

Student Profiles
Placements
2016-2017



15 month full-time Dual Degree Program
in Global Supply Chain Management



Leader
in Global
SCM



भारतीय प्रबंधन संस्थान उदयपुर
Indian Institute of Management Udaipur



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Purdue University, one of the most prestigious American universities, was founded in 1869. Located in West Lafayette, Indiana, it offers over 200 undergraduate programs and over 70 masters and doctoral programs. Purdue has 23% foreign students among the total student population of 37,000.

Since its inception in 1958, the Krannert School of Management – the business school at Purdue – has been widely recognized as one of the top business schools in the USA. Its Operations department is ranked 7th in the United States and its Supply Chain/Logistics department is ranked 13th.



A full partnership between IIMU and Purdue University in the USA

Unique among Indian one year MBAs, the PGPX is a full partnership between IIMU and the prestigious Krannert School of Management at Purdue University in the United States. It is the only one year program that offers a specialization in Global Supply Chain Management (GSCM).

PGPX includes a full semester of five months at Purdue University where students have access to world-class faculty and facilities and the chance to learn and work with students from all parts of the world. Students graduate with an MS in Global Supply Chain Management from Purdue and a Post Graduate Diploma for Executives with a specialization in GSCM from IIMU.

IIM Udaipur ranked 5th among Indian Management Schools by NIRF

In the five years since its founding, IIM Udaipur has established itself as one of the most innovative and dynamic IIMs.

IIMU is now ranked 5th among all Indian management institutions according to the National Institutional Ranking Framework (NIRF) set up by the Ministry of Human Resource Development. Only IIM Bangalore, IIM Ahmedabad, IIM Calcutta and IIM Lucknow ranked higher.

IIMU is also one of the leaders in India for research in the field of management. According to the methodology deployed by the UT Dallas' Naveen Jindal School of Management, IIMU is rated among the top 5 Indian business schools based on research published in leading global journals.



PGPX is specifically designed to ensure students acquire the business tools, global mindset and interpersonal skills they will need as they progress as future business leaders:

- PGPX students have diverse and extensive work experience of a minimum of 3 years
- Students complete a two month summer internship in India that enables them to apply the concepts learned in the classroom to real life situations
- PGPX hones the students' emotional and cognitive skills through a Continual Competency Improvement Program over the 15 month period
- Students are guided and supported by industry mentors throughout the PGPX

A solid foundation in **Management Fundamentals** +
an intensive specialization in **Global Supply Chain Management**

Management Fundamentals

IIM Udaipur

5 months

Functional Expertise

Experiential Learning

Industry Internships in India and Abroad

2 months

Real-world Learning

Global Supply Chain Perspective

Purdue University USA

5 months

International Exposure

Advanced Business and SCM Understanding

IIM Udaipur

3 months

SCM Specialization

Module 1

IIM Udaipur

- Accounting for Managers
- Business Statistics and Data Mining
- Corporate Finance
- Economics for Managers
- IT for Supply Chain Management
- Managerial Communication
- Marketing Management
- Operations Management
- Operations Research and Spreadsheet Modeling
- Organizational Behavior
- Supply Chain Management

Module 2

Corporate Locations

- Experiential Learning (Summer Internship)

Module 3

Purdue University, USA

- Global Supply Chain Management
 - Logistics
 - Strategic Sourcing and Procurement
- Electives chosen from courses including**
- Accounting for Managers
 - Brand Management
 - Business Marketing
 - Design of Social Networks and Engagements
 - Developing a Global Business Strategy
 - Financial Management
 - Management Information Systems
 - Managing Behavior in Organizations
 - Manufacturing Planning and Control
 - Microeconomics I
 - New Product Development
 - Portfolio Management
 - Project Management
 - Using R for Analytics

Module 4

IIM Udaipur

Electives chosen from courses including:

- Advanced Competitive Strategy: Managing Complementarities and Internal Barriers
- Business Relationships and Networks
- Consumer-Based Business Strategies
- Data Warehousing
- Digital and Social Media Marketing
- ERP Systems: Technology Planning and Implementation
- General Commercial Knowledge
- Manager as a Citizen in a Democratic Society
- Operations Strategy
- Strategic Marketing for Innovation and Technology Businesses
- Course of Independent Study

Note: The specific courses offered may vary from year to year.

Potential Supply Chain Roles

The knowledge and skills acquired by the PGPX students at IIMU prepare them well for the following roles:

- SCM Consultant
 - Business Analyst/ Product Analyst
 - Technology Analyst
 - Supply Chain Analytics
 - Executive Assistant to CEO/Supply Chain Leaders
 - Plant Manager
 - Planning Manager/Inventory Manager
 - Process Engineering Manager
- Production Manager
 - Technical Manager
 - Strategic Sourcing Manager
 - Procurement/ Purchase Manager
 - Logistics Manager
 - Project Manager
 - Warehouse Management
 - Demand Planning

Continual Competency Improvement

The Continual Competency Improvement Program prepares the PGPX students for a successful career by building their emotional and cognitive competencies in addition to the knowledge they acquire in their course work.

The focus is on building the following skills and competencies during the 15 month program through periodic assessment and continual coaching and mentoring.

Cognitive Skills

- Communication
- Analytical ability and problem solving
- Decision-making
- Ability to bring structure in an unstructured situation
- Prioritization
- Pattern Recognition
- Innovation & Creativity
- Negotiation

Emotional Competencies

- Achievement orientation
- Leadership
- Interpersonal
- Teamwork
- Positive outlook
- Assertiveness
- Persistence
- Persuasion and influencing

