

The image shows the exterior of the Management Development Institute (MDI) building in Gurgaon. The building is constructed from red brick and features a large, prominent archway over the entrance. The words "MANAGEMENT DEVELOPMENT INSTITUTE" are inscribed in large, white, capital letters across the top of the building's facade. In the foreground, there are several potted plants and a paved area.

MANAGEMENT DEVELOPMENT INSTITUTE

**POST
GRADUATE
DIPLOMA IN
MANAGEMENT -
BUSINESS
MANAGEMENT**

**PLACEMENT BROCHURE
2024-25**



ABOUT MDI



Established in 1973, the Management Development Institute (MDI) Gurgaon stands as a beacon of excellence in business education in India and across Asia. Situated in Gurugram, India's corporate capital, MDI has consistently ranked among the top B-schools in the country. The institute has earned national and international acclaim for its academic rigor, cutting-edge research, industry-oriented pedagogy, and strong ties with global institutions.

With a 37-acre lush green campus, state-of-the-art infrastructure, and a thriving intellectual ecosystem, MDI Gurgaon offers the ideal environment for grooming future leaders and change makers. The institute is known for its high-quality faculty, a rich blend of academic scholars and industry practitioners, who bring together the best of theory and practice into the classroom.

Over the past five decades, MDI has nurtured a strong alumni network of over 10,000 professionals globally, many of whom occupy top leadership positions in diverse industries. The institute is also a proud holder of international accreditations, including AACSB (USA), AMBA (UK), and SAQS, a testament to its commitment to global standards of excellence in management education.

MDI's programs are grounded in ethical leadership, innovation, and sustainability, equipping students with the vision and skills to navigate complex business challenges while making a positive societal impact. MDI Gurgaon continues to be a trusted destination for aspiring leaders.

RANKING & ACHIEVEMENTS



MDI inculcates core values that direct its vision & mission to attain excellence & sustain innovation.

ACCOUNTABILITY: MDI shall ensure accountability to all its stakeholders rooted in internal management and external adherence to law and society norms.

TRANSPARENCY: MDI shall operationalise transparency as the ability of individuals in the organisation to be responsive, productive & innovative.

TRUST: MDI shall seek to earn inter-personal trust by adopting governance practices reinforced with policy and on process-based decision making.

INCLUSION: MDI shall promote non-discrimination practices for all sections of society that advance cohesion & diversity as affirmative action.

EMPATHY: MDI shall foster a culture of care & co-create skills for everyone to move towards their professional goals.



MISSION

VISION

MDI aims to be a globally recognised management school through academic excellence and continuous innovation to nurture responsible leaders for creating sustainable alternatives.

- 🎯 Become a globally recognized management school with international & national recognition through knowledge development.
- 🎯 Enhance academic excellence in research, consulting, training & teaching with cutting edge resources.
- 🎯 Encourage continuous innovation.
- 🎯 Create & nurture socially responsible leaders.
- 🎯 Promote sustainable alternatives in decision making.

ABOUT PGDM-BM

- » Accredited by AMBA & AACSB and approved by AICTE
- » Minimum 3 years of experience mandatory for executives
- » Oldest Full-Time Programme of MDI Gurgaon
- » MDI pioneered the full-time Executive Graduate Programme in Management in 1987 named Post Graduate Diploma in Management - Business Management (previously known as NMP)
- » Duration of the program is 15 Months (On Campus) + 3 Months (In Company Dissertation)
- » Offers Dual Specialisation to candidates from Operations, IT, Strategy, Marketing, Finance & Human Resource
- » The program attracts talent from diverse industries, cultures & geographies
- » Unique aspects of the program include a 1-week National Immersion module & 3 days Outbound Leadership Program on leadership competency development
- » The course also includes an optional International Immersion Module of 2 weeks
- » Top performers across Specializations are honoured with Medals - **Prime Minister's** Gold Medal, **Finance Minister's** Gold Medal, **ITC** Gold Medal & **The Department of Personnel, Govt. of India** Gold Medal



PROGRAMME HIGHLIGHTS

The current batch brings together a rich tapestry of professional backgrounds, creating a collaborative environment that fosters deep learning and leadership development. With 3 to 15 years of industry experience, participants possess a strong understanding of real-world business dynamics and are equipped to contribute from day one, requiring minimal ramp-up time—delivering higher ROI and a lower risk of onboarding failure.

Our experiential learning pedagogy ensures that participants build holistic functional capabilities while staying attuned to emerging trends and innovations across industries. Learning is not confined to the classroom—it is

enriched daily by peer exchange, where seasoned executives bring practical insights, cross-functional knowledge, and industry best practices to the table.

Approximately 20% of the cohort comes from Fortune 500 companies, and 33% are alumni of premier academic institutions. This diverse blend of high-calibre professionals has been tested in complex business environments and emerged as agile, forward-thinking leaders. Their decision to pursue further education reflects a growth mindset, enabling them to stay ahead of the curve in strategic thinking and real-world problem solving.

MESSAGE FROM DIRECTOR



Dear Recruiter,

I am delighted to introduce the 37th batch, Class of 2025, of the **PGDM-BM** program. **MDI** Gurgaon holds the proud distinction of being the pioneer of executive education in India. **MDI** Gurgaon consistently ranks among India's best MBA colleges, fostering a vibrant peer learning environment with some of India's brightest students across corporate and governance programs. The batch of **PGDM-BM** (erstwhile NMP) has always been the program that creates leaders of tomorrow for the corporate world which is evident by its executives donning c-suite positions across the globe.

Management education is undergoing a major shift. Technology, geopolitics,

and rapid innovation demand new skills beyond traditional curricula. Recruiters seek candidates who thrive in a VUCA world, strategize effectively, and lead with passion and resilience. Our world-class faculty and state-of-the-art infrastructure, located in a dynamic corporate hub, equip our students to tackle these challenges. **MDI** Gurgaon alumni lead major corporations and launch successful startups, embodying the perfect blend of business acumen and public policy insight. We are committed to shaping paradigms, not just teaching them. Our attempt is to prepare our graduates to be able to engage with a VUCA world and help manage and lead initiatives in firms.

I welcome you to connect with our graduating students and explore the possibility of building a long-term relationship with **MDI** Gurgaon.

Prof. Arvind Sahay
Director, MDI Gurgaon
Professor of Marketing

MESSAGE FROM Dean Executive Graduate Programmes



It gives me great pleasure to introduce you to the PGDM-BM Class of 2025 at MDI Gurgaon — a remarkable group of accomplished professionals, each bringing rich experience, sharp intellect, and a deep commitment to growth. These are not just managers of today — they are the leaders of tomorrow, ready to take on the challenges of a fast-changing world.

At MDI Gurgaon, we don't just prepare our executive participants to respond to change — we prepare them to lead it. Our Executive Graduate Program program is designed for those who are already making an impact in their fields and are now ready to amplify that impact with strategic insight, digital agility, and a global perspective. With an emphasis on peer learning, real-world problem-solving, and cutting-edge leadership development, the PGDM-BM program brings together professionals from diverse industries to form a vibrant and high-performance learning community.

What truly sets our participants apart is not just their professional experience or the rigor of the program — it's the mindset they cultivate here. A mindset rooted in curiosity, courage, and the desire to lead with purpose.

I warmly invite you to connect with our PGDM-BM cohort — explore their potential, discover their aspirations, and experience the leadership energy they bring. We look forward to building lasting partnerships with organizations that are looking for not just talent, but trailblazers.

Dr. Sangeeta S Bhardwaj
Professor of Information Management &
Dean, Executive Graduate Programmes

MESSAGE FROM THE CHAIRPERSON PGDM-BM



real-world challenges.

What truly sets our cohort apart is their ability to integrate practical insights with advanced management concepts. The curriculum emphasizes a *practitioner-led approach*-blending case-based learning, live industry projects, and executive mentoring to ensure a well-rounded development. As a result, our participants emerge with not just deeper knowledge but also stronger leadership acumen, emotional intelligence, and decision-making ability.

I am confident that our PGDM-BM participants will add significant value to your organization from day one-whether it's through driving strategic initiatives, managing cross-functional teams, or leading business transformation.

We invite you to engage with our accomplished cohort and discover professionals who are not only ready for leadership today but are also being shaped for the challenges of tomorrow.

Prof. Chinmaya Kulshrestha
Associate Professor – Marketing
Chairperson – PGDM-BM

It gives me immense pleasure to present to you the 37th batch of the PGDM-BM program - a group of dynamic, experienced, and future-ready professionals who bring with them not just academic rigor, but also a rich tapestry of industry experience and fresh perspectives.

The PGDM-BM program at MDI, Gurgaon is designed for mid-career professionals who have already proven themselves in the corporate world and are now poised for higher leadership roles. With an average work experience of over 5 years across diverse sectors, our participants are equipped with a nuanced understanding of business, a strong analytical mindset, and the strategic agility needed to solve

MESSAGE FROM THE CHAIRPERSON EGP-PLACEMENTS



Some of the unique features of the program that enable them become future ready include a practitioner-oriented curriculum; simulations; workshops; outbound leadership development programme; sessions by industry leaders in each course; leadership talks; national and international immersion programme and specific competency development workshops suiting each individual's requirements. Through a combination of interactive lectures, case studies, industry projects, and mentorship from seasoned professionals, participants gain a holistic understanding of business management and leadership. The programme has produced CEOs, Chairpersons, Partners for various organisations and we expect that this batch will also have some people who will outshine others in the longer run.

The PGDM-BM program is more than just an academic journey; it is a comprehensive leadership development experience during 18 months. Our graduates emerge not only with enhanced knowledge and skills but also with a renewed sense of purpose and enterprise. They are well-prepared to take on strategic roles and drive meaningful change in the organisations they join.

It gives me great pleasure to present you the 37th batch of PGDM-BM program which comprises an exceptional group of individuals who are poised to become future leaders in various domains of business. These individuals come with a minimum work experience of 3 years whereas the maximum goes beyond a decade. Having worked in a particular domain and learnt the nuances of the business world, these individuals got motivated to expand their horizons and gear themselves up to take up greater responsibilities and challenging roles in the corporate world. Leaving the job to pursue a full-time course itself is a testimonial of will and determination. In a span of 18 months, the participants have been prepared in such a manner that they are able to well-prepared to take up leadership roles in organisations in the world of AI-ML and LLMs.

Prof. Shiv S Tripathi
Associate Professor
Chairperson – EGP Placements



Prof. Amit Gupta
Associate Professor
Operations Management

PGDM-BM (Erstwhile NMP) is a unique 18-month full-time PGDM program & the participants of the current, i.e. 36th batch come from diverse backgrounds with an average work experience of 6.5 years. The BM program is determined to deliver to your organization with exceptional business talent. The batch is proficient in management tools & techniques. They can reflect on their experience and can apply new frameworks, which in turn contributes to forming a strong foundation for their future.



Prof. Jyotsna Bhatnagar
Professor
Dean-Graduate Programmes

It is always a pleasure to interact with the PGDM-BM (Erstwhile NMP) students. Executive insights in classes are a value add & we all look forward to teaching NMPians. They come with rich experience and from diverse backgrounds which makes peer to peer learning a great experience for the cohort. I am in touch with my NMP alums & also invite them to share insights with current batches on Talent analytics, Talent assessment etc. These experiences sharing classes are a bonus to our current students & are full of practical wisdom & knowledge.



Prof. Anjali Kaushik
Professor & Chair,
Information Management Area

PGDM-BM (formerly NMP) is MDI Gurgaon's flagship 18-month, full-time established residential program, renowned for shaping experienced professionals into future business leaders. Launched as the institute's first program, it brings together experienced participants with 3–8 years of diverse industry experience. This fully on-campus program fosters **rich peer learning, where participants exchange insights, broaden perspectives, and deepen classroom discussions through real-world experiences**. The 2025–26 batch is highly skilled in management frameworks, tools, and techniques, and adept at integrating their professional knowledge with new strategic concepts. As faculty members, it is a delight to engage with such an accomplished group of executives. For the industry, this program offers an excellent opportunity to recruit managers who can make an immediate impact on business outcomes. The PGDM-BM program is committed to delivering exceptional talent capable of driving business success and leadership excellence.



Prof. S. Veena Iyer
Associate Professor
Accounting & Finance

Our PGDM-BM cohort, as executive MBA participants, has an average work experience of 6–7 years. Having worked in organizations for this length of time, they understand how organizations work in terms of policies and procedures, people dynamics and politics, and, of course, their own domain. The PGDM-BM programme gives structure to their experiences and the understanding of business they carry from their workplaces; these are woven together with management theory and concepts to develop management insights. The programme broadens their horizon and perspective, and enables them to hit the ground running when they join an organisation. This group of participants is sincere, hungry to learn, and a pleasure to teach. Many of our alumni from the executive programs are CEOs and CXOs, besides of course, those who have been bitten by the entrepreneurial bug. Moving up the management ladder requires the ability to think big, quickly scan information, separate information from noise, connect the dots by critically thinking through situations and finally, articulate and communicate your thoughts, decisions and arguments effectively. Last but not least, the values of ethical conduct and sustainability are instilled through the course of the programme.

ALUMNI SPEAKS

MDI Gurgaon has a very strong legacy, being one of the early management institutions in the country. The alumni network across all the programmes offered is one of the largest.

MDI GURGAON Management Development Institute

TESTIMONIAL

Honestly, at 33 with a part time MBA to my credits, a fairly good job in hand and a loving family I was quite skeptical about a full time MBA from MDI. The initial part of the journey was indeed rocky with demanding assignments and rigorous timelines. Nevertheless, in hindsight, the grind only polished my edges and tremendously transformed me personally and professionally, opening up a great world of possibilities. If I am able to master change through thought leadership today, I owe it to MDI.

JITHIN PREM CHAND
Business Head, Synthesia Industries Ltd, Kochi, Kerala
PGDM BM (ERSTWHILE NMP)-29

MDI GURGAON Management Development Institute

TESTIMONIAL

My one year at MDI was a transformative experience, post which I have been working with Microsoft. While every aspect including the curriculum, peer learning, and extra curriculars gave me the opportunity to learn and grow, there are 3 facets that stood out in the long term: (1) The intense rigor and pace of the program equips one to develop an agile approach to problem solving (2) The myriad of ideas and activities help one appreciate new perspectives and develop skills in stakeholder management (3) The learning methodology prepares one to understand data and formulate insights for decision making in business. These facets have contributed immensely to my professional journey. I'm thankful to everyone powering this learning curve – professors, peers, and alumni."

