

## One Year MBA - GSCM

12 month Program in  
Global Supply Chain Management  
for Experienced Professionals



Become a Leader  
in **Global Supply  
Chain Management**



IIMU

भारतीय प्रबंधन संस्थान उदयपुर  
Indian Institute of Management Udaipur

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# The 'U' Advantage



**Master in Management**  
Ranking 2020



Youngest school in the world  
on QS MIM 2021 Rankings

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Youngest school in the world  
on FT MIM Rankings 2020

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Consistently ranked in the top 5  
management schools in research in India,  
according to the methodology used by UT Dallas

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Alumni working in 15+ countries globally

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**05** Centers of Excellence

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**100+** Corporate Partners

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**40+** Permanent Faculty

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**AACSB** Accredited

## Key Highlights: GSCM Class of 2022.

- ▶ The Only One Year Full-Time MBA program in India from an IIM that provides an intensive specialization in Global Supply Chain Management
- ▶ 60% of the batch with Core Operations & Supply chain Work Experience
- ▶ No. of students with 5+ Years of work ex: 9
- ▶ **Live Project:** Commitment of up to 600 hours per team per project to solve real complex industry problems in a team of two or three students
- ▶ Industry participation is fairly substantial for the program. We have guest sessions from industry stalwarts across varied domains such as Digital Supply Chain, Analytics, Consulting, among many others.
- ▶ Extensive L&D initiatives - “Unnati- Preparing students for future” - Designed and Delivered by Expert facilitators and Coaches to develop perspective, agility, and insight

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

## Management Fundamentals

IIM Udaipur

5 months

Functional Expertise

## Supply Chain Perspective

Live Projects  
in India & abroad

4 months

Real-world Learning

### Term 1

#### IIM Udaipur

- 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
- Supply Chain Management
- Digital Supply Chain Management
- Operations Management

### Term 2

#### IIM Udaipur & Corporate Locations

- Logistics
- Strategic Sourcing & Procurement
- Global Supply Chain Management
- Project Management
- Advanced Analytics - II  
Projects Courses
- 2 Electives chosen from among the following
- Advanced Selling Skills and Management
- Advanced Entrepreneurship
- Advanced Leadership Course
- Advanced Methods for Data Analysis  
Banking, Financial Markets and Systems

## Term 2

### IIM Udaipur & Corporate Locations

- Brand Management
- Digital Strategy and Digital Transformation
- FinTech
- Labour Relations
- Enhancing the Creative Self
- M&A and Corporate Restructuring
- Management Consulting
- Management Control Systems
- Marketing Analytics
- Multi-Sectoral Analysis in Indian Context
- Multi-sided Platform Business Strategy
- Pricing
- Project Management
- Retail Management
- Rural Marketing
- Security Analysis & Portfolio Management
- Strategic Marketing
- Difficult Conversation
- Analytical Models for Operations and Supply Chain
- Private Equity and Venture Capital
- Supply Chain Management
- B2B Marketing
- Financial Risk Management
- Sustainable Finance & Business
- Real Estate Management
- Product Strategy and Management
- HR Analytics

## Advanced Business and SCM Understanding

IIM Udaipur

3 months

SCM Specialization

## Term 3

### IIM Udaipur

- Course of Independent Study (A research project of the student's choice in the SCM domain supervised by IIMU faculty, with a workload equivalent to two courses)
- **Electives chosen from courses including:**
- Advertising Management
- Big Data Using Hadoop and Python
- Business Relationships and Networks
- Capstone Exercise
- Communication Skills for Leadership & Team Excellence
- Course of Independent Study
- Digital Marketing
- ERP Systems: Technology Planning & Implementation
- Financial Time Series with R
- General Commercial Knowledge
- Integrated Marketing Communication
- International Negotiations Skills
- Managing Global Teams
- Marketing Analytics
- Pricing
- Services Marketing & Management
- Strategic Financial Management
- Strategic Marketing
- Workshop on Public Policy

## ► Message from the Director

Businesses across the world are transforming at a fast pace. The ancient saying, popularly attributed to the Greek philosopher Heraclitus, "The only constant is change," is no longer a cliché in the present circumstances. Be it change in work practices, technology changes, or sometimes changes considering global disruptions (pandemics, for instance), businesses constantly need to reinvent themselves to stay relevant. Companies need experienced managers who can adapt to the ever-changing situations quite fast to navigate through these changes. Realizing the need for such dynamic managers and entrepreneurs, the Indian Institute of Management Udaipur (IIMU) started this One Year MBA program in Global Supply Chain Management (GSCM) for experienced professionals.

With increasing globalization, businesses now work without boundaries. Their field of operations is shifting from local markets to global markets. As a result, the supply chain is not just an operating division within firms but has become a real source of competitive advantage. Intending to develop the

business leaders of tomorrow in the field of Global Supply Chain Management, IIMU has designed this unique program that builds on the core strengths of operations, supply chain management, and business.

This program equips students with the skills to deal with complex supply chains spanning multiple nations around the globe. IIMU's GSCM program demands equal academic rigor and uses the same grading criteria as a two-year MBA. It is uniquely conceived to ensure students acquire the business tools, global mindset, and interpersonal skills they will need to pursue their professional careers. Several batches have successfully completed the program till date and are making significant contributions as managers, CXOs, thought leaders, and entrepreneurs.



**Janat Shah**  
Director, IIM Udaipur



# Advisory Board

The Advisory Board for Global Supply Chain Management is a group of highly experienced supply chain professionals from some of the leading companies. The purpose of the advisory board is to prepare both current and future managers in the supply chain management domain. In practice, the board will provide insights on strategic initiatives and development plans.



