

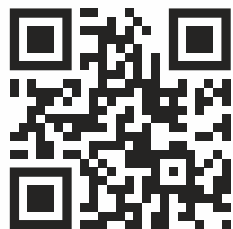


Faculty of Management Studies
University of Delhi



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For Digital Copy:

<http://www.fms.edu/?q=node/17649>

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Faculty of Management Studies
University of Delhi



**MBA EXECUTIVE &
HCA PROGRAMME**

BATCH PROFILE 2018-20

www.fms.edu

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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 RANK



2nd RANK



3rd RANK



4th RANK



4th RANK



B-SCHOOL GLOBAL RANKING



RANKED 29TH IN BEST BUSINESS SCHOOLS IN THE WORLD 2019

A man in a dark suit and glasses is walking away from the camera on a paved road that stretches into the distance. He is carrying a dark briefcase in his right hand. The sky is filled with dramatic, golden clouds, suggesting a sunset or sunrise. The overall mood is one of contemplation and forward movement.

THE 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.

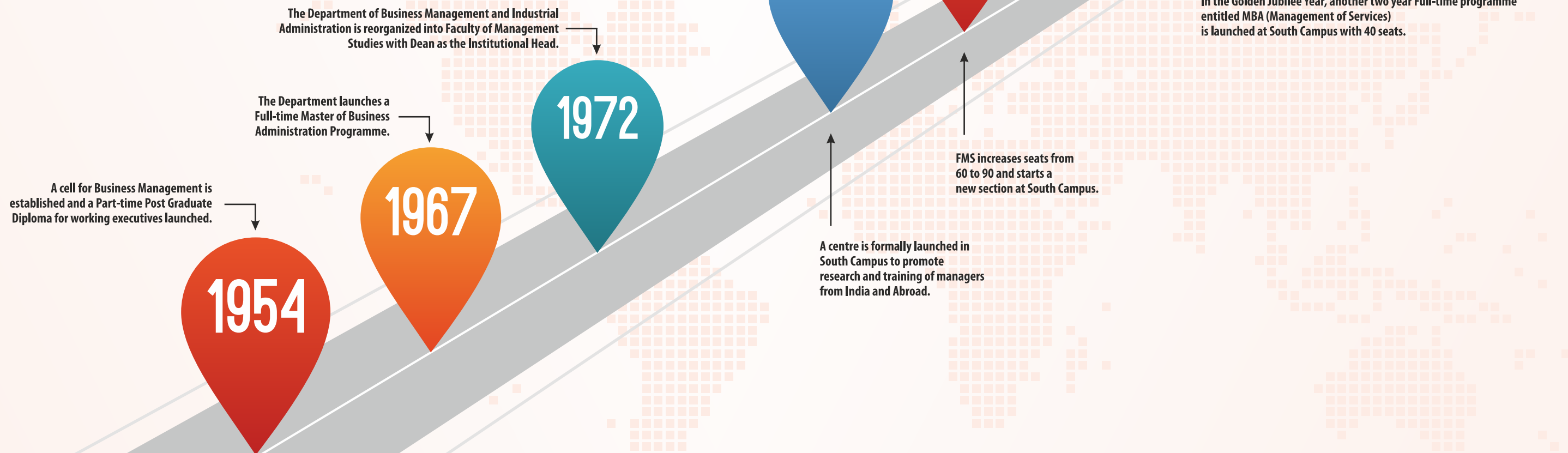
LEADING FROM THE FRONT... SINCE 1954



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

FMS IN HISTORICAL CONTEXT

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



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.



It is a pleasure to teach the current MBA Executive Batch 2018-20. 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 batch of executive students 2018-2020 represents a rich culture and diversity in terms of their knowledge, competencies, professional experience and background. They have contributed greatly to the learning process and always provided critical inputs to the interaction with their peers and faculty inter alia, mainly through experience sharing. They have also demonstrated an yearning for knowledge and their acumen, values and aptitude for ethical and principled corporate management and governance.

I think, they are an asset to the country and am confident that wherever they go, their contribution would be unique and significant to the development of corporate, government and society at large.

I wish them all, a glorious success in their life and career.

Prof. Sunil Sharma
(Faculty: Operations Management)



It was great time knowing you all, the Batch of MBA Executive & MBA Executive (HCA) 2018-2020. Without doubt one of the best moments spent at the faculty are the ones spent in the Executive classrooms. The amount of sincerity, passion and zeal that is visible there is beyond explanation. I would like to wish all of you not only the best alone, but also that you move forward and grab the excellence. Never give up on the first attempt and aim for the best with your total strength. By doing so you will be able to have a smile of success in the end, the one which I see on everyone's faces now!

Wishing you all the Best for your future and may you always remain happy!!

Prof. Kavita Singh
(Faculty: HRM)



The Executive Batch in my honest opinion provides fertile ground for debate and discussion from multiple perspectives. This is what I as a facilitator enjoy the most. The questions never end so does the need to explore more. Interpersonally you experience grace in every moment you spend with the participants. I wish each one of you all the best.

Evolve Always.

Prof. Harsh V. Verma
(Faculty: Marketing)



It is always a pleasure to interact with the participants of the Executive MBA Program at FMS, both in and off the class room. Your background—as diverse as senior officials of defence forces and bureaucracy to seasoned corporate executives and health sector professionals- offers a unique opportunity to all of us including faculty facilitators, to learn from a 'melting pot' of experience, expertise and real-life perspectives. You are the brand ambassadors of FMS in your respective circles; and hope you would play that role with professionalism, dignity, and pride. I wish you all the very best in your personal and professional sphere.

Prof. A. Venkat Raman
(Faculty: HRM)

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 2018-20 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 2018-20 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 2018-20 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)

It gives me immense pleasure to write about the outgoing batch of 2018-2020 of MBA-EXE program of Faculty of Management Studies. I always admire the executive batch for the way they balance their professional life with the tough curriculum. I had an opportunity to interact with some of the participants of this batch in my elective courses and found them to be very sincere and dedicated for the course. As the batch steps out, I am reminded 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".

With these words, I wish the batch a very happy and successful life ahead. May you fulfill many more dreams of your life in years to come.....
Best wishes,

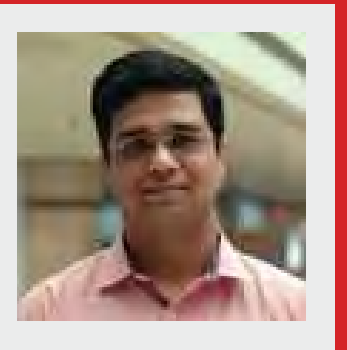
Dr. Garima Gupta
(Faculty: Marketing)

As a faculty I have always found teaching the Executive MBA classes at FMS enriching and rewarding experience. The working students on campus are there because they truly want to learn and this makes them more dedicated and committed compared to students from other programs. The range of professional experience that exists in each executive batch adds a lot of value to the classes making them informative and participative.

FMS comes alive every evening when the executives arrive on the campus for classes and it is a pleasure to see the bonhomie and excitement among students even when most of them have travelled long distances to reach the campus after a long working day.

My good wishes to all the executive students and hope they reach much higher in their careers after they obtain their degree; and remain well adjusted and happy in their lives.

Dr. Mala Sinha
(Faculty: Business Ethics & Communication)



"The MBA Executive batch of 2018-20 represents a curious lot with a diverse background and managerial experiences. Interaction with the executive batch has always been a wonderful and enriching personal learning for me which in turn becomes an integral part of the interaction with the students of the Full-Time course. Without any doubt, each of the participants will be an indispensable asset to the organizations wherever she or he works. I wish to the entire batch for achieving a 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 2018-20. 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)

Current Batch of MBA Executive 2018-20 is a highly motivated lot and comprise of different Industry background. It is always a pleasure to teach executive batch and have healthy discussion regarding current pertinent issues. May their endeavour and the hard effort they have put for completing this course helps them to come out with flying colours in all the sphere of life. I wish for their bright future and success-

Prof. Pankaj Sinha
(Faculty: Finance)

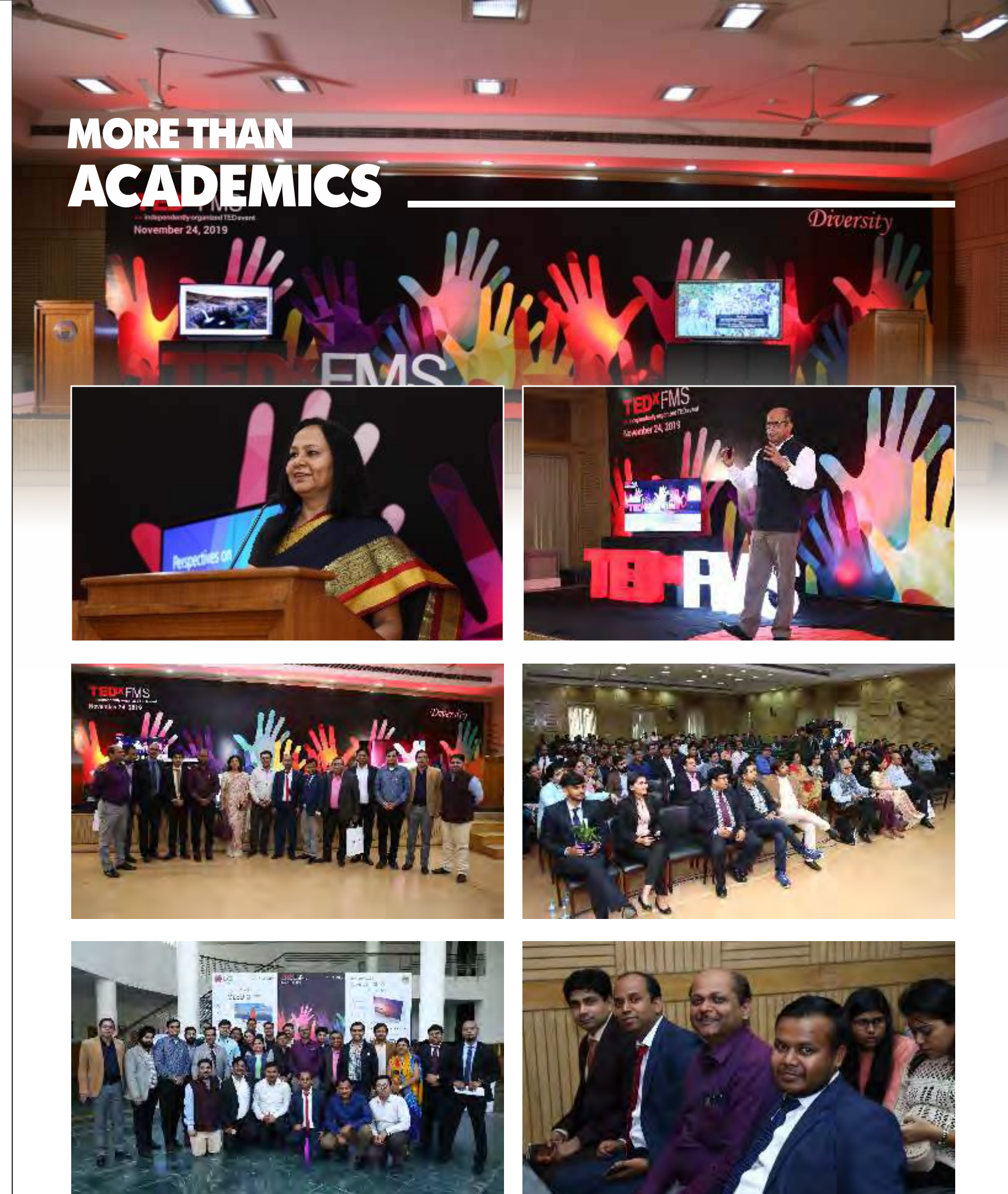
INDUSTRY CONNECT

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.



MORE THAN ACADEMICS



HOLI CELEBRATION



FRESHER PARTY



EKYAM 2018



VIGAM 2019



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.



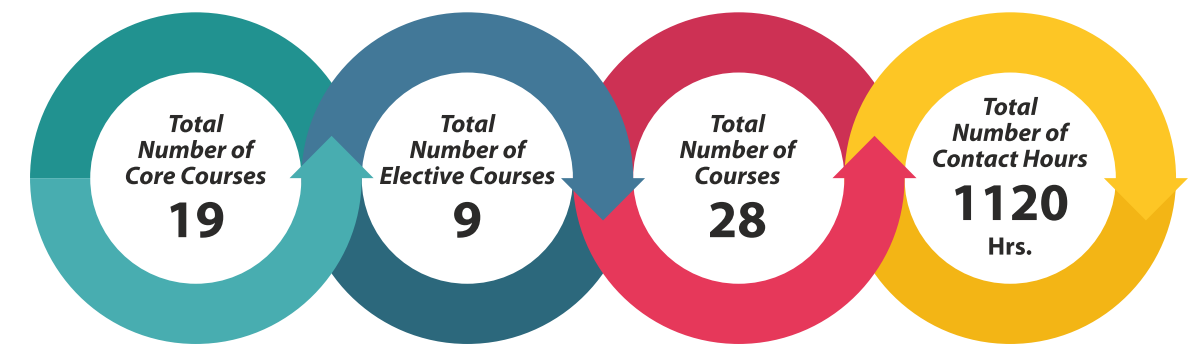
LIBRARY

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.



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

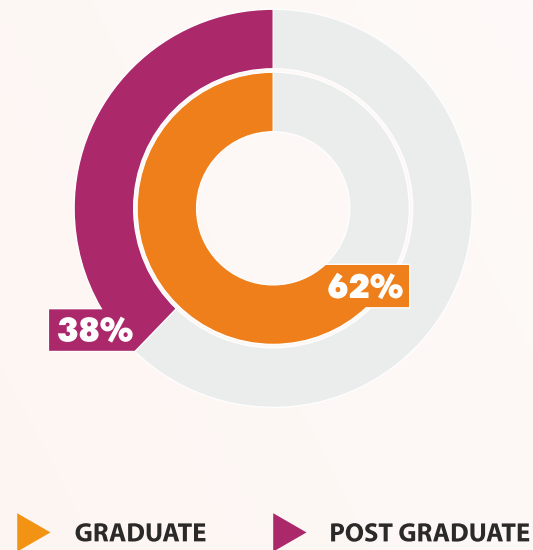
WHERE PROFICIENCY & LEADERSHIP CONVERGE TO CHALLENGE STATUS QUO



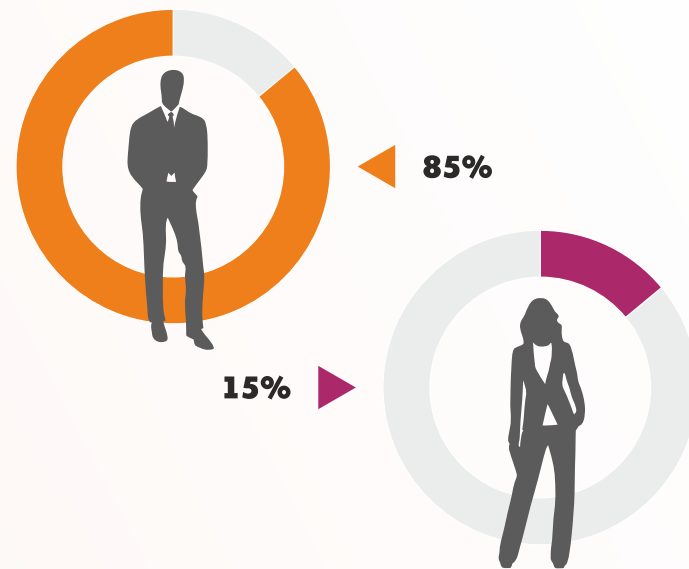
FMS SOUTH CAMPUS

WHERE INTELLECTUALITY & INGENUITY ARE CONTAGIOUS

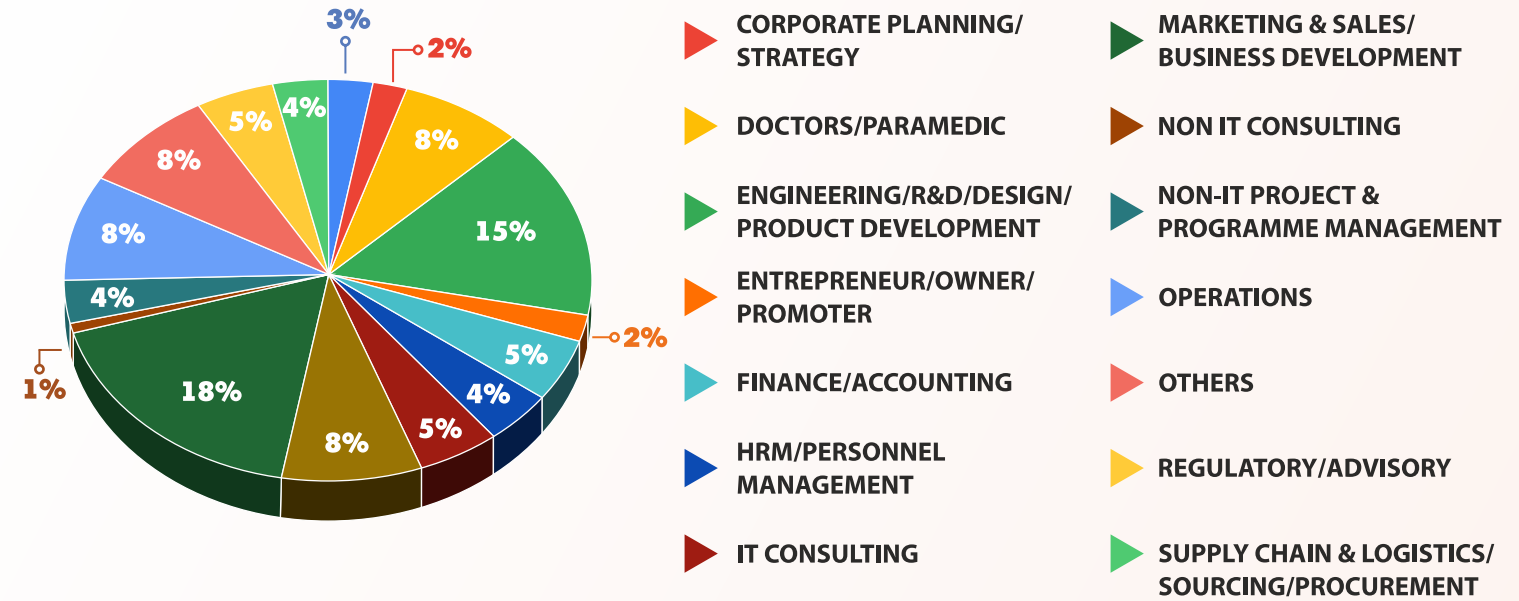
EDUCATION



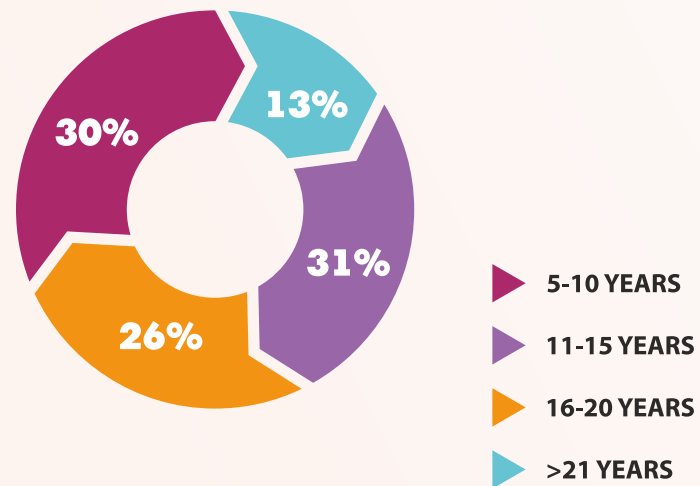
GENDER DIVERSITY



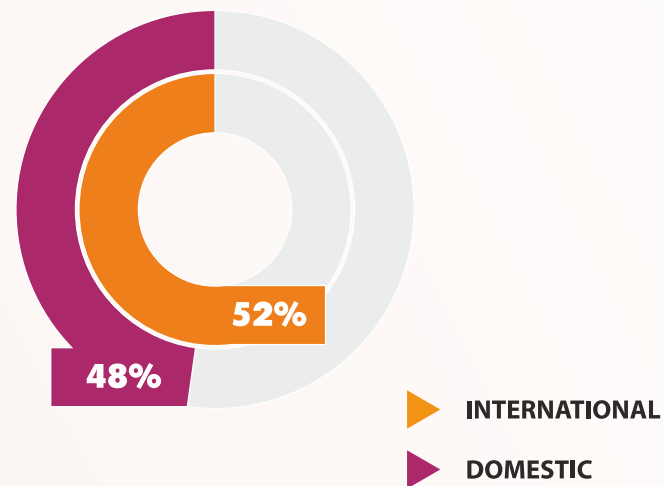
FUNCTIONAL BACKGROUND



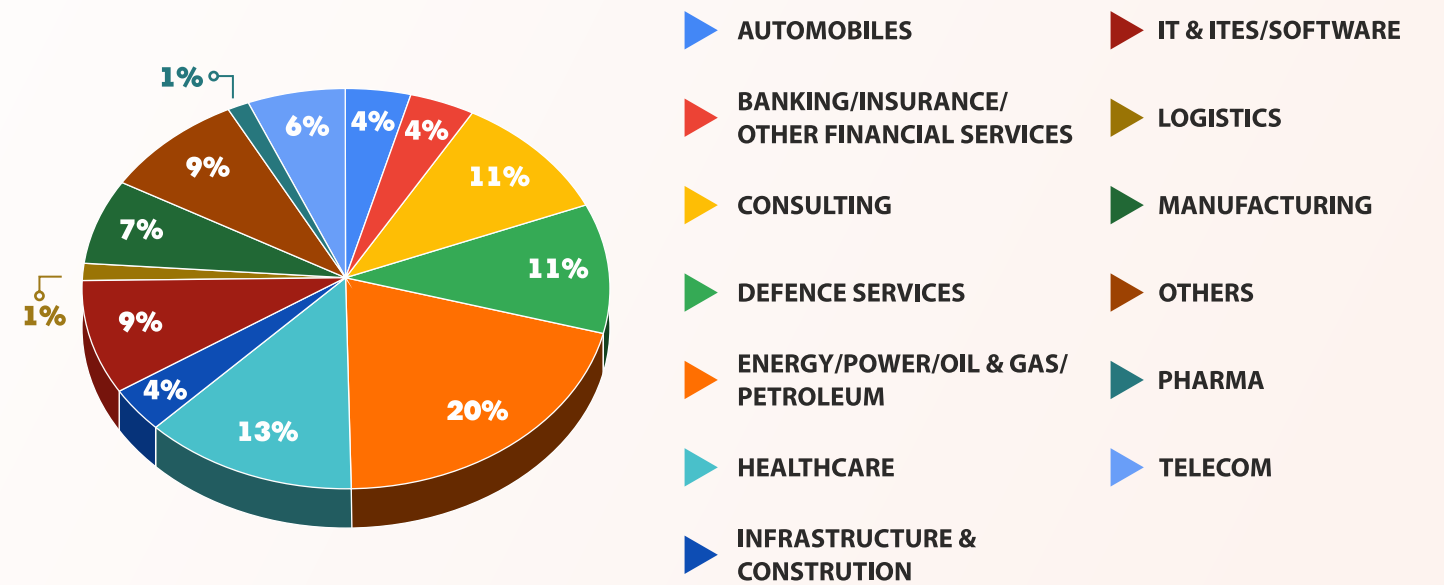
EXPERIENCE PROFILE



WORK EXPERIENCE



INDUSTRY BACKGROUND



BATCH SYNOPSIS

Functional Background	Full Name	Work Experience (in Years)	Industry Background	Present Employer Name	
Engineering/ R&D/Design/ Product Development	Amrish Nagar	17	Defence Services	Govt./Ministry/Defence	
	Amit Singh Meena	11	Telecom	PSUs/Semi Govt.	
	Ashish Kumar	8.3	Automobiles	Private (Domestic/MNCs)	
	Ashok Kumar Meena	11	Energy/Power/Oil & Gas/Petroleum	Govt./Ministry/Defence	
	Ashutosh Singhal	23.3	Defence Services	Govt./Ministry/Defence	
	Bidyut Kumar Dey	15	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
	Bipin Jambholkar	20	Others	PSUs/Semi Govt.	
	Deepak Verma	17.3	Others	Private (Domestic/MNCs)	
	Devendra Chandra	8	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
	Evelyn	17.8	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
	Govinda Kumar	7.3	IT & ITES/Software	Private (Domestic/MNCs)	
	Himanshu Abhishesh	15	Infrastructure & Construction	PSUs/Semi Govt.	
	Jatin Valecha	13.3	Telecom	Private (Domestic/MNCs)	
	P.S.Vigneshwaran	6.4	Healthcare	Govt./Ministry/Defence	
	Pranjal Omar	11.1	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.	
	Rahul Dev	12.5	Others	Private (Domestic/MNCs)	
	Rajesh Srivastava	27	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.	
	Rakesh Sethi	23	Automobiles	Private (Domestic/MNCs)	
	Ravi Malik	16	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.	
	Shashi Bhushan Yadav	7	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
	Tushar Kant Pandey	26.5	Logistics	Govt./Ministry/Defence	
	Vikas Meena	10.3	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.	
	Vikash Kumar Prasad	8.3	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
	Marketing & Sales/Business Development	Abhay Kumar Singh	18.2	Telecom	Private (Domestic/MNCs)
		Amit Aggarwal	17	Banking/Insurance/Other Financial Services	Private (Domestic/MNCs)
		Amit Batra	15	Banking/Insurance/Other Financial Services	Private (Domestic/MNCs)
Amitesh Kumar Sahay		18.2	Manufacturing	Private (Domestic/MNCs)	
Anuj Kumar		11	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
Anuj Kumar		17.2	IT & ITES/Software	Private (Domestic/MNCs)	
Deepak Kumar		10	Manufacturing	Private (Domestic/MNCs)	

Functional Background	Full Name	Work Experience (in Years)	Industry Background	Present Employer Name
Marketing & Sales/Business Development	Lok Abhiram	10	Others	Private (Domestic/MNCs)
	Mandeep Singh	10	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.
	Mayank Sharma	12.1	Pharma	PSUs/Semi Govt.
	Md. Sakil	10.1	Healthcare	Healthcare
	Pankaj Ravish	18	Consulting	Govt./Ministry/Defence
	Rahul Gupta	7	Manufacturing	Private (Domestic/MNCs)
	Ram Kumar Gupta	8	Consulting	Healthcare
	Rezzakul Alam	8	Banking/Insurance/Other Financial Services	Private (Domestic/MNCs)
	Ritta	9	Pharma	Private (Domestic/MNCs)
	Santosh Kumar	22.8	Manufacturing	PSUs/Semi Govt.
	Shraddha Singh	9.3	Consulting	Private (Domestic/MNCs)
	Sneh Lata	8	Banking/Insurance/Other Financial Services	PSUs/Semi Govt.
	Sumit Kumar Kasana	6.9	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.
	Sunil Kumar	12.5	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)
	Suresh Kharia	12	Others	Private (Domestic/MNCs)
	Varun Kashyap	11.7	Consulting	Private (Domestic/MNCs)
	Vishal Agnihotri	15	Automobiles	Private (Domestic/MNCs)
	Yogesh Kalonia	17	Others	Owner/Promoter
	Contract Administration/ Contract Management	Audhesh Kumar Tiwari	34	Infrastructure & Construction
Satender Singh		12.25	Manufacturing	PSUs/Semi Govt.
Shalesh Kumar Saini		19	Defence Services	Govt./Ministry/Defence
Shobhit Agarwal		12	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.
Corporate Planning/ Strategy	Jitendra Jain	16	Automobiles	Private (Domestic/MNCs)
	Nitin Chugh	17	Automobiles	Private (Domestic/MNCs)
	Ujjal Kumar Das	16	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.
Entrepreneur/ Owner/Promoter	Neel Garg	12	Energy/Power/Oil & Gas/Petroleum	Owner/Promoter
	Sandeep Sethi	20	IT & ITES/Software	Owner/Promoter
	Shailendra Pratap Singh Tomar	8	Healthcare	Doctor
Finance/ Accounting	Aditya Jain	19.2	Manufacturing	Private (Domestic/MNCs)
	Ajai Srivastava	20	Infrastructure & Construction	Govt./Ministry/Defence
	Ambika Jain	25	Logistics	Govt./Ministry/Defence
	Chankey Raj Singh	8.3	Banking/Insurance/Other Financial Services	PSUs/Semi Govt.
	Nand Kishor	13	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)
	Ramandeep Singh Gill	6	Consulting	Private (Domestic/MNCs)
	Rashmin Raman	10.3	Others	PSUs/Semi Govt.