Profile Summaries

Average work experience: 68.5 months

Name	M/F	Work Exp (Months)	Corporate Internship	Previous employer(s)	University / College	Specialisation
Abhijan Ghosh	M	60	Carrier Airconditioning & Refrigeration	Tata Technologies	Charotar Institute of Technology, Gujarat University	Electrical Engineering
Akarsh Kosuri	M	42	Cargill India	Ashok Leyland	Manipal Institute of Technology	Mechanical Engineering
Akshay Sharma	M	35	TVS Logistics Services	ICICI Bank	Manipal University	BDS; PGDM; MBA (Banking & Finance)
Anand Prakash	M	54	Mahindra & Mahindra - Farms Division	Tata Steel	NIT, Jamshedpur	Metallurgical & Materials Engineering
Anuj Bhatia	M	42	United Biscuits	Accenture; Accordion Systems	Graphic Era University, Dehradun	Electronics Engineering
Anupam Mohanty	M	41	United Biscuits	Tata Consultancy Services	ITER, Bhubaneswar	Electronics & Instrumentation Engineering
Anuradha Kalia	F	42	Reliance Jio Infocomm	Reliance Jio Infocomm	NIT, Kurukshetra	Electrical Engineering
Arpit Khandelwal	M	54	Siemens	KPMG; Accenture	Manipal Institute of Technology	Electronics & Communication Engineering
Ayush Jhavar	M	84	Tupperware	Emirates Airlines; CSC	SGSITS, Indore	IT Engineering
Deepshikha Singh	F	50	Siemens	Infosys	JSS Academy of Engineering, Noida	Electronics Engineering
Faraz Ahmed	M	86	United Biscuits	Tata Projects	Bhilai Institute of Technology	Mechanical Engineering
Gourav Singhal	M	54	Cummins India	OpinioApp.com; Ghoomke.com; Accenture	Jaypee University of Information Technology	Electronics & Communication Engineering
Manisha Ojha	F	41	TVS Logistics Services	Tata Consultancy Services	ITER, Bhubaneswar	Electronics & Instrumentation Engineering
Sahil Garg	M	51	Volvo Eicher Commercial Vehicles	Diageo PTE Ltd., Singapore	University of Surrey, United Kingdom	Operations & Logistics Management
Shamik Biswas	M	234	Mahindra Logistics	Technosatcomm	Gujarat University	MBA (Marketing)
Sumit Pant	M	120	Tupperware	KPIT Technologies	Mumbai University	Electronics Engineering
Syed Omar Alam	M	78	Carrier Airconditioning & Refrigeration	Tata Motors; Escort Tractors	Galgotias College of Engineering & Technology, UPTU	Mechanical Engineering
Uddalok Banerjee	M	65	Larsen & Toubro	Tata Steel	Indian Institute of Engineering Science and Technology	Metallurgical Engineering



Abhijan Ghosh

Experience: 60 months
Education: B.E. Electrical, Charotar Institute of Technology, Gujarat University
Past Employers: Tata Technologies



Career Highlights

5 years of experience in electrical designing and supplier quality improvement in the automotive industry

- Hands on experience in auto electrical designing with exposure to various automotive software like CATIA and Cap H
- Delivered end-to-end solutions for design and implementation of wiring harness for passenger and commercial vehicles
- Significant reduction in warranty and assembly line issues for utility vehicles through design and supplier development

Corporate Internship (USA): Pepperidge Farms

Optimize and improve Demand Planning process (currently pursuing)

- Analyzing the forecasting methods for Goldfish Cheddar SKU based on historical data
- Formulating recommendations to improve present methods and suggest an efficient model for better forecasting

Corporate Internship (India): Carrier Air Conditioning

Implementation of Lean transformation strategy across Gurgaon facility

- Formulated a consolidated Plan for each Part (PFEP) for all raw materials and integrated it with material resource planning (MRP) with significant reduction in procurement and sourcing lead-time; reduction by 15%
- Optimized assembly line of Cassette Outdoor Units through reduction in lead-time, delivery frequency, minimum order quantity (MOQ) and localization of parts; increased overall production efficiency of the line by 10%
- Strategized and implemented milk runs for designated suppliers across multiple regions resulting in logistics cost reduction and Inventory optimization; trial runs delivered reduction in transportation costs of ~20%

Professional Experience

Supplier Quality Management

- Led a cross functional team for Supplier Quality Improvement
- Reduced warranty IPTV/EPV for Passenger Car Utility Vehicles; led to reduction in field issues by 20%
- Structured RCA and Permanent Corrective Actions for Electrical/HVAC parts
- Implemented warranty data sharing and created master data of corrective actions; reduced time for tracking by 25%
- Systematized data management for warranty quantification and vendor communication

Auto Electrical Designing

- Designed 2D wiring harness and circuit schematics for passenger car segment
 - End to end accountability from design to implementation of wiring harness
 - Supported proto-build team as well as suppliers for wiring harness testing and checking
 - Implemented feedback from proto team and contributed towards Integration Cost Reduction (ICR) ideas
 - Responsible for redesigning and modification of 2D wiring harness for commercial vehicles
- #### Teardown and Benchmarking
- Undertook teardown and benchmarking of lawn mowing tractor with other tractors of the same segment
 - Independently handled the electrical and costing aspect of the project
 - Provided value addition/value engineering ideas for improvement; reduced cost of each tractor by 20%

Akarsh Kosuri

Experience: 42 months
Education: B.E. Mechanical, Manipal Institute of Technology, Manipal University
Past Employers: Ashok Leyland



Career Highlights

Automotive sector professional with domain experience of production, sales and logistics across geographies

- End to end business exposure with experience across functions (both back end and front end)
- Certified Six sigma with implementation experience of two major projects at Ashok Leyland mother plant
- Service and logistics management of ~180 key accounts with additional support to customers on fleet management, fleet expansion and cost-reduction techniques
- Key competencies include manufacturing operations, logistics management, sales and marketing, supplier development, total quality management and network management
- Won the Krannert School of Management Case Competition and awarded 3rd prize in business analytics case competition at Purdue

Corporate Internship (USA): Bridgestone Americas

Developed a new product launch plan for the world's leading tire manufacturer

- Identified applications and target segments for developing the market positioning strategy for the new product
- Formulated a value based segmentation methodology for the entire product spectrum of mobility applications

Corporate Internship (India): Cargill India

Freight and Network Optimization of Cargill's Oil and Flour Business Division

- Developed freight optimization models for Cargill's Oil Division

- Conceptualized and developed a freight rate calculator model to improve reliability of freight rate projections
- Network optimization for wheat flour distribution network to identify feasible plant locations

Professional Experience

Sales and Logistics

- Product sales and performance across markets: analyzed product positioning and profitability for strategic decisions
- Logistics management including inventory optimization across the chain
- Responsible for sales forecasting – TIV, Potential, Application wise
- Achieved 7% improvement in market share in ICV segment (2015) despite declining market in the assigned territory
- Training and development and preparation of customer value propositions for Dealer Sales Team
- Designed and implemented product improvement plan in collaboration with various functions
- Undertook process auditing to ensure adherence to service delivery guidelines and implement corrective actions in case of deviations

Production and Quality Management

- Led cross functional team including suppliers to resolve applicability/build issues in the integration of vehicle and engine
- Optimized resources at shift level
- Improved supplier development to ensure consistent quality

Dr. Akshay Sharma

Experience: 35 months
Education: MBA (Finance), Manipal University; PGDB (Banking and Finance), Manipal University Bangalore Campus; Bachelor of Dental Surgery, National Institute of Medical Sciences
Past Employers: ICICI Bank



Career Highlights

3 years of experience in operations management at India's second largest retail bank