**Mr. Binny Mathews**  
Vice President - Infosys



**Mr. Niraj Ambani**  
Group President -  
Supply Chain Management,  
Reliance Industries Ltd.



**Mr. Paras Mehta**  
Managing Director -  
Accenture Strategy



**Mr. Rizwan Soomar**  
CEO and Managing Director -  
DP World



**Mr. Sahil Barua**  
Co-founder - Delhivery



**Ms. Ushasri Tirumala**  
Senior Vice President & General  
Manager - Manhattan Associates



# Class Summary

**37**

Batch Strength

**4.8 years**

Average Work Experience

**5**

Women Students

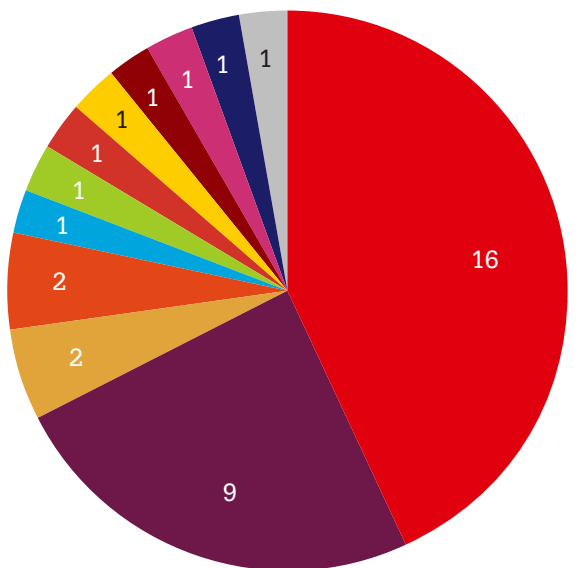
**32**

Men Students

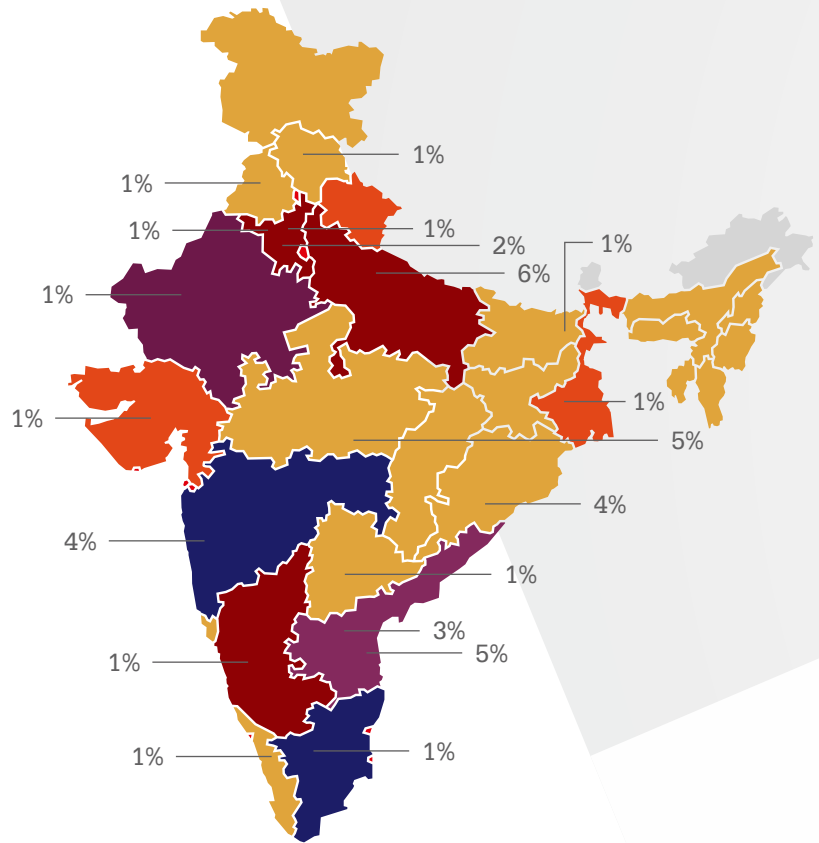
**27**

Average Age

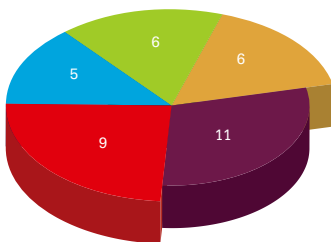
### Academic Specialization



- Mechanical Engineering
- Electronics & Communications / Telecommunications / Electrical
- Civil Engineering
- Food Technology & Management
- Industrial & Production Engineering
- Manufacturing Engineering
- PG-Humanities
- PG-Electronics and Communication Engineering
- Computer Engineering
- Petroleum & Chemical Engineer
- Biotechnology
- Business Administration

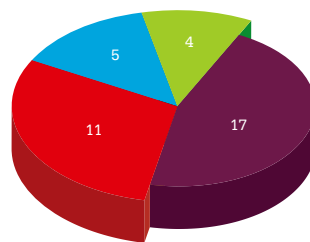


### Age Profile



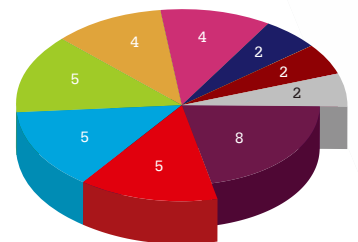
- 24-25 Year
- 25-26 Year
- 26-27 Year
- 27-28 Year
- 28+ Year

### Duration of Work Experience



- 3-4 Years
- 4-5 Years
- 5-6 Years
- > 6 Years

### Work Experience by Sector

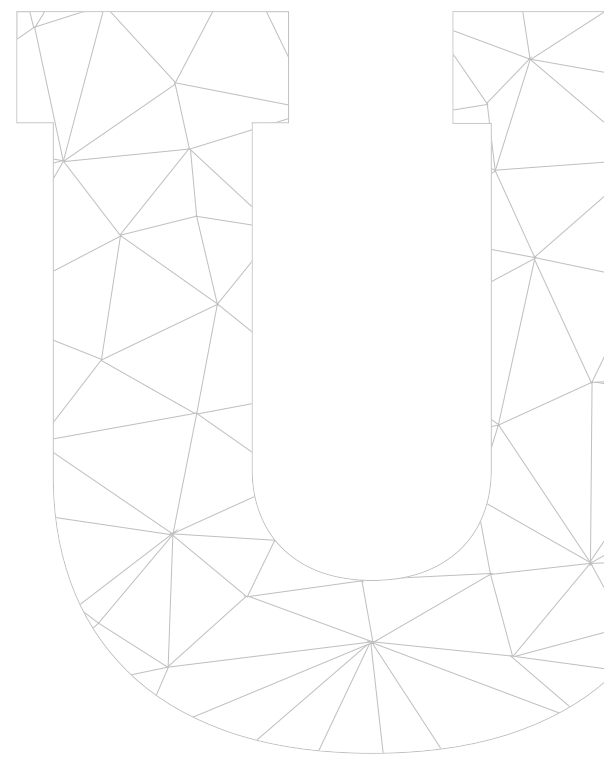


- IT/Analytics Services
- Manufacturing
- Logistics & Others
- Consulting
- Engineering, Procurement & Construction
- Automotive
- Telecommunications
- Oil & Gas
- E-Commerce

# PRE - MBA Companies



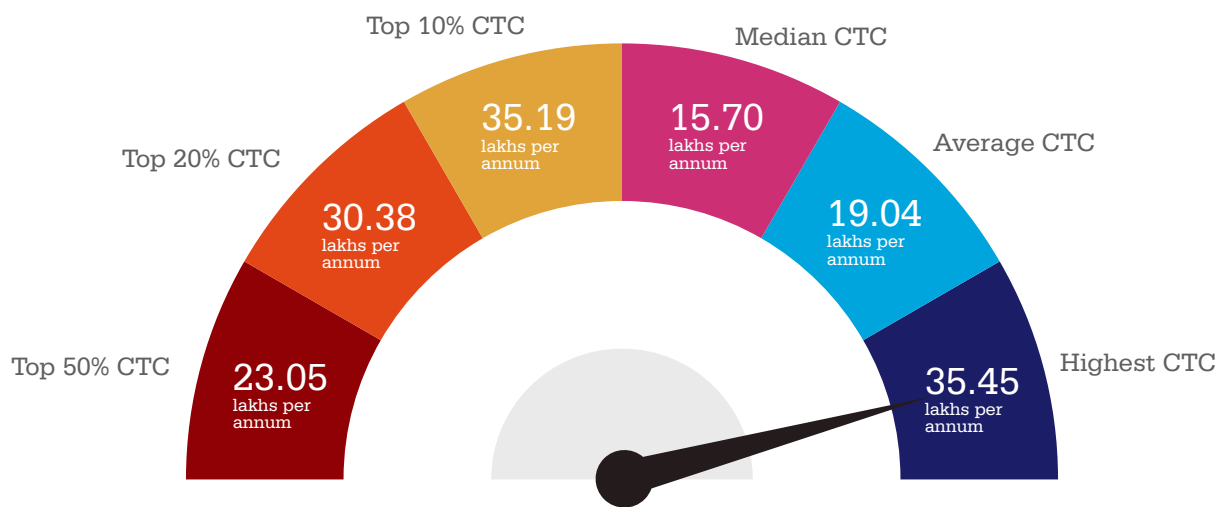
IndianOil-Adani Gas Pvt. Ltd.