BATCH SYNOPSIS

Functional Background	Full Name	Work Experience (in Years)	Industry Background	Present Employer Name
HRM/Personnel Management	Amit Kumar	14	Manufacturing	Private (Domestic/MNCs)
	Anit Shishir Kerketta	5.3	Others	Govt./Ministry/Defence
	Deepak Kumar	11	Consulting	Private (Domestic/MNCs)
	Gaurav Bhandari	20	Defence Services	Govt./Ministry/Defence
	Shashi Bhushan Sharma	18.3	Defence Services	Govt./Ministry/Defence
	Vikas Gautam	25	Defence Services	Govt./Ministry/Defence
	IT Consulting	Abhay Gupta	11.5	IT & ITES/Software
Gurjeet Singh Saini		13.8	Consulting	Private (Domestic/MNCs)
Jimmy Kumar		11.2	Consulting	Private (Domestic/MNCs)
Karan Kohli		13	IT & ITES/Software	Private (Domestic/MNCs)
Sonu Kumar		12	IT & ITES/Software	Private (Domestic/MNCs)
Sumit Shankar		5.8	Consulting	Private (Domestic/MNCs)
Vinod Kumar Kaundal		16.5	IT & ITES/Software	Private (Domestic/MNCs)
IT Project & Programme Management		Akanksha Ahuja	13.1	IT & ITES/Software
	Alok Yadav	12	Banking/Insurance/Other Financial Services	Private (Domestic/MNCs)
	Ashish Chawla	16.8	Others	Private (Domestic/MNCs)
	Chandra Kumar Kushwaha	14.3	Manufacturing	Govt./Ministry/Defence
	Jitendra Meena	15	IT & ITES/Software	Private (Domestic/MNCs)
	Krishn Ji	13	IT & ITES/Software	Private (Domestic/MNCs)
	Meenakshi Mittal	14.8	IT & ITES/Software	Private (Domestic/MNCs)
	Nirbhaya Sharma	20	Telecom	Govt./Ministry/Defence
	Nitin Kumar	8	IT & ITES/Software	Private (Domestic/MNCs)
	Sukhbir Singh Khara	14.6	IT & ITES/Software	Private (Domestic/MNCs)
	Vijay Kumar	16.4	Telecom	PSUs/Semi Govt.
	Vivek Shroff	21	Telecom	Private (Domestic/MNCs)
	Non IT Consulting	Abhigyan Kumar Singh	8.2	Consulting
Non-IT Project & Programme Management	Avdhesh Kumar Goel	16	Infrastructure & Constrution	Private (Domestic/MNCs)
	Naveen Kulshreshtha	15.5	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)
	Pankaj Kumar	15.25	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)
	Surbhee Gupta	26	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.

Functional Background	Full Name	Work Experience (in Years)	Industry Background	Present Employer Name	
Operations	Amit Gupta	9	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.	
	Ashish Parashar	13	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
	Deepak Kumar Agarwal	23.3	Defence Services	Govt./Ministry/Defence	
	Dipendra Kumar Modi	13	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.	
	Lalit Kumar Verma	17.6	Automobiles	Private (Domestic/MNCs)	
	Mradula Chauhan	6.1	Healthcare	Healthcare	
	Pamarthi Jagadeesh	19	Defence Services	Govt./Ministry/Defence	
	Rakesh	9.3	Telecom	Private (Domestic/MNCs)	
	Ramchand Suresh Sovani	26	Defence Services	Govt./Ministry/Defence	
	Sumer Qadir	10	Healthcare	Private (Domestic/MNCs)	
	Sundeeep Khatri	20.8	Defence Services	Govt./Ministry/Defence	
	Yaman	12	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
	Regulatory/ Advisory	Anita Chaudhary	9.2	Manufacturing	Private (Domestic/MNCs)
Jitender Prakash		20.5	Telecom	Govt./Ministry/Defence	
Rakesh Kumar		14.2	Consulting	Govt./Ministry/Defence	
Ramesh Kumar Verma		10	Consulting	Govt./Ministry/Defence	
Shailendra Verma		13.3	Energy/Power/Oil & Gas/Petroleum	PSUs/Semi Govt.	
Shwetabh		16	Consulting	PSUs/Semi Govt.	
Uma Shankar Sahay		20.1	Energy/Power/Oil & Gas/Petroleum	Govt./Ministry/Defence	
Supply chain & Logistics/ Sourcing/ Procurement		Anupam Singh	14	Telecom	Private (Domestic/MNCs)
		Ashish Yadav	8	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)
	Sandeep Kumar	10.1	Manufacturing	Private (Domestic/MNCs)	
	Sanjay Kumar Dinkar	18.3	Defence Services	Govt./Ministry/Defence	
	Vipin Kumar	10	Energy/Power/Oil & Gas/Petroleum	Private (Domestic/MNCs)	
	Others	Anuj Kumar Jha	6.8	Others	Private (Domestic/MNCs)
Jyoti		13.1	Others	PSUs/Semi Govt.	
Naveen Sehrawat		13.8	Defence Services	Govt./Ministry/Defence	
Pankaj Kumar Arya		6.5	Consulting	Private (Domestic/MNCs)	
Pritha Biswas		20	Healthcare	Private (Domestic/MNCs)	
Richa Misra		18.3	Consulting	Private (Domestic/MNCs)	
Sanjay Kumar		17.8	Defence Services	Govt./Ministry/Defence	
Satish Singh		24	Others	Govt./Ministry/Defence	
Shrey Dalela		10	Others	Govt./Ministry/Defence	
Sushma Kumari		11	Healthcare	Healthcare	
Vipul Tyagi		21.8	Defence Services	Govt./Ministry/Defence	
Yatendra Singh Yadav		19.4	Defence Services	Govt./Ministry/Defence	

EXECUTIVE PROFILES

5 TO 10 YEARS EXPERIENCE



**SUMIT
SHANKAR**

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<https://www.linkedin.com/in/shankar-sumit-7755a712/>

• **B.E (E.C.E)**
MBA Finance
Industry Background
IT and ITES.

key skills

- Enterprise Architect: Involved in design and development of solution in area of financial services Industries.
- Solution Design and Business Process Design.
- Expert SAP Techno-Functional Consultant.
- Business Blueprinting and Technical Architecture Design.

Professional Experience

SAP Solution Expert / Architect

Major clients worked for-Coca Cola, Royal Bank of Canada, MSIG, TATA.

- Design and development of ERP and CRM systems on SAP.
- Architecting the detail solution with interfacing key client stakeholders.

Training and Certifications

- SAP Certified Architect
- TOGEF certified Enterprise Architect.
- SAP Certified HANA Consultant.

Achievements

- Catalyst and Top Talent of Organization.

Overseas Experience

- 5 Years at Canada (Working for Client Royal Bank)
- 1 Year at Australia (Working for Client Coca Cola)
- 1 Year at United Kingdom (Working for Caravan Club)
- 1 Year at Singapore (Working for MSIG)

Summary of Experience

IT Professional with more than 14 years of experience in ERP and CRM system design.



**RAMANDEEP
SINGH GILL**

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• **B.Com (P) S.G.N.D. Khalsa College, Delhi University, 2007-2010**

Summary of Experience

7 years experience of providing comprehensive high quality finance & accounting support services to various businesses across Delhi NCR. Handling a team of 10 people and ensuring the compliance in effective & efficient manner.

Professional Experience

Sunil K. Gupta & Associates: Assistant Manager (F&A)

1. ACCOUNTING & COMPLIANCE ASSIGNMENTS
 - Filing of GST returns, revision of returns and other corresponding works in relation to GST;
 - Entrusted with the responsibility for preparation and filing of the tax returns of salaried individuals, individuals carrying on business/profession, partnership firms and companies;
 - Preparing and checking Form 3CA or 3CB and 3CD (Tax Audit Reports);
 - Preparation and filing of TDS returns;
 - Book Keeping of Companies, Partnership Firms, Sole Proprietorship etc. on Tally;
 - Preparing Financial Statements as per Schedule-III of Companies Act 2013 & Accounting Standards;
2. AUDIT ASSIGNMENTS
 - Part of audit planning team for determining the level of materiality, measuring of audit risk and determining the overall audit strategy;
 - Preparation of Audit reports, management letter and discussion with departmental heads;
 - Secretarial Compliances, Ledger scrutiny, debtor & creditor confirmations;
 - Procedural compliance- Verification of statutory dues (Service tax, VAT, TDS, Excise);
 - Analysis of Balance Sheet including Notes to Accounts;
 - Compliance with Income Tax Understanding the business of the client, identifying the risks and steps to mitigate the risk identified

Key Skills

Financial reporting, Analytical ability, Knowledge of IT software in Accounting, Management experience, Commercial acumen

Industries Handled

- Banking Industry (Federal Bank, Syndicate Bank, SBI, Oriental Bank of Commerce and J&K Bank)
- Construction Industry - Ahluwalia & Company
- Export House - Pearl Apparels
- Trading Industry - Delhi State Civil Supply Corporation Ltd
- Co-operative Societies (Panchsheela Club, RBI Thrifts & Credit Society)
- SPV - Krishnapatnam Railway Company Ltd



**PANKAJ KUMAR
ARYA**

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- **MBA (Strategy & Operation)**
- **M. Tech (Chemical Engineering)**
- **B.E (Chemical Engineering)**

Key Skills

- Executing consulting, business research & market research projects for international clients
- Decision support consulting (pre & post market entry phase) across industry
- 360 degree analysis of business operation
- Market assessment, competition analysis, due-diligence & Audits
- Project management, training & mentoring
- Secondary & primary research
- Proposal development & client management

Professional Experience

- Project Manager-WB India (Subsidiary WB Germany) Aug'16 till date
- Associate Project Manager-Market Insight Consultants (Decision Support Consulting Firm) Nov'13-Jul'16
- Research Executive-Algol Chemicals India (former name Dynamic Orbits Advisory Pvt. Ltd.) Aug'12-Jun'13

Achievements

- Awarded R&R 4 times in Market Insight Consultants for receiving client's appreciation letter.
- 3rd position in FORT ROCK Inter college rock band competition (Representing IIT Delhi, organized by Lal Bahadur Shastri Institute of Management)
- Presented in OPEN HOUSE 2012 (i2tech, IIT Delhi)
- Selected as Vice-Representative - Music club (Girnar Hostel-IIT Delhi)
- Selected as representative-Music club (4th Year-Kumaon Engineering College Dwarahat)
- Selected as Co-Convenor-Music Club (3rd Year-Kumaon Engineering College Dwarahat)
- Awarded Trophy for overall best participation (Sintilla-09, Cultural Fest-KEC Dwarahat)

Summary of Experience

Business Analyst with 6.5 years of experience in consulting, business research & market research (across industry), including 5 years of experience at client facing & project management role.



**SUMIT KUMAR
KASANA**

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B. Tech (Mechanical Engineering)

Graduate Aptitude Test Exam (GATE) : 99.75 percentile, AIR : 273

MBA (Strategy & Leadership) FMS, Delhi

Key Skills

- Sales Promotion: Channel Sales, Retail Marketing, Marketing events, loyalty programs, coupons, price-off deals, visibility.
- Channel Management: Managing CFA, SSA, Sales force, Retail & institutional customers, indent planning & stock monitoring.
- Negotiation & Persuasion: Finalization, monitoring and renewal of long term agreements & contracts for supply of goods.
- Organizational Skills: Handling daily fueling operations of aircrafts at IGI Terminal 1, New Delhi
- People & conflict management: Designated Shift In-charge for planning and executing fueling operations to maintain time bound supply of quality product in a highly controlled environment.

Professional Experience

- Sales and Marketing officer for SERVO lubricants, handling 4 Stockist and one CFA in Karnataka; October 2012-November 2015 (M/s Indian Oil Corporation Ltd, a fortune 500 company)
- Assistant Manager Aviation Operation at IGI airport and Palam defense airport; November 2015 – Till date, (M/s
- Indian Oil Corporation Ltd).

Training and Certifications

- Technical training for lubricants at M/s Volvo & Eicher, Indore
- Customer Relation Management (CRM) at NRO, M/s IOCL
- Certified Quality control officer for Aviation Turbine Fuel.

Achievements

- Conducted product trial at VRL (Asia largest fleet operator) to establish performance of Servo coolant and grease.
- Presented a paper on "leveraging the capabilities of OMCs and OTNCs"
- Scholarship awarded by U.P. Government and C.B.S.E for remarkable academic performance in B.tech, 12th and 10th class.

Summary of Experience

- Oil, Gas and Lubricants professional with more than 7 years of experience in Sales and marketing of lubricants, operation of Oil storage and dispensing installments in a FORTUNE 500 company
- Work experience in domains like: Handling channel partners, managing carrying and forwarding agents, product forecasting, market survey, marketing strategy development, product development, customer complain management, Software installment and feedback.



**SHASHI BHUSHAN
YADAV**

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B. Tech (Power Engineering)

MBA Executive Candidate at FMS

Industry Background: Power Industry- Design Engineering , Project Management, Marketing Analytics

Key Skills

- Well versed in SPSS, PERT/CPM, Python
- Acquainted with latest International standards such as IEC, IEEE, IS, NFPA and Saudi.
- Preparation of specifications or RFQ & technical bid evaluation for electrical equipment's
- Exposure on detail design in Solar PV Plant, Thermal Power plant and Transmission and distribution projects.
- Power System Studies, Protection System Design for Power Plants & Substation.
- In-depth knowledge of Power Plant process.

Professional Experience

Electrical Engineer with GE Power from JULY 2012 to till date.

- Hands on experience in detail design of Conventional Power Plant , Gas Power projects along with on site experience.
- Power System Studies, Protection System Design for Power Plants & Substation.
- Resolving site specific technical query & providing support to commissioning.
- Preparation of specifications or RFQ & technical bid evaluation for electrical equipment's
- Vendor Document review & approval after tender award.

Training and Certifications

- 210 MW Coal Fired Power Plant Simulator Training at NPTI (NR) Badarpur
- C++, SPSS Programing Training

Achievements

- Awarded Best Team Player

Overseas Experience

- Tzafit Israel-13 Months Site deputation to resolve site query for 2 x 425 MW Tzafit Combined Cycle power Plant.

Summary of Experience

- Electrical Engineer with over 8 years of experience. Deep understanding and hands on experience in detail design of Conventional Power Plant, Solar PV Plant, Transmission and distribution projects along with on site experience. A team-oriented Engineer who works effectively with all levels of employee in cross functional team.
- Other interest areas include Clean combustion techniques, Renewable energy, Start-ups ecosystem, Supply Chain Management.



RAHUL GUPTA

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MBA (Finance)

Diploma in Business Finance (ICFAI)

Industry Background

Project Management, Human Resource

Key skills

- Executing consulting, business research & market research projects for international clients
- Decision support consulting (pre & post market entry phase) across industry
- 360 degree analysis of business operation
- Market assessment, competition analysis, due-diligence & Audits
- Project management, training & mentoring
- Secondary & primary research
- Proposal development & client management

Professional Experience

- Currently as Project Head-M/s Nova Publications and Printers Pvt. Ltd.
- Ex. Goldman Sachs and Black Rock

Achievements

- Forayed into new International markets in Africa and Middle East

Overseas Experience

- Africa and Middle East

Summary of Experience

Analyst with 9 years of experience in consulting, business research & market research (across industry), including 5 years of experience at client facing & project management role.



GOVINDA KUMAR

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B. Tech (Electronics & Communication Engineering), NIT Patna
MBA (Marketing & IT), FMS Delhi
Industry Background
Network Support, System Support, IT & Broadcast Support

Key Skills

- Installation, configuration & troubleshooting of Network equipments (routers & switches), firewall and servers & Broadcast systems, system support.
- Client and Team Management.
- Problem solving, Analytical & Adaptability.

Professional Experience

Engineer-Technical Services(AVID) at Qube Cinema Technologies Pvt. Ltd., New Delhi (Feb. 2018-Present)

- Installing, Configuration & Support to Network & Broadcast Systems
- Vendor and Team Management.

IT Assistant at Regional Centre For Biotechnology, Faridabad (Nov. 2014-Jan. 2018)

- Lead IT technical team
- Installation, configuration and management of network devices(routers & switches), firewall and servers.
- Provide IT support to end users.

Sr. Technical Support Engineer at Axis Infoline Pvt. Ltd., New Delhi (May 2013-Oct. 2014)

- Technical support to networks and systems.

Technical Support Engineer at Universal Solution Venture, New Delhi (June 2012-April 2013)

- Technical support to systems.

Training and Certifications

- Microsoft Certified Professional(Microsoft Certification ID: 14838937) certified.
- Cisco Certified Network Associate (Cisco Certification ID: CSC013361985) certified.
- Six weeks vocational training in GSM service at BSNL.

Overseas Experience

- Managed team of vendors (AVID & MOG support) globally.

Summary of Experience

- 7 years of experience in installation, configuration & troubleshooting of (routers & switches), firewall and servers & Broadcast systems.
- Specialties: Network system (router, switch & firewall) installation & support, Network Administrator, System support, Broadcast system installation & support.



DEVENDRA CHANDRA

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B. Tech (Electrical & Electronics Engineering)
PGDC (Transmission & Distribution System) NPTI, Bangalore
MBA (Marketing & Strategy)FMS, Delhi
Industry Background
Energy & Power Sector, Design & Engineering

Key Skills

- Design of Control & Relay protection Panel.
- Client Management.
- Vendor and Team Management.
- Problem solving, Analytical & Adaptability.
- Quality Assurance, Performance Engineering.

Professional Experience

Senior Executive at SIEMENS Ltd (Dec'2014-Present)

- Lead design and engineering of Control & Protection Relay Panels (IEC61850 Communication Protocol)
- Leading technical discussions with major client like PGCIL, BHEL, BSPTCL, UPPTCL, HVPNL etc.
- Engineering & Design of world's first kind of Digital substation (IEC61850-9-2-LE) 400/220kV Malerkotla S/S for PGCIL.

Engineer at ERL Ltd (Jan'2013-Nov'2014)

- Design and engineering of Control & Protection Relay Panels (IEC61850 Communication Protocol)

Engineer at VIOM Networks (July'2011-July'2012)

- Being a passive network infrastructure company in telecom involve in various activity in technical front.

Training and Certifications

- Certification in CCL(Competent Communication leadership) from Toastmaster International.
- Training & Certification on Business Analytics & Simulation.
- Training & Certification on lateral thinking for managers.

Achievements

- Received Award from SIEMENS Ltd. For successfully executing world's first kind of Digital Substation solution for PGCIL.
- Received Award from Toastmaster International for Competent Communication leadership.

Overseas Experience

- Managed team of vendors/manufacturers spread globally. (Germany).

Summary of Experience

8+ years of experience in the Engineering & Design, Project Management handling large power projects involving engineering, sourcing, contracting, controlling and monitoring of contracts with domestic as well as foreign vendors.



NITIN KUMAR

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B. Tech (Information Technology)
MBA (Strategy & Leadership) FMS, Delhi
Industry Background
Information Technology

Key Skills

- Advanced search quality developer. Machine learning, Big Data migration, Deep learning, Python, Go, SQL.
- End-to-End development, integration with Analytics systems, Auto Functional testing including headless testing, planning & execution.
- Plan, analysis and Implementation of various different modules.
- Shell scripting, HTML/XML, feed Analysis..
- Product ownership, implementation, quality assurance.

Professional Experience

Working since July 2011

- Product developer (Lead) Sept. 2012 -Till date (Google India Pvt. Ltd).
- Data Engineer at Adeptech Solution Pvt. Ltd (July 2011 - Aug. 2012)

Training and Certifications

- Oracle Database 11g Admin Certified
- SQL certified Expert : OC1455191

Achievements

- Awarded for best performance in quarters and annual.
- Awarded for various innovative ideas for search.

Summary of Experience

- IT Professional with more 6.5 years of experience in Software Engineering, and Team management, product development, Planning and Scheduling, Quality Assurance & Control, Process Improvement.
- Work experience in domains like: Product development, Search, Data mining, ETL.



REZZAKUL ALAM

alamrezzak@gmail.com

<http://linkedin.com/in/rezzak-alam-567161129>

MBA, Sales & Marketing
Industry Background
Insurance/Reinsurance, Political Risk & Trade Credit Insurance

Key Skills

Business Development, Strategic Planning, Key Account Management, Negotiation, Customer Relationships, Business Acumen, Strategic marketing, Project Management, Team Management

Professional Experience

Senior Manager: Corporate Sales -Origin Insurance Brokers Pvt. Ltd.

- B2B sales and marketing for Trade Credit insurance products
- Have an in depth understanding of the external market situation and dovetailing it with the client's existing portfolio of risk basket.
- Interacting with all relevant credit risk insurance markets and source the best solutions for the clients. Conducting a detailed study of the products and carry out comparisons between quality and pricing of cover to ensure the right product mix through our wide knowledge base and strong relationships with the credit insurance companies ensuring the best deal for our clients.

Assistant Manager-XL India Business Services Pvt. Ltd. (AXA XL)

- Liaising with the Underwriting team in Asia pacific, Europe and Americas to look for new avenues and bring business to India.
- Continuously working with the Brokers like Aon, Willis, Texel, Marsh, JLT etc. to manage accounts and on premium collection.

Training and Certifications

- Six Sigma (Green Belt), Indian Statistical Institute (ISI)
- Licentiate - Insurance Institute of India (III)

Overseas Experience

Singapore-Worked in Singapore for around 3 months. Responsible for transitioning Trade Credit Business to India

Summary of Experience

An experienced sales & Marketing professional with a demonstrated history of working in the Insurance Industry. Skilled in facilitating the clients in obtaining terms from the insurance companies. Analyzing clients financials and recommending rational solutions that would help in the business growth. Proven strong analytical skill and business communication.



SNEH LATA

snehlata.1404@gmail

<https://snehlata.1404@gmail.com>

B.Sc (H)

Post Graduate Diploma in Banking & Finance

Industry Background

Banking & Finance

key skills

- Interpersonal skills.
- Complaint Management.
- Financial Management.
- Client On-boarding
- Operations Management

Professional Experience

State Bank Of India

- Currently working as Loan Officer responsible for sourcing, appraisal and end to end processing of priority segment loans.
- Worked as Deputy Branch Manager wherein handled account opening, maintenance, locker and cash operations of the branch.
- Worked as Team Leader for sourcing Auto Loans .

ICICI Bank

- Worked as Service Manager for HNI clients having a minimum net worth of 25 lacs with the bank.
- Single point contact for the managed HNI clients.

Training and Certifications

- JAIB
- CAIB
- Certified Financial Planner
- AMFI

Achievements

- Top Performer in Sourcing Car Loans in the Region.