SANYA DUGGAL
SMB Manager – Azure, Microsoft
PGDM BM (ERSTWHILE NMP)-32

MDI GURGAON Management Development Institute

TESTIMONIAL

My journey with MDI helped me pivot and break the conventional ceilings of strait-jacketed career. The one year of rigorous learning imparted by superb faculty, opportunities of extra-curricular, peer to peer learning and support from alumni prepared me to deal with uncertainties and strategize in VUCA world.

I am extremely grateful to MDI Gurgaon for improving my learning curve and exposing me to new managerial opportunities.

RUCHITA AGARWAL
Assistant Vice President, HSBC
PGDM BM (ERSTWHILE NMP)-32

MDI GURGAON Management Development Institute

TESTIMONIAL

Well frankly speaking, those 12 months were the best days of my life. Not because I could relive college days after few years in professional career but because each day brought some learning which was an experience in itself.

MDI's BM programme (erstwhile NMP) enabled me to take a holistic view of what present day leadership is all about and helped me transition to a leadership role in my next professional journey. I convey my deep-felt gratitude to my professors@mdl for not just imparting the knowledge but also exposing us to real industry problems. It made all the difference. Joining MDI was-is-will be one of my best decisions in transformation of my career.

ANUPAM KUMAR
Senior Customer Success Manager, Skanai
PGDM BM (ERSTWHILE NMP)-29

BATCH
PROFILE



BATCH HIGHLIGHTS

Hands-On AI Exposure - 70%
Tier 1 Institutes - 48%
International Experience - 42%



GENDER

Female - 35%
Male - 65%

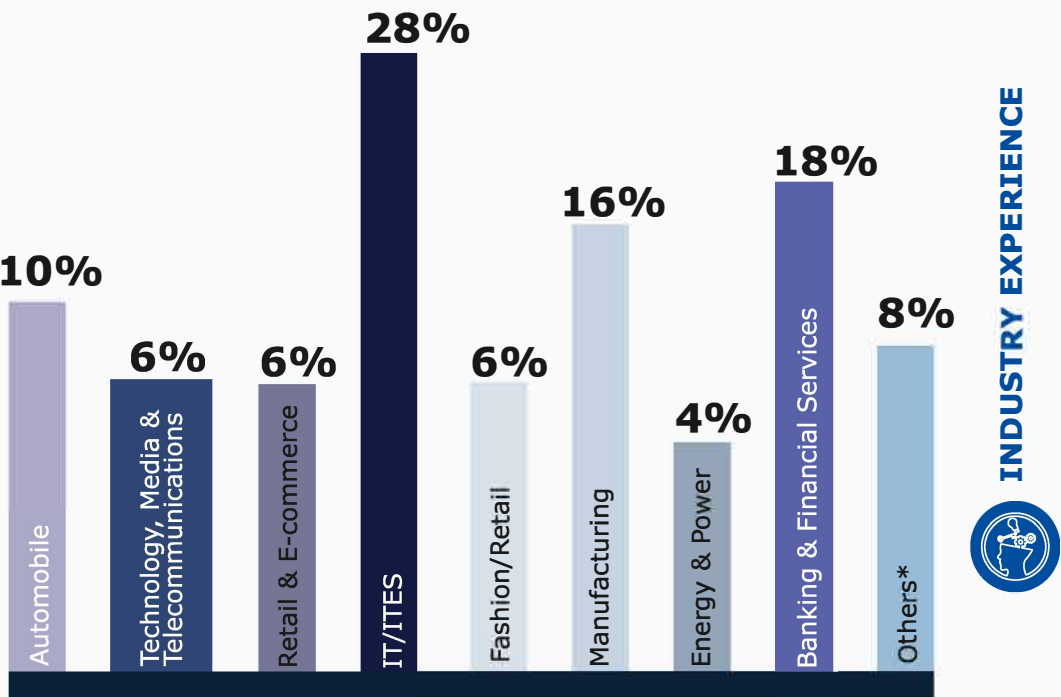


Self Sponsored - 50



PROGRAM HIGHLIGHTS

- Emerging Technology/AI Based Pedagogy
- 1:5 Student Faculty Ratio
- Student Driven Clubs & Committees

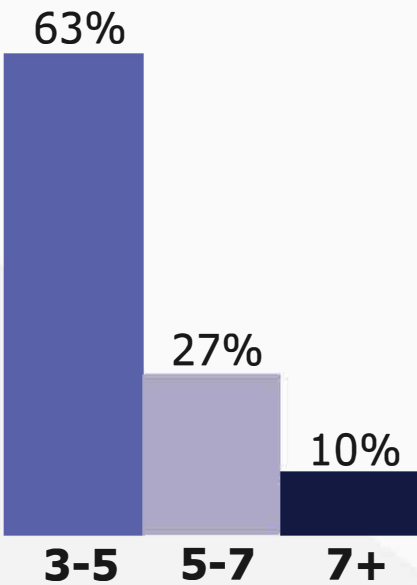


*includes advertising, real estate, hospitality, PR services,

INDUSTRY EXPERIENCE



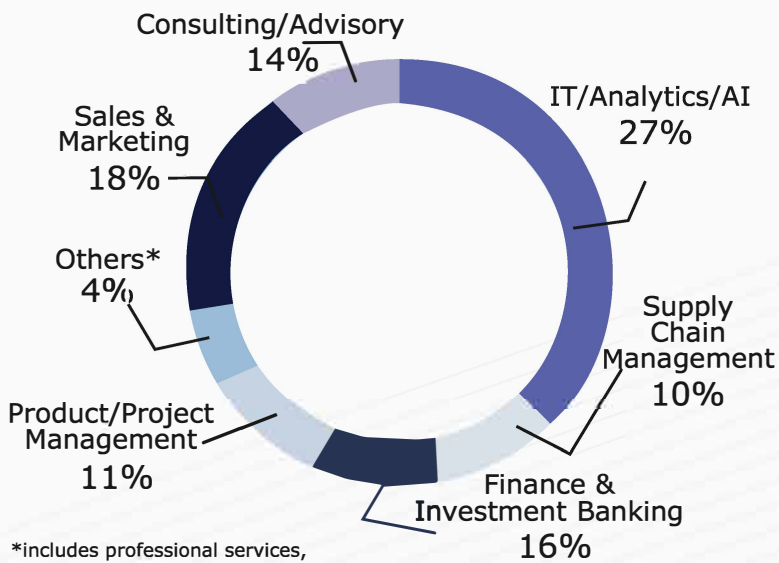
WORK
EXPERIENCE



Average
Work Exp.
5.16 years



FUNCTIONAL AREA EXPERTISE



*includes professional services, industry association, education



AVERAGE PACKAGE

INR 24.2 LPA



MEDIAN PACKAGE

INR 25.5 LPA



HIGHEST PACKAGE

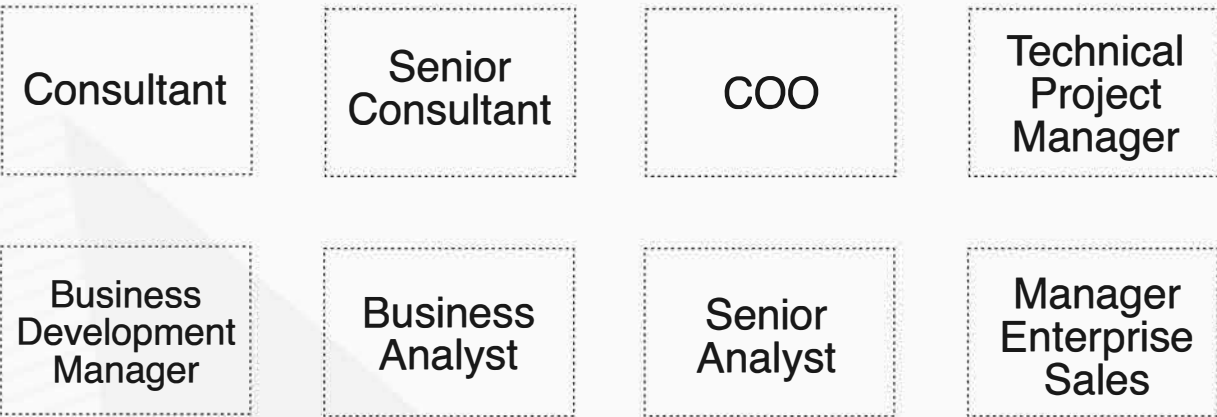
INR 45 LPA

OUR PROMINENT RECRUITERS



and many more...

MAJOR ROLES OFFERED



and many more...

WORK EXPERIENCE

36-59 MONTHS

ANANYA AKANKSHA

With 3 years of experience, I have effectively managed multiple aspects of retail banking, including credit underwriting, financial analysis & loan appraisal at Axis Bank, complemented by a solid foundation in auditing diverse clients at KPMG Global Services.



PULKIT BHATIA

Developed intuitive marketing strategies, streamlined RFQ management with CFTs, & enhanced financial forecasting through dynamic modeling for improved profitability & cross-functional collaboration.



36 months

WORK EXPERIENCE

Credit Manager: Axis Bank Limited

- Managed the underwriting process for personal loans, including assessing creditworthiness & evaluating financial statements.
- Analyzed credit reports, applicant financials & market conditions to make informed lending decisions.
- Performed financial statement analysis for ratio, cash flow, fund flow as well as a detailed borrower analysis.
- Collaborated with sales & operations teams to streamline loan processing and enhance customer experience.
- Mentored & conducted trainings for new employees.

Audit Associate: KPMG Global Services

- Conducted comprehensive audits of financial statements for diverse UK clients like Sheffield University, Rolls Royce, Harry Winston.
- Performed substantive analytical procedures on material items like Fixed Assets, Payroll, Cash.
- Prepared detailed audit reports, identifying key risk areas and providing actionable recommendations.
- Coordinated with clients, on-shore & internal teams to resolve audit issues and streamline processes.



ACHIEVEMENTS

- Secured an overall 95.56%ile in XAT out of 1.35 lakh candidates who appeared.
- Part of the Corporate Communications Committee.
- Active participation in CSR initiatives.
- Awarded "Kudos" for high levels of commitment & responsibility.
- Established & manage Instagram page for art, creating & selling artworks on commission 2021.
- Core member of the Social Committee at KPMG, responsible for planning events 2019.
- Volunteer at Umeed NGO 2018.
- Marketing & network handling for Academic.com 2017
- Worked as a campus influencer for Ray-Ban.



CERTIFICATIONS

- "Financial Markets" by Yale University, "Introduction to Finance and Accounting" by University of Pennsylvania 2024.
- CFA Level 1 candidate 2024
- KPMG Six Sigma Green Belt certification
- Retail Credit Management Certification by National Institute of Bank Management, Pune 2021

45 months

WORK EXPERIENCE

Business Analysis & Development

- Conducted Surveys to determine customer requirements & provide support to drive cross selling of products.
- Customer addition, reduced 100% dependency on one customer for airbag housing.
- Increased turnover by 40%. Number of airbag types increased from 1 to all 6 types as used in PV.
- Utilization of Airbag housings in different PV models increased from 4 to 10 models.

RFQ Monitoring

- Discussed Feasibility of parts with CFT. Reduced time to respond to each RFQ by 20%.
- RFQ Monitoring System revised for better visibility. Categorized in A-B-C Category based on priority of Business Value and SWOT for different customers.

Sales Planning & Budgeting

- Generated auto sales trends by collecting raw data using SIAM, FADA and ACMA.
- Maintained price indexation for parts & predicted growth and possible expansion.
- Frequent change in schedule from customer updated on weekly basis, 2 Months forecast, and hence RM Planning is easy.

RM Index quarterly change

- Excel Model prepared to easily predict the impact of RM increase or decrease on Monthly basis
- Negotiated with customer not to pass on all RM decrease to us.
- By informing process cost and inflation increase. Thus saved 1% on margin



ACHIEVEMENTS

- Secretary of Green Cult at MDI.
- Team Lead in Capstone project during my B.E.



CERTIFICATIONS

- CFA LEVEL 1 (Pursuing)
- Personal and Family Financial Planning
- Preparing data for analysis with Microsoft Excel
- Introduction to Time Value of Money
- Financial Statement and ratio analysis
- Financial Accounting Foundations
- Foundation of Project management



MANAN UPPAL

An innovative iOS developer with expertise in AI, data science, and UI development, proficient in Swift, C++ & Python, with experience in creating a wide range of iOS applications.

**AABSHAR AARIZ**

A dedicated professional with a passion for technology, focused on delivering innovative solutions, enhancing customer experiences, and leading teams to achieve impactful results, with 3+ years of experience in the education and tech sectors.

**ISHITA ASTHANA**

Accomplished business development professional & former research analyst with a strong track record in market research, data analysis, and client relationship management. Skilled in identifying growth opportunities, optimizing processes, and delivering strategic, result-focused solutions. Experienced in collaborating with cross-functional teams to achieve business goals and drive success across diverse industries.

**ABHINAV MISHRA**

As a seasoned IT professional with 3.5+ years of experience, I have worked as a techno functional consultant providing requirement analysis, data migration, report development and client engagement, specializing in Oracle BI Publisher, SQL, PLSQL & Oracle SCM (Order management, P2P) with a strong academic background & recognized for leadership & performance excellence at Infosys.

**39 months****WORK EXPERIENCE****Dilawari International**

- As a junior web developer, I optimized site performance by implementing lazy loading for images, reducing page load times by 30%. I also refactored JavaScript code, minimized CSS, and introduced caching strategies, enhancing the overall responsiveness and reducing server requests, which resulted in a 20% faster load time across key pages.

Cricbuzz

- As a junior iOS developer, I optimized app performance by implementing efficient memory management techniques, reducing app launch time by 25%. I refactored code for better Swift practices, integrated asynchronous data fetching with Grand Central Dispatch (GCD), and optimized network calls, leading to smoother UI transitions and a 15% reduction in overall resource usage.
- Developed Native ads improving revenue from ads
- Developed TvOS app from scratch for apple TV
- Prototype and developed short form content for cricbuzz
- Implemented live Activity and dynamic island for cricbuzz

**ACHIEVEMENTS**

- Science Olympiad City Rank 1-2014.
- Science Olympiad City Rank 1-2013.

