

 **One Year
Full Time MBA**
in Digital Enterprise Management
for Experienced Professionals

Placement Brochure 2022-2023

Forging
Leaders for the
Digital World



IIMU

भारतीय प्रबंध संस्थान उदयपुर
Indian Institute of Management Udaipur

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About IIMU

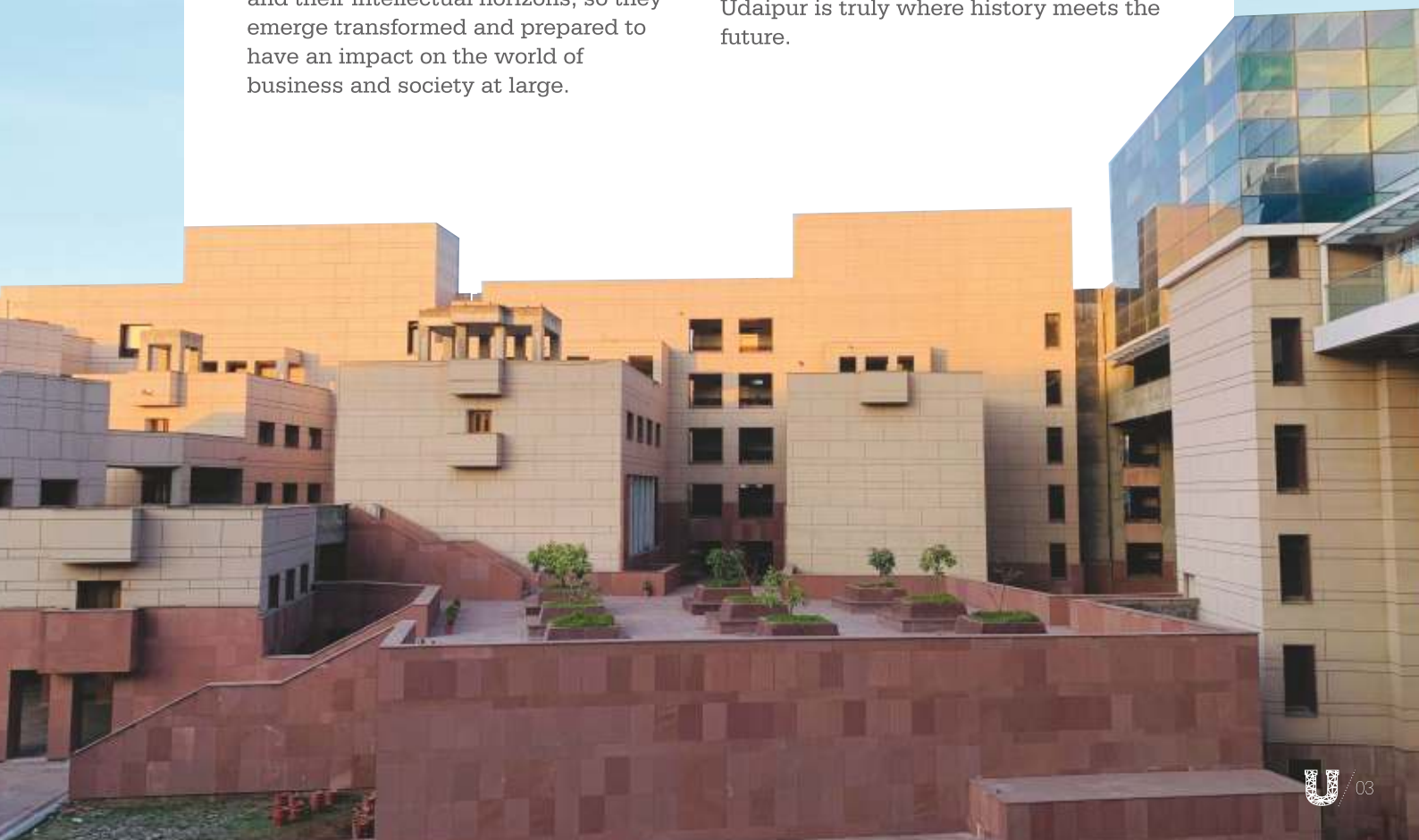
IIM Udaipur, a second-generation IIM, is one of the fastest-growing management schools in the country, was set up by the Indian Government in 2011. Taking the legacy of older IIMs forward, IIMU aspires to set new benchmarks in the field of management education by combining excellence in both teaching and research. At IIM Udaipur, we are committed to becoming a globally recognized management school by 2030 and we are inevitably on our way.

With an accomplished faculty, a flourishing research ecosystem and success in attracting the best minds of the country, IIMU is able to champion our core values of excellence and integrity. At IIMU, we challenge our students to expand their knowledge and their intellectual horizons, so they emerge transformed and prepared to have an impact on the world of business and society at large.

Additionally, the Institute strives to make a real difference to the region, forging strong relationships with local NGOs and government and working closely with industry on live projects, internships, guest lectures, faculty research and many events throughout the academic year.

Udaipur, the capital of the former princely state of Mewar, evokes the same sense of heritage, beauty, and grandeur as such timeless destinations as Venice and Prague. This cradle of culture and history is the perfect backdrop for IIM Udaipur.

If ever there was a place that lent itself as an environment for the kind of management education IIMU aspires to deliver it is Udaipur and Rajasthan. With this heritage, culture and location IIM Udaipur is truly where history meets the future.



Key Building Blocks of IIMU



Entrepreneurship

From in-depth orientation on entrepreneurship to intensive mentoring during the program and beyond with freedom and constant institutional support. If being an entrepreneur excites you, there is no better place to be in India.



Immersion as a Philosophy

Indispensable ideas translated to real-life applications via Corporate Immersion, International Immersion, Live projects, and internships in India and abroad.



Industry Interface

Ability to comprehend how theory meets practice across functional areas by organizing and moderating summits and panel discussions that bring together experts, thinkers, and practitioners across the globe.