## ► Final Placement Snapshot GSCM 2020-21

IIM Udaipur witnessed enthusiastic participation from diverse recruiters, including many first-time participants. Roles were offered across various domains like Operations/Supply Chain Management (SCM), Sales and Marketing, Consulting. The prominent recruiters were Accenture Strategy & Consulting, BNY Mellon, Bristlecone, Cognizant, Delhivery, DP World, Jain Irrigation Systems Ltd., Thought Works, Walmart, among many others.



**Average increase in the CTC - 2.2 times PRE-MBA salary**



# Profiles of GSCM Alumni

Profile	Organization
<b>Consulting</b>	
Engagement Manager	EY
Management Consultant	Accenture Strategies
Principal Consultant	Manhattan Associates
Supply Chain Analyst Manager	McKinsey & Company
	PwC
<b>E-Commerce</b>	
Senior Program Manager	Amazon
Senior Manager	Flipkart
Cluster Head	Udaan
Regional Head	Zomato
<b>IT</b>	
Vendor Operations Manager, Engineering	Google, Hyderabad
Strategic Account Partner	HCL
Manager - Demand Planning	Genpact
Solutions development manager	Delhivery
<b>Logistics</b>	
Manager - Network and Supply chain engineering	Kuehne + Nagel
Associate Consultant	OM Partners
<b>Manufacturing</b>	
DGM Sourcing	Cummins
Manager - Supply Chain and Demand Planning	Mahindra Rise
Service Supply Planning Manager	Tesla
<b>Pharma</b>	
Senior Manager- Supply Chain & Operations Excellence	Emcure Pharmaceuticals
Director Operations	IKS Health
Senior Manager- BD	Strides Pharma
<b>Retails</b>	
Manager	Reliance Retail
Associate Product Manager	Walmart
Lead Manager	Target
Deputy Manager - Contract Logistics	Future Group
<b>Digital</b>	
Senior Manager- Digital Strategy & Transformation	Mahindra & Mahindra Ltd
Digital Supply Chain consultant	Michelin
Senior Consultant	O9 Solutions

## ▶ Alumni Speaks



**Prasun Bhansali**  
Solutions Architect - Toll Group

“ GSCM program is a unique program with great faculty members; it gave me a wider perspective and tools in my arsenal for the next phase of my corporate life. When I joined IIM Udaipur, a new phase started where I met some brilliant people and cherished my time at IIMU. GSCM program is spring boarded me to grow exponentially in my personal and professional life. The knowledge and perspective I acquired during my time at IIM were unmatched and cannot be described in words. ”



**Anuj Gupta**  
Group Product  
Manager - Flipkart

“ The most valuable takeaway from IIMU has been to develop my ability to see end to end and not just via a single lens of business operations but to take decisions keeping in mind the multiple lenses such as finance, environment, human resource management, legal and compliances other than just keeping in mind regarding the standard business operations or giving technical expertise in silos. All the above points are very valid relevant for overall business growth. Before my MBA, I probably was not as sensitive to all these areas while making decisions, but post-MBA from IIM U, I became more aware of these areas primarily because of case studies. The course highlighted the importance of multiple facets while making business decisions and helped me in developing an end-to-end holistic approach towards decision making. ”



**Koshika Sharma**  
Head of Product -  
Medoplus Services  
Private Limited

“ IIMU is an institution that lays a lot of stress on creating a vision for oneself apart from strong academics. I joined IIMU after completing a post-graduation in Fashion Technology and years of experience in product merchandising. I wanted to understand how the business works, how decisions are made, and how the supply chain operates. IIMU provided me with the tools and knowledge to understand business and inculcated a multidimensional thinking habit as part of the teaching approach. My journey at IIMU prepared me to analyze problems of business considering different aspects of the organization, be it people management, technology, financial or strategic. I believe anybody joining the IIMU program should not look at just the academic aspect but also try to make it more of a transformative journey. ”



**Shivam Chugh**  
Strategy &  
Consulting Analyst -  
Accenture Strategy

“ The ability to think on your feet is one of the many lessons that IIM U-GSCM taught me. The course curriculum prepares you to navigate the complexities of organizational cultures and dynamics with ease. It is a transformational journey that transforms a person from average to an achiever over just one year. Moreover, as it is said, we cannot always control the outcome, we can only plan the journey, and if one enjoys the journey, results will follow automatically.

For our batch, the journey was unique and adventurous both at the same time. When the world around us was in Covid chaos, we gathered the courage to do an MBA, and that too in virtual mode. In those unprecedented times, it was the faculty force, director, and the institute that gave us the courage and strength to take the risk and go ahead with the transformational journey at IIM U in the field of Supply chain. Furthermore, with complete confidence, I can state that it has been the best decision of my life so far. As an outcome, I am now a management consultant at Accenture Strategy from being a construction professional. ”



**Gautam Hardikar**  
Sr. Manager,  
Mahindra Group

Class of 2015-16 GSCM

“ When selecting an MBA program, I had 2 key parameters in my mind - a program with a focus on supply chain and one which can help me transition to the next role in my career. The GSCM program at IIM Udaipur was among the top programs which not only fit my criteria but also offered a unique curriculum consisting of an internship and an international exposure. The strength of the program lies in the ecosystem of learning and the expertise in supply chain which empowers the students to mould their careers along their desired path. Driven by strong industry collaboration, a widening alumni base and academic excellence, I am confident this program will achieve many milestones and enrich students with the right skills for the future.

As I look back to the moment I finally decided to join the program, I feel nothing but happy and proud to have taken the step and truly thank the institution for providing me with an experience I will cherish all my life. ”

# ▶ Batch Student Profiles

## Abhijeet Kumar Sahu

Education: B. Tech at Institute of Technical Education and Research, SOA University  
Experience: 66 Months  
Employers: Infosys Ltd.  
Functions: IT Consulting  
Specialization: Electrical & Electronics



### ▶ Career Summary

- 5.5 years of experience in IT Consultancy delivering Supply Chain Management solutions for FMCG client. Expertise in Client Engagement, Project Management, Technology Consulting including process enhancements.

### ▶ Work Experience

#### Technology Analyst-Supply Chain Management

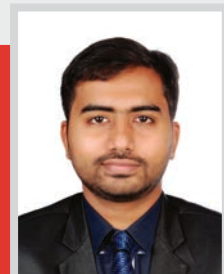
- Focused on Transportation, Logistics, Supply Planning and Warehouse consulting.
- Led productivity improvement initiatives with focus on automating and fixing recurring issues resulting in 66% reduction in resource costs.

- Debugged data and application failures and designed and implemented solutions for process recovery to reduce monthly issues by 88%.
- Handled Change Management when deploying new solutions & Service Management like requests to setup jobs, and DB/Server refresh.



## Achin Chatterjee

Education: Bachelor of Technology at Maulana Abul Kalam Azad University of Technology  
Experience: 45 Months  
Employers: Shapoorji Pallonji and Company Private Limited  
Functions: Project Management - Planning , Procurement & Co-ordination  
Specialization: Civil Engineering



### ▶ Career Summary

- Project Management Professional having experience of 3.8 Years with expertise in Planning & Control, Co-ordination, Procurement Management, Budgeting & Cost Control, Preparation of Tender & Bidding Documents, Strategic Resource Planning & Client Management in Engineering & Construction Sector.

### ▶ Work Experience

#### Project Management - Planning , Procurement & Co-ordination

- Acted as a Planning Co-ordinator, responsible for handling 4 nos. Construction Project's Planning, monitoring & control, having cumulative project value of INR 1330 Crores.
- Prepared Earned Value Analysis using Microsoft Project to determine Projects' Performance based on Cost and Schedule Variance.