**CERTIFICATIONS**

- Verzeo Data Science
- Verzeo Artificial Intelligence
- Verzeo Cyber Security
- iOS development Bootcamp – Angela Yu

48 months**WORK EXPERIENCE****Business Development Manager: Software Services & Solutions**

- Spearheaded resolution of a 5% decline in usage of student portal by introducing updates based on user feedback
- Enhanced e-education of more than 200 schools and colleges by offering them digital learning tools
- Increased overall customer satisfaction by 10% by establishing a resilient feedback and responsive mechanism, improved consumer loyalty by implementing a proactive customer support system to enhance repeat business
- Secured a 5% quality increase by mentoring colleagues through error analysis and by proposing solutions, achieved a 6% reduction in error rates using feedback loops for colleagues, promoting continuous improvements
- Achieved 8% increase in revenue of InternshipWALA.com by actively engaging with more than 7500 students by providing them customized solutions and tailored solutions that meet their unique needs
- Elevated student performance by more than 15% through introduction of a cutting-edge management system, improved student retention rates by 20% in over 5 schools via a comprehensive student support system

**ACHIEVEMENTS**

- Awarded highest performing team and acted as primary contact for 6+ teams to facilitate seamless workflow.
- Received the Spotlight Award for exceptional individual contribution to the success of the Internship WALA platform, honored as the Best Online Platform for Internships in 2021 by Business Mint.

**CERTIFICATIONS**

- Microsoft Power BI by Udemy
- PMP Certification by Udemy

**42 months****WORK EXPERIENCE****Business Development Manager, Zenith Windows Solutions**

- INR 25 lakhs worth repeat orders driven by regular customer engagement.
- Achieved 10% growth in revenue by securing a contract with a leading client.
- Secured 2 new prospects weekly by identifying UPVC product requirements in local real estate projects.
- Expanded the Delhi NCR market client-base in housing and commercial sectors.
- Added 100+ prospects to a comprehensive database to enhance product sales.
- Completed NBCC registration, placing the company in the government-approved vendors list.
- Earned Award certificate for achieving a contract worth INR 50 lakhs, boosting business growth.

Research Analyst, Vista Communications

- Accomplished INR 85 lakhs sales growth over two years (FY 22-23) by integrating customer needs with market trends.
- Gained INR 15 lakhs cost savings through successful negotiation with vendors and suppliers.
- Enabled 10% faster decisions making through data streamlining to facilitate client requirements finalization.
- Resolved 14 complaints monthly by teaming with IT and product development teams.
- Facilitated 100% operational efficiency by improving communication between lead managers and supply chain teams.
- Created and integrated 1 MIS into Excel to effectively manage monthly sales data.
- Provided monthly cost-tracking updates through a specialised cost-reduction tracker

**ACHIEVEMENTS**

- Secured sponsorship from 5 brands for the Youth Fest at Amity University, U.P.
- Led the Volunteer Committee for the Youth Fest at Amity University, U.P.

**CERTIFICATIONS**

- KPMG Six Sigma Green Belt Certification
- Google Data Analytics Certification (Pursuing)

**43 months****WORK EXPERIENCE****Technology Analyst: Infosys Ltd**

- Responsible for analyzing client requirements, collaborate with stakeholders to create technical specifications, designing and implementing technology solutions & ensuring thorough testing and quality assurance.
- Support clients through effective communication, provide troubleshooting and support to resolve technical issues.
- Developed and modified business report templates using BI Publisher plugin for word to build the data insights in desired formats for business users.

Senior System Engineer: Infosys Ltd

- Requirement Analysis for report from various modules to enable business-oriented data presentation.
- Design and auto scheduling using triggers of periodic reports for different modules of supply chain.
- Coordinate between functional team & lead during the report development and implementation.

System Engineer: Infosys Ltd

- Design Workflow using workflow builder to channelize various reports for different business units of the organization.
- Proposed & headed to develop ad hoc report pool for multipurpose use of business to make it time efficient for users.
- Reduced runtime of critical interfaces by fine tuning the code bringing it down from 30 min to 5 min runtime.

**ACHIEVEMENTS**

- Achieved INSTA RISE AWARD in Aug 2021 in Infosys for resolving issues and providing solution independently.
- Had been tagged as 'Resilient Champ' and 'Rising Star' for outperforming as solution provider.

**CERTIFICATIONS**

- Lean Six Sigma by KPMG (Pursuing)
- Advance Excel (Pursuing)

KHUSHINDER GUPTA

A digital marketing professional with 43 months of experience, specializing in programmatic media and campaign management, focusing on account management, data analysis, and campaign optimization.

**KRITIKA DHAWAN**

A highly analytical & results-oriented merchandising professional with 43 months of experience driving profitability and efficiency improvements in the apparel industry. Proven success in product development, costing & planning, consistently exceeding targets & fostering strong client relationships. Seeking a challenging role leveraging my expertise in global brands and private labels.

**SHUBHI AHLUWALIA**

Results-oriented finance professional leveraging data-driven insights to optimize processes, ensure regulatory compliance, and contribute to strategic decision-making within multinational organizations, seeking a challenging role in strategic financial management.

**MEHOOL GUPTA**

Pairing action with knowledge & tact with empathy are his 2 strong beliefs. A Dynamic professional with 3.5 years of experience in the financial services industry, complemented by a passion for extracurricular pursuits, including dramatics, music, sports, event planning, and hosting.

**43 months****WORK EXPERIENCE****GroupM Media Pvt Ltd: Manager, Programmatic Marketing**

- Managed 4 crore monthly budget across 10 sub-accounts, boosting brand consideration for a major Indian automaker.
- Streamlined reporting processes, reducing preparation time by 30% through automation.
- Led 15+ campaigns monthly, optimizing creatives and ad placements, achieving over 1% CTR.

Convonix India Pvt Ltd: Associate, Performance Media (Nov 2021 – Nov 2023)

- Planned & executed digital campaigns for 10+ Indian brands, focusing on awareness, consideration & conversions.
- Achieved a 30+ ROAS for an e-commerce client and reduced customer acquisition costs by 30% for a fintech client.
- Enhanced brand consideration by 15% for a media client and recommended successful YouTube campaigns for a cosmetics client.

Omnicom Media Pvt Ltd: Associate, Digital Services (Nov 2020 – Nov 2021)

- Automated reporting templates for 20+ clients, improving efficiency and ensuring 90% accuracy.

**ACHIEVEMENTS**

- Star Performer of the Month for reducing customer acquisition costs (Jan 2023).
- "Rise & Shine – On the Spot Award" for excellence in data analysis (Sep 2021).

**CERTIFICATIONS**

- Appsflyer Essentials Certification
- Amobee Campaign Manager
- Edge Academy: Marketing Foundations & Trading Essentials Certification
- MICA Digital Marketing Certification
- MICA Social Media & Content Marketing Specialization Certification
- MICA Branding & Communication Specialization
- Learning Canva Certification by LinkedIn Learning
- Fundamentals of Digital Marketing Certification (Digital Garage)

43 months**WORK EXPERIENCE****Product Development Merchandiser - Shahi Exports Pvt. Ltd**

- Drove 22.4-28.7% increase in order volume for Walmart's Free Assembly & JCPenney menswear lines respectively within one year, exceeding targets & contributing to substantial overall profitability gains.
- Spearheaded all stages of product development enhancing process efficiency by 36.8% and reducing production errors by 14.4%.
- Successfully collaborated & planned product range for a new major brand for JC Penny Mens.
- Negotiated product costs with brand teams, boosting profitability by 18-21.3% for Free Assembly & JCPenney brands while achieving a 97% on-time delivery & launch rate through meticulous T&A planning.
- Cultivated strong client relationships, ensuring high satisfaction.

Asst Product Development Merchandiser - Pee Emporo Exports Pvt. Ltd

- Successfully managed key account of premium brand Aerie and Unsubscribe of American Eagle Outfitter.
- Achieved a 79% conversion rate from sampling to final order booking through effective product development and on time deliveries.
- Increased repeat business by 27% through strong client partnerships.

ACHIEVEMENTS

- Published research paper on the "Development of mastectomy bra for Breast Cancer Survivors" in Springer & represented my work at HWWE conferences in 2021.
- Awarded from NIFT for most commercially viable research project.

CERTIFICATIONS

- Strategic Management from Copenhagen Business School
- Brand Management from University of London (Pursuing)
- Google Data Analytics Professional Certificate (Pursuing)
- Strategy and Game Theory for Management from IIM-A

**43 months****WORK EXPERIENCE****Finance Associate - Srijan Technologies Pvt Ltd (A Material+ Company)**

- Key contributor to multi-entity, multi-currency accounting across three countries, ensuring compliance with US GAAP, Indian standards, and FEMA regulations.
- Optimized documentation processes in collaboration with STPI and RBI, and achieved a 63% reduction in SOFTX compliance pendency from 2014 to 2021.
- Spearheaded improvements resulting in a 3.45% faster month-end close and a 14.5% reduction in manual effort, managing 100+ daily transactions.

Finance Executive - Indiventy (MSME)

- Ensured 100% Regulatory Compliance including GST and TDS, mitigating risk & preventing penalties, resulting in zero compliance-related fines.
- Enhanced billing accuracy by 18%, boosting cash flow by 11% and decreasing late payments by 14%.
- Negotiated contracts with 7 key vendors, securing an 8% cost reduction while maintaining compliance.

**ACHIEVEMENTS**

- Secured a highly competitive internship at NITI Aayog, India's premier policy think tank, where I developed a comprehensive strategy for the burgeoning Indian semiconductor industry. This involved analyzing 12 central government schemes to identify synergies, optimizing the Production-Linked Incentive Scheme & proposing efficient ITI cluster locations for skilled workforce development.
- Represented my institution at the International MUN Online Conference 2021.
- Created engaging educational content for Business Studies (CBSE Class XI), resulting in over 75,000 YouTube views.
- Awarded "Best Delegate" at the College SDMUN 2019.

**CERTIFICATIONS**

- Mergers & Acquisitions- University of Illinois Urbana-Champaign
- Google Business Intelligence Professional Certificate
- EDMPS & IDPMS (FEMA & FERA Act)-Princeton Academy Corporate Training
- Financial Markets-Yale University
- Forensic Accounting and Fraud Examination-West Virginia University
- Supply Chain Finance & Blockchain Technology-New York Institute of Finance (Pursuing)
- Business Strategy Specialization-University of Virginia (Pursuing)

44 months**WORK EXPERIENCE****NatWest Group: Senior Analyst**

- Maintained 100% quality with zero SLA breaches in Payment Operations by managing reconciliations, controls, and timely financial reporting using MS Excel.
- Created 1000+ detailed data reports, process flow charts, and SOPs, improving operational clarity and driving a 30% improvement in process standardization and compliance adherence.
- Promoted to Senior Analyst; boosted team efficiency by 20% through strategic operations management, output verification, and query resolution.
- Identified SEPA account risks in SWIFT Payment workflows, enhancing resilience and reducing flagged incidents by 20% during the Russia-Ukraine conflict.
- Earned Star of the Month award 3x for outstanding performance during COVID-19 operational challenges.

American Express: Senior credit specialist

- Business Analyst specializing in US Fraud and Credit networks, Spearheaded data-driven analysis that improved fraud detection accuracy by 15-20%, supporting strategic decision-making and operational excellence.
- Managed and optimized 3+ credit system platforms, leading to a 25% reduction in false positives and enhanced real-time fraud monitoring efficiency.
- Reduced fraud-related risk by 30%, saving \$5M+ annually by proactively identifying and dismantling fraud rings.
- Spearheaded 12+ team talks and town hall initiatives, boosting cross-functional collaboration and team performance.

ACHIEVEMENTS

- CFA Level 1
- Certified in Sustainability, and CSR Workshops.
- Completed finance certifications in Stock Market Trading, Personal Finance, and Startup India from NISM and related platforms.
- Completed live projects and job simulations with Bank of America, Citi, KPMG, BCG, and JP Morgan.

CERTIFICATIONS

- KPMG Lean Six Sigma Green Belt
- SQL & Python
- Business communication
- AI/ML
- Data Analytics



RITAM MEDIRATTA

As an ambitious and driven professional with over 3 years of experience, I have successfully managed various facets of supply chain management including procurement, inventory management, sourcing & logistics. With exposure to international transfer pricing transactions from Europe & remote inventory management for sites in North America, I've had considerable exposure to global stakeholder management.



SHIVANI BEDI

A dynamic, result-oriented professional with proven expertise in stakeholder management, market strategy and policy advocacy, driving impactful business growth & global engagements in high-stakes environment.



RISHABH N NAGARKAR

As an Electronics Engineer with 3 years of work-ex in the Semiconductor Industry & 1 year of work-ex in Consulting, I have worked on a wide range of projects from go-to-market strategy, rep targeting to end-to-end designing of CMOS Image Sensors for Space, Medical and Industrial applications.



KRISHNA VATSA

As a seasoned technology professional with nearly 4 years of experience, I have successfully led and contributed to diverse teams & managed end-to-end delivery of complex technology projects across full stack development, data analytics & AI-driven solutions. My expertise spans software development, project lifecycle management, and client engagement, where I have consistently driven innovation, efficiency, and growth.



44 months
WORK EXPERIENCE

Inventory Analyst: Valmet Technologies Pvt. Ltd. (Oct'22 Jun'24)

- Decreased total inventory by 10% for North America region: Optimized inventory levels resulting in \$3M decrease in total inventory via planning and control.
- Achieved \$1M reduction by reviewing OSMI inventory and coordination with business units to identify potential customers for sale/scrap the shortlisted products.
- Saved \$0.5M by recommending products for CCC sourcing: Identified products to move manufacturing from high-cost countries (USA and Canada) to low-cost countries (India).
- Reconciled Inventory worth \$7M after implementation of new ERP software (Infor LN) preventing disruption in manufacturing activities due to incorrect inventory levels.