The 'U' Advantage



AACSB
ACCREDITED

Youngest AACSB-Accredited Management School in the country and was the 4th IIM to have attained it. Only 5% of B-Schools in the world are AACSB Accredited



Global MBA
Ranking 2021

IIMU is only the 3rd IIM to be in the prestigious FT top 100 MIM ranking 2021 for the last 3 consecutive years, along with IIM-Ahmedabad & Bangalore. Also the youngest B-School in Asia to be in the Ranking.



WORLD
UNIVERSITY
RANKINGS

7th IIM in the QS MIM 2022 Rankings and also the youngest B-School in the world to be in the Ranking



Ranked 4th in India after ISB, IIMs Ahmedabad & Bangalore, for research according to the globally recognized UT Dallas Rankings

Vision and values of IIM Udaipur

IIM Udaipur creates an environment where our students, our faculty and our staff can achieve their maximum potential. All the stakeholders of IIM Udaipur were involved in the process of articulating the institute's statement of its mission, core values, culture & vision 2030.

Mission

- We commit to thought leadership in research that builds theory and inspires practice
- We create responsible leaders by providing values-based and application-oriented management education
- We provide a transformational learning experience
- We contribute to the development of the region by focusing on wealth creation and social welfare

Culture

- A faculty-governed institute with a culture of academic excellence fostered by rigor in teaching and research
- A culture which inspires entrepreneurship and innovation
- A non-hierarchical culture that encourages freedom of thought and expression for all
- A culture which promotes openness and transparency in all processes and information exchange
- A culture that provides an inclusive environment for growth

Core Values

- Excellence
- Integrity
- Transparency
- Mutual Respect
- Inclusion
- Environmental consciousness/ecological sustainability

Vision 2030

To continue on the path of meaningful growth, innovation and achievements of the first decade, IIMU's Board led development of the Vision 2030. Steered by our Board member Mr D Shivakumar (Group Executive President of Corporate Strategy and Business Development, Aditya Birla Management Corporation), the Institute carried out an elaborative visioning exercise involving all the stakeholders. The group identified 12 premier international schools that will be our benchmark till 2030. Additionally, the group also engaged with administrators of higher learning from across the country. We want to build on the proud legacy we have laid in the past years in our new vision.

We have set assertive goals for 2030, and the two core areas that have emerged are

- High-quality research
- Student transformation



Message from the Director



Prof. Ashok Banerjee
Director, IIM Udaipur

Over more than half a century, the Indian Institutes of Management have established an enviable record of quality and accomplishment. In ten years since our inception, IIM Udaipur (IIMU) has built on this proud legacy and took advantage of the opportunity to innovate and bring a unique perspective to all our activities. Based on a 300-acre campus, IIMU has built state-of-the-art hybrid classrooms and technology infrastructure that enabled us to hold regular classes online and also in hybrid mode during Covid 19.

IIMU aspires to take its place among world-class management schools creating global knowledge, and we have already achieved many significant milestones. In this pursuit, IIMU gained AACSB accreditation in November 2018 and has recently been listed on the prestigious QS 2020 Master's in Management Rankings and the Financial Times (FT) Masters in Management Ranking 2021. IIMU is now the youngest B-school in the world on both these rankings. Through the efforts of our accomplished faculty, our talented students, and exceptional alumni, we have been able to make rapid

progress on our path of continuous growth and innovation.

The Vision 2030 of IIMU focuses on two core areas—high-quality research and student transformation. The institute aims to set a new benchmark in management education by combining excellence in both teaching and research. IIMU is committed to thought leadership in study and creating thought leaders for tomorrow through transformational value-based management education. On the bedrock of our core values, we will continue to scale up over the next decade to build a management institute of international repute. An underlying priority is to instil in our students a sense of commitment as managers to have a socially responsible impact on expanding their knowledge and their intellectual horizons, so they emerge transformed and prepared to impact the world of business and society at large. We have consciously created a culture that values collegiality and accessibility, with open doors at all levels.

The one-year MBA in Digital Enterprise Management (DEM) is a programme well suited for the post-Covid world. The present business cannot be separated from technology and data. Our experience during Covid-19 showed that technology can be a major saviour during any pandemic that disturbs physical activities. The post-Covid world has already embraced a blend of physical and digital framework in managing business. This program introduces professionals to management concepts and leadership styles in emerging digital business enterprises. Students learn from academicians and industry practitioners through case studies, simulations, frameworks, and practical live projects. Structured around leadership, innovation, strategy, decision making, and entrepreneurship, this program provides a well-rounded exposure to business management, data analytics and emerging technologies that are severely in demand in the corporate world. We showcase how digital technology is changing the business world and equally highlight the need and usefulness of data-driven decision making. Traditionally, organisations only looked at internally generated data and used those sparingly in decision making. Today, thanks to massive computing power and availability of data from alternative sources, managers use data more productively. Students in this programme are sensitised on how to create a data-enlightened organisation and thereby every business vertical can appreciate and profitably use data and technology to remain always ahead of the curve.

About the Program

India's ONLY one-year MBA program in Digital Enterprise Management (DEM) introduces candidates with work experience to management concepts and leadership styles in emerging digital business enterprises.

The program is structured around five pillars to give a unique experience in acquiring knowledge and developing managerial skills relevant to the digital era and the art of learning continuously. This One Year MBA in Digital Enterprise Management (DEM) is a cross-pollination of Quantitative methods and Creative thinking.

Fundamentals of Business Management & Digital Enterprise

22 weeks

Key Building Blocks

Data Analytics & Technology Management

14 weeks

Functional Expertise

Digital Industry Practices & Transformation Projects and Simulation

11 weeks

Solving Real World Business Problems



One Year of Transformation

India's only one-year, full-time MBA program in Digital Enterprise Management is directed towards early career professionals who wish to realign their career path to make it centre stage in the digital domain.