- Played Pivotal role in Sourcing, Negotiation & finalisation of Procurement of Materials & Agencies to generate a saving of 17% from Budgeted Direct cost.
- Prepared & Submitted Delay Analysis to obtain Extension of Time of Projects with cost compensation of INR 1.78 Cr to client, as per contractual terms and conditions and achieved 84% of the submitted claim to get certified.



## Aditya Surana

Education: Bachelor of Business Administration at NIMS University  
Experience: 58 Months  
Employers: Seasons International Pvt Ltd, Patanjali Mega Mart  
Functions: Retail Business Management / International Marketing  
Specialization: Business Administration



### ▶ Career Summary

- ~5 years of Sales and Marketing experience in family retail business and agro-commodities exports. Experience in B2B and B2C sales, people management, business management, CRM, procurement, market research & business strategy

### ▶ Work Experience

#### Retail Business Management / International Marketing

- Developed same day home delivery service and onboarded ~500 customers in 3 months; Delivered annual sales growth of 25%
- Revamped store facilities and maintained visual merchandising standards and eased shopping experience

- Onboarded new clients; Expanded company's product portfolio by adding 5 commodities; Secured business worth US\$ 83.75 Lacs
- Responsible for contract execution with P&L accountability; Reduced supply lead time by 11%; Achieved 5% profit vs. 3.5% average



## Ajeesh Kumar B K

Education: B.Tech at College of Engineering Trivandrum  
Experience: 57 Months  
Employers: Larsen and Toubro Limited  
Functions: Supply Chain & Operations Management  
Specialization: Mechanical Engineering



### ▶ Career Summary

- 4.75 years of experience across Operations Management & SCM functions in the Engineering Procurement & Construction industry with expertise in End-to-End Supply Chain Management, Project Management, Cost control, Operation Excellence, and Digital transformation. Worked as the project coordinator for 9 Indian and 2 International projects in the Water and Effluent Treatment sector.

### ▶ Work Experience

#### Assistant Manager-Operations Management

- SCM: Procured materials worth 800 Cr with 12% savings via strategic negotiation & global sourcing.
- Project Management: Monitored daily project progress, achieved 90% of sales target in 3 consecutive FYs, and improved gross margin by 60% via various cost control techniques.

- Operation Excellence: Utilized 70% of surplus stock (value 12Cr) for new projects, achieved 20% savings and faster payment collection by engaging turnkey contractors.
- Digital: Worked as the digital coordinator and enhanced process efficiency by applying digital tools in operations and project management.





## Akhil Moguram

Education: B. Tech at Osmania University  
Experience: 45 Months  
Employers: Amazon Development centre  
Functions: E-commerce  
Specialization: Mechanical Engineering



### Career Summary

- Versatile professional with 3.9 years of operational experience in logistics, warehouse management & seller integration in e-commerce industry. Adept at working with cross-functional teams, mentoring, problem solving and business strategy.

### Work Experience

#### Business operations specialist

- Worked in various cross-functional teams and real time projects.

- Handled a team of 7 members with a consistent accuracy of 99% in deliverables.
- Obtained Star Performer Award in the peak season-2018.
- Responsible for design and implementation of data analysis dashboard in KIBANA



## Ankit Gupta

Education: B. Tech at Jaypee University of Engineering and Technology  
Experience: 48 Months  
Employers: Ericsson India Global Services Private Limited.  
Functions: Service Delivery  
Specialization: Electronics and Communication



### Career Summary

- 4+ years of experience in Information and Communications Technology Industry particularly in Network Operations for global clients. Expertise in Planning & Optimization, Customer Engagement and Project Management, Process Excellence & Automation.

### Work Experience

#### Engineer-Network Engineering

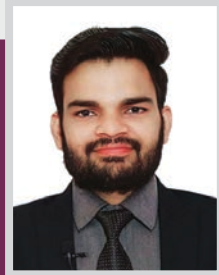
- KPI Based RF optimization of LTE mobile networks affecting call drops, mobility and accessibility, by preparing daily dashboard for client's market consisting of 500+ eNodeBs (LTE Radio Antenna).

- Served as a Single Point of Contact to maintain the non - complaint parameter of a client thereby maintained around 6100+ eNodeBs.
- Developed a Macro Based Automation resulting in 50% saving of man-hours for daily threshold audits post updating market specific parameters.
- ACE award & received 5/5 perfect RCSE score-Ericsson.



## Ankit Sangwan

Education: Bachelor of Technology, Masters of Technology at R.D Engineering College, Harcourt Butler Technological Institute  
Experience: 50 Months  
Employers: Noida Metro Rail Corporation Limited, Aspiring Minds Assessment Private Ltd.  
Functions: Operations & Maintenance  
Specialization: Electronics and Communication Engineering



### Career Summary

- 4+ years of work experience in handling the operations in newly launched Aqua metro line. Expertise in operations and maintenance, project management and resource planning and scheduling. Exposure to supply chain analytics, inventory management and process improvement.

### Work Experience

#### Station Controller

- Implemented the project that helped in reducing the passengers' commute time by 11%

- Responsible for a reduction of 40% in end customer's complaints by enhancing customer experience
- Executed necessary safety protocols during operations and maintenance which lead to zero on-site accidents
- Responsible for resource planning and scheduling of 12 resources for 3 stations



## Ankur Joshi

Education: B.E. at Shri G. S. Institute of Technology & Science  
Experience: 42 Months  
Employers: Trident Limited, Avtec Limited  
Functions: Business Excellence, Quality Assurance  
Specialization: Industrial & Production Engineering



### Career Summary

- 3.5 years of experience across Operational Excellence & Quality Assurance functions in the automobile and textile industry. Expertise in Operational Excellence, Lean and TPM implementation, Process Improvement, and People Management.

### Work Experience

#### Assistant Manager - Business Excellence

- Identified the bottleneck process in Bedsheet manufacturing and implemented SMED on printing operation to reduce changeover time by ~62%.

- Identified root cause for problem of "Bearing rotation jam" and implemented permanent measures to reduce frequency by 95% resulting in saving INR 35 lacs/month.
- Performed Line balancing activity on the manual cutting operation which increased productivity by 20%.
- Led cost reduction initiative using TPM methodology to drive 50+ Kaizen projects among different functions resulting into savings of around 55 lacs per month.



## Anshul Agarwal

Education: B. Tech at National Institute of Food Technology  
Entrepreneurship and Management  
Experience: 43 Months  
Employers: Food Industry Capacity & Skill Initiative (FICSI) - Under Aegis Of  
NSDC; Indian Chamber of Food & Agriculture (ICFA); The Brewmaster  
Functions: Consulting, Marketing, Sales and Project Management  
Specialization: Food Technology and Management



### Career Summary

- Proficient in Marketing & Sales, Products & Consulting Services Strategy, Project & Vendor Management, Client Engagement and Analytics with effective skills in liaison, networking, and negotiations

### Work Experience

#### Manager - Industry Connect and Special Projects

- At FICSI, executed 10+ skilling projects, brought 22x rise in training & 30x rise in revenue across the Food Processing sector. Developed Learning Management System & Job Portal. Facilitated 5+ MoUs, 2500+ apprenticeships & organized 15+ industry engagement sessions.

- At ICFA, contributed Rs 2.5Cr+ of revenue; marketing & sales of sponsorships & exhibition spaces for 6+ events, realized 150+ exhibitors, 500+ delegates & 10,000+ farmers.
- Generated 1Cr+ of revenue; sales of B2B products & services at The Brewmaster.
- Awarded 1st prize (2013-16) for contributions in Village Adoption Program.