Purchasing Coordinator: Valmet Technologies Pvt. Ltd. (Nov'20-Sept'22)

- Coordinated inter-company purchase activities to ensure compliance of transfer-pricing policy implemented in 2021. (Transaction worth: \$2M)
- Mentored new recruits to acclimatize them to the company culture via "Buddy Program" and facilitated their ERP training.
- Executed procurement and sourcing activities for customers in India, Asia Pacific and Europe achieving savings of 30%. (Transaction worth: \$0.25M)
- Formalized "Supplier Innovation Process" to onboard and encourage supplier to provide innovative ideas to facilitate "Design to Cost" savings.
- Formulated the "Procure to Pay" process to enhance the efficiency & ensure segregation of duties within the Supply Chain team.

ACHIEVEMENTS

- Appreciation certificate received from Director-Asia Pacific for "Excellence": 2024.
- Received a Certificate of Appreciation from India management team for successful set-up of the Filtration Unit in Pune, India: 2021.
- Ranked 1st for academic performance in 4th semester & 2nd semester of under-graduation: 2015-16.

CERTIFICATIONS

44 months
WORK EXPERIENCE

Executive Officer, SIDM c/o Confederation of Indian Industry (CII)

- Generated over INR 80 lakh in revenue across memberships, events & engagements & sponsorships (from FY 2021 till Aug 2023), demonstrating a strong focus on ROI and operational excellence.
- Strategically engaged with senior Ministry of Defence officials, Tri-Services, Defence Attachés & industry leaders to drive impactful collaborations and long-term partnerships.
- Built a high-performing network across domestic & international markets, identifying opportunities & delivering solutions in-line with the organizational goals.
- Strengthened global outreach of the Indian defence industry & SIDM through targeted engagements across 35+ countries, including leading industry delegations to Russia alongside a G2G engagement and the Paris Air Show, in 2023.
- Influenced key policy changes and formulations such as DAP 2020, Positive Indigenisation Lists, aligning government frameworks with industry interests.
- Facilitated the first indigenous procurement of drones during the Galwan crisis, at the peak of COVID and executed a first of its kind Unmanned Ground Vehicle (UGV) experiment for the Indian Army.
- Conceptualized & executed engagements, seminars & events aimed at enhancing the market positioning of the Indian defence industry and knowledge building.
- Enhanced SIDM's brand equity via stakeholder management, social media campaigns and impactful newsletters.

ACHIEVEMENTS

- Awarded Certificate of Appreciation by ADG, Army Design Bureau for 'esteemed contribution in planning, implementing and promoting capability building of Indian defence industry'.
- Secured 1st Place in SRCC's 'Capture the Moment' photography competition held as a part of the Ideation Summit in 2017.
- 1st Position in Caption Writing Competition organized by India-Brazil Youth Forum, Global Youth in 2016.

CERTIFICATIONS

- Google Data Analytics (Pursuing)

45 months
WORK EXPERIENCE

Analog Design Engineer: Caeleste, Belgium

- FLAMES**
 - Flash-LiDAR image sensor engineered for 20% more successful landing in space missions.
 - Designed & executed a comprehensive scheduling framework reducing project overlap by 25%.
 - Collaborated with clients & designers to reach the optimal solutions.

NITARA

- Long-term project for designing brain-computer interface chips to surpass state-of-the-art by 15%.
- Maximized output by 20% with designers, testing team & client side

ASTRID

- Readout-IC for near-infrared & visible light, improvement of 10% over previous designs.
- Cross-participation of functional teams increased efficiency by 30%.

Decision Analytics Associate: ZS Associates India Pvt. Ltd.

- Ownership of 70% EMEA data for client's glucometers & strips sales.
- Performed competition benchmarking on a monthly basis.
- Analyzed data was incorporated for better rep-targeting strategies, improving figures by 30%.

Coordinated directly

- Implemented & upgraded the existing Dashboard reporting across all EMEA teams.
- 20% improvement in efficiency was observed
- Managed Quality Assurance of the reports & ensured timely data collection & analysis.
- Conducted knowledge for new team members, increasing onboarding efficiency by 15%.

ACHIEVEMENTS

- FLAMES-High Speed Flash-LiDAR CMOS Imager for Landing Missions published in Springer.
- A visible light & NIR hybrid CMOS image sensor presented at ESA, Noordwijk, The Netherlands.
- 2nd/120 teams in Sales Presentation & 13th overall in BAJA SAE India 2016 held at NATRAX, Pithampur 2016.
- 13th/100 teams in BAJA Student India held at Buddh International Circuit, Greater Noida 2016.

CERTIFICATIONS

- Lean Six Sigma Green Belt – KPMG

46 months
WORK EXPERIENCE

Associate Consultant: KPMG Global Services

- Spearheaded the development & maintenance of Software-as-a-Service (SaaS) applications – Worked as per full stack approach from front-end design to robust back-end logic & seamless database integration.
- Successfully managed & led multiple projects across diverse clients. Formulated Project Planning, did execution & delivery as per Agile Methodology. Mentored over 30 employees, fostering growth and excellence within the team.
- Developed reusable code components & created a shared resource repository, reducing development time by 30% & saving 25% in project execution time.
- Delivered projects 3 weeks ahead of schedule, allowing additional features to be included in the MVP before production, improving project outcomes.

Software Developer: Larsen and Toubro Infotech

- Implemented a Self-Service page for one of the largest banks, optimizing legacy code & improving application flow, which reduced network wait times by 70%.
- Provided critical production support by resolving defects, restructuring SQL queries, stored procedures, and functions, reducing production tickets by 75%.

ACHIEVEMENTS

- KPMG Above & Beyond Award and KPMG Kudos Award for exceeding all expectations and delivering exemplary work.
- Oracle Certified Associate (OCA) Java SE 8 Programmer (1Z0-808)- 96%.

CERTIFICATIONS

- Oracle Certified Associate (OCA) Java SE 8 Programmer (1Z0-808)- 96%.
- KPMG Six Sigma Green Belt.
- Google Project Management.
- Post Graduate Certificate Program – Data Science and Machine Learning – IIT Roorkee.



KSHITIJ SHARMA

Sales leader with 4 years of experience driving B2B revenue growth, increasing client retention and delivering exceptional results in both domestic and international markets.



SHOBHIT JAIN

A seasoned professional with about 4 years of experience in product development, project management, and process design. Has led projects that optimized processes and reduced costs, including managing a team of 8 engineers using Agile philosophy achieving significant time and resource savings.



46 months

WORK EXPERIENCE

Senior Enterprise Sales Manager: Cleartax

- Managed a portfolio of 40 enterprise clients having 5.6 crore of annual recurring revenue.
- Handling strategic accounts having turnover more than 1500 crore efficiently and effectively.
- Performed on increasing the net retention rate of the company and increased that from 90% to 120%.
- Significantly decreased the churn from 20% to 4% by doing regular health check meetings.
- Expanding revenue by strategically doing upselling and cross selling initiatives.
- Delivered 132% of my overall net new deals target consistently and successfully, surpassing the set goals.
- Achieved the highest revenue deal from north region worth 56 Lakhs by effective negotiation.
- Expanded E-invoicing for Saudi Arabia market within 30 days of announcement from government of Saudi Arabia.
- Secured high value accounts such as Landmark group for 1.2 crore by providing consulting services.
- Developed strategic sales plan, customer presentation, product proposal and conducted webinar which resulted in net sales of worth 42 crore.



ACHIEVEMENTS

- Won sharpshooter award for 3 consecutive years for overachieving the target by huge margin.
- Won 2 Spartans award for helping the product team in designing the product according the customer needs.
- President VLSI Club



CERTIFICATIONS

- Lean Six Sigma Green Belt from KPMG (Pursuing)
- Negotiation: A Strategic Playbook for Becoming a Principled and Persuasive Negotiator from Yale University (Pursuing)
- Value Selling and large deal from GO PUSH Consulting



46months

WORK EXPERIENCE

Design Engineer: Vegazva Engineering Private Limited

- Led an 8-member team to develop CAD automation tools using Agile philosophy to achieve 95% accuracy.
- Engaged with various project stakeholders to ensure seamless coordination and execution of 4 projects.
- Communicated with U.S.A. team of client to understand their requirement for the project.
- Secured three additional projects from the client, contributing approximately INR 45 lakhs in business value to the company and strengthening client relations through successful project delivery and exceptional service.
- Managed project deadlines and resource allocation to ensure timely and successful project delivery.

Design Engineer: Sphinx Worldbiz Limited

- Conducted A/B testing on over 1000+ customer inputs to evaluate different design options, identifying the optimal indoor air conditioner model that aligned with user preferences.
- Applied data analysis techniques to identify cost reduction opportunities resulting in 12% cost savings.
- Spearheaded benchmarking of competitors products, generating cost- savings up to 15% per product
- Corresponded with cross functional team for product development from prototype to final product.
- Managed a 3rd party consultant team to implement Windchill for product lifecycle management using Scrum Methodologies to ensure iterative progress achieving 30% reduction in product development time.



ACHIEVEMENTS

- National winner in Carrier badminton tournament for engineering team 2022.
- Winner of annual badminton tournament organized between 12 engineering colleges of Greater Noida 2016.



CERTIFICATIONS

- Meta, Principles of UX/UI Design
- University of California, Davis Market Research Specialization
- IBM AI product management



LOKESH YADAV

A highly skilled and results-oriented project manager with 4 years of experience and expertise in solid waste management, demonstrating a proven track record of successfully planning, executing, and overseeing complex initiatives from conception to completion within time and budget constraints.



48 months

WORK EXPERIENCE

Planning Head: Gruner Renewable Energy Pvt Ltd

- Led 10 Waste-to-BioCNG Projects pan-India (Client: Reliance Industries Limited) worth INR 950 Crore, reducing project delivery times by 20% through optimized planning. Developed a centralized document repository improving retrieval times by 80% and created a Procurement Tracker increasing equipment transit accuracy by 40%.

Project Coordinator: Ever Enviro Resource Management Pvt Ltd

- Coordinated 16 Waste-to-Biogas projects under the PPP model, boosting Net Revenue Ratio by 5% via plant design optimization and saving 12% of the budget through cost monitoring. Mitigated monsoon-related risks by 95% and introduced a "war room" concept to streamline communication and reduce conflicts.

Sr. Executive: JBM Group

- Advanced through roles at a Waste-to-Energy Plant, from Engineer Trainee to Shift Incharge, demonstrating leadership across construction and operations. Increased team productivity by 15% and contributed to the commissioning of critical systems, including boiler, turbine, and environmental controls.



ACHIEVEMENTS

- Management Consulting Fellowship Program by Grow Junction with mentors from Deloitte, Bain & Co., KPMG.
- Live Project with Moglix, focusing on planning a bio-briquetting plant through comprehensive research on demand and supply across India.
- Published 2 papers in International Journal of Advances and Scholarly Researches in Allied Education (JASRAE) Volume 20 Number 3.



CERTIFICATIONS

- Strategic Management - Copenhagen Business School
- Brand Management: Aligning Business, Brand and Behaviour - University of London, London Business School
- Lean Six Sigma Green Belt - KPMG



MRITYUNJAI KR. BHAGAT

With 4 years of experience driving multimillion-dollar revenue growth and market expansion, I've led high-impact initiatives across B2B and B2C sectors, optimizing operations, securing strategic partnerships, and delivering consistent value to stakeholders



48 months

WORK EXPERIENCE

Head of Business: EarthtronEV

- Achieved monthly revenue of 2.5cr within the first 10 months of inception amplifying revenue by 30%.
- Secured stakeholder investments in 50+ new locations.
- Reduced amortization of points by 50% by negotiating strategic partnerships.
- Expanded the B2B vertical in 4 new locations.
- Established partnerships with major EV mobility companies contributing 35cr to annual turnover.
- Developed an internal tech team reducing costs of infra by INR0.65 per sqft.

Senior Manager: Relevel by Unacademy

- Achieved highest team revenue of 24 lakh during the pilot month for new automation process.
- Partnered with 5 category teams to enhance the lead quality.
- Reduced initial lead contact & query response time by 40% using advanced strategic data analysis.
- Engineered detailed reports and tracking modules & integration with CRM for efficiency.

PlanetSpark, BDM TL

- Generated revenue by strategic direct outreach leading a team of 11.
- Oversaw administrative, HR & marketing, ensuring streamlined operations

Byju's Exam Prep

- Driving sales for the PG courses category
- Achieved monthly targets of 60L with team of 10



ACHIEVEMENTS

- Spearheaded creation of EarthtronEV's B2C vertical, successfully establishing a pioneering new business venture
- Successfully handled market expansion into new Eastern Territories
- Achieved highest team revenue in the Pilot month



CERTIFICATIONS

- Certified in Business English Proficiency by Cambridge University
- Certified Green Belt Lean Six Sigma
- Certified in Digital Marketing
- Social Media Marketing by Meta
- Google Data Analytics



ANIRUDH DEEPAK NARAYANAN

Lean Six Sigma Green Belt certified Manufacturing Engineer with 4+ years of experience in project management, process improvement, and product development in the medical device industry, specializing in FDA compliance and operational efficiency.



PRATIK VIJAY AYARE

Experienced supply chain professional with 51 months in supply chain planning, project management, process optimization & delivering measurable improvements in operational efficiency and cost reduction.



46 months

WORK EXPERIENCE

Manufacturing Engineer: ZOLL Manufacturing Engineer

- Managed a project to integrate service & manufacturing lines for the development of LifeVest® cardiac defibrillator device. Contributed to Project Scope, Risk Analysis and Mitigation with a cross functional team to ensure successful implementation.
- Orchestrated a project to upgrade 17,646 patient hotspot devices to connect to the 4G network after 3G was turned down in 6 months. Achieved a success rate of 95% completion against the targeted rate of 80%.
- Devised service and manufacturing processes and documentation including line layout, work instructions, Validation Plans, PFMEA and equipment documentation.
- Provide Design for Manufacturing (DFM) and Service (DFS) inputs to improve design requirements and specifications for manufacturability and service of new products being developed in the ZOLL pipeline.

