



**38<sup>th</sup>  
Batch**

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

**PLACEMENT BROCHURE 2025-26**



## ABOUT MDI Gurgaon



MDI Gurgaon is accredited by the following international bodies:

- Association of MBAs (AMBA), London.
- Association to Advance Collegiate Schools of Business (AACSB), USA.
- European Quality Improvement System (EQUIS), EFMD.

Its programmes are approved by the All India Council for Technical Education (AICTE), Government of India (GoI).

MDI Gurgaon has been consistently ranked among the top B-schools in various ranking surveys conducted by agencies & publications like:

- » National Institutional Ranking Framework (NIRF)
- » Business World
- » Business Today
- » The Week
- » Business Standard

Located in the business hub of Gurugram, MDI Gurgaon provides a unique corporate connect to the student community. The residential nature of MDI Gurgaon programmes provide opportunities for teamwork and continuous learning on campus with round the clock access to state-of-the-art infrastructure. Over 700 new members join the MDI Gurgaon alumni network every year.

Research by MDI Gurgaon's faculty is published in reputed national and international journals.

## RANKING & ACHIEVEMENTS



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

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

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

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

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

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



## MISSION

### VISION

**MDI Gurgaon** 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.

# Salient Features

## PGDM-BM

- » Triple Crown Accreditation by AMBA, AACSB, EQUIS & AICTE approved.
- » At least 3 years of experience mandatory for executives.
- » Oldest Full-Time Programme of MDI Gurgaon.
- » MDI Gurgaon pioneered the full-time Executive Graduate Programme in Management in 1987 named National Management Programme (NMP), now referred to as Post Graduate Diploma in Management - Business Management (PGDM-BM).
- » Duration of the program is 15 months (on-campus) + 3 months.
- » Offers Dual Specialisation to candidates in Operations, IT, Strategy, General Management, Marketing, Finance & HRM/OB.
- » The program attracts talent from diverse industries, cultures & geographies.
- » AICTE-approved program of high academic & co-curricular rigor.
- » Unique aspects of the program include a 2-week National Immersion module & 3 days outbound leadership training program on leadership competency development.
- » A Provisional International Immersion Module of 2 weeks is also another feature of the program.



# PROGRAMME HIGHLIGHTS

The class is the melting pot of very rich & diverse experiences, which allows every student to benefit & develop as a professional & business leader of future. The learning pedagogy allows participants to develop well-rounded functional competencies & stay abreast of the latest emerging trends in the business world, which would help them excel in the real world.

- » The experienced & trained managers from diverse background can hit the ground running from day one with minimal training needed, thus yielding higher ROI & lower rate of failure.
- » Owing to seasoned experience of 3-12 Years the executives have pragmatic insights regarding trends & expectations in business situations making them a better market fit.

- » The experienced executives have had the benefit of learning with peers who contribute actual industry insights & best practices to the class making the learning cross-functional & robust.
- » The decision to upskill along adds to their diverse experience making them edge ahead in reading business dynamics & in pragmatic problem solving during tough situations.

# POST GRADUATE DIPLOMA IN MANAGEMENT - BUSINESS MANAGEMENT (PGDM-BM) (Erstwhile NMP)

The programme is accredited by AMBA, the Association of MBAs (UK). It focuses on developing leaders who will excel in the rapidly changing business environment, become agents of change and be charged with a customer centric orientation.

- MDI Gurgaon pioneered the full-time Executive Graduate Program in Management in 1987 named Post Graduate Diploma in Management (National Management Programme) - PGDM (NMP).
- The revised duration & nomenclature of the programme is 18-month Post Graduate Programme in Management - Business Management.
- The PGDM-BM focuses on developing visionary leaders for the rapidly changing business environment. The focus of the program is to build skills & competencies necessary to lead change. The PGDM-BM attracts talents from diverse industries, cultures & geographies.
- Unique aspects of the programme include a 2-week National Immersion module & 3-days Experiential Learning module on Leadership Competency Development.
- Provisional International Immersion Module.

## OBJECTIVES

The programme is aimed at developing:

- A recognition of current business realities
- A holistic business perspective
- An ability to recognize & seize opportunities in a competitive environment
- Global sensitivity and mindset
- Skills of communication, leadership & teamwork

## PROGRAMME LEARNING GOALS

- Responsible Citizen consciousness
- Global Perspective
- Critical & Innovative Thinking
- Strategic Leadership Orientation
- Functional Competency

## PROGRAMME HIGHLIGHTS

- 18-month residential programme
- AICTE approved & AMBA accredited
- The oldest full-time programme of MDI Gurgaon
- For professionals with a minimum work experience of 3 years
- Participants can opt for dual specialisations
- Integrative capstone simulation for comprehensive understanding of business
- Global exposure through International Immersion
- Leading companies participate in the placement process
- Strong & vibrant alumni network

## PROGRAMME STRUCTURE / TERM SCHEDULE

- The programme has 5 terms of course work followed by a dissertation project.
- An academic term is of 12 weeks duration which includes mid-term & end-term examination.

- A participant has to earn a minimum 103.5 credits from 32 courses in which 21 are core courses & 11 are elective courses (3 credits from 29 courses & 1.5 credits from 3 courses) plus 9 credits from dissertation.
- There is a 1.5 credit Experiential Outbound Leadership Training Programme & 1.5 Credit National Immersion Programme.
- A student has to undergo National Immersion module & experiential learning module on leadership competency development. The expenses for National Immersion module shall be borne by the students on actual basis in addition to the fees.
- The students will also undertake industry live projects, 2 practical oriented courses & Dissertation Synopsis submission in the month of July - August 2026.
- The compulsory dissertation / project may be taken up at the workplace and is required to be presented before a panel of experts.

## PEDAGOGY

- The participants get to interact with the industry leaders by way of guest lectures.
- Teaching based on recent research studies and international experience, includes lectures, case studies, seminars, group discussions, business games, role plays, simulations exercises, structured and unstructured group work and field visits.
- Emphasis on motivating the participants to integrate the concepts, learned across the core curriculum and apply them to their own work experience and contemporary business situations.

## EVALUATION

- Participants are evaluated on a continuous basis which includes a capstone dissertation project.
- Course evaluation is in terms of letter grades. Participants are required to achieve a certain minimum cumulative grade point average in each term, as well as a minimum letter grade in each course.

## ALUMNI MEET & ASSOCIATION

- An Annual Alumni Meet is organized every year where alumni members gather in large numbers & share their experiences.
- The Alumni Association of the Institute act as a platform through which the alumni of the Institute can keep in touch with various activities of their alma mater.
- Also acts as a forum to obtain feedback regarding the educational programmes.
- Every person receiving a degree/diploma of the Institute automatically becomes a life member of the Association; members have the benefit of the use of the Institute library at nominal charges.

## CLUBS & COMMITTEES

Activity Clubs & Committees are an important part of student life which facilitate to integrate learning from the class with the application at the workplace. The following clubs, committees & groups are in place from which participants are encouraged to derive maximum value: Alumni Connect Committee, Corporate Communications Committee, Executive Placement Committee, Sports Committee, Cultural Committee, Hostel & Mess Committee, Green Cult.

- **EXTRA-CURRICULAR ACTIVITIES:** The Organising committee comprising of students & EGP office plans extra-curricular activities throughout the academic year, in line with academic activities & shared with all respective stake-holders to plan their academic & official engagements accordingly to ensure maximum benefits of their overall engagement with MDI Gurgaon.

- **SPORTS:** The Institute has a Golf course, Basket Ball, floodlit Badminton & Tennis courts and facilities for indoor games like Table Tennis. Cricket & Football are some of the other popular games. There are a number of in-house competitions, which finally culminate in the annual sports meet involving the students, faculty & staff of MDI Gurgaon.

## MESSAGE FROM DIRECTOR



Dear Recruiter,

**I**t gives me immense pleasure to introduce the 38th batch, Class of 2027, of the PGDM–BM program at MDI Gurgaon. MDI Gurgaon holds the proud distinction of being one of India's pioneers in management education and continues to rank among the country's leading business schools. The institute fosters a vibrant learning environment that brings together some of the brightest minds from diverse professional backgrounds, united by their ambition to lead and create impact.

The PGDM–BM program (erstwhile NMP) has a rich legacy of developing managers into leaders who combine knowledge, adaptability, and a deep sense of responsibility. Our alumni occupy leadership positions across sectors and geographies, contributing to

organizations that shape industries and communities alike.

The world of business today is evolving faster than ever, driven by digital transformation, global interdependence, and changing expectations from leaders. At MDI Gurgaon, we prepare our participants to navigate this complexity — to think critically, act ethically, and lead with confidence in dynamic environments. Our world-class faculty, industry collaborations, and experiential learning ecosystem help them translate ideas into meaningful action.

We remain committed to shaping paradigms, not just teaching them. I invite you to connect with our graduating participants and explore how they can contribute to your organization's growth and success.

**Prof. Arvind Sahay**  
Director, MDI Gurgaon  
Professor of Marketing

## MESSAGE FROM Dean Executive Graduate Programmes



**I**t gives me great pleasure to introduce the PGDM–BM Class of 2027 — a dynamic cohort of accomplished professionals who bring with them diverse experiences in terms of sectors, academic and gender diversity, roles and age. During the program execution we strengthen their a spirit of curiosity, and capability to grow into the leaders of tomorrow through intellectual rigor, adaptability, and a deep sense of purpose.

At MDI Gurgaon, we believe that true leadership begins where comfort ends. The Executive Graduate Programmes professional have already taken first step and have shown grit and entrepreneurial acumen. We further empower professionals them to challenge conventions, embrace transformation, and lead with vision in an era shaped by digital innovation, global interconnectivity, and evolving organizational priorities.

The PGDM–BM program provides a unique platform that integrates academic excellence with real-world exposure. Participants engage in learning that is both strategic and experiential — combining simulations and role plays, rural and international exposure, industry relevant micro-

credentials and interactions with thought leaders..

They represent the next generation of leaders who will shape businesses that are agile, responsible, and forward-looking.

I warmly invite you to engage with the Class of 2027, to experience their energy, insights, and ambition — and to partner with MDI Gurgaon in fostering the kind of leadership the future demands.

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

## MESSAGE FROM THE CHAIRPERSON PGDM-BM



It gives me immense pleasure to present to you the 38th batch of the PGDM-BM program — a talented and diverse group of professionals who bring with them rich experience, sharp business acumen, and an eagerness to grow into the next generation of leaders. Each participant adds a unique perspective shaped by their industry exposure, creating a dynamic environment of learning, collaboration, and shared growth.

The PGDM-BM program at MDI Gurgaon is designed for mid-career professionals who are ready to take on larger leadership responsibilities. The program follows an integrated approach to management education — combining

analytical depth, strategic thinking, and a strong practitioner orientation to help participants navigate the complex challenges of today's global business environment.

What truly sets this cohort apart is their ability to connect theory with practice. Through a curriculum enriched with case discussions, live projects, simulations, and mentoring by industry experts, participants develop not only advanced managerial skills but also the confidence and agility to lead change.

We take pride in fostering leaders who can think beyond the immediate, act responsibly, and inspire others. I am confident that the participants of the Class of 2027 will carry forward this legacy — driving innovation, building organizations that endure, and contributing meaningfully to the world of business.

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



**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. 38th batch come from diverse backgrounds with an average work experience of 5.8 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 3-12 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.

## MESSAGE FROM THE CHAIRPERSON - PLACEMENTS (EXECUTIVE GRADUATE PROGRAMMES)



It gives me great pleasure to introduce the 38th batch of the PGDM-BM program, a talented group of professionals ready to take the next leap in their leadership journey. This cohort with minimum of 3 years of experience and maximum of over a decade represents a diverse mix of experience, expertise, and aspirations — individuals who have already proven themselves in their respective domains and are now prepared to broaden their perspective and shape the future of business.

The PGDM-BM program at MDI Gurgaon is uniquely designed for working professionals who aspire to move into strategic and leadership roles. The program integrates academic rigor with practical application, ensuring that participants are not only conceptually

strong but also ready to address real-world business challenges. With an emphasis on experiential learning, simulations, leadership labs, industry projects, and global exposure, the program provides a learning experience that is both comprehensive and transformative.

In today's world — driven by technology, innovation, and constant change — organizations need leaders who can think critically, adapt swiftly, and lead with integrity and purpose. The PGDM-BM program enables participants to build these capabilities through its practitioner-oriented pedagogy and close engagement with industry experts.

Beyond academics, the program is a journey of personal and professional growth. Participants emerge with renewed clarity, confidence, and commitment — prepared to create meaningful impact in their organizations and in society at large.

I am confident that the graduating participants of the Class of 2027 will carry forward the legacy of MDI Gurgaon and make a positive difference wherever they go.

**Prof. Shiv S Tripathi**  
Associate Professor  
Chairperson – EGP Placements

## PLACEMENT COMMITTEE

Mail us at:  
[executiveplacements@mdi.ac.in](mailto:executiveplacements@mdi.ac.in)