- Managed branch operations with exposure to value banking, loan disbursement and customer service
- Ensured compliance to all statutory requirements and regulations governing banking operations
- Undertook strategic initiatives to generate new accounts and expand existing ones for wide range of banking products and services
- Experience in credit operations including appraising proposals, risk analysis and scrutinizing relevant documents before sanctioning loans
- Maintained score of 100% in service quality at the branch for 1 year and more than 90% for 2 years
- Increased branch's RRM audit rating from 3 to 5, making it first branch (out of 75 branches in Jaipur region) to achieve a 5 Star rating

Corporate Internship (USA): ACI Worldwide

To develop pricing strategies through segmented modeling

- Analyzed market segmentation based on customers and merchants and identified key factors that influence pricing models
- Undertook feasibility study of changing pricing model from a cost based model to a customer perceived value based model
- Created value based pricing model on the basis of business impact on ACI and reseller network

Corporate Internship (India): TVS Logistics Solutions

To develop packaging solutions to optimize supply chain operations

- Analyzed packaging practices to identify more efficient ways of organizing supply chain
- Undertook cost benefit analysis of the proposed solution to determine impact on cost of operations
- Potential annual savings of INR 3.2 million with ~75% cost reduction in packaging. *Implementation now in progress.*

Professional Experience

Banking Operations

- Led a team of 6 value bankers and customer service managers
 - Securitized loans management (loan against gold)
 - Responsible for daily banking operations at branch of GL (general ledger) size of over RS. 600 million and daily footfall of over 200
 - Managed compliance audits including RBI audits, internal audits and regional risk manager audits
 - Achieved and maintained targeted levels of service quality for all financial and non-financial transactions
 - Implemented KYC and anti-money laundering norms to prevent incidence of fraud
- #### Business Development
- Supervised retail banking sales activities and cross-selling of the banking and third party products (mutual funds and insurance products) to existing customers to enhance product portfolio
 - Responsible for portfolio performance management, profitability analysis and providing advisory services to secure high ROI and increase customer retention levels

Anand Prakash

Experience: 54 months
Education: B.Tech, Metallurgical and Materials Engineering, NIT Jamshedpur
Past Employers: Tata Steel



Career Highlights

4.5 years of experience in Project Management and Operations in Tata Steel

- End to end project management experience with large workforce of ~160 members in a greenfield expansion plan
- Professionally trained in TQM & TPM with on-ground implementation experience
- Documented SOPs (standard operating procedures) for more than 100 shop-floor equipment and systems

Corporate Internship (USA): Purdue University Press

Developed lead time reduction plan through value engineering

- Business process mapping and value engineering leading to 30% reduction in publishing lead time
- Created an instruction manual for data migration planning to ensure proper transfer of book publishing database

Corporate Internship (India): Mahindra and Mahindra

Developed improvement plans for order fulfillment of spares in the farms division

- Formulated a strategy for improvement in manufacturing process of kits, reducing backorders
- Developed an improved forecasting methodology to better capture the customer demands for kits

Professional Experience

Project Management

- Planned and executed various projects (conceptualization to final commissioning) worth USD 14 million
- Ensured accident free execution through safe working conditions and safe practices

- Carried out training and development needs assessment for the team with plans to bridge the gaps
- #### Operations Management
- Instrumental in preparation of Process safety and risk management documents
 - Tested and commissioned equipment in the utilities area for the newly established plant
 - Resource requirement planning namely raw materials, manpower planning and allocation to drive productivity
 - Instrumental in creating standard operating procedures to ensure consistent and reliable operations
- #### TQM, TPM, Safety
- Implemented and monitored safe work practices on the shop floor
 - Implemented TQM and TPM practices

Anuj Bhatia

Experience: 42 months
Education: B.Tech, Electronics Engineering,
Graphic Era University, Dehradun
Past Employers: Accenture; Accordion Systems; Digitrix Technologies



Career Highlights

Technology Analyst with 3.5 years of experience successfully delivering a broad range of e-commerce projects in product consulting, development and process management

- Oracle E-Commerce consultant and developer skilled at delivering efficient IT solutions to improve demand management and vendor management
- Cross cultural and cross functional experience of US, France, Egypt and India across multinational and start-up organizations
- Extensive experience on data analytical tools such as R, SAS, SAS-Miner, Minitab and Microsoft Data Mining (DMX query) to utilize analytical models like Regression, ANOVA and various data mining techniques
- Hands-on experience in SQL, MS- Project and advanced Excel
- Freelance consultant currently working on a supply chain process improvement project with Montrow Group, a US based company

Corporate Internship (USA): Allegion

Process improvement of the current international intercompany ordering process

- Used harmonization (driven statistically through DMAIC approach), EDI and postponement strategy to reduce order processing lead time from 24 hours to a few minutes for 80% of orders
- Implemented postponement strategy to rationalize product portfolio for Allegion Indianapolis leading to 5% mark-up cost reduction for Allegion Canada, positively impacting both customer service and bottom-line

Corporate Internship (India): United Biscuits

To improve demand planning and inventory management process

- Designed and developed a demand forecasting model using Auto Regressive (AR) and Auto Regressive Integrated Moving Average

(ARIMA) algorithms, using Microsoft SQL server data mining tools (DMX)

- Recommended model has potential of achieving forecast accuracy up to 80%
- Undertook bullwhip and ABC analysis to define optimized inventory norms across CFAs
- Proposed VMI policy for distributors to optimize inventory across the chain, with potential of 30% inventory cost reduction

Professional Experience

Product Consulting and Development

- Analyzed the business model, conducted feasibility study and suggested the best fit solution for the organization
 - Led a large team working through project implementation of latest Commerce version by Oracle
 - Significantly cut ordering lead time for a client website resulting in overall cost reduction of 25%
 - Integrated client website and 3rd party analytics application resulting in better forecasting and inventory management
 - Regularly engaged with clients to identify new business opportunities
- Process Management
- Collaborated with the senior consultants to implement process chains for master data and transaction data loads to automate the data loading, resulting in increase in the support efficiency by more than 50%
 - Worked with international e-commerce clients on methods for improving efficiency through demand management, order management & fulfillment and user experience



Anupam Mohanty

Experience: 41 months
Education: B.Tech, Electronics and Instrumentation,
Institute of Technical Education and Research, Bhubaneswar
Past Employers: Tata Consultancy Services

Career Highlights

3.5 years of experience in quality assurance and retail domain

- Expertise in performance test engineering and troubleshooting for system and application malfunctions
- Delivered high customer service levels on performance executions in quality assurance and retail web services environment
- Improved performance test architecture and reduced web page load times by implementing page speed tools
- Led a team of 5 associates and successfully delivered the self-service application of TCS iON digital learning platform
- Extensive experience in open source (JMeter) and automated performance test tools (Load Runner and Silk Performer)

Corporate Internship (USA): Pepperidge Farms

Develop a demand strategy to improve the overall forecasting accuracy (currently pursuing)