The Digital Enterprise Management program has been devised with the guidance of IIM Udaipur's Industry Advisory board. The Advisory Board includes founders of successful online digital platforms, professionals from the e-commerce industry, senior members of leading management consulting firms, top-ranking executives from leading technology companies, and digital transformers from large brick-and-mortar organisations.

The rigorous curriculum is spread over two terms of eighteen (18) weeks each and the final third term of eleven (11) weeks duration.

In the first term, candidates are focused on learning core, time-tested management fundamentals, giving them the functional expertise required to understand businesses.

In the second term, candidates learn the tools of managing transformations and the skills to thrive in an agile organization. Data Analytics is the other focus of this term, where candidates learn the art and science of strategic and operational decision-making while also covering the tools of data collection and organization. The concepts of visualization and storytelling in general and analytics, in particular, are the thread that connects digital and data analytics taught in this term.

The third and final term is focused on experiential learning by helping candidates understand how the concepts learnt in the first two terms are put into practice. The program covers digitalization in the context of industries such as FinTech, Healthcare, B2B Marketing and the Social Sector.

Candidates are involved in solving business problems by developing a practical solution to a specific industry-assigned business challenge which can be demonstrated under lab conditions. The Digital Enterprise Program at IIM Udaipur is designed to transform early career professionals into leaders who know how to use digital systems to make data-driven decisions and lead complex and diverse teams in digital environments. Candidates learn a host of unique subjects, including Artificial Intelligence, Storytelling & visualization, Blockchain, Internet of Things, Advanced Analytics, Product Management and Digital Transformation Management.

It is this distinctive combination of learning digital and emerging technologies in addition to the core business subjects, through a mix of academic and practical learning, that makes the Digital Enterprise Management program, administered by the Indian Institute of Management, Udaipur, truly transformational.

Pedagogy

1 **Term**

- Accounting for Managers
- Business Statistics
- Economics for Managers
- Entrepreneurship
- Financial Management
- Managerial Oral Communication
- Written Managerial Communication
- Marketing Management
- Organizational Behaviour
- Strategic Management
- Operations Research
- Advanced Analytics - I
- Storytelling for Business Managers
- Design Thinking
- Product Management
- Agile & DevOps
- Operations Management

2 **Term**

- Blockchain
- Advanced Analytics - II
- Artificial Intelligence and Future of Work
- Digital Marketing
- Multi-sided Platform Business Model
- Digital Transformation Management
- The Internet of Things (IoT)
- Cloud Technology & Security
- B2B Marketing
- Financial Technology
- Digital Healthcare
- Digitization in Social Sector

3 **Term**

- Capstone Enterprise Simulations
- General Electives

Centre for Digital Enterprise (CDE)

The Centre for Digital Enterprise (CDE) at the Indian Institute of Management, Udaipur, has the primary role of creating and sustaining a dynamic environment for thought leadership in all aspects of digital transformation. CDE was chartered to enable IIMU to create new initiatives and partnerships and expand research opportunities in the field of digital transformation.

CDE was tasked with spearheading the creation of a new one-year MBA focused on digital enterprise management. The inaugural batch which commenced in a challenging pandemic environment graduated with flying colours and were accepted into a diverse set of roles in various industry-leading organisations ranging from strategy roles at global technology consulting firms to core analytics roles in industry organisations. CDE is also responsible to provide a platform for course design, content and pedagogy relating to the digital transformation discipline, across various other academic programs at IIM Udaipur.

Industry collaboration is another primary objective of CDE, which includes

- Engaging with globally renowned technology partners to foster opportunities for joint research, experimentation of new ideas and knowledge creation.
- Leveraging these relationships to impact teaching and encourage knowledge diffusion.
- Partnering with the industry to undertake projects and activities focused on the strategic and practical challenges of managing the digital enterprise.
- Involving accomplished industry practitioners as guest lecturers or similar capacities.
- Creating opportunities for the industry to engage with students for live projects and internships as well as final placements.

The third key objective of CDE comprises of research initiatives that include

- Contributing to the overall knowledge base relating to the management of digital enterprises.
- Actively promoting core and applied research projects relating to digital transformation, by IIMU faculty.
- Generating ideas for research, in collaboration with industry.
- Extending support to visiting academicians who are undertaking related research. And
- Developing cases and other materials relating to the digital enterprise.

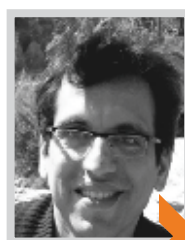
The Centre for Digital Enterprise is headed by Dr Y Shekar.

Advisory Board for DEM Program

The Advisory Board comprises highly esteemed professionals and entrepreneurs who are passionate about utilizing and enabling digitalization. The Advisory Board includes founders of successful online digital platforms, professionals from the e-commerce industry, senior members of leading management consulting firms, top-ranking executives from leading technology companies, and digital transformers from large brick and mortar organizations.



Mr. Harishankar
Vice President
IT at Kimberly Clark.



Mr. Hitesh Oberoi
Co-promoter, MD, and CEO
InfoEdge India Ltd.



Mr. Kamesh Mullapudi
Leader
Leader for the Strategy and
Analytics practice as well as
for the M&A practice
at Deloitte Consulting.



Mrs. Mahima B Grover
Senior Manager, Tech Strategy &
Tech Advisory
Accenture Services Pvt. Ltd.



Mr. Nitin Bawankule
Director and Head for
Digital Native Business
AWS India and South Asia.



Ms. Padma Parthasarathy
Senior Vice-President and Head,
Consulting and Digital Services
Tech Mahindra



Mr. Pranay Chulet
Founder and CEO
Quikr



Mr. Ravi Vijaya Raghavan
Vice President and Head
Analytics and Decision Sciences
at Flipkart



Mr. Sreejit Roy
Global Build and Move
Cloud Application Services
at IBM

Learning and Development

Learning and Development (L&D) at Indian Institute of Management, Udaipur offers a comprehensive rigour in developing career progression of students from the start of their journey at the institute. Students are provided with necessary resources, mentorship and skill building activities for developing their professional career potential.