**Aparna Shukla**  
+91 9437881226



**Divyam Grover**  
+91 7419050396



**Pallav Gupta**  
+91 8860399373



**Prem Singh**  
+91 7903601068



**Rajat Kumar**  
+91 9205547020

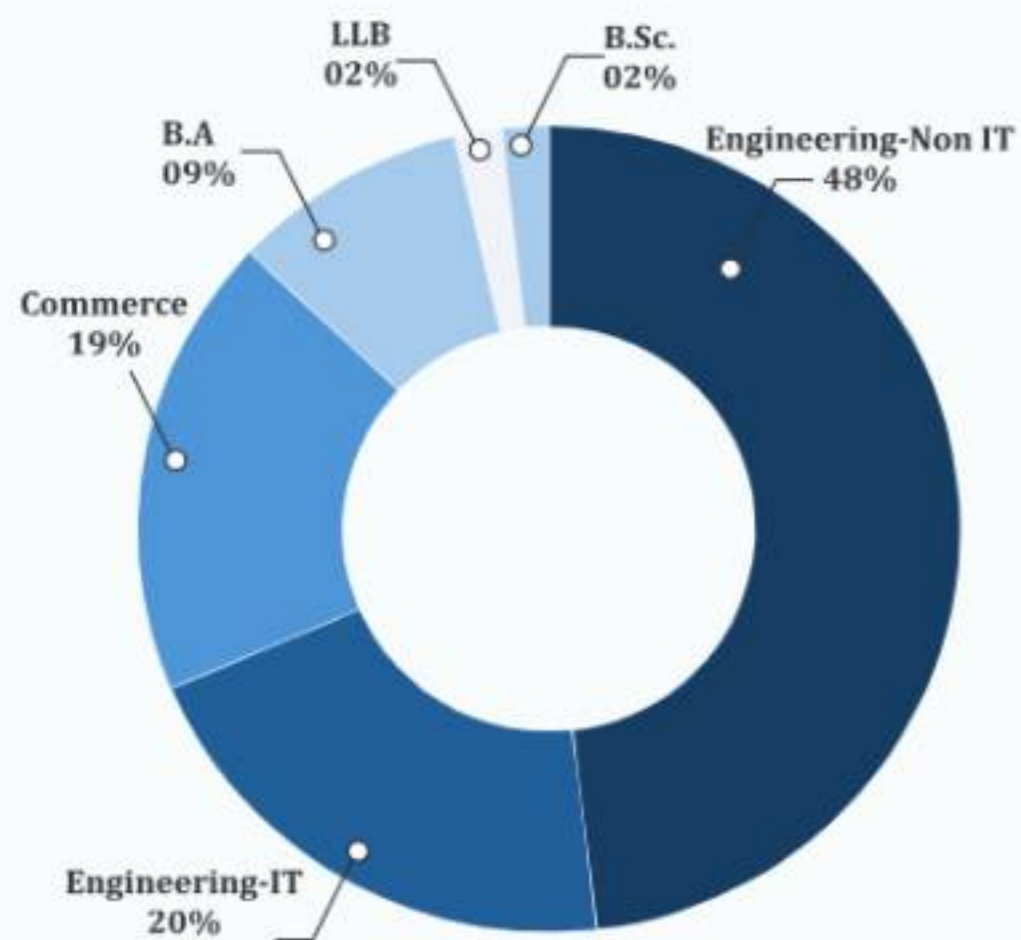


**Unmesh Mishra**  
+91 9437210158

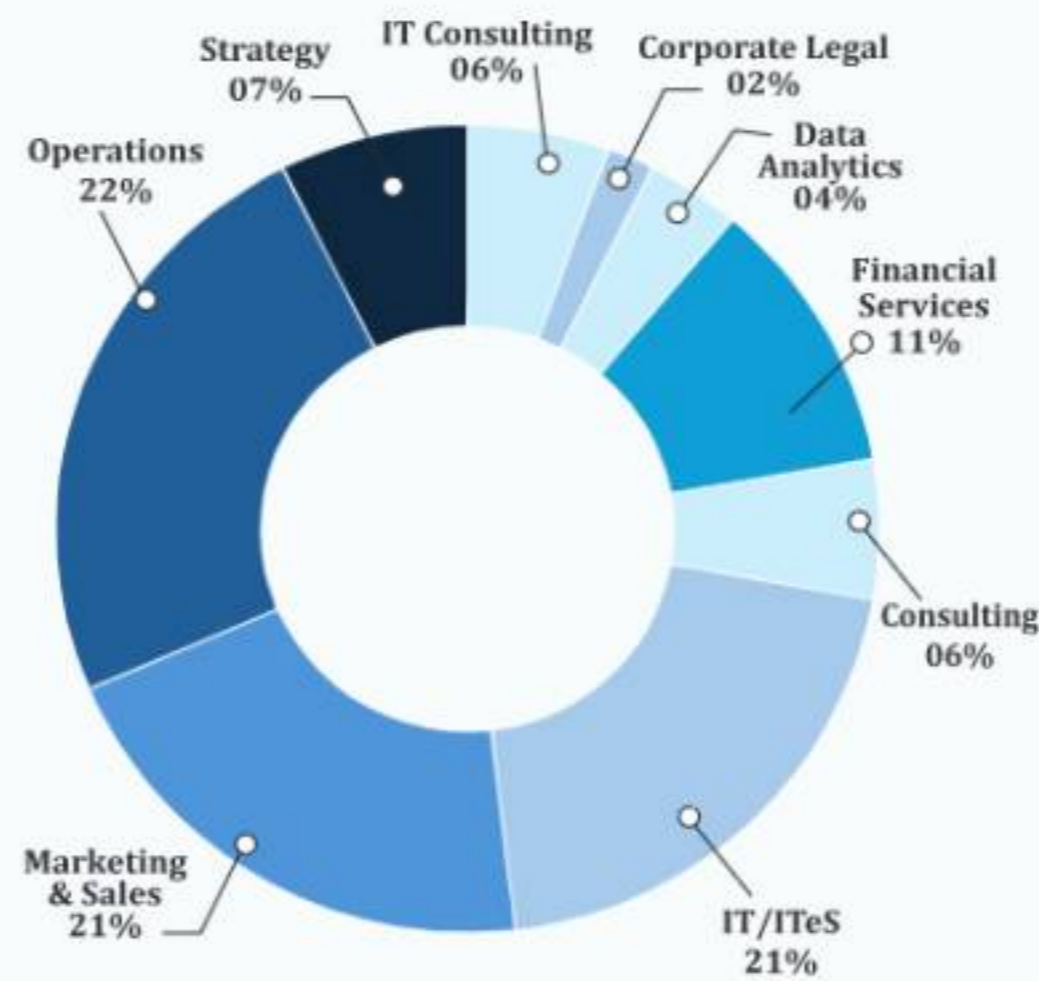
# BATCH PROFILE



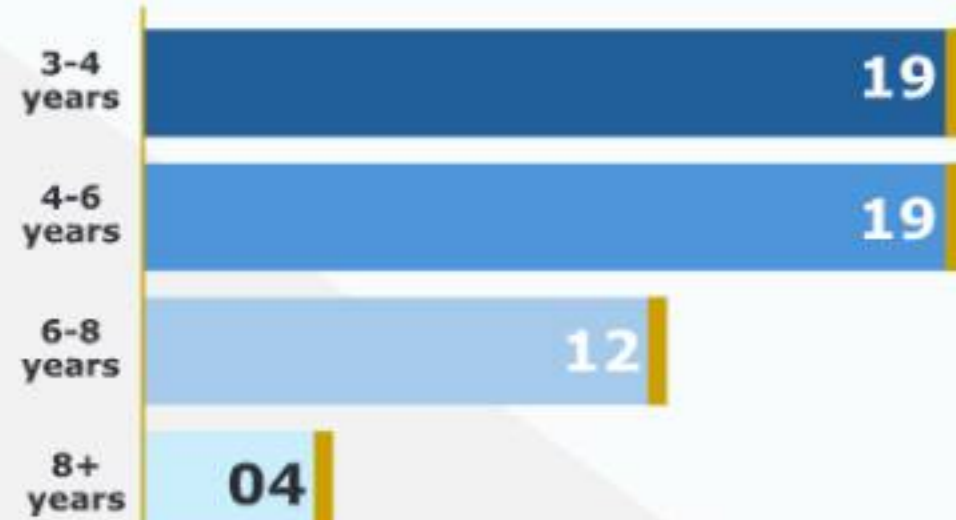
## EDUCATIONAL DIVERSITY



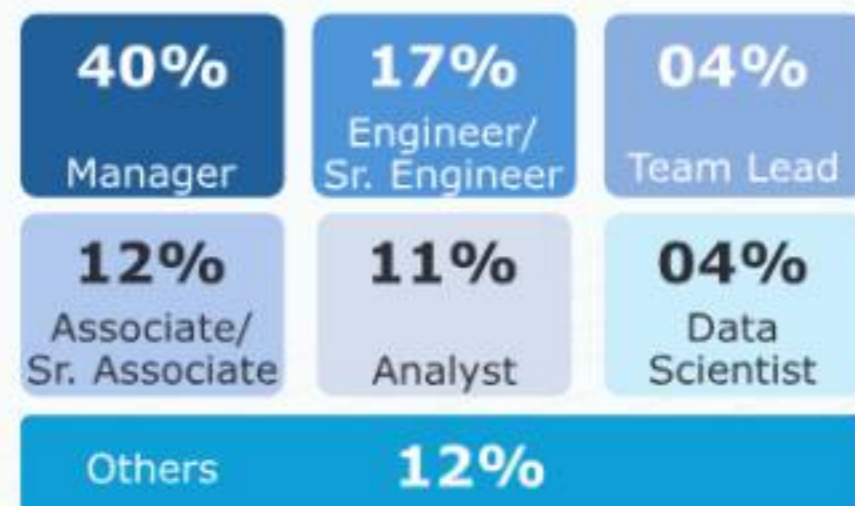
## FUNCTIONAL DIVERSITY



## WORK EXPERIENCE (COUNT)



## PREVIOUS DESIGNATION



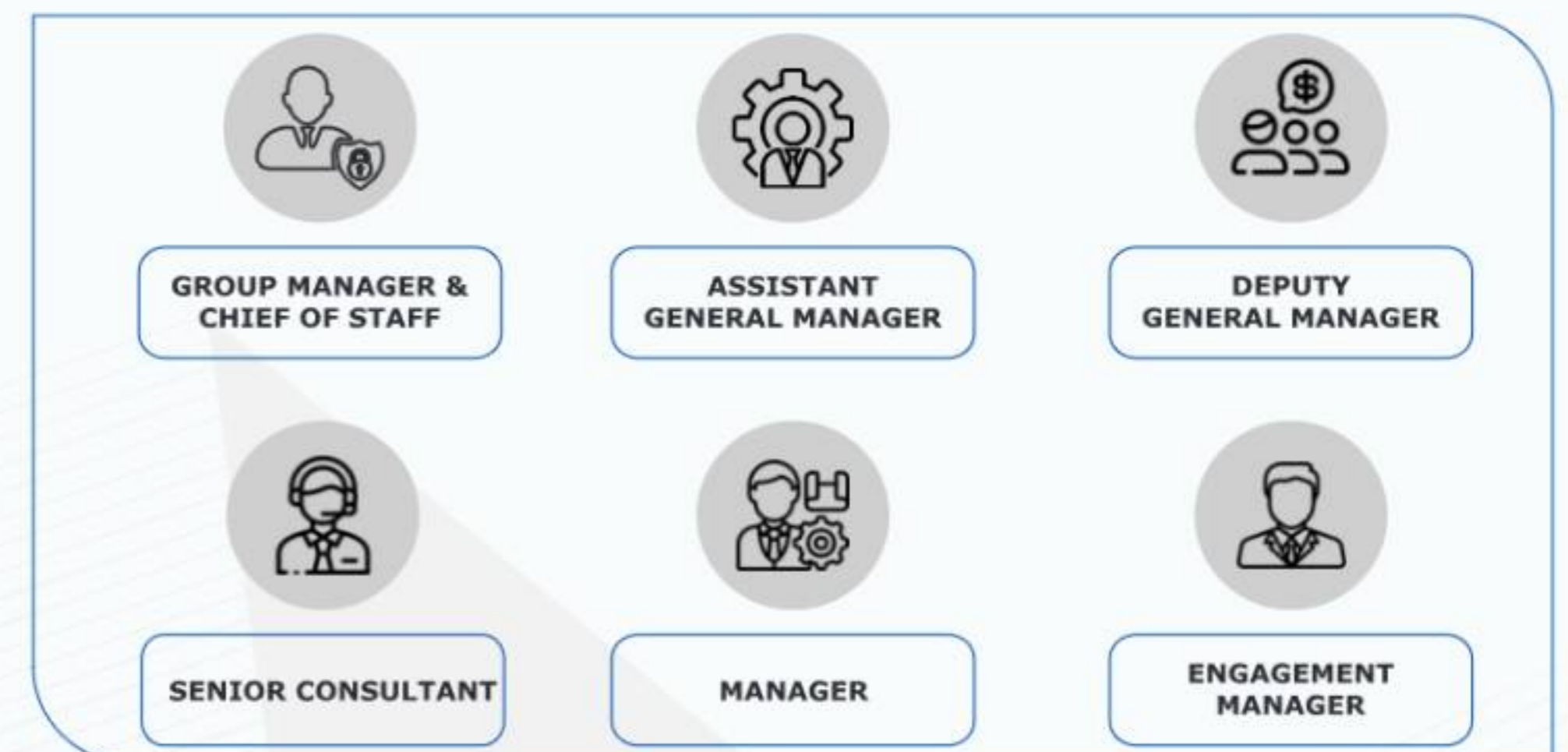
The **Student's Placement Committee** manages the placement process. Given that the participants come with significant prior work experience, the roles which the companies post in campus are for senior talent. Some are able to change their career tracks. They are supported by the faculty and alumni in their preparations. Initially, participants would explore and build a list of companies and industries that they would like to work in. They interact with experts from industry and with alumni and build their knowledge and skills. A mentee programme guides them. Their focused efforts yield positive results. While conventional areas like Consulting, Marketing, Finance and Operations are in demand, new age industries and startups are showing a strong presence.

## An indicative list of recruiters is given below:



and many more...

## MAJOR PROFILES OFFERED



# WORK EXPERIENCE

## 36-59 MONTHS



### APARNA SHUKLA

I am a detail-oriented, T-shaped lawyer with 4+ years of experience at Tata Communications, TCS & the Vidhi Centre for Legal Policy. My expertise includes contract negotiation, risk reduction & due diligence. I contributed to a 25% liability reduction & collaborated with UNICEF Assam on policy recommendations published by the Assam Legislative Assembly. I thrive in fast-paced settings, excel at bringing clarity to complex legal issues, and am driven to deliver results.



### APOORV MEHTA

I am an ambitious professional transforming complex data into high-impact commercial strategy. As an Analytics Consultant have managed analytics for Pfizer's \$61B portfolio and advised leadership on high-stakes "Make vs. Buy" optimizations. By merging SQL/Tableau mastery with diagnostic defect analysis, I bridge the gap between technical data engineering and executive-level growth. A global competition winner, I am driven by a commitment to analytical excellence and innovative problem-solving in fast-paced environments.



48 months

## WORK EXPERIENCE

### Asistant Manager: Tata Communications | Mar'25-Aug'25

- Negotiated, reviewed, and executed commercial contracts (MSAs, SLAs, NDAs, Novation Agreements)
- Conducted due diligence on global telecom engagements
- Advised business teams on legal and risk matters, contributing to a 25% liability reduction.

### Project Fellow: Vidhi Centre for Legal Policy | Nov'23-Mar'25

- Collaborated with UNICEF Assam to draft policy recommendations for 10+ Constituencies to make child-friendly constituencies, published by the Assam Legislative Assembly.

### Legal Officer: Tata Consultancy Services | Jul'22-Oct'23

- Reviewed vendor and software licensing agreements, NDAs, SOWs, and addendums to ensure compliance and reduce liability.
- Legal Associate, Byjus Exam Prep (Aug'21-Jun'22): Drafted NDAs and MOUs for collaborations, and managed legal content operations.



## ACHIEVEMENTS

- Published a paper on "Cryptocurrency: Issues and Challenges" at Indian Journal of Integrated Research in Law, Volume II Issue I, ISSN: 2583-0536.
- "Best research paper" citation in Bangalore Institute of Legal studies on presenting a paper on the topic Sexual Harassment of Women at Workplace focusing on the flaws of the Sexual Harassment of Women at Workplace Act, 2013
- Multiple impact assessment reports (National Water Mission, PM Mudra Yojna)
- Participated in 16th National Moot Court Competition at Amity Law School Delhi (IP), 2017 and won the best researcher Award.
- Participated in the 9th NLU Jodhpur Anti-Trust Moot Court Competition 2018 and were the Octa Finalists.
- State-level gold medal in Taekwondo
- Active participant and awardee in moot court competitions and street plays.



## CERTIFICATIONS

- Business Consulting and innovation by Grant Thornton.
- Lean Six Sigma ,Green Belt by KPMG
- Power BI by KPMG
- Registered at Bar Council & Qualified All India Bar Examination.



58 months

## WORK EXPERIENCE

### Decision Analytics Associate Consultant | ZS Associates Dec' 2021 - Sep' 2025

#### Engagement Management & Leadership

- Led a team of 5 supporting Pfizer's \$61B Primary Care business; 100% on-time delivery
- Managed \$3M+ in projects; secured \$250K+ in new business proposals
- Primary analytical partner for client leadership; received multiple formal accoladesSalesforce Effectiveness & Strategy
- Led sizing & optimization of new access team; advised on Make vs. Buy decision
- Designed KPI frameworks and efficiency trackers for territory structure decisionsData Reporting, Product Design & Development
- Built "Vaccines Control Tower" & "Outlier Detection Engine" - reduced manual reporting, enabled real-time anomaly detection
- Architected Tableau scorecards (National & Sub-national) on SQL/Snowflake backends

#### Commercial Analytics & Operations

- Spearheaded Segmentation & Targeting using statistical clustering across demographic, geographic and behavioral traits
- Managed 150+ annual ad-hoc requests for 5+ brands; delivered rapid market and competitor insights

### Senior Assistant Engineer, Samsung Display Noida | Dec' 2020 - Nov' 2021

- Total Preventive Maintenance Engineer - reduced equipment downtime, increased production line efficiency
- Conducted defect analysis and diagnostic analytics to identify root causes of yield loss
- Led installation & commissioning of new production lines across cross-functional teams
- Achieved youngest "Samsung Certified Trainer" status



## ACHIEVEMENTS

- [ZS] Multiple formal client accolades for pharma analytics work with Pfizer leadership
- [ZS] Awarded "Make it Happen" award based on outstanding contribution to the successful delivery of client projects and creating measurable client impact.
- [International] ASME SDC - 1st Place Asia Pacific; 10th globally (300+ teams); World Finals, Pittsburgh USA
- [National] L&T TECHgium National Finalist - top finalists from 19,000+ students
- [National] Shell Eco Marathon - India Top 20 (120 km/kWh)
- [National] SAE Effi-Cycle - India Top 30 (27th)
- [Professional] Samsung Certified Trainer



## CERTIFICATIONS

- Grant Thornton: Consulting Training
- Microsoft: PowerBI Training
- ZS (internal): SQL, Tableau
- SNU (Design Minor): Design Thinking



**Chaitanya Jaishiva Pusuluri**  
Results-oriented professional with 43 months of experience across IT and EdTech, driving impact through project delivery and EdTech sales in both a large enterprise and a startup. Skilled in Agile execution and client engagement, leveraging cloud technologies, CRM platforms, and Power BI for data-driven decisions.



**DIVYAM GROVER**  
As a seasoned web developer with over 4 years of experience, I have successfully managed various facets of web portal development for clients in retail and corporate banking including general operation, financial inclusion, Agri and SME lending, appraisal of secured as well as unsecured loans and loan management system.



43 months

**WORK EXPERIENCE**

**Systems Engineer: Infosys Limited | Feb'22 - Oct'24**

- Enhanced cloud infrastructure within the insurance domain, improving system efficiency and enabling applications to maintain 99.95% uptime.
- Conducted detailed research and comparative analysis of Microsoft Fabric and Power BI, enabling the client to adopt a cost-efficient solution that improved operational efficiency by 25% and reduced reporting costs by 30%.
- Coordinated cross-functional recruitment activities across units, tracking 800+ candidates with 100% compliance and improved workflow predictability.