- Analyzing different forecasting strategies that can help achieve the desired objective

Corporate Internship (India): United Biscuits

Improve demand forecast accuracy and reduce cost of logistics in secondary distribution

- Suggested accurate demand forecasting models which improved the overall forecast accuracy by 34% at regional level
- Introduced various cost reduction opportunities by developing transportation cost optimization models, implemented in phases starting with South India
- Received formal recognition from Head of Supply Chain for effective and practical solutions

Professional Experience

Performance Engineering and Quality Assurance

- Specialized in Java technologies, internet and XML Technologies, testing (servers, databases and content management) and operating systems
- Worked in TCS iON online assessment as an exam center administrator and successfully set up online exams such as the AIEEE and semester exams in the rural areas of West Bengal
- Rewarded with a promotion for successfully delivering a critical project (self-service module) for TCS iON
- Published documents illustrating the best practices for performance engineering
- Received a CSI (Customer Satisfaction Index) of 94% for a flawless performance test of different web applications

Anuradha Kalia

Experience: 42 months
Education: B.Tech, Electrical Engineering, NIT Kurukshetra
Past Employers: Reliance Jio Infocomm



Career Highlights

Over 3.5 years of experience in engineering, procurement and project management at a leading Telecom

- Designed conceptual electrical strategy for LV distribution at 20 large telecom sites of Reliance Jio
- Acted as SPOC (single point of contact) to procurement team for performing Technical Bid Evaluation (TBE)
- Coordinated as an interface for more than 10 stakeholders including consultants, vendors, site and procurement teams
- Quick learner with excellent past performance in academics (9.38/10 CGPA B.Tech NIT Kurukshetra)
- Excellent analytical and problem solving skills with good command on advanced Excel and "R" for efficient decision-making

Corporate Internship (USA): Allegion

Mapped order fulfillment process (Allegion USA and Allegion Canada) to reduce lead-time and improve information flow through benchmarking

- Evaluated the current process and identified opportunities to standardize processes and reduce waste resulting in reduction of lead time from 24 hours to a few minutes
- Conducted analytics to determine where there were breakdowns in information flow and how they could be improved
- Benchmarked other companies with similar global order flow and recommended best practices for process improvement

Corporate Internship (India): Reliance Jio Infocomm

Constructed optimization model for clustering Jio Centers within a telecom circle

- Reduced inventory levels of slow moving items (such as spares and accessories) by around 30%
- Mapped Last Mile Biker Routes for optimizing distance travelled using Travelling Salesman and Clarke and Wright algorithms

Professional Experience

Procurement and Project Management

- Planned, scheduled and coordinated end to end project cycle for critical electrical packages
 - Benchmarked availability and reliability for Jamnagar Data Centre-2 as per Telecom standard
 - Facilitated discussions with vendors to clarify scope of work, judge vendor capability, and provide support on contract finalization
 - Ensured seamless project execution by providing query resolution and weekly site visits for commissioning assistance
 - Assured quality compliance through routine visits to vendor factories for quality checks, inspection and testing
- Design Engineering
- Promoted as electrical design lead for critical engineering deliverables such as Single Line Diagram (SLD), equipment layout, cable tray layout and AC/DC cable schedule for 20 large telecom facilities across India
 - Designed LV distribution framework for transformer/diesel generator (DG) selection at 60 large facilities of Reliance Jio
 - Reviewed and approved schematics and GA drawings for HT/LT panels, transformer, APFC panel, DG, SMPS and UPS
 - Streamlined project through collaboration among detail engineering consultant, equipment vendors and site engineers
 - Conducted inspections for testing and approval of equipment at manufacturing plants

Arpit Khandelwal

Experience: 54 months
Education: B.E. Electronics and Communication,
Manipal Institute of Technology
Past Employers: KPMG; Accenture



Career Highlights

4.5 years of experience in service operations, project management and audit analytics for key clients like Ab-Inbev, Pfizer etc.

- SAP Certified Associate and subject matter expert for financial month end closure reports
- Multi geography exposure: Europe, Canada and Latin America for service incidents and resolution within SLAs
- Prepared Business proposal worth 2.5-million-euro for data archiving project enabling the client to reduce 15+ TB data space
- Techno-functional consultant with KPMG with 2 months of international exposure at KPMG USA
- Expertise in a wide range of modules and languages: SAP ERP, SAP BI, SAP BPC, SAP APO; ABAQ, SQL, Script Logic

Corporate Internship (USA): Purdue Press

Value engineering and data migration strategy

- Process mapping of workflows concerning acquisition, production and marketing to identify non-value added activities and create action plan to eliminate them
- Reviewing, scoping and planning a data migration strategy after conducting thorough research on the systems, vendors and personnel involved

Corporate Internship (India): Siemens

Import process improvements through strategic interventions

- Conducted study of FTA's to capture strategic advantage with annual saving potential of INR 20 million

- Imports cost optimization through various interventions (reduction in demurrage charges, clubbing instructions, etc.) leading to potential cost saving of 7%

Professional Experience

Process and Project Management

- Involved in the design, configuration, testing, debugging, delivery and support of SAP BW, BPC solutions for Belgium-based brewery giant for multiple zones (Europe, Canada and Latin America)
 - Worked as SAP consultant to assist management in pitching Indian clients to get them onboard for KAAP
 - Analyzed work flows to understand working of client systems and recommended continuous improvement ideas to reduce the process chain run time (KPI measure) by 7-8 hours
 - Led 4-member team to initiate stabilization process of Latam BI systems.
- Audit Analytics
- Delivery of Pfizer audit reports on time by resolving a critical performance issue with 2/3rd reduction in run time
 - Provided support to US auditors/senior managers to identify functional issues with development of audit procedures
- Service Operations
- Monitored and managed four production systems based on continental zones for daily/weekly loads for sales/billing/delivery/FICO cubes and APO planning books

Ayush Jhawar

Experience: 84 months
Education: B.E. IT (Honors), SGSITS, Indore
Past Employers: Emirates Airlines; Computer Sciences Corporation



Career Highlights

Software engineer with 7 years of experience in application development and project management with exposure to logistics strategy and network optimization

- 4.5 years of international experience in USA and UAE in consultancy and application development on Microsoft technologies
- Domain experience in property and casualty insurance and aviation; certified in insurance by American institute of CPCU
- Delivered development, support, production, testing and IT consultancy projects for multiple clients across USA and UAE
- Extensive experience in technologies such as VB.NET, C#, SQL, Oracle etc.; reporting tools: SAP Crystal Reports, SSRS
- Hands on experience in project management tools: MS Project, @Risk, Advanced Excel; analytical tools: R, Minitab
- Extensive knowledge in warehousing operations, network design, operations research and analytics