Manufacturing Engineer: Livanova PLC

- Established requirements and line layout for manufacturing and service of LIFESPARC Controllers in conformance with Electro Static Dissipative (ESD) requirements.
- Collaborated with R&D and supply chain engineers to establish and implement new packaging protocols to reduce scrap due to transportation and material handling by 20%.
- Coordinated with R&D and cross functional teams to complete design transfer of LIFESPARC products to manufacturing.
- Implemented lean tools & culture including 5S & standardized work to scale up manufacturing and reduce cycle time by 27%.
- Created & implemented documentation as per CFR 820, ISO 13485 and ISO 14971 requirements.



ACHIEVEMENTS

- Awarded a one-time bonus of Rs 60,000 for going "Above and Beyond" in achieving project goals



CERTIFICATIONS

- Lean Six Sigma Green Belt- Wayne State University
- SolidWorks-CADIMENSIONS



51months

WORK EXPERIENCE

Analyst - Planning: Timken India Limited

- Demand Forecasting:** Led pre-consensus and Sales & Operational Planning (S&OP) meetings with sales, marketing, and finance teams to finalize monthly rolling forecasts, improving forecast accuracy by 9%.
- Supply, Inventory & Operational Planning:** Monitored plant production capacity and efficiency to maintain stock levels and on-shelf availability at 90% for forecasted products.
- Inventory Management:** Deployed safety stock for finished goods and components, increasing material availability by 15% & reducing premium movements by 21%.
- Change Management:** Streamlined Management of Change process, aligning global production with Jamshedpur plant to reduce lead time and improve customer satisfaction.
- Continuous Improvement:** Enhanced operational excellence, driving inventory optimization and achieving annual sales increase of INR 150 million.

Officer - Demand Planning & Replenishment: Radhakrishna Food and Private Limited

- Demand Planning:** Achieved a 12% improvement in forecast accuracy through historical data analysis and future projections for 500+ SKUs across 30+ vendors. Addressed inventory risks with actionable strategies.
- Vendor Management:** Coordinated with logistics teams to ensure timely deliveries by tracking purchase orders and monitoring KPIs like inventory levels and on-time delivery rates.
- Project Management:** Implemented a Transport Management System (TMS) across 6 distribution centers, ensuring operational efficiency and resolving user issues through root cause analysis.
- Solution Implementation:** Reduced transportation costs and improved workflow by deploying Optimization Planning tool.



ACHIEVEMENTS

- Represented Triumphant Racers in the Formula Bharat competition.
- Successfully managed an Arduino based Robotics workshop.
- Achieved runner-up position in the Kabaddi competition organized by the District Sports Organization.



CERTIFICATIONS

- KPMG Lean Six Sigma - Green Belt
- Google Project Management



ANMOLDEEP KAUR

Experienced Professional with over 4 years of experience in both product & service-based firms, specializing in big data management and end-to-end software development. Proficient in handling large datasets, optimizing data pipelines & deploying scalable solutions. Having a strong analytical mindset and a results-driven approach to solving complex challenges.



53 months

WORK EXPERIENCE

Software Developer II: S&P Global

- Developed & deployed a UI module for financial estimation metrics.
- Enhanced the alerts module of an in-house product, increasing subscriptions by adding new alert categories using Durandal JS and Knockout JS.
- Improved page load performance by 20% through backend SQL procedure optimization.
- Collaborated with the product team to deliver user-centric features, boosting engagement.
- Created 500+ new KPIs for a revenue-synergy project, accommodating new data indicators.
- Mentored three interns, facilitating onboarding and product knowledge transfer.
- Improved data retrieval efficiency by 10% through SQL query optimization.

Software Engineer: Nagarro Software Pvt. Ltd

- Led the migration of the company's framework architecture from Cloudera to Amazon EMR, enhancing system performance and achieving cost savings.
- Enabled marketing automation for HCP data flowing to downstream applications
- Configured EMR infrastructure to efficiently load data from Amazon S3 to a Hive-based datalake.
- Partnered with clients to create a robust datalake as a single source repository in Hive.
- Optimized big data queries, improving performance by 20%.
- Implemented CI/CD pipelines using Azure DevOps for streamlined build and release processes.
- Managed big data systems handling over 5 TB daily, ensuring data reliability for healthcare professionals.



ACHIEVEMENTS

- Received recognition of "Quick Learner" from Nagarro on basis of client feedback.
- Successfully Organized a corporate event as a member of Events Committee, S&P Global, managing a footfall of 2k-3k people.



CERTIFICATIONS

- Lean Six Sigma (Green Belt) by KPMG
- Microsoft Business Analyst Professional Certificate (Ongoing)
- Microsoft Business Analyst Professional Certificate (Ongoing)



VIDIT BHARGAVA

An accomplished Audit and Recovery professional with 4.6 years of experience. Have expertly managed commercial income audits, recovery processes, risk assessments, and cross-functional collaborations, delivering significant cost savings & improving financial integrity for large-scale operations.



54 months

WORK EXPERIENCE

Senior Analyst – Audit & Recovery: Tesco

- Audited promotion & agreement data, identifying £3.7M in financial gaps and implementing solutions that saved £1.5M.
- Recovered £1.2M by analyzing structured and unstructured retail transactions and financial data, ensuring timely receipt of commercial income.
- Processed £2M in claims, resolved margin discrepancies, and recovered £500K.
- Identified & recommended improvements to internal controls and procedures to mitigate risks & enhance operational efficiency
- Designed an Excel dashboard for commercial income visualization, automating analysis & reducing processing time by 95%.
- Delivered training sessions on policies, procedures & best practices, reducing errors while improving operational integrity



ACHIEVEMENTS

- Won Spotlight Award for pioneering audit expansion and overcoming challenges.



CERTIFICATIONS

- Certificate of Lean Associate by BQF
- "Silver Level – Retail Certification Programmed by Tesco Certificate
- Finance Fundamental by Bloomberg (Pursuing)



SAURAV DAM

With over 55 months of experience, I have significantly improved risk management, compliance, and operational efficiency, including reducing processing time by 70%, cutting legal risks by 25%, and increasing process efficiency by 30% across multiple projects.



APOORV SAXENA

Astute & tenacious Business Development Manager with expertise in B2B sales, digital marketing & relationship management. Proven success in driving results for government & corporate clients through strategic planning, process optimization & impactful brand management.



MALIKA SINDHU

Experienced IT manager with 4+ years in delivering innovative IT solutions and building secure cloud infrastructure. Proficient in IT security implementation, data management, and designing custom software solutions for the IT security sector.



55 months
WORK EXPERIENCE

- Consultant: Grant Thornton Bharat LLP**
- Developed an Excel Macro that reduced processing time by 70%, improving inbound processing efficiency.
 - Implemented risk & compliance testing protocols, reducing legal risks by 25% for international operations and ensuring thorough regulatory compliance.
 - Designed a testing protocol for a new portal integration, improving process efficiency by 30%.
 - Conducted regular training sessions, increasing policy adherence by 40% and fostering a culture of compliance.
 - Managed national and international compliance checks, ensuring 100% adherence to industry standards.

- Junior Analyst: Aon Consulting Private Limited**
- Managed the end-to-end RFI process, increasing response accuracy by 35% and enhancing client satisfaction.
 - Created Power BI dashboards, providing insights for strategic decision-making and improved performance metrics.
 - Led the Plan Update Project, ensuring timely updates that improved client satisfaction through accurate plan information.
 - Improved data accuracy by 20% through effective data mapping and sequence refresh projects.
 - Managed daily operational tasks, ensuring 100% completion rate for market security and financial ratings.

ACHIEVEMENTS

- Team of the Quarter Award, Grant Thornton (2024)
- Gold Team Award, Grant Thornton (2023)
- Spot Award, Grant Thornton (2022)
- Spot Award, Aon (2022)

CERTIFICATIONS

- Six Sigma Green Belt (KPMG, 2024)
- Google AI Essentials (Google, 2025)
- Marketing Fundamentals (Udemy, 2017)
- Goods and Services Tax (ICT Academy, 2017)
- Digital Marketing by Google AdWords (Certination, 2017)

56 months
WORK EXPERIENCE

- Business Development Manager: Globus Infocom Limited**
- Pioneered the launch of new furniture vertical, generating INR 1.2 Cr monthly revenue within its first year.
 - Secured INR 4 crore in total business revenue through strategic cross-selling and development initiatives.

- Assistant Sales Manager: Geeken Seating Collection Pvt Ltd**
- Closed 78/123 projects, generating INR 18 Cr annually.
 - Cultivated 13 high-value key accounts and revitalized 4 dormant ones, generating INR 6.7 crore
 - Honoured as "GEM Champion" of the Zone securing INR 11 crore through 48 GEM bids and tenders.
 - Drove 17 new product initiatives, driving INR15.4 crore national sales.
 - Enabled potential revenue of INR 24 crore by facilitating the Quality Assurance certification for 4 R&D-stage products.

- Assistant Sales Manager: Godrej Interio**
- Expanded B2B operations in 2 states, generating INR 8 crore annually through government and key accounts.
 - Developed 3 new partners, 4 architects & managed 6 existing ones, adding INR 4 crore to the business.
 - Successfully closed 85% of govt. tenders worth INR 30 crore.
 - Optimized working capital, achieving a 36% net profit.
 - Recovered INR 3.7 crore in in overdue receivables within 6 months.
 - Reduced working capital by INR 1.7 crore through enhanced partner collaboration.
 - Streamlined inventory via bi-monthly Seconds Sale, yielding INR 78 lakh in profit.
 - Accelerated online sales to INR 1.2 crore via digital marketing, increasing engagement by 40% and ROI by 45%.
 - Managed Haryana's largest INR 35 crore healthcare order during the COVID-19 pandemic.

ACHIEVEMENTS

- Certified in Digital Marketing from IIM Indore, driving INR 2 crore annual growth for four ventures.
- Increased assembly efficiency by 2% at Tata Motors through skill mapping.
- Achieved INR 57 lakh savings at Maruti Suzuki by implementing a localization strategy.

CERTIFICATIONS

- Digital Marketing – IIM Indore
- Blockchain, Analytics, Strategy Brand Management by Engage7x
- KPMG- Green Belt Six Sigma
- IBM Data Analytics (Pursuing)

58 months
WORK EXPERIENCE

Senior IT Analyst: HCL Technologies, Noida | Aug 2019 – Jan 2022

- Played a key role in redesigns for a major US client in IT security management solutions.
- Updated control plans and implemented process improvements to reduce system defects and track changes.
- Monitored IAM & PAM technology, cyber threats & cybersecurity trends; collaborated with stakeholders to strengthen governance, conduct risk assessments & support remediation efforts.
- Researched & implemented innovative IT solutions to improve the efficiency of security management systems.
- Maintained technical documentation for IT systems & processes to ensure knowledge transfer.
- Collaborated with cross-functional teams to design & implement custom software solutions for IT security management.

IT Manager: Deneb Automotives Pvt Ltd, Gurugram | Jan 2022 – June 2024

- Led the transition to in-house infrastructure, driving cloud migration and IT security improvements.
- Deployed a secure data lake, enabling CRM, ERP, Salesforce, and Tally integration on the cloud.
- Managed a team of 5 IT engineers, ensuring effective project execution, stakeholder alignment & successful IT support initiatives.
- Created and implemented IT policies to secure company data and systems.

ACHIEVEMENTS

- Continuous Learning Facilitator** (Established a "Learning Fridays" program at HCL for our collaborative teams, where team members shared insights from external workshops and courses)
- Community Outreach Organizer** (Spearheaded community outreach programs and CSR at Deneb, organizing team volunteer events and partnerships with local charities)

CERTIFICATIONS

- Core Python (Microsoft Technology Associate)
- IOS 11 and Swift 4
- Basics of Core JAVA (NIIT)



WORK EXPERIENCE

60-95 MONTHS

APOORV BANSAL



With 5+ years of experience in software development and technology analysis, I have consistently driven technological innovation, optimized systems & led large-scale projects across industries, aligning technology with business needs to deliver impactful solutions, making me well-suited for leadership roles bridging technology and management.

MOHIT GEHANI



As a dedicated software testing professional with over 5 years of experience, I have effectively led and contributed to diverse areas of software quality assurance, including automated and manual testing, defect management and comprehensive test strategy development. My expertise encompasses functional and regression testing, ensuring delivery of high-quality software solutions across multiple platforms and environments adhering to industry best practices and standards.



60 months

WORK EXPERIENCE

Technology Analyst: Infosys

- Delivered a major project for Bajaj Allianz Life Insurance, handling end-to-end development and deployment.
- Coordinated with 10+ stakeholders for timely application updates.
- Reduced deployment times by 30% and increased Jasmine test coverage from 57% to 82%.
- Integrated WhatsApp chatbot for real-time user support.
- Automated application health checks, saving 20% in resources.
- Utilized Kibana for improved issue detection.

Software Engineer Trainee: MRM

- Worked on projects for BITS Pilani, NASSCOM & JCB, among others.
- Optimized BITS Pilani's dashboards, enhancing accessibility for 120,000+ alumni and 46,000+ professionals.
- Scaled NASSCOM FutureSkills backend for 18 lakhs+ users, distributing 138.5 Cr+ learning hours.

Software Engineer: RPIIT

- Designed & deployed RPIIT University's website, achieving 99.9% uptime.
- Improved system performance by 40% through efficient coding.
- Mentored students on live projects for practical exposure



ACHIEVEMENTS

- Enhanced application architecture, boosting system performance by 25%.
- Recognized by clients for consistent and impactful performance.



CERTIFICATIONS

- AWS Cloud Practitioner
- Tableau Fundamentals by University of California | AI by IBM
- Excel by Macquarie University
- Financial Markets by Yale University
- Ongoing: Google Project Management, Marketing Analytics by Meta

60 months

WORK EXPERIENCE

Associate Consultant: KPMG

- Spearheaded testing for **KPMG Link for Taxpayers** and **KPMG Link Admin** accounting to approximately **35%** of the **\$400 million** Global Mobility Services portfolio.
- Orchestrated integration testing for country-wise **Tax Forms** and **Tax Filing** portals.
- Developed effective & optimized test plans dedicating attention to requirement coverage.
- Identification & reporting of BUGs and facilitating BUG rectification followed by retesting process.
- Managed Smoke, Progression & Regression testing for crucial builds for QA and UAT environment.
- Administered major architectural changes to **KPMG's LinkGo Mobile** application and led multi-platform testing.
- Automated API calls to **Business Traveler** module reducing time effort to 25%.
- Organized Knowledge Transfer sessions for new resources on majority of on-premise, mobile and cloud-based applications.

