PLACEMENT BROCHURE

Class of 2023

PGP-BL
(Post Graduate Programme in Business Leadership)

One-Year Full-Time Residential MBA Programme
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IIM Kozhikode is one of the premier management schools established by the Government of India, dedicating devoted to nurturing future business leaders in teaching, learning, consulting, research, and innovation. Founded in 1996, as the 5th IIM of the country, the growth story of IIM Kozhikode is not just about the numbers, but also about some remarkably innovative initiatives that have set the benchmark for other institutions in the country. The Institute is currently on a high growth trajectory, offering the widest range of academic programmes in the field of management education and has consistently brought notable innovations to programme design and delivery. Many such innovations were emulated by others, and IIM Kozhikode takes pride in being a change agent that transformed the higher education space in India. The Institute has achieved such success only through academic rigor, research focus, and education excellence making brand IIM Kozhikode a household name in India. The picturesque, oxy-rich campus nestled in on two hillocks in the Kunnamangalam Area of the ancient city of Calicut in Kerala is also home to the first museum dedicated to Indian Business (established in 2013) in the country.

Achievements

Dec' 21 Centre for Digital Innovation and Transformation (CDiT) was inaugurated by Padma Bhushan Awardee & Co-founder of Infosys Kris Gopalakrishnan

May' 22 IIMK recently entered into a MoU with Suzuki Motor Corporation (SMC) for research and production of a book on SMC’s strengths and future prospects in presence of its Mr Kinji Saito, Director & Senior Managing Exec Officer, SMC and IIMK Director Prof. Debasis Chatterjee.

Jul' 22 IIM Kozhikode Announces Centre for Climate Studies; Sustainable Management, Technological Innovation, Thought Leadership to Drive Next Generation of Climate Ambassadors from India

#2
Atal Innovation Ranking (ARIIA) 2021

#4
Best IIM under Management Category
NIRF Ranking 2022

7+
QS Masters in Management Rankings (PGP) in Asia for 2021

10000+
Alumni
Network

120+
Faculty
Members
The one-year Post-Graduate Programme in Business Leadership is a uniquely designed management programme aimed at shaping young graduates with relevant work experience into potential business leaders through a high-intensity and holistic curriculum and regimen.

**Program Highlights:**

- India’s premier leadership-focused MBA, developing a cohort with a demonstrated prior track record of leadership and achievement.

- Innovative curriculum with a strong focus on intra- and entrepreneurship complemented by live entrepreneurship in conceiving and building out a new business.

- A superb talent pool with an average work experience of ~5 years and rich diversity in terms of gender, sectors, functional expertise and international experience.

- Strong global exposure with an immersion module with SDA Bocconi and sessions by global business leaders and international faculty.

- Extensive and regular engagement with senior industry and alumni experts from across sectors.
I am delighted to introduce the Class of 2023, the third cohort of IIM Kozhikode’s Post Graduate Programme in Business Leadership (PGP-BL). In keeping with our program's goal, we have virtually hand-picked each member of this cohort for their all-around talents and latent leadership characteristics through an innovative selection procedure. They are, in my opinion, among India's brightest talents. They have brought an unstoppable energy and artistic expression to our campus, as well as a sharp inquisitiveness to their courses.

Our current cohort is also one of our most diverse yet, both in terms of experience and background. Bristling with ideas and intellectual curiosity, they have exceeded the expectations of the professors and business leaders who have engaged with them.

IIM Kozhikode recently celebrated its 27th foundation day and has grown from strength to strength as a pioneer in management education. We seek to create a global impact through Indian thought leadership and enabling a holistic environment that provides reflective and experiential learning. As the world grapples with the aftereffects of the pandemic combined with conflicts between nations, it needs managers who are adaptable, resilient, and grounded in core values. The PGP-BL was conceived precisely to address this need, identify experienced young minds, and nurture and shape them into high potential leaders who are authentic, capable, and multi-dimensional.

I am thrilled to invite you to be a part of IIM Kozhikode's PGP-BL initiative. Our vision for this programme will be incomplete without your participation, as only you can enable our young Arjunas to fulfill their potential, by selecting those who will align with your organizations’ visionary plans. In the PGP-BL class of 2023, you will find high-performers from industries including manufacturing, automobile, technology, ecommerce, retail, consulting, and more. The batch also consists of entrepreneurs as well as future ready women leaders who have excelled in various sectors. It’s my conviction that at IIM Kozhikode you will find your future ready leaders who encompass unyielding determination, humility, integrity, and wholeness in their thoughts and actions. We are glad to present to you, the vibrant new class of 2023.

Thank you for partnering with us!