**Inside Sales Associate: BYJU's | Jul'20 - May'21**

- Orchestrated strategic outreach to 3,000+ leads, maintaining 120 minutes of daily customer talk-time to build strong rapport and book high-intent meetings, establishing a robust foundation for the conversion pipeline.
- Managed the entire sales cycle from requirement analysis and product pitch to final closure, meeting 100% revenue targets and ensuring zero product returns through comprehensive post-sales support.
- Handled a high-volume sales funnel with advanced CRM proficiency, maintaining accurate customer activity and workflow updates within LeadSquared.
- Mentored 10+ sales associates on conversion techniques and CRM usage, increasing overall team conversion rates by 25% and standardising best practices across the sales floor.

49 months

**WORK EXPERIENCE**

**Senior Software Engineer: Newgen Software Technologies Ltd.**

- Developed web portals for clients that are in the banking industry for different portfolio offerings like retail products such as home loan, auto loan, credit card application, education loan, loan against share, account opening, lead management system and loan management system.
- Designed and integrated distributed systems using RESTful APIs which included both in-house developed solutions and third-party solutions like e-signing for consent recording with DocuSign, account aggregators, OCR, payment gateway like RazorPay.
- Led team of 4+ junior developers and collaborated with business analysts and senior management to plan and schedule project tasks.
- Engaged in technical demonstrations for the POC and which generated orders worth more than 50M USD for the organization.
- Worked on system design for standalone and distributed products and features, focusing on maintenance and deployment on the cloud.
- Designed database schemas and maintained database systems for data persistence and skilled in hashing for data storage.



**KARTHIKEYAN BASHISTH MISHRA**  
A results-driven marketing and business professional with proven expertise in client relationship management, business development, and strategic market positioning – committed to driving brand growth and delivering measurable impact.



**MANASI SHARMA**  
Marketing professional with a B.Tech. in Computer Science and 39 months of experience in B2B SaaS product marketing. Specialist in data-driven GTM execution, brand repositioning, and marketing automation. Proven track record of leveraging technical fluency to scale user engagement and optimize reporting efficiency.



47 months

**WORK EXPERIENCE**

**Deputy Manager – Kotak Securities Ltd | Jul'24 – Jul'25**

- Strengthened high-value client relationships, driving revenue growth and retention.
- Exceeded quarterly sales targets through tailored financial and marketing strategies.
- Led a sales team to achieve collective goals with enhanced accountability and motivation.
- Designed and implemented data-driven client acquisition campaigns aligned with market trends.

**Business Development Associate – Premiere Consultancy Services | Sept'21 – Jun'24**

- Negotiated and secured long-term client partnerships, boosting business continuity.
- Streamlined lead conversion by optimizing CRM workflows and pipeline tracking.
- Delivered customized marketing and recruitment solutions across diverse sectors.

39 months

**WORK EXPERIENCE**

**Product Marketing Manager, Restroworks (formerly Posist) | Aug' 2023-Oct' 2024**

- Led a comprehensive brand transformation & organizational alignment project, repositioning the company from a POS entity to a global unified restaurant technology platform.
- Designed and executed GTM strategies for the Restroworks Marketplace launch, achieving 100% partner participation in Q1 through strategic co-marketing management.
- Deployed a new digital presence and website, coordinating multi-team content strategies to enhance brand narrative and product positioning.
- Developed 20+ sales enablement assets, including product decks and case studies, to directly support pipeline growth and market messaging.

**Product Marketing Principal | HighRadius Technologies | Jan' 2021 – Aug' 2023**

- Scaled Monthly Active Users (MAU) from 4.5% to 15% within 6 months by launching targeted, data-driven growth programs.
- Engineered and automated behavior-based retention workflows using granular user data, resulting in a 33% improvement in activation rates.
- Optimized operational efficiency by collaborating on executive dashboards, which reduced manual report generation time by 50%.
- Co-created the GTM strategy for a new Customer Academy rollout to improve product adoption and implementation success.

**ACHIEVEMENTS**

- Achieved 'Certification Champ' status multiple times and won the AWS Cert-a-thon at Infosys.
- International FIDE Rated Chess Player (Standard rating: 1715) and Placed in the 99.6th percentile globally on Chess.com (Rapid)

**ACHIEVEMENTS**

- High-Five Award for exceeding expectations.
- Pinnacle Performance Award for providing key technical leadership.

**ACHIEVEMENTS**

- Achieved an exceptional GMAT score of 770, placing in the top 1% globally (2022)
- PMSS Scholarship (2018) for academic excellence.
- Certificate of Appreciation from the Government of India for scoring 10 CGPA in Class 10 (2015).
- Co-founder, ExSer.com | Alumni Committee Member, MDI Gurgaon. | Cultural Committee Member, MDI Gurgaon

**ACHIEVEMENTS**

- Fastest Debutant | Restroworks Technologies | 2024
- SPOT Excellence Award | HighRadius Corp | Q1, 2024
- HighFlyer of the Quarter | HighRadius Corp | Q2, 2022

**CERTIFICATIONS**

- Lean Six Sigma Green Belt - KPMG
- Microsoft Power BI Data Analyst Associate (PL-300)
- Salesforce Data Cloud Consultant
- AWS Cloud Practitioner
- Microsoft Dynamics 365 CRM (MB-910)
- Strategic Management – IIM Bangalore (Swayam)

**CERTIFICATIONS**

- Microsoft Power BI (KPMG)

**CERTIFICATIONS**

- Online Marketing Fundamentals
- Digital Marketing
- Social Media Marketing
- Principles of Marketing
- Elements of AI
- Startup India Learning Program
- Project Management
- Google Analytics

**CERTIFICATIONS**

- Google Analytics GA4, HubSpot Email Marketing, HubSpot Inbound Marketing, CXL Copywriting and Product Messaging.



**PALLAVI BALI**

A multilingual professional with over 3 years of experience in Korean-English business communication, project coordination, and stakeholder management, having worked extensively with global clients in the technology domain, leveraging linguistic and cultural expertise to drive cross-border collaboration and consumer insights.



**PAWAN MISHRA**

As a data-driven Product Professional with over 4.5 years of experience across E-commerce and Social Commerce, I have successfully led monetization, pricing, and funnel optimization initiatives at high-growth platforms including Licious and Meesho.



**PREM SINGH**

An award-winning PwC audit professional driven by finding the most efficient path, I combine financial analysis, process automation testing and team leadership to solve problems. I applied this mindset while managing complex audit portfolios for clients in private equity and pension funds. For me, just ensuring global audit quality wasn't enough. I was focused on improving the system itself. As an Executive MBA candidate at MDI Gurgaon, I'm now focused on tackling the next set of challenges in finance and consulting.



**RAJAT KUMAR**

A performance-driven Software Development Engineer with 38 months of experience specializing in scalable system architecture, cloud infrastructure migration, and leveraging AI/ML to drive operational efficiencies and deliver innovative solutions.



**39 months**  
**WORK EXPERIENCE**

**Senior Executive – Korean Language Expert, Samsung Data Systems India Pvt. Ltd. (On-roll)**

- Acted as a key communication bridge between Indian teams and Korean HQ through translation, interpretation & documentation in real time for technical projects.
- Managed Agile processes, scrum activities, sprint meetings, team coordination, team JIRA and Confluence & performed requirement verification on the actual product.
- Facilitated project discussions, ensuring effective alignment of deliverables with client expectations, enhancing client / stakeholder satisfaction and adherence to timelines and quality standards.

**Senior Executive – Korean Language Expert, TeamLease Digital Systems Pvt. Ltd. (Deputed to Samsung SDS as an off-roll)**

- Led client/stakeholder interactions & daily stand-ups to align on project progress and delivery, and the business requirement understanding.
- Oversaw quality testing and validation of deliverables to maintain quality & accuracy across technical workflows, also oversaw the translation to ensure linguistic precision and cultural relevance.

**Proofreader, Manta Digital Agency**

- Proofread and refined Korean scripts for media and for digital campaigns, ensuring and improving linguistic accuracy and audience clarity.

**ACHIEVEMENTS**

- Achieved Level 5 (level 6 being highest) in the TOPIK II (Test of Proficiency in Korean), demonstrating near-native Korean proficiency.
- Achieved 107/120 in TOEFL, showcasing advanced English proficiency.

**CERTIFICATIONS**

- TOPIK II – Level 5 | TOEFL 107 | Diploma in Korean Language

**54 months**  
**WORK EXPERIENCE**

**Product Manager – Last Mile (Senior Product Analyst), Licious | May'23 – Nov'23**

- Led pricing and revenue optimization initiatives, delivering a 12% uplift in user conversion and improving platform profitability.
- Designed dynamic pricing strategies using user behavior insights and market analysis.
- Built internal operational tools reducing manual effort by 25% and improving workflow efficiency.
- Partnered with engineering and operations teams to streamline cross-functional execution.

**Associate Product Manager – Vendor Monetization (Senior Business Analyst), Meesho | Sep'22 – Mar'23**

- Owined product strategy and roadmap for vendor monetization, driving a 15% increase in platform revenue within two quarters.
- Managed end-to-end product lifecycle from ideation to GTM execution and post-launch performance tracking.
- Reduced vendor onboarding drop-offs by 20% through UI/UX improvements and automation.
- Led stakeholder alignment across product, tech, and business teams.

**Product Analyst / Data Scientist – Pricing & Strategy, Mu Sigma | Jul'19 – Sep'22**

- Developed data-driven pricing models delivering 10% revenue uplift for enterprise clients.
- Influenced roadmap decisions through structured analytics and insight generation.
- Translated complex datasets into actionable product and strategy recommendations.

**ACHIEVEMENTS**

- Spot Award – Mu Sigma for operational excellence and rapid process operationalization.
- Delivered measurable revenue and conversion growth across product initiatives.
- Represented PES University at E-Summit 2k17 at NITK Surathkal.

**CERTIFICATIONS**

- Investment Planning Specialist, FPSB (CFP)
- McKinsey Forward Program Alumni

**42 months**  
**WORK EXPERIENCE**

**Associate 2, Reviewer: PricewaterhouseCoopers (AC)**

- Oversaw the end-to-end external confirmation process, from planning to final review, ensuring audit quality and adherence to PwC's standard.
- Developed data-driven audit strategies by analyzing control reliance and advising engagement teams on requisite substantive procedures.
- Supervised a team of 5 processors, reviewing output to ensure the accuracy, completeness, and compliance of all client audit deliverables.
- Drove process enhancements by delivering key insights for a pilot AR/AP automation project testing, significantly increasing workflow efficiency.
- Managed a complex portfolio of audit engagements in sectors such as pension funds, private equity, and derivatives, serving as the central point of contact for all stakeholders.

**ACHIEVEMENTS**

- Investment Planning Specialist (FPSB): Certified from FPSB after clearing the Investment Planning Specialist exam, demonstrating expertise in investment portfolio creation and financial analysis.
- English Proficiency (C2 Level): Achieved a C2 Proficient designation (highest level) on the EF Standard English Test, equivalent to an IELTS 8-9 band score.
- PwC Trailblazer Award: Received for delivering exceptional client service and strategically identifying new business opportunities.
- PwC People Canvas: Recognized in PwC's internal spotlight for outstanding professional performance and work-life balance.

**CERTIFICATIONS**

- Investment Planning Specialist, FPSB (CFP)
- McKinsey Forward Program Alumni

**38 months**  
**WORK EXPERIENCE**

**PRISM (Formerly OYO), Software Development Engineer | Aug'21-Oct'24**

- Cost Optimization:** Designed an optimized Elasticsearch storage architecture, reducing data size from 1.5TB → 100GB and daily costs from \$100 → \$7 (93% savings).
- Productivity Architecture:** Built the Smart Assist chat platform end-to-end using Java, Spring Boot, Redis, Kafka, PostgreSQL, and MongoDB, cutting critical ticket resolution time from 36h → 12h.
- Cloud Migration & Scalability:** Led the migration of core enterprise systems from AWS to Azure with zero data loss, minimal downtime, and full business continuity.
- AI-Driven Automation:** Enhanced the OyoDesk ticketing system by integrating OpenAI APIs for intelligent insights, auto-routing, and automated replies, boosting workflow efficiency.
- Revenue Protection:** Identified and fixed flawed booking-shift logic causing financial leakage; implemented a mechanism to prevent repeated losses.
- Leadership:** Stepped in as acting team lead during lead's absence and mentored interns, ensuring smooth delivery across projects.

**ACHIEVEMENTS**

- Professional:** Two-time CodeKraft Winner (2023 & 2024) at OYO for technical excellence.
- Academic:** Rank 1 in the National Cyber Olympiad; multiple Top-3 ranks in International Math, Science & English Olympiads (2013–14).

**CERTIFICATIONS**

- Neural Networks and Deep Learning (DeepLearning.AI via Coursera)
- Competitive Programmer's Core Skills (Saint Petersburg State University via Coursera)
- Software Security (University of Maryland, College Park via Coursera)
- Introduction to Web Development (University of California, Davis via Coursera)
- Using Python to Access Web Data (University of Michigan via Coursera)



**RIDHIMA GOYAL**

An analytically driven professional with 4 years of experience in DevOps and Cloud Automation. Currently pursuing an MBA at MDI Gurgaon, leveraging a strong technical foundation and business acumen to drive innovation, strategic decision-making, and technology-led business transformation.



52 months

**WORK EXPERIENCE**

**Accenture – Custom Software Engineering Analyst | Jun 2022 – Aug 2025**

- Devised reusable automation scripts ensuring consistency across environments
- Architected and implemented Azure infrastructure using Terraform, ensuring scalability and standardization.
- Instituted validation and rollback strategies for error-free deployments
- Authored and standardized workflows and best practices to ensure knowledge transfer across teams.

**Accenture – Application Development Associate | May 2021 – May 2022**

- Administered and optimized Linux (RHEL/SUSE) servers for reliability and compliance.
- Monitored Microsoft documentation and incorporated SAP updates into automation code for version compliance.
- Supported infrastructure enhancement and deployment activities, ensuring operational readiness and system stability.



**RITABH KUMAR**

As an experienced Software Developer with 4 years of experience, I excel in end-to-end Product Lifecycle Management and Full Stack Development, driving digital transformation, and leading agile delivery to enhance product performance and business efficiency.



48 months

**WORK EXPERIENCE**

**Digital Specialist Engineer: INFOSYS LIMITED | Aug 2021 - Aug 2025**

- Collaborated with design, product, & QA teams to deliver scalable digital solutions, reducing rework by 25% through improved alignment and streamlined workflows.
- Aligned technology execution with business objectives across 3+ product initiatives, achieving 95% on-time delivery & improving stakeholder satisfaction scores by 20%.
- Led front-end development using React.js, Node.js, & Express, improving overall web product performance by 30%.
- Applied UX design methodology by deriving insights from user feedback during Empathize/Define phases, increasing user task-completion rates by 12% and guiding intuitive interface enhancements.
- Delivered responsive & modular UI designs, reducing UI defects by 25% & ensuring a seamless user experience across devices.
- Facilitated daily stand-ups, sprint reviews, & retrospectives, improving project visibility. Designed timely risk mitigation & forward-thinking issue resolution.
- Directed business workshops & cross-functional discussions to uncover requirements & translate them into 120+ user stories with clear acceptance criteria.
- Enforced quality & business alignment across agile sprints, improving sprint predictability by 25% & enabling timely delivery of key milestones.
- Built & deployed Power BI dashboards to track key KPIs, improving reporting efficiency by 30% & accelerating decision-making for business stakeholders.
- Streamlined build, test, & deployment processes by implementing fully automated CI/CD workflows, reducing manual errors by 40% & cutting turnaround time by 30%.
- Mentored & guided 6+ junior developers in modern frameworks and Agile practices, improving sprint velocity by 25% and reducing code defects by 30%.
- Piloted Functional Architecture principles by introducing code reviews & performance monitoring. Reduced bug incidence by 25% & strengthened overall software reliability.
- Served as the key point of contact between clients & developers, ensuring alignment on requirements; boosted client satisfaction by 15% by delivering clear communication and quick turnaround on issues.
- Designed & deployed 20+ BI dashboards using Power BI and Tableau, integrating data from 5+ sources and boosted reporting accuracy by 25% and accelerated decision-making cycles by 40%.

**ACHIEVEMENTS**

- Awarded the Insta-Awards at Infosys for consistent excellence in project delivery for three successful projects.
- Attained "Infosys Certified Software Developer" Certification.
- Executive member of the Alumni Relations Committee for PGDM-BM '27.



