Awarded a certificate on successful completion of "Industry program in Pharma Regulatory Affairs (2011-2012)" by Bioinformatics Institute of India, Noida.
- Awarded a certificate for successfully clearing the "National Pharma Talent Search Examination-2007" organized by Pharma Helpline Society, Jaipur.
- Received a certificate of participation for presenting a paper in National symposium 'Pharmavision-2006', titled "Nanotechnology and its application in pharmaceutical sciences and patient care" organized by Oriental College of Pharmacy, Bhopal.
- Published 3 Review and 2 Research Articles on Anti-Hypertensive fast-disintegrating drug formulation in National & International Journals.

Summary of Experience:

Regulatory & Management professional with close to 07 years of work experience in Regulatory/Medical Affairs, Project management and PLC management which Primarily includes End to End Advisory & Consulting services to Pharma and Healthcare giants. Also involved in Internal Audit Arrangements, Business Process improvements, Budgeting & Forecasting, Business development support and QC lead for final regulatory submission to clients, right first time.



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LOVNEET KHURANA

B. Pharma; GATE Qualified, PGD in Pharmaceutical Regulatory Affairs, MBA (HCA)

Industry Background: Healthcare and Pharmaceutical Operations, Government of India.

Key Skills:

- Highly self-motivated, confident and professional individual
- Team player with excellent problem solving skills and attention to details
- Excellent listening, communication and interpersonal skills, both written and verbal
- Willingness and curiosity to learn about new medicines and treatments
- Desire and enthusiasm to assist the public with their healthcare needs
- Ability to act on own initiative and make quick, effective decisions when necessary
- Highly innovative, flexible and resourceful individual with a solid background in science
- Excellent laboratory skills, techniques and knowledge
- Well conversant with Microsoft Office Tools

Professional Experience:

- **Pharmaceutical Professional (July, 2009-till date)** at ESIC-Delhi, an Autonomous body under Ministry of Labour.
- Worked on various profiles related to Management of the Pharmacy Unit at various ESIC-Delhi dispensaries.
- Worked at ESIC-Delhi, Central Medical Store for its Inventory Management of the pharmacy related supplies procured for various ESIC dispensaries and hospitals in NCR region.
- **Business Executive (Aug, 2008-June, 2009)** at Bayer Healthcare.
- Worked on product's Field Marketing Campaign strategy and its implementation.

Training and Certifications:

- Routine Immunization

Achievements:

- Computerization of ESIC-Delhi, Central Medical Store.

Summary of Experience:

- Pharmaceutical Professional with 10+ years of experience in Pharmacy Operations ranging from Marketing to Dispensing of Medicines.
- Also experienced in Inventory Management involving Planning, Scheduling, and Process Improvement using various reports from Health Information System, at ESIC-Delhi.



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MOHAMMAD SHARIQ

BPT (Delhi University), MPT (Neurology, Institute of Allied Medicine and Research), MBA (HCA)

Industry Background: Indian and US Healthcare: Fraud Analytics, Medical Auditing and coding, Clinical Investigation, rehabilitation

Key Skills:

US Healthcare, Healthcare Insurance, Insurance Fraud Investigation, Fraud Analytics, Clinical investigation, Medical Coding, Medical Auditing, Medical Coding Education, Quality Improvement, Six Sigma, Neurological Rehabilitation, Orthopaedic Post Surgical Care, Adjunct Healthcare trainer

Professional Experience:

- **ELI India. | Global Information | Healthcare | Medical coding Education Feb'15 - Till Date**
- **United Health Group | Global Healthcare Leader | Fraud Analyst | Sept'12-Jan'15**
- **Genpact India | Healthcare Vertical | Process Developer | July'10-Sept'12**
- **Sanatan Dharmarth Charitable Trust | Healthcare | Physiotherapist | June'08-June'10**

- Presently Lead Analyst for AAPC, for Medical Coding Education Analysis and Approval
- Skilled in Physician Coding, Inpatient coding, Fraud Analytics, Statistical Modeling and Analysis, Clinical Investigations and auditing