## Ashwin Ratnawat

Education: Bachelor of Technology at MNIT Jaipur  
Experience: 37 Months  
Employers: HFCL Limited  
Functions: Procurement and SCM process digitalization  
Specialization: Mechanical Engineering



### Career Summary

- 3 years of procurement and process digitalization experience in telecommunication organization serving clients like Indian Defence, Expertise in procurement and vendor management, operation management, strategic sourcing, and SCM process digitalization

### Work Experience

#### Procurement and SCM process digitalization

- Successfully procured & delivered material/services worth Rs 1000 Cr for Indian Defence Project called "GOFNMS"

- Digitalized procurement to pay cycle and further coordinated in integrating Ariba with SAP S4 HANA, reduced "vendor approval to PO release lead time" from 40 days to 5 days
- Successfully managed more than 50 international and national vendors for both supply and services at 342 remote defence sites
- Achieved Post-Bid (L1- least bidder) cost saving of 10-12% in material sourcing in GOFNMS tender



## Bhushan Mahajan

Education: B.E. at SIES Graduate School of Technology.  
Experience: 49 Months  
Employers: Jotun Paints  
Functions: Engineering, Estimation & Sales Support  
Specialization: Mechanical Engineering



### Career Summary

- Over 4 years of in-depth experience in intumescent coatings industry for Infrastructure (Cellulosic) and Oil & Gas (Hydrocarbon) projects on global scale. Expertise in Project Planning, Estimation (material take-off), Customer Service, Sales Support, and People Management.

### Work Experience

#### Engineering- Fire Engineering Services

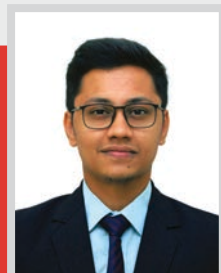
- Services helped in winning major and iconic projects for Jotun globally: Dubai Cruise Terminal, Samsung India Electronics Ltd Expansion plants, ADNOC Offshore (Bu Haseer Full Field Development) etc.

- Received note of appreciation from Korean constructing firm-DSHI for providing DFT markings of intumescent coatings (\$1.74 million, 250K lit.) on Samsung Project, Noida.
- Successfully eliminated reliance on external consultant for Fire Engineering Services for Jotun by 2018.
- Collaborated with external partner-Infosys for department's in-house software development. Optimized key functions and added features which reduced the avg. time spent on projects by one-third



## Chirag Kochar

Education: B. Tech at Parul Institute of Engineering and Technology  
Experience: 54 Months  
Employers: Capgemini India Pvt. Ltd.  
Functions: IT Consulting  
Specialization: Mechanical Engineering



### Career Summary

- Seasoned Digital Manufacturing Consultant with a demonstrated history of working in IT industry, helping businesses optimise their manufacturing process by using digital tools. Proficient in technical consulting, digital transformation, client engagement, project management, and business development.

### Work Experience

#### Associate Consultant - Digital Manufacturing

- Received Best performer award from Project Director for achieving consistent excellence in client deliverables during FY-2018

- Led the business case development and Identified 150+ million worth of revenue opportunities
- Achieved reduction of turnaround time (TAT) by ~18% by automating health checks
- Led a team implementing MES solutions which contributed revenue worth \$100M to the Business



## Dushyant Mehra

Education: B. Tech at Government College Of Engineering, Amravati, Maharashtra  
Experience: 96 Months  
Employers: Bharat Bijlee Limited, Electrotherm India Limited  
Functions: Manufacturing  
Specialization: Mechanical Engineering



### Career Summary

- 8 years of Professional experience in Indian Manufacturing industry (Transformer); Managed End to end process for transformer design, leading a team of 10 people

### Work Experience

#### Sr. Design Engineer

- Spearheaded the Design & Development of a new 200 MVA Transformer Project worth 50 Million to drive improvement in cost, quality, delivery time and working capital

- Six Sigma Black Belt- Certification from ISEL (Institute for Skill Enhancement and Learning), 2020
- Certified in Predictive Analytics from IIMBx (IIMB on edX), 2020
- Managed existing vendor management activities and instituted necessary measures for curtailing expenditure & saving costs upto 30%



## Gunjit Sharma

Education: Bachelor of Technology, Masters of Technology at University College of Engineering  
Experience: 66 Months  
Employers: Highway Industries Limited, Satyasagar Steel Products  
Functions: Project Mangement & Lean Manufacturing  
Specialization: Mechanical Engineering



### Career Summary

- 5.5 years of diverse experience across various functions such as Project Management, Lean Manufacturing, and Operational Excellence in the manufacturing sector. Expertise in Process Design, Improving Process Efficiencies and Capacities, Mapping Value Streams, and Calculating and Improving Conversion Cost.

### Work Experience

#### Senior Engineer

- Part of team that set up complete 1600 tonne forging press line of worth INR 5 Crores at Vendor Premise, eventually reducing forging conversion cost by 9%.

- Played key role in reducing Labour cost by 6% and improved productivity by 11% by introducing an output based incentive scheme.
- Attained 15% improvement in throughput time by deploying in house furnace kaizen at vendor premise, during one of the V.S.M. project of starter shaft.
- Effectively increased throughput production by 23% by an effectual combination of 2 operations into a single operation.



## Harsh Baiwal

Education: B.E. at Rajiv Gandhi Proudyogiki Vishwavidyalaya  
Experience: 41 Months  
Employers: Denso Haryana Pvt. Ltd.  
Functions: Production & Material Planning  
Specialization: Mechanical



### Career Summary

- 3.5 years of experience across Production Planning and Project Management in automotive industry. Managed the development & launch of new products, implemented localization & Design changes. Controlled Finished Goods production, Material procurement and Inventory level optimization, ensuring zero delivery failure.

### Work Experience

#### Engineer-Production & Material Planning

- Expertise in Project Management, Vendor & Inventory Management, Localization Implementation, Production Planning and Negotiation.

- Handled development & launch of the highest volume product of Plant (Monthly revenue- INR 150M) involving 4 OEMs and devised its delivery route.
- Reduced Inventory level from INR 250 M to 200 M (~20%) within 7 months.
- Reduced Development time for 2 Products from an average of 8 months to 7 months.



## Mandar Padole

Education: B. Tech at Thakur College of Engineering and Technology, Mumbai  
Experience: 53 Months  
Employers: Coupa Software, GEP Worldwide, Zycus Infotech  
Functions: IT/Analytics Services  
Specialization: Mechanical Engineering



### Career Summary

- 4+ years of experience in Spend Analysis, Source-to-Pay (S2P) process & product consulting, driving strategic spend under management for clients across multiple industry verticals. Expertise in spend analysis, S2P, supplier rationalization, client acquisition, client management, change management, and project management.

### Work Experience

#### Proposal Manager - S2P Solutions Consulting

- Delivered 50+ proposals across spend management applications, improving the bottom line with a success rate of 18%.

- Managed 40+ category stakeholders, assessed and streamlined business processes, worked on deploying commodity strategies to deliver costs reduction by 30%.
- Spearheaded 2 S2P project implementation for Fortune 500 clients. Revamped change management process with 15% improvement in TAT.
- Facilitated quarterly business review, prepared spend data audit reports and spend refresh guides.