**RITIKA CHAHAL**

Detail-oriented Audit Analyst with experience in external confirmations of financial instruments, process optimization, and data analysis using eAudit and IDEA. Skilled in managing client communications, leading audit teams, ensuring SLA compliance, and collaborating with onshore teams to deliver accurate financial insights and improve operational efficiency.



40 months

**WORK EXPERIENCE**

**Audit Analyst: KPMG**

- Provided external confirmation of Cash, Derivatives, Loans, & Investments using inhouse KMPG Tools
- Collaborated with the Audit-Engagement team on Confirmation.com for Client Deposits
- Performed Dip-Stick analysis to ensure compliance with different Service Level Agreements (SLAs)
- Built comprehensive risk mitigation strategies in different domains to improve client retention
- Liaisoned with on-shore team on project requirements, & presented the crystalized data to the client
- Evaluated, & refined partnership agreements and expenditures strategically to stimulate growth
- Driven the go-to-market strategy for a rapidly expanding business by delivering analytical insights

**ACHIEVEMENTS**

- Received Rising Star award for delivering high-quality work within a year of joining.
- Awarded the Values Star Award for demonstrating exceptional commitment to KPMG's core values in everyday work and professional interactions.
- Honored with the Super Team Award for displaying outstanding teamwork, collaboration, and collective success within the organization.
- 2nd Runner up Award- Campus Ambassador for IIM Calcutta, IIM Lucknow, and IIM Sirmaur

**CERTIFICATIONS**

- Master Microsoft Excel
- Google Project Management: Professional Certificate(Pursuing)



**CERTIFICATIONS**

- Lean Six Sigma Green Belt - KPMG
- McKinsey Fast Forward Program - McKinsey
- Power BI for Beginners - Simplilearn
- Google Data Analytics Certificate - Coursera
- Python & Data Analytics Skill Enhancement Program - Forks Coding School
- Project Based Learning using Python - Forks Coding School



**CERTIFICATIONS**

- "Microsoft Azure Fundamentals" Certification.
- "Microsoft Azure AI Fundamentals" Certification.
- "Deep Learning Specialization by University of Michigan" Certification.
- "Machine Learning by Stanford University" Certification.



**SADHIKA**

Results-driven business leader pursuing an Executive MBA at MDI Gurgaon, with over 4 years of experience driving revenue growth, operational efficiency, and customer engagement. Skilled in P&L management, process improvement, and strategic planning.



53 months

**WORK EXPERIENCE**

**Business Manager, Bhakra Hyundai | 2023-2025, Punjab, India**

- Oversaw dealership operations across sales, service & bodyshop, consistently achieving sales and profitability targets.
- Expanded Hyundai's rural market presence through targeted outreach and customer engagement initiatives.
- Managed P&L by optimizing inventory levels, controlling costs, and coordinating OEM logistics.
- Elevated customer satisfaction by enhancing service quality and expediting complaint resolution.
- Ensured audit compliance and increased brand visibility through effective marketing and stakeholder management.
- Improved team performance through structured training programs and continual process improvements.

**Account Manager, TravClan | 2022-2023, New Delhi, India**

- Built and managed a business community of 200 members as the sole point of contact, driving high engagement and increased business.
- Improved agent retention by proactively resolving payment, service, and product-related issues.
- Organized online and offline events, collaborating with cross-functional teams to expand product reach & market presence

**Business Manager, Bhakra Bajaj (2020-2022, Punjab)**

- Oversaw end-to-end sales & service operations for two-wheelers & Chetak EV, driving profitability & operational excellence.
- Accelerated revenue growth by executing targeted local promotions, innovative EV marketing campaigns, and forging strategic institutional partnerships.
- Led & mentored a high-performing team, ensuring OEM compliance, superior service delivery, and customer satisfaction

**ACHIEVEMENTS**

- Next Gen Achiever Award: Recognized by Hyundai Motor India Ltd. at the 2025 National Dealers Conference in Azerbaijan.
- Marketing Excellence Award - Bajaj: Achieved a 50% conversion rate by managing award-winning, high-engagement marketing initiatives.
- Star Performer - TravClan: Awarded for consistently exceeding quarterly revenue targets.
- United Nations Millennium Fellowship: Contributed to Project Noor (NSS), which was recognized for its social impact (2017-2018).

**CERTIFICATIONS**





**SAI MANASVINI YETUR**

Business Owner with 4+ years of experience driving logistics transformation through process optimization and digital enablement. Delivered measurable impact by improving efficiency, reducing costs, and building scalable operational systems across freight, customs, and warehouse functions.



**SAJAL GAUTAM**

Business Development and Inside Sales professional with 5 years of experience in B2B SaaS, enterprise outreach, and scalable pipeline development across global technology organizations.



**SAKSHI LATA**

An accomplished marketing and client relationship professional with a strong record in portfolio management, business growth, and strategic leadership—driving impactful results through innovation, data-driven decisions, and client-centric excellence.



**SAMPADA SINGH**

Dynamic management professional with 3+ years of experience in program management, market research, and data analytics across government, and consulting sectors.



**48 months WORK EXPERIENCE**

- Business Owner, Trion Logistics India Limited, Bangalore, India | Aug 2021 to 2025**  
 Heading operations team to ensure a smooth movement of the shipments.
- Operations ownership:** Led end-to-end freight operations, managing shipments, customs coordination, and carrier alignment to ensure timely, cost-efficient delivery
  - Workflow transformation:** Redesigned logistics and warehouse processes to improve inventory accuracy, streamline dispatch cycles, and enhance overall efficiency
  - Process optimisation:** Built KPI-driven workflows and structured systems to reduce errors, improve consistency, and enable scalable operations

**59 months WORK EXPERIENCE**

- Senior Cloud Cost Consultant | Lucidity**
- Generated a USD 2M+ enterprise pipeline through account-based US outbound campaigns.
  - Drove entry into 150+ Tier-1 Fortune 500+ accounts and created 34 opportunities contributing USD 370K+ revenue.
  - Supported onboarding of key sales tools and designed scalable lead-gen systems achieving 82% target attainment.
  - Improved SQL-to-assessment conversion by 25%+ through KPI structuring and funnel optimization.
  - Trained and mentored 3 peers, ensuring fast ramp-up and high productivity.
- Business & Sales Development Representative | Whatfix**
- Built outbound strategy for a new SaaS product category and generated USD 3.5M+ qualified pipeline.
  - Reverse-engineered 20+ closed-won deals to derive use cases and success metrics.
  - Defined 3 buyer personas and ICP segments; identified 100+ US enterprise target accounts.
  - Developed 50+ persona-based sales sequences across email, events, and webinars.
  - Interviewed, trained, and onboarded 8 hires; onboarded Outreach and ZoomInfo, reducing lead discovery time by 40%.
- Business Development Executive | Zycus**
- Generated USD 1.5M+ pipeline from US mid-market procurement teams.
  - Built opportunities across 45+ target accounts and expanded outreach into new verticals.
  - Delivered product walkthroughs to CXOs, VPs, and Directors.

**48 months WORK EXPERIENCE**

- Assistant Manager: Kotak Securities Ltd | Jul'24 – Aug'25**
- Enhanced client satisfaction and retention, contributing to sustained revenue growth.
  - Designed personalized investment strategies aligned with diverse financial goals.
  - Boosted portfolio performance, helping the branch surpass revenue targets.
  - Led and mentored a sales team, fostering collaboration and performance accountability.
  - Implemented data-driven client acquisition plans based on financial trend analysis.
- Business Development Associate: Premiere Consultancy Services | Sept'21 – Jun'24**
- Negotiated contracts, improving client retention and securing repeat business.
  - Delivered customized recruitment and marketing solutions across sectors.
  - Reduced lead conversion time and optimized CRM processes for efficiency.
  - Conducted brand presentations & enhanced corporate credibility.

**37 months WORK EXPERIENCE**

- Assistant Manager: Karmayogi Bharat**
- Led onboarding of 20+ Ministries on the IGOT platform, improving operational efficiency by 25%. Coordinated with government and technology partners to ensure timely project delivery. Designed automated dashboards, reducing manual reporting time by 30%, and prepared insights supporting policy decisions at the Cabinet Secretariat level.
- Associate: MarketsandMarkets**
- Executed market research projects across ICT domains including cybersecurity and workplace safety. Conducted competitive benchmarking, and pricing using Porter's Five Forces and SWOT to guide client strategies.
- Analyst: Transorg Analytics**
- Developed OCR-based automation models using Python and cloud APIs, improving data accuracy by 30%. Built Tableau dashboards for client performance tracking and automated reporting workflows using SQL and Excel, reducing manual effort by 40%.
- Program Manager: Tathagat Foundation**
- Managed end-to-end government training programs, designing execution roadmaps and monitoring systems, improving delivery efficiency by 20%.

**ACHIEVEMENTS**

- 40% faster processing and 60% reduction in manual effort through workflow redesign and digitization
- Generated ₹3.5 lakh/month business impact by improving throughput and operational planning
- Improved inventory accuracy by 20% and reduced errors by 30-35%, strengthening service reliability

**ACHIEVEMENTS**

- Multiple national debating and MUN awards (Best Delegate, High Commendation, Special Mentions).
- Chaired and judged major MUN conferences.
- Held leadership roles in debating, literary, and cultural committees.
- Helped establish outbound sales functions for early and hypergrowth SaaS startups from scratch
- Contributed extensively in setting up robust GTM pipelines in early stage startups

**ACHIEVEMENTS**

- Achieved GMAT 730 (Top 4% globally), showcasing strong analytical and strategic acumen.
- PMSS Scholarship (2018) for academic excellence. | Highest scorer in Business Studies, Class 12.
- Founding Cultural Committee Secretary, MDI Gurgaon.
- Co-founder, ExSer.com | Lead Organizer, Vibrant Goa (2019).

**ACHIEVEMENTS**

- Published a paper on 'Face Recognition by Reconstructing A 2.5 D Face using Photometric Stereo' in IJITEE, Vol-9 Issue-7, 2020
- Bagged 1st position in In-shorts case study competition at Repertoire (IEEE Techno-Management Fest)
- Bagged 2nd position in Kaleidoscope case study competition at Interface'19, BITS Pilani Fest

**CERTIFICATIONS**

- Lean Six Sigma Green Belt, KPMG
- Google Project Management Certificate
- Scrum Fundamentals Certified (SCRUMstudy)
- Generative AI with Large Language Models – AWS & DeepLearning.AI
- Power BI: Data Analysis & Visualization – KPMG

**CERTIFICATIONS**

- Online Marketing Fundamentals
- Digital Marketing
- Social Media Marketing
- Principles of Marketing
- Elements of AI
- Startup India Learning Program
- Project Management
- Google Analytics

**CERTIFICATIONS**

- Machine Learning Foundations, Machine Learning Regression by University of Washington
- Fundamentals of Digital Marketing by Google
- Google AI Essentials Specialization
- Power BI by KPMG

**CERTIFICATIONS**

- Machine Learning Foundations, Machine Learning Regression by University of Washington
- Fundamentals of Digital Marketing by Google
- Google AI Essentials Specialization
- Power BI by KPMG

**SAURAV MOHTA**



Technology professional with 4.5+ years of experience in the BFSI sector, specializing in data strategy, ETL engineering, and large-scale system integration for core banking transformations at Tata Consultancy Services. Demonstrated track record of delivering zero-defect data migrations, leading cross-functional engineering teams, and converting complex technical solutions into measurable business outcomes.



**SHIVALI SHARMA**



As an audit professional with 3+ years of experience in PCAOB audits for Oil and Gas clients skilled in audit transformation, I offer strong analytical skills, attention to detail, and collaboration in delivering high-quality audit results. As a management student at MDI Gurgaon, I am passionate about leveraging my skills in the fields of accounting and finance to enhance managerial impact and drive strategic growth.



**SHIVAM AGARWAL**



A technology-driven business strategist with 3.5+ years at Qualcomm, specializing in large-scale 5G software integration, automation, and process transformation — with a consistent track record of turning complex technical challenges into measurable business outcomes. With a strong focus on business strategy, stakeholder management, and digital transformation, uniquely positioned to bridge the gap between technology and consulting.



**SHOURYA SINGH**



As a strategy professional with 3 years of experience in corporate planning, market research & process optimization within the manufacturing sector. Skilled in strategic roadmap development, data-driven decision-making, and cross-functional collaboration, with a proven record of improving operational efficiency and supporting leadership in long-term business planning.



**53 months WORK EXPERIENCE**

**System Engineer, Tata Consultancy Services**

**Program Leadership & Delivery**

- Acted as Acting Team Lead for a team of 6+ engineers, overseeing end-to-end delivery of a high-priority core banking data migration programme on time and within scope.
- Coordinated cross-functional workstreams across TCS & Deutsche Bank client teams, improving overall delivery efficiency by 20% through structured planning and escalation management.
- Mentored junior developers on ETL best practices and task prioritisation, accelerating onboarding and building sustained team capability.

**Data Migration & System Transformation**

- Specialised migration of 200+ business-critical reports from a legacy banking system to Oracle, achieving zero data loss & full regulatory compliance - a zero-defect delivery benchmark.
- Led root-cause analysis of complex transformation logic failures across data pipelines, partnering with cross-functional teams to eliminate 100% of downstream data discrepancies-ensuring zero reconciliation risk for Deutsche Bank's reporting systems.
- Implemented multi-layer validation frameworks that improved data accuracy & reliability across downstream systems by 30%, reducing audit risk and reconciliation overhead.

**ETL Optimisation & Operational Impact**

- Re-engineered ETL workflows to reduce report generation time by 78% from 90 seconds to 20 seconds, directly enhancing business-user experience and operational throughput.
- Developed production-grade ETL pipelines for extraction, transformation, & loading across heterogeneous banking systems, establishing reusable templates adopted across parallel workstreams.

**Assistant System Engineer, Tata Consultancy Services**

**System Integration & Process Design**

- Engineered integration of data from onboarding, entitlement, & legacy platforms into a unified Oracle RDM database, enabling a single source of truth for downstream banking operations.
- Collaborated with cross-functional teams to design scalable ETL frameworks, improving integration stability and reducing manual intervention by 25%.
- Standardised data formats & validation logic across interconnected systems, improving overall data consistency by 30% and reducing downstream discrepancy rates.
- Implemented automated reconciliation checks between source and target systems, minimising data mismatches and ensuring reliable, audit-ready reporting.

**Process Optimisation & Automation**

- Applied Systems Thinking principles to map process bottlenecks across the data pipeline, driving targeted workflow redesigns that cut rework time significantly.
- Automated recurring data processing tasks, reducing manual effort by 20% & improving turnaround time for critical banking deliverables.
- Developed automation scripts for integration testing, standardising QA cycles & enhancing overall operational efficiency across release cycles.

**BFSI Domain & Business Alignment**

- Supported end-to-end implementation & validation of core banking processes, bridging the gap between business workflows and technical systems to ensure seamless operational integration.
- Collaborated with business stakeholders & cross-functional teams to translate complex banking requirements into scalable, compliant data solutions, keeping technical deliverables aligned with both regulatory mandates and operational priorities.
- Leveraged domain knowledge to serve as a functional-technical bridge between client-side business teams and engineering units, enabling faster requirement resolution and reducing ambiguity in delivery.

**ACHIEVEMENTS**

- Best Project Award for developing a saline water-based reconfigurable antenna.
- Organized a CSR Blood Donation Camp at TCS, collecting over 100 units.

**CERTIFICATIONS**

- Data Analysis & Visualisation using Power BI by KPMG
- Business Consulting program by Grant Thornton

**38 months WORK EXPERIENCE**

**Audit (Sr.) Associate, Deloitte AERS Pvt. Ltd. (USI) | (Aug' 2019 - Oct' 2022)**

- Led end-to-end audit procedures and risk assessments across several key audit areas. Increased team integration by 80% through cross-functional engagement and enhanced audit delivery
- Improved audit efficiency by 15% by new AI-driven audit technologies during the firm's digital transformation
- Executed complex carve-out and regulatory reporting engagements (FERC), applying expertise across financial services functions
- Spearheaded the user adoption and quality assurance (QA) process in the adoption of Deloitte Omnia for Deloitte's digital transformation initiatives
- Improved audit turnaround time by 25% by using AuditBoard for workflow and documentation management
- Coordinated with external stakeholders for third-party confirmations on debt, AR, and legal obligations
- Trained and mentored 5 junior audit assistants, improving technical proficiency and adherence to firm standards

**ACHIEVEMENTS**

- Awarded the Applause Award in 2022 for professional excellence at Deloitte.
- Awarded the SPOT Award in 2021 at Deloitte.
- Pioneered transition of the audit into Deloitte Omnia for my engagements.
- Conducted clusterwide workshops to train teams on Deloitte Omnia and data-driven audit methodologies

**CERTIFICATIONS**

- Chartered Financial Analyst Level 1 - Cleared
- BFSI certification, National Skill Development Council
- BCG Strategy Consulting Simulation
- Power BI for Business Analytics by KPMG

**41 months WORK EXPERIENCE**

**Software Integration Engineer, Qualcomm India Pvt. Ltd.**

- Led automation-led process transformation initiative, reducing manual testing effort by 40% and saving 150+ hours per release cycle
- Improved CI/CD integration efficiency by 25%, accelerating time-to-market for Snapdragon automotive platforms
- Managed end-to-end delivery of 12+ automotive software releases, ensuring 100% milestone compliance
- Prioritized & resolved 2,000+ cross-functional issues, reducing critical defect turnaround time by 30%
- Conducted root cause analysis across 2,000+ integration issues & built KPI dashboards, reducing recurring defect leakage by 18%
- Served as SME for automotive modern integration, mentoring 5+ junior engineers & standardizing debugging frameworks, improving first-time resolution rate by 22%
- Spearheaded stand-ups with product, development, & QA teams, leading cross-functional meetings that aligned stakeholders on key technical decisions, improving team efficiency.