Summary of Experience

8+ years of experience in the field of banking operations be it cash, locker, account maintenance, investment advisory, loan processing etc.



ASHISH YADAV

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B. Tech (Electrical & Electronics)

EXECUTIVE MBA (Marketing & Strategy) FMS, Delhi

Industry Background

Energy Sector

Key Skills

- Sales- Control Relay Protection & Substation Automation System.
- Sourcing, Procurement, Supply Chain management, Project Management.
- Vendor and Team Management.
- Project Management – End-to-End development, integration with ERP system, Functional testing, testing estimation, planning & execution.
- Quality Assurance, Performance Engineering and Testing.

Professional Experience

Sales Manager at Siemens Ltd.

- Managing Pre-award contract life cycle from Tendering to Bid Evaluation, Addressing Pre-Bid discussions.
- Vendor discussion and negotiations for freezing of packages in EboP, Generator Excitation Projects, Control & Relay Protection Packages and PLC SCADA(Substation Automation).
- Co-ordination with project financing team for managing lenders' expectations.
- Preparing quotation for enquiries based on the customer's requirements.

Training and Certifications

- Equipped with BOSIET (Basic Offshore Safety Induction & Emergency Training) by NAMAC (Naval Maritime Academy) at INDIAN NAVY Base at Colaba, Mumbai.
- Knowledge of ITIL and cleared IJP for Incident Management within Siemens.

Achievements

- Prepared a tool that could make budgetary Bid (Technical) in just two days of time.
- Successfully completed the Inspection for 132KV Cable Termination Kit at GSW Shanghai, China for 2X800 MW NTPC Gadawara Project.

Overseas Experience

- Qatar Phase 13(Kaharama) Engineering and Project Management.
- Managed team of vendors/manufacturers/ Customers spread globally across different time zones (Germany, Qatar, UAE and India).

Summary of Experience

8+ years of multi-disciplinary experience in the Engineering, Sales and Project Management handling large power projects involving sourcing, contracting, controlling and monitoring of contracts with domestic as well as foreign customers.



ABHIGYAN KUMAR SINGH

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B. A (Prog.) Delhi University, 2009

PGDFM (C & L) -2012 IIFM, Bhopal

MBA –Executive (Strategy & Leadership) FMS, Delhi

Industry Background: Management Consulting Cement Manufacturing, Waste Management, Energy Sector & NGO

Key Skills

- Leadership, Strategy and People management
- Business Advisory & Stakeholder Management
- Project Management -Planning ,monitoring & evaluation
- Business Development, Liasoning & Negotiation
- Vendor Management – Creation of SOP, RFQ and Negotiations
- Logistics , Procurement & Supply chain Management

Professional Experience

- Working since July 2017 - To date with Ernst & Young LLP as Business Advisory Consultant for Department of MSMEs
- ACC Cement Limited from June 2012 to July 2017: Worked as Deputy Manager at Kymore Cement Works MP and Chanda Cement Works, Maharashtra
- Nav Roshni Veer Society, Delhi form May 2009 to Apr 2010: Worked as Project Coordinator, Delhi

Training and Certifications

- Trainings on Time Management, Team building, Leadership, Change Management etc.
- Training on different MSMEs department Scheme .i.e Gem, UAM, ODOP etc.
- Qualified A-Cert Trainer for AFR
- Training on different SAP ERP Modules

Achievements

- Best ACC MT Award for initiatives taken in Implementation of Project "Project SLI (Sustainable Livelihood Initiative) & HAAT
- Get the best Employee Award for the process documentation & SOP implication
- Fully reshaped supply chain strategy resulting in an improvement of the service provided to customers from 5% to 11% while drastically reducing costs by 7% and inventory by 12%

Summary of Experience

Overall 8 years of experience in the domain of Business Advisory, Supply chain Management, Business Development, Waste management & NGO. Demonstrated strong track record of streamlining process and procedures, building strong teams and implemented cost-effective solutions.



ASHISH KUMAR

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B.Tech – I.T.S. Engg. College , G.B.T.U. Lucknow (2007-2011)

PGDM– Symbiosis Centre of Distance Learning (2016-2018)

M.B.A. Executive – Mkt. & Strategy, FMS, Delhi University (2018-2020)

Key Skills

- Business Development,
- Project management, Project scheduling
- Costing and Negotiation
- Customer Communication, Complaints Handling,
- Toolroom, CNC, EDM machining,
- Injection molding, blow molding manufacturing,
- Injection mold design

Professional Experience

- Assistant Manager (Business Development) New Development (June 2011 - to present) Motherson Molds And Diecasting Ltd. IMT Manesar Gurgaon Plant
- Toolroom, CNC Milling, CNC EDM machining

Training and Certifications

- Certified Auditor for ISO 9001:2015

Achievements

- Delivered numerous Interior & Exterior parts for various OEMs since last 6 yrs:
- MSIL: WagonR, Alto, Celerio, Swift, Desire
- TATA: Nexon, Tiago, Bolt,
- Ford: Ecosport, Freestyle

Summary of Experience

An engineering professional having an experience of 8 years in Injection Molds and Blow Molds for Interior and Exterior Parts of Motorcycle and Cars. Quality Assurance, Strategic Sources development, Program and project Management, Market and Competitor Analysis.



VIKASH KUMAR PRASAD

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B.Tech (Power Engineering)

MBA Executive Candidate at FMS

Industry Background:

Power Industry- Design Engineering, Project Management

Key Skills

- Acquainted with latest International standards such as IEC, IEEE, IS, NFPA and Saudi.
- Preparation of specifications or RFQ & technical bid evaluation for electrical equipment's
- Exposure on detail design in Solar PV Plant, Thermal Power plant and Transmission and distribution projects.
- Power System Studies, Protection System Design for Power Plants & Substation.

Professional Experience

Electrical Engineer with GE Power from May 2017 to till date

Tractebel Engie I Deputy Manager (Electrical)

L&T S&L Ltd I Engineer (Electrical)

Lahmeyer International I Senior Engineer (Electrical)

Hands on experience in detail design of Conventional Power Plant, Solar PV Plant, Transmission and distribution projects along with on site experience.

Training and Certifications

- 210 MW Coal Fired Power Plant Simulator Training at NPTI (NR) Badarpur
- C++ Programming Training from NIIT Delhi

Achievements

- 'Above & Beyond' recognition in GE for giving training to the Team
- Team member of finalist team of Rise Prize 2014-2015- India's Biggest Innovation Challenge "Development of 1360 Watt DIY Solar Roof Top Kit for Indian Household"

Overseas Experience

- Dubai (UAE) for Protection Audit of EMAL (Emirates Aluminum)
- Working for designing of Power Plant for American, European & Asia Pacific region.

Summary of Experience

Electrical Engineer with over 8 years of experience. Deep understanding and hands on experience in detail design of Conventional Power Plant, Solar PV Plant, Transmission and distribution projects along with on site experience. A team-oriented Engineer who works effectively with all levels of employee in cross functional team.



CHANKEY RAJ SINGH

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B.Tech (CSE)

CAIIB

Industry Background:

Banking & Finance

Key Skills

- Managing, Controlling and Running of Branch Operations
- Appraising, Processing, Sanctioning and Monitoring of Various loan Products
- Recovery, credit monitoring and legal process for up gradation, satisfaction and settlement of the Non performing assets.
- Finacle, C,C++

Professional Experience

Senior Manager at Branch Office Rai UCO BANK

- Worked in various capacities in different Branches of the Bank.
- Business Development
- Loan consultation
- Credit monitoring, supervision and controlling of Finances done.
- Customer relationship maintenance
- Ensuring time bound and effective customer service

Training and Certifications

- CAIIB, JAIIB, .NET.

Achievements

- Financing in all the major Loan Products
- Have done financing to the tune of 100 million Rupees
- Recovery to the tune of 50 million Rupees
- Promoted from Probationary officer in 2011 to Senior manager in 2017

Summary of Experience

- Senior Manager in UCO BANK a Public Sector Bank with 6 years of experience in Branch Operations as Branch Head, Recovery of NPAs in Agriculture, SME and Retail Portfolio and taking care of all functions of a Bank's Branch
- Work experience in 15 different Branches and in 7 Different cities of the country



RITTA

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Bachelor degree in Science

MBA –Executive (Marketing & HR) FMS, Delhi

Key skills

- Excellent communication and interpersonal skills.
- Team player with excellent decision-making skills.
- Willingness to learn & train individuals about process, medicine & treatments.
- Having Organizational Skill, having knowledge of systemic way of going through all the processes.
- Endowment to reconcile swift and effectively learn new assignment expeditiously.

Professional Experience

- Pharmaceutical Professional, Dr Reddys Lab Pvt Ltd as Scientific business officer since April 2017-TILL DATE.
- Previously worked in BRISTOL-MYERS SQUIBB INDIA PVT LTD as Oncology and hospital care advisor (NOV 2015-APRIL 2017)
- Worked in REMEDE MEDICARE PVT LTD as BDM (MAY.2014- NOV.2015)
- Started with WALTER BUSHNELL PVT LTD as FSO (SEP.2007- OCT.2011)
- Handling Major Tender Government Business accounts Such as CGHS, R&R and Base hospital.

Certifications & Achievements

- Received Certificate for 100% achievements of budget in 2017, 2018, and for Q1,Q2 in 2019 in Dr.Reddys lab.
- Received certificate for brand runner up for Cresp in H1 2017.
- Received certificate of 1st position in product training in Dr.Reddys lab.

Summary of Experience

- Pharmaceutical professional with more than 10years of experience in pharmaceutical sales and marketing.

Career Expectations & Way Forward

- I want to empower all my professional skills and use my knowledge I have gained during my studies to successfully perform any of the assignments which the job I applied to demands. I want to belong to a leading company in the market that offers me a career line and stability.



AMIT GUPTA

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B.Tech (Electrical Engineering)

MBA (Strategy & Leadership)

Industry Background

10years experience in Power System Operation

Key Skills

- Analysis of Power system trippings based on SCADA and Phasor Measurement Unit(PMU) data.
- Monitor Electrical Grid Operations.
- Coordination among various stakeholders for safe and reliable operation of inter-state Electrical Grid.
- Black start testing of hydro and gas stations.

Professional Experience

Manager at Power System Operation Corporation (POSOCO), Ministry of Power

- Worked as power system protection engineer to analyse tripping at inter-state level, establish reason of tripping using SCADA and PMU data and proposing solutions to avoid similar tripping in future.
- Approved the transmission line, Generator and other elements planned outage by coordinating with various utilities and in accordance with Grid security.
- Worked for testing of Black start capability of various Hydro and Gas generators in Northern Region Grid.
- Worked at Northern Regional Load Despatch Centre(NRLDC) control room for monitoring of operations and grid security of the Northern Electrical Grid.
- Worked at Renewable Energy Certificate (REC) department-Register renewable generators under REC Mechanism, Issue REC certificates based on energy generated, trading of REC certificates at Power Exchanges and monitor the redemption of RECs.

Training and Certifications

- Certified Power system operator by NPTI.
- Trained on Regulatory Framework in Power Sector.
- Trained on Power System protection at PRDC, Bengaluru.

Achievements

- Won various Quiz and Essay writing competition on Social issues in POSOCO.
- Represented POSOCO as captain in inter PSU Bridge competition.
- Participated in inter RLDCs Cultural meet, POSOCO.
- Gold medallist in B-Tech, Electrical Engineering, G.B. Pant University of Agriculture & Technology, Pantnagar.

Summary of Experience

Power System engineer with more than 10 years of experience in system operation, monitoring of Grid for its safe and reliable operations and implementation of REC Mechanism in India.



RAKESH

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B.Tech (E&C)
MBA(EXE) FMS, Delhi
Industry Background:
Telecom Industry

Key Skills

- 3G,4G,LTE/VOLTE,IMS,5G,IoT,Cloud,AI,BigData,DataScience,R
- Client and Team Management
- Team Lead & People Management
- Project Management
- Automation

Professional Experience

Sr. Engineer and Team Lead at Ericsson Global India Pvt Ltd

- Major clients worked for – Bharti Airtel, Idea, ZTE, Airtel Africa
- Worked as Configuration Engineer and Team Lead in Operations.
- Worked on WCDMA, GSM, 2G, 3G, 4G
- Working on 4G, LTE/VOLTE, IMS
- Working on 5G, Cloud, IoT, Automation
- Currently handling 10 circle of north/north central for Bharti Airtel

Training and Certifications

- Cisco Certified Network Associate
- Trainings on IMS, IoT, Cloud, VOLTE, 5G

Achievements

- Received many awards for Employee of the Month, Power Award and ACE Award

Summary of Experience

- Telecom Professional with more than 9 years of experience in 2G, 3G, WCDMA, GSM, 4G, LTE/VOLTE, IMS
- Currently working for 10 Circles of Bharti Airtel
- Team Lead and Sr. Engineer and Executor for various activities and technical solution and working on different technologies and IT Platform, having knowledge of different IT tools.
- Ongoing working projects are on 5G, Cloud, IoT, AI and Automation



DEEPAK KUMAR

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B. Tech (Metallurgy), NIT Srinagar
MBA (Marketing & Strategy), FMS, Delhi
Industry Background
Steel Sector

Key Skills

- Target Oriented
- Key Account Management
- Pre & Post Sales Operation
- Aftersales Revenue generation & Budget Planning
- Customer Relationship Management
- Market Mapping & New Business Development
- Supply chain management
- Sales & Negotiation

Professional Experience

- Manager Marketing & Sales (Sept 2011 - to present) Jindal Stainless Ltd
- Sr. Engineer, Quality (May-2010 to Feb 2011) Bal Mukund Concast Ltd
- Engineer QA/QC (Piping) (Feb-2009 to Apr 2010) Indian Oil Tanking Ltd

Training and Certifications

- Advanced training for one week in "Total Quality Management" at ATI Mumbai, under Ministry of Labour & Employment.
- SAP Cloud of Customer (C4C)
- SAP Hybris

Achievements

- Outstanding Performer for 3 consecutive quarter in FY18-19 (Jindal Stainless)
- Achieved Highest Ever Sales Target of 53000 MT in FY 18-19 (Jindal Stainless)
- Qualify National Talent Search Contest

Summary of Experience

A competent professional with over 10 years of experience in Sales & Marketing, Business Development, Key Account Mgmt, Product Promotion and closes business deals and maintains extensive knowledge of current market conditions. Build long-term relationships with new and existing customers vast experience with branding and introducing new products. Superb understanding of business sense and strategies promote new products, and interact with new clients in order to develop sustained business for the organization.



LOK ABHIRAM

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Bachelor of Design, NIFT Hyderabad (2006-10)
MBA: Faculty of Management Studies (2018-20)

Industry Background: Home Textiles, Flooring, Textiles Prints, Weaving, Garments-Women's Wear.

Key Skills

- Textile Design-Home Textiles & Flooring Products
- Wide Experience in handling Residential, Hospitality and Retail Projects.
- E commerce, Online Retail Operation Management.
- Project Management
- Product Development
- Vendor Management
- Trend Analysis

Professional Experience

- Deputy Manager- Hospitality Design, Welspun Flooring Limited
- An implementer with over 9 years of expertise in designing Home Textiles & Flooring Products.
- Worked for more than 100 + projects for international clients such as Residential: JW Marriot, Hilton West Palm, The Burlington Arcade, Four Seasons, Royal Princess Cruise ships, Gaylord Opryland etc. Retail: Pottery Barn, Land's End, Home Decorator collections, west elm, Pier One imports, Zara home, Harbour House, Bed Bath & Beyond, Freedom, Rug & Home, TJ Max, Otto, Klingel, Heine, etc.
- Successful designing and product development for Domotex fair-2011, 2012 & 2013.
- Worked closely and developed designs for some reknown international artists such as Stacy Garcia, Virginia Langley, Arnawaz barshan, Oren Sherman and Christian Zuzunaga.

Achievements

- Best Design Project – NIFT 2010
- Design selected in Best contemporary category-Domotex 2011
- Receive appreciation for contribution in HD collection-Brintons Carpets

Summary of Experience

- Design Professional with more than 9 years of rich experience in designing Home Textile, Carpets and other Flooring Products for Hospitality, Residential and Retail Projects.
- An Entrepreneur dealing in Women's Wear, having own Design firm RABTA DESIGN STUDIO.



MANDEEP SINGH

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B.Tech (Mech)
MBA Finance
Industry Background
Petroleum Retail Industry

Key Skills

- Retail Marketing along with Administering Role.
- Operations Management including diverse product handling on large scale.
- Project Management from end-to-end skills in planning to execution.
- Versant with Tendering & Contractual obligations.

Professional Experience

Manager Retail Sales in Indian Oil Corporation Ltd. (Marketing Division)

- Working as Manager Retail Sales administering Retail Outlets and managing Petroleum Products Sales. Engaged in Retail Expansion plan for Corporation.
- Worked as Assistant Manager in Indian Oil Largest Inland Terminal handling Receipt Storage and Distribution of Petroleum Products.
- Worked as Engineering Officer in Divisional Office administering Engineering Jobs for the Development of Retail Outlets.

Training and Certifications

- Additional Short Term Management Development & Project Management Programs

Achievements

- Corporate Appreciation Awards

Summary of Experience

- Petroleum Downstream work experience from dispatch to distribution point with technical & managerial inputs.
- Association & Collaboration thru enriched diverse peers group, vendors, business partners & customers.



VIPIN KUMAR

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B.Tech (Mechanical), YMCAIE Faridabad

MBA (Finance), FMS Delhi.

Industry Background

Mechanical as well as Thermal Engineering

Professional Summary

- Around 11 of experience in Thermal Power Industry.
- Experience in project interfacing and Procurement of coal for 2X600 MW Anuppur Thermal Power Plant.
- 3 years of experience in site execution of 2X507.5MW at Udupi Thermal Power Plant.
- Experienced in liasoning with Government Departs and Power and related Ministry.
- Experienced in quantitative project management methodologies and reporting data to steering committee for cost of rework/Defect removal rate.
- Experienced in formulation of Project charter, Business case and finance approval for new initiatives.

Professional Experience

Deputy Manager at Hindustan Power Projects Pvt. Ltd

- Responsible for Engineering of Boiler Pressure Parts and Non pressure parts.
- Coal Procurement for Anuppur Thermal Power Plant.
- Part of Commissioning Team during Plant commissioning and Review meeting with vendors.
- SAP documentation for GRN and PO release..
- Managing and maintain large datasets and extract meaningful insights from it.

Technical Skills

- NPIT Training: Power Plant Familiarisation
- Data Visualization: MS Excel, Tableau
- Design and Drafting tool: Auto Cad.
- Statistical Methods: Hypothesis Testing, Factor Analysis, and ANOVA.
- Optimization Techniques: Linear Programming, Integer Programming,

Achievements

- Best Team Award
- Best Performance: Employee of the Month

Summary of Experience

- Hindustan Power Projects Pvt Ltd (Apr 2016 - Present)
- Moserbaer India Ltd (Aug 2010- Apr 2016)
- Lanco Infra Tech LTD (June 2008 to Aug 2010)

EXECUTIVE PROFILES

11 TO 15 YEARS EXPERIENCE



SANDEEP KUMAR

✉ sandeep148@hotmail.com



B.Tech-Mechanical Engineering

MBA Executive-FMS, Delhi University (2018-2020)

Diploma in "Multimodal Transportation, Containerization & Logistics Management (IRT-Govt. of India) Delhi

Key Skills

Negotiation skills, Vendor Assessment & Selection, Vendor Management, Team Handling, follow up skills, Process Improvement & Control, Analyze & Develop Reports, Certified Unrestricted auditor, Quality control techniques, Comprehensive Problem-solving ability, Team Facilitator, Cross Functional Teams, Project Development, Planning, Execution and Completion.

Professional Experience

- Deputy Manager Vendor development & Purchase at Jindal Steel Limited (Lifestyle), Gurgaon Since 2019
- Sr. Engineer at Donaldson India, Gurgaon 2013-2019
- Executive Engineer at Mahindra UGINE Steel Co., Rudrapur 2011- 2013
- Executive Engineer at Eastman Industrial Company (China), 2010-2011
- Team Member at Neel Metal Products (JBM Grp), 2008- 2010

Training and Certifications

- Certified "NDT Levell-2 in Liquid Penetrant/Visual Testing & Welding awareness" SNT-TC-1A (2006) Edition of ASNT/ ASME
- Completed an exhaustive training program on "Paint & Coating Technology" organized by department of "Oil & Paint Technology" by HBTI Kanpur
- Certified Unrestricted Auditor – IATF 16949:2009

Achievements

- Successfully executed "Air Intake System" for Technip Mangalore PTA Project " & BHEL, IOCL, GE, MSIL, Reliance, Sarvanthi AFS retrofit job (Kashipur).
- Reduced paint cost upto 8 Lacs in FY 18-19

Summary of Experience

10 Years of works experience in Materials planning and procurement for all kinds of raw material consolidation, control & monitoring and semi-finished products required as per monthly production schedule, Parts Localization & Cost analysis, Long term forecast to vendor and review inventory on regular intervals to manage inventory and safety levels Supplier selection and assessment, Periodic supplier PPAP audit, Support new product development and value engineering initiatives. Responsible for developing alternate Vendors with material at lower cost and comparable quality which suits the purpose and are economical. Executing vendor evaluation through RPA, vendor rating calculation and necessary actions for under performance. Conduct initial overview of overall technical review to verify contract feasibility. Identify possible issues to Sales Department and project team with possible solutions.



RASHMIN RAMAN

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BCA - IGNOU

MBA Executive (FMS) (Batch 2018-20)

Industry Background

Banking & Finance

Key Skills

- General Banking
- Personal Banking & Investment Banking
- Credit Management (Appraisal & Assessment of Credit Proposals)
- FOREX & Unrestrictedational Banking

Professional Experience

Chief Manager in State Bank of India since 2007 (Joined as Probationary officer)

- Branch Operations and management
- Credit Appraisal & Assessment
- Marketing
- Customer Relationship Management
- Complaints, conflict and crowd Management

Training and Certifications

- CAIB & JAIB from IIBF
- MDP from IIM Lucknow

IIBF Certification course:

- Certified Information system Banker
- Certification in IT Security
- Prevention of cyber crime & Fraud Management
- Anti Money Laundering & Know your customer
- Customer service & Banking codes and standards
- SME finance for bankers
- Foreign Exchange facilities for Individuals

Achievements

- Handled big branch successfully with A+ rating in Unrestrictedal Audit

Summary of Experience

- Banking professional with 12 years of experience. Having experience of 5yrs with branch management as Branch Manger. % yrs of experince of handling high value credit proposals.



AMIT SINGH MEENA

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B.E (Delhi College of Engineering, New Delhi) 2003-06

MBA Executive (FMS) (Batch 2018-20)

Industry Background

Telecom

Key Skills

Total experience -11 years of experience of working in Indian Telecom Giant, Bharat Sanchar Nigam Ltd (BSNL) and Delhi's lifeline Delhi Metro Rail Corporation (DMRC).

- 9 years experience of working in BSNL as Telecom Engineer.
- 2 Years experience of working in DMRC as Assistant Manager (Telecom)
- Worked in rolling stock and maintenance wing of Delhi Metro Rail corporation for almost 2 years.
- Presently working in BSNL Corporate Office Delhi.

Areas of Expertise

- A competent result oriented professional offering more than 11+ years of extensive experience in telecom industry . Having knowledge of commissioning of new state of the art technical equipment's.
- Strong communication, collaboration & team building skills with proficiency at grasping new technical concepts quickly and utilize the same in a productive manner.

Professional Experience

- Have Worked on maintenance of OFC route in Kolkata, maintained STM-1,4 and 16 and 10 G systems and DWDM systems & worked in BSNL transmission Kolkata when new DWDM & 10G systems were installed & also worked on lease line connectivity through MPLS & MLLN networks. Good knowledge of installation & commissioning and about basic configuration, operation and maintenance of DWDM systems and also have basic knowledge of optical fibre network, transmission equipment e.g. DWDM, SDH, OTN etc.
- Have experience working in administration department dealing with policy matters etc.

Awards, Accolades & Achievements

- Represented my organizations for Various assignments like in Kolkata, Bangalore, Mumbai etc.
- Setting up of New state of the art telecom equipment's in Kolkata and ETR.



ANUJ KUMAR

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B.Tech – Mechanical Engineering, GNIT, UPTU (2004-2008)

M.B.A. Executive-FMS, DELHI (2018-2020)

Industry Background

Oil & Gas Industry

Key Skills

- Skilled in deploying methodologies to analyze various processes, recommending modifications to realize operational efficiencies, control variability, costs & reduce cycle-time of Industrial and Automotive Lubricants.
- Corporate marketing, Trade Marketing, Customer Relationship Management, Key Account Management & marketing Planning, Territory mapping, Monthly and annual sales plan & forecast with deft follow up for customer schedules.
- New channel partner appointment and growth of business volume via B2B and B2C, and grooming and developing channel partners

Professional Experience

- Worked for ExxonMobil Lubricants India Ltd (Ch. Partner) – 2008-2012 as Field Engineering services amd Business Manager for INDIA and NEPAL. Handled clients from Major POWER, General Engineering, Process Industries, Pulp and Paper industries including their major OEM's like Rolls Royce, Siemens, FLS Smith, Loesche, Flender, Atlas copco etc.,
- Worked for Hinduja Group in GULF OIL CORPORATION LTD as Business Development Specialist – North India 2012-2015 handling and B2B & B2C and major OEM's ASHOK LEYLAND.
- Worked for Continental AG (PTG) as Zonal Manager handling North and East India.