## Manish Kumar

Education: B. Tech at University of Petroleum and Energy Studies  
Experience: 58 Months  
Employers: Adani Total Gas Limited  
Functions: Operations & Maintenance  
Specialization: Petroleum Engineering



### Career Summary

- Around 5 years of experience across different Operations functions in Oil and Gas industry. Handled additional responsibility of "Project Lead-Commercial Division" to plan execute and commission projects to increase customer base. Certified internal auditor to improve business excellence and compliance management. Exposure to strategy consulting as a Global fellow at Cases over Coffee and worked with Ex-MBB consultants to provide solutions on sustainability to Italy based client.

### Work Experience

#### Senior Engineer

- Administered team of over 150 workers and 9 supervisors through multiple shifts to maintain 100% SLA with customers.

- Tailored inventory at 9 Area Offices to maintain optimum stock to service over 10000 customer requests and 400 pipeline damages.
- Implemented "Syclo- a software platform" company-wide resulting in 60% reduction of paper consumption.
- Planned, Executed and Commissioned commercial projects resulting in 185% increase in number of customers.



## Manisha Takkekar

Education: Bachelor of Engineering at University of Mumbai  
Experience: 54 Months  
Employers: TCS  
Functions: Team management  
Specialization: Computer Engineering



### Career Summary

- 4.5 years of IT service experience in developing and managing software implementation for two of the leading Automobile clients.
- Expertise in product development, client engagement, resource training, cause analysis, analytics, change management, project management.

### Work Experience

#### Team management

- Identified root cause of 50+ issues reported in existing software and implemented defect-free resolutions for them.

- Automated signals creation in data dictionary using Excel VBA, MATLAB that reduced 15-20 minutes of 12 hours' time per change request.
- Awarded the "ON THE SPOT" award for supporting a critical requirement and delivering the same in a stringent timeline.
- Led a team of four people and chalked out a day-wise plan for releases & improved plan adherence to 95% from 90%



## Pinaki Priyadarshini

Education: B. Tech at Veer Surendra Sai University of Technology  
Experience: 92 Months  
Employers: Odisha Power Transmission Corporation Limited, TCS  
Functions: Operations and Project Management  
Specialization: Electrical Engineering



### Career Summary

- Over 7 years of cross-functional experience in Power & Energy sector with focus on Project management and Operations management of Automated Gas Insulated Substation. Administered a team of 12 engineers for the functioning of 220/132/33kV Gas insulated substation. Proficient in operation excellence, people & stakeholder management, knowledge management, risk mitigation and quality control.

### Work Experience

#### Deputy Manager-Electrical

- Successfully commissioned 2\*40MVA grid substation catering 60MW load to Odisha-Chhattisgarh border area providing reliable & quality power to over 1 million residents.

- Successfully commissioned "Central Control Station" managing 4 grids remotely & making them unmanned.
- Contributed to restoring power in entire capital region of Odisha within 3 days of cyclone Fani.
- Closely worked with OEMs like GE & ABB during the commissioning of 2 no's of GIS substation.



## Prasanna A

Education: Bachelor of Engineering at College of Engineering Guindy  
Experience: 44 Months  
Employers: Renault Nissan Technology and Business Center India Pvt Ltd.  
Functions: Design Engineering  
Specialization: Manufacturing Engineering



### Career Summary

- 3.67+ years of work experience in Brakes System Development in the passenger car OEM served global models of Nissan in Japan & US markets. Expertise in multicultural client management – client from different geographical locations, project management – complete ownership of the project, product development with stringent milestones, address issues with countermeasures and cost reduction activity by coordinating & negotiating with tier 1 suppliers

### Work Experience

#### Design Engineer

- Oversaw a team of 3 members, responsible for project planning, training resources, streamlining & standardizing processes – achieved >95% OTD, >95% FTR.

- Standardized 6+ process & saved ~1.5 person-month/year (~₹0.5 Million)
- Commonised brake hose part & reduced variant and cost by ~15% and Successfully negotiated and saved ₹1 Million with the supplier as a part of a Volume discount
- Managed SUV (Car) brakes development along with Nissan Engineers, Japan & US





## Pratik Pokharkar

Education: B. Tech at Veermata Jijabai Technological Institute (VJTI)  
Experience: 57 Months  
Employers: Schneider Electric India Pvt Ltd.;  
Crompton Greaves Consumer Electricals Ltd.  
Functions: Engineering, Procurement, & Construction(EPC) Projects-Oil & Gas  
Specialization: Electrical Engineering



### ► Career Summary

- 4.5 years of experience in project management of EPC projects in oil & gas sector and production line management in manufacturing sector. Expertise in project execution, stakeholder management, client engagement, and production line handling

### ► Work Experience

#### Assistant Manager - Project Execution

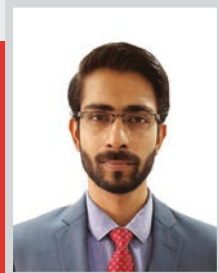
- Saved INR 7.4 Cr for organization by reversing the delay penalty in two projects with the help of detailed delay analysis

- Led a cross functional team of 25 members and coordinated with 200+ vendors for supplying material worth INR 16 Cr within timeline in different projects
- Resolved unprecedented plant disruption situation within 72 Hours at project site by effectively coordinating with all stakeholders
- Reduced throughput time by 10% by using fast curing glue on production line after conducting its successful trial



## Prerit Bhatnagar

Education: B.E. at Army Institute of Technology  
Experience: 45 Months  
Employers: Deloitte Touche Tohmatsu India LLP, E&Y  
Functions: Risk Advisory  
Specialization: Electronics & Telecommunication



### ► Career Summary

- 3.5+ years of consulting experience in a leading global Consulting Organization in the field of Information/Cyber Security. Experience in vendor risk management and process reviews, with suitable knowledge in domains of IT information risk and information security management, security control implementation and vendor risk management.

### ► Work Experience

#### Assistant Manager – Cyber Risk

- SME for information security vendor risk assessments, Business Continuity Management implementation and process reviews.

- Reviewed existing digitized banking processes based on RBI, Aadhaar Act, IRDAI, SEBI, UIDAI and ISO 27001 guidelines.
- Managed 8 national & international clients simultaneously under 3 different Partners.
- Awarded the 'Applause Award' & 'Live the Dot' Awards for client centricity.



## Priyanka Johri

Education: B. Tech at Jaypee Institute of Information & Technology  
Experience: 46 Months  
Employers: Deloitte Touche Tohmatsu India LLP  
Functions: Risk Advisory  
Specialization: Computer Science & Engineering



### Career Summary

- 3.5+ years of Consulting experience in leading consulting organizations within the Technology Risk domain, focusing on Technology, Media & Telecommunication (TMT) sector. Expertise in SOCR – SOC1 & SOC2, AUP, HITRUST CSF Assessment, Vendor Risk Management Assessment, and ITGC testing.

### Work Experience

#### Consultant - Technology Risk

- Led several SOC2 & SOC1 engagements for leading multinational clients.

- Awarded 'Move The Dot' from Deloitte for 'Collaboration', 'Client Centricity' and 'Courage'.
- Worked on HiTrust Common Security Framework - helped complete the first HiTrust validation assessment for EY India region.
- Travelled to different client locations across India to manage multiple Technology Risk audits simultaneously.