L&D works with one year MBA students in developing Communication skills, Effective Resume, Personal Interview preparedness, Mentorship through Alumni network and Corporates, and conducting domain specific workshops for building industry skills.



Activities

Activities of L&D starts from the orientation of the new batch. Here students are introduced to the preparation calendar and developmental activities planned for them throughout their trimesters.

Following is the activity road map for the students during their journey at IIMU

Preparation Rigour

Academics is of utmost pre-eminence in all the elite business schools. But, IIMU's focus is mainly on developing students with preparation in terms of trending skills, personal growth along with academics. Set of activities which are focused mainly on building an overall profile of the students are conducted during their trimesters.

Communication Skill Development

L&D team strives in shaping articulating competencies of the students. Under the flagship program 'Edge', the team provides imperative support to improve speaking proficiency of students by helping them in identifying key areas to work on.

Personal Interview Preparation

Practice Interviews give students an opportunity to test skills in expertly presenting their profiles, preparing for the roles they want to get in after graduating, and learning common mistakes to avoid during final interviews. It helps students to tackle intricate situations, prepare a strategy and reduce interview anxiety. The students are mapped to industry expert panel based on the preferred role and industry they choose to be interviewed in.

Resume Writing

Resume plays a prominent role for interviewers in identifying key skills matching to the requirements in an applicant. For this, Resume Writing workshops are conducted to help students in making it precisely presentable during the placement process. Industry experts are introduced to assist students in proficiently showcasing the skill sets, knowledge, relevant experience and accomplishments they possess in their resumes during summer and final placements.

Unnati

Under the guidance of executive industry coaches, personalized development sessions are designed to prepare agile, future-ready professionals by improving self-awareness, leadership and teamwork skills, peer-to-peer learning, and personality who can navigate and develop careers in a continuously changing environment.

Industry Interaction

Inviting experienced guest speakers for interaction with the cohort is a regular practice in the Digital Enterprise Management program. Each session is curated to help students gain alternative perspectives on a multitude of topics. Initially, the sessions host top corporate leadership, like CXOs and country heads, to enable candidates to understand the bigger picture of latest trends in each industry. Sessions in the succeeding stage are scheduled with the industry leaders who have in-depth subject and domain knowledge of a particular field, which would help candidates see the application of concepts learned during the classes.

During these sessions, well-respected leaders from around the world share insights on effective leadership, their core values, and lessons learned throughout their careers. Some of the organisations represented by the leaders are – Deloitte, Abbott, Titan, Accenture Strategy, Mphasis, General Electric, IBM, Tech Mahindra, and CGI.



Mr. Habeeb Mahaboob

Consultant to CXO, CIO, Digital Strategist,
Senior Vice President, Tech Mahindra

outlined the ten crucial pointers required for the digital transformation of an enterprise and how they are mapped to its success.



Mr. K.B. Balmurali

Chief Operating Officer at
Transworld Group of Companies

He enlightened the students about the significance of individual and organizational synergy and also talked about workplace spirituality that encourages empathy for others, cultivates mindfulness within oneself while pursuing meaningful work, and fosters transcendence.



Ms. Padma Parthasarathy

Senior Vice-President and Head,
Consulting and Digital Services Tech Mahindra

Starting from ideation to implementation of a product, the approach to the design thinking process is centred on human desirability, technological feasibility, and economical viability.



Mr. Sahil Barua

Co-Founder & Chief Executive
Officer, Delhivery

He shared about Delhivery's core reason for success, which was through solving the key challenges of topographical complexity, resource complexity, building an integrated network through a telecom network, and the idea of delivery in a box.



Mr. Sreejit Roy

Global Application Modernization & Development Leader
(Move & Build): Hybrid Cloud Transformation (GBS) at IBM

Corporates are moving towards Digital Transformation; Green- IT is the key to enterprise sustainability. In a broad sense, sustainability is an equal harmony of social, economic, and environmental factors. The companies are moving forward as "Sustainable Enterprise"



Mr. Rohit Kumar

Chief Operating Officer,
Global Delivery at Cognizant

The students got insights on the significance of Emotional Quotient in corporate life and how balance is vital in decision making. He discussed on Customer Value Chain and shared various new perspectives with the students.



Mr. Ganesan Ramachandran

Managing Director- Technology Strategy and Advisory
at Accenture Services Pvt. Ltd.

The students got to learn about numerous aspects of digital transformation, its fundamentals, the skill sets required to achieve the same, and how it can be efficiently implemented in organizations.



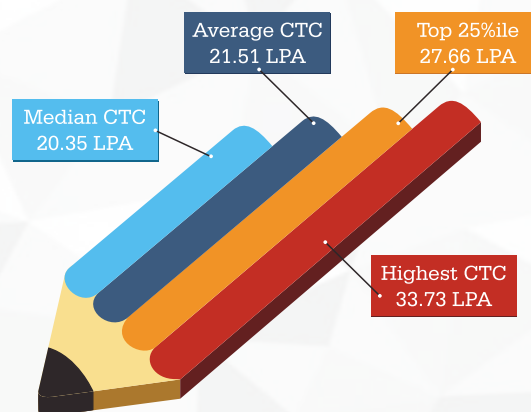
Mrs. Mahima B Gorver

Sr. Manager-Technology Strategy and Advisory
at Accenture Services Pvt. Ltd.

The students got to learn about numerous aspects of digital transformation, its fundamentals, the skill sets required to achieve the same, and how it can be efficiently implemented in organizations.

Last Season's Highlights

- **100%** of MBA-DEM students, who opted for campus placements, were placed through campus-generated opportunities.
- **16 recruiters** extended offers to MBA-DEM students at IIM Udaipur
- Roles were offered across various domains like Analytics, Consulting, Product Management, Sales & marketing & Business Development and Strategy
- International offer received in the area of Analytics
- Highest maximum earning potential:
(Domestic) Rs 33.73 lakhs per annum.
- Average maximum earning potential:
(Domestic) Rs 21.51 lakhs per annum.