Training and Certifications

- ExxonMobil DELTA
- ExxonMobil DPSPS
- ExxonMobil DLE Workshop
- ExxonMobil Distributor Professional Sales Training
- ExxonMobil IMTL Training
- Technical Workshop – SKF bearing (Conducted by ExxonMobil)

Achievements

- Developed the product for Metal working fluid for Grinding and trimming application
- Awarded for Outstanding Customer support and services

Summary of Experience

- A budding professional with an industrial exposure of 10+ years in handling field engineering activities with respect to quality, cost, resource deployment, time and business development over-runs and quality standards in the Industrial and Automotive Lubricant industry



PRANJAL OMAR

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B.Tech (Mech. Engineering, NITK, Surathkal)

Industry Background

Dy. Manager in Bharat Heavy Electricals limited (BHEL)

Key Skills

Project Management, Power plant system integrator, Piping Layout, designing & Engineering of Power plants, Problem Solving and Team Leadership, 3D modelling, SP3D, PDMS, AUTOCAD, CAESAR, Automation, project integration, EPC solution, Contracting, tendering.

Professional Experience

Dy. Manager , Bharat Heavy Electricals limited (BHEL) [June'2018 to till Date]

- Project management of Power plants. Project integrator for all the engineering stakeholders. Layout & cost optimization of power plants. FGD projects layout development.
- Preparation of Plot plan, layout drgs, development of piping layout drgs, isometric drgs, hanger data sheets drg, Piping stress analysis, Bill of material.
- Handling a team of engineers to work on 3D platforms i.e. PDMS & SmartPlant3D.
- Software customization, implementation & software support for SP3D modeling software across Unit.
- Handling customer feedbacks and vendor support functions.
- Tendering of mechanical items includes preparation of Bill of material, technical specification, cost estimates and bid evaluation.

Training and Certifications

- Participated in workshop on "Winning together", a team building exercise.
- Participated in young managers training programme on leadership and managerial skills.
- Participated in energy auditing workshop.
- Participated in workshop on worklife balance.

Achievements

- Registered 4 numbers of copyrights related to layout & 3D modelling.
- Registered 20 numbers of Impress projects related to layout optimization, in BHEL.
- ASME certification for design and fabrication of pressure vessel.

Summary of Experience

Total 11 Years exp. In BHEL Project engineering management.



ABHAY GUPTA

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B.E (ECE), PGP- BABI at Great Lakes Institute of Mgmt.

MBA (Finance), FMS Delhi.

Industry Background

IT Consulting , Software Development, CRM, Data Science

Professional Summary

- Around 11 of experience in developing and managing IT solutions across various domains.
- Experience in end to end Project Management for small and medium projects of size USD 1 MN to 2 M.
- 4 years of experience in practical data science with major expertise in descriptive and predictive analytics, text analysis, data mining and machine learning.
- Experienced in managing mid-size programs having multi-vendor and multi geographies from client location.

Consultant at Wipro LTD

- Responsible for managing development of BSS suite of Applications and Solution Architect for CRM requirement in telecom domain.
- SME at Future Skill, Platform for Digital Skill Learning at Wipro.
- Exploring new and emerging technologies in data science space and doing POC's on them.
- Part of Architecture Review board with client. Responsible for review of High level designs for other vendors.
- Led Proof of Concept and Designing the solution to meet functional requirements.

Technical Skills

- Data Science Language: R and Python
- Data Visualization: MS Excel, Tableau
- Machine Learning Algorithm: Classification, Random Forest, Linear Regression, Neural Network, Logistic Regression and Clustering.
- Statistical Methods: Hypothesis Testing, Factor Analysis, and ANOVA.

Achievements

- Best Team Award: eKYC Project Team.
- Maestro Team Award: CRM AMS Team.

Experience Summary

Wipro Ltd., Apr 2016 - Present

Computer Science Corporation, May 2013- Apr 2016

ACS, Xerox Company, Mar 2012 – Apr 2013

Tata Consultancy Services Limited, Sep 2010 – Mar 2012

Infosys Technologies Limited, Jan 2008 to Sep 2010



VARUN KASHYAP

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B.Tech (ECE)

Industry Background

EdTech, Applied AI & Data Science, Airlines, Logistics, Medical Transportation & Healthcare.

Key Skills

- Sound understanding of managing the wide spectrum of tasks including Client Handling, Resource Optimization and Digital Marketing.
- Business expansion and scaling up of projects in diverse cultural business settings and environments.

Professional Experience

VP & Chief Business Officer – Analytixlabs

- Strategizing and implementation of business vision for Marketing, Sales and business expansion.

Co-founder & COO – JJM Consultants DL Pvt. Ltd.

- Strategic collaboration, business expansion, business process optimization.

Valley Transport LLC: Non-emergency medical transportation business, acquired in September '14. Working on defining new processes to support outsourcing model and scaling up of the existing business.

Online Tutoring Project: Service provided to US companies wherein we as JJM Group provided tutoring services to US clients catering kids from Kinder garden to College level using online meeting software.

Regional Sales Steering & Capacity Planning – Lufthansa Cargo AG

- Profitability of Freighters and flights ex Asia Pacific region. Performance evaluation and designing strategies to increase station profitability.

Achievements

- 10x increase in digital footprints of Analytixlabs, executing growth plan with office planning at new locations.
- Co-founded a healthcare logistics & online learning company, scaled to \$2 Million in annual revenues.
- Liaisoning with government and non-government bodies for licensing and compliances activities for business expansion in Cincinnati, Ohio, USA.

Overseas Experience

US, Germany, Singapore and Hong Kong.

Summary of Experience

12+ years of experience in Strategic Planning, Digital Marketing, Business Process Optimization and Business Expansion for Applied AI & Data Analytics Trainings, Non-Emergency Medical Transportation, Online Education, and Air Cargo Industries.



SHOBHIT AGARWAL

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in

B.E. (EE)

M.Tech (PS)

Industry Background

Manager in IFFCO (Indian Famrers Fertiliser Cooperative Ltd.)

Key Skills

- Analysis of requirement specifications of various indenting departments
- E procurement Management and Vendor Development
- Versant with Tendering & Contractual procedures
- due-diligence in Market assessment, competition analysis,
- Material management by keeping spare parts, raising material procurement requisitions, disposing of the waste materials as per norms
- Issuing tender enquiries, analyzing received bids, negotiating with vendors and finalizing the bid, best fit both technically and commercially

Professional Experience

- Establishment of Electrical Lab and Instrumentation lab
- Up gradation of SCADA based Load Management System
- Commissioning of Capacitor Bank at 11KV SWGR
- Conversion of conventional D.C. Excitation to Thyristor based Static Excitation System
- Development of Uniform Codification Scheme & Online Search Engine for plant inventory
- Switching from conventional procurement to e-Procurement system for material purchasing
- Development of new Vendor Registration Process with Oracle 9i as backend database.

Training and Certifications

- GDMM from Indian Institute of Materials Management
- Member of Institution of Engineers, India

Achievements

- North Zone winner in All IFFCO Management Quiz
- Paper on Power Quality Analysis using Wavelet Transform at Central Power Research Institute, Bangalore.

Summary of Experience

Total 12 years experience in petro chemical fertiliser industry

- 5 years experience in electrical operations and maintenance
- 7 years experience in contracts and procurement.



SONU KUMAR

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M.Sc. (Computers)

MBA – 2018-20 Batch

Industry Background

IT Infrastructure support, IT Services & management

Key Skills

- IT Infrastructure Management (Physical and Cloud)
- Team management and leadership
- Network and Firewall Security management.
- IT Budget, Sanction & PO Preparation
- Vendor management for New Procurement's and AMC Contract, SSL and Licenses Renewals
- IT Infrastructure design and implementation
- Strong Knowledge of Windows Servers, Firewall, Vmware (virtualization), Cloud computing, Emailing system, Websites, Network and switches
- Administration of LAN/WAN system involving design of network layouts, configuration of DNS, DHCP Server along with mapping & maintenance of application servers and databases.
- Identify security vulnerabilities and eliminate them with strategic solutions.

Summary of Experience

- IT Professional with 12 Years of Experience in SERVERS/ FIREWALL/ SECURITY/DATA CENTER VMware/NETWORK/CUSTOMER SUPPORT AND TEAM MANAGEMENT, Project Execution, Planning and Scheduling

Professional Experience

- **Architect – Technology :- Polaris Consulting & Services**
- **Asst. Manager – IT Infrastructure at ChiNetworks India**
- **Client Support Engineer :- Appnomic Systems Pvt.**

Training and Certifications

- AWS Certified Solutions Architect – Associate
- Cisco Certified Network Associate Security (CCNA Security)
- Cisco Certified Network Associate (CCNA (S&R))
- Checkpoint Certified Security Administrator (CCSA)
- ITIL V3 Foundation
- Microsoft certified Professional (MCP)
- Certified SonicWall Security Administrator (CSSA)



ALOK YADAV

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B.Tech. (Information Technology) from UPTU, Licknow 2001-05

MBA (Finance & IT) Faculty of Management Studies 2018-20

Key skills

- Client & Team Management
- Analysis of requirement specifications and developing
- APIs Development: Product, bench-marking & customisation for client requirement.
- 360 degree analysis of business operation.
- Product Design and Development.
- Project management, training & mentoring
- Secondary & primary research

Professional Experience

- Team Leader – Stellar Informatics (P) Ltd March'2007 - till date.
- Ensure implementation of growth strategies to generate sales across Core Banking Products, including loans, current and savings accounts, term deposits and third party products.
- Coordinating & Understanding the requirements of clients, estimating timelines, proposing solutions, planning detailed delivery schedules.
- Analysis of critical documents like FDS (Functional Design Specification), SRS (System Requirement Specification) etc.

Achievements

- Receiving client's appreciation letter.

Summary of Experience

- Experienced IT professional in fields of Banking (CBS) & Financial Applications Management, having had primary ownership development and delivery of many core product & projects such as Core Banking Solution (CBS), RBI MIS, Loan Accounting System for Rural Electrification Corporation Limited.
- More than 12 years of experience in Software Development and Team management, Project Execution, Planning and Scheduling, Process Improvement.



SURESH KHARIA

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B. F. Tech (Communication Design), NIFT, Delhi

MBA – Exe. (Marketing) FMS, Delhi

Industry Background

Event Management - Sports, Entertainment, Media

Key Skills

- Leadership Skills, Business Development & client Servicing
- Creative skills & Budget Management
- Building new Intellectual properties in Sports & Entertainment

Professional Experience

Current company - SportzConsult (an SV Edusports Enterprise)

General Manager – Sports Projects (Jul'2016-Present)

- Lead & generate business for SBU of Professional Sports
- Manage P&L of SBU and monitor the progress & performance of the business unit
- Ensure budget management & increase client base in sports leagues

Past companies:

- Mashal Sports – Pro-Kabaddi League (Seasons of -2014, 2015, 2016)
- Floodlights Entertainment Plus – Oct 2015 – Feb 2016
- Skywards management Pvt. Ltd. – May 2013 – Sep 2015
- Shaapp Sports Marketing Jul 2012 – Feb 2013
- OC - Commonwealth Games Delhi – June 2010 – Mar 2011
- Carving Dreams Live – Aug 2009 – May 2010 & Mar 2011 – June 2012
- Cineyug Entertainment – Jul 2008 – Jul 2009 & Feb 2013 – Apr 2013

Training and Certifications

- Event training with India Fashion Week events

Achievements

- Been Awarded for 'Most Valuable Player' for managing multiple portfolio of business development, client servicing and operations to lead sports leagues
- Initiated many Intellectual properties like IPL Awards, IPL Ceremonies and PKL from season 1

Overseas Experience

- Managed Master Champions league 2020 in Dubai & Sharjah Stadiums (2016)

Summary of Experience

- A seasoned Event Management professional with more than a Decade experience. Diverse portfolio working in major Sports leagues, Live entertainment (Bollywood & music concerts), Sports Ceremonies & Hospitality, Grassroot Sports, Corporate and Lifestyle events. Proven track record in planning, creating, servicing & executing many sports & entertainment events.



YAMAN

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MCA

MBA – Finance (Pursuing from FMS)

Industry Background:

Power Distribution, Electrical engineering, Power Management

Key Skills

- Over 11 years of experience in power distribution and AT&C loss reduction expert, hands on experience in power system planning and operation management. Dealing with data management and analyses, experience in power management and development of real time power management tool

Hands on experience in implementation of OMS, DMS and ADMS, MIS reporting and regulatory reporting.

Professional Experience

Sr Manager – zonal manager

- Operation management of complete zonal area
- Opex and Capex planning
- Reliability management
- Inventory management
- Asset management
- Risk management
- DMP implementation
- Power system planning

Coordination with various department for smooth functioning

Team management and motivation for increasing productivity

Data analysis for planning and scheme preparation of reliability improvement

Training and Certifications

- Diploma course in electrical system design 2009-2010
- SAPISU 2010-2012
- SAP PM 2007 – 2009
- LeaderShip 2011 -2012

Summary of Experience

- More than 11 year of experience in AT&C loss reduction/Power management/Power system planning/Real time load management/ Operation management
- Experience in implementation of system improvement application such as OMS/DMS/ADMS/SCADA.



MAYANK SHARMA

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B.Tech (Bio-technology)
PGD (Executive MBA), IIFT, Delhi
MBA Executive (Marketing & Strategy), FMS Delhi
Industry Background-Pharmaceuticals

Key Skills

- A leader of celestial division in Delhi/NCR, UP West, Haryana and Uttaranchal.
- leading patient counselor in the region with the maximum no of clients and the highest client conversion ratio.
- Worked for the expansion and retention for the Genetics and molecular High -end diagnostics products (especially for IVF, gastro, nephrology , gynecology, oncology, transplant physicians, BMT specialists, HIV specialist, fetal medicine).
- Strategic marketing and sales.

Professional Experience

- Sr. Regional Business Manager at Intas Pharmaceuticals Ltd. (April 2018-Till Date)
- Regional Business Manager in Celestial division at Intas Pharmaceuticals Ltd. (Nov 2015-April 2018)
- Area Business Manager at Intas Bio-Pharmaceuticals Ltd. (Nov 2010-Oct 2015)
- Business Development Executive at Reliance Life Science Ltd. (Dec 2007-Nov 2010)

Training and Certifications

- Uttar Pradesh Jal Nigam, Ghaziabad (July 2006-Aug 2006).
- Dabur India Limited, Site IV, Sahibabad (July 2005 – Aug 2005).

Achievements

- Super Star Performer from last continuous 7 years
- Top performer in the 2nd quarter of year 2010-11
- Topper in technical tests as well in detailing in the training of reliance life sciences and Intas Bio-pharma

Summary of Experience

- 12 years plus experience in the domain of Business Manager in Pharmaceutical. Having rich corporate exposure in business development, Worked with the Cardiology division and have handful of experience in client dealing, strategic marketing and sales, coordination manager for the various teams & divisions of Ranbaxy Laboratories



RAHUL DEV

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B. Tech (Electrical), YMCA Institute of Engg., Faridabad
MBA (Strategy & Leadership), FMS, DU
Industry Background
Minerals & Metals, Design & Engineering

Key Skills

- Pre-Sales /Contract Management-Works in close co-ordination with sales team in finalization of contract as per the customer requirements.
- Designing-Selection and designing the level 1 Automation system (PLC & SCADA) for steel plants on platforms like SIEMENS, ABB, ROCKWELL, SCHEINER and works in co-ordination with different design departments like mechanical, civil, plant engineering etc.
- Customer/Consultant Management-“Technical discussions/ clarifications and approvals” for engineering with customer/ consultants like TATA, JINDAL, STEEL AUTHORITY OF INDIA, ARCELLOR MITTAL, M.N.Dastur & Co, MECON, BHEL, HOAPHAT VIETNAM, TULA RUSSIA.

Professional Experience

Working since July 2007 - To date with SMS Group GMBH

- Technical Project Leader, Electrics/Automation from May 2018-Present
- Assistant Manager, Electrics/Automation from Nov 2011-April 2018
- Engineer, Electrics/Automation from July 2007-Oct 2011

Training and Certifications

- Got 10 days training of the SIEMENS automation system at SIEMENS, Mumbai.
- 08 days certification on Project Management for PMP.

Achievements

- Successfully developed and completed the Integration test with TULA RUSSIA customer and SMS Group Germany team at SMS Headquarter at Dusseldorf, Germany in 2016-2017.

Overseas Experience

- Successfully completed the basic engineering for a project PNTZ, BRAZIL at SMS Group Headquarter at Dusseldorf, Germany.
- Successfully developed level 1 logic and completed the Integration test with TULA, RUSSIA customer and SMS Germany team at SMS Group Headquarter at Dusseldorf, Germany.

Summary of Experience

Overall 12+ years of rich experience in level 1 automation system (PLC & SCADA) on different platforms like SIEMENS, ABB, ROCKWELL, SCHEINER and a active part of team working in a multi-cultural environment and deliver solution for steel industry customer's throughout the world. Worked with premium clients like TATA, JINDAL, STEEL AUTHORITY OF INDIA, ARCELLOR MITTAL, HOAPHAT VIETNAM and provide them cost effective and efficient system. Having experience with diverse geographic customer's from Europe, Asia Pacific & Russia.



SUNIL KUMAR

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B.E (Mechanical), Delhi College of Engineering, 2004
MBA (Power Management), CAMPS NPTI, Faridabad, 2007
MBA (Executive), FMS Delhi, 2020
Sectoral exposure - Power and Water

Key Skills

- Corporate Planning
- Business / Project Development
- Business / Corporate Strategy
- Financial Analysis / Financial Modelling
- Project Structuring

Professional Experience

Current organization:Wartsila India Pvt. Ltd.

Presently working as General Manager, Project Development and Financial Services with following responsibilities.

- Manage IPP development projects from origination to financial close.
- Manage Financial Analyst(s) in the MEA Project development team.
- Develop and implement new strategic business initiatives & business models.
- Negotiating project and financing agreements such as PPA's, site lease, fuel supply, SHA and other debt financing agreements.
- Support for due diligence process, project structuring, partner identification, bidding, debt financing, and the financial close process.
- Interaction with other key stakeholders (Govt. / Authorities / Regulators / Developers / Consultants / Industry bodies).

Training and Certifications

- Nominated for customised programs on Leadership
- Essentials of Leadership, 2015 (UAE)
- LEAD, 2018 (Singapore)

Achievements

- Played a pivotal role in closing a 25 MW deal in Iran for Wartsila after a gap of 15 years.
- Individually authored a commercial document on “Fuel Pass through mechanism” for thermal power plants.
- Worked for analyzing the investment and Joint Venture opportunities in Wind & solar energy.

Overseas Experience

- Have exposure in working for projects across India and Middle East Asia region such as UAE, Oman, Bahrain, Saudi Arabia, Iran, etc.

Experience Summary

- Techno commercial individual with 12+ years experience with the acumen to work in domestic and international power sector.



NAND KISHOR

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B. Com (SGTB Khalsa College) University of Delhi
MBA – Finance (Sikkim Manipal University)
MBA (Executive) – Finance (FMS –Delhi)

Key skills

- Corporate Accounting
- MIS reports
- Proficient at ERP-SAP
- Banking Operation & Treasury

Professional Experience

- A seasoned professional with over 13 years of robust experience in Finance & Accounts Operations. Presently associated with Hero Future Energies Pvt Ltd., Delhi as Deputy Manager – F&A. Good knowledge in overall functions with Finance & Accounts operations.
- Controlling Corporate Accounting for its management companies
- Controlling of Debt related interest & repayments – for more than 30 Group companies
- Operation bank management more than 400 bank accounts
- ERP-SAP development as per company requirements
- MIS reports/Presentations for management.
- Support in finalization of books of accounts for monthly/ Quarterly/yearly basis.
- Support in Statutory Audit & Internal Audit for monthly/ Quarterly/yearly.

Summary of Experience

- Since Mar’15 with Hero Future Energies Pvt Ltd. (Hero Group Co.), Delhi as Deputy Manager– Finance & Accounts
- Since May’14 - Mar’15 with Cheil India Pvt Ltd. (Samsung Group Co.), Delhi as Senior Associate–Finance
- Jul’2011-April’2014 with GMR Airports Ltd.(GMR Group Co.), Delhi as Executive–Finance & Accounts
- Mar’2008–June’2011 with Panacea Biotec Ltd., Delhi as Executive – Finance & Accounts
- Sep’2005–Feb’2008 with Crystal Phosphates Ltd., Delhi as Accountant - Finance & Accounts

Career aspirations

- Interested in Business Development/Finance Roles/Project Finance/Corporate Finance



KARAN KOHLI

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B. E. (Computer Sc & Engg)

MBA Executive, FMS Delhi

Industry Background

Healthcare, Software, Enterprise Applications, ERP, New Product Development

Key Skills

- Digital Transformation & Innovation-Cloud (AWS, Azure), IoT, ML, AR/VR
- Enterprise Applications – ERP, PLM, MES, CRM
- Solution and Technical architecture
- Customer Centric Design and Design Thinking

Professional Experience

Manager-Innovation, Stryker Global Tech Center, Gurgaon (2017-till date)

- Leading the innovation team responsible for exploration of emerging technologies.
- Evaluating new technologies by building PoCs for Stryker’s business needs.

Manager-ERP, Stryker Global Tech Center, Gurgaon (2010-2017)

- Led multiple ERP implementations for various businesses.
- Built a highly successful global team of 15 ERP consultants.

Associate Consultant-Oracle India Pvt. Ltd., Hyderabad (2006-10)

Training and Certifications

- Oracle R12 essentials certification
- Oracle Certified Associate

Achievements

- R&D Best Team Award – 2019
- R&D Project Excellence Award – 2018

Overseas Experience

- Manufacturing ERP and MES implementation project for Stryker Neurovascular in Cork, Ireland – 2012-13 (10 months)
- Greenfield Oracle Financials for Stryker in San Jose, USA-2011 (3 months)

Summary of Experience

Technology manager with more than 13 years of experience in building, implementing and managing digital systems. With a unique mix of technical and product management skills he has delivered products and solutions spanning ERP (SCM and Financials), Healthcare, Manufacturing, R&D and HR systems. Customer centric design, agile development, digital transformation and intrapreneurship are some of the things he is passionate about.



ASHISH PARASHAR

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B.Tech (Mechanical Engineering)

MBA (Executive), FMS Delhi, 2020

Industry Background:

Heavy Industry, Metals, Industrial & Building Automation, Engineering Services, Automobile

Key Skills

Internal & External Business Operation Processes, Cross-Functional Program Development, Large Scale Change/Quality Assurance, Process Baseline & Standardization, Vendor Development, Data Analysis and MIS Reports, Project Management/Control Systems, Internal Auditing, Business KPIs, Risks-and-opportunities assessment, Organizational Knowledge Management, Change Management

Professional Experience

A management professional with 13+ years of experience in various management systems in multidisciplinary projects/operations management at various levels AND driving process excellence (QMS, EHS, six sigma, lean-&agile project management, customer engagement models, vendor development, C-SAT, RCA/CA, NPS/loyalty index, skill management system, Business KPIs, document management system, project delivery models, TPM>Total Productive Maintenance, process/system/product audit) in projects/ engineering & manufacturing businesses.

Training and Certifications

- Lead Auditor ISO 9001
- Lead Auditor ISO 14001
- Internal Auditor ISO/TS 16949
- OHSAS
- Lean Six Sigma Black Belt
- Project Management (PMP methodology)

Achievements

- Built certified project delivery models for Rockwell Automation-Global Engineering Centres.
- Digitization Project: Customer Survey Tool, Audit Tool, Defect Management System, RPS Tool, Kaizen Tool.
- ISO 9001/2015 certification. (Rockwell Automation: Xi’an-China, Noida & Pune sites)

Overseas Experience

UAE, US, China

Summary of Experience

- Quality & Compliance Manager (Function Head/ Global Role) at Rockwell Automation (Since 2014). Reports to Global Quality Head & Business Head (dated August 2019).
- Senior QMS Analyst at Honeywell Automation (4 years). Reported to India Quality Head & Business Head
- Quality Executive at Star Wire India Limited (3+ Years). Reported to Sr. GM-Quality & Plant Head.



DIPENDRA KUMAR MODI

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B. Tech (Mechanical Engg.)

MBA Operations

Industry Background

Oil & Gas

Key skills

- Operations and Supply Chain Management and Administration
- Marketing & Brand Management, Client Development, Competitor Analysis and Market Research.
- Project Management & SAPR3 module

Professional Experience

Bharat Petroleum Corp. Ltd (A Global Fortune 500 Company)

Senior Plant Manager –LPG Terminal, April 2019 –present

- Leading a team of 51 members to ensure supplies of LPG to 22.4 Lac domestic and commercial customers of 14 districts of West Uttar Pradesh, Delhi & Haryana. Ensure the seamless supply chain to principals. Developing and implementation of operations business plan in synchronisation to marketing business plan of the corporation to meet the business objectives.

Senior Manager-Safety (LPG), May 2015-March 2019

- Ensuring safety and security of processes and establishments as per statutes, review and analysis of process for safe operations.

Manager Sales-(Retail), April 2014-April 2015

- Leading a team of 48 retail outlets for market development and penetration in districts of New Delhi, East Delhi and South Delhi for increasing the market share of Motor Spirit & High Speed Diesel and ensuring key customer deliverables.

Assistant Manager-Marketing-(Lubes), May 2006-March 2014

- Team leader of 3 executives and 98 distributors & 294 sales representatives to achieve the annual revenue target (FMCG, Lubricants & Fuels) of \$ 12.9 million.