Test Engineer: Infosys Ltd.

- Ownership of **Quality Assurance** for essential components for **Wealth Management** for **WESTPAC** account.
- Designing end-to-end test cases for different modules like **WRAP, BT-Trust**.
- Executed crucial EOD activities & maintained sync between test environments.
- Perform demos/walkthroughs for the Clients, BAs & UAT teams.



ACHIEVEMENTS

- Received appreciation for on-time delivery and hard work from Clients, Managers and Leads.
- Demonstrated competencies attributable to next higher job band and bagged 2 promotions in a span of 3 years.
- Received appreciation for on-time delivery and hard work from Clients, Managers and Leads.



CERTIFICATIONS

- Google Project Management(pursuing)
- ISTQB Certified Tester Foundational Level
- Infosys Certified L1 Junior Tester



**NIDHI SHARMA**

An experienced professional with over 5 years of experience in R&D. I have successfully developed two patented products including market research, enhancing operational efficiency through advanced testing and data driven insights.

**PALLAVI BEHERA**

Experienced urban administrator & engineer with expertise in project execution, city beautification, urban sanitation and public spaces development.

**60 months****WORK EXPERIENCE****Research Engineer-2: Saint-Gobain India Pvt Ltd (R&D)**

- Developed a sustainable product that reduced carbon emissions by 8% and energy consumption by 20%.
- Launched a complementary glass product generating €4.5 million ROI, bolstering competitive advantage.
- Established global testing facility, leveraged data-driven insights to enhance testing protocols, led to reduction of claims by 10%.
- Spearheaded market research identifying 5 unmet needs, pitched idea and offshored the development in India.
- Conducted market research, analyzed over 200 executed projects data & identify critical product performance's thresholds.
- Digitalized laboratory operations resulted in audit score improvement from 65% to 95%.
- Leveraged statistics to identify data patterns, provided actionable insights to the competency team, TAT reduction by 66%.
- Collaborated with the IT team to automate product adjustment time, resulted in 66% efficiency improvement.
- Strategized with data analytics team to streamlined data engineering through Python scripting, reducing TAT by 90%.
- Developed proxy test method for production team, enhancing the quality check and improve efficiency by 91%.
- Implemented 20+ SOPs for laboratory equipment's, created 3 new testing methodologies, 5 comprehensive risk assessments.
- Procured INR 50 lakh machine, improved PDLC by 4 months and cost savings of €1.5k per project through in-house testing.

**60 months****WORK EXPERIENCE****Assistant Commissioner: Odisha Municipal Administrative Service**

- Project Execution for Rejuvenation of the 21acre local water body in Pipli for an estimated amount of **INR 2.18 Cr.**
- Instrumental in designing of the **INR 1.5 Cr** Vending zone for the applique town of Pipli.
- Designed & monitored the construction of Pipli Selfie point project for an estimated amount of **INR 66 lakhs** under City beautification which involved liasoning with multiple stakeholders
- Project Implementation of City Beautification during FIH Men's World Cup Hockey 2022 via engagement events with citizens and commercial shop owners, enforcement drive for shifting of encroachments off main roads.
- Managed a team of 30+ professionals as head of Office through effective leadership, planning & execution for effective functioning of town local body.
- Championed the implementation of Swachh Bharat Abhiyan in town area of Pipli by motivating Self-help groups to bring about behavioral change.
- Improved the visibility of public Office using Social Media platform X & ensuring prompt citizen grievance redressal.
- Monitored the construction of 3 Smart accessible toilets in prime locations of the town of Pipli.
- Initiate the online Dashboard reporting system of Microcomposting centres for real time monitoring of waste management.
- Imparted skill training to 20 Interns who were then absorbed in the sanitation management across the state.
- Supervised the pre, during & post process of General elections 2024 in Puri District as Assistant Electoral Registration Officer.

**ACHIEVEMENTS**

- Secured 3rd position in FUNANZA, Event Organized by Entrepreneurship Cell, NIT Durgapur.
- Promoted from research engineer 1 to 2 within 21 months against the organization average of 36 months.
- Filed two patents, demonstrating a strong pipeline of innovative products.
- Excellence Award for High Performance Glass Development at Saint Gobain.

**ACHIEVEMENTS**

- Successfully cracked various Government exams: Odisha PCS, IBPS PO.
- Winner of Yes bank Writing Contest in 2021.

**CERTIFICATIONS**

- Lean Six Sigma

**AITIJHYA MALLICK**

I am Aitijhya Mallick, a seasoned software quality assurance professional with 5 years of experience, currently pursuing PGDM-BM at MDI Gurgaon, with expertise in testing, defect management, and technical consulting.

**61 months****WORK EXPERIENCE****Senior Test Engineer: EY GDS (Feb 2023 – Jun 2024)**

- Worked with BA & Developers to implement product lifecycle management platform on Appian environment.
- Plan and coordinate Quality Management initiatives.
- Prepare weekly reports, documentation, RTM, Test Cases.

Test Engineering Analyst: Accenture (Jan 2022 – Jan 2023)

- Requirement Analysis for quality management for solution components.
- Design of end-to-end test cases for two platforms, achieved coverage to 81%.
- Coordinate between product, development & quality groups during the project implementation.
- Management of defect lifecycle, update requirement traceability matrix.

System Engineer: TCS (Aug 2019 – Jan 2022)

- Write test cases for insurance sub-domains like reinstatement, arrear processing.
- Test execution for manual & regression testing, completed test coverage by 78%.
- Extract requirement from client BA for change requests.

WhiteHat Junior: Instructor (May 2019 – Aug 2019)

- Taught mathematics to class 5-8 students

**ACHIEVEMENTS**

- Felicitated by the Burdwan Municipality for outstanding performance in ICSE Examination, 2013
- Successfully submitted 3 high Himalayan treks in 2022-2023
- National Finalist Team in Smart India Hackathon at Space Applications Centre (ISRO) Ahmedabad by MHRD in 2018
- Quarter Finalist Team in DST & Texas Instruments India Innovation Design Contest by IIM Bangalore in 2017
- Winner Team in Intra-College Throwball Tournament by BPPIMT in 2017
- Winner in the Quiz competition of Interschool Leadership Development Fest by Burdwan District Administration in 2014

**CERTIFICATIONS**

- Cloud Academy certificate on Microsoft Azure Fundamentals
- Agile Methodology by EY Badges
- Microsoft Power BI Desktop for Business Intelligence (Udemy)
- KPMG Lean Six Sigma

**ROHAN KR. GUPTA**

Entrepreneur with 5+ years of experience in scaling businesses across the electric vehicle, food, and affiliate marketing sectors, with expertise in business development, operations, and strategic marketing.

**61 months****WORK EXPERIENCE****Founder: RK Motors (Feb 2022 – Present)**

- Founded RK Motors, scaling it to an ARR of INR 2 crore, with a presence in 8 cities and over 400 customers.
- Marketing strategies (ATL & BTL), enhanced customer experience & managed a team of 6.
- Negotiated with customers & partners, driving cost savings and profitability.

Co-Founder: Cinnamon Foods (Oct 2020 – Present)

- Co-founded & scaled Cinnamon Foods to INR 60 lakh annual revenue.
- Managed operations, SKU selection & customer service, optimizing revenue and operational efficiency.
- Led market analysis and branding strategies, positioning the business effectively.

Affiliate Marketing Manager: Talkcharge Technologies (Oct 2019 – Apr 2020)

- Increased engagement and reduced churn through strategic campaigns for 600+ merchant partners.
- Managed a team of 5 and improved click-through rates by 6% and reduced churn by 2%.

Business Pages Executive: Nearbuy (Feb 2018 – Feb 2019)

- Onboarded 3,500 merchants, expanding Nearbuy's presence across 4 cities.
- Developed content portals for 5,000+ merchants, strengthening B2B relationships.

**ACHIEVEMENTS**

- NEARBUY SPOT AWARD for top quarterly performance (2018)
- Monetized blog on marketing, startups & entrepreneurship
- Coordinated COVID relief efforts

**CERTIFICATIONS**



BHAGYAJEET SAHU

A skilled Quality Assurance & Testing professional with over 5 years of experience having a strong background in Agile methodologies, SQL, Python, Power BI, AWS Connect & Selenium. Recognized for innovation, receiving awards such as Accenture's "The Extra Mile" & "Inspiring Innovator."



SAKSHAM MALIK

Dynamic professional with 66 months of experience in Finance, Operations, and Strategy, with a strong focus on project management, financial compliance & process optimization. I have successfully led initiatives to secure Series-A funding, streamline financial processes & boost operational efficiency in roles at Advantage Club & NatWest Group.



KOMAL RANI

Dynamic marketing professional specializing in strategic analytics, campaign performance tracking, and customer-centric solutions; 5+ years of experience driving growth through targeted digital strategies and impactful storytelling



PRIYA FAUZDAR

Professional with experience in manual testing, User Acceptance Testing (UAT), functional testing, Regression testing, Defect management, software testing life cycle (STLC), Software development life cycle (SDLC) & Defect/Bug life cycle. Exposure to automation testing (Selenium) and SQL. Proficient in writing, executing & review of test scenarios, test cases & defect management. Worked in banking domain, loan processing & end to end process of loan booking.



63 months

WORK EXPERIENCE

Analyst Tester: FNZ

- Spearheaded the end-to-end manual testing initiatives for complex projects and maintained an unwavering commitment to software excellence.
- Orchestrated meticulous regression testing, rigorously validating bug fixes and safeguarding system integrity to ensure 0 lapses in the production environment.
- Partnered closely with development teams, business analysts & project managers to shape testing requirements and establish testing priorities to achieve 100% of objectives set in the sprint.
- Collaborated with a new team based in Germany, leveraging my German language proficiency to effectively communicate and assist them in understanding the framework.

Quality Engineering Senior Analyst: Accenture Technology

- Maintained 100% Automation Test Scripts for Functional & Regression Testing of the application using the Selenium tool & Cucumber based on Requirements in Agile projects.
- Automated testing process, cutting down manual testing efforts and thereby saving 40 hours weekly.
- Elevated the efficiency of the testing process by introducing streamlined methodologies & collaborating with junior testers thereby saving 16 hours per sprint.
- Leveraged an in-depth understanding of manual testing methodologies within the intricate landscape of financial technology which ensured a Defect Leakage Ratio of less than 10%
- Produced & maintained detailed & articulate test documentation.
- Encompassing test cases, test scripts & test data which ensured 0 delays in sprint closure.
- Performed User Acceptance Testing & API Testing during every sprint & ensured that the defect rejection ratio remained under 8%.



ACHIEVEMENTS

- Q1 FY23 - The Extra Mile Award - Accenture 2023
- Q4 FY21 - Inspiring Innovator Award - Accenture 2021
- Best People Award - Accenture 2022



CERTIFICATIONS

- IBM AI Product Management (Pursuing)

66 months

WORK EXPERIENCE

Finance & Operations Executive: Advantage Club

- Led financial control & budgeting efforts using CRM tools, resulting in a 10% cost reduction & enhanced financial accuracy
- Strengthened regulatory compliance, reducing legal risks by 9% through regular audits & facilitating Series-A funding by identifying key financial risks.
- Designed & implemented an interactive dashboard that improved operational efficiency by 17%, streamlining data management and day-to-day tasks.

Founder: ASA Foodworks

- Organized and coordinated social events for customer.
- engagement & boosting sales by 20% alongside Streamlining event logistics to achieve a 10% reduction in costs.
- Ensured compliance with financial regulations by filing GST accurately & overseeing month-end closure processes, with 100% quality and ensuring timely financial reporting.
- Achieved first-year revenue of INR 5 million by executing efficient financial management & marketing strategies.

Customer Service & Operations Analyst: NatWest Group

- Automated key processes, reducing manual labor by 20% & increasing accuracy by 18%, enhancing overall operational efficiency.
- Collaborated on migrating processes to digital platforms, speeding up customer onboarding by one day & improving process flow
- Analyzed operational discrepancies & implemented targeted improvements, leading to a 10% decrease in errors & 5% overall performance enhancement.



67 months

WORK EXPERIENCE

Senior Marketing Analyst: Nester's Hub

- Led the execution of data-driven marketing campaigns, boosting client engagement by 35%.
- Drove marketing initiatives that drove user growth by 25% & raised marketing ROI by 20%.
- Coordinated cross-functional teams to optimize customer segmentation, leading to a 40% increase in conversion rates.
- Increased Marketing ROI by 20% through strategic channel optimization contributing to end-user growth of 15.
- Utilized A/B testing success rate to increase overall campaign performance by 15%.

Senior Executive: Pharmeasy

- Developed digital marketing strategies increasing YouTube subscriptions by 30% & engagement by 35%, enhancing Customer Lifetime Value & customer retention rate.
- Developed & executed a content strategy that improved audience retention by 25% and click-through rates by 15%.
- Built-up Click-Through Rate by 20% & reduced Cost per Lead by 10%.

Marketing Analytics Consultant: Meesho

- Enhanced brand equity through customer testimonial campaigns, leading to a 15% growth in sign-ups.
- Monitored Social Share of Voice, enhancing brand visibility & market presence.
- Boosted audience reach by 50% & improved engagement by 35% through social media analytics.
- Optimized CAC & increased Conversion Rate by 15%.
- Increased user retention by 20%.

Associate Video Journalist: Nevanta

- Conducted interviews with 20+ leading fashion designers & celebrities, capturing insightful perspectives.
- Directed & filmed over 30 prestigious fashion events, ensuring comprehensive coverage of latest trends.



ACHIEVEMENTS

- Certificate of Participation for English for Journalism project at IJNM, funded by The Bureau of Educational and Cultural Affairs U.S. Department of State, Washington D.C.
- Certificate of Achievement for championing Meesho values, achieving 10x growth in JAS 2020.



CERTIFICATIONS

- Market Research and Consumer Behavior
- Brand and Product Management
- Digital Marketing and Advance Google Analytics (ongoing)

69 months

WORK EXPERIENCE

Senior Associate Consultant: INFOSYS LTD.