Classification Based on Functions

Batch of 2021-22

Sector	Average Salary (LPA)	Maximum Salary (LPA)
Analytics	23.11	26.00
Consulting	22.14	33.73
Information Technology	21.00	21.00
Product Management	19.80	22.00
Sales & Marketing	16.40	18.23
Strategy	20.60	21.14

Roles Offered

Senior Management consultant
Lead Business Analyst
Manager-Business Development
Project Engagement Principal
Project Manager
Manager-Business Planning & Analytics
Customer Success Manager

► Prominent Recruiters

accenture>strategy



accenture>

Deloitte.

DECIMAL



digité
How work *really* gets done

thouCentric labs
RESOLVE. EVOLVE

IBM

cognizant

Reliance
RETAIL



TheMathCompany

latentview
Actionable Insights • Accurate Decisions

Persistent

innover

publicis
sapient

ThoughtWorks®

transworld
GROUP

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

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. 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.

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.

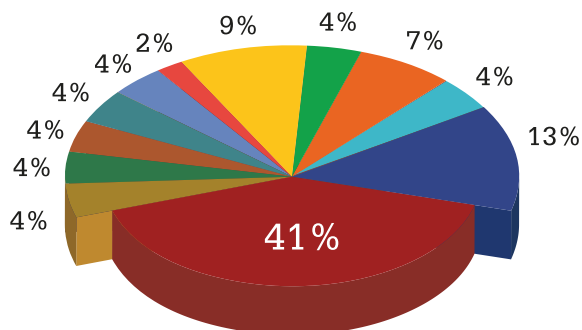
Post-placement Process

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.

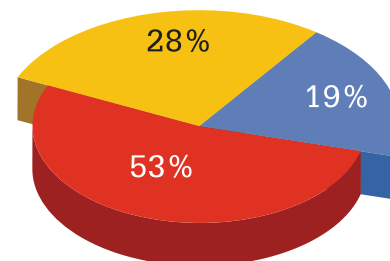
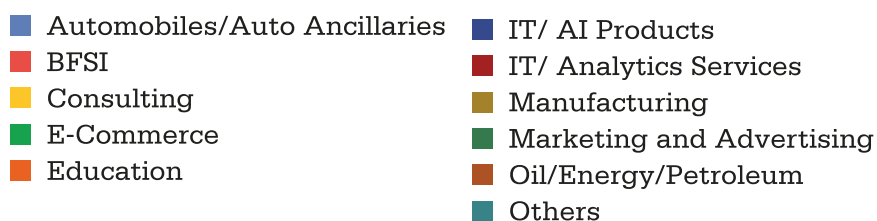
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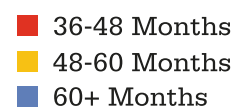
Class of 2023



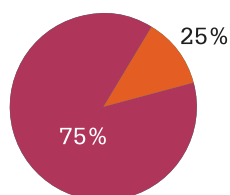
Industry Experience



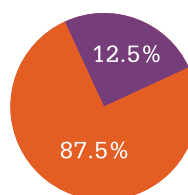
Work Experience



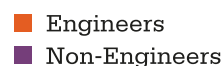
47 | Batch Strength



Gender Diversity



Batch Background



Pre-MBA Companies



amazon

Deloitte.



accenture

virtusa®

paytm



BOSCH

goibibo.com



Hewlett Packard
Enterprise



cognizant

upGrad

IBM

ALSTOM

tcs
TATA
CONSULTANCY
SERVICES



TATA TECHNOLOGIES



Capgemini



L&T Construction



make my trip

Student Profiles



Aalok Atre

- ▶ **Previous Employer**
 - Tata Consultancy Services
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Electronics Engineering
- ▶ **Number of years of Experience**
 - 3.8 yrs
- ▶ **Summary**
 - 3.8 years of experience in web application development along with leadership expertise in large volume IT projects and Scrum framework. Proven track record in client management and architecting web-based solutions for pharmaceutical and media domains.



Aayushi Rag

- ▶ **Previous Employer**
 - Bosch Global Software Technologies
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 3.8 yrs
- ▶ **Summary**
 - 3.8 years of experience in streamlining business critical assignments in IT industry with significant experience in DevOps, Development & Design Thinking. Worked with diverse teams across Europe, Vietnam, and India to deliver effective, and optimized solutions.



Abhijit Raj Narayan Singh

- ▶ **Previous Employer**
 - Amadeus Software Labs India Pvt. Ltd.
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 3.8 yrs
- ▶ **Summary**
 - 3.8 years of experience in Travel IT – Hospitality domain, spearheading software R&D and implementation of hotel content integration projects on global distribution platforms, for the world's top Fortune-500 travel companies. Adept in API integration, data transformation & delivery, and process standardization & improvement.



Abhishek Chakraborty

- ▶ **Previous Employer**
 - Cognizant Technology Solutions
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Electronics & Communication Engineering
- ▶ **Number of years of Experience**
 - 3.7 yrs
- ▶ **Summary**
 - 3.7 years of IT experience in Web Content Management (AEM) and site enhancement. Proven track record in Stakeholder management, Team management and Business Analysis.



Abhishek Raj

- ▶ **Previous Employer**
 - One97 Communications Ltd(Paytm)
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Information Technology
- ▶ **Number of years of Experience**
 - 3.8 yrs
- ▶ **Summary**
 - 3.8 years of cross-industry experience in Telecom and Fintech domain with the expertise in Technical & Business operations. Growth-oriented professional, skilled in client relationship management, data analysis, and service operations.