Training and Certifications

- Certified in Fire Fighting of Class A, B & C

Achievements

- Awarded Leadership in Action Award for Highest Sales Premium Product-Speed Petrol All India

Summary of Experience

- Marketing and Operation management professional with more than 12 years of experience in Marketing, Brand Development, Client development, Team management, Project Execution, Supply Chain management, Quality Assurance & Control and Process Improvement in Oil and Gas Sector
- Work experience in diverse domains like marketing, process safety and operations handling various petroleum products like Lubricants, MS & HSD and LPG



AKANKSHA AHUJA

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B. Tech (Electronics & Telecommunication)

MBA (Strategy & Leadership) FMS, Delhi

Industry Background

Information Technology Telecom, Finance

Key Skills

- Quality Assurance-Creating and Driving Process, Continuous and Service Improvement Plans
- Contract Management-Commercial Contracts and Metrics Management
- Agile & DevOps-Develop Agile Transformation Strategy. Drive Agile Assessments of clients for their willingness and eligibility to adopt Agile

Professional Experience

Working since Aug 2006 -To date with IBM India Pvt Ltd

- Management Consultant for Central Board of Indirect Taxes and Customs, Ministry of Finance (Oct 2018 – Present)
- Program Manager, Vodafone Global (May 2014 – Sept 2018)
- Project Manager, Citibank (Apr 2012 – Jun 2013)
- Project Manager, Vodafone Spain Jan 2007 – Mar 2012
- Team Lead, Vodafone Spain Aug 2006 – Dec 2007

Training and Certifications

- Project Management Professional (PMP), Certified Scrum Master (CSM), ITIL Foundation V3 Certified, Sun certified on Java Platform
- Certified by Xinhua Institute of foreign languages (Spanish Level I)

Achievements

- IBM Orion Award-Eminence and Excellence: recognition of the commitment and camaraderie
- IBM Bravo Award for revealing grey areas of Middleware Tuxedo

Overseas Experience

- Worked as an Onsite Project Manager in Spain (2008 – 2010)

Summary of Experience

Overall 13 years of experience as Delivery Excellence and Management Consultant leading teams in a multi-cultural environment as part of global delivery setup. Demonstrated strong track of streamlining organizational process and procedures, building strong teams towards maximum potential, identifying inefficient processes and implementing reliable and cost-effective solutions. Worked with clients from diverse geographic locations including USA, Europe & Domestic.



JYOTI

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B.Tech (ECE)
MBA Strategy and Leadership
Industry Background
Aeronautical

key skills

- Production experience having diverse exposure to direct assembly line.
- Good interpersonal Skills

Professional Experience

- Worked as Line Manager at Aircraft Manufacturing Assembly
- Worked as Customer Service Manager in close liaisoning with Customer Head Quarters and Production units of our Organisation

Summary of Experience

- Working as Manager in Defence PSU having 13 years of industry experience in production, final assembly of aircraft, customer service.



SHAIENDRA VERMA

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B.Tech (Electrical Engineering) KNIT Sultanpur 1999-2003
LL.M. (Professional) - 2018 National Law University, Delhi
MBA Executive 2018-2020- (Finance and Strategy), FMS, Delhi
Industry Background
Power Sector, Energy Sector

Key Skills

- Leadership, Strategy, Team building and management
- Problem solving Skills, Keen Observer, Systems Perspective
- Energy Policy and Regulation
- Stakeholder Management
- Renewable Energy Integration into the Grid
- Management and Governance of Pan-India level Mechanisms:
 - Renewable Energy Certificate(REC) Mechanism
 - Management of Energy Saving Certificate (EScerts) Registry

Professional Experience

- Power System Operation Corporation Ltd.(POSOCO): 2017- Present: Working as Chief Manager (Renewables) at National Load Dispatch Centre (NLDC), New Delhi
- Power Grid Corporation of India limited (PGCIL) from 2005-2017: Worked as Engineer, Sr. Engineer, Deputy Manager and Manager

Training and Certifications

- Certified Power System Operator and Specialist in the Regulatory Affairs by National Power Training Institute under Ministry of Power, Govt. of India
- Attended numerous workshops on Data Analytics, Regulatory Affairs, Grid integration of Renewable Energy, Battery Storage, SCADA, Energy Efficiency organized by NPTI, IIT Kanpur, MDI Gurgaon, BEE, Giz, USEA etc.

Achievements

- Presented paper in 2nd Unrestrictedational Conference on Large-Scale Grid Integration of Renewable Energy in India in 2019
- Co-authored various reports and papers which includes the following:
 - Forum of Regulators (FOR) report on 'Capacity Building of Indian Load Despatch Centres' (CABIL)
 - Report of the POSOCO Expert Audit Group on Renewable Generation and Its Connectivity

Summary of Experience

- 16 years industry experience in System Operation, Market Operation, Energy economics, Regulatory Affairs, Open Access, Energy Efficiency, Renewable Energy integration into the Grid, Organization of Various Events, Guest speaker in various conferences etc.



GURJEET SINGH SAINI

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B.Tech Computers (GNDU)
MBA Executive FMS Delhi
Industry Background
Telecom, Software, VAS Development, Database Management System.

Key Skills

- Major Exposure in Telecom Sector.
- Database development and Management.
- Fine tuning and performance analysis of Database.
- Automation of Jobs in operations using shell scripts.
- Development and Operations Management.

Professional Experience

Senior Consultant –Wipro Technologies, Gurgaon (2010-till date)

- Working as Architect in Telecom Client.
- Lead both development and operations profiles in Wipro Client Projects.
- Responsible for end to end deliveries in projects.

Engineer-Vodafone, J&K (2009-2010)

- IN/VAS Maintenance /Operations Activities..
- Lead overall operational activities for IN and VAS.

Senior Software Engineer-Cellebrum Technologies Mohali (2005-2009)

- Majorly worked in Implementations of VAS service's across all the Telecom players in India.
- Worked in Development /Operations and Implementation profiles in Organization.

Training and Certifications

- SS7, SMPP, VOIP, ISUP, SIP and Dialogic Cards/Golden Gate, UNIX/ Solaris/HP/Windows
- Training & Certification on lateral thinking for managers.
- Developed Wipro in House Customer information Model Replica of Oracle CRM
- TELECOM BSS/VAS/SDP/MIS/IN/MEDIATION/SWITCH.
- JDBC, Intel CT ADE 8.3, Envoy 9.2, unix, shell scripts
- Toad / SQL Developer

Summary of Experience

- 14 years of experience in ORACLE 10g, 11g, 12-c, Sql Server, my Sql, Query fine tuning, Explain plan, Execute plan,
- Data Partitioning and Purging, Data Migrations, Data Loading, DB performance, SQL-Loaders, Handling and maintain large data volumes using shell scripts.



AMIT KUMAR

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MBA (HRM)- SMU
MBA Executive at FMS
Industry Background
Automotive, Textile- HRM, HRD, General Affairs.

Key Skills

- Strategize & Align HR for Business growth and leverage People Potential to Enhance Business Results.
- Formulate & Drive HR Initiatives for Acquisition, Training & Development, Engagement, Performance & Retention of Talent and Change management.
- General administration, Legal compliances, Expatriate management and HR Audits under IATF 16949-2016 & ISO:9001-2015, ISO:14001 or Customer specific audits such as MEP/MACE.

Professional Experience

Suminoe Teijin Techno Krishna India Pvt. Ltd. /Since Aug'14 till date/ Senior Manager- HR & GA

- Acquisition, Development, Engagement, Management, & Retention of Talent
- Leadership Development and Succession Planning
- Review, Revision & Implementation of HR Policies & Guidelines
- Review & Monitor Statutory & Legal Compliance

Sona Koyo Steering Systems Ltd/ Since 2008~ 2014/ Plant Head HR Tyco Electronics Systems India Pvt. Ltd/ 2007~2008/ Executive-HR

Training and Certifications

- "Leader for L.I.E.F" one year leadership development training by KPMG.
- IATF 16949-2016 & ISO:9001-2015

Achievements

- Received appreciation letters from COO STK India for best HR performance.
- Did Basic & Advance Mountaineering course cum expedition on "Sudarshan Parbat from HMI and NIM

Summary of Experience

- HR professional with 14 years of experience in evaluating company culture and providing recommendations on changes to accomplish company goals and objectives. Adept in creating an environment of team work and participation management, handling grievances, mediating workplace disputes and evaluating procedures & solutions.



ANUPAM SINGH

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B.Tech-EEE branch, BMAS Engg College, UPTU Lucknow
MBA Executive-Strategy & Leadership, FMS, DU (2018-2020)

Industry Background
Consumer goods, Retail, Electronics, Automotive, Power Projects, Import-Export

- Key Skills**
- Demand Planning, Forecasting & Trend Analysis, S&OP Planning, Budgeting,
 - New Product Development Life Cycle (PDLC), Process Improvement & Control,
 - Inventory Optimization, Analyze & Develop Reports, Cost Reduction techniques,

- Professional Experience**
- Manager Purchase at Hughes Communication, Gurgaon Since 2015
 - Dy manager SCM at Donaldson India, Gurgaon 2013-2015
 - Planning & Procurement Engineer at BOSE India 2008-2013
 - Contracts & Procurement at Gati infrastructure 2006-2008

- Profile Highlights**
- Capex & Opex Purchase, Material & Vendor Management
 - Unrestricted Exposure, S&OP Management, Demand & Supply Planning

- Training and Certifications**
- Training on SAP modules like APO, ECC, SCP etc during testing and implementation phase.
 - Active Participation in SAP Implementation project D2 IMEA Go Live Project at BOSE INDIA.
 - Certificate training for ISO/TS 16949:2009 & ISMS at Donaldson.

- Achievements**
- Contribution award for INVENTORY MANAGEMENT to achieve yearly sales target
 - Achievement award for SLOB REDUCTION from 20% to 5% within 1 year at DONALDSON

Summary of Experience
Manager - Purchase at Hughes Communication Leading a team of people responsible for process, competence and systems development, reporting, purchase order operation, inbound logistics and import management, material planning & forecasting, inventory management, invoice management, vendor payments, vendor development and vendor management. Responsible for Inventory Planning & Control using Demand & Supply planning techniques for imported items (Raw material & finished goods) to support Engine and Aftermarket business customers largely.



RAKESH KUMAR

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MBA (Strategy & HR) pursuing from FMS 2018-20
L.L.B.(Faculty of Law, Delhi University
B.Sc. (Chemistry Hons, Hansraj College, Delhi University)

- Key Skills**
- Legal Advise/consultancy in Indirect Taxes and Customs, Corporate Affairs, Foreign Trade Development & Regulation.
 - Cases related to Customs Act 1962, Excise, Service tax, GST Act, SEZ Act 2005/EOUs, Companies Act 1956, FTDR 1992 Act, FTP etc...
 - Investigation and Intelligence of cases related to Financial frauds, Indirect Taxes and Customs including COFEPOSA, Smuggling, Valuation, Classification, Baggage Rules, CBLR, HCCAR, Draw backs, Provision of Search/seizure, arrest etc..
 - Expertise in Arguing Customs and Indirect taxes Cases before a Court of Law, briefing Govt. Counsels with relevant case Laws and supporting documents, Drafting of SCNs, Adjudication Orders/Appeal Orders etc.

- Professional Experience**
- Representing the Department of Revenue, Ministry of Finance Govt. of India as AR(Authorised Representative) in various Courts/Tribunals.
 - Investigated cases related to smuggling under baggage Rules and Customs Act at Indira Gandhi International Airport, Delhi.
 - Investigated cases, Assessed BOEs/SBs/ etc. related to Special Economic Zones/EOUs as per SEZ Act 2005 and FTDR Act 1992 under Ministry of Commerce.
 - Assisted /briefed the Departmental Counsels in the Honble Supreme Court of India with relevant Case laws/supporting documents related to Customs and Indirect Taxes.

- Achievements**
- Appreciation letter from Member(L&J) CBIC Board for effectively assisting the Departmental Counsels in Supreme Court of India in Indirect taxes, Customs and Revenue matters.
 - Various rewards including monetary/cash Rewards from Directorate of Revenue Intelligence(DRI) Delhi, Customs Preventive, and AIU IGI Airport Delhi.
 - Awarded prizes for participation in Athletics, Volleyball and Basket Ball at Inter School East Zone championship and Inter College Level.

Summary of Experience
• Authorised Representative in Indirect taxes and Customs matters on behalf of Department of Revenue, Ministry of Finance, Govt. of India with experience in Investigation, Intelligence of Financial Frauds and Taxation Matters.



CHANDRA KUMAR KUSHWAHA

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MCA
MBA – IT
Industry Background
IT Infrastructure SAP ERP, IT Services & management

- Key Skills**
- 14 years of rigorous experience in IT Infrastructure, SAP ERP Application Support with cross functional Modules like Material Management, Sales Dispatch, Quality Management, Enterprise Portal etc. and various services management like Core Banking Application, CFIMS. Managing various e-Governance Project like Sparrow, GEM Portal, ePublish and eProcurement, Blockchain Technology and FVMS under IB (Intelligence Bureau).
 - Good experience with installing/configuring and troubleshooting various Hardware or Applications, Managing CCTV Cameras, Vedio Conferencing Applications Security Software.
 - Researches software applications and hardware requirements for the purpose of previewing products to provide recommendations regarding applications and purchases
 - Administration of LAN/WAN system involving design of network layouts, configuration of DNS, DHCP Server along with mapping & maintenance of application servers and databases.

- Professional Experience**
Dy. Manager – IT Infrastructure & SAP Coordinator
- Managing complete IT infra like servers, network firewall end user security, vendor management, Server maintenance and data backup.
 - Project Management-Managing various IT projects, initial planning & execution.
- Coordinate a variety of projects for the purpose of ensuring compliance with established guidelines.

- Training and Certifications**
- MCP (Microsoft certified Professional), ID:- 8061170
 - Enterprise Portal (SAP) Training from SAP India.
 - STQC-CISP-ISO 27001 IT Security Policy.
 - ITIL Training.
 - IIM, Lucknow Training on Strategy and Leadership
 - National Institute of Financial Management (NIFM), Faridabad
 - SAP Power user Training on MM, SD, QM from SAP India

Summary of Experience
IT Professional with 14 Years of Experience in various domain like SERVERS/FIREWALL/SECURITY/ DATA CENTER /NETWORK/ CUSTOMER SUPPORT AND TEAM MANAGEMENT, Project Execution, Planning and Scheduling



SUKHBIR SINGH KHERA

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B.I.T, Delhi University
MBA (Executive) FMS, Delhi
MBA, FMS, Delhi
Industrial Background-Information Technology, Telecom, Embedded

- Key Skills**
- Quality Assurance - Creating and Driving Process, Continuous and Service Improvement Plans.
 - Automation Testing – Automation testing using Selenium Webdriver, Postman.
 - Security and Performance testing – Security and penetration testing using Burp and OWASP, Jmeter etc.
 - Manual Testing – Manual testing, Protocol Testing, EDI testing ensuring applications confirm to various standards.
 - Vendor Management – Creation of SOW, RFP and Payment Milestones and 24*7 technical support.

- Professional Experience**
- QA Manager, Dewes Solutions (Jan'17 onwards)
 - Test Manager, DVTEL India (Jul'14 – Oct'16)
 - Technical Lead – QA, Aricent Technologies (Aug'05 – Jun'14)

- Training and Certifications**
- Scrum Fundamental Certification (SFC)
 - Six Sigma Yellow Belt

- Achievements**
- Budbeed – Best new mobile app for Stable and Security from BMA Awards.
 - Successful Transition of applications from Inhouse servers to Cloud based servers with no downtime.

- Overseas Experience**
- 2 Months onsite support for Cisco in Canada
 - Multiple visits to client location for DVTEL in Israel

Summary of Experience
Overall 14 years of experience testing and quality assurance, handling a team of 25 QA Engineers. Proven ability in meeting agreed timelines, coordinate work and defining and maintaining test methodologies in a structured environment. Ability to utilize existing test knowledge and experiences to come up with practical solutions and alternatives to testing processes. Rich experience in handling clients across geographies and implementing and maintaining Disaster Recovery Techniques, securing applications and information and load planning.



**MEENAKSHI
MITTAL**

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in www.linkedin.com/in/meenakshi-mittal

B.Tech – Computers Science Kurukshetra University (1999-2003)
M.B.A. Executive – Mkt & Strategy, FMS, Delhi University (2018-2020)
Industry Background
BFSI, FMCG, Loyalty Solutions, IT consulting, Software Development.

Key Skills

- Program Management, Project Management and Governance.
- People Management, Team Building, Conflict management, Communication, Délégation.
- Business Operations, Business Development, Risk Management, Quality Management.

Professional Experience

- Delivery Manager-Loyalty Prime, Noida (July 2018-till date).
- VP of Technology-A1Fidelity Services Pvt Ltd, Delhi (December 2017-April 2018).
- Cofounder/Technology & Operations Head-Oh! My Name, Delhi (June 2016-November 2017).
- Scrum Master/Project Manager/PMO (Asia Pacific).Infosys, China (August 2011-June 2016).
- Senior Developer-AXA Group Solutions, Bangalore (May 2009-November 2010)
- Senior Developer-Fidelity Unrestrictedational Ltd. Gurgaon (October 2007-December 2008).
- Module Leader-Tata Consultancy Services. Gurgaon/Canada (January 2004-October 2007).

Training and Certifications

- PMP (PMI.org)
- Global Leadership Teamwork in Munich.

Achievements

- Received Spotlight award and the smartest person in AXA.
- Promoted to Computer stream based on academic performance in B. Tech First year.

Overseas Experience

- Infosys China (2011-2016): Increased Productivity by 20% by designing/implementing new Change/Release management processes.
- Canadian Depository of Securities, Toronto (2006-2007): Implemented client requirements to improve system capability.

Summary of Experience

- 14+ years global IT experience as Delivery Manager, Technology head, Scrum Master, PMO, Project Manager, Project
- Manager, Coordinator and Senior Developer for multiple geographies (India, China, Canada, US, Germany).



**BIDYUT KUMAR
DEY**

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in

B.E (Comp. Science Engineering)
MBA (Executive) FMS, Delhi
Industry Background
Total 14 Years exp. In Power Distribution Company

Key Skills

- Energy Audit, Project Management, Problem Solving and Team Leadership.

Professional Experience

Dy. GM, Energy Audit Dept. (BSES Yamuna Power Ltd, Delhi) [Feb'2007 to till Date]

- Energy audit is a technique used to establish pattern of energy use; identify how and where loses are occurring; and suggest appropriate economically viable engineering solutions to enhance energy efficiency in the system studied.
- Preparation of T&D Losses Substation/DT Wise, monthly basis.
- Projecting the high loss Area/Cluster on GIS map.
- Providing inputs for Loss Reduction activities.
- Tagging of New Consumers to respective Substation and update of Consumer Database for Energy Audit.
- Network Change Management tracking & update in Database.
- Regulatory compliance.

Engineer, HVDS Project (Reliance Energy Ltd, Noida on Deputation) [Sept'2004 to Feb'2007]

- Identifying the theft prone area in Delhi Distribution area.
- Planning for implementation of HVDS Project.
- Daily progress Report preparation of installation of HVDS Project.
- Consumer acquisition analysis daily basis of electrified area

Training and Certifications

- Intensive training on RDBMS concept and Oracle 8i and Developer 2000 under Webstar InfoTech from 3rd July to 14th July 2001.
- Intensive training on Cisco Routing Concepts HCL Infosystems and Oriens Infotech from 14th July – 28th July 2002.

Achievements

- Appreciation Letter from CEO (CTS) [Fy'2005-2006] Reliance Energy Ltd.
- Best Support Award (Fy'14-15) for Loss Reduction Initiative in BSES Yamuna Power Ltd

Summary of Experience

- Total 14 Years exp. In Power Distribution Company



**HIMANSHU
ABHISHESH**

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in

B.E (Civil Engg)
15 Years experience in Metro Industry

Key Skills

Tendering, Civil Engineering site execution, Maintenance of assets, Contract/project management, Problem Solving and Team Leadership.

Professional Experience

Presently working in capacity of Deputy Chief Engineer/Track (JGM, Delhi Metro Rail Corporation (DMRC), New Delhi). Has handled various management positions in DMRC since March, 2004 till date, input as under:-

- Property Development for Line-1, Line-2 & Line-3 corridors of DMRC for revenue generation, including tendering and contract management. (2004-2007)
- Construction of Underground metro stations of Line-6 namely Khan Market and ITO by Cut & cover method and tunnel construction from Mandi House to ITO metro stations using TBM machine (2007-2013) including tendering and contract management.
- Maintenance of various metro stations, depot, viaduct, tunnels and staff quarters of Line-1, Line-2 and Line-5 of DMRC network (2013-2017) including tendering and contract management.
- GAD finalization, design and procurement of rail/fittings etc, track form laying, and associated works for Track department of Line-7 corridor of DMRC (2017-till date) including tendering and contract management.

Training and Certifications

- STAAD PRO 2000, C, and UNIX-Computer languages and operating system during Engineering college years.
- From IIT Delhi (about Noise & Vibration) and IIM Bangluru (6 days training about Metro Industry)

Achievements

- Amongst the toppers of Civil Engineering branch of 1999-2003 batch of NIT Jamshedpur and also member of CDS and LDS of NIT Jamshedpur
- Appreciation letter from competent authority of DMRC for revenue generation in Property development department.
- Completion of Khan Market and ITO underground metro stations of Line-6 corridor of DMRC, in time with utmost safety and quality standards.

Summary of Experience

Total 15 Years experience In Metro Industry as a Government officer



**DEVENDRA
KUMAR**

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in

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MBA (Finance, Marketing) FMS, Delhi
B.A (Economics Hns.)
Industry Background :
Banking, Financial Services, BFSI

Key Skills

- Adept Leader with more than 14 yrs of Work experience
- Business Strategy
- Team Lead & People Management
- B2B and Corporate Sales
- Strategic Account Management, Merchant Acquiring
- Branch Banking, Payment Business, Wealth Management

Professional Experience

Regional Head Sales – Commercial Cards, Delhi at ICICI Bank Ltd

- Managing Commercial Cards Business for Delhi Region across Corporate Cards, B2B, Travel & Alliances and CTA.
- Managing a team of Relationship Managers responsible for Acquiring and managing Strategic Accounts across Commercial cards offerings of the Bank.
- Managing P&L of the assigned Region or territory via meeting AOP
- Delivering Business targets as per organizational expectation with strict compliance adherence.
- Currently handling the largest regional portfolio of the Bank

Training and Certifications

- NISM

Achievements

- Top Performer across Organizations I have worked.

Received many awards Viz.

Sales Oscors _May 2019 & April 2019 at HDFC Bank, Lead To Win Contest for Q4 at HDFC Bank, Sales Superheroes of the Month at HDFC Bank, Hall of Fame _October 2016 at HDFC Bank and Many more with all previous Organizations.

Summary of Experience

- Banking Professional with more than 14 years of experience in Various functions Viz. Commercial Cards, Merchant Acquiring, Payment Business, Branch Banking, Wealth Management.
- Currently Heading Delhi Region and managing Delhi & Gurugram Market for Commercial Cards Business.
- Have Worked earlier with HDFC Bank, Yes Bank, RBS, and ABN Amro Bank etc.



AMIT BATRA

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B. E Mechanical

Industry Background

Banking, Financial Services and Insurance (BFSI)

Key skills

- Marketing for Retail Channels, ATL and BTL campaigns, Brand Management, Product Detailing & Events
- Infrastructure, Projects and Property Acquisitions, Liaisoning with government agencies, Workspace management & Currency Management.

Professional Experience

DCB Bank Limited. (March 2013)

- Group Associate Vice President- Marketing Services
- Marketing requirements and campaigns both ATL and BTL, brand management, collaterals and events for all channels pan India.

Tata Capital Limited (July 2007 – Feb 2013)

- Senior Manager- Infrastructure & Projects
- Leading the projects team for retail and large office setup across India. Acquisition of properties, leasing, legal and technical feasibilities, layout designing, procurement, budgets and cost controls, vendor management and corporate services.

ICICI Bank Limited (Aug 2005- July 2007)

- Assistant Manager- Retail Infrastructure Group
- ATMs and currency management, property acquisition and projects, managing soft services like maintenance, security equipment's and physical security, liaisoning and facility management.

Achievements

- Best Employee at DCB Bank for FY 2014-15 & FY 2015-16
- Recognized as the Best employee to demonstrate ESQ and Values of DCB Bank FY 2016-17.
- Winner of LEAP 2016-17, DCB Bank. An internal leadership program for individuals to Leap on to leadership roles.
- Proud to be the project lead of special office set up of Mr. Ratan Tata for 6 months post completion of his tenure as Chairman of Tata group. FY 2012-13
- Received the Star Achiever's award- Tata Capital' 2010 by Respected Mr. Pravin P. Kadle (MD & CEO-TATA Capital Ltd.) for the 100 branch roll out

Summary of Experience

- Overall experience of more than 14 years in managing Retail Channels across India. From acquisition of properties and setting up of branch network to managing the internal- external branding, activation campaigns, collaterals, micromarketing activities, product communications and brand management.



VISHAL AGNIHOTRI

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BE Mechanical-Institution of Engineers(India),Hyderabad.

MBA Executive (Marketing & Strategy) – FMS, Delhi (2018-2020)

Industry Background

Passenger Car Manufacturing Automotive Industries, Preowned Car Business industries.

Key Skills

- Team building across dealers
- Implementation of motivational schemes for promotion of business .
- Problem solving using strategic approach to avoid repeat.
- Synergy between various departments for overall achievement of objectives.
- Training on development of dealer's manpower skills .

Professional Experience

Current-Ford India Private Limited (2014 onwards)

- Senior Analyst-Vehicle Personalization, IMG Market, Marketing & Sales, India
- Role: Sales, Parts and Service Operations Analyst/Specialist
- Territory: North India

Past Companies:

- Maruti Suzuki India Limited (2008-2014)
- Mahindra First Choice Wheels Ltd (2006-2008)
- General Motors India (2004-2006)

Training and Certifications

- Quality Care Service(QCS) Training at Ford India
- Sales Managers Training by Ford Academy

Achievements

- Awarded for highest Pre Owned Car Business in Delhi & NCR region for the year 2016.
- Highest Extended Service Business (ESB) across pan India for the year 2018.