## Rohit Giri

Education: Bachelor of Technology at Lovely Professional University  
Experience: 64 Months  
Employers: Delhivery Private Limited, L&T Technology Services  
Functions: Senior Associate - Fulfilment Engineering  
Specialization: Mechanical Engineering



### Career Summary

- 5+ years of professional experience in Supply Chain including Integrated Asset Management and Warehousing & Logistics Industry with expertise in Fulfilment Engineering, WMS Integration and Support, Material Data Management, Project Management, and Client Engagement

### Work Experience

#### Senior Associate - Fulfilment Engineering

- Led a cross-functional team (Operations/Business Development/Product and Tech Support) to implement new features and onboard clients, including global clients in 4 countries at client location

- Implemented WMS new features such as swapping during picking, parallel picking, and packing, zone picking, packing using pack app in HHD and hip printer, thereby increasing fill rate and efficiency, and thus reduced man-power by 25%
- Deprecated serial-based old WMS to SKU-based WMS for 30+ clients within two months without hampering the daily operations
- Awarded "Star of the Month" twice for customer engagement and efficiency improvement by 36%



## Rohit Rawat

Education: B. Tech at Harcourt Butler Technological Institute, Kanpur, Ashoka University  
Experience: 72 Months  
Employers: IFFCO Group of Companies, Edelgive Foundation, Team Computers, Frontier Markets  
Functions: Supply Chain - FMCG, Development Consulting  
Specialization: B.Tech Chemical Technology - Oil Technology



### Career Summary

- 6+ years of experience across Supply Planning - FMCG (UAE), Social Impact Consulting (Education, Skilling Initiatives) & Rural E-Commerce. Proficient in Change Management, Managing Cross-Functional teams, Capacity Planning, and Strategy Consulting

### Work Experience

#### Fellow-Rural development

- Awarded Director's Certificate of Appreciation twice and identified among the top-performers (top 20%) of the Management Trainee Program, IFFCO Group of Companies

- Received IndusInd Bank Scholarship for the incoming cohort of Young India Fellowship, 2017 (50% fee waiver)
- Received Ashoka Pillar Award, 2018 for developing a prototype to tackle worsening AQI
- Award Best Experiential Learning Module for project work on Indian Polity for YIF 2017



## Sachin Shetty

Education: B. Tech at SDM College Engineering and Technology  
Experience: 180 Months  
Employers: Ericsson  
Functions: Supply Planning, Demand management, Order Management.  
Specialization: Electronics & Telecommunications



### Career Summary

- 15 years of Supply Chain experience in Telecom, Manufacturing, and industrial sectors. Expertise in Production Planning, Demand Management and Supply Planning. Proficient in SAP and MM modules. Areas of experience; Material Planning, Inventory management, MRP, forecasting and Buffer Management. Handled End to End Export Order Management involving Material planning till Delivery at Customer location.

### Work Experience

#### Supply Planning Manager

- Supply Planning: Demand fulfillment rate at 85% for Bharti (Airtel) customer orders in year 2020. OTD of around ~95% for Customer orders. Successfully delivered 185K Radios in year 2020.
- Inventory Management: Knowledge of Forecasting, Buffer management, early start orders planning and Order reconciliation using tableau. Inventory management based on ABC analysis, lead times and safety stocks.

- Production Control: MRP control, Demand Loading and Material planning in SAP Expert in SAP MM module. Handled more than 100 SKUs in demand loading and periodic MRP execution. Successfully Handled Monthly production planning involving MTO, MTS and PFS Modules.
- Export Order Management: Responsible for Complete Order Management of southeast Asia orders of Indonesia, Thailand, and Singapore. Looking after Stock transfer to Sweden and other EU regions. Successfully delivered 4000 no's 5G Radio units to Telstra, Australia in the year 2020.



## Santosh Kumar

Education: Bachelor of Technology at VIT University  
Experience: 45 Months  
Employers: Renault Nissan Technology and Business Center India Pvt Ltd.  
Functions: Design Engineer  
Specialization: Electrical and Electronics Engineering



### Career Summary

- 3.8 years of experience in After sales function in the Automobile Industry. Member of Diagnosis team that Creates diagnosis procedures for vehical systems, performs vehicle validations, and provides quick solutions to the After-sales network. Expertise in operations, resolving customer queries, people and project management, Quality Management, and Productivity Improvement

### Work Experience

#### Design Engineer

- Led a team of 3 design engineers responsible for 12 vehicle systems constituting of ~2000 Diagnosis procedures per delivery.

- Worked on proof of concept for developing an Intelligent boot lid for India project "KWID". Automated repetitive tasks & enhanced productivity by 5% in 2019 & 7% in 2020.
- Enhanced team utilization by 27% through staffing resources to global & domestic projects.
- Supported the development of an idea on vehicle diagnosis that got registered as a patent with company's name.



## Sarthak Das

Education: Bachelor of Technology at C.V Raman College of Engineering  
Experience: 43 Months  
Employers: Bosch  
Functions: Engineering service and Application  
Specialization: Mechanical Engineering



### Career Summary

- 3.5+ years of Research & Consulting experience in the Automotive sector for the implementation of BS-VI. Expertise in Technical Consultancy, Project management, Client Engagement, Supply chain management, and Strategic Planning.

### Work Experience

#### Specialist

- Joined Bosch as Graduate Apprentice Trainee and got promoted to Senior Engineer & then Assistant Manager within 4 years

- Successfully executed BS6 projects for leading automobile companies
- Participated in Steercoms & business panel meetings to discuss strategy, progress report & action plans
- Developed templates & tools for project reporting & data analysis to increase the Team productivity



## Sasi Kiran Yeluri

Education: B. Tech at GMR Institute of Technology, Razam  
Experience: 46 Months  
Employers: Chubb Business Services India LLP, AIG Analytics and Services Pvt. Ltd. (American International Group), Amazon Development Center  
Functions: Risk Analytics (Insurance), Operations (Consumer Services)  
Specialization: Electrical and Electronics Engineering



### Career Summary

- 3 years 10 months of work experience in Risk analytics (Insurance domain) and Operations sector along with Expertise in risk analysis (Property & Special Risk), data modelling, data visualization and advanced Excel (Power Query, DAX)

### Work Experience

#### Senior Catastrophe Modeler

- Selected as a cross-functional resource among eight team members and aided Binders team in % Flood loss calculations during peak season for one month.

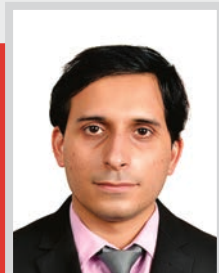
- Processed the highest number of accounts (870) in the team during the year on an aggregate basis with a 99% accuracy rate in the modelling.
- Gained 'Star recognition - Constellation award' as the best performer among 22 members in the team, and the analytics head awarded it from the US. Handled 5000+ consumer queries on the orders related to amazon.in & amazon now.

- I have involved in a project to
- evaluate Voice of Customer (VoC) feedback to reduce the resolution time from 3.5 minutes to 2.5 minutes per customer.



## Shashank Tomar

Education: Bachelor of Technology at Ideal Institute of Technology  
Experience: 71 Months  
Employers: Hawkins Cookers Limited  
Functions: Project Management and Procurement  
Specialization: Mechanical Engineering



### Career Summary

- ~6 years professional experience with manufacturing set-up in India.
- Strong experience across various functions- Procurement, New Product Launches, Vendor Development, Process Improvement.
- Exposure to Supply Chain & Operations Management, Financial Accounting, Cost Accounting, Operations Research, Business Analytics, and Digital Supply Chain Management.

### Work Experience

#### Manager-Projects

- Managed procurement from top 3 vendors for a product line with INR 50 crore annual spend.

- Enhanced effective manufacturing capacity of product segment by ~50% by 1) Developing new sub-vendors 2) Local sourcing 3) Increasing vendor base.
- Led projects for procurement of new equipment (INR 5 crores) to enhance production capacity of the company by ~60%.
- Led a cross-functional team of 20 people for project management of 5 new product launches for the company.