Akshay Bhagwan Shinde

- ▶ **Previous Employer**
 - Tata Technologies Limited
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Mechanical Engineering
- ▶ **Number of years of Experience**
 - 4 yrs
- ▶ **Summary**
 - 4 years of experience in new product development, Expertise in new product introduction, cross functional team management and stakeholder management. Proven ability to build product designs from scratch and manage the product lifecycle from concept to design.



Akshay Shah

- ▶ **Previous Employer**
 - Advids
- ▶ **UG Degree**
 - B.Sc. (Honours)
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 4.3 yrs
- ▶ **Summary**
 - 4.3 years of B2B and B2C experience, as a Sales and Business Development professional, in building and maintaining effective client relationships, and increasing sales volume. Adept in leading sales training, developing sales strategy, and managing teams.



Akshay Verma

- ▶ **Previous Employer**
 - Flipkart
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 4.3 yrs
- ▶ **Summary**
 - 4.3 yrs of industry experience in technology and product development domain, with 2 Fortune-100 companies. Worked in globally distributed agile teams spread across countries, implemented cutting-edge software solutions in the retail and financial sectors and efficiently handled multiple stakeholders.



Ananya Acharya

- ▶ **Previous Employer**
 - Indian Political Action Committee
- ▶ **UG Degree**
 - B.Sc. (Honours)
- ▶ **UG Specialization**
 - Electronics Engineering
- ▶ **Number of years of Experience**
 - 5.3 yrs
- ▶ **Summary**
 - 5.3 years of work experience in political consultancy, non-profit sector and market research. Developed strong toolkit of diverse skills: stakeholder management, interpersonal communications, knowledge transfer and problem solving.



Anurag Chelikani

- ▶ **Previous Employer**
 - Accenture
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electronics & Communication Engineering
- ▶ **Number of years of Experience**
 - 3.8 yrs
- ▶ **Summary**
 - 3.8 years of experience in Application Development. Skilled at software designing, requirement gathering, documentation, infrastructure setup, coding & integration testing.



Archi Suri

- ▶ **Previous Employer**
 - Vcs Quality Services Pvt. Ltd.
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Mechanical And Automation Engineering
- ▶ **Number of years of Experience**
 - 3.6 yrs
- ▶ **Summary**
 - 3.6 years of experience in an Engineering Project Management Consultancy in the Oil & Gas Sector as a Design engineering professional. Proficient knowledge of engineering processes, regulatory codes, and standards pertinent to the Oil & Gas sector.



Arun Wadawadagi

- ▶ **Previous Employer**
 - L&T Electrical and Automation (Schneider Electric)
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Electronics and Telecommunication Engineering
- ▶ **Number of years of Experience**
 - 4.8 yrs
- ▶ **Summary**
 - 4.8 years of work experience in Design, Implementing and support complex industrial & enterprise Networks (LAN and Telephony systems) and 1 year of experience in Pre-sales and proposals of cybersecurity systems for Oil & Gas businesses across Middle East regions.



Ashutosh Mudgal

- ▶ **Previous Employer**
 - Rajesh Electronics
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electrical & Electronics Engineering
- ▶ **Number of years of Experience**
 - 4.9 yrs
- ▶ **Summary**
 - 4.9 years of Project Management experience in designing Lighting control solutions for large & complex projects across the USA . Worked with multiple technical & strategic stakeholders to deliver solutions in line with customer requirements.



Avinav Saxena

- ▶ **Previous Employer**
 - IBM India Pvt. Ltd.
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 4.8 yrs
- ▶ **Summary**
 - 4.8 years of experience at IBM as an SAP BASIS consultant wherein my responsibility was to suggest and implement new upgrades, implement changes, maintain system performance & availability, monitoring & configuring alerts. I was also assigned with ownership of managing monthly maintenance activities.



Ayushi Mishra

- ▶ **Previous Employer**
 - Great Place to Work® Institute
- ▶ **UG Degree**
 - B.Sc.
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 3.2 yrs
- ▶ **Summary**
 - 3.2 years of experience majorly in Client Delivery, relationship management, data analysis, research, Team Building, enabling SaaS based delivery and also contributed substantially in streamlining operations.



Chandan Tiwari

- ▶ **Previous Employer**
 - Hemma herbs private limited
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Mechanical Engineering
- ▶ **Number of years of Experience**
 - 5.2 yrs
- ▶ **Summary**
 - 5.2 years of experience in planning & executing maintenance and production activities. Strategically saved Cost across huge projects and minimized performance bottlenecks to achieve high productivity.



Deepak Bhardwaj

- ▶ **Previous Employer**
 - Indusnet Techshu Digital Pvt. Ltd.
- ▶ **UG Degree**
 - B.Sc. (Honours)
- ▶ **UG Specialization**
 - Physics
- ▶ **Number of years of Experience**
 - 3.6 yrs
- ▶ **Summary**
 - 3.6 years of experience in Digital Strategy, startup building and business development. Developed digital strategies for enterprises, mid-sized companies and startups. Founded my own startup which was functional for two years. Led business development team for a startup in OTA space.



Deepankar Vivek

- ▶ **Previous Employer**
 - Alstom
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Mechanical Engineering
- ▶ **Number of years of Experience**
 - 4.9 yrs
- ▶ **Summary**
 - 4.9 years of operations experience in a greenfield project in the rolling stock domain. Skilled in planning & execution, process improvement, streamlining operations, lean deployment, stakeholder engagement, and managing cross-functional teams.



Joshi Srilekha

- ▶ **Previous Employer**
 - Tata Consultancy Services
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electronics & Communication Engineering
- ▶ **Number of years of Experience**
 - 3.2 yrs
- ▶ **Summary**
 - 3.2 years of rich experience in IT industry. Worked on Microservices development for cloud application, firmware development in Embedded Systems. Worked on waterfall model (involved in all phases of SDLC), DevOps, Agile methodology in product development.