**Project Leadership & Stakeholder Management**

- Steered the successful, on-time delivery of 12+ major software releases for key automotive clients, ensuring 100% compliance with all delivery milestones through effective cross-functional leadership.
- Directed the triage & prioritization strategy for over 2,000+ software issues, collaborating with product & development leads to accelerate resolution time for critical bugs by 30%.
- Served as the central point of contact between engineering, product, and testing teams, managing stakeholder expectations across three major product lines (Mobile, Automotive, IoT).

**Strategy & Operations Consultant, Food & Beverage Startup:**

- Worked collaboratively to establish a food and beverage company and a kiosk offering healthy food alternatives, driving end-to-end operations and strategic planning. Provided business consulting on process optimization, market positioning, and scalable growth initiatives.

**ACHIEVEMENTS**

- Received Qualcomm "ThankQ" Recognition Award for key project contributions and cross-team collaboration
- Led engagement initiatives across 100+ member division, improving team collaboration and participation

**CERTIFICATIONS**

- BCG Strategy Consulting Simulation
- Power BI for Business Analytics

**36 months WORK EXPERIENCE**

**Analyst - Strategy: Toppan Speciality Films Pvt. Ltd.**

- Followed top-down & bottom-up approach to develop company strategy till 2030 and disseminated strategic plan to 300+ employees.
- Conducted monthly market research and competitive analysis using import-export, demand-supply, and industry data to generating MIS reports for the CEO and CFO to support strategic decision-making.
- Streamlined information flow across 9 departments and prepared board documents and published newsletters and townhalls reaching 500+ employees that improved leadership engagement and operational transparency.
- Led live market research project with IIM Sirmaur, delivering SKU-level insights that identified 3 high-potential markets and forecast demand trends in the chocolate confectionery segment.
- Conducted process mapping, gap analysis and Implemented RFID and ERP-based tracking systems to streamline internal material movement and improve retrievability.

**ACHIEVEMENTS**

- Youngest team lead to train & mentoring 2 team members, ensuring timely and accurate delivery of strategic reports.
- Received on-the-spot award for generating market insights on domestic demand of leading FMCG brands.
- Received on-the-spot award for generating market insights on biodegradable film consumers.
- Received on-the-spot awards for quality assessment project.

**CERTIFICATIONS**

- Six-sigma green belt by KPMG
- Certificate in Google Data Analytics
- McKinsey Forward Program

**SHREEPARNA BOSE**

I have 4.5 years of experience in IT industry. I was working as Analyst in Deloitte Consulting. I am dynamic & innovative resource with approx 2 years of experience in Pega for designing, developing & delivering. I have worked on Agile environment & knowing industry standard and fulfilling the client requirements. I also hand on experience in MuleSoft & Salesforce QA. I also worked as solution integrator for telecommunications & software industry in Ericsson India Global Service Pvt.Ltd.



**SILLA PUJA**

A holistic Electrical & Automation Manager with 4.5+ years of experience in managing manpower, resources, and technical operations across PLCs, drives, instrumentation, and electrical systems, skilled in SAP-based spare management, cost optimization, and digital reliability initiatives, with strong focus on safety, sustainability, and compliance (TQM, TPM, PSM, HIRA, IATF) at BOF operations.

**SURAYAKSH SHARMA**

Highly skilled and seasoned professional with more than 3 years of experience in Project and operations management, business transformation and digital enablement majorly focusing on consulting on various projects across various industries, led cross functional initiatives that improved revenue, strengthened processes and built data driven decision frameworks using various tools. Committed to fostering growth and innovation delivering high-quality results within deadlines, while maintaining a focus on continuous improvement and client satisfaction.



**SWATI KUMARI**

Adaptable professional with 3+ years' experience in education and hospitality, skilled in leadership, operations, event management & client relations. Currently pursuing MBA (PGDM-BM) to transition into marketing, aiming to drive business growth through strategic branding and customer-centric innovation.

**54 months WORK EXPERIENCE**

- Analyst: Deloitte USI | Apr'22- Aug'25**
- Enhanced system automation and traceability by integrating Pega with API services and mainframe systems.
  - Reduced debugging and defect resolution time using advanced Pega tools which Strengthened system reliability which further Ensured smooth production rollouts by supporting deployments and SIT defect resolution.
  - Delivered seamless real-time data sync through API-led mulesoft integration.
  - Improved data synchronization speed and reduced manual intervention via automated pipelines for QA, SIT, UAT, and PROD environment.
  - Strengthened architectural governance by drafting integration architecture aligned with business goals.
  - Enabled technical knowledge transition across teams, ensuring business continuity and scalability.

- Solution Integrator: Ericsson India Pvt Ltd | Jan'21 - Mar'22**
- Improved network reliability through proactive configuration and maintenance of core network protocols.
  - Reduced system downtime by successfully migrating MSC nodes and security certificates from OSS to Ericsson Network Manager (ENM) with zero critical incidents.
  - Decreased troubleshooting time through efficient system configuration, issue analysis & real-time performance monitoring.
  - Increased deployment efficiency by automating installation and configuration of third-party applications, minimizing manual intervention.
  - Achieved 99.8% service uptime by executing OS upgrades, server integrations & timely patch installations across multiple telecom environments.

**ACHIEVEMENTS**

- Secure two spot award and two applause award in Deloitte USI for delivering quality over quantity results and addressing and solving clients and requirement in critical condition.
- Securing one star award as best performer and one buddy award for helping colleagues Ericsson.
- Secured 10 CGPA in 10th Grade IN Kendriya Vidyalaya Mallgaon.

**55 months WORK EXPERIENCE**

- Sr. Manager: TATA STEEL MERAMANDALI**
- Managed a 50+ member team, ensuring 99.99% equipment availability in BOF with MTBF >72 hrs and MTTR <2 hrs through effective planning and full SAP PM compliance.
  - Achieved zero safety incidents over the last four fiscal years and enhanced process reliability through key automation upgrades, including PH PLC migration (Allen Bradley to S7-400) within 36 hours, LRF electrode panel modernization, boosting production by 1.2x, filter press and SLTC/SPTC automation, auto leakage detection preventing fire incidents, and torpedo auto-tilting reducing asset damage.
  - Achieved major cost savings of over ₹7.4 crore through ID fan optimization and DE-Prop initiatives, while promoting sustainability by cutting 5,560 tons of carbon emissions annually via reduced power consumption and improved dedusting reliability.
  - Strengthened workforce capability by upskilling 50 technical employees through advanced test bench setups for hands-on technical training.
  - Ensured operational excellence with zero non-conformities in IATF 16949 and DuPont PSM audits, and pioneered smart inventory management using QR-based visualization, SAP MM, and smart key access systems across BOF and TSM.

**ACHIEVEMENTS**

- 30+ SIP, 8+ SHIKHAR, and 2 INNOVISTA projects demonstrating strong project management skills.
- Received SHE Award for innovative auto torpedo tilting solution preventing hot metal spillage.
- Earned technical excellence through Filter Press automation project (Runner-up, Kaizen Exposition) and Best Kaizen Award in TQM Nite.

**CERTIFICATIONS**

- Six Sigma by KPMG
- Certified for completing the 7-day Outdoor Leadership Course by TSAF by covering 11800ft Syari Top, Uttarakhand

**40 months WORK EXPERIENCE**

- Consultant, Jammu Dental Supplier**
- Led over 25 cross-functional projects & guided teams of 5+ members, improving overall efficiency by 20% and cutting delivery timelines by 18% through agile, hands-on execution.
  - Developed clear work plans & product roadmaps that aligned team efforts with business goals, helping identify and resolve key operational challenges.
  - Spearheaded scalable processes that streamlined workflows, reduced inefficiencies by 35%, and lifted team productivity by 22%.
  - Drove data-backed marketing and partnership strategies that strengthened brand presence and delivered a 30% rise in revenue and 25% boost in visibility.
- Operations Co-ordinator, Oceaneering**
- Managed projects across four business units, consistently meeting every client deadline for two years through strong planning and coordination.
  - Built practical, data-focused dashboards that helped teams make faster decisions and strengthened safety checks, reducing the chance of maintenance issues.
  - Improved record-keeping systems and launched employee engagement efforts that made daily operations smoother and lifted team morale by 70%.

**ACHIEVEMENTS**

- Recognized as best mentor for mentoring juniors and newcomers within an organization.
- Efficiently lead cultural meets and festivals events by ensuring optimal use of resources while delivering high impact events that maximized employee's engagement and satisfaction.

**CERTIFICATIONS**

- Management Consulting by pwc.
- Strategy Consulting by Accenture
- Foundations of Asset Management by JP Morgan Chase and Co.
- Foundations of Project Management by Google.
- Writing Professional emails & Memos by Kennesaw State University.

**37 months WORK EXPERIENCE**

- Operations Manager: Ramya Grand**
- Streamlined inventory and procurement using Zoho CRM and Excel, reducing overstock by 20% and cutting costs by 10%.
  - Elevated client satisfaction to 85% and reduced escalations by 30% through proactive feedback and service improvements.
  - Executed multi-channel GTM campaigns, increasing bookings by 25% and expanding high-value client reach by 18%.
  - Directed cross-functional teams for 60+ high-profile events, managing 20 staff members and boosting productivity and client satisfaction by 25%.
- PGT History: J P International School**
- Boosted student engagement and retention by 40% through experiential learning and interactive workshops for Grades 9-12.
  - Designed 350+ customized lesson plans and implemented structured feedback cycles, improving academic outcomes by 25%.
  - Led large-scale engagement initiatives, enhancing collaboration and participation among 750+ stakeholders.

**ACHIEVEMENTS**

- Best Performance Employee award at Ramya Grand.
- Increased revenue by 25% through innovative event planning and vendor management.
- Certified Microsoft Innovative Educator.

**CERTIFICATIONS**

- Lean Six Sigma Green Belt-KPMG.
- Preparing Data for Analysis with Microsoft Excel.
- Brand and Product Management (IE BS)
- Foundations of Project Management (Google)
- Market Research and Consumer Behaviour (IE BS)



**UNNMESH MISHRA**

Salesforce developer professional with 4 years of experience in Sales Cloud, specializing in end-to-end solution development, stakeholder collaboration, and production support. Proven ability to demonstrate leadership at all levels by driving technical excellence, influencing development best practices, mentoring team members, and delivering scalable solutions that support business growth and operational efficiency.



**VALENCIA FERNANDES**

A results-driven finance professional with extensive experience in credit risk management, policy development, and portfolio analytics, specializing in the education loan segment. Skilled in optimizing portfolio performance, strengthening credit quality, and implementing effective risk mitigation frameworks.



**VISHAL MISHRA**

A results-driven software engineer with 4+ years of experience in Lowcode platforms, microservices, cloud, and DevOps, specializing in building scalable enterprise solutions and automating workflows across global banking systems.



48 months

**WORK EXPERIENCE**

**Senior Associate: PwC AC | Aug 12'21 - Aug 14'25**

- Implemented user stories and enhancements across 8 releases in Sales Cloud following the SAFe and Scrum framework, ensuring successful adoption by tens of thousands of users.
- Executed transition strategy to migrate 100+ Workflows and 20+ Process Builders into Flows, aligning with Salesforce's retirement roadmap.
- Managed PI planning end-to-end, including requirements analysis, story sizing, and stakeholder coordination, ensuring technical solutions were delivered on schedule and iteration velocity was maintained.
- Acted as team lead during the absence of the lead, ensuring uninterrupted project delivery and guided interns through project processes, and performed peer review for their deliverables.
- Delivered multiple SPIKE stories requiring in-depth codebase analysis, leading to resolution of key issues and measurable improvements in system performance and reliability.
- Handled 100+ production defects and support requests, collaborating with stakeholders across multiple geographies to ensure timely resolution.
- Served as SPOC for the code scan team, ensuring minimal vulnerabilities and enforcing code quality standards across the project.
- Assisted the manager in preparing and sharing Weekly Status Reports with directors, highlighting project progress and blockers.



47 months

**WORK EXPERIENCE**

**Manager - Portfolio Management | InCred Financial Services Ltd. | Sept'21 - Aug'25**

- Developed the restructuring policy and process in alignment with RBI and IBA guidelines and established a comprehensive framework for evaluating deferral and restructuring requests
- Led credit risk and portfolio reviews to identify potential stress areas, which strengthened portfolio quality and reduced exposure to high-risk accounts.
- Set up an Early Warning Signal framework to flag early signs of stress, helping prevent defaults and improving overall risk monitoring.
- Built the Expected Credit Loss model for the education loan portfolio, improving accuracy in provisioning and aligning with regulatory expectations.
- Handled non-performing and overdue accounts by identifying core issues and implementing corrective steps, which helped bring down slippages and improve recovery rates.
- Supervised and mentored the portfolio team to enhance process efficiency and improve reporting quality.
- Reviewed client profiles through comprehensive financial assessments, ensuring credit decisions were well-founded and aligned with internal policy standards.



49 months

**WORK EXPERIENCE**

**Senior Software Engineer: HSBC Technology India | July 2021 - August 2025**

- Reduced response times from 1.5 minutes to less than 20 seconds by implementing cache mechanism between services. Automated application scans across HSBC's global platforms using microservices and APIs. To improve scalability and reliability, CI/CD pipelines were constructed and cloud migration was supported for the credit and risk division. Splunk and Grafana were used for observability, allowing for proactive problem-solving. Streamlined data processing for analytics teams to increase insights and accessibility.

**Software Development Intern: GEP Worldwide | May 2020 - July 2020**

- Angular-based procurement platform with built-in user movement tracking to improve transparency and user experience. Completed the project from start to finish, from requirements to deployment.

**Software Development Intern: Bugclipper | Nov' 2019 - Dec' 2019**

- Developed integrated systems in conjunction with cross-functional teams, enhancing coordination and problem-solving effectiveness.



**ACHIEVEMENTS**

- Special Mention, Lok Sabha Committee, Indian International Model United Nation, Vijayawada Chapter, 2015-16.



**ACHIEVEMENTS**

- Awarded Best Performer-Portfolio Management Team (3 Consecutive Years): Recognized consistently for outstanding performance, strategic risk management, and impactful contributions to portfolio quality and growth.
- Recognized as Star of the Team-Education Loan Division: Honored for strengthening post-disbursement processes, proactively mitigating credit risk, and improving the overall risk management in the education loan portfolio. "Best Performer - Portfolio Management Team" for three consecutive years.



**ACHIEVEMENTS**

- Completed Advanced Wealth Management Diploma - Indian Institute of Banking & Finance (2023).
- Represented HSBC as CAN India Lead for sustainability and inclusion initiatives.
- Delivered 100% placement as T&P Secretary at SVNIT, Surat.



**CERTIFICATIONS**

- Salesforce Certified Administrator (Credential ID:22558011)
- Salesforce Certified Business Analyst (Credential ID:3016653)
- Salesforce Certified AI Associate (Credential ID:4150306)



**CERTIFICATIONS**

- Diploma in Advanced Wealth Management - IIBF
- Certifications in Cloud & DevOps (Internal HSBC programs)
- Continuous upskilling in Generative AI



**CERTIFICATIONS**



# WORK EXPERIENCE

## 60-95 MONTHS



### ABHA NAYYAR

Technology professional with 7+ years of experience in Salesforce B2C Commerce Cloud delivering global eCommerce transformations across 10+ markets for luxury, beauty, and consumer brands. Experienced in building scalable commerce architectures, optimizing platform performance, and enabling digital growth through large-scale implementations.



### AMAN KUMAR

Infrastructure & engineering professional with cross-functional experience across India & international markets, having worked with leading firms such as Burns & McDonnell, WSP India, and ASSYSTEM STUP. Brings expertise in project governance, stakeholder management, techno-commercial evaluation, and strategic planning, leveraging analytical rigor and business acumen to drive scalable growth, operational efficiency, & enterprise-wide value creation.