Corporate Internship (USA): Ingram Micro

Logistics strategy to improve warehousing efficiency

- Evaluated warehousing technologies to deploy in Omni-channel and e-commerce order fulfilment for B2C orders
- Created a cost effective value chain of the technologies with cost benefit on operational and financial parameters

Corporate Internship (India): Tupperware India

Network optimization to recommend a supply network post GST

- Formulated a transportation model for current warehousing, suggesting cost impact of each warehouse on operations
- Devised a manufacturing strategy and recommended a probable manufacturing plant location for the company post GST
- Performed financial evaluation and suggested an MRP increase of 10 % on product pricing post GST

Professional Experience

Process and Project Management

- Led a team of 50+ people for Crystal Reports migration project for 80+ airport applications, resulting in huge performance improvement and cost savings of 0.41 million USD for Emirates IT
- Managed and successfully implemented .NET migration project for migrating 60+ applications to the cutting edge .NET 4.0 standards, resulting in cost savings of 0.19 million USD for Emirates IT
- Supervised commercial package policy modernization project aimed at upgrading the product UI and changing architecture to industry standards for clients such as Michigan Millers, MOE Insurance
- Implemented endorsement capability in the base product as part of commercial auto project at CSC US
- Spearheaded the development team in CSC on product restructuring with business owners' line of business, resulting in winning contracts from Chubb for client implementation
- Engaged with CSC's Innovation Team on war room projects to ensure quick delivery of a critical release, service packs
- Mentored the team mates on Microsoft technology tools and provided orientation to new joiners about the project
- Member of the .NET enterprise architecture team in Emirates responsible for tools and technology upgrades
- Organized defect causal, risk review and scrum meetings in project on weekly basis
- Dealt with vendors such as SAP, Oracle and Microsoft on product acquisition and licensing for the vertical
- Collaborated with server infrastructure, IT configuration and security teams on production issues

Enterprise Architecture and Vendor Management

Deepshikha Singh

Experience: 50 months
Education: B.Tech, Electronics and Communication, JSS Academy of Technical Education Noida
Past Employers: Infosys



Career Highlights

4 years of experience in resource management, product development and operations

- Team Lead: client's requirements review, planning and estimation of business cases and implementation of sophisticated software across geographies (USA and Australia) ensuring successful execution of projects
- Delivered efficient technology solutions for warehouse management and material handling of 10000 SKUs
- Formulated and executed initiatives for cost reduction and operational excellence to optimize international trade
- Crafted Balance Scorecard to mitigate risk, do trend analysis, project growth and forecast profits

Corporate Internship (USA): Ingram Micro

Modernization of warehouse and material handling technologies

- Identified latest technologies for storage, picking, packing and sealing applicable to large volumes of mixed load SKUs
- Recommended solutions to be deployed in omni-channel and e-commerce order fulfillment sector handling B2C orders
- Undertook cost-benefit analysis and formulated an execution model for catering to peak orders in a single day

Corporate Internship (India): Siemens

Creating a Balance Scorecard to evaluate the overall Company Performance

- Defined existing KPIs and identified new KPIs for the EXIM (Export Import) department
- Formulated a fully automated Excel-based portal that enables evaluating company performance based on the financial statements, internal process and customer profile

Implementing existing FTA policies between Siemens and trading countries to reduce overall export cost

- Identified major export countries and performed cost benefit analysis to generate savings of more than 12cr INR by incorporating only six FTAs

Professional Experience

Product Development

- Identified new business opportunities (Cloud information securities): end to end from deal generation to deal signoff
- Secured implementation of project worth \$2 million through effective engagement
- Ensured on-time delivery of the project: met cost/quality/delivery targets and took initiatives to enhance project profits
- Provided process improvement initiatives and created strategic plans to improve top line through projects
- Project Planning and Resource Management
- Led a 15 member project team for a banking domain project (ING VOYA USA)
- Rewarded with early promotions as an appreciation for managing multiple teams simultaneously
- Provided efficient work estimation, clocking management and cost reviews to increase productivity by 80%
- Performed project reviews to track project status, leadership reporting and quality audit assurance
- Guided, motivated, and crafted cross functional training programs to enhance productivity
- Innovation
- Created tools to automate processes and redundant efforts, resulting in approximately \$35000/year savings for the client
- Received appreciation from client for conducting primary analysis with business analysts and highlighting business risks

Faraz Ahmed

Experience: 86 months
Education: B.E. Mechanical, Bhilai Institute of Technology
Past Employers: Tata Projects; Disha Institute of Management and Technology



Career Highlights

Over 6 years of experience in managing end to end supply chain for an EPC company (Engineering Procurement and Construction)

- Project management experience in multiple sectors: power generation, transmission & distribution, metals & minerals and oil & gas
- Exposure to both planning and execution roles: 2 years of onsite leadership experience at the biggest blast furnace in Asia with a capital value of 350 million USD
- Strong background in contracts management, techno commercial negotiations and vendor management
- Operations management of 5000 MT capacity tower manufacturing units generating an annual revenue of 150 million USD
- International sourcing of engineering products from low cost Asian and Middle Eastern countries

Corporate Internship (USA): Allegion

Reengineer ordering process

- Process mapping of intercompany ordering process focusing on standardization, optimizing lead-times and wastages

Corporate Internship (USA): Allegion

Network Optimization post GST scenario

- Statistically optimized distribution network with cost-benefit analysis post GST scenario
- Statistical evaluation of centralized and de-centralized distribution model
- Expected annual saving of Rs 3 Crs

Gourav Singh

Experience: 54 months
Education: B.Tech, Electronics and Communication, Jaypee University of Information Technology
Past Employers: Accenture; GhoomKe.com; Opinio



Career Highlights

4.5 years of experience in business analysis and operations management for a Fortune Global 100 Company as well as two startups

- ITIL V3 and BCS ISEB certified Business Analyst
- Proficient in strategizing, building new business models, developing customer solutions and driving increased automation
- Strong project management and analytical background with hands on experience on MS Project, @Risk, Power Pivot, MS Excel and Minitab

Corporate Internship (USA): Pepperidge Farms

Demand Forecasting (currently pursuing)

- Analyze and propose a new efficient demand forecasting method to improve forecasting accuracy
- Determine and recommend various key risk factors and success factors

Corporate Internship (India): Cummins India

Freight Bill Audit and SOLAS Implementation

- Benchmarked the best practices for Freight bill process using PUGH Analysis and suggested the best ways to mitigate the chances of error in the process and to improve the overall turnaround time
- Proposed a centrally integrated freight bill pay model which will not only reduce the manual intervention but will also reduce the supply chain cost by ~15% across Cummins 16 entities
- Designed and implemented SOLAS (Safety of Life at Sea) by IMO (International Marine Time Organization) across all 16 Cummins India entities