Training and Certifications:

- Certified Professional Coder (CPC)
- Certified Inpatient Coder (CIC)
- Enrolled in Certified Orthopedic Coder (COSC)
- Certified MRI Interpreter (Diwan Chand Satyapal Research Centre)
- Six Sigma Green Belt, Indian Statistical Institute, Delhi

Achievements:

- Star Award for Healthcare Fraud at UHG
- Best Performance Award for Clinical Investigation at Genpact, Gurgaon
- Consistently Best Performer at ELI from the last 3 Financial Years
- Adjunct Healthcare Orientation Trainer for new Hires at UHG
- Social worker at various healthcare initiatives locally to help physically challenged individuals affected by various neurological disabilities
- Participated in Various Sports and Cultural Events throughout college and school

Strengths:

- Thorough Knowledge of Healthcare Data analysis and Insights
- Leadership Skills, Analytical Skills, Interpersonal Skills, Keen Learner & Focused Performer

Summary of Experience:

- 8+ Years experience in US Healthcare Industry
- 2+ years Clinical experience in Neurological rehabilitation
- Functions Handled: Clinical Investigation, Fraud Analytics, Medical Auditing and Coding, Clinical Therapy



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DR. NAUNIT VAID

BDS, MDS (Prosthodontics & Oral Implantology), MBA (Healthcare Administration)

Industry Background: Healthcare, General Management, Operations, Health Skills, Hospital Planning

Key Skills:

Healthcare Administration, Healthcare Management, Patient Care Management, Healthcare Business Strategy, Interpersonal Skills and Professionalism, Hospital Management

Professional Experience:

Director Prosthodontics & Oral Implantology at Dr. Vaid's Dental and Implant Centre, New Delhi and Dr. Vaid's Masjid Dental Clinic, Delhi

- Responsible for Overall functioning of healthcare services
- Maintaining Clinical Quality
- Medical Staff Organisation

Consultant Prosthodontist & Oral Implantologist-Tirath Ram Shah Hospital, Rajpur Road, Civil Lines, Delhi

- Independently Handling Dental patients in OPD
- Responsible for overall functioning of Dental Services

Consultant Prosthodontist & Oral Implantologist-Sant Parmanand Hospital, Civil Lines, Delhi

- Independently Handling Dental patients in OPD

Achievements:

- Best paper award at Indian Prosthodontic Society National Conference (Lucknow)-2012

Summary of Experience:

Dr. Naunit Vaid is a Consultant Prosthodontist and Oral Implantologist. He currently practices at Dr. Vaid's Dental and Implant Centre, New Delhi and is also affiliated as a Senior Consultant in Tirath Ram Shah Hospital, Civil Lines, Delhi and Sant Parmanand Hospital, Civil Lines, Delhi.

An alumnus of Mahatma Gandhi Post-Graduate Institute of Dental Sciences, Puducherry(Government Dental College, Pondicherry University) and SGT Dental College and Hospital, Gurgaon (Pt. BD Sharma University of Health Sciences, Rohtak). His passion is to create and restore beautiful smiles. He has vast experience in Implant dentistry, cosmetic rehabilitation and Minimally Invasive Dentistry.



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DR. NEHA MALHOTRA

BDS, MBA Healthcare Administration (HCA)

Industry Background: Healthcare & Pharmaceuticals

Key Skills:

Start-up experience, Research, Healthcare management, Healthcare operations, Leadership and People management

Professional Experience:

Operations Manager - drSafeHands.com (Oct'15 – present)

- Handling operations, marketing and seamless workings of online healthcare portal, coordinating with panel doctors and patients for consultations as well as tests and inducting new doctors on the panel

Dental Surgeon - My Family Dentist (Oct'14 – Oct'15):

- Managed clinical operations and performance of the entire branch along with support staff

Dental Surgeon - Guru Amardas Charitable Dispensary (Jan'14 – Oct'14):

- Managed OPD and clinical operations of the dispensary along with patient management

Dental Surgeon - Jeewan Mala Hospital (Aug'12 – Sept'14):