K L Ravi Teja

- ▶ **Previous Employer**
 - Mogli Labs India Pvt. Ltd., Bengaluru
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electrical and Electronics Engineering
- ▶ **Number of years of Experience**
 - 4.9 yrs
- ▶ **Summary**
 - 4.9 years of experience in industries from Automotive, Steel Manufacturing, B2B E-Commerce for contracts finalization, training, improvement projects, functional testing.



Karan Kungwani

- ▶ **Previous Employer**
 - Accenture Solutions Pvt. Ltd.
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Electronics & Communication Engineering
- ▶ **Number of years of Experience**
 - 3.7 yrs
- ▶ **Summary**
 - 3.7 years of professional experience in software development and management. Expert in mapping complex technical requirements with business process flows for non-technical stakeholders. Proficiency in leadership skills, managed and delivered enterprise-wide projects.



Kushal Gopal

- ▶ **Previous Employer**
 - Hewlett Packard Enterprise
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electronics & Communication Engineering
- ▶ **Number of years of Experience**
 - 3.2 yrs
- ▶ **Summary**
 - 3.2 years of experience as a Devops Engineer, passionate about automating and optimizing deployments over large scale infrastructure. From the opportunities to work with some of the Fortune 500 companies, have developed innovative products from concept to commercialization.



Linsa Saji

- ▶ **Previous Employer**
 - Dreamz Global Education services
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Electrical & Electronics Engineering
- ▶ **Number of years of Experience**
 - 5.1 yrs
- ▶ **Summary**
 - 5.1 years of work experience as a business development professional across industries, Retail and Manufacturing in Dubai and Business Development Manager for a study abroad consultant in India. Freelance trainer of Ielts TOEFL for the last 3 years.



Mayukh Sinha

- ▶ **Previous Employer**
 - Cognizant Technology Solutions
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electronics and Communication Engineering
- ▶ **Number of years of Experience**
 - 4.4 yrs
- ▶ **Summary**
 - 4.4 years of experience in a US-based Insurance project. Led the offshore team of the Reinsurance product development and support vertical. Worked with US and Canadian clients to enhance the functionalities of the product.



Mudit Singh Parihar

- **Previous Employer**
 - Accenture
- **UG Degree**
 - B.E.
- **UG Specialization**
 - Electronics and Telecommunication Engineering
- **Number of years of Experience**
 - 3.8 yrs
- **Summary**
 - 3.8 years of rich and diverse experience in product development for USA Fortune 500 companies in Telecommunication, Pharmaceutical and Insurance domain along with continuous collaboration with Business Analysts, Product Support, QA Testing and Deployment teams.



Neel Kumar

- **Previous Employer**
 - Larsen and Toubro Construction Limited
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Civil Engineering
- **Number of years of Experience**
 - 3.8 yrs
- **Summary**
 - 3.8 years of experience in the Engineering & Construction Sector with competence in Planning & Control, Co-ordination, Procurement Management, Budgeting & Cost Control, Strategic Resource Planning, and Client Management.



Neha Dutta

- **Previous Employer**
 - Amazon
- **UG Degree**
 - B.A (Hons.)
- **UG Specialization**
 - German Literature, History & Cultural Studies
- **Number of years of Experience**
 - 4 yrs
- **Summary**
 - 4 years of experience in Search Engine Training & Visual Search Processes Training as Sr. German language expert (for amazon.de).



Pavan kalyan Chigullapally

- **Previous Employer**
 - Virtusa
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Electronics & Communication Engineering
- **Number of years of Experience**
 - 3.8 yrs
- **Summary**
 - 3.8 years of work experience across IT and marketing domains. Proficient expertise as a techno-functional consultant leading teams to ensure efficient product delivery. A technophile excited to contribute to the nation as a social entrepreneur



Prachi Mishra

- **Previous Employer**
 - IBM India Pvt. Ltd.
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Electronics & Communication Engineering
- **Number of years of Experience**
 - 5.8 yrs
- **Summary**
 - 5.8 years of experience as a Business Analyst for a multinational IT Company working for Banking and Financial Sectors Clients from the UK - Wealth Management and Co-operative Financial areas. Professional expertise in functional analysis and designing, stakeholder management, Agile methodologies, process improvement, and project management. Awarded multiple times for innovation and client delivery experience.



Pushkar Patil

- **Previous Employer**
 - Deloitte Consulting
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Electronics Engineering
- **Number of years of Experience**
 - 3.6 yrs
- **Summary**
 - 3.6 years of experience in cross-functional technical consulting and data-driven product development, spanning industries such as automobile, retail, life sciences, and healthcare. Competent in Cloud, Analytics, and Software Development.



Raghav Goel

- **Previous Employer**
 - Accenture
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Production Engineering
- **Number of years of Experience**
 - 4.3 yrs
- **Summary**
 - 4.3 years of experience in project management, stakeholder management and process improvement in Telecom domain for the Australian region. Proven expertise in providing network planning and deployment solutions based on FTTx architecture.



Rahul Ramesh Talapanty

- **Previous Employer**
 - Tata Consultancy Services
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Mechanical Engineering
- **Number of years of Experience**
 - 5.7 yrs
- **Summary**
 - 5.7 years of experience in IT sector, majorly in improving the reliability of software applications and IT systems. Worked closely with Development and Business teams to understand system architecture, system components, and application load patterns to define performance objectives.



Ramesh Sekar

- ▶ **Previous Employer**
 - Tata Consultancy Services
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electronics and Communication Engineering
- ▶ **Number of years of Experience**
 - 3.8 yrs
- ▶ **Summary**
 - 3.8 years of experience as a development-oriented professional with IT experience, serving extensively in the financial domain of sizeable industries. Keen problem solver with solid expertise in planning and implementing strategic tech solutions.



Ravi Chaithanya Aravind

- ▶ **Previous Employer**
 - Capgemini technology service
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 3.4 yrs
- ▶ **Summary**
 - 3.4 years of experience as a Technology & Product development professional in application enhancement, development & support, across domains like insurance & retail. Proven track record of working with cross-functional teams and stakeholder management.