Professional Experience

Accenture – Business Analyst (Jul 2011 to May 2015)

- Designed the strategy and successfully implemented on boarding of Barclays Prime Services (Singapore, UK and NYC) – total budget of \$1.6 million
- Led optimization initiatives that increased turnaround performance and reduced financial losses by 30%
- Streamlined and improved existing operations by right sizing workforce (33% reduction on a base of 24 FTE)
- Conceptualized and cross sold new product (Clean Room Policies), resulting in increased business (650% increase of billable FTE on a base of 4 FTE)

Ghoomke.com – Founder, Head of Operations and Strategy (May 2015 to Oct 2015)

- Led a cross functional team of 11 with overall accountability for operations and customer service
- Generated revenues in excess of USD 20,000 within 6 months of launching operations
- Achieved a turnover of USD 60,000 (300% YOY growth) in FY15
- Scaled up operations to three cities (Delhi, Lucknow and Varanasi), on boarded 18 new vendors within 1 quarter and optimized processes and reduced operational overhead by 30%
- Opinio – City Head, Operations (Oct 2015 to Dec 2015)
- Launched and managed the city operations of one of 2016 Forbes Most Promising Startups in hyperlocal logistics
- Spearheaded the opening of 6 new warehouses resulting in 120X increase in number of orders serviced
- Conceptualized and implemented the milk run process that resulted in a 67% increase in utilization of delivery boys – later renamed Single Pick Multiple Drop (SPMD) process

Manisha Ojha

Experience: 41 months
Education: B.Tech, Applied Electronics and Instrumentation,
Institute of Technical Education and Research, Bhubaneswar
Past Employers: Tata Consultancy Services



Career Highlights

- Electronics engineer with 3.5 years of experience in IT sector as Test Analyst leading a team of 6 associates
- Cross cultural experience with clients of repute such as Equinix, Loyalty One, British Petroleum and intellectual property group of TCS
- Hands on experience on various software tools such as Selenium, Sikuli, SoapUI, HP Quick Test Professional, HP Quality Center and SQL Developer and ensured increase in quality standards of the application
- Analytical and detail oriented approach to deliver various assignments on time
- Single point accountability for quality domain of British Petroleum
- Corporate Internship (India): TVS Logistics Services**
Driving logistics efficiency through packaging redesign of a prestigious customer of TVS LSL
- Trade off analysis with various costs involved in logistics and packaging
- Studied the components sourced from one location for the customer from the perspective of packaging
- Achieved 22% reduction in logistics costs by creating a unique packaging design which helped TVS LSL to get new packaging business from its client

Professional Experience

- Planning, Quality Assurance and Team Management**
- Planning and execution of testing module of Loyalty One, British Petroleum and IP management group of TCS
- Defect free applications with final accountability of QA sign off
- Strong solution design enabled with RCA leading to no critical defects in user acceptance testing phase
- Provided extensive knowledge training sessions and arranged cross functional knowledge sessions within different projects
- Instrumental in organizing training and development sessions based on skill gap analysis of team members

Sahil Garg

Experience: 51 months
Education: M.Sc. Operations & Logistics Management, University of Surrey (U.K.); B.Tech, Mechanical Engineering, Regional Institute of Management & Technology, Punjab Technical University
Past Employers: Diageo (Singapore)



Career Highlights

- Over 4 years of experience in a complex supply chain of the world's largest alcoholic beverage maker
- Supply chain professional with a Master's degree in Operations Management
- End to end supply chain exposure primarily in packaging, logistics, customer service and vendor performance management
- Experience across multiple geographies and continents
- Corporate Internship (USA): Allegion**
Map out and identify gaps in the current order fulfilment process and suggest improvements
- Mapped out the current order fulfilment process from the Allegion US distribution center to Allegion Canada
- Analyzed the gaps and the inefficiencies in the current process through root cause analysis and industry benchmarking
- Recommendations included master data setup, postponement of component assembly and introduction of markup on additional activities at the parent plant in Indianapolis
- Corporate Internship (India): Volvo Eicher Commercial Vehicles**
Identify long-term supply gaps and recommend bridging solutions
- Developed strategy document to determine and close the potential gaps in the supply of critical foundry and machining parts in the event of sales volume increase over the next 2 years
- Recommendations included mapping of critical component requirements in 2018 and localization of key suppliers to bridge the gap

Professional Experience

- Continuous Improvement**
- Identified and implemented waste reduction, packaging improvement and cost saving initiatives with cross functional effort resulting in total savings worth >USD 370K
- Improved throughput of the manual rework lines by almost 80% and delivered labor cost savings of USD 100K
- Delivered savings of almost USD 60K by optimizing containers in Australia by ~20% annually
- Operations management**
- Third party operations management
- Led health and safety and 5S initiatives
- Monitored and reviewed operational excellence KPIs to improve overall site performance
- Quality management**
- Undertook monthly review of quality rejects for incoming products and proposed required corrective actions
- Quality management of local and overseas suppliers
- Financial**
- Validated monthly TPO (3rd party operations) invoices with average monthly value of around USD 750K
- Prepared monthly sales orders vs. forecast report for the supply chain manager to report impact on inventory levels
- Risk and Business Continuity Management**
- Conducted quarterly risk assessments for the third party sites and created mitigation plans accordingly
- Reviewed the Business Continuity Plan (BCP) for the site and updated crisis mitigation plans accordingly
- Supported the governance team in conducting the annual License to Operate (LTO) audit for third party sites
- Coordinated and assisted team in annual validation of current processes and controls in preparation for Global Audit

Shamik Biswas

Experience: 234 Months
Education: MBA, Marketing, B.K. School of Management, Gujarat University; BA Honors Economics, M.S.U. Baroda
Past Employers: Consulting companies like Relayware (USA & UK), Lumata Digital (France & UK), Technosatcomm and Keystone Sytech (India); Corporates like Globacom (Nigeria), Reliance, Tata, Wipro, Essar and Usha (India)



Career Highlights

- 20 years of strong diverse experience in Telecom, Information Technology and Manufacturing
- 15 years of corporate experience across levels complemented by 5 years of consulting experience
- Launched various products and services and drove them to market Leadership position
- Instrumental in introducing game changing creative Marketing ideas
- End to end experience in supply chain management of smart phones
- Led large national teams for Product Management, Product Development, Business planning and Analytics
- Key skills include product management, product development, SCM, project management, business feasibility studies, business planning and analytics
- Corporate Internship (India): Mahindra Logistics**
Network optimisation to drive cross utilisation in people transport business
- Developed a network optimization model for a multi-decision variable people logistics fleet management operation
- Delivered annual cost savings of USD 0.35 million
- Professional Experience**
Consulting
- Relayware Inc. (USA) for Reliance Jio 4G project
- Lumata Digital (France & UK) for Digicel Papua New Guinea – CLM and big data analytics project
- Technosatcomm (India) – AVP Marketing (as Consultant)
- Keystone Systech (India) – sales and marketing projects
- Elpee Managed Print Solutions (India) – VP Marketing (as Consultant)
- Also consulted on MVNO and IOT projects in CMO/COO capacity