- Managed OPD and clinical operations along with patient management

Junior Resident - NDMC Charak Palika Hospital (Jan'12–Jul'12):

- Managed OPD and creating awareness about Tobacco cessation

Dental Surgeon and Counselor - Dr. Mahindra Dental & Implant Center (Jul'11 – Jan'12):

- Patient management and handled Tobacco cessation program

Training And Certifications:

- Six sigma (Green belt) certified- KPMG
- Trainee in Lady Hardinge Medical College, Delhi for 2 months
- Certificate program on "Endo Revolution" by Dr. Moh'd. H. Hammo, organized by Indian Dental Association
- Surgical training workshop on "Suture Revisited" at Lady Hardinge Medical College
- An interactive course on "Basic Life Support (BLS)" organized by West Midlands Deanery, UK

Achievements:

- Active participant in a Dental Check up Camp organized by an NGO, SMIRTY
- Participated in Dental Health Awareness Camp organized by Dental Care
- Participated in Dental Camp organized by Colgate in Oral Health Month

Summary of Experience:

Healthcare professional with 7+ years of experience in the domain of management, operations and dentistry across industry. Experience of working in a start-up environment since inception till implementation. Exposure of working as a Dental Surgeon and Counselor across several government hospitals, private hospitals and private clinics. Focused in the core area of healthcare management and operations



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DR. PALLAVI SAO

B.A.M.S (Delhi University), Fellowship in Cardiac Rehabilitation, MBA (Healthcare), FMS

Industry Background: Healthcare and Pharmaceutical, Research, Insurance

Key skills:

Research skills, Client and Team Management, Quality Assurance, Patient handling

Professional Experience:

R1 RCM Global Pvt. Ltd.- Senior Coding Analyst

- Review documentation in medical records and assign codes for all diagnosis & procedures as per established guidelines of International classification of disease (ICD-10) and CPT-4
- Provide floor support by resolving queries of the team and take care of quality piece.

E4E Healthcare Pvt. Ltd. – Coding Analyst

INCLenTrust International - Senior Research Fellow

- Conduct environmental scanning (grant search) for research opportunity.
- Organize & support the operation of INCLen Independent Ethics Committee.
- Worked on Project "Aetiology of Pneumonia in Indian children" & "Non-alcoholic fatty liver project" and "Cell phone based protocol for diagnosis and management of childhood pneumonia

AyuSutras Centre- Physician

- Patient handling

Training and Certifications:

- Fellowship in Cardiac Rehabilitation from (Medvarsity from Apollo Hospital)
- CPC (Certified Professional coder) Certified from American Academy of professional coder
- Successfully organised and coordinated 'Re-orientation and Training Programme for Teachers of Kayachikitsa' programme sponsored by Dept. of AYUSH, Ministry of Health and Family Welfare.
- Attended workshop on Skin disease, Obesity, Mental health with special reference to Schizophrenia/Depression organized by Directorate of Indian system of Medicine and Homeopathy

Achievements:

Appreciated by Management and Clients for good work

Summary of Experience:

- Healthcare professional with 7 years of experience in Research work, Team management, Quality Assurance, Process Improvement, Patient handling, Panchakarma treatment
- Work experience in diverse domains: Research, Insurance, Hospital
- Keen interest in Management of healthcare sector



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DR. SWETA SINGH

BDS, MBA (HCA)

Industry Background: Healthcare, General Management, Operations

Key Skills:

Leadership skills across multiple cross-functional teams and departments

- Clinical Experience
- Human Resource Management Skill
- Networking with medical colleges and hospitals, Liaisoning and coordination with MOHFW & State Health Departments.

Professional Experience:

• Prakash Institute of Ayurvedic Medical Sciences and Research-HR and Administration. April '14 till date

• Vasundhara Dental Clinic and Orthodontic Center-Consultant Dental Surgeon. April '12 till March '14

• Om Sai Charitable Dental Center-Dental Surgeon-April '11 till April '12

Training and Certifications:

- Educated community for oral health by participating in Oral Health awareness program by Drishtee foundation.
- Direct restoration and aesthetic dentistry.

Summary of Experience:

- 6+ years of clinical and non clinical experience.
- Currently working with Prakash Hospital as HR and Administration, handling recruitment and management of medical staff including doctors.
- Liaison with MOHFW and State Health Departments.
- Ensuring proper implementation of policies towards promoting & protecting health & safety and environment & organizational effectiveness.



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RAVIKIRAN VELIGETI

M.Tech. (Biotech), MBA Executive (HCA) FMS

Industry Background: Pharmaceuticals, Healthcare, Life Sciences

Key Skills:

Policy Advocacy, Corporate Affairs, Client Handling, Business Development, Strategic Planning, Public Relations.

Professional Experience:

- Senior Manager-Corporate Affairs, Glenmark Pharmaceuticals Ltd, New Delhi, Feb'14- Present
- Executive Officer-Life Sciences, Confederation of Indian Industry (CII), New Delhi, Oct'07- Jan'14
- Analytical Chemist-Lucid Laboratories Pvt Ltd, Hyderabad, Oct'03-Sept'04
- Lecturer, Govt. City College, Hyderabad, Sept'01 -Sept'03

Training and Certifications:

- Post Graduate Diploma in Corporate Laws and Management (PGDCLM) at Indian Law Institute, New Delhi.
- Certificate Program in Management Consulting from Consultancy Development Center, New Delhi.
- Certificate course in IPR from World Intellectual Property Organization (WIPO)
- Certificate programs in MS Office (Word, Excel, Power Point) Desktop Publishing (DTP) from Bharatiya Vidhya Bhavan, Hyderabad.

Overseas Experience:

Organised and travelled with CEO level business delegations to the US.

Summary of Experience:

14+ years experience in Life sciences domain in different capacities. Current work largely involves Policy advocacy to create conducive environment for business by constant engagement with key industry stakeholders. Maintain strong corporate relationship with key industry stakeholders like business chambers, Think tanks, State Government and Central Government level. Act like a bridge to connect the company with external environment. Maintain and enhance reputation of the company by constantly communicating its initiatives and the achievements with the external environment. Analyse and assess the impact on the company of any policy changes brought in by the Government.



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DR. SURBHI KAKAR

BDS (Bachelor of Dental Surgery), MDS (Master of Dental Surgery), MBA-EXE. HCA

Industry Background: Healthcare & Pharmaceuticals, General Management, Clinical & Academics

Key Skills:

- Health Care Administration
- Health Care Management
- Clinical and Public Health Experience
- Patient Care Management

Professional Experience:

- Junior Residency in Guru Teg Bahadur Hospital, New Delhi from 26.08.05 to 22.09.05
- Junior Residency in Dr. Ram Manohar Hospital, New Delhi from 23.09.05 to 04.07.06
- Senior Residency Maulana Azad Institute of Dental Sciences from 13th May 2010 to 31st January 2012.
- Senior Lecturer Jodhpur Dental College and General Hospital from 1st February 2012 to 27th March 2014
- Director, Sense Of Smile Clinic, Delhi, From 1st April 2014 to Present

Training and Certifications:

- Outstanding contribution in making "Dental Health Utsav 2011", MAIDS a grand success.
- Organized various Dental Camps for the under privileged under Aarogya.

Achievements:

- Executive Member AECD (Association of Endodontics & Conservative Dentistry).
- Member MRD Committee MAIDS, 2011.
- National Speaker for American Academy of Dentofacial Esthetics (IAOFE)

Overseas Experience:

- Published paper at The 58th Annual World Dental Congress of IADS & YDW 2011., Topic-Comparative Evaluation of Shaping Potential of Manual Ni-Ti K File & Rotary Protaper using CT: An In Vitro Study.

Summary of Experience:

Dr. Surbhi is an established dental practitioner in South Delhi, India. She completed her senior and junior residencies with R.M.L., Maulana Azad and GTB Hospitals. With many National and International publications to her credit, she is National Speaker for American Academy of Dentofacial Esthetics (IAOFE).



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DR. ASHISH MALIK

MBBS (MAMC, Delhi), MD-ANESTHESIA (MAMC, Delhi), Fellowship in Liver Transplant, Canada, MBA Healthcare (expected 2019) FMS, Delhi.

Industry Background: Healthcare, Life Sciences

Key Skills:

- Trained in liver transplant anesthesiology and critical care
- Part of Anesthesia Team at Indraprastha Apollo Hospital, Delhi
- Incharge Surgical ICU/Liver Tansplant ICU
- Part of teaching programme of DNB students.

Professional Experience:

- Senior Consultant Anesthesiology, Apollo Hospital, Delhi (2008-TILL DATE)
- Clinical Fellow Transplant Anesthesia, UWO, Canada (2013)
- Senior Registrar, Ibn Sina Hospital, Kuwait (2005-2007)
- Senior Resident, AIIMS, Delhi 2003-2005)

Training and Certifications:

- GMC, U K Licence to practise
- Superspecialization in Transplant Anesthesia, Canada.
- Trained in ACLS/BLS

Achievements:

- National/International Publications.
- Invited Faculty in national/International conferences.
- Reviewer with international journals e.g Transplantation

Overseas Experience:

Worked in Ibn Sina Super Speciality hospital, Kuwait and LHSC, Canada.

Summary of Experience:

- 15 years of experience in Anesthesia in tertiary care hospitals in India & abroad
- 8 years of experience in Liver Transplant Anesthesia
- Experience in ICU care



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DR. MUKTA SHARMA

BHMS, Post Graduate Diploma in Clinical Research, MBA (Health Care Administration) FMS

Industry Background: Health Care and Pharmaceuticals, Clinical Research and Clinical Trials, Administration & General Management.

Key Skills:

- Developing care-taking strategies, integrating delivery systems, improving quality and utilization management programs, coaching medical staff on healthcare business and practice issues.
- Team Management, Patient Healthcare Management, well versed in clinical documentation, Resource Planning.
- Sourcing, Procurement, Supply Chain management, Project Management.

Training and Certifications:

- C.G.O. and C.C.H.
- PGDCCR (Post-Graduate Diploma In Clinical Research)

Achievements:

- Excellent Knowledge of Product Content development & Management, Supply Chain Management.
- Secured A+ and was awarded Gold Medal for PGDCCR from KMK College of Pharmacy.

Professional Experience:

Medusind Solutions India Pvt. Ltd, (Goregaon, Mumbai)-Medical Data Analyst

- Pharmaceutical & Medical Project: Content Development and Management.
- Expert in "Content automation and UNSPSC classification of medical/Surgical supplies, instruments and materials".
- Enriching the content of Medical/Pharma Data.
- Quality analysis, Quality consistency, and accuracy Check of Data.
- Content Description, Normalization, Classification. & Product Data Maintenance.

Mahindru Hospital (Delhi), Deshpande Maternity Hospital (Kurla, Mumbai), and other hospitals.

- Providing patient care as medical practitioner, assisting gynecology and obs.dept.
- Assisted in improving the quality healthcare system Trained Nursing staff with basics of healthcare delivery.
- Managed Overall Administrative duties.
- Managed TPA dept. in hospital, empanelling with various TPA and signing of MOU.

Summary of Experience:

- Dr. Mukta is a qualified practitioner. She has more than 14 years diverse leadership experience as a physician with significant achievements in developing care-taking strategies, integrating delivery systems, improving quality and utilization management programs, coaching medical staff on healthcare business and practice issues. She is ready to accept challenges, believes in team work and delivering results at its best.



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DR. NAVEEN KUMAR SINGH

MBBS, DLO, DNB, Fellowship Head and Neck Oncology (GCRI), MBA (HCA) FMS

Industry Background: Healthcare

Key Skills:

- Healthcare management: Analysis of requirement specifications and developing, Health care system
- Leadership and Team Management
- Clinical teaching and surgical training

Professional Experience:

- Work in Govt. Medical College And Health Care System:- Civil Hospital Ahmedabad
- Municipal Corporation Hospital:- Kasturba Hospital Delhi and Sheth VS General Hospital Ahmedabad
- Trust Based Hospitals:- Gujarat Cancer and Research Hospital Regional Cancer Centre, Rajasthan Hospital Ahmedabad
- Corporate Hospitals:- Action Cancer Hospital and Max Super speciality Hospitals Delhi

Training and Certifications:

- Member of Head and Neck Oncology
- Member of AOCMF
- Member of Indian Cancer Congress

Achievements:

- Appreciation:- As Core Member Of Organizing 1st Indian Cancer Congress
- Appreciation:- As Core Member Of Organizing FHNO-IFHNOS
- Appreciation:- As faculty in organizing oncology conference in max health care cancer centre.
- Nation and international publication

Summary of Experience:

- Work experience of 17 years in diverse health care domains including oncology, drug trial and research, recognizing the importance and impact of this inevitable change in all healthcare system



DR. NEERAJ KUMAR

MBBS (VIMSAR, Sambalpur, Odhisha), D.N.B. (Surgery) (I.A.H, Delhi), MBA Executive at FMS

Industry Background: Healthcare, Pharmaceuticals, Medical education

Key Skills:

- Surgical hand and aptitude, Vascular Surgery, Cosmetic & Aesthetic Surgery, Healthcare Technology, Healthcare Business Strategy, Fostering a team environment, Interpersonal skills & professionalism

Professional Experience:

- Specialist (Department of Surgery) SDNH Delhi
- Resident (Sr.) (Department of CTVS) Pd. B.DSPGIMS, ROHTAK
- Attending consultant (Department of General & Laproscopic Surgery)
- Resident (Sr.) (Department of General & Laproscopic Surgery)
- Resident (Sr.) (Department of Burn & Plastic surgery)
- Resident (Jr.) (Department of Orthopedics) HRH DELHI

Training and Certifications:

- BLS Trained
- ACLS trained
- PTCPI trained
- PTCPI instructor course
- FIAGES

Achievements:

- Topped training programme for fiages hold at FORTIS Gurugram



LT COL. (DR.) RAJESH KUMAR

MBBS, PGDMCH, PGDHM (NIHFW Delhi), BTO (AFMC Pune), AFIH (Industrial Health), MBA HCA Executive FMS DELHI

Industry Background: Healthcare

Key Skills:

- Administrative, Professional and Technical Management Skills.
- Leadership and Team Management Skills.
- Ability to solve problems & Effective decision making skills.
- Communication Skills, Compassion, Manner & Good practical skills.
- Ability to work long hours often under pressure.
- Drive to continue learning throughout career.

Professional Experience:

- I am serving as Army Medical Corps Officer with DRDO, INDIAN ARMY, Govt. of India, Ministry of Defence, New Delhi
- I have 15 years job experiences of different Professional, Technical & Administrative Appointments in Indian Army, MoD, Govt. of India
- I have performed and performing duties of Medical officer In-charge (MOIC), OC (Officer Commanding) Army Troops, Division Head (DH) Works, Division Head (DH) Security and PI/Co-PI in R&D Projects of DRDO, Indian Army
- Previously, I have worked as Resident Dr in Safdarjung Hospital & in Dr. Ram Manohar Lohia Hospital New Delhi in Obstetrics & Gynaecology, Orthopedics & Paediatrics departments respectively

Training and Certifications:

- Continuing Education Programme (CEP) in DRDO Delhi, MoD, Govt. of India in Quality, Reliability and Safety
- CEP DRDO in Nutrition for Healthy life & Improved performance
- CEP DRDO in Genomics & Proteomics: Method and Applications
- ADP SAP Structured Analysis and Design Database, Programming Management and Administration (CMC Ltd A TATA Enterprise)
- CME & Workshop Army Hospital (Research & Referral) Delhi Cantt in Paediatric Critical Care, Contemporary Obstetrics & Gynaecology, CPR & Trauma Management, Clinical cardiology
- Emergency medicine Course, Advance cardiac life support (ACLS) Advance trauma life support (ATLS) Command Hospital Chandigarh
- Associate Fellowship in Industrial Health (AFIH) DGFASLI

Achievements:

- Appreciation Certificate for Outstanding Administrative & Technical performance in Operation SURYA HOPE, Uttarakhand Kedarnath flood disaster Management
- Different Appreciation certificates and DO letters for excellent performance of duties from different military station Commander & units Commanding Officer

Summary of Experience:

- I have 15 years job experiences of different Professional, Technical & Administrative appointments in Indian Army, MoD, Govt. of India



DR. TIJENDER

M.D. (Ay.) DU, Ph.D. (Ay.) NIA, LL.B. (DU), MBA (HCA) FMS

Industry Background: Healthcare, Administration

Key Skills:

Healthcare Management, Event like Mass Yoga camps management, Quality Assurance,

Professional Experience:

- Worked with Swami Ramdev in Patanjali Yogapeeth, Haridwar as Senior Physician
- Worked as Assistant professor in SBMNAC Maharishi Dayanand University, Rohtak, India
- Worked as Assistant professor in GBAC, Maharishi Dayanand University, Rohtak, India
- Presently working as Senior Medical Officer (Ay.) in North Delhi Municipal Corporation at GLM HOSPITAL, NDMC, Delhi
- Presented many papers in Seminars, Organized and participated in Many Health Camps in various parts of India

Training and Certifications:

- RMAS USA

Achievements:

Awards conferred:

- Best Doctors Award for services to Dhanwantri Ayurveda Research Society for Health from Hon'ble Health Minister, Govt. of Delhi
- Award of Excellence for Outstanding Services for IMA (AYUS)
- Best Paper Award at Pittsburgh USA

Overseas Experience:

Seminars at Pittsburgh, New York, Washington DC, Bangkok

Summary of Experience:

- 4 Years Teaching and 10 Years Healthcare administration experience
- Work experience in diverse domains like: Logistics, Health Care, Event Management like Yoga Camps, Franchisee management



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DURGA M. SARDAR

M.Sc. (Nursing), MBA (Health Care Administration)
Industry Background: Indian Railways, Healthcare

Key Skills:

- Team & Client Management
- Project Management
- Clinical & Nursing Teaching
- Nursing & Hospital Administration

Professional Experience:

- GNM from Govt. Medical College, Nagpur
- B.Sc. Nursing from R.A.K. College of Nursing, Delhi
- M.Sc. Nursing from R.A.K. College of Nursing, Delhi
- Presently working as chief matron in Northern Railway Central Hospital.

Memberships:

- Trained Nurses Association of India (TNAI) Life Membership
- Oncological Nurses Association of India (ONAI) Life Membership

Achievements:

- MD Award for excellence in Nursing service 2009
- MD Award for excellence in Nursing service 2010.
- MD Award for excellence in Nursing service 2017

Summary of Experience:

- 22 years of rich professional experience in the field of nursing.
- Lead and managed numerous teams to achieve optimum patient management and Hospital management.
- Worked in a Government set-up, in a Corporate set-up and as a Freelancer too.



DR. SUSHIL KUMAR BHARTI

MBBS, MS (ENT), MBA Executive (HCA), FMS
Industry Background: Healthcare

Key Skills:

ENT Surgery, Rhinoplasty (cosmetic nose surgery), Hospital Administration

Professional Experience:

- Practicing as Medical Doctor as well as Surgeon for past 29 year. Currently working at ESI Hospital, Rohini, New Delhi in the capacity of Head of the Department-ENT (SAG Grade)
- Completed MBBS from Maulana Azad Medical College, Delhi University (1983-1988)
- MS ENT from Safdarjung Hospital, Delhi University (1989-1992), now known as VMMC.
- Senior residency from ESI Hospital Basaidarapur (1993-95)
- Senior residency from Safdarjung Hospital (1995-1997)

Training and Certifications:

- Leadership Training at IIM-Ahmedabad, 2016
- Training on Performance and Appraisal from National Training Academy, New Delhi

Achievements:

- Vice President at all India ESIC specialist association.
- Received Appreciation letter from Hon'ble Labour Minister for the services delivered at ESIC

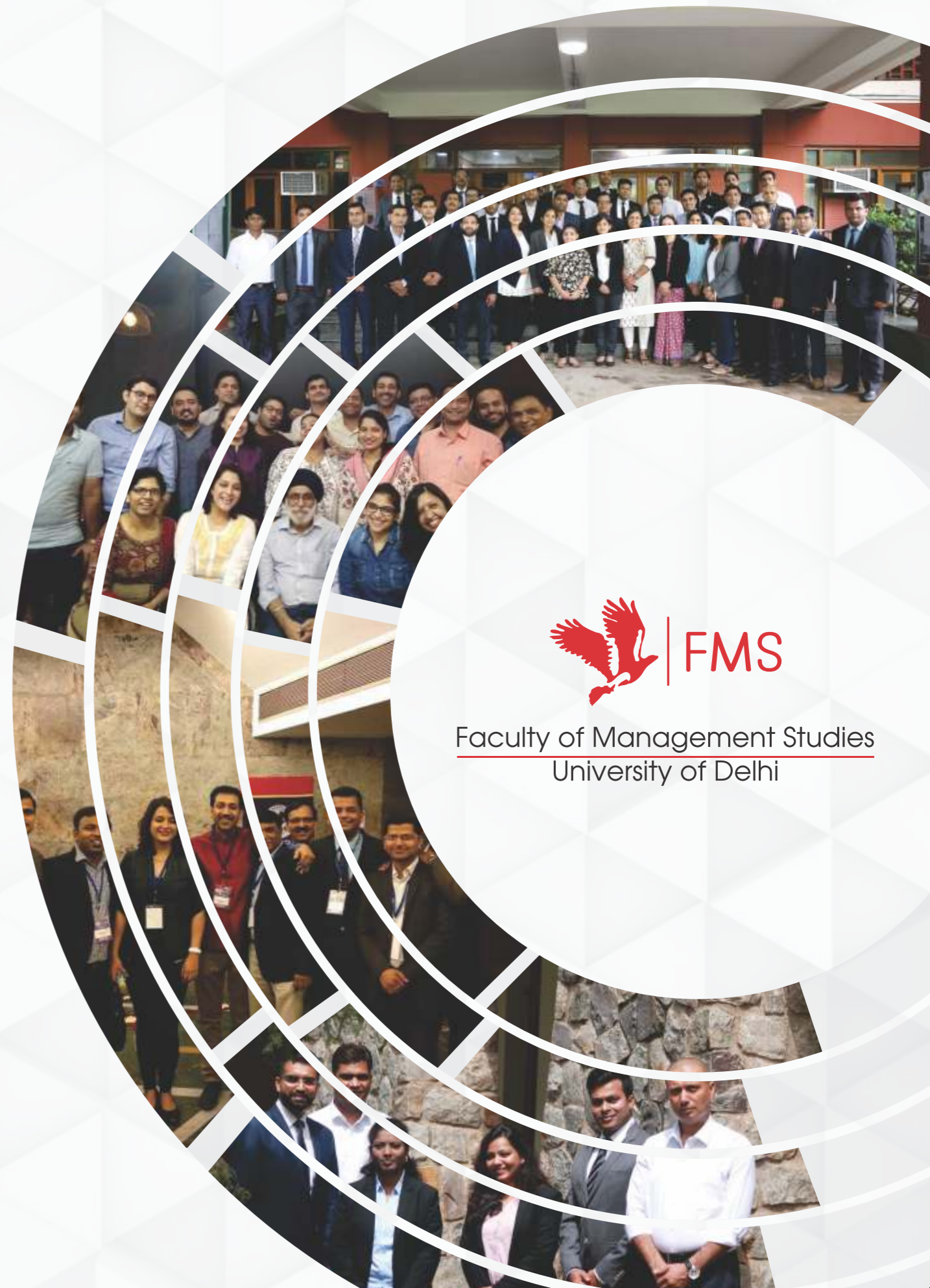


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