Romit Banerjee

- ▶ **Previous Employer**
 - Tata Consultancy Services
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 8.3 yrs
- ▶ **Summary**
 - 8.3 years of rich experience as a Technical consultant and development lead. Helped healthcare, banking, insurance, travel, and hospitality clients across multiple geographies(US, Canada, UK & Europe, Asia) in the delivery of enterprise web and mobile applications.



Sanjana Belgaonkar

- ▶ **Previous Employer**
 - Tata Consultancy Services Ltd
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Electronics & Communication Engineering
- ▶ **Number of years of Experience**
 - 4 yrs
- ▶ **Summary**
 - 4 years as an IT Analyst. Specialized in crafting application portals, designing and implementing business applications using Relational Database Management System (RDBMS) and JAVA Spring for a bank with 420 million customers with 24,000 branches across India.



Santhosh Kumar Panda

- ▶ **Previous Employer**
 - Panchayat Raj and Rural Development Department, Government of Andhra Pradesh
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Mechanical Engineering
- ▶ **Number of years of Experience**
 - 5 yrs
- ▶ **Summary**
 - 5 years of cross functional experience in Government and corporate fields related to Project Planning, Project management and Project Execution of Civil infrastructure ; Engineering and Design related to Manufacturing and oil&gas industries.



Sanyuti Desai

- ▶ **Previous Employer**
 - Amtech Electronics (India) Limited
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electrical Engineering
- ▶ **Number of years of Experience**
 - 3.8 yrs
- ▶ **Summary**
 - 3.8 years of wide experience in Industrial Automation sector. Worked on various job profiles with primary responsibility as a proposal and inside sales engineer. Worked on cusotmer negotiations and technical consulting for internal & external stakeholders



Shakti Mishra

- ▶ **Previous Employer**
 - Apple India
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Electronics & Communication Engineering
- ▶ **Number of years of Experience**
 - 3.7 yrs
- ▶ **Summary**
 - 3.7 years of experience primarily worked as a machine learning analyst wherein I was responsible for improvisation of Siri by following a preset guidelines. Played instrumental role in increasing customer satisfaction and process improvisation.



Shantanu

- ▶ **Previous Employer**
 - Accenture
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Computer Science and Engineering
- ▶ **Number of years of Experience**
 - 4.2 yrs
- ▶ **Summary**
 - 4.2 years of experience in SAP Consulting for Global clients. Led Transformational projects as Functional lead for Utilities, Maintenance & Services industry clients. Adept at Cross-functional collaboration, solution designing, problem-solving, and customer & internal stakeholder management.



Sidhima Shekhawat

- **Previous Employer**
 - Open Weaver
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Computer Science and Engineering
- **Number of years of Experience**
 - 3.8 yrs
- **Summary**
 - 3.8 years of experience in managing campaign schedules, and budgeting for progress reporting along various divisions of marketing. Owned the influencer engagement roadmap for brands' social marketing efforts. Provided constructive data analysis on issues relating to the material flow and minimized under sales scenarios.



Sneha Suman

- **Previous Employer**
 - Akal Information Systems Ltd. (National Informatics Centre, Jharkhand State Centre)
- **UG Degree**
 - B.E.
- **UG Specialization**
 - Computer Science and Engineering
- **Number of years of Experience**
 - 5.8 yrs
- **Summary**
 - 5.8 years of experience in automating substantial government and private projects. Diverse expertise in IT services under public sector domain with focus on stakeholder management, design & development, strategic planning and public policy implementation.



Suyash Bansal

- **Previous Employer**
 - Deloitte
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Computer Science and Engineering
- **Number of years of Experience**
 - 4.8 yrs
- **Summary**
 - 4.8 years of client-facing experience as Senior Consultant in Risk Assessment and Control evaluation for Fortune 500 Clients majorly in the Healthcare, Entertainment & Technology sectors. Handled projects related to InfoSec Management in External and Internal IT Audit, Technology Risk, and Compliance.



Tapan Tandon

- **Previous Employer**
 - Goibibo Group Pvt Ltd.
- **UG Degree**
 - B.Tech.
- **UG Specialization**
 - Civil Engineering
- **Number of years of Experience**
 - 5.8 yrs
- **Summary**
 - 5.8 years of experience in Business Analysis, providing business solutions and driving growth in the ecommerce domain. Passionate towards Analytics, Machine Learning, Product and Marketing.



Upendra

- ▶ **Previous Employer**
 - GrownMind Education Services Pvt Ltd
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Mathematics & Physics
- ▶ **Number of years of Experience**
 - 7.9 yrs
- ▶ **Summary**
 - 7.9 years of experience in the Banking in Asset Management, Credit Monitoring, and Risk Management, and 1 year of experience in the EdTech industry driving



Vanshaj Srivastava

- ▶ **Previous Employer**
 - Camp K12
- ▶ **UG Degree**
 - B.Tech.
- ▶ **UG Specialization**
 - Information Technology
- ▶ **Number of years of Experience**
 - 3.8 yrs
- ▶ **Summary**
 - 3.8 years of rich industry wide work experience managing large sales teams across geographies in Edutech and Telematics SaaS sector. Proven track record in delivering effective and sustainable solutions to corporate and retail clients.



Viresh Manjarekar

- ▶ **Previous Employer**
 - upGrad Work Better
- ▶ **UG Degree**
 - B.E.
- ▶ **UG Specialization**
 - Chemical Engineering
- ▶ **Number of years of Experience**
 - 5.8 yrs
- ▶ **Summary**
 - 5.8 years of diverse experience in the Learning & Development, Ed-Tech, and Localization industry; wherein I specialized in Client Success, Operations & Project Management roles. My experience in managing Corporate, as well as Academia clients from India, Japan, China, and South Korea attest to my ability to adapt & chalk out solutions for critical business problems while maintaining cross-cultural sensitivity.



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