- Requirement Analysis for quality management for loan application.
- Conducted client requirement fulfilment sessions, test scenario walk-through.
- Developed test scenarios & test designs for verification & validation of product functionality
- Expertise in Software testing life cycle (STLC), Software development life cycle (SDLC) & Defect/Bug life cycle.
- Managed a team of 5 professionals through effective leadership, planning & execution of business requirement for web application.
- Authored detailed audit reports & quality documentation to enhance transparency & accountability.
- Executed test cases for newly developed features, identifying over 100 bugs prior to production release.
- Single point of contact for urgent client requirements for critical projects Supervised team of 7 in functionality understanding to minimize SLA & TAT breach.



ACHIEVEMENTS

- Implemented Agile practices, resulting in a 25% increase in project efficiency and faster delivery times.
- Led retrospectives to identify process improvements, reducing team bottlenecks and increasing productivity by 15%.
- Coached team members on Agile principles, fostering a collaborative and adaptive work environment.



CERTIFICATIONS

- ISTQB certified Foundation level Software Testing
- ISTQB Foundation level Agile Tester
- Lean Six Sigma - Green Belt



**SREENIKHITHA
MUDUMALAGURTHY**

A dynamic, passionate, and data-driven marketing strategist, with a focus on brand management, digital marketing, and product management for lasting impact that drives brands forward through improved consumer & customer relations along with enhancement of project ROI.



GAURAV SIROHI

Seasoned professional with expertise in driving revenue growth, leading strategic sales initiatives & market expansion across diverse sectors, including cloud computing and SaaS solutions. Skilled in client acquisition, data-driven marketing, product launches, and developing tailored engagement strategies.



69 months

WORK EXPERIENCE

Capgemini Engineering: Professional-1

- Experienced in Product Lifecycle Management (PLM) within R&D, gathering client requirements & designing solutions.
- Expertise in Teamcenter architecture, data model, configuration, customization, BMIDE Data models, workflow designer & viewer, Access manager, Organization, Query builder, ITK & SOA.
- Worked on Teamcenter AWC 5.0 Customization towards Digital Transformation for the client- Interface & implementation, Tiles creation & modification, Indexing, Export and Import, Stylesheet and Preferences creating and modification.

System Engineer: Tata Consultancy Services

- Collaborated with solution architects/Tech experts to gain insights; conducted Business & Research analysis to design and implement Teamcenter solutions, ensuring alignment with industry standards and client requirements.
- Created ITK based Integration to streamline data exchange between Teamcenter & SAP MDG improving the accuracy & efficiency of data synchronization between Teamcenter & SAP MDG.
- Customized AWC stylesheets and RAC interfaces to align with business requirements, enhancing user satisfaction scores by 50% as measured by user feedback surveys.



ACHIEVEMENTS

- Won 'Best Team Award' for two consecutive years in TCS-2022
- Special Initiative Award from TCS for actively participating and organizing Team Building activities - 2018
- Awarded with Maitree Prize in TCS - 2018
- Special Initiative Award from TCS for volunteering in Fit4life Corporate challenge - 2022
- "Brand Champ" at Capgemini for social media creation and execution
- Participated in Yoga & Unity Well Being (2021), Annual Fest Praudyogiki (Gitam, Vizag, 2017), Certified A Grade in Aptitude League (ACM India, 2016)



CERTIFICATIONS

- Technology: Cloud Computing (IBM); Blockchain; Cybersecurity (Google); Artificial Intelligence (IBM); IOT (NPTEL); Data Structures and Algorithms Using Python (NPTEL); Core Java (Data Pro), R Programming (Data Pro)
- Management: Project Management (Google); Strategy Management (Illinois University); Corporate Strategy (University of London)



70 months

WORK EXPERIENCE

Business Development Manager: Binary Metrix Technologies Pvt. Ltd.

- Developed growth strategies, managed client relationships & fostered partnerships for market expansion.
- Created technology roadmaps post-gap assessments, achieving 90% revenue targets & executed pilot programs impacting 5 key KPIs.
- Improved client retention by 14.2% & increased recurring business ticket size by 17-20%.

Enterprise Manager: Paytm

- Formulated data-driven strategies to align brand solutions with client objectives.
- Conducted audience segmentation & measured ROI using NPS and CLV to optimize campaigns.
- Led C-level negotiations to close high-revenue deals and directed government partnerships, impacting 120 million people.

Deputy Manager: HT Media Ltd

- Developed sales forecasting & pipeline strategies for SaaS products, enhancing growth and retention.
- Led SaaS training for 160+ clients, expanding the base to 240+ accounts with a 64% conversion rate.
- Delivered QBR analysis to 100+ clients, optimizing software utilization for business alignment.
- Generated INR 1.1 crore in FY 19-20 & INR 1.9 crore in FY 20-21 through strategic client engagement.

Business Development Associate: Digital Web Solutions Ltd.

- Led PaaS business development, achieving 10% client growth, including 9% in India, 7% in Australia & 20% in the UK.
- Managed 150+ clients with 92% retention, generating INR 45 lakhs in revenue and 7.8% of total business.



ACHIEVEMENTS

- National Finalist in AB InBev 100+ Challenge; Campus Finalist in American Express and IIM Ahmedabad Fuelling Sustainability competitions.
- Awarded 'Spot Award' at HT Media for top sales performance, 1 of 4 across 168 sales employees in Q1 FY-20-21.
- Served as Acting Sales Department Head at BinaryMetrix to establish sales processes and launch new products.



CERTIFICATIONS

- Lean Six Sigma Green Belt- KPMG
- Google Analytics
- AWS Cloud Practitioner Essentials



NAVEEN AERPULA

Dynamic professional with 6+ years' experience in analytical problem-solving, stakeholder collaboration, and team leadership. Skilled in data-driven decision-making and strategic execution. Pursuing PGDM-BM (Finance Major, IT Minor), aiming to leverage analytical expertise and leadership to drive impactful business solutions in the finance domain.



HITESH RATHEE

As a Product Manager with over 6 years of experience, I have successfully managed various facets of CRI Projects and Product Management including Product Branding, GTM(Go to Market Strategies) and collating with Marketing Team for various marketing Campaigns and promotional Campaigns



72 months

WORK EXPERIENCE

Akshaya Academy: Senior Lecturer

- Leveraged stakeholder engagement, improving satisfaction and process efficiency by 95%.
- Mentored 450 students in 4 batches using Agile Methods to improve teaching for optimal learning outcomes.
- Implemented process modeling initiatives to optimize academic planning & learning processes, resulting in improved educational outcomes and stakeholder satisfaction.

Math Educator: JP International School

- Designed & executed personalized learning strategies, resulting in a 98% pass rate.
- Developed an interactive curriculum & aligning educational strategies with performance metrics, resulting in a 40% increase in student engagement.
- Led a cross-functional team of 50 educators in strategic admissions campaign, achieving a target of 750 new enrollments within 2 years.

PGT Maths: Sanskar The Gurukul School

- Developed & delivered tailored educational solutions, optimizing learning strategies for 350 students.
- Analyzed student performance data to drive actionable insights, improving learning outcomes through process optimization (85% average, 98% highest).

Assistant Math Teacher: MKT English School

- Applied Agile methods to iteratively improve teaching strategies, responding to real-time feedback and increasing engagement through tech driven education.



ACHIEVEMENTS

- Published a research paper in International Journal of Physics on the Science & Technology of Desalting & Water Purification Volume 415, Page Number 14-19.
- Awarded National INSPIRE Scholarship (SHE) of INR 4 lacs by the Department of Science & Technology, GoI.



CERTIFICATIONS

- KPMG Lean Six Sigma Green Belt
- Microsoft Excel_Python, Microsoft Power BI Data Analyst (Pursuing)



72 months

WORK EXPERIENCE

Assistant Product Manager: Vivo India (Apr. 2020 – Apr. 2022)

- Initiator: Assisted in building a mid-level flagship portfolio (v-series) with distinct USPs, turning it into a cash cow (32% market share in the 25-40K segment).
- Independently developed the color strategy & ratio for the v-series.
- Consumer-centric thinker: Led consumer research for v-series, delivering actionable insights for consumer-focused product development and establishing design as a primary USP.
- Assisted in stock coverage planning & setting targets for stakeholders.
- Supported prioritization of development projects, testing & content for product launches.
- Strategized & managed intra-department ad hoc research.
- Led projects on segmentation & brand positioning for my segment.
- Managed a vast product portfolio, recommending profitable pricing through research findings

Deputy Product Manager: Vivo India (Apr. 2022-June 2024)

- Collaborate with marketing to develop mobile product collateral and customer communications.
- Work with sales operation, commercial finance team to design scheme, communication and settlement.
- Meeting with Branch teams to drive sales, identify the gaps and co-ordinate with field team to work on the key actionable areas.
- Competition analysis & provide constructive feedback from retail and sales team.



ACHIEVEMENTS

- Professional Persistent performer: Promoted 3 times consecutively.
- High achiever: Awarded with shining star award consistently for every year from the year of joining till 2023
- Focal Areas: Market & consumer insight, product development, go-to-market strategy, competition analysis product management, product lifecycle management, product communication & positioning, primary & secondary market research and pricing testing.



CERTIFICATIONS

- Lean Six Sigma from KPMG (3rd October 2024)
- Coursera (Marketing)(Pursuing)



RICHA SAXENA

With over 6 years of professional experience in business development for apparels, I have effectively managed diverse aspects of manufacturing and merchandising. My expertise spans product development & management, client relations, production & operations, cost analysis, supply chain governance and shipment delivery.



HARSINI K GANDHI

With over 6+ years of experience driving operational efficiency & strategic business growth, led international teams, optimized processes to improve profitability & spearheaded financial initiatives that have streamlined global collaboration across various countries.



AAYUSH GAUR

As a seasoned real estate professional with 6+ years of experience, I have successfully managed various facets of real estate development including building engineering design, construction, leasing, and sustainability of Airports, Office spaces, Luxury Hotels, Data Centres & Retail stores.



RASHMI

An extremely proficient Mainframe Developer who has worked for companies like Cognizant, DXC & TCS for over six years, skilled in designing, developing and maintaining mainframe applications utilizing COBOL, JCL & DB2.



73 months

WORK EXPERIENCE

Senior Merchandiser: Alliance Merchandising Pvt. Ltd.

- Business development of overseas Fashion clients as All Saints, John Lewis, Saturday NYC, Anthropologie.
- Evaluated & optimized production costs, supply chain expenses & operational expenses to control cost & price negotiation with customer.
- Formulation of investment Strategy internally for growth areas such as technology, research and expansion.
- Enhanced logistics efficiency & planning delivery routes to reduce transit times & optimizing transportation costs.

Merchandiser: Golden Touch Imports

- Business analysis of existing fashion trends in industry & research on future prospects.
- Created mood boards that encapsulated the client's inspirations.
- Production planning to optimize cost, inspection planning, assured quality product delivery to clients.

Product Development Executive: Arvind Ltd.

- Developed textile products tailored to customer requirements.
- Conducted thorough analyses to ensure products met technical specifications and quality standards.



ACHIEVEMENTS

- Accomplished a significant milestone by securing export orders totaling 20 million fashion items annually.
- Optimized production & operational costs by evaluating and streamlining supply chain expenses.
- Developed business relationships with prominent overseas fashion clients.
- Achieved profitability within the first year of merchandising operations by implementing a strategic pricing approach.



CERTIFICATIONS

- Green belt in six sigma by KPMG
- NITRA Apparel Manufacturing and merchandising
- Google digital marketing and agile project management
- Google data analytics and B2B go to market strategy
- Coursera business analysis and process management

75 months

WORK EXPERIENCE

Assistant Manager: Kaapus Fashion Retailer Pvt Ltd.

- Optimized Costs & Increased Revenue: Led a high-performance team to reduce costs by 12%, boosting profit margins through data-driven financial analysis & enhanced production quality by reducing defects by 3%.
- Strategic Growth Initiatives: Negotiated & executed joint business plans across functions, driving revenue growth & spearheaded strategic expansion plans with a team of 5 executives, including a new factory aimed to triple production by 2025.
- Operational Efficiency & Technology Integration: Leveraged technology to streamline project management and improve operational efficiency, while enhancing cost-effectiveness in both B2B and B2C manufacturing sectors.
- Financial Reporting & Market Analysis: Contributed to the preparation of 30 financial reports with an 8% accuracy improvement & provided market analysis insights on client trends to drive successful product launches and promotions.

Advanced Tax Analyst: EY

- International Training & Workflow Efficiency: Selected for a 2-month international training, introduced German tax tasks to EY India, improving workflow efficiency by 25%.
- Team Leadership: Led a German team of 10 in Tax Assessment preparation & trained 15 new hires in German tax laws, boosting team efficiency by 20%.
- Recognized Productivity: Managed 30+ financial documents and complex tax returns, receiving recognition for high productivity and accuracy.
- Global Collaboration: Worked with teams across 4 countries, preparing over 200 complex tax returns and reviewing 50+ returns with high standards of compliance.



ACHIEVEMENTS

- Live Project:
- Market Researcher, Myntra Sector-C (2016)
- Analyzed consumer behavior & fashion trends to inform product development & marketing strategies.
- Presented insights that supported strategic decisions and improved competitive positioning.
- Received numerous spot awards – For exceptional client services by EY.



CERTIFICATIONS

- Tally E.R.P
- Business Financial Fundamentals - Bloomberg
- ESG – Bloomberg



77 months

WORK EXPERIENCE

Manager: Oberoi Hotels & Resorts

- Released & Negotiated 2 luxury hotels building engineering RFQs of worth 118cr in the market through the SAP PS Module.
- Led a team of 3 construction heads to monitor progress & efficiently achieve results from a workforce of approximately 350.
- Gave the go-ahead for building a solar farm of 40,000sqft. for making 2 Hotels 100% Green powered.

Expansion Manager: DECATHLON

- Leased out & constructed 3 new stores in Tier 2 cities in Kota, Rajasthan & Meerut, UP. The stores generated revenue worth 18cr.
- Built the first EV charging station for 7 EVs with TATA power at Decathlon Anubhava, Bengaluru.

Deputy Manager: CBRE

- Delivered EPC projects (Labs, Data Centres, Office) of area upto~3,00,000 sq. ft for clients such as Deloitte, Stryker, Uber and GE.
- Signed projects worth 11cr from maintaining relationships with recurring clients.