Product Management and New Product Development

- As Brand Manager launched brands like Ushafone, Essar Cellphone, Reliance Net Connect, 24 Carat Steel, Oui Wifi and Tata Indicom
- As Product Manager developed and launched products like GSM Mobile Services, CDMA Mobile Services, Mobile VAS, BlackBerry on prepaid, CDMA BlackBerry, hosted BlackBerry, eFax, Interstandard voice/data roaming, 3G and EVDO in India
- Launched BlackBerry and 4G in West Africa
- Delivered national market leadership for several products/brands like Wipro eFax, Wipro email solutions, Reliance Net Connect and Reliance BlackBerry CDMA
- Introduced FMCG-like concept of micro sachet in telecom VAS and voice pricing which was a game changer in expanding the market to hitherto untapped segments
- Handled annual P/L of INR 10 billion (USD 147 million) in Reliance
- Supply Chain Management**
- Led SCM for smartphone business of Reliance Communications and smartphone & data business of Glo-Nigeria
- Business Planning and Analytics**
- Headed national business planning and analytics for 2 years in Reliance
- Developed an in-house Business Intelligence, Big Data Analytics and MIS system for RCOM along with the data mining and DSS
- Team Management and Corporate Training**
- Led a team of 18 people and many cross-functional teams for projects
- Conducted sales, customer care, product and technical training programs in India and Africa

Sumit Pant

Experience: 120 months
Education: B.E. Electronics, Datta Meghe College of Engineering, Mumbai University
Past Employers: KPIT Technologies; Lionbridge Technologies



Career Highlights

- Engineering graduate with 10 years of IT consulting experience (ERP) including 4 years of international implementation exposure (USA and Europe)
- Project Management – managed projects with a team size of 8-12 consultants and led end to end Project Implementations
- Client Engagement – worked closely with the functional team, technical team and end users on design specifications, interfaces, conversions, functional modules (sales, purchase, manufacturing) and enhancements
- Software Development – expertise on report design, application design, business functions, table conversions, EDI
- Corporate Internship (USA): Bridgestone Americas**
Developed a new product launch plan
- Framed a value based methodology for wide range of tire applications
- Identified potential market applications for the positioning of the new product and developed a product launch plan
- Corporate Internship (India): Tupperware**
Crafted network strategy post GST scenario
- Identified sales demand points and designed warehousing and manufacturing strategy using LPP
- Optimized existing product pricing model and recommended an increase in retail pricing

Professional Experien

- Project lead with end to end accountability for large project implementations
 - Design, development, testing, go-live, pre-sales and recruitment activities (Praxair Inc.)
 - Development of a customized buying and planning system for the largest footwear client in India (BATA India)
 - Developed the cost card program to calculate the cost of an item using BOM Explosion concept (BATA India)
 - Extensive exposure to WMS processes such as Pick/Put functionality, generating pick slip and invoice design
 - Extensive exposure to interfaces development and customized applications
- ERP rollout for Europe region (Netherlands, France, Poland, Austria) – (Crocs)
- Extensive exposure to BI Publisher to customize client facing documents
- Key team member for data conversion for a USD 12 billion chemical and gas company in USA (Praxair Inc.)
- Developed training content (UPK) and conducted user training sessions at client site (Ventura Foods LLC.)
- Developed E-learning content for a leading E-learning client (Thomson-NETg) in USA while working with Lionbridge Technologies as Content Writer

Syed Omar Alam

Experience: 78 months
Education: B.Tech, Mechanical Engineering, Galgotias College of Engineering and Technology, UPTU
Past Employers: Tata Motors; Escorts Agri Machinery Group



Career Highlights

Mechanical engineer with over six years of experience in the automobile industry

- Extensive experience in the area of value engineering, procurement and strategic sourcing
- Led a 150 member team while delivering projects of significant financial/business value on time

Corporate Internship (USA): Ingram Micro

Technology selection to implement order execution system for omni-channel and E-commerce

- Relative analysis of various technologies developed for warehousing operations
- Defined objective criteria for evaluation such as turnaround time, fixed costs and cost of errors
- Comprehensive analysis based on value addition and proposed technology to be deployed

Corporate Internship (India): Carrier Air Conditioning

Strategic consolidation of packaging suppliers

- Proposed strategies to rationalize packaging suppliers, specifically wood packaging
- Reduced the number of wood suppliers from 3 to 1 by implementing a planned reduction strategy

Professional Experience

Cost Reduction and Procurement

- Participated in a cost reduction initiative focusing on plastic components resulting in direct cost savings of US \$1 million
- Managed procurement for BIW (body-in-white) sheet metal components from vendor to assembly line
- Led and completed a palletization project to prevent damage to material during transit

Operations Management

- Overall accountability for a maintenance depot employing 150 people, housing 100 public transport buses in Delhi
- Achieved 95% uptime for vehicles in H1 FY15-16 by introducing comprehensive maintenance processes and measures to control inventory levels and conducting rigorous training of technical staff

Strategic Sourcing

- Implemented value engineering projects on radiators and wheel rims resulting in savings of US \$500,000
- Received appreciation for prompt introduction of best-in-class suppliers to resolve oil leakage issues

Uddalok Banerjee

Experience: 65 months
Education: B.E. Metallurgy and Materials, Indian Institute of Engineering, Science and Technology, Shibpur
Past Employers: Tata Steel



Career Highlights

Over 5 years of experience in steel industry primarily in operations management and quality assurance

- Reduction in downgrading of seismic resistant re-bars (Fe 500SD) from 300T/month to zero
- Cost saving initiatives: rolling lean chemistry billets to produce re-bars with superior mechanical properties
- New products development: Fe 600, Fe 500S and addressed quality concerns
- Minimized operational cobbles by scheduled changing of passes and better stock control
- Cross functional projects with maintenance agencies to reduce delays and cobbles in mill

Corporate Internship (USA): Purdue Press

Lead time reduction through value engineering

- Process mapping and identification of non-value adding jobs

Corporate Internship (India): Larsen and Toubro

Order to delivery lead time analysis and reduction for procurement of surface miners

- Lead time analysis of various indigenous and imported items used in the assembly of surface miners
- Alternate suppliers development to enhance flexibility and availability of buyouts with reduced lead times
- Lead time reduction of 10-15 days for imported buyouts by implementing rate contracts with suppliers