84 months

## WORK EXPERIENCE

- Technical Lead: Wipro Ltd. | May 2024 – July 2025**
  - Led multi-region SFCC rollouts for a global skincare brand across 100+ countries, improving scalability and digital reach.
  - Directed integrations with OMS, CRM & Marketing Cloud to enhance customer experience and conversions.
  - Established CI/CD automation, cutting deployment timelines by 50%.
  - Mentored teams and aligned technology decisions with business KPIs.
- Senior Software Engineer: AIOPSGroup | Feb' 2022 – Apr' 2024**
  - Enabled major eCommerce growth for a luxury German fashion brand, boosting Asian sales by 70%.
  - Implemented PIM and marketplace integrations to streamline product data operations.
  - Improved site performance by 40% through caching and architectural upgrades.
- Software Engineer: Dentsu World Services (Isobar) | Sep' 2020 – Feb' 2022**
  - Managed SiteGenesis-to-SFRA migration for a global cosmetics brand, lowering maintenance cost by 40%.
  - Developed customer engagement modules and standardized release governance.
- Associate Technology: Publicis Sapient | Jul' 2018 – Sep' 2020**
  - Delivered SFCC enhancements for luxury fashion brands, enabling omnichannel experiences.
  - Partnered with business stakeholders to design scalable eCommerce architectures and improve CRM data visibility.



## ACHIEVEMENTS

- Promoted from Intern to Technical Lead within 7 years for consistent leadership and delivery excellence.
- Delivered global transformations for brands like Cetaphil, Coach, Clarins, Shiseido, MCM, and Guthy Renker.
- Earned 'Extra Mile Award' for innovation and client success (2024).



## CERTIFICATIONS

- Executive Education – Product Management, Indian School of Business (ISB)
- Strategy Consulting Job Simulation by Boston Consulting Group (BCG)
- Salesforce Certified B2C Commerce Cloud Developer
- Salesforce Certified Data Cloud Consultant
- Salesforce Certified AI Associate
- Data Analysis & Visualization using Microsoft Power BI by KPMG

68 months



## WORK EXPERIENCE

- Associate Senior Engineer: Burns & McDonnell | Jun'24 – Jul'25)**
  - Spearheaded roadway geometric design and pavement marking for ADA Industrial Park Roadway, Oklahoma, achieving 15% optimization in project execution timeline
  - Collaborated with international teams ensuring compliance with US DOT standards and timely delivery.
- Assistant Engineer: WSP India | Dec'22 – Jun'24**
  - Managed design for Singapore Land Transport Authority, improving efficiency by 25% through process optimization.
  - Mentored a six-member team and facilitated weekly client meetings, enhancing stakeholder satisfaction.
- Engineer: Assystem Stup | Jun'22 – Dec'22**
  - Developed feasibility reports and designs for NHAJ projects; negotiated client deliverables increasing profits by 21%.
  - Strengthened coordination between technical and management teams, boosting efficiency by 22%.
- Engineer: SPS Technocrats | Aug'19 – Jun'22**
  - Delivered highway geometric designs for 12+ clients including NHAI, NHIDCL, PWD & BRO contributing to 27% profit growth.
  - Implemented cost-effective design solutions saving 15% cost per project cycle.



## ACHIEVEMENTS

- Head, Creative Team, TEDx BIT Bangalore – led 14-member team, managed ₹6 lakh budget, increasing event reach by 33%.



## CERTIFICATIONS

- Introduction to Project Management – Coursera
- BCG - Strategy Consulting Job Simulation – Forage
- Project Management foundation – PMI
- Master Course in Business Collaboration – Udemy
- Strategic planning and Urban Design Foundations – LinkedIn



**AMAR MANISH SHARMA**

Strategic finance professional, CA and ACCA Finalist with 7 years of experience in Debt Syndication, Transaction Advisory, M&A deal Advisory, Digital Transformation and Business Scaling.



**ANKIT KUMAR**

As a seasoned valuation professional with over 4 years of experience, I have successfully managed various facets of business valuation including mergers & acquisitions, regulatory valuation, financial modelling, peer analysis and industry research. Further, working in my family business has given me the knowledge of leveraging different verticals of a business to derive growth.



**APURVA AGRAWAL**

Automotive Customer Experience and Digital Transformation leader with 7 years' experience driving strategic programs, process automation and AI-led CX initiatives across Kia Motors and Hero MotoCorp.



**ASHU AKASH**

A detail-oriented & versatile professional with 6.5+ years of experience as a Senior Team Leader in Telecom Network Engineering with managing end-to-end delivery / project planning & implementation from scope management, to activity sequencing, effort & cost estimation, risk analysis to quality management.



84 months

**WORK EXPERIENCE**

**Total Solutions Work**

- Scaled firm operations by growing client base by 200% (50 - 150+), and achieving 10% YOY revenue growth.
- Showcased Business Process Re-engineering by integrating an AI system, which required redesigning the entire audit workflow and retraining the team, ultimately cutting errors by 85% and processing time by 20%.

**Ladderup Finance | 2018-2021**

- Co-ordinated end-to-end debt syndication deals ranging from 50 Cr to 600 Cr
- Executed financial modeling & risk analysis for 100+ companies to refine investment pitches and validate strategic plans.
- Assessed the client and peer companies data based on secondary research databases like - Merger Market, VCC Edge, Factiva, Bloomberg Terminal, Credit Rating Agencies, MCA Database.

74 months

**WORK EXPERIENCE**

**Associate: KPMG Valuation Services LLP**

- Led valuation projects for high-growth companies exceeding \$1 billion in valuation across diverse industries, delivering actionable insights and enabling clients to make strategic decisions.
- Executed valuations for companies in the fintech and mortgage industry during the fund raising and pre-IPO stage.
- Mentored and supervised 5 new and existing junior colleagues in the team on various valuation concepts, industry research and other aspects.
- Executed financial models for business valuation (DCF, Comparable Companies, and Comparable Transactions), Purchase Price Allocation, and Derivative Valuations (ESOPs, OPMS, MCS) across industries.
- Hands-on experience in secondary research databases like Bloomberg, S&P Capital IQ, Refinitive, MergerMarket, VCC Edge, EMIS, EIU, Factiva and CRISIL for valuation of businesses across industries.

**General Manager: Help Them Shine**

- Increased the product base to over from existing around 80 to 150+ SKUs by analyzing the needs of the target market and sourcing them from international suppliers, boosting yearly revenue by 25%.
- Managing Help Them Shine's seller account on marketplaces like Amazon and Flipkart with roughly 100 orders being dispatched everyday.
- Building strategic partnerships to enhance awareness and support for autism initiatives. Recently collaborated with IIT Madras on an event dedicated to developing toys and products tailored for neurodivergent children, expanding outreach and fostering innovation in inclusive solutions.

85 months

**WORK EXPERIENCE**

**Program Manager (L2), Customer Experience: Kia Motors(HQ), India**

- Architected CX business plan, conceptualizing process enhancement programs & KPIs across 800+ touchpoints & presenting execution reports to Leadership Team in India & HQ South Korea
- Orchestrated cross functional CX transformation programs, re-engineering customer journey KPIs and stakeholder processes, improving Brand NPS 67 to 75

**Territory Manager (DM), Customer Experience: Hero MotoCorp Ltd.**

- Spearheaded market expansion by activating 35 Dealers & driving additional 36K sales volume (~\$40 Mn)
- Improved inventory turnover by 15% via integration of SAP-Oracle platforms, implementing pull-based ordering and SKU optimization
- Delivered 11% growth in dealer profitability through data-driven performance management, leveraging SAP Analytics and P&L optimization
- Decreased escalated service complaints by 36% annually through root cause analysis and implementing targeted action plans at dealers
- Conducted market research and competitive benchmarking, supporting strategic sales & aftersales initiatives

86 months

**WORK EXPERIENCE**

**Project Engineer: Bharat Electronics Limited | Aug' 2022 - Mar' 2025**

- Engineered 462 Crore Naval Integrated Airfield Security System for Indian Navy, Proctored Installation and Configuration of High End Defense Communication Equipment Ranging from LTE Solutions to GPS Tagging, Ruggedized Mobile Tabs for Video Surveillance, Video Surveillance Drone.
- Proctored Installation and Configuration of Fiber Optic Based Intrusion Detection Systems, Envisaged Configuration of Automated Perimeter Lights, Centralized Alarm Systems, Distress Alarm Systems, Automated Number Plate Reader and Under Vehicle Scanning System, Set up Security System utilizing Baggage Scanners, Metal Detectors, Setup Installation of Sliding Gates and Crash Rated Gates, Ensured Installation of High Speed Collision Bollards and Tire Shredders, Mobile Standby Command Post(MSCP)'s LTE server and VMS server Installation and Configuration,
- NAISS Command Video Wall Installation and Video Camera Installation across diverse locations at the airfield.

**Sr.Team Leader: Reliance SMSL Ltd | Dec' 2018 - Feb' 2021**

- Designed Small Cell Indoor Coverage Plan; deployed & integrated Small Cell Outdoor Sites across Jharkhand, RF Site Integration, Cell Optimization, Small Cell Deployment Activity, Indoor Site Radiation Planning, Wi-Fi Optimization, Government Radiation Regulatory Data Work & Small Cell Maintenance, Performed Small Cell Indoor Site Deployment & Integration Activity, Small Cell IP & MME Configuration Activity, Radiation Level Checks and End-user Connectivity Delivery, Established connectivity & backhaul site using UBR, Microwave & Fiber in integration with AG1, AG2 & AG3 routers
- Established the networking environment by designing system configuration, directing system installation and defining, documenting and enforcing system standards, Designed & implemented new solutions and improve resilience of the current environment, Configured routing and switching equipment, hosted IP voice services and firewalls Provided remote support to on-site engineers and end users/customers during installation, Liaison with project management teams, third-line engineers and service desk engineers on a regular basis.

**ACHIEVEMENTS**

- **Business Growth:** Expanded client portfolio from 50 to 150+ firms in 3 years.
- **Efficiency:** Reduced manual processing time by 20% and cut material costs by ₹50,000 via process digitization.
- **Execution:** Successfully closed 150+ tax compliance cases within a strict 30-day deadline.
- **Accuracy:** Improved financial forecasting accuracy by 50% through robust peer analysis.
- **Strategic Research & Publication:** Authoring a follow-up case study on CSB Bank, focusing on its 8-year strategic trajectory and post-turnaround business model challenges.

**ACHIEVEMENTS**

- Rising Star Award at KPMG for being a top performer in Q1 2019
- Above and Beyond Award at KPMG for exceeding performance expectations consistently and going the extra mile to deliver to clients
- Awarded twice for assisting in large deal valuation assignments at KPMG

**ACHIEVEMENTS**

- Awarded Best Entrepreneurship Idea by Startup Accelerator & Incubation Centre, MDI Gurgaon
- Presented Idea for Generative AI based Customer Data Platform for qualitative analysis & tailored action plans for dealerships
- Hero MotoCorp National Award Winner for exemplary performance (2020-22)
- Felicitated by CSO for highest contribution in Hero Green Drive for Guinness Book of World Records (2021)
- Youngest to secure 1st Position in National Aftersales Performance Indexing among 226 Territory managers (2020)

**ACHIEVEMENTS**

- Was in Top 1% Candidates with High IQ for NIIT IT Aptitude Test.
- Attended Workshop on National Entrepreneurship Development Program at BIT, Mesra
- Was First in Aptitude Test Ignite at BIT, Mesra
- Attended Workshop on Business Simulations at BIT International Conclave 2013.
- Was a Topper in CBSE XIIth Exam
- Coordinated Workshop on PCB and CKT Design
- Did a Summer Project on GSM and Transmission Technologies at Vodafone Spacetel Limited
- Participated in workshop on Mobile Controlled Robotics conducted by Yogiki & Participated in X-Bee Robotics Workshop by Robosapiens India
- Participated in Workshop on Electronic System Design and Manufacturing sponsored by Computer Society Of India and Department of Electronics and Information Technology, Govt. Of India

**CERTIFICATIONS**

- Microsoft Power BI (KPMG)
- Business Valuation & Risk Analysis (FundsAudit Live Project)
- Python & SQL (Undergoing)
- Business Consulting & Innovation (Grant Thorton)

**CERTIFICATIONS**

- Bloomberg Market Concepts from Bloomberg
- Business Consulting and Innovation by Grant Thorton

**CERTIFICATIONS**

- Certified Scrum Product Owner (CSPO) by Scrum Alliance
- Lean Six Sigma by KPMG
- McKinsey Forward Program Alumnus

**CERTIFICATIONS**



**AYUSH KUMAR**

Results-driven professional with 7+ years of experience in education administration and marketing, leading large teams and driving institutional growth through strategic planning, operational excellence, and data-driven decision-making.



**CHINMAY ARORA**

Strategic and performance-driven professional with 7+ years of B2B sales experience at Hindustan Petroleum Corporation Ltd (HPCL), delivering high-impact growth, profitability, and market expansion, currently pursuing PGDM (BM) at MDI Gurgaon to transition into consulting and strategy leadership roles.



**GAURAV PRASHANT**

A highly experienced and performance-driven Civil Engineer with 7+ years of experience in National Highways development, specialization in EPC/BOT mode execution works, DPR evaluation, land acquisition, utility shifting, and contract administration works under NHAI.



**G Aravinda Subramanian**

Analytical and performance-driven professional with 5+ years of experience in product development, operations & supply chain strategy within the EV manufacturing domain. Proven track record in leading cross-functional teams, driving process optimization. Passionate about leveraging engineering insights and data-driven decision-making to solve complex business and operational challenges.



94 months

**WORK EXPERIENCE**

**Administrative Officer: Sun High School**

- Spearheaded day-to-day school operations for 1,200+ students, managing 40+ teachers and 25 staff to ensure academic and administrative excellence.
- Drove 25% year-over-year growth in student admissions through multi-channel marketing and community outreach campaigns.
- Secured CBSE senior secondary affiliation (Class 12) in 2024 by leading compliance, documentation, and infrastructure upgrades.
- Negotiated vendor contracts and optimized resource allocation, reducing annual operating costs by 15%.
- Implemented digital systems for admissions and record management, improving efficiency and transparency.

**Field Officer: Tafe Ltd.**

- Drove 25% sales growth within the first quarter by promoting newly launched heavy-duty tractors and farm equipment across rural Rajasthan.
- Established TAFE's first Customer Hiring Centre (CHC) in Alwar district, enabling farmers to rent tractors and equipment, improving product accessibility and brand reach.
- Played a key role in launching and promoting the JFARM mobile application, enhancing digital adoption among farmers and strengthening TAFE's market presence.

84 months

**WORK EXPERIENCE**

**Asst. Manager: Hindustan Petroleum Corporation Limited | Jan' 2017 – Apr' 2023**

- Achieved and exceeded annual sales of 40,000 MT and profit targets of ₹30 Cr through analytical market analysis.
- Enhanced profitability via product mix optimization and new market development.
- Commissioned four consumer pumps in one year (vs. national average of one), driving volume growth.
- Won "Best Innovative Idea" and "All-India Best Performance" awards for business impact.

**Sales Engineer: Ceratizit India Pvt. Ltd. | Jul' 2014 – Apr' 2015**

- Increased key account turnover from ₹5L to ₹70L through effective client engagement and trials.
- Provided application-based tool selection and technical solutions to improve tool life and reduce machining cycle time.

92 months

**WORK EXPERIENCE**

**Site Engineer: National Highways Authority of India**

- Supervised construction work in EPC/BOT mode projects including 4/6 laning works, VUPs and ROBs.
- Handled land acquisition issues.
- Coordinated with utility owning departments, forest departments and Railways for clearances.
- Reviewed methodologies, QA programs, DPRs & design documents.
- Monitored road maintenance, toll operations & periodic maintenance.
- Ensured compliance with IRC and MoRTH guidelines.
- Checked contractor bills, estimates, designs and COS.
- APC calculation for toll notifications.
- Prepared estimates, cost analysis, rate analysis & tender documents.
- Oversaw pre-construction activities, material approvals and documentation.

**Engineer (E&QA): Ashoka Buildcon Ltd**

- Executed road constructions works.
- Monitored progress and supervised subcontractors.
- Ensured quality control in accordance with IRC & MoRTH guidelines.
- Prepared progress reports and documentation.

**Professional Consultant: Mass N Void Design Consultants**

- Prepared layout designs for houses under PMAY.
- Supervised construction quality and monitored building structures.
- Managed documentation related to stage-wise payments.
- Assisted beneficiaries in timely completion to meet project targets.

67 months

**WORK EXPERIENCE**

**Mechanical Team Lead: Revoh Innovations**

- Steered the company's first product line from a "0 to 1" concept to full commercialization by aligning product engineering with go-to-market strategies.
- Spearheaded end-to-end digital transformation by implementing real-time traceability checkpoints across 3 critical manufacturing workflows, reducing root-cause analysis cycle time by 40% and significantly improving operational visibility for leadership decision-making.
- Conducted AS-IS and TO-BE process mapping with embedded governance metrics, standardizing cross-functional workflows and enhancing traceability across the full manufacturing value chain.
- Directed a 15-member multidisciplinary team across design, testing and manufacturing functions, ensuring technical alignment, risk mitigation and on-time programme delivery across multiple concurrent projects.
- Facilitated structured review cadences with over 25% OEM partners and suppliers, driving rapid issue resolution and long-term relationship management critical to business continuity.
- Designed comprehensive EV fleet operations playbooks enabling scalable rollout across 2 cities within 2 months, ensuring zero downtime during the initial launch phase through structured planning and cross-team coordination.

**ACHIEVEMENTS**

- Leadership Excellence Award** – Sun High School (2022) Awarded for successfully leading a team of 65+ staff and implementing innovative marketing strategies that boosted admissions.

**ACHIEVEMENTS**

**ACHIEVEMENTS**

- Successfully completed 133.300 km length of National Highway road projects amounting to ₹852.73 crore, delivering all works with technical accuracy, quality compliance, and timely execution.
- Completed three DPR projects covering 65.67 km length of National Highways, ensuring precise technical evaluation, accurate planning, and timely submission.
- Implemented advanced road safety measures at high-risk stretches such as Chutupalu Ghati and Charhi Ghati, resulting in a 50% reduction in accident occurrences.

**ACHIEVEMENTS**

- Founding Member of Revoh Innovations – led the company's first BLDC product line from concept through to full commercialization in 2020, establishing the operational foundation for the organisation's core product portfolio.
- Secured Top 30 Rank at the Sakthi Microprocessor Challenge conducted by MeTY, competing against participants from leading engineering institutions across the region.
- Awarded School Topper for Academic Excellence in the Class 10 Board Examination

**CERTIFICATIONS**

- Microsoft Power BI Certificate - By KPGM

**CERTIFICATIONS**

- Power BI | Sales Excellence (enParadigm, 2019) | HP-SET Leadership (IIM Nagpur, 2021) | PRO-E (2013) | IMTMA Technical Training (2014)

**CERTIFICATIONS**

- TOGAF 10 Foundation Course
- Lean Six Sigma Green Belt – KPMG
- Fundamentals of Project Planning & Management
- AutoCAD
- STAAD.Pro

**CERTIFICATIONS**

- Lean Six Sigma Green Belt – KPMG
- Google Project Management Professional Certification – Coursera
- Data Analysis and Visualisation using Power BI – KPMG
- Business Consulting and Innovation by Grant Thornton



**ISH TANDON**

As a management professional with over six years of experience, I have successfully managed key aspects of operations, business development, and sales across the hospitality and retail sectors.



**KISHORE KUNAL**

As a technology professional with over 5 years of experience at FNZ and Micro Focus, I worked as a versatile leader who bridged business, technology, and creative domains, successfully managed the entire product delivery lifecycle—from initial solution design and test management to client-facing demos, documentation, and building high-performing teams via recruitment and training.



**MOHIT VERMA**

Results-driven professional with 5+ years of cross-industry experience in sales strategy, marketing operations, and supply chain optimization; focused on revenue growth, market expansion, and operational excellence.



**NEHA SHRIVASTAVA**

Business development & program management professional with experience across international trade and academic program leadership. Skilled in market research, GTM strategy, process optimization, stakeholder management, and capability building across global markets and professional learning programs.



**77 months WORK EXPERIENCE**

**Business Development: DIPS (Pure Veg Restaurant), Delhi | Jan' 2024 – Aug' 2025**

- Revived & managed end-to-end operations of the family-run restaurant business, ensuring high service standards and operational efficiency.
- Led market analysis initiatives to understand evolving consumer preferences and introduced innovative offerings to enhance customer satisfaction and drive revenue growth.
- Expanded business outreach by managing large-scale institutional and event catering assignments, strengthening brand positioning in the regional market.
- Oversaw budgeting, cost control, vendor negotiations, and supplier management to ensure profitability and consistent quality standards.
- Managed & trained staff members to improve productivity, teamwork, and service excellence.

**Operations Manager: Sugar and Spice India Pvt. Ltd., Delhi NCR | Sep' 2022-Dec' 2023**

- Managed daily operations and supervised a team of 70 employees to ensure smooth workflow and effective resource utilization.
- Implemented process improvement strategies that significantly enhanced operational efficiency and strengthened cross-functional coordination.
- Aligned operational activities with organizational objectives to improve productivity and customer satisfaction.

**Sales Executive: Retail Junction Pvt. Ltd. | Mar'-2020-Mar'2022**

- Drove client acquisition through direct meetings, relationship management, and strategic sales presentations.
- Conducted market and competitor analysis to provide insights for informed decision-making.
- Built long-term client relationships through consistent follow-ups, generating repeat business and referrals



**ACHIEVEMENTS**

- Awarded 'Star of the Quarter' at FNZ for going above and beyond to ensure an on-time release
- Earned 9 'Manager-to-Employee' recognitions from 5 different managers at Micro Focus
- Scored a 700 on the GMAT, placing in the top percentile globally



**CERTIFICATIONS**

- BCS Foundation Certificate in Business Analysis v4.1
- The Concise Product Management, Charles Du
- Fundamentals of Digital Marketing

**68 months WORK EXPERIENCE**

**Analyst Tester: FNZ**

- Led cross-location teams to deliver 6+ major releases for global clients (UK, NA, Finland), including the revenue-generating VMI R2 Pension launch.
- Designed feasible solutions for projects by analyzing complex client requirements & defining more than 50 actionable user stories
- Supported high-quality talent acquisition by screening 100+ student profiles and conducting 30+ technical interviews.
- Accelerated new-joiner onboarding from 3 weeks to 1 week by delivering an efficient, restructured technical training program."

**Software Engr QA 2: Micro Focus**

- Delivered 2 major service packs (SP5, SP6) managing the end-to-end testing, documentation and stakeholder presentations
- Boosted testing efficiency by 70% through strategic planning, optimizing the regression suite from 1,000+ to 300 core cases.



**ACHIEVEMENTS**

- Awarded 'Star of the Quarter' at FNZ for going above and beyond to ensure an on-time release
- Earned 9 'Manager-to-Employee' recognitions from 5 different managers at Micro Focus
- Scored a 700 on the GMAT, placing in the top percentile globally



**CERTIFICATIONS**

- BCS Foundation Certificate in Business Analysis v4.1
- The Concise Product Management, Charles Du
- Fundamentals of Digital Marketing

**64 months WORK EXPERIENCE**

**Consultant, Great Learning | May 2024 – Jul' 2025**

- Led Africa market setup, delivering 3X ROAS and improving ROI by 8%.
- Directed sales strategy generating ~\$390K in revenue and reduced CAC from 34% to 24% via funnel optimization.
- Launched a tailored Data Analytics program, unlocking a new revenue stream valued at over \$1M annually.
- Built and mentored a consultative sales team, doubling lead-to-enrollment rates.

**Program Admission Associate, GrowthSchool | Aug 2023 – May 2024)**

- Exceeded targets by 25%, contributing to 20% growth in program revenue.
- Converted clients at a 30% rate through 50+ personalized demos, adding ₹58 Lakh in incremental annual revenue.
- Expanded the lead pipeline by 40% using LinkedIn Sales Navigator and data-driven outreach.
- Mentored 5 junior associates, accelerating ramp-up performance by 110%.

**Engineer, India Yamaha Motors | Nov 2015 – Jun 2019**

- Managed procurement for a ₹50 Crore component portfolio, ensuring 100% on-time deliveries.
- Implemented JIT and lean practices, reducing holding costs by 12% and improving OEE by 8%.
- Drove cross-functional collaboration for new model launches, achieving zero-defect benchmarks and improved throughput.



**ACHIEVEMENTS**

- Rockstar Award for exemplary sales performance, Great Learning (2024).
- Channel Partner & Franchise Owner: delivered 20% YoY revenue growth.
- Technical Head, Hybrutos Racing: led hybrid racecar development.



**CERTIFICATIONS**

- Trinity Grade 5 (Guitar)
- Python Certification: AI for Techies

**79 months WORK EXPERIENCE**

**Business Development Manager, GVM Overseas**

- Conducted market research and competitive landscape analysis across international building material markets to recommend product positioning and pricing strategies, enabling business development & new client acquisition across emerging geographies.
- Led detailed requirement gathering (DRG), feasibility analysis, and product fit-gap assessments for international orders; coordinated supplier evaluation & proposal development to align client requirements with vendor capabilities for pre-shipment approvals.
- Managed the end-to-end international client lifecycle through customer relationship management - from lead qualification & order conversion to post-shipment engagement - enabling structured pipeline tracking, improved customer experience, and stronger client retention.
- Negotiated freight contracts & optimized logistics strategies while implementing AI-enabled logistics automation, reducing shipping costs by 4% & improving order-to-delivery cycle efficiency for international clients.
- Designed a structured client engagement & order visibility framework integrating real-time shipment tracking, proactive issue resolution, and tailored product recommendations, strengthening customer trust and satisfaction.
- Built process workflows & Excel-based operational dashboards for export documentation, implementing a maker-checker verification model that reduced documentation errors by ~20% and improved operational reliability.
- Revamped customs documentation & compliance processes through coordination with freight forwarders and CHAs, reducing customs clearance delays by 10% while maintaining a 100% compliance record.
- Designed a logistics compliance SOP and escalation framework, mitigating operational risks and reducing demurrage costs by 60%.

**Assistant Professor, Chitkara University**

- Delivered language capability development programs for 1000+ students using the Inlingua methodology, designing targeted learning interventions to strengthen professional communication and workplace readiness.
- Designed and facilitated Faculty Development Programs (FDPs) for 50+ professors, delivering customized training modules to enhance training effectiveness, communication delivery, and classroom engagement.
- Led placement readiness training initiatives for 2000+ students, focusing on interview preparation, professional communication, and personalized coaching to improve employability and industry alignment.
- Conceptualized and executed the "Language Bugs" learning initiative, developing 100+ visual learning infographics on functional English to improve learner engagement and accessibility of training resources.
- Served as Single Point of Contact (SPOC) for 10+ academic programs, managing program scheduling, cross-functional faculty coordination, & stakeholder communication to ensure seamless program delivery and operational execution.



**ACHIEVEMENTS**

- Received a 'Letter of Appreciation' from the Mayor of Chandigarh for contributions to animal welfare initiatives and active volunteering with local NGOs.
- Led educational outreach sessions for 10+ government school students, promoting awareness on compassion, empathy, and coexistence through interactive learning discussions.
- Anchored institutional and cultural events, demonstrating strong public speaking, audience engagement, and stage management skills.



**CERTIFICATIONS**

- Strategic Management & Business Essentials – Hero Vired | INSEAD (2023)
- Data Analysis & Visualisation using Power BI by KPMG
- Business Consulting program by Grant Thornton



**NIDHI PRIYA**

Accomplished & results-driven Financial Analyst with five years of distinguished tenure at Yuva Chetna Club, N.G.O. where I mastered the art of converting intricate financial data into powerful strategic narratives that shaped organizational growth and celebrated for precision, resilience, and an authoritative leadership presence. I consistently delivered robust forecasts, decisive reports, and transformative financial strategies and reflects accountability, clarity and the ability to distill complexity into actionable direction. Currently pursuing Executive MBA at MDI Gurgaon blending financial expertise with MBA to leverage my financial analyst experience to deliver data-driven decisions that optimize resources.



60 months

**WORK EXPERIENCE**

**Financial Analyst, N.G.O**

- Strategic financial initiatives in budgeting, forecasting, and cost optimization to strengthen organizational sustainability.
- Designed scenario-based financial models to evaluate investment options and support evidence-based decision-making.
- Drove process optimization by analyzing expenditure trends, identifying variances, and implementing governance measures that enhanced accountability.
- Directed cross-functional collaboration to ensure stakeholder alignment and elevate financial transparency.
- Delivered reliable performance metrics and actionable insights, empowering leadership to pursue long-term growth with confidence



**NIRVAN GUPTA**

A data-driven research and analytics professional with 5+ years of experience. I specialize in solving complex business problems through statistical modelling, primary research, and process transformation. I bring together analytical depth, structured thinking, and cross-functional collaboration to turn raw data into insights that drive strategy, efficiency, and measurable impact.



63 months

**WORK EXPERIENCE**

**Senior Specialist, Quantitative Analysis & Data Science: GARTNER**

- Led end-to-end research and analytics workstreams using statistical models, cluster analysis, regression techniques, and Power BI dashboards to extract insights from large-scale primary datasets.
- Implemented the Decipher survey tool and trained global teams, cutting Self-Service Tool creation time by 83%.
- Partnered closely with senior leadership to translate research findings into strategic recommendations.
- Designed surveys with external vendors, ensured high-quality data collection, and conducted EDA using historical survey datasets.

**Modelling Analyst: Nielsen**

- Delivered advanced Marketing Mix Models (MMM) and forecasting solutions for diverse clients.
- Applied machine learning, optimization tools, and scenario simulations to enhance marketing ROI.
- Collaborated with stakeholders to shape business questions and deliver high-impact insights.

**Researcher: Institute for Competitiveness**

- Contributed to national-level projects for NITI Aayog, Smart Cities Mission, Vedanta, Reliance Jio, and others.
- Published articles in Economic Times Digital, Financial Express Digital, and Millennium Post.
- Conducted data workshops for 50+ city officials, improving analytical capability and governance.



**PALLAV GUPTA**

Analytical and impact-driven Data Scientist with over five years of experience in AI/ML and GenAI, delivering measurable business transformation and efficiency improvements across global manufacturing, automotive, and technology enterprises.



61 months

**WORK EXPERIENCE**

**Lead Data Scientist: Motherson Group**

- Leading a team of nine data scientists to develop and deploy AI/ML and GenAI solutions across automotive and manufacturing domains.
- Designed predictive models that improved On-Time Delivery (OTD) by 15% and reduced lead times across global plants.
- Developed enterprise GenAI applications under Genie for secure, scalable LLM-based automation.
- Executed analytics programs for the Volkswagen Group (Audi, Volkswagen, Škoda, Porsche, Lamborghini), enhancing forecasting and inventory optimization with a 20% efficiency gain and ₹15 crore value addition.
- Delivered computer vision and NLP systems for Raychem to automate defect detection and reporting.

Built the Meeting Notetaker Bot for Prysm Systems, increasing meeting productivity by 30%.



**SACHIN SHARMA**

As a results-driven professional with 5+ years of experience in Sales Management and Business Development, I specialize in driving revenue growth, managing B2B key accounts, and leading high-performance sales teams.



64 months

**WORK EXPERIENCE**

**Managerial Roles: Palak Stark, Careers360**

- Spearheaded the national sales strategy at Palak Stark for a 30-agent team across two states, generating a 20% revenue increase in two months
- Designed and implemented quality protocols, boosting pitch effectiveness by 30%, and presented weekly performance analysis directly to CXO-level and senior stakeholders
- At Careers360 led a team of four sales executives for B2C and oversaw B2B key account operations for a ₹20 Lakh portfolio, successfully achieving a 70% retention rate

**Team Lead: Vedantu**

- Mentored various sales teams, developing focused strategies that achieved the target of 10% improvement in the Demo-to-conversion rate
- Continuously met quarterly team sales targets and earned entry into Vedantu's prestigious V-Achievers Club

**Early Career Roles: Byju's, Meritnation, Conquerem**

- Handled the end-to-end sales cycle, driving rapid internal growth (earning Best Performer of the Month twice and a promotion), while conducting primary market research to design customer-centric retention strategies



**ACHIEVEMENTS**

- Directed cross-functional budgeting and sponsorship outreach, ensuring financial discipline and stakeholder engagement.
- Developed interactive financial dashboards and automated reports, streamlining monthly cycles and reducing manual inefficiencies.
- Delivered measurable improvements in reporting accuracy and operational efficiency.
- Achieved a GMAT score of 698, reflecting strong analytical aptitude and academic rigor.
- Recognized in a newspaper for anchoring an annual event



**ACHIEVEMENTS**

- Content Excellence Award (Gartner) for driving transformational change in client execution of critical priorities.
- Silver Award (Nielsen) for demonstrating excellence in project ownership and playing a key role in timely delivery
- Made it to Top 3% (out of 12000 teams) of the Infosys Ingenious Case competition.
- Secretary, Alumni Committee for MDI PGDM-BM Batch 38
- Captain of Football Team in School, Graduation and Post Graduation
- Winner of HT GIFA (Under 18 National Football Tournament)



**ACHIEVEMENTS**

- Won Best Entrepreneurship Idea Award at Dilli Haat for "SkillArcade," an AI-based verified upskilling and employability platform.
- Recipient of Ironman Highflyer Award for exceptional AI innovation, delivery impact, and leadership excellence.
- Conducted AI/ML capability-building workshops across business units, improving adoption, data literacy.
- Secured Zonal 3rd position in Basketball, served as Head House Captain leading 250 students.



**ACHIEVEMENTS**

- Earned entry into Vedantu's prestigious V-Achievers Club for continuous achievement of sales targets
- Secured best performer of month twice at Meritnation
- Successfully spearheaded a national sales strategy for a team of 30 sales agents



**CERTIFICATIONS**

- Tally ERP GST
- Power BI by KPMG



**CERTIFICATIONS**

- Executive Diploma in Data Science & AI - IIIT Bangalore (Pursuing)



**CERTIFICATIONS**

- Introduction to Big Data, UC San Diego
- Natural Language Processing, HSE
- Cloud Computing, UIUC
- NLP in TensorFlow, deeplearning.ai
- Neural Networks and Deep Learning, deeplearning.ai
- PADI Certified Scuba Diver



**CERTIFICATIONS**

- CRM Tools: Salesforce, LeadSquared
- Power BI by KPMG



**SPARSH MAKROO**

I have over 6 years of experience in business analytics, sales operations, & process improvement across organizations such as Concentrix & BYJU'S. In my roles, I have worked closely with cross-functional stakeholders to solve operational challenges, generate data-driven insights & improve business performance across large teams and markets. My experience includes leading transformation initiatives, building analytical dashboards, & driving measurable improvements in conversion, customer satisfaction, and operational efficiency. I am currently pursuing a PGDM in Business Management from MDI Gurgaon, where I aim to further develop my problem-solving and strategic thinking skills for a career in consulting.



**TANYA GUPTA**

A content marketing professional with 7 years of experience driving brand growth through SEO strategy, digital content distribution, and marketing automation across global brands like Amazon and CBRE.



75 months

**WORK EXPERIENCE**

**Assistant Manager, Research & Analytics: Concentrix | (Sept' 2023 – Aug' 2025)**

- Delivered performance dashboards and analytical reports for senior leadership to support business reviews, forecasting, and decision-making.
- Worked with cross-functional stakeholders to gather business requirements and translate them into operational analytics solutions.
- Led a process improvement initiative that reduced broken rules from 10% to 4%, contributing to improved revenue realization.
- Identified discrepancies in sales sources through data analysis, helping improve sales conversion by 5%.
- Developed reporting dashboards used by 600+ sales representatives across four geographies, improving operational visibility and performance management.

**Assistant Manager, Sales Operations: BYJU'S | Jun' 2019 – Aug' 2023)**

- Collaborated with regional and national sales leadership to align sales operations strategy, incentives, and CRM governance for 1,200+ sales employees.
- Led the operational transition of 7,000 sales employees to an Inside Sales model, improving efficiency and cost optimization.
- Designed a lead utilization framework that improved lead usage from 70% to 100%.
- Managed teams of 45 auditors and 40 BPO executives to validate sales interactions and ensure accurate incentive calculations.
- Generated ₹1.2 Cr in direct B2C revenue and retained ₹70 lakhs through targeted customer follow-ups and engagement initiatives.

**ACHIEVEMENTS**

- Represented Delhi in 6 National Roller Hockey Championships, serving as Team Captain for 4 tournaments.
- Performed in the Closing Ceremony of the Commonwealth Games as part of a large-scale international cultural production.
- State Gold Medalist in Speed Skating and medalist in four sports at inter-college competitions.
- Participated in the L'Oréal Global Case Competition, solving real-world business strategy problems.

**CERTIFICATIONS**

- Business Consulting Certification: Grant Thornton**, covering consulting frameworks, problem structuring, and strategic problem-solving.
- Microsoft Excel Certification: LinkedIn Learning**, focused on data analysis, spreadsheet modeling, and business reporting for decision-making.

74 months

**WORK EXPERIENCE**

**SEO & Distribution Manager: Amazon | Mar' 23 – Jun' 25**

- Led SEO and content distribution for Amazon's corporate blog aboutamazon.in, doubling engagement and organic reach.
- Managed external agencies to ensure content quality and delivery timelines.
- Introduced automation through Salesforce Pardot, enhancing newsletter engagement.
- Collaborated with internal teams to improve reputational content visibility across Amazon's platforms.

**Associate, Content Marketing: CBRE | Jan' 22 – Mar' 23**

- Drove social media growth by 50% through strategic LinkedIn content planning.
- Amplified the reach of CBRE's industry reports through multi-channel content marketing.
- Utilized Google Analytics and Search Console to create a data-driven content roadmap.
- Partnered with global rebranding teams for website revamp and quality content curation.

**Executive, Content Marketing: Tech9logy Creators | Feb' 20 – Dec' 21**

- Managed B2B content and copywriting projects, including email drip campaigns for lead conversion.
- Developed integrated content strategies for in-house and global clients.

**Intern, Content & Copywriting: Vamani Overseas | Oct' 18 – Feb' 20**

- Created content for an Australian e-commerce wine brand – enhancing CX via blogs, newsletters, and social posts.

**ACHIEVEMENTS**

- Awarded for exceptional contribution within the first year at Tech9logy Creators.
- Selected as Creative Head, Corporate Communications Committee, MDI Gurgaon.
- Joined Impressions Cultural Society for fine arts at PGDAV College.

**CERTIFICATIONS**

- Google Analytics Certified
- Content Marketing - MICA

**WORK EXPERIENCE**

**96-180 MONTHS**





**ANUJ KUMAR SINGH**

A highly effective Center Manager and Operations Leader with 8 years of experience in regulatory compliance, team leadership, and efficiently managing end-to-end skill development center operations.



**BIKRAMJEET SINGH KALSI**

IT Product Leader with 10+ years of expertise in AI-driven platforms, product strategy, & education-tech innovation.



**KUMAR SIDDHANT**

As an experienced professional with over eight years of expertise, I specialize in Operations, Supply Chain Management, and Project Management, with a strong foundation in stakeholder management and strategic execution.



**NEETU SEHRAWAT**

As a seasoned banking professional with over 10 years of experience, I have successfully managed various facets of retail banking including general operation, trade finance, financial inclusion, Agri and SME lending and appraisal of secured as well as unsecured loans.



96 months

**WORK EXPERIENCE**

**Center Manager: AP Service Provider**

- **Center Operations & Data Management:** Managed the entire lifecycle of the Training Center Information System (TCIS), from accurate batch creation through to final trainee certification data upload and streamlined digital data tracking for 100% compliance with PMKVY reporting standards.
- **Regulatory Compliance & Quality Assurance:** Ensured all center activities consistently met NSDC and SSC compliance standards. Successfully managed all documentation for process, physical, and financial audits, securing timely claim submissions.
- **Team Leadership & Budget Management:** Led, mentored, and trained a team of 10+ staff and trainers, while managing the annual operational budget to meet financial targets through efficient expenditure optimization.
- **Placement & Industry Linkages:** Oversaw the Dedicated Placement Cell, successfully driving trainee placements through active engagement with industry partners and focused job readiness programs.

**Soft Skill Trainer: NEDS Skills & Services Pvt Ltd**

- **Soft Skills Training Delivery:** Delivered engaging and interactive soft skills sessions to youths under PMKVY.
- **Trainee Mobilization & Outreach:** Executed effective community mobilization strategies in both urban and rural settings, consistently surpassing enrollment goals. Collaborated with local government and community leaders to secure official support for outreach efforts.

121 months

**WORK EXPERIENCE**

**Director, Technology & Transitions: Talocity Talent Ecosystem | Jan'25 – Jul'25**

- Led digital transformation in AI-powered recruitment, integrating psychometrics and predictive hiring analytics. Architected 10+ validated behavioral modules, improved UI/UX engagement by 35%, and piloted AI candidate evaluation (~52% accuracy vs experts). Spearheaded agile delivery across engineering pods, ensuring timely releases.

**Founder: JBN Technologies | Apr'21 – Present**

- Established skilling partnerships and education marketing alliances for Pradiya Software. Designed and launched 10+ entrepreneurship-oriented courses under Samadhan Group, recruited instructors, and supervised studio-based learning content. Conducted IBM India workshops on NCrF and NCF frameworks.

**Product Manager: EasyRewardz | Oct'21 – Nov'23**

- Delivered engagement & loyalty solutions for 15+ brands including Levi's, Skechers, and The Body Shop. Managed SCRUM cycles, UI/UX upgrades, API development, and lifecycle management from ideation to iteration.

**Founder: BrainPundits Technologies | Oct'15 – Feb'21**

- Built an AI-based career guidance platform, leading product development, Agile cycles, client delivery, and edutainment content. Onboarded 50+ B2B clients, delivered 10k+ tests, and generated revenues of INR 20 LPA.

105 months

**WORK EXPERIENCE**

**Manager, Procurement | Power Grid Corporation of India Limited**

- **Strategic Contracting:** Spearheaded the drafting and execution of high-value contracts over ₹10,000 crore.
- **Negotiation & Savings:** Achieved direct cost reductions of ₹55 crore in a single contract through rigorous vendor management.
- **Process Innovation:** Developed MIS-based frameworks that significantly reduced process redundancy and turnaround times.

**Deputy Manager, Operations | Power Grid Corporation of India Limited**

- **Operational Excellence:** Managed end-to-end UHV/EHV substation operations, maintaining near-perfect system availability.
- **Digital Transformation:** Shifted the department toward predictive maintenance by implementing real-time SCADA reporting.
- **Team Leadership:** Led cross-functional teams, ensuring safety and performance during critical commissioning projects.
- **Project Management:** Contributed in commissioning multiple large-scale EHV/UHV substations and executing time-critical projects.

125 months

**WORK EXPERIENCE**

**Manager: Canara Bank**

- Developed and executed business strategy to achieve an average YoY Asset growth of 15%.
- Managed a team of 10+ professionals through effective leadership, planning and execution of business operations of the bank branch unit.
- Executed the credit appraisal and disbursement of entities having turnover upto INR 20 Crores, leveraging strong decisionmaking skills
- Implemented robust control measures and compliance procedures within the branch, resulting in a 30% decrease in operational incidents.
- Boosted branch revenue by 25% by deploying effective business strategy and cross-functional coordination.
- Improved branch CSAT rating by 95% and customer retention rate by 90% through effective stakeholder management and interpersonal communication.

**ACHIEVEMENTS**

- Always has been among the top 5% of the class throughout the academic career.
- Received certificate of appreciation from District Administration for successfully co-ordinating District youth games.

**ACHIEVEMENTS**

- Mentored winning teams at IIT Ropar's AnnamAI Hackathon (2025).
- Published 5+ research papers in AI & health tech; directed 50 interns (2021).
- Selected for IIT Delhi Global Business Conclave (2018) & BW Businessworld Incubation (2017).

**ACHIEVEMENTS**

- GATE 2016: AIR 97 (EE).

**ACHIEVEMENTS**

- Qualified with PAN india 5th position in maximum accounts opened in the Canara Payroll Package Accounts in 2024.
- Achieved 1st position in Canara Bank's NRI deposit mobilization campaign in 2023 in Large Branch Category.

**CERTIFICATIONS**

- Lean six sigma green belt
- AI for all specialization
- Business Consulting and innovation by Grant Thornton.
- Lean Six Sigma, Green Belt by KPMG
- Google Project Management
- Power BI by KPMG

**CERTIFICATIONS**

- Python for AI/ML/DL – IIT Kanpur (2024)
- B.Tech (CSE) – UIET, Panjab University (2014)

**CERTIFICATIONS**

- Harvard ManageMentor
- Financial Accounting from IIT Delhi
- Project Management (Google-Cousera)
- Power-BI & Data Analysis from KPMG

**CERTIFICATIONS**

- Junior Associate of Indian Institute Bankers (JAIIB)
- Diploma In German Language

# PLACEMENT PROCESS



- Members from companies interact with students on campus through Business Thought Leadership Sessions, Guest Lectures, Live Projects & other Corporate Forums.
- Student profiles & other relevant details are shared with the companies.
- The companies conduct Pre-Placement Talks to give in-depth information about themselves, including the roles, profiles being offered & their expectations from current participants.
- Interests are solicited from corporates & CVs of relevant participants are shared.
- The calendar slot for the campus visit is finalized & communicated to the corporates.
- Companies conduct their selection process which typically comprises of CV based short-listing, Case discussions & personal interviews.
- Final results are announced by the companies.

# SAMVAAD - ANNUAL LEADERSHIP CONCLAVE

The annual business colloquium organized by the **PGDM-BM** students at **MDI Gurgaon**.

A platform of panels for sharing ideas among the leaders from various domains across the country and focuses on providing a unique opportunity to the participants for gaining insights into various domains. The panels will have industry stalwarts, leading entrepreneurs, leadership gurus, and academicians who share their valuable insights with the participants.

**Highlights of Samvaad'24 | Email: [samvaad@mdi.ac.in](mailto:samvaad@mdi.ac.in)**





# 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.

**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, Synthia Industries Ltd, Kochi, Kerala  
PGDM BM (ERSTWHILE NMP)-29

**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

**TESTIMONIAL**

My journey at MDI Gurgaon was a life changing experience which not only changed my perspective of the world around but helped me become a part of the much bigger world out there, beyond the industry I was earlier part of or beyond my role. With a batch mix of such diverse backgrounds and such different levels of experience, the learning is humongous. One learns to look at the same problem from so many different lenses. Moreover the tight schedule & well crafted curriculum ensures you do not miss out on any aspect of MBA life or of College days in this power packed 1 year. The quality of faculties and the scope of subjects is also one of the best in the country.



**PRITI CHOPRA**  
Assistant Vice President - Google India Pvt. Ltd.  
PGDM BM (ERSTWHILE NMP)-32

**TESTIMONIAL**

Life at MDI is about transformation. It provided me access to great career opportunities and incredible personal experiences. The faculty pool offered the lens to explore new learnings. The academic curriculum to corporate correlations to student committee activities - each played a pivotal role to shape my outlook and capabilities. Room-mates fostered the spirit of collaboration, share best ideas and have fun while we were at it. The program experience at MDI played a role in equipping me with the skills of the future and a belief to scale new peaks of personal and professional excellence.



**PRASHANT KUMAR JHA**  
Vice President - HR, Swiss Re  
PGDM BM (ERSTWHILE NMP)-28

**TESTIMONIAL**

"MDI Gurgaon and the executive programme specifically refurbished and refined my existing experiential skills and made me career-ready towards a new side of the industry. The exposure to market practice along with the precision in theory help me wear hats of any managerial positions I got my hands on."



**VIRAT MEHTA**  
Assistant Vice-President, HSBC, India  
PGDM BM (ERSTWHILE NMP)-32

**TESTIMONIAL**

MDI Gurgaon (NMP) gave me unlimited opportunities to grow holistically along with diverse experiences beyond academics that helped me shape my career. It has truly been a transformational journey being taught by the best of faculties ensuring overall development of students into future leaders.

The rigorous curriculum coupled with the masti of MDI is an experience that I will cherish forever.



**SWADESH JHA**  
Strategic & Chairman's Office, Adani Enterprises  
PGDM BM (ERSTWHILE NMP)-31

**TESTIMONIAL**

My journey with MDI helped me pivot and break the conventional ceilings of a staid 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

**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-set gratitude to my professors@mdi 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, SkanLaf  
PGDM BM (ERSTWHILE NMP)-29

**TESTIMONIAL**

PGDM - BM is one of the best offerings of MDI Gurgaon & I feel immense pleasure & pride to have been a part of this remarkable journey. The programme has been designed and structured very thoughtfully to suit experienced professionals from diverse backgrounds. It is one of a kind learning experience that is supported by a dynamic & effective pedagogy and unparalleled faculty. I came here with many expectations and at the end of the year, I emerged transformed in the best way possible both personally and professionally. I found myself very well prepared and equipped to embark on my new journey.



**POOJA SINGH**  
Lead - India Investment Grid  
PGDM BM (ERSTWHILE NMP)-26

# CONTACT US



## MANAGEMENT DEVELOPMENT INSTITUTE GURGAON

Mehrauli Road, Sukhrali, Gurugram - 122 007 INDIA

**Tel:** + 91-124-4560000 | **Fax:** + 91-124-4560456

**Website:** [www.mdi.ac.in](http://www.mdi.ac.in)



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