Consultant: AECOM

- Designed HVAC-Electrical & Automation layouts of Chennai & Guwahati International Airports of area~10,00,000 sq. ft, encompassing 80 check-in counters and 30 aircraft parking bays, catering to 8 million customers.
- Presented & secured approval on the tender worth 70cr from the client Airport Authority of India.



ACHIEVEMENTS

- Represented Decathlon at RE100 National Event for being awarded as a Net-zero Energy Organization.
- Awarded as Project Manager at CBRE for achieving the highest number of safe man-hours during construction amid the pandemic.
- Made the youngest Project Manager at CBRE at 25 years of age.



CERTIFICATIONS

- Certification in Pricing Strategy: Value-Based Pricing
- Certification in Project Management Foundations: Schedules



78 months

WORK EXPERIENCE

Systems Engineer: Tata Consultancy Services

- Worked on IBM Mainframe to develop code as per the requirement of the client for a UK Insurance Organization.
- Develop end-to-end COBOL codes after impact assessment – Design of end-to- end test cases for different modules of final codes.
- Extracted huge amounts of data available on the internal databases for the creation of revenue reports.
- Executed COBOL codes using JCL (Job Control Language).

Associate Professional: DXC Technology

- Analysis of essential solutions as per requirement.
- Design & automation of end-to-end test cases for different modules of final products.
- Coordinate between product & quality groups during the product implementation.
- Drafted proposal documents including the cost & timelines for the product/code.
- Develop end-to-end quality life cycle based on its expected application in Insurance.
- Handled existing modules as well as developed new modules on PL/I.
- Developed end-to-end PL/I codes after impact assessment.
- Design of end-to-end test cases for different modules of final codes.

Programmer Analyst: Cognizant Technology Solutions

- Extracted revenue reports for the client in banking & finance using JCL and VSAM.
- Part of the posting & billing team and worked on the debit/credit card section for the client
- Designed revenue reports using the existing structure & modules.



ACHIEVEMENTS

- Won Best Team award for successful implementation of the project (associated with TCS, year 2023).
- DXC Collaborators Award H1 Fy22.



CERTIFICATIONS

- KPMG Lean Six Sigma Green Belt



NITIN PANDITA

Experienced Data Engineer with expertise in data analysis and data management, some experience in predictive modelling, delivering impactful solutions in supply chain and pharma domains.



MOHIT CHOUDHARY

A financial manager with 3.5 years of experience in a B2B start-up in the textile industry, specializing in financial budgeting, inventory management, pricing strategy, financial reporting, and capital management. Additionally, 4 years as the proprietor of a textile store listed on an e-commerce platform, with a comprehensive understanding of all company departments.



83 months

WORK EXPERIENCE

Decision Analytics Associate Consultant: ZS Associates, Pune (Oct 2021 – Aug 2023)

- Leveraged AWS tools (S3, Athena, EC2, EMR) to create automated data pipelines, enabling seamless backend processes for analytics platforms.
- Scoped & implemented complex business logic into analytics systems, ensuring accurate, actionable insights for sales teams.
- Delivered bug fixes and enhancements to maintain data pipeline performance and reliability.

Senior Account Executive: Cheil India, Gurugram (Sep 2020 – Sep 2021)

- Designed & implemented a centralized data repository for social media analytics, driving improved decision-making.
- Scraped & analyzed social media data to create visual dashboards, highlighting key business metrics for clients.
- Delivered actionable insights to boost brand visibility and engagement on digital platforms.

Decision Scientist: Mu Sigma, Bengaluru (Jul 2016 – Jul 2020)

Retail Supply Chain (Dec 2018 – Jul 2020):

- Led a supply chain analysis project for a major US retailer, implementing activity-based costing to identify inefficiencies and save over \$300M.
- Created & managed data lakes using Hadoop (Hive) and streamlined data handling processes.

Pharma Sourcing (Oct 2016 – Nov 2018):

- Built a data warehouse from scratch & automated data feeds using DataStage, facilitating real-time data availability.
- Designed rule-based models to classify bids worth \$120M, creating intuitive Tableau dashboards that saved a week of bidding time and expanded the portfolio by \$10M.



ACHIEVEMENTS

- Two-time recipient of Mu Sigma Spot Awards for leadership and automation



CERTIFICATIONS



CERTIFICATIONS

- Introduction to ESG (CFI)
- Microsoft + LinkedIn ESG Certificate
- Bloomberg ESG (Work-in-progress)
- CFA ESG Certificate (Work-in-progress)



PRANNAY PATNI

As a Mechanical engineer with 7+ years' experience, I have led turnkey projects involving conceptualization, design, manufacturing and commissioning of innovative machinery, boosting throughput & minimizing costs for organizations.



DEWAL MAJITHIA

Proactive and results-driven professional with 95 months of experience in ERP development, human resource management, and supply chain optimization, adept at enhancing operational efficiency through innovative database solutions and strategic market analysis.



90 months

WORK EXPERIENCE

Entrepreneur - Provided customized machinery design and development solutions to small & medium enterprises.

- Developed an automated material handling solution for grain cleaning, sorting & segregation, enhancing customer revenues by 50%.
- Upgraded & retrofitted DAKSH Medicare's medical imaging equipment, reducing costs by 38%

Manager: New Machine Development, Ceat Tyres Ltd

- Developed & commissioned a prototype for automated curing of multiple tire SKUs using N₂, reducing cycle time by ~18% and operational costs by ~80%.
- Led 15+ people to create digital twin of India's first single stage tire building machine, with expected savings of Rs.5 crores/machine.
- Conducted IOT based Business process improvement of tire splicing, reducing waste by ~66% and improving productivity by ~50%.
- Simulations, Machine design, PLM, purchase requisition, BOM, stakeholder management, project management

Mechanical Engineer: ITP Group Pvt Ltd - Rugby, UK

- Created 3D radar based indoor positioning system with ±1 mm accuracy to control large machine tools using machine vibration data for a UK government funded project at a significantly lower cost than top organizations in UK like NPL and MTC.
- SolidWorks, Business case development, Knowledge transfer.

Mechanical Engineer: Institute of Advanced manufacturing & Engineering, Coventry, UK

- Led a cross functional team to create a virtual prototyping software for automotive product development on a UK government sponsored project for clients like JLR & ASTON MARTIN, reducing development time from 2 years to less than 6 months.
- Hypermesh, CATIA V5, MATLAB, LSDYNA, ANSYS, JAVASCRIPTING



ACHIEVEMENTS

- Secured 1st position in my MSc. Automotive engineering batch and was also awarded the best dissertation project for that year.



CERTIFICATIONS

- Six Sigma Green Belt
- Data analytics (Pursuing)



95 months

WORK EXPERIENCE

Proprietor: Jayantilal & Company

- Developed a custom ERP database using MS Access for invoicing and inventory management.
- Identified business inefficiencies & implemented solutions, including a GST-compliant update.
- Managed recruitment, training & crafted employee policies to enhance productivity.

Administrator: MR Traders

- Conducted market analysis & devised pricing strategies using game theory.
- Implemented demand forecasting & optimized inventory management processes.
- Enhanced logistical operations & created automated dispatch forms to improve efficiency.



ACHIEVEMENTS

- Lean Six Sigma (Pursuing)



CERTIFICATIONS

**96-180
MONTHS**

**WORK
EXPERIENCE**



PALAK TUTEJA

Experienced professional with 9 years of experience in hospitality & tourism, including 6+ years as a Duty Manager, specializing in client-centred project management, leadership, problem-solving and conflict resolution.



108 months

WORK EXPERIENCE



Duty Manager: Taj Exotica Resort & Spa The Palm Dubai

- Supervised daily operations of the 325-room luxury resort, ensuring guest satisfaction & adherence to service standards across key departments.
- Managed a team of 55+ staff across all areas of front desk & concierge, ensuring smooth coordination and guest service.
- Resolved an average of 5 guest complaints per day, maintaining an 85% guest satisfaction rate based on feedback surveys.
- Increased room upgrade revenue by 8% through effective upselling of premium rooms and services during peak seasons.
- Reduced operational costs by 5% through improved scheduling, resource management & vendor negotiation.

Front Desk Manager: The Ritz-Carlton Hotel, Bangalore

- Led a team of 30+ front desk agents, ensuring smooth check-in/check-out processes for an average of 100-150 guests daily.
- Achieved an 85% guest satisfaction rating by effectively resolving guest concerns and delivering personalized service.
- Oversaw daily financial transactions, ensuring accurate billing and reconciliation of payments.
- Enhanced VIP guest experience by introducing tailored services, leading to a 10% increase in repeat stays.
- Reduced check-in time by 15% through targeted staff training & process improvements, contributing to higher guest satisfaction.

ACHIEVEMENTS



- Spearheaded the upselling program that strategically increased incremental revenue by leveraging additional services and upgrades, resulting in a notable boost in overall profitability.
- Streamlined check-in/check-out procedures, reducing wait times and improving operational efficiency.
- Trained & mentored teams, improving performance and morale,

CERTIFICATIONS



- BCG Strategy Consulting Job Simulation (Pursuing)
- Advanced Business Strategy course from University of Virginia (Pursuing)
- Corporate Strategy course from University of London & UCL School of Management (Pursuing)

SHASHANK VARSHNEY

A seasoned banking credit professional with over 10 years of experience in Corporate & SME Credit Appraisal & Risk Management, managing large portfolios, appraising credit across diverse industries & maintaining low delinquency levels through compliance, risk assessment, and underwriting excellence.



128 months

WORK EXPERIENCE



Chief Manager (SMG IV): Canara Bank Mid Corporate Branch, Agra

- Led a Mid Corporate Branch with a business volume of Rs. 500 crores.
- Managed a team of 10+ professionals, overseeing daily operations and branch performance.
- Appraised and disbursed loans from Rs. 25 crores to Rs. 250 crores, ensuring sound credit decisions.
- Provided guidance to Relationship Managers for loan documentation and execution.

Senior Manager (Technical) & Manager (Technical): Canara Bank, Bengaluru

- Managed a Corporate Credit portfolio worth Rs. 4500 - Rs. 5000 crores.
- Appraised credit limits ranging from Rs. 100 -Rs. 250 crores for diverse industries.
- Evaluated market risks & financial health of clients (Balance Sheets up to Rs. 2000 crores) for credit decisions.

Technical Field Officer: Canara Bank, Goa

- Conducted TEV studies for project loans between Rs. 10 crores to Rs. 100 crores.
- Assessed financial statements of corporates with turnover up to Rs. 500 crores to make credit decisions.

ACHIEVEMENTS



- Promoted on the first attempt in all roles, reflecting strong performance.
- Financed large corporate loans, including mortgages, real estate, and infrastructure projects.
- Awarded Meritorious Student Award by Dainik Jagran.

CERTIFICATIONS



- Certificate in Credit Management, NIBM (2023)
- Certificate in Treasury Management, IIBF (2015)
- CAIIB, JAIIB (2014)

ISHANT KALRA

With 15 years in automotive industry, my expertise lies in R&D, Projects, Team, Stakeholder and Customer Management. Over the course of my career, I have overseen projects from conception to delivery, meeting budget & schedule requirements.



180 months

WORK EXPERIENCE



Deputy Manager: Roki R&D India Pvt Ltd

- Directed transfer of R&D operations from Japan HQ to India, achieved a 95% transfer rate.
- Managed team of 12+ professionals through effective leadership, planning & execution of business operations with budget of 2.5 Crores.
- Achieved productivity target of 85%, reduced employee turnover by 10% and created learning environment.
- Increased localized parts from 70% to 85% to reduce costs and increase profitability.
- Successful completion of internal & external audits for ISO9001:2015 certification, 0 NC points.

Design Engineer: Indo Autotech Ltd

- Engineered 3 production lines of 2-wheeler frames for Honda, Activa 3G, Dream Yuga and Dream Neo.
- Applied line balancing, SMED & lean manufacturing tools, achieving 30% productivity improvement.

Design Engineer: Donaldson India Filter Systems Pvt. Ltd. Design Engineer: Sai Engineering

ACHIEVEMENTS



- Fostered a zero-rework culture while managing multiple projects.
- Benchmarked competitor products in 2-wheeler Segment, defined India specific targets and secured interest from 2 manufacturers.
- Awarded by Roki R&D India Pvt. Ltd. for significant contributions to growth and long-term collaboration.
- Proposed advanced materials to reduce product cost, boosting profitability by 5%.

CERTIFICATIONS



- Project Management Professional (PMP Training) – Simplilearn
- IATF 16949:2016 Requirements Training – BSI Training Academy
- Quality Management System - Requirements Training (ISO9001:2015), BSI Training Academy
- Six Sigma Green Belt – KPMG
- AI For Everyone – Deep Learning.AI Coursera
- Data Analysis and Visualization Foundations
- Agile Project Development – Google Career

ANNUAL EVENTS AT MDI



PLACEMENT PROCESS

The placement process at our institute is designed to ensure a structured, transparent, and efficient recruitment experience that creates value for both recruiting organizations and students.

1. The placement team initiates contact with potential recruiters and shares relevant information about the program, batch profile, and placement timeline.
2. When a company expresses interest in participating in the process, detailed student profiles and any additional requested information are provided to facilitate the evaluation.
3. Recruiters are invited to conduct a Pre-Placement Talk to present an overview of the organization, available roles, career progression opportunities, and the selection process.
4. Post the Pre-Placement Talk, interested students register for the opportunity. A mutually convenient date is then scheduled for the recruitment process.
5. The company conducts its selection rounds, which may include assessments, group discussions, case studies, and personal interviews.
6. Upon completion of the selection process, final results are communicated and offer letters are issued to the selected candidates.

Mail us at:
executiveplacements@mdi.ac.in

PLACEMENT COMMITTEE



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TAUGHT BY MANAGEMENT THOUGHT LEADERS

Faculty at **MDI Gurgaon** are deeply involved in research. They are thought leaders & experts in their respective fields. Participants will get the latest knowledge & practical guidance. The participants who join the programme come with a minimum of 3 years of work experience & from diverse backgrounds. They too bring in a wealth of knowledge & experience. The class discussions are thus animated & vibrant. Visiting adjunct faculty also add to the richness.

80+ Faculty...





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