Professional Experience

Operations

- Capacity augmentation: increased mill capacity from 0.7 million tons in 2012 to 0.92 million tons in 2015
- Productivity improvement: gross yield improvement of mill from 95% to 96% by minimizing losses at various stages of manufacturing re-bars
- Introduced practice of scheduled changing of spares in shop floor and handled procurement of critical spares from suppliers
- Member of core team in DGP (Deming grand prize) and TBEM (Tata Business Excellence Model) preparation

Quality Assurance

- Set up an in-house express testing laboratory in mill
- Addressed customer complaints and claims related to non-uniform length of re-bars and weight shortage of re-bar bundles
- Successfully completed GB project on improving the product capability index of weight tolerance of re-bars
- Drove cross functional projects with technology group to reduce downgrading of material by taking continual improvement projects

People Management

- Led a team of 70 employees in the capacity of shop floor Operations Manager
- In-charge of express lab in new bar mill as Manager Quality Assurance
- Contractors management: for mill set-up and testing operations
- Training and development: scheduled training and introduction of new training procedures for shop floor employees

High Achievers

In the last three years, PGPX students have consistently made their mark in global competitions during their semester at Purdue – right up with the very best in the world.

A PGPX student was part of the team that secured 2nd place in the Amazon/A.T. Kearney Case Competition

A PGPX student was part of the runner up team at the 20th Annual International Case Competition organized by the Tepper School of Business at Carnegie-Mellon University

PGPX students were ranked in the top 5 in the Global Operations Conference case competition in the US, considered the biggest international conference in operations and supply chain

PGPX students were among the top 6 teams from 80 teams across the globe for the finals of the Indo-US Business Conference – C.K. Prahalad Business Case Competition at the University of Michigan

A PGPX student won the “Operations in Action” award for exemplary internship experience across the Krannert School of Management at Purdue

A PGPX student was selected as part of the Purdue MBA team at the Renewable Energy Case Competition held at the University of Michigan



Recruitment Process

IIMU's Corporate Relations Team of dedicated professionals oversees the recruitment process. Under their supervision, the Student Corporate Relations Committee facilitates all interactions with the companies. A Relationship Manager is appointed to be the key point of contact with each company.

We encourage companies to conduct their presentations and interviews in person on campus. When this is not practical, Skype, video-conferencing and telephonic facilities are available.

Final Placements

Recruitment starting in November

Pre-placement Presentations

Companies have the option of using a pre-placement presentation to give students information about their business, vision, work culture and the roles and opportunities available, followed by a Q&A session.

Placement Process

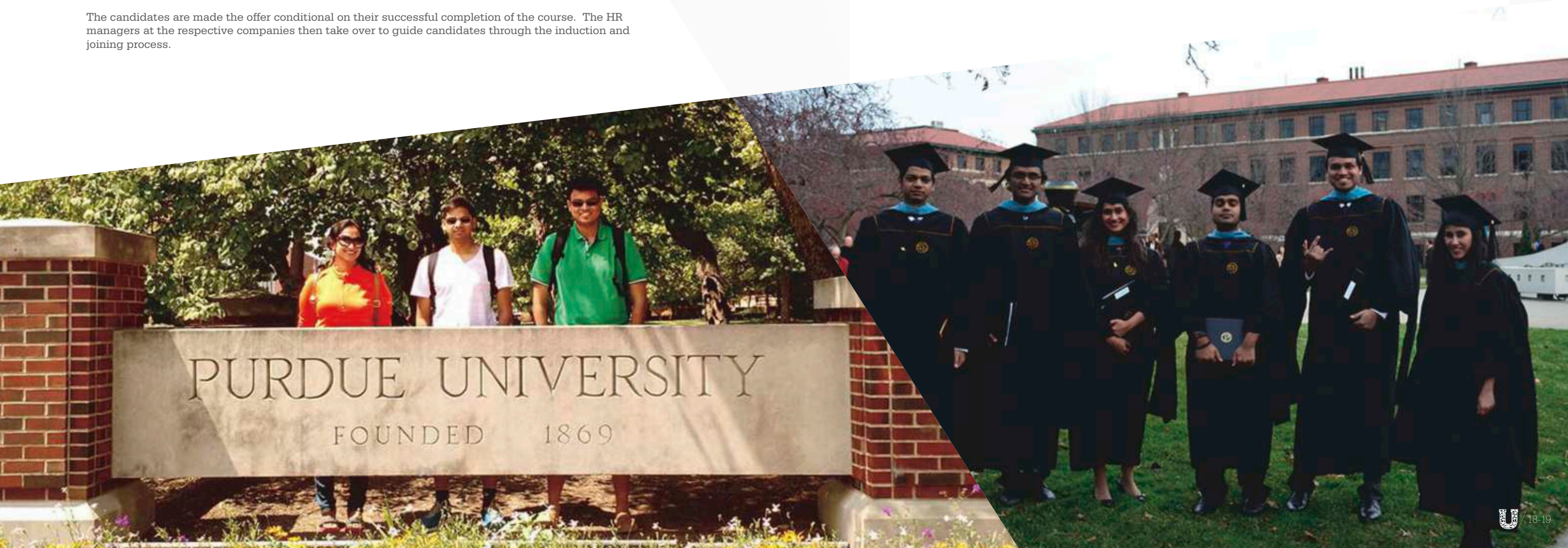
Interested students apply to the company and submit their resumes through the Student Corporate Relations Committee. The selection process generally consists of resume-based shortlisting and one or more rounds of personal interviews. Offers, including details of role, location, compensation and other relevant terms and conditions, must be conveyed to the candidate through the Student Corporate Relations Committee. The placement process is governed by the Institute's placement rules.

Post-placement Process

Once a company has made an offer as part of the campus placement process, a candidate is bound to accept/reject the offer within a stipulated time frame. When a candidate accepts an offer, he/she automatically opts out of the placement process and ceases to be part of the pool of candidates available to companies.

The candidates are made the offer conditional on their successful completion of the course. The HR managers at the respective companies then take over to guide candidates through the induction and joining process.

Past Recruiters include:





www.iimu.ac.in

IIMU Corporate Relations Team

Shabbir Husain
Manager, Corporate Relations
shabbir.husain@iimu.ac.in
+91 96494 73950

Kavita Chotrani
kavita.chotrani@iimu.ac.in
+91 0294 2477111

Student Corporate Relations Committee

Ayush Jhavar
ayush.2016ex@iimu.ac.in
+91 70238 78926

Sumit Pant
sumit.2016ex@iimu.ac.in
+91 98675 80025



भारतीय प्रबंधन संस्थान उदयपुर
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