## Shreyas Srivastava

Education: B.E. (Hons). at BITS Pilani.  
Experience: 44 Months  
Employers: Pluss Advanced Technologies  
Functions: Cold Chain Technology & Consultancy  
Specialization: Chemical



### ▶ Career Summary

- 3.8 years of experience in Cold Chain Technology. Specialized in delivering sustainable and customized cold chain solutions for the 1st & last mile delivery of customers in e-commerce, FMCG and pharmaceutical sectors. Proficient in product development, pre-sales, business development & consultancy, vendor management and temperature controlled logistic operations.

### ▶ Work Experience

#### Manager-New Product Initiatives

- Responsible for end-to-end supply chain for new products starting from R&D, planning, product application until business as usual (BAU).

- Awarded 1 International Patent (WO/2019/220359) for co-inventing a cost-effective device used for drying food using PCM technology.
- Developed PCM based cost-effective cooling jackets/PPE kits for doctors working in DRDO labs for Covid-19 virus treatment and research.
- Grew business for a Phase Change Material (PCM) based cold chain product from scratch to INR 2.5mn in 1.5 years.



## Shubham Nigotia

Education: B.E. at University of Petroleum & Energy Studies  
Experience: 45 Months  
Employers: Mahanagar Gas Limited, Adani Gas Ltd.  
Functions: Project Management, Strategic Planning  
Specialization: Mechanical Engineering



### ▶ Career Summary

- ~4 years of experience in the Petrochemical industry across Industrial, Commercial, Domestic segments. Strong experience in leading large teams in Oil and Gas industry and has exposure to Supply chain management and Business Analytics.

### ▶ Work Experience

#### Assistant Manager - Projects

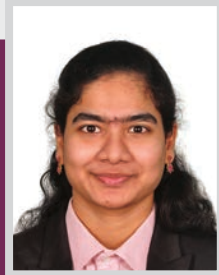
- Led a team of 5 contractors at multiple sites, commissioned 30 commercial clients and 1000 domestic households, amplified the overall sale by 3000 SCM generated INR 35 lacs of monthly revenue.

- Carried out 1300m long 8" MS pipeline crossing through HDD under river Ganga, increased potential household customers by 10%.
- Conducted feasibility study of New geographical area-Bhadohi that finally got awarded to Adani Gas in 2019.



## Sree Kavya Vallabhaneni

Education: B. Tech at Koneru Lakshmaiah  
College of Engineering, K L University  
Experience: 58 Months  
Employers: Infosys Ltd., WIPRO Technologies  
Functions: Consulting - IT Service & Operations  
Specialization: Mechanical Engineering



### Career Summary

- 4.75 years of Business Consulting experience serving clients in Automotive, Logistics, Transportation, Energy and Manufacturing sectors. Expertise in Procurement & Inventory management, MRP & Warehouse management, Solution designing & Client engagement

### Work Experience

#### Business Consultant - Supply Chain and Logistics

- Designed functional specifications for proposed solutions in business process optimization area and implemented the same in SAP

- Led a project that generated a revenue of €10M by helping client archive older data in database leading to enhanced system performance by 50%
- Codesigned & implemented chatbot to answer the repetitive issues in SAP which reduced client contacts with support team by 50%
- Received 'SAP Champions League' award for Q3 FY21 for being the top performer in the SAP Consulting & Automation domain, India region.



## Sree Lakshmi Shravani Chama

Education: B. Tech at Chaitanya Bharathi Institute of Technology  
Experience: 45 Months  
Employers: Accenture  
Functions: IT Consulting  
Specialization: Biotechnology



### Career Summary

- Experienced in Business Consulting and Quality Assurance with over 3 years of experience. Expertise in Project Management, Customer Engagement, Problem solving, Process automation (RPA), Solution implementation, change management, Agile methodologies, Cloud technologies and Knowledge Management. Well versed in Test Planning, Resource Allocation, Defect management. Skilled in Project Management and workflow Tools- JIRA and CONFLUENCE.

### Work Experience

#### Software Test Engineer - Quality Assurance

- Expertise in Project Management, Vendor & Inventory Management, Localization Implementation, Production Planning and Negotiation.
- Handled development & launch of the highest volume product of Plant (Monthly revenue- INR 150M) involving 4 OEMs and devised its delivery route.
- Reduced Inventory level from INR 250 M to 200 M (~20%) within 7 months.
- Reduced Development time for 2 Products from 8 months to 7 months.



## Swapnil Nimkar

Education: B.E. at Gyan Ganga Institute of Technology & Science  
Experience: 53 Months  
Employers: Tata Technologies Limited, Aeronautical Development Agency  
Functions: Aviation, Automobiles  
Specialization: Mechanical



### Career Summary

- 4.4 years of work experience in R&D, Design, New product development functions across aviation & automotive sectors. Expertise in design and development of new products, performance validations and execution related functions (planning, quality check, testing, solutioning) and project management.

### Work Experience

#### Design Engineer - Aviation & Automobile

- Proposed implementation of assembly installation drawing resulting in reduction of quality process lead time by approx. 8% equivalent to 40hrs.

- Streamlined problem solving process & enhanced productivity by 18% for supporting design changes.
- Automated process & developed GHE/GSE to reduce manpower & reduce cost by 1.2 Lac.
- Reduced cost by £ 300K by providing cost effective solutions for manufacturing related issues with clients and internal stakeholders.



## Vibhav

Education: B. Tech at Northern India Engineering College  
Experience: 46 Months  
Employers: Relcom Engineering Pvt Ltd, 172 Nivas  
Functions: Project Management  
Specialization: Electronics and Communication



### Career Summary

- Professional with 4 Years of experience in Project Management & Operations in the Telecom Industry for both Private and Govt Clients. Expertise in Project Planning, Labor Management, Inventory Management, Logistics & Stakeholder Management.

### Work Experience

#### Assistant Manager - OFC Project Management

- Supervised multiple horizontal directional drilling teams to build a 87km OFC network infrastructure for a government client.

- Managed multiple FTTH labor teams to provide internet connectivity in Delhi-NCR for a leading telecom operator.
- Employed single parking- double shot technique for drilling operations to increase efficiency by 30%.
- Coordinated procurement and supply of project materials to temporary warehouses near project sites.





## Zishan Khan

Education: Bachelor of Technology at  
Institute of Technical Education and Research

Experience: 82 Months

Employers: WIPRO Technologies, Incture Technologies, British Telecom

Functions: Project Management

Specialization: Electrical Engineering



### ▶ Career Summary

- 5.10 years of extensive exposure to Application Development and Design in Telecom Companies dealing with voice and broadband. Expertise in Product development and design, Coding Technologies, Network Architecture, Application Support, Managing deliverables. More than 1 year of experience in dealing with product life cycle management application called SAP BPM for the client Hindustan Unilever.

### ▶ Work Experience

#### Software Engineering Professional

- British Telecom: Reduced the Number of Erred Orders in the application and increased application efficacy. Created Order Analysing tool, which helped business to track the performance of the Company. Got Awarded incentives for the performance.
- Ooredoo: Deployed as a SPOC at the client site(Kuwait) to represent the team and handle client meetings and deliverables.
- WIPRO: Awarded best performer for the development of the project and making it go live.



Corporate  
Partners Include:



# 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.



[www.iimu.ac.in](http://www.iimu.ac.in)

### IIMU Corporate Relations Team

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### Student Corporate Relations Committee

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**IIMU**

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Indian Institute of Management Udaipur