Warm regards
Prof Debashis Chatterjee
Director, IIM Kozhikode
Dear Recruiters,

Thank you for reposing your trust and faith in IIM Kozhikode over these past years. We sincerely hope that our partnership reaches greater heights in the coming years. Our collaboration provides us a deeper understanding of the market needs, enabling us to nurture industry-ready professionals who can hit the ground running.

IIM Kozhikode's PGP Business Leadership is a transformational one-year experience that moulds high achieving professionals into well-rounded managers with leadership abilities. We take great pride in grooming our students into future leaders that can take on professional challenges in an uncertain world.

The program's emphasis on academic rigour, frequent interactions with industry leaders, and global exposure is designed to shape the experienced but still young cohort into future business leaders who are confident, empathetic, capable, and value centric. Our institute is committed to pursue excellence and perfection as its core mission.

We place tremendous value on our industry partnerships and are keen on continuing our long-term mutually beneficial relationship. I would like to take this opportunity to invite you for placements for the PGP -Business Leadership batch and I am confident that you will find your future leaders amongst them.

Looking forward to your continued support and association with IIM Kozhikode.

Best Wishes!
Prof. Qambar Abidi
Chairperson - Placements
Indian Institute of Management Kozhikode
Being a part of the pilot batch of PGP-BL has been one of the most exciting journeys of my life. I come from a CS engineering background (and experience), so I was unfamiliar with the other industries and business functions. In a short span of time, PGP-BL, with its wholesome curriculum, and my cohort, with their diverse experiences, helped me to expand my horizons. I was able to develop a mindset to deal with the VUCA environment and sail through any problem efficiently whilst developing leadership and entrepreneurship skills. Not to mention, the networks we created will be useful for years to come.

Prashasti Varshney  
PGP-BL01, Co’21  
Strategy & Consulting, Accenture Strategy

Business Leadership was a truly formative and exhilarating experience. It is meticulously designed to maximise the learning potential by stimulating your intellectual capacity through a constant exchange of perspectives with peers, faculty, entrepreneurs, and market experts. One of the most splendid factors of the program was the batch's diversity, resulting in a rich intellectual atmosphere of open-minded liberalism that made me reflect on my life and career from a whole different perspective. Finally, the beautiful campus experience and long-lasting friendships you gain are worth every second and penny that you have invested in the community and the experience.

Sanjyot Yadav  
PGP-BL01, Co’21  
Strategy and Consulting, Cedar Management Consulting International

Looking back, BL appears to be a simulation of the corporate middle management environment, wherein one must always be prepared and updated to deliver quality work on short notice and within tight deadlines. By enabling me to look at the big picture from multiple perspectives, BL helped me discipline my thought process and enhance my critical thinking abilities. This has helped me make informed decisions under time and information constraints. The course has been designed to help students not only benefit from the professors’ expertise, but also to foster a culture of self- and peer-learning. This helped me to hone not just my business acumen but also soft skills, which are essential to negotiating win-win solutions with diverse stakeholders who often have competing interests.

Aarthi Mandara  
PGP-BL01, Co’21  
Technical Product Manager, PayPal
My experience in the one year at IIM-K, in its full-time PGPBL programme can be succinctly summed up as "Work hard, have fun, and make history!". This is precisely what we did, albeit at a breakneck pace, which accelerated our learning, growth and development. Amid the academic rigor our veteran professors extracted, we found our tribe. The exposure during this period, owing to the diversity of the peers, the leadership connects, the numerous case studies and the competitions, set against the backdrop of the God's own Kampus, was both exhilarating and insightful.

Madhushree Raje
PGP-BL02, Co'22
Sr. Customer Service Manager, Amazon

PGP-BL offered me a career-defining experience. It made me understand my range of limits while exposing me to a breadth of learnings, experiences, and nuances. Not only the keenly designed curriculum, which included case discussions, simulations, and a buffet of electives, taught by the best professors of IIMK but also the diversity of our peers, utilized through group project submissions, helped me share new horizons on a variety of management topics. Workshops like Happiness Workshop by Prof. Raj Raghunathan made me realize the essence of leadership and International Immersion gave me a global perspective on business. The opportunities to compete in national case competitions and extra-curricular activities on campus made me an all-rounded personality. And all of it was brought under the umbrella of a beautiful campus. Grateful to PGP-BL for arming me with the skill set of problem-solving, critical thinking, first principles approach, and proficient communication skills - all of which are getting utilized in my current role.

Sunmeet Singh Sethi
PGP-BL02, Co'22
Product Manager, Publicis Sapient
InsideIIM's Best 50 - The Most Employable Graduates, Class of 2022

The PGPBL programme at IIM Kozhikode is a great opportunity to add business acumen to your existing experience that acts as a foundation for a management career. The top highlights include excellent faculty, peers, networking, and campus/infrastructure. It’s an intense and crisp program that offers a rollercoaster experience in terms of aspirations, opportunities, leadership talks, and workshops. Finally