Overseas Experience

- Expansion of Preowned Car Business and Accessories Business in Nepal specially in Kathmandu. Understanding of overseas consumer behavior, market research and coordinating business activities as per overseas policies in synergy with Indian business policies.

Summary of Experience

- More than 15 years of experience in Marketing & Sales division of Passenger Car Manufacturing Automotive Industries with various roles & functions mainly Vehicle Remarketing, After Sales Services, Pre Owned Car Business Development and Vehicle Personalization including growth of Extended Service Business through Service Marketing.



AVDHESH KUMAR GOEL

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B.E. Civil Engineering Delhi College Of Engineering, Delhi University

M.E. Civil Engineering Delhi College Of Engineering, Delhi University

Industry Background

Operations in Real Estate, Infrastructure industry

Key skills

- Providing proactive leadership with respect to achievement of timelines & cost control with quality
- Project Management, team management, contract management, techno-commercial discussions.
- Construction management, evaluation of risks, valuing variation to contracts.
- Quality Assurance, procurement, resolving site vital issues, review safety issues.

Professional Experience

Burman Estate Pvt. Ltd. (Dabur Co.): GM-Project-Project lead, Past 5 years

- Project lead, Construction of hotel project includes development of 4 lakhs sq feet areas.
- Project Worth cost appx. 155 Crores. Management of complete project during pre-construction to post-construction phase.
- URS corporation Ltd.: DGM-Contracts
- Development works of South Asian University, All contract works and techno-commercial discussions.
- Central Park Group: Senior Manager- Contracts

Training and Certifications

- 3 Months rigorous training in Delhi Metro Rail Corporation which includes casting and launching of segments at I.S.B..T. elevated corridor.
- Member of Royal Institute Of Chartered Surveyor, (MRICS) London, UK specializing in Quantity Surveying and Contracts.

Overseas Experience

- 16 years of experience in construction management, project monitoring & execution, site management, contract administration.

Summary of Experience

- 16 years of experience in construction management, project monitoring, site management, contract administration, forecasting/ planning/scheduling.
- Spearheaded construction, commercial and cost control activities for construction projects including contract administration in compliance with the defined standards.
- Excellence in monitoring all site related activities and ensuring smooth execution as per project schedule with focus on optimum utilization.



JITENDRA MEENA

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B. Tech (IT)

MBA (Strategy & Leadership) FMS, Delhi

Industry Background

IT Solutions and Services, Product Development

Key Skills

- Project and teams management across various functions
- Data Modeling, Data Analytics, Business Intelligence and Visualization
- Proficient in designing IT solutions & strategy, Cloud Strategy
- Good Exposure in BIG Data, Hadoop Framework and Cloud Solutions like Google Cloud and Amazon Web Services (AWS).
- Extensive knowledge of Business Intelligence and Visualization tool like OBIEE, QlikView, Tableau, TIBCO Spot Fire, Cognos & BOXI.
- Application Development and Maintenance - Service delivery through Global Delivery operating model

Professional Experience

- Working as Associate Vice President, Royal Bank of Scotland, June 2010 – Present
- Sr Application Engineer, Oracle Technologies, Sept 2007 – Apr 2010
- Lead Engineer, HCL Technologies Ltd Jan 2005 – Aug 2007

Training and Certifications

- OCA from Oracle University
- OBIEE certified from Oracle University.
- Google Cloud certified.
- ITIL (v4)

Achievements

- OCA Certified With 98%
- Received four time Employee of the month (RBS)
- Received three time Star team of the month (RBS)
- Received Certificate of recognition (RBS)
- Received Certificate of appreciations from RBS Academy for people mentoring
- Received Star performer of the Quarter in July 2006 (HCL Technologies)
- Received Three Certificate from Oracle University.

Summary of Experience

Overall 14+ years of experience in IT Solution and Service, Product Development and Management. Demonstrated strong track of streamlining organizational process and procedures, building strong teams towards maximum potential, identifying inefficient processes and implementing reliable and cost-effective solutions. Worked with clients from diverse geographic locations including USA, Europe, Singapore, Poland and India.

EXECUTIVE PROFILES

16 TO 20 YEARS
EXPERIENCE



PANKAJ KUMAR

 pashwuee@gmail.com

 <https://www.linkedin.com/in/pankajkumar1982/>

B.Tech.-Electrical, IIT, Roorkee (2000-2004)

M.B.A. Executive-Finance, FMS, Delhi University (2018-2020)

Industry Background

Coal based Mega and Ultra Mega Power Projects and EHV Transmission System

Key Skills

- Green Field Project Execution.
- Establish Project & Risk Management System, Project Governance Framework.
- Portfolio and Programme Management
- Leadership, Strategy, Team building and management,
- Stakeholder Mapping and management.

Professional Experience

- Head Programme Management Office (Jan 2018-to present) Sterlite Power Grid Limited
- Project Management Office - (Mar 15 to Dec 17) Sterlite Power Grid Limited
- Senior Manager (Power Projects) (Oct 06-Feb 15) Reliance Infrastructure Limited
- Design Engineer (May 06-Oct 06) - Goyal MG Gases
- Junior Manager (Jun 04-Apr 06) - Pasupati Acrylon Limited

Training and Certifications

- Certified Project Manager Level C - IPMA
- Green Belt Six Sigma Certification

Achievements

- Successfully constructed and commissioned 4X300 MW Rosa Power project in record time.
- Successfully constructed and commissioned 6X660 MW Sasan Ultra Mega Power Project.

Summary of Experience

Define and implement robust project management controls around project initiation, project planning, forecasting, milestone structure, dependency management, critical path identification and reporting. Identify projects risks, quantify and develop risk mitigation plans and maintain risk registers at project and portfolio level. Identify, bring in and implement industries best practices in project management techniques of data analytics, and mobility solutions. Develop and disseminate MIS and presentations to management regarding projects portfolio health and execution. Identifying and pacing up lagging deliverables using resource scheduling and augmentation. Prepare and revise L3 schedule & Material Control Index for Material delivery at site based on site front availability and project progress.



**NAVEEN
KULSHRESHTHA**

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B. Tech (Electrical Engineering)

Post graduate certification in software engineering from IBM-ACE

MBA Executive (Operations & Finance), FMS, DU 2018-2020

Industry Background- Power Distribution (Utility) Project Management of T&D loss reduction

Key Skills

- Strategy: Project Management, Team Management and Budget Planning of Opex & Capex.
- Operations and Support: Execution of meter modernization project. T&D and AT&C loss reduction (Planning and execution)
- Innovation: Modelling for (i) scheme related reconciliation, (ii)

Professional Experience

Current Organization: BSES Rajdhani Power Ltd

- Presently working as DGM (PMO). Key responsibilities:
- Computation of AT&C / Distribution Losses at various stages
- Designing the strategy for AT&C loss reduction
- Project Manager for End-to end Accelerated Loss Reduction Drive including Resource Planning, Financial Analysis & Monitoring
- Implementation of MRBD project for 30 lac consumers in Delhi.
- Also lead the business activity in div Tagore garden. Responsible for the 300 Crs. Of revenue cycle.
- Handled complete Commercial Operations at Division and Subdivision level

Training and Certifications

- Certified Power user of SAP in customer services module in 2009

Summary of Experience

- 15 Years of experience of power utility in different fields like Metering, Reading cycle module, Enforcement and business related activity.
- 5 years of experience in Project management for AT&C loss reduction project
- Special Interest and knowledge in Demand Side Management, Data Analytics of Audit and Customer Metering, Power Quality Issues.



JITENDRA JAIN

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<https://www.linkedin.com/in/sdebroy0708>

B.Sc. Maths (1995-98) from Univ. of Rajasthan
MBA-Strategy Management, FMS, DU (2018-20)

Industry Background- Engineering Consultancy, Airport, Infrastructure, Commercial Property Development, Renewable Energy, Auto Ancillary

Key Skills

- Project Monitoring from CEO's office against timelines and ensure smooth Business Operations.
- Coordinating with Country Heads, Department heads and provide Strategic Management Support to top management
- Conduct Steering committee & other review meetings on behalf of CEO
- Unrestricted Department communication, Policy Formulation, Process Improvement
- Track and manage activities as per the Joint Venture agreement. Ensure timely delivery of deliverables like trainings, technology transfer etc.

Professional Experience

- Manager - CEO Office, HMCMM Auto Ltd. (A Hero Motocorp co.), Dec-13 till date, Auto components
- Exec. Assistant to ED, Lanco Solar Energy, Aug- 11 to Dec-13, Renewable Energy
- Sr. Executive-Strategic Planning Group, Delhi International Airport (P) Ltd., Sep-06 to Jul-11, Airports
- Exec. Assistant to Project Head, Jacobs Engineering, Dec-04 to Sep -06, Engineering Consultancy
- Exec. Assistant to Director, Shipi Handicrafts (A Birla Group Co.), Dec -01 to Dec -04, Handicrafts Export House

Training and Certifications

- Certified ECMP (Enterprise content Management) from AIIM,
- Training on Vendor Management, Contract Management, Team Building, Negotiation Skills, Project Management, Expat Management

Achievements

- Implemented ERP System within timelines.
- Timely completion of 100 MW solar projects at Lanco

Overseas Experience

- Managed team of vendors/manufacturers spread globally across different time zones (China, Brazil, Italy).

Summary of Experience

A result oriented professional with 14 years of cross functional experience with reputed organizations into Engineering Consultancy, Airport, Infrastructure, Commercial Property Development, Renewable Energy in the domain of Business Operations, Administration, Project Coordination & assisting Top Management



UJJAL KUMAR DAS

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B.Tech, M.Tech
16 Years experience in Oil & Gas Industry

Key Skills

- Hydrocarbon Exploration & discoveries, Volume estimation & risk analysis with uncertainty, Techno- Economic for commercial evaluation of new hydrocarbon discoveries, Overseas asset acquisition, Petroleum Product Pricing & Marketing, Gas marketing & LNG business, Project Management, Problem Solving and Team Leadership.

Professional Experience

Technical Adviser to Ministry of Petroleum & Natural Gas, Govt of India

- Advising & assisting in various technical & policy related issue to Petroleum Ministry related Oil and Gas sector.
- International energy diplomacy for crude pricing and energy security

Dy. GM, ONGC, New Delhi

- Hydrocarbon Exploration & In-Place volume estimation
- Estimating the risk & uncertainty new hydrocarbon discoveries
- Carrying out the Techno-commercial evaluation of domestic hydrocarbon resource for field development
- LNG and Gas transportation contracts preparation and negotiation
- Contract negotiation & preparation for LNG business
- Working on Overseas hydrocarbon Asset evaluation & Acquisition
- Business development in hydrocarbon upstream and Gas sector
- Project Management

Training and Certifications

- Intensive training on various technology and project management on Oil & Gas and India and overseas.

Achievements

- Appreciation Letter from Government of India as year of Executive for contribution in Oil & Gas sector
- Director, ONGC for establishing a new Gas field with Techno-Commercial evaluation within a stipulated time
- Award for establishing new LNG sourcing and price negotiation

Summary of Experience

- Total 16 Years experience In Oil & Gas Industry



RAVI MALIK

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B. Tech (Electrical Engineering),
Post Graduate from National Power Training Institute under Ministry of Power
MBA Executive (Operations & Finance) FMS, DU, 2018-2020

Key Skills

- Strategy: Project Management, Team Management and New Product development
- Operations and Support: Distribution Network/Switchgear Operations and Maintenance, Commercial Operations, Vendor and Team Management, Customer Engagement. Energy Accounting in Power Distribution Network
- Data Analytics: Meter Data Analytics, Demand Forecasting, Power Quality Analysis and Improvement Strategies

Professional Experience

Current Organization: BSES Rajdhani Power Ltd

- Presently working as Head (Energy Accounting and Analytics). Key responsibilities:
- Project Manager for End-to end Accelerated Loss Reduction Drive including Resource Planning, Financial Analysis & Monitoring
- Successfully led IoT based Distribution Transformer Automation Project for Remote monitoring
- Completed comprehensive Load Research study for South and West Delhi

Training and Certifications

- Certified Energy Auditor, Bureau of Energy Efficiency, MoP (2009)
- Certification in Application of APQC Process Classification Frameworks by American Productivity and Quality Center (2013)

Achievements

- Presented papers in IEEMA Metering Unrestricted Seminar in 2010, 2011, 2013 on Metering & Analytics related topics. Won first prize in Year 2010.
- Received IPPAI Power Award for Meter Data Analytics Module implementation (2014)

Overseas Experience

- Worked as a Short-term Expert at Ethiopia (Africa) during a Power Sector Management Contract involving NHPC –PGCIL –BSES (2017)

Summary of Experience

16 years industry experience in Power Sector including Operation and Maintenance of Distribution network/switchgears, Commercial operations, Energy Accounting and Network Planning Data Analytics, Distribution Automation such as Smart Metering, AMR, GIS, SCADA



SHWETABH

shwetabh@pfcindia.com

B.Tech (Electrical)
Industry Background
Power & Coal, Mecon Limited, PowerGrid Corporation of India Limited, Power Finance Corporation Limited

Key skills

- Working on PPP framework for development of ITPs & UMPPs/TPPs.
- Bid Process for selection of Developer for Independent Transmission Providers (ITPs) and Procurement of Power on Case-I & Case-II
- Pre-developmental activities of coal blocks (Peak rated capacity 20 MTPA)
- Commissioning of 400/220 KV sub-station and 400 D/C Transmission Line.
- Contract Services

Professional Experience

- Selection of developer for various ITP's & UMPP's in accordance to Guidelines issued by Ministry of Power.
- Selection of developer for 2*125 MW Lignite based TPP of Giral & Gurha to be developed at Rajasthan.
- Pre-Development activities i.e. Preparation of Geological Report, Mining Plan, obtaining EC & FC of coal blocks (i.e. Meenakshi, Meenakshi-B, Dip side of Meenakshi, Saharpur-Jamarpani etc.)
- Commissioning of 400/220 KV Patna S/S including implementation of SAS.
- Project In-Charge for Construction of 400 KV D/C Maithan-Gaya Transmission Line.
- Contract Services

Achievements

- Represent PowerGrid in Q4E at HR Forum in year 2010 and selected as Best speaker.
- Honoured by Institute of Economic study for contribution in the field of Water & Power.
- Invited IIT, Roorkee as key note speaker on National Conference for Water & Power.



VIJAY KUMAR

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B.E. (Electronics & Comm. Eng.) IIT-Roorkee
MBA, FMS, 18-20 North Campus, Delhi University
Industry Background
Telecom & IT industry, BSNL

Key Skills

- SAP-HCM Module Core Team in ERP BSNL
- Master Data Management for various activities in ERP HCM Module.
- Data Migration of legacy system to ERP Platform of all 52 Circles in BSNL.
- ERP-Go Live of HCM Module with huge employee data base of approximately 2,20,000 employees at time of Go-Live in BSNL.

Professional Experience

- Manager (E4 Level) in Bharat Sanchar Nigam Limited. (Since 2003).**
- Testing and development of various HR processes in BSNL as Core Team with HCL consultants.
 - Working as ERP Core Team member as L3 level authorization to resolve all the issues related to L2 & L1 users from different locations all over India.
 - Helped HCL consultants in Development & Testing various reports of HCM Module in ERP systems such as APAR (Annual appraisal performance system), Medical Process, Transfer process etc.
 - Imparted Training of various processes of HCM Module at various circles during ERP-Go Live activity in different circles in BSNL on PAN India basis
 - Helped in designing and testing various data templates during Go-Live activity while migrating from legacy to ERP server.
 - Worked in Dot-soft section in BSNL whose front end was D2K and back end was oracle 9i.
 - Helped the various sections like Commercial, CSC, TRA etc. sections for various activities related to basic telecom services by BSNL.

Training and Certifications

- Basic training of Oracle SQL.

Achievements

- Received appreciation from various circles for making ERP Go-Live successful in the biggest circle like Maharashtra with 22000 employees and Andhra Pradesh Circle with 25500 employees approx..

Summary of Experience

- IT & Telecom Professional with more than 16 years of experience in Data base, ERP HCM module implementation and Team management, Project Execution, Planning and testing for making Go-Live successful.
- Working as a team and execution of ERP activities and providing immediate solution along with testing and development of various HCM process as per BSNL business rules.



VINOD KUMAR KAUNDAL

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B.E. (E&TC), 1999-2003, P.I.C.T, Pune, Maharashtra
MBA-Executive, (Marketing & Finance), FMS, DU (2018-2020)
Industry background
IT Solution and Services

Key Activities & Skills

- Nurturing Senior Stakeholder relationships
- Sales Effectiveness
- Client Management
- Pricing solutions with exposure to different types of models
- Marketing anchor for UK/Ireland Banking & Financial Services Accounts

Professional Experience

Business Development leader with a proven track record in Technology and Domain Business Development. Excellent Relationship Management skills demonstrated by over performing against multimillion\$+ targets. Areas of specialization include business development and application services across Banking & Financial Services, Insurance and Consumer Finance (Credit Cards) Domain; Technical Sales around Digital and Delivery.

His strong grasp on technology allied to his business acumen enables him to lead the business development of technology and Domain services. Has excellent communication, facilitation, client management and analytical skills evidenced through his career.

Achievements

- Business Development - Started 3 new client portfolios in last 4 years
- Sales Closures - Won largest UK BFS public sector regulator deal
- Direct Marketing - Active member of team responding to new client RFP/RFIs
- Sales & Account Admin - Have managed 7 BFS accounts in parallel
- Client Retention - YoY 250% average revenue increased in portfolio in last 4 years

Overseas Experience

- 2005-2009 (Insurance Domain, United States of America)
- 2013-2018 (Banking & Financial Services, London, United Kingdom)

Summary of Experience

A confident account sales and relationship manager with extensive experience of identifying potential client, developing new business relationships, understanding needs of corporate customers and of running and delivering sales and marketing campaigns for key clients. Possess a significant record of achievements in account management and delivering values.



NITIN CHUGH

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B. Tech (Mechanical)
MBA (Marketing & Strategy) FMS, Delhi
Industry Background
Automobile Industry - Passenger Cars, Two Wheelers, Luxury Cars

Key Skills

- Aftersales Management (CSI, Technical & Soft Skill Training)
- Channel Management with focus on DMS based IT solution
- Experienced in Change Management (winddown) and manpower rightsizing
- Aftersales Revenue & Budget Planning
- Network Expansion and Development, Spare Parts & Inventory Management
- Service Maintenance Contracts (AMC) and Insurance tie-ups

Professional Experience

- Head Retail Operations and Service Planning (July 2017-to present) Chevrolet India
- Regional Manager Aftersales (A.G.M) (Mar-2016 to July 2017) Chevrolet India
- Manager Aftersales (June-2009 to Mar 2016) Chevrolet India
- Regional Manager Aftersales (Nov 2006- Mar 2009) BMW INIDA
- Area Manager Aftersales (Dec 2004- Nov 2006) Hyundai Motors

Training and Certifications

- General Motors Leadership training on negotiation, emotional intelligent, Adaptive leadership, Candid & Constructive Feedback, Talent Management, Growing & Keeping the Best, Building Trust and Commitment, building the Coaching Relationship.
- Regional Manager's Management trainings at Munich (Germany).
- Regional Manager Orientation program to learn the APAC market at Jakarta (Indonesia).

Achievements

- President Awards for highest network growth and improving dealership's profitability. (General Motors)
- Highest Extended Warranty penetration award (General Motors)
- Best Area Parts and Service Manager Award (Hyundai Motors)

Summary of Experience

Result proven professional with more than 17 years of rich experience in the areas of Customer Satisfaction, Business Development, Channel Management, Network Development and Team Management.

Two Greenfield (startup) setup experiences:-

- HMSI (Honda Motorcycle and Scooter India Pvt. Ltd)
- BMW-India



AMBRISH NAGAR

✉ meet.amrish@gmail.com



B. Tech (Electrical & Electronics Engineering)
Advance PG Diploma (Renewable Energy Management), TERI school of Advanced Studies, Delhi
MBA Executive at FMS, Delhi
Industry Background - Indian Navy

Key Skills

- Hands on experience in product design using CAD 3D environment
- Project Management experience in Conceiving, Planning, Processing and Implementing the Projects
- Proven team management, communication, problem analyzing and solving skills.

Professional Experience

- Operations, Planning and Management of Projects related to maintenance/support of Ship

Summary of Experience

- 16 years+ experience in Conceiving, Planning, Processing and Implementing the Projects.



AMIT AGGARWAL

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PGDBM (IILM, New Delhi), 2000-02

B. B. E. (Delhi University), 1997-2000

Finance, Banking & Marketing Professional

Seasoned Private Banker, Successfully worked with reputed Global Financial conglomerates in India & Internationally

Key Skills

17 years Trusted Management member, conceptualizing and creating revenue opportunities by leveraging "main Street Banking" theme. Champion for establishing new businesses, significant expansion of existing businesses in the allocated territories.

Areas of Expertise

- Strategic Planning; Change Management
- Leadership Development; Customer Engagements
- Market Research; Business Development
- Marketing Campaigns; Team Management

Professional Experience

- ICICI Bank: Senior Private Banker- Delhi; Market Leader- Uttarakhand, UP (W) July 2013 till Date
- Representing bank to serve Promoter families, UHNI's and large corporates with net worth >\$10 Mio.

Entrepreneurship/ www.kaambol.com (May '12 till July '13)

- Founder, Vice Chairman & Managing Director
- Kaambol was a Job Portal for Blue Collar Jobs' Seekers. The Venture was Shortlisted by Economic Times; IIM (A) etc for incubation.

Awards, Accolades & Achievements

- Best Private Banker Award for 3 Years in Continuity.
- Setting up of New, successful Business for employers and running it.

Career Expectations & Way Ahead

- Looking for a challenging assignment with a Consulting Organisation. Willing to travel extensively and add value through the expertise that I have gained all these years.
- Can contemplate Pro Bono association with a start-up for enabling growth and expansion.



YOGESH KALONIA

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Bechlar of Commerce-Ram Lal Anand College, Delhi University

MBA Executive (Marketing) at FMS, Delhi University

Industry Background

Banking and Financial Services

Key Skills

- Product Development and Marketing
- Channel Management and Development
- Client Relation & Team Management
- Good Understanding of product, process and compliance related to Foreign Exchange Services and Channel Management

Professional Experience

Executive Director at Kalbro Forex Pvt. Ltd.

- Planning & Execution
- Conceptualize and develop business development activities to enhance business volumes
- Ensure implementation of growth strategies to generate sales across core products. Foreign Exchange, Remittances, Money Transfer Services and Insurance.
- Ensuring Regulatory Compliances

Product Head(The RBL Bank Ltd.)-Foreign Exchange Services

Relationship Manager(ING Vysya Bank)-Foreign Exchange Services

Territory Manager(Weizmann Forex Ltd)-Channel Management and Business Development

Executive (Transcorp Unrestrictedational Ltd.)-Unrestrictedational Money Transfer

Training and Certifications

- Diploma in Advance Software Technology from CMC Ltd-Delhi

Achievements

- Successfully Implementation of Product, Process and Marketing strategy at Startup level of the company

Summary of Experience

- 17 years of experience in the Banking and Financial Industry handling Marketing of Financial Product, Business Development and Channel Management.



DEEPAK VERMA

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B.Sc. (Comp. App), 1996-1999, K.U.,K, MLN, College, Haryana

MCA, 1999-2002, Vellore Engineering College, T.N

M.B.A – Executive, 2018-2020,FMS,Delhi

Industry background

ITES Consulting, Product Development

Key skills

- Agile based software delivery
- Agile Release strategy, planning and governance.
- Software Quality and Controls in digital environment
- Enterprise DevOps practices and self-service frameworks.

Professional Experience

Change agent providing thought leadership to the organization in improving Agile based product delivery processes, release engineering, automation strategy, DevOps practices, self-service frameworks, culture, environment and stakeholder management.

IT Program Manager, DevOps Consultant, Business Portfolio Release Planning, Delivery Management, Governance, Organization or program level core IT Infrastructure deliveries.

Portfolio level - Release Planning & Governance of Software Deliveries, IT Infrastructure Project or Program Delivery, Portfolio/Program Management, Software Configuration Management Build and Release Automation, DevOps and Self service frameworks, Change Management, Incident and Problem Management, Environment Management, EOL-Systems Migration, IT Service Delivery Management, Quality Software Delivery, MI Reporting and Stakeholder Management.

- Work experience in diverse domains like: ALM tools, Financial services industry-Assets Management, Investment Management and Brokerage.

Training and Certifications

- Prince2 'Program Management' practitioner-MSPR®
- Prince2 'Project Management' Practitioner.
- PMI PMP and CBAP Trained.

Achievements

- Commander Coin-President (MNC-Assets Management Company).
- Best Employee of the quarter (twice)-CSS Corp.

Overseas Experience

- Product (SourceForge) Development and Support (VA Software, California).
- Infrastructure Projects/Automation (MNC financial Services, London).

Summary of Experience

IT Professional with more than 16 years of experience in release mgmt., planning and governance, Implementation of DevOps practices, engineering, automation, self-service frameworks, environment mgmt., problem and incident management, change mgmt., infrastructure project or program mgmt., people mgmt. .



LALIT KUMAR VERMA

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B.Tech (Industrial Engg.) – NIT, Jalandhar (1997-2001)

MBA Executive – FMS, Delhi (2018-2020)

Industry Background

Automotive, Tyres

Key Skills

- Strategize & Align Problem Solving for Business growth and leverage People Potential to Enhance Business Results.
- Business Processes optimisation and improvement using Lean and Six Sigma methodologies
- Unrestricted Audits under IATF 16949-2016 & ISO:9001-2015.

Professional Experience

Mahle Anand Filters Private Limited/Since Apr'19 till date/DGM Problem Solving

- Develop organization structure and processes for Kaizen and Problem Solving

Apollo Tyres Ltd./ Since 2006~ 2019/ Group Manager-IE

- Develop sound operational excellence concept and knowledge among plant teams

Mega Trends Pvt. Ltd./ 2004~2006/ Industrial Engineer

Jaipur Polo Company/ 2003~2004/ Industrial Engineer

Training and Certifications

- Verified Certificate of Achievement "Introduction to Operations Management" by IIM, Bangalore
- Six sigma Black Belt Training by BMGI

Achievements

- Bestowed with "The Apollo Roll of Honour, Year 2010" the much coveted award in Apollo.

Overseas Experience

- 5 years of experience working and managing teams from diverse cultural background (Netherlands & Hungary)

Summary of Experience

Six sigma black belt certified business leader with more than 17 years of experience in various roles & functions mainly Problem Solving, Corporate Industrial engineering, lean six sigma, project management and operational excellence. Spreading knowledge of problem solving for zero defect, continuous improvements and quality circle projects among all plant teams. Skill gap identification and training of problem solving teams for capability building. Office quality improvements by VSM, digitization, Industry 4.0.



EVELYN BHUNIA

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B. E. (Mechanical Engineering)

MBA Executive Candidate at FMS

Industry Background

Minerals & Metals, Oil & Gas, Power

Key Skills

- Engineering Co-ordination with clients/consultants, various Unrestricted disciplines, vendors/sub-vendors for ensuring complete solution as per domestic and Unrestricted client's requirement
- Overall Responsibility for complete mechanical engineering for Material Handling Projects
- Engineering Calculations-Conveyor calculation, selection and preparation of technical data sheets of various components
- Complete engineering support for Procurement activities

Professional Experience

Senior Engineer at Bechtel India Pvt. Ltd.

- Responsible for Engineering activities for turnkey packages for pneumatic and bulk material handling systems. Involved in various other mechanical packages.
- Worked as Assistant General Manager in coal & coke handling system executed in EPC mode having equipment such as conveyors, crushers, screens, feeders etc in Tata Projects Limited.
- Worked as Deputy Manager in port revamping projects which includes jetty conveyors, travelling tripper and ship loaders in Sandvik India Pvt. Ltd.
- Execution of project in EPCM mode having equipment such as conveyors, stacker, reclaimers, wagon tippers etc , involved in engineering activities for unloading, storage, reclaiming & conveying of iron ore in MN Dastur & Company Pvt. Ltd.

Achievements

- Acted as Engineering Coordinator for Coke & Coal Handling System with complete in-house engineering involving various engineering disciplines, completed within specified schedule & budget.

Overseas Experience

- Worked with various stakeholders across the world with different time zones (USA, Europe, Canada, Middle East, Australia and India).
- Worked with Client in Middle East.

Summary of Experience

18 years of experience in design, engineering and execution of primarily Material Handling Systems for various domestic and Unrestricted projects in Integrated Steel and Non-Ferrous Plants. Experience in EPCM/ EPC mode of project execution. Experience in proposal engineering.



PANKAJ RAVISH

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<https://linkedin.com/in/pankaj-ravish-9aa9a016>

MTM (Master of Tourism Management)

Industry Background-

Tourism, IT, Vendor Management, Strategic Tieup, Business Development & Marketing

Key Skills

- Business Development & Relationship Management
- Maximising Profit & effective Resource Planning
- Marketing (Online & offline)
- Contracting & Vendor Management
- Product Planning & Development
- Strategic Planning
- Project Management
- Target marketing & cross marketing through web, app etc.

Professional Experience

- Ritco Travels, Branch In charge, Tenure: June 01 to May 05
- Wheels India, Sr Manager-Key Account,
- IRCTC Ltd, Dy. General Manager (Tourism Portal),
- IRCTC Ltd, Jt. General Manager (Corporate Marketing & Events),

Training and Certifications

- Certificate Course In Business Communication Skills (British Council)
- IATA GDS with distinction (Montreal)
- Amadeus Vista & BSP Training
- Attended various Seminars on Online Marketing, Payments, Sales etc.
- Certificate in Project Management

Achievements

- Won IRCTC Group award for Portal Team 2014.
- Won IRCTC Corporate Tourism Group Award for Tourism Portal 2014.
- Won Website of the Year Award for Most Popular website in 2014, 2015, 2016
- Won e retailer of the year in the category of Leisure & Travel 2016, 2017 for Tourism website.
- Won best mobile app award for IRCTC Air 2016.
- Won IRCTC Group Award for creating, managing & performance of IRCTC Air.

Summary of Experience

- Travel professional with 18 years of rich & diverse experience in Handling various aspects of Tourism activities including Tourism Portal, Business Development, Online sales channel, Strategic partnership, Payment gateways, Customer experience, Event Management, Hotel Contracting, Air Charter, Vendor Management, Team Handling & Corporate Marketing..
- Experience of managing the entire activity Involved in Online and Offline Tourism industry.



ABHAY KUMAR SINGH

abhiniru12@gmail.com

Graduation (Maths Honors)

EGBMP (Executive MBA), IIM Lucknow

MBA Executive (Marketing & Strategy), FMS Delhi

Industry Background

Telecom, Media & Communication

Key Skills

- Acquisition of land/Terrace from government and institutional land owning agency
- SA and Estate Management issues for the sites in my areas of operations.
- Driving delivery with focus on speed and cost.
- Government liaisoning with beauracracy

Professional Experience

Manager at Indus Tower Ltd. (Jan 2016-Till Date)

- Make regular visits to sites acquired and maintain close contact with government institutions and private institutions.

Regional Manager South Asia at Geospatial Media & Communication (Aug 2014-July 2015)

Chief Manager at Mail Today NewsPapers Pvt. Ltd. (Apr 2012-July 2014)

Senior Regional Manager at Mail Today NewsPapers Pvt. Ltd. (Apr 2010-March 2012)

Sales Manager at Mail Today NewsPapers Pvt. Ltd. (Sep 2007-March 2010)

Training and Certifications

- Got certified by DALE CARNEGIE training institute on Winning for success soft skills
- Yellow belt certified for process excellence and SIX SIGMA.
- Attended training program on Communication skills, Relationship Management and Managerial Skill conducted by Hero-mindmine.

Achievements

- Acquired sites from DTU, IIMC, JAMIA MILIA ISLAMIA and many prominent government educational institution and increase INDUS foot print by installing mobile tower there.

Summary of Experience

18 years plus experience in the domain of sales and business development from Government, corporate, institutions and retail. Having rich corporate exposure in business development through land acquisition, Liasion, ROW and Estate management for largest telecom infra company. Distributor and vendor management, new marketing initiative and managed team to achieve milestones and brought accolades for organization.



AMITESH KUMAR SAHAY

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B.Tech (Mechanical)

MBA Marketing & Finance

Industry Background

Manufacturing, IT Peripheral, Storage Media, Electronics

Key skills

- Operation Management
- International Sales and Marketing
- Key Account Management
- Product Marketing
- Customer Relationship Management
- Quality Assurance, Lean Six Sigma Green Belt

Professional Experience

- Heading Brownfield project for LED Display manufacturing unit
- Established International Market in Thailand, Indonesia, Uzbekistan, Afghanistan, Australia and Taiwan and developed over 18 new customers in the segment
- Led all international sales and services for USA, APAC, CIS and MENA countries and generated over USD 4M Sales
- Did Global sourcing for Storage media worth more than USD 2M
- Worked as Global Account Manager for Empties (Jewel Case/Slim Cases) and Replication

Training and Certifications

- Six Sigma Green Belt Certification
- Internal Quality Auditor
- Advanced SPC, FMEA, MSA,
- Behavioural Skills training

Achievements

- Identified 2 new Products and prospects for increasing sales
- Developed promotional material, product flyers/brochures with creative team & agencies
- Pricing guidance sharing to sales team based upon market scenario and competition
- Helped in reducing Inventory by approx. 50% over a period of one year

Overseas Experience

Travelled to APAC and CIS countries for Business purpose

Summary of Experience

- Experienced International Sales Marketing manager having travelled extensively in different countries for New Business development, Sales, Key Account Management, Global Sourcing, Product Management and Customer Relationship management for Electronics, IT Consumer Durable products-Storage Media.
- In Quality Assurance Profile have over 9 years of Experience and handled all the Dept. like IQA, IPQC, OQA, TQM along with Process planning & Control, New Product Development.



RICHA MISRA

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in <https://www.linkedin.com/in/richa-misra-866b885/>

MBA – Finance, Marketing and Strategy;

MSc. Applied Mathematics

BSc Honours in Mathematics

Industry Background

ITeS - Outsourcing and Offshoring

Key Skills

19+ years of experience in ITeS industry and functions involving diverse roles related to Strategic Planning, Consulting, Business operations, Service Delivery, Revenue Growth through Account Management and Marketing for international, domestic clients.

Area of expertise include

- BPO Solution Architect (Technology, Resourcing, Price modeling); Pre-Sales & Marketing management.
- Contract documentation to Execution (Program Management).
- Risk Management and Mitigation (Financial and Operational) and Change Management
- Service delivery management, Resource planning, infrastructure and technology planning, P/L-Budgeting and cost reduction, account growth and client engagement,

Professional Experience:

B2R Technologies Pvt. Ltd (Start Up in 2009 in Impact Sourcing)

VP-Operations and Strategy, Presales, Account Growth, Compliance.

- Responsible for co-defining Strategy and Growth for the organization and executing it with a vision of leveraging technology enabled solutions for re-engineering the organization. Risk Management, Leadership development and Marketing
- Headed multiple functions-Process Excellence (Institutional and functional – Implementation and Certification of ISO 27001 & 9001, SSAE16, TQM, deployment of open source applications), Operations, Presales and Client engagement.

Training and Certifications

- DNVGL ISO27001 Internal auditor 27001
- Six Sigma Yellow Belt – Knowledge Platform

Achievements and Accolades

Award of Excellence - 2005 and 2007 – NIIT Technologies Pvt. Ltd.

Represented B2R Technologies in awards and forums-

- Multiple awards won by B2R in NASSCOM (emerge 50 and League 10), TiE, Villgro-Wantraprenure, Sankalp, NHRD, The Power of Small' - Ashoka Changemakers. Manch 2015 (UP Govt.)



SHALESH KUMAR SAINI

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in <https://www.linkedin.com/in/shalesh-saini-149849168>

B. Tech (Electronic & Comm. Engineering)

MTech (Space Comm. ISAE, Toulouse, France)

MBA Executive at FMS

Industry Background - Indian Air Force

Key Skills

- Experience of Defence Procurement Procedures(DPP) of various projects related to Aircraft Avionic/Communication (Comm.) System.
- Project Management experience in Conceiving, Planning, Processing and Implementing the Project at its various Stages.
- Hands on experience in Operations, Planning and Maintenance management of Advance Aircraft Avionics System, Aviation Quality and Safety management.

Professional Experience

- Project Manager of large scaled project of Aircraft Avionics & Comm. System.
- Managing Pre-award contract Processes as per DPP starting from RFI to RFP to Bid Evaluation to Field Evaluation to Contract Negotiations to Contract Award.
- Managing Post Contract Award activities like Project Implementation, Contract Progress Review, Project Cost Control through deviations etc.
- Served as Senior Engg. Officer of a unit in order to manage advance aircraft Maintenance and Flight activities, Aviation quality and Safety management, Analysing and providing solutions for aircraft technical problems.

Training and Certifications

- IAF Certification of Aircraft Avionics System Specialist.
- In depth working knowledge of Defence Procurement Procedures (DPP) and Operations Management.

Achievements

- Awarded with Chief's of Air Staff Commendation in 2019 while serving at Air Headquarters for making outstanding contribution in planning and executing Project Management of IAF project.

Overseas Experience

- Worked as an Unrestricted for six months in Airbus, Toulouse in Design department of Airbus-380 aircraft (Xtra Widebody Aircraft).

Summary of Experience

- 20 years of multi-dimensional experience in the field of Aviation (Advance Fighter Aircraft Avionics), Instructional duties, handling Contractual Procedures and Project Management of a large scaled Project involving multiple agencies co-ordination and planning.



BIPIN JAMBHOLKAR

✉ bipinj@gmail.com

in

B. Tech (Electronics & Communications)

Key skills

- Operations and Administration
- Standardization Activities/ Product and System Certification

Professional Experience

Bureau of Indian Standards

- Senior Scientist, Sep 2004 till Date
- Published important Indian Standards on Safety of Electronics equipment's for Mobile phone, Laptops, Printer, TVs, Set Top Boxes, Optical Fibres, PCBs, EMC, X-Ray equipment, and Electromedical devices
- Organized and Co-ordinated in numerous meeting of International Organization for Standardization (ISO) and International Electrotechnical Commission(IEC) in India.
- Worked in Product Certification Department Ensuring Quality Assurance & Control of Electrical, Water, Cement, PVC and HDPE pipes, Steel, wires and cables etc.
- Conducted State Level Committee Programme, Consumer Awareness programmes, Educational Utilization of Standards, Industrial Awareness and Improvement Programmes

Cabinet Secretariat

- Group A Analyst, Jan 2001 to Sept 2004
- Worked in field of various kinds of Remote Sensing Activities

Training and Certifications

- Certified in Product Certification
- Certified in System Certification
- Certified in Database Management from Tel Aviv, Israel

Articles Published

- An Overview on Set Top Box Technology and Standards
- Necessity of Safety Standards on Electro-medical Equipment

Achievements

- Awarded Operations Parakram Medal in Cab Sectt.

Summary of Experience

- Operation management professional with more than 20 years of experience in Standardization, Product Certification, Team management, Quality Assurance & Control and Process Improvement.
- Work experience in diverse domains like Remote Sensing, Product safety.



GAURAV BHANDARI

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in

CORE COMPETENCIES

Strategic Operations Excellence, Business Planning & Leadership, Policy/SOPs Formulation, Disaster and Crisis Management Human Resource Management, Process Improvement, Training & Skill Development, Team Management/ People Management

Profile Summary

- 20 years of a successful career with diverse roles in spearheading entire gamut of functions including General Administration and HR.
- Skilled in organizing training & development, managing manpower planning and executing projects and ensuring mission objectives on time & within budgets
- Expertise in formulating and implementing strategies through human capital at various levels
- Proven skills in leading, mentoring and managing large multi-cultural and multi-ethnic cross functional teams in vast geographical areas

Organisation Experience

- Presently working at a premium research organisation as Joint Director.
- Worked at Leh (Ladakh) as Joint Director (Operations, Training and Procurement) Highlights.
- Worked at Baramula (J&K) and Tripura as General Manager of a specialist Unit
- Worked in Siachen glacier and other parts of Jammu & Kashmir as Assistant General Manager of specialist Units

Certifications

- 2019: Certificate in Installation Security, Intrusion Detection System and IEDs Course from NISA, Hyderabad
- 2018: Safety Auditor Course National Safety Council, Mumbai.
- 2018: Fire Fight Precaution and Prevention Officer Course CFEES, Delhi.
- 2007: Certificate in Disaster Management from IGNOU

Summary of Experience


- Showcased excellence in leading, mentoring and managing large multi-cultural and multi-ethnic cross functional teams in vast geographical areas
- Pivotal in establishing processes/SOPs, streamlining workflow and creating environment to enhance productivity

EXECUTIVE PROFILES

20 YEARS +
EXPERIENCE



SUNDEEP KHATRI

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B. Tech (Electronics)

M. Tech (LASERS and Electro Optics)

MBA Executive at FMS

Industry Background :

Indian Army (Corps of Electronics and Mechanical Engineers)

Key Skills

- Drafting and Implementation of Policies for Procurement and Sustenance of Electronics Equipment held in Indian Army
- Project Management, Team Management (with members from diverse ethnicity & backgrounds), Risk Management
- Procurements, Budget Control, Compliance and Audits, Quality Assurance, Control and Audits, Supply Chain Management, Inventory Management.

Professional Experience

Joint Director Army headquarters

- Accountable for formulating SOPs, negotiating contracts, liaising with third party vendors and overseeing procurement procedures for complex air defence systems, missiles and radars worth multi-billion dollars.
- Worked with various Public Sector Undertakings like Bharat Electronics Limited, Bharat Dynamics Ltd and Ordnance Factory Board Factories like OLF Dehradun and Vehicle Factory Jabalpur for sustenance of Military Equipment.

Senior Manager Operations

- Raising a new technical establishment after receipt of Government Sanction. This included staffing, funding, Accommodation, Rations, Security Infra, Tech Infra, Policies, Audits etc

Training and Certifications

- PMP, PMI, USA (Valid upto Jun 2022)
- Lean Six Sigma Green Belt, KPMG (Jun 2019)
- Advanced Course in Communication Engineering

Achievements

- Selected for prestigious assignment of shaping young officers and middle level officers at a training establishment in Indian Army.
- Distinction in MTech (LASERS and Electro Optics)

Overseas Experience

- Managed team of vendors/manufacturers spread globally across different time zones (Russia, Ukraine, Israel and USA).

Summary of Experience

21 years of experience in Operations, Program Management, Risk Management, QA/QC, Budgeting & Control, Provisioning, Contract Management, SCM, Training and Deployment and Administration.



VIVEK SHROFF

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B.Sc-DU, PGDBA-SCDL.

MBA (Strat & Leadership), FMS Delhi.

Major Client: P&G, Syngenta, BAT, ABB, DHL

Domain Worked: Enterprise networking, IT Support.

Industry Background, Telecom, Airlines

Professional Summary

- Over 21 years of experience in overseeing all facets of project lifecycle, including initiation & planning; change, risk, & issue management; & guiding technical teams..
- Successfully utilized PMP & PRINCE 2 methodologies while executing projects.
- Substantial experience in managing virtual teams across multiple locations including UK, USA, rest of Europe & APAC.
- Intense worker, capable of shouldering high role responsibilities. Capable of concentration for long hours with enthusiasm.

Senior Project Manager at British Telecom

- Extensive experience in managing transformation programs.
- Plan the migrations from legacy network to BT in consultation with customer.
- Monitor and track hardware and circuit deliveries.
- Supporting the program team in driving the program milestones
- Consolidating the risks and issues in deliveries in all regions and working with the program team to resolve the same.

Professional Competencies & Capabilities

- MSP Practitioner Certified
- Project Management Professional
- Infrastructure & Operations Management
- Cross Cultural Communications
- Team Building/ Leadership
- Technical Support Functions

Achievements

Infosys Technologies Ltd., Pune

- Recognized at the annual event of BT & P&G for excellence in delivery (2010).
- Recipient of SPOT award for excellent performance from President CS&NO Customer Service, BT.

Experience Summary

- British Telecom Plc (Dec 2012 – Present)
- Infosys Technologies Ltd (Apr 2005- Dec 2012)
- British Airways (Sep 1998 – Apr 2005)
- STG International Limited (Feb 1997 – Sep 1998)



RAKESH SETHI

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M.Sc. – Faculty of Science, Delhi University (1992-1994)
M.E. – Delhi College of Engg (DCE), Delhi University (1994-1996)
M.B.A. Executive – Mkt & Strategy (FMS), DU (2018-2020)
Industry Background
Automotive, Motorcycles, Scooters, Car, Power-train

Key Skills

- Leadership, Strategy
- Platform, Program Management. Green Field Project, Project scheduling
- Product Design and Development, Processes, QFD, APQP, Quality Systems, Problem/warranty Analysis, Technology transfer

Professional Experience

- Sectional Head Quality New Model Lead (BS-6 implementation) (Dec 2018 - to present) Hero MotoCorp Ltd Gurgaon Plant
- Model Line Head –New Motorcycle (NMC-Operations) (May 16 to Dec 18) Hero MotoCorp Ltd
- Platform Lead (Commuter Motorcycle Segment 110~125cc) (Nov 11- May 16) Center for innovation and Technology (CIT) ,Hero MotoCorp Ltd
- Sub-Sectional Head (Mechanical Prop.Group-engine and Frame) and Development Project Lead (NMC) (Dec 1999- Nov 2011) Research and Development (R&D), Hero Honda Motors Ltd.

Training and Certifications

- Certified Trainer for PGMFi – Honda Motors Japan
- Certificate of Appreciation for Leadership in Profitability (LEAP 20) and Leadership in Development (LEAD) programs HMCL

Achievements

- Designed ,developed and Launch of First Green field BSIV Motorcycle platform 110cc comprise of 03 motorcycles (smart, Passion Pro and Xpro in HMCL with exclusive features AHO, analog digital speedometer, mobile charger etc.

Overseas Experience

- 21 days intensive training in BTR Trowbridge UK for Product Design, Development ,Engg and manufacturing of engine mounts and suspension bushes (Rubber to Metal Technology)

Summary of Experience

An engineering professional having an experience of 23 years in Product Design and Development of Motorcycle and Technology parts (Engine Mounts and bushes, Bearings, Suspensions, Fi system etc), Quality Assurance, Strategic Sources development, Platform development, Program and project Management, Market and Competitor Analysis , Cost analysis delivered the first Indigenous cost effective commuter Motorcycle platform (03 motorcycles) (end-to-end) with BSIV compliant and having features like AHO, mobile charger, etc as key achievement.



ASHUTOSH SINGHAL

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B.Sc Engg (Electronic & Comm. Engineering)
M.Sc (Strategic & Defence Studies)
MBA Executive at FMS
Industry Background (Indian Air Force)

Key Skills

- Experience of Fleet management, inventory monitoring & control and management of HR issues of Various Weapon Systems.
- Project Management experience in Conceiving, Planning, Processing and Implementing the Project at its various Stages.
- Hands on experience in Operations, Planning and Maintenance management of Advance Surface to Air Guided Weapon Systems, Safety management.

Professional Experience

- Project Manager of large scale project of induction of Weapon Systems including the Conceiving, Project Planning & Implementation.
- Managing Post Contract Award activities like Project Implementation, Contract Progress Review and ground implementation.
- Served as Senior Engg. Officer of a unit in order to manage advance Guided Weapons Systems Maintenance, Maintenance quality and Safety management, Analysing and providing solutions for technical problems.
- Chief Engg Officer of a forward base with responsibility to manage the entire maintenance activities including Assets management, Forecasting, planning and controlling, Logistics and fund management.

Training and Certifications

- IAF Certification of Instructor of Training the Trainers.
- IAF Certification in Remote Pilotless aircraft & Surface to Air Guided Weapons System Maintenance
- IAF Certification in Defence & Strategic Studies related field of study

Achievements

- Awarded with Air Officer Commanding In Chief Commendation in 2011 while serving at Western Air Command Area for making outstanding contribution in managing resources for Fleet management in IAF

Overseas Experience

- Undergone one month training at IAI, Israel for extended servicing facilities requirements of IAF Remote Pilotless Aircraft.

Summary of Experience

24 years of multi-dimensional experience in the field of Aviation (Remote Pilotless Aircraft Avionics), Instructional duties, handling Procedures and Project Management of a large scaled Project involving multiple agencies co-ordination and planning.



RAJESH SRIVASTAVA

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B Tech in Electronics
M Tech in Computer Science
MBA Finance
BEE Certified Energy Manger
Lead Auditor ISO 14001 and 45001

Key Skills

- Data Analytics, Application Development, Data bases , O&M, Smart Grid , Smart meter , Detail Engineering and erection of large power station and yard, Finance, Team and Project management and procurement.

Professional Experience (Achievements)

Head Procurement

- Procurement of goods and service of all domain for Distribution Company using ERP System

HOD (DATA ANALYTICS, ENRGY AUDIT AND METER TESTING LAB)

Energy Audit and Smart Metering / AMI:

O&M and Protection

- Commissioned more than 60 power transformer up to 50MVA and 66KV including protection testing.

Detailed Engineering: Detailed engineering of following substation

- 400kv Dadri (NTPC) and Ballabgarh (Ppower Grid), 220/25kv traction s/s at Jagadhari, Roorki, Panki and Panvel.

Training and Certifications

- RAPDRP approved Faculty for training on Metering, O&M, IT , Metering Automation and GIS .
- BEE Certified Energy Manger
- PMP Certified Project manager
- Lead Auditor for ISO 14001 and 45001

Achievements

- Reduced AT&C from 29% to 9% using data analytics and machine learning algorithm and Energy Audit.
- Developed application for SAIDI, SAIFI and other operational parameters of DISCOM
- Published several papers on Data analytics, AMI and Metering on international journal of IEEMA and Power Line
- Speakers at several forum of IEEMA and Power Line Magazines
- Full time faculty at Knowledge center at BYPL for Technical and behavioral trainings to our line Managers
- Detailed Engineering of 2x250MW lignite based Power station at Barsingsar

Summary of Experience

Over 26 years of experience in following areas, Procurement, Data Sciences & IT, Energy Audit, Metering and Protection, GIS, Detailed Engineering and O&M



AUDHESH KUMAR TIWARI

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B. Tech. (Civil), Delhi College of Engineering Delhi
MBA - FMS, DU
Industry Background
Engineering/ Design/ Development/R&D

Key Skills

- Contract Management & Arbitration
- Project Management (concept to completion) in the field of Infrastructure domain – Bridges, Highways, Expressways.
- Quality Management, Performance Engineering and Testing
- Follow up, coordination, Sourcing, Contracting, Billing, quality control, Optimum Solution Provider

Professional Experience

General Manager – Contract with Shivalaya Construction Co.Pvt.Ltd. (Dec, 2016- till Date)

- Responsible for Contract Management and Arbitration matters of the company, as well dealing with other technical matters.

Dy. General Manager: with Jaypee Group Noida (Dec, 2008 to Dec 2016)

- Responsible for Project Management of Yamuna Expressway, Vrindavan
- Parikrama Marg Project, Jaypee University Anoop Shahr Project and Eastern Peripheral Expressway project

Assistant Engineer with U P State Bridge Corporation Ltd. (Sept. 1987- Dec. 2008)

- Construction Management of various Flyovers, River Bridges across various parts of country

Training and Certifications

- Quality Auditor for ISO implementation
- Certificate on “Construction Project Management” from Columbia University in the city of New York
- Certificate on “Construction Cost Estimating and Cost Control” from Columbia University in the city of New York
- Certificate on “Project Management” from University of California

Summary of Experience

- 34 Years of experience in the Contract and Construction Management, handling multiple type of Projects in infrastructure domain like Bridges, Highways, Expressways, involving concept to completion, DPR, sourcing contracting, controlling, material management, quality etc.

HEALTHCARE EXECUTIVES PROFILES



**MRADULA
CHAUHAN**

 mradula1@gmail.com



BDS

M.Phil in translational health science

Industry Background

Healthcare and pharmaceuticals, operations.

Key Skills

- Health care administration
- Health care management
- Independent decision making skills and initiatives to resolve issues for customers.
- US Healthcare, Fraud investigations

Professional Experience

- Eklavya dental college: Worked as lecturer in department of Endodontics.(March 2011- August 2011)
- King George Medical college: Worked as Scientist B in a pediatrics department.(April 2012- February 2015)
- Innodata pvt: Worked as a senior process associate in claim processing. (April 2015- July 2016)
- IDS infotech: Worked as a medical scribe. (July 2016 – August 2017)
- United Health Group: Working as a senior clinical investigator. (September 2017- present)

Training And Certifications

- Attended workshop on international oral precancer and cancer congress.
- Attended science and technology workshop "BRIDGES 2015."

Achievements

- Published paper in an international journal "Energy and protein intake during pregnancy in relation to preterm birth: A case control study" in Indian Pediatrics.
- Participated in various dental camps and anti-tobacco campaigns.

Summary Of Experience

- 5+ years of US healthcare industry.
- 2+ years clinical experience in endodontist.
- Functions handled: Clinical investigation, fraud analytics, medical auditing and clinical experience.



AMIT PRAKASH

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M.B.B.S.,

Diploma in Child Health (D.CH.),

PGDHHM, MBA (HCA)

Industry Background: Healthcare, Maternal and child health

Key Skills

- Neonatal and Child Health
- Hospital administration
- Purchase and procurement
- Quality Assurance

Professional Experience

- Senior residency in Paediatric medicine at Dr. Hedgewar Arogya Sansthan, Govt. Of NCT of Delhi.
- Joined as PG Medical Officer (Paeds) in Govt. Of NCT of Delhi in 2014 and working at Deep Chand Bandhu Hospital, Ashok Vihar, Govt. Of NCT of Delhi since then.
- National Trainer-Neonatal Resuscitation for Indian Academy of Paediatrics (IAP) and National neonatology Forum (NNF) under the "First Golden Minute" program since 2017.
- Procurement and inventory management of surgical consumables, medicines and medical equipments as In-charge of stores and Purchase.
- Formulation of hospital vision, mission and objectives; designing and approval of Hospital logo; and development & percolation of departmental SOPs as Nodal Officer for Quality Assurance under National Quality Assurance Scheme for DCBH.

Training And Certifications

- Certified Government e-marketplace (GeM) Expert
- Training of trainers for Basic & Advance NRP

Achievements

- Conducted more than 10 Basic neonatal workshops and 5 Advance neonatal workshops over the last two years as faculty with additional key roles including Lead instructor and course coordinator etc.
- Participated as NRP faculty in Training of trainers for LAKSHYA program for labour room management- Government of India.
- Institution and smooth functioning of department of paediatrics and NICU at Deep Chand Bandhu Hospital, Govt. Of NCT of Delhi.

Summary Of Experience

- Experienced clinician & healthcare administrator with demonstrated Skills in child health, hospital administration, purchase & procurement and policy making. Fostering a vision to revolutionize public health and live up to the legacy of my alma mater institutions; Maulana Azad Medical College (MAMC) and Faculty of Management Studies (FMS).



**SHAIENDRA
P. S. TOMAR**

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B.D.S, M.D.S (Oral & Maxillofacial Surgery),

FICCDE (Singapore),

MBA (HCA)

Industry Background

Healthcare, Oral & Maxillofacial Surgery & Implantology

Key Skills

- Oral & Maxillofacial Surgery
- Management of Maxillofacial Trauma
- Hospital administration
- Health Care Administration

Professional Experience

- Worked as Lecturer at ITS Dental College Hospital & Research Centre, Greater Noida, Uttar Pradesh.
- Worked as Clinic Head, Senior Consultant & Implantologist in Clove Dental, New Delhi.
- Observership in Head & Neck Cancer Surgeries from Rajiv Gandhi Cancer Institute & Research Centre, Rohini New Delhi.
- Successfully ran own Private Practice by the name of "Comfort Dental Clinic" in Dwarka, New Delhi.

Training And Certifications

- Two month training from 1st Aug-30th Sep 2013 in Head and Neck Cancer Surgery at Rajiv Gandhi Cancer Institute & Research Centre, Rohini, New Delhi
- Successfully completed BLS (Basic life support) training conducted by INDIAN INSTITUTE OF EMERGENCY MEDICAL SERVICES in Association with AMERICAN HEART ASSOCIATION on Oct, 2012

Achievements

- Best Scientific Presentation at National OOO CDE held at SGT Dental College, Hospital & Research Institute in Association with AIIMS, New Delhi, April 2013
- Two Letter of Appreciation for Quality of Clinical work by the principle at ITS Dental College, Hospital & Research Centre
- Award in Clinical Excellence in Oral Surgery at Clove Dental in August 2016

Summary Of Experience

- Disciplined and self Motivated Oral & Maxillofacial Surgeon with rich Experience in the Management of Multiple Clinics and their inventory Requirement. Successfully Ran own Private practice & Worked for Biggest Dental Chain of the World "Clove Dental".
- Apart from academic achievements I am a passionate marathon runner since 8 years, and ran various international marathons across the country.



**RAM KUMAR
GUPTA**

✉ rkgupta9@gmail.com



<https://www.linkedin.com/in/ram-gupta-45151a19/>

B. Pharma; M. Pharma; LL.B; MBA

Industry Background

Total of more than 9 years of experience in Healthcare & Pharmaceutical Industry – Research & Development; IPR protection; Pharmaceutical Marketing; Clinical research; and Business Development

Key skills

- Intellectual Property Rights (IPR) protection- Drafting Patent Applications; Patent Prosecution, Freedom to Operate, Prior Art Searches, Invalidity Study, Portfolio Management, etc.;
- Pharmaceutical product promotion, marketing and building leading products brands;
- Clinical Research; and Business Development.

Professional Experience

Delhi intellectual Property LLP, Delhi, Head – Patent and Design; July 2018 - Present

- Business Development; Drafting, Filing and Prosecuting Patent, Design, Trademark and Copy right; Freedom to operate (FTO); Prior Art Search; Invalidation; IP Litigation

Sun Pharma Advanced Research Company (SPARC), Mumbai- Manager I (IPR); March 2016 – June 2018

- Generation and protection of Sun Pharma intellectual property (like Drafting, filing & prosecuting patent applications in India, US, Europe, Japan, Canada and in all major countries globally); Providing ideas for innovative products and promote innovation.

Walter Bushnell (Martin & Harris Limited), Delhi-Deputy Manager (Medical Affairs); January 2013- March 2016

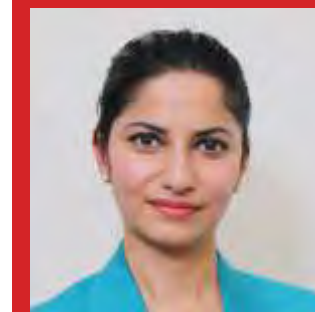
- Medico Marketing - Product positioning and customer segmentation, for pharmaceutical products of urology, Gynaecology & Gastrology; Proofreading of LBL and helping the marketing department in product promotion and sales; Organising CME's for Doctors and replying to the doctors' query related to products; Preparation of clinical trial protocol and conducting it in various hospitals.

Achievements

- Topped Compex-Nepal 2001 & Nominated by GOI for Scholarship at DIPSAR, University of Delhi.
- Qualified GATE 2007 with 87 percentile score in Pharmaceutical sciences conducted by IIT Kanpur and received monthly stipend provided by UGC for pursuing M. Pharma.

Summary of Experience

Mr. Ram is a healthcare & Pharmaceutical professional with more than nine years of work experience. Over these years, he has gained expertise in intellectual property rights protection; pharmaceutical product promotion, marketing and building leading products brands; conducting clinical trials; and business development.



NEHA THAKUR

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M.B.B.S

P.G.D.H.H.M

M.B.A-Healthcare Administration

Industry Background: Hospital & Healthcare Industry

Key Skills

- Co-ordinate with doctors at various stages during patient life cycle for management.
- Assisting surgeon in Urology surgeries.
- Addressing social & administrative needs of the patients as well as doctors.
- Liaison with various departments of the hospital in relation to admitted patient care.
- Legal respondent to various queries of TPA & Govt panels, relating to admitted patients.

Professional Experience

- Working as Assistant Medical Superintendent at Rajiv Gandhi Cancer Institute & Research Centre, Rohini New Delhi.
- House Surgeon & Department Manager in the department of Urology, Uro-oncology & Renal Transplant Robotics, Max Super Speciality Hospital, Saket New Delhi
- Resident in Blood bank of G.B Pant Hospital (Government of Delhi)

Training and Certifications

- Max Transplant Surgicon 2018
- Medinuct training Max Hospital Saket, 2015
- ACLS (Advanced Cardiac Life Support) Training conducted at MAMC & Hospital in association with AHA, 2014
- IX all India Transplant Games & 2nd SAARC Transplant Olympics 2006

Achievements

- Awarded a gold medal by Punjab Thalassaemic Welfare society on International Thalassaemia Day, 2012

Summary of Experience

- Accomplished and result oriented Medical and Healthcare Professional with more than 8 years clinical experience, 3 years administrative experience and currently working as Assistant Medical Superintendent at Rajiv Gandhi Cancer Institute & Research Centre, Rohini New Delhi.
- Experienced in administration and management of daily operations of patients, medical and support staff.



PRIYANKA ARYA

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BDS

MBA (HEALTHCARE ADMINISTRATION) FROM FMS

Industry Background

Healthcare and Pharmaceuticals

Key Skills

- Healthcare professional
- Team Management.
- Use of IT in Healthcare Management
- Healthy-friendly nature.

Professional Experience

- Managing own Dental Clinic as a General dental Surgeon since last 6 years
- Worked as a Medical Officer at Community Health Centre, Baghpat, U.P
- Worked as a General Dental Surgeon at Shiv dental Polyclinic for 2+ years.
- Worked as a Junior Resident at Guru Teg Bahadur Hospital for 6 months.

Achievements

- Successfully treated a large number of patients with complete patient satisfaction
- Part of a team of Doctors at organizing school health camps under Ashirwad Bal Swasthya Guarantee Yojana (ABSGY)

Summary of Experience

- Currently managing own dental clinic since last 6 years.
- Having a rich experience of 10 years and known as a patient- friendly doctor with a long history of serving patients and treating them with full dedication and satisfaction.
- Organized various dental camps at schools and residential campuses.



MANSI

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in <https://www.linkedin.com/in/ram-gupta-45151a19/>

MBBS (MAMC) 2000
MD PAEDIARTICS (LHMC) 2007
Fellow from Baylor College of Medicine in Pediatric HIV/AIDS. 2014
MBA (HCA) FMS.2018- 2020

Key Skills

- Training of Trainer (TOT) Faculty in Paediatric & Adolescents HIV/AIDS certified by WHO
- National Faculty as TOT in Newborn Resuscitation Program
- TOT in Infant & Young children feeding practices
- Expertise in Intensive Care Management of neonates & pediatric patients. Hands on great experience in procedures like peritoneal dialysis, central line insertions, chest tube insertion, management of ventilated patients, arterial line placements.
- Curriculum developer for post graduate teaching program in Paediatrics
- Researcher
- Guide/ Mentor to PG (DNB) Students
- Area site Manager of Infectious diseases

Professional Experience

- Working as a Senior Pediatric Consultant in Hindu Rao Hospital & North Delhi Medical College for past 9 years.
- Worked in South African Developing Countries (SADC) for 2 years in close association with Harvard medical centre & Baylor College of Medicine (BCM)

Certifications & Achievements

- Presented a poster on Original Research in Meconium Stained Newborns at Denver, Colorado, USA at the Annual Conference of American Academy Of Pediatrics In 2011
- Awarded prize for Oral Presentation on Research by "Randomised Control Trial on risk factors for development of meconium aspiration syndrome in newborn babies" at 29th National Annual Convention of NNF
- Faculty in Infant & Young children feeding practices
- Organiser & Faculty in Annual Convention of Delhi State IAP (INDIAN ACADEMY OF PEDIATRICS) in year 2017, 2018
- Organiser in NATIONAL ORIGINAL RESEARCH CONFERENCE in year 2019

Overseas Experience

- Worked as fellow in South African Developing Countries (SADC) for 2 years in close association with Harvard medical centre & Baylor College of Medicine (BCM)



RANJAN KUMAR

✉ 4ranjan@gmail.com

in <https://www.linkedin.com/in/dr-ranjan-singh-25bb735b>

MBA-Health Care
PGDHHM
BDS-Manipal
FAGE-Manipal
Industry: Hospital & Health Care

Key skills

- Entrepreneur, Team Management & Clinical Care.
- Hospital Administration, Purchase & Procurement and Quality Assurance.
- Coordination with doctors at various stages of Patient Life Cycle for Patient satisfaction and management.
- Addressing social and administrative needs of patient as well as doctors.
- Trouble shooter as legal respondent to various queries of TPA & Govt. Panel related to admitted patients.
- Ensuring smooth management of facility and equipment in hospital.

Professional Experience

- Assistant Medical Superintendent at Aggarwal Multispecialty Hospital, Shakti Nagar-Delhi
- Establishing and Operation of Clinic.

Achievements

- Successfully treated a large number of patients with complete satisfaction.
- Successfully organized health camps for deprived section of society.

Summary of Experience

- Managing and development of clinic since last 10 years.
- Worked as intern in Manipal College of Dental Sciences.



RAMESH KUMAR VERMA

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in

MBA Exe (HCA)
PGDCLM (ILI)
L.L.B.(Faculty of Law, University of Delhi)
B.Sc. (H) Bio-Informatics

Key Skills

- Legal Consultancy and drafting.
- Team Management and People management.
- Health Management and Administration.

Professional Experience

- Legal Advisory/Consultancy in Engineering, Medical Health Care, and Corporate Affairs, Arbitration and contract management & Regulation.
- Cases related to Arbitration and conciliation Act 2015, Companies Act 2013. The Indian Contract act, 1872, The Railways Act 1989, Railways Claims Tribunal Act 1987 etc.
- Assisted /briefed the Departmental Counsels in the Hon'ble Supreme Court of India, Hon'ble High Courts, and different Tribunals including NGT with relevant Case laws/supporting documents of Indian Government.
- Experience in Healthcare delivery at primary and tertiary healthcare facility assisting in management in the Public sector Hospital.

Achievements

- Nominated as National youth convener of All India Railway men's Federation (AIRF).
- Attended SSB for Officer's Training Academy at Bhopal.
- Awarded merit position for Ad-making, Athletics at Inter college level.

Summary of Experience

- A legal professional with hands-on experience in public Health. Framing legal opinion on the issues related to Engineering, Medical, Healthcare, Contracts, arbitration and Government tender and contracts.
- Lesioning between department Counsels in the Hon'ble Supreme Court of India, Hon'ble High Courts, and different Tribunals including NGT.
- Assisting the nodal officers in making monitoring and evaluation report to MHOFW



MD. SAKIL

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Executive MBA, FMS (Delhi University) 2018-20
Bachelor In Hospital Management (WBUT) 2006-09
Industry Background

Hospital/Health care, Sales & Marketing of hospital Services, International Business Development of Hospital Services.

Key Skills

- Business Development,
- Identifying needs,
- Collaborative approach
- Key Account Management,
- Analytical and decision making
- Interpersonal skills
- Team Management

Professional Experience

Max Healthcare (Nov 2016 to Till Date)

- Planning & Execution: Plan and execute the Business development, Conceptualise and develop business development activities to enhance business volume.
- Have an in depth understanding of the external market, Deft in Sales & Marketing through; Corporate Relations, International Marketing and events & campaigns.
- Acquiring new business and expanding business opportunities with the existing clients..
- Design, prepare and interpret require reports of MIS and help management to take appropriate decisions.
- Leading, guiding, coaching and motivating team to align to the corporate goal and achieve the same.
- Goal setting and planning sales and business development targets (On financial year basis) Managing Sales team for achieving revenue targets
- Liaising with medical tourism agency, Health Insurance Service provider from Middle East, Africa, Gulf to increase international business to India.

Achievement

- S&M-Outstanding Contribution award international Business FY 18-19
- Extra Mile award 2016-17
- Awarded R&R 2 times

Summary of Experience

- Marketing Professional with more than 10 years of cross functional experience in sales & Marketing of Hospital Services in domestic market as well as international Business development of Hospital Services, facilitating international business driver end to end care.
- Completed Bachelor In hospital Management from West Bengal University of technology, Kolkata in the year 2006-2009.



ANURAG SHARMA

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**M.B.B.S.,
M.B.A.(H.C.A.)
Industry Background**
Healthcare

Key Skills

- General Physician
- Hospital administration
- Healthcare administration

Professional Experience

- Junior resident, Dept. Of Cardiology, RML hospital, Delhi.
- Junior resident, Dept. Of Paediatrics, Safdarjung hospital, Delhi.
- Junior resident, Dept. Of Paediatrics, Holy Family hospital, Delhi.
- Junior resident, Dept. Of Paediatrics, Narayana Hrudayalaya, Jaipur.
- Medical officer, ECHS Polyclinic, Alwar.
- Resident Medical officer, BISK, Ajmer.
- Senior Resident, Dept. Of medicine, IGESI, Delhi.
- Medical officer, RBIPMT, North MCD, Delhi.
- Nodal Officer, medical reimbursement, RBIPMT & MVIDH, North MCD, Delhi.

Training And Certifications

- Trained in Diabetes education Program titled 'Diabetologic' from John Hopkins University School of Medicine.
- Participate in 'Cleveland Clinic Advanced Certificate Course in Diabetes'
- Participate in 28th Annual conference of 'Association of Physicians of India'
- Participate in 11th National Conference of the 'Diabetes in Pregnancy Study group India'
- Participate in International Conference on 'Challenge of Climate Change and air Pollution -Impact on health and Economy'.

Achievements

- Experience of working at various healthcare levels
- Organised 'Mass De-worming Program' and 'Dental check up' camp in BISK, Ajmer.

Summary of Experience

- Experienced physician & healthcare administrator, demonstrated Skills in hospital and healthcare administration and policy making. Fostering a vision to revolutionize public health in India.



MANISHA WATTS

✉ drmanishagandhi16@gmail.com



**BDS (SGT GURGAON)
PGCE (GDC AMRITSAR)
HEALTH PROMOTION (NIHFW)
MBA (HCA) FMS. 2018-2020**

Key Skills

- Use of social media, information technology and data analytic technology in Healthcare management.

Professional Experience

- Working as Cosmetic dental surgeon with the special interest in the field of esthetic and minimally invasive restorative dental treatments

Certifications & Achievements

- One year certificate course in endodontics and Health promotion
- Training in various Continuing dental education programmes
- Has completed more than 4000 patients successfully
- Has achieved prize in South East Asian conference at AIIMS new delhi in 2008

Overseas Experience

- More than of 10 year experience in total that includes working in AIIMS, DR RML hospital, DSGMC and NDMC.



DEEPTI MITTAL

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**BAMS, Kurukshetra (KUK) University
MBA Executive HCA (Health Care Administration), FMS Delhi
Industry Background:**
Healthcare, Hospital Management

Key Skills

- Healthcare Management
- Healthcare Administration
- Patient Care and analysis
- Leadership skills
- Team Management and Client Care

Professional Experience

- Working as Resident Medical Officer in AMH Hospitals Pvt. Ltd.
 - Worked as Medical Officer in Sanjeevan Hospital, New Delhi.
 - Worked as Medical Officer in Thakral Hospital, Vinayak Hospital and Naval Hospital, Gurgaon.
- Hospital staff teaching experience.

Training and Certifications

- Certificate course in Obstetrics & Gynecology (C.G.O), Mumbai

Summary of Experience

- Dr. Deepti is a medical professional with around 12 years of clinical and non-clinical experience. Having a diversified experience in healthcare industry and worked with major hospitals in Delhi-NCR.
- She participated in various camps organised by hospitals and successfully handled them.
- She is always ready to accept challenges, believes in team work, always eager to learn more and delivers at the best of the capability.



M.RASID ALI

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**B. Tech in Biotechnology
Diploma in Entrepreneurship
MBA (HCA), FMS Delhi
Industry Background**
Healthcare, In Vitro diagnostics

Key Skills

- Corporate Sales
- Marketing
- Distributor Management
- Purchase and procurement

Professional Experience

- Senior Area Sales Manager, Transasia Biomedicals Ltd.
- Senior Manager, Biomerieux India Pvt. Ltd.
- Founder & Managing Director of VitroGene Healthcare
- Consultant Clinical Laboratory Management & Establishment.

Achievements

- 10 years of comprehensive experience in In Vitro Diagnostics.
- Market Development and New Product Launches.
- Key Accounts Management, Hospital Staff Training and Laboratory Staff Training.

Summary Of Experience

- Experienced clinical & healthcare consultant with demonstrated Skills in In Vitro Diagnostics, Laboratory Establishment, Purchase & Procurement. Looking forward to revolutionize Healthcare Procurement and Inventory Management



REKHA GUPTA

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B.A.M.S (Delhi University)
Post Graduate Dip. In HR Management (IGNOU)
Post Graduate Diploma in Mental Health (IGNOU)
MBA- Health Care Administration (FMS, Delhi University)
Ayurvedic Medical Officer – East MCD, Delhi

Key Skills

- Healthcare professional in field of Ayurveda
- Clinical management and patient care in Govt. dispensaries and hospitals
- Team leader, skilled and semiskilled healthcare professional management

Professional Experience

- Ayurvedic Medical Officer – East MCD, managing the functioning of Panchkarma Hospital in East of Delhi
- Technical Content Manager – M/s Baidyanath, content translation from Traditional Ayurveda Knowledge source
- Free Lancer - Documents / Technical / Ayurveda content preparation for the purpose of Patient-Doctor interactive Website

Training and Certifications

- Certificate in Hospital Administration (National Institute of Health & Family Welfare, Govt. of India)
- Training in 'KSHARSUTRA' from Central Research Institute of Ayurveda, Delhi
- Training in 'PANCHKARMA' from Central Research Institute of Ayurveda, Delhi
- Training in 'PRASUTI TANTRA' from Ayurvedic & Unani Tibbia college, Delhi

Achievements

- Involved in Initial set up of MCD's Panchkarma Hospital in Delhi

Summary of Experience

- More than 18 years of Clinical Experience in Govt. Health sector with Municipal Corporation of Delhi's Ayush Department.
- Currently responsible for managing clinical as well as administrative functions of a Panchkarma Hospital in East of Delhi.



PRITHA BISWAS

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M.B.B.S. (Bachelor of Medicine and Bachelor of Surgery)
MD (Doctor of Medicine in Obstetrics and Gynaecology)
MBA (Health Care Administration) FMS, Delhi

Industry Background

Medicine, Healthcare, Public Health and Programs, Management

Key Skills

- clinical governance, quality assurance, clinical audits and clinical incident reviews
- planning, implementing, monitoring and evaluating health programs and implementing partner organizations
- Development of clinical guidelines, standards, operating protocols, policies, skills and knowledge-based training materials, (e.g. job-aids and tool-kits and e-modules)

Professional Experience

Currently Consultant – Reproductive Health at UNFPA India Country Office

- Senior Advisor Family Planning, Safe Abortion, Sexual and Reproductive Health, Marie Stopes International, London Head Office (March 2015-August 2018)
- Regional Medical Advisor, Marie Stopes International, London Head Office (Feb 2011-Feb 2015)
- Program Officer, International Planned Parenthood Federation, South Asia Regional Office (Jan 2010-Feb 2011)
- National Medical Services Specialist, Population Services International, India (Sep 2008-Dec 2009)
- Consultant Reproductive and Child Health, National Institute of Health and Family Welfare, Govt. of India (2007-2008)

Training and Certifications

- Certificate in Reproductive Health Policy. Programs and Practice, The Johns Hopkins University, USA
- Leadership Skills and Experience-HEC Paris (Coursera)

Achievements

- Member of WHO Technical Working Group for 'Family Planning-A Global Handbook for Providers'-2018 edition by WHO

Overseas Experience

Technical and program support to more than 30 country programs in Asia and Africa as Regional and Senior Advisor at London Head Office of Marie Stopes International at London and Program Officer at IPPF

Summary of Experience

Over 20 years experience in hospitals as a gynecologist and in health care working with the public, not-for-profit and private sectors in close collaboration with professional bodies such as FIGO, development partners such as DFID, USAID, BMGF and UN agencies such as WHO, UNFPA and UNICEF. I have worked as program officer with UNICEF supporting the PPTCT program of the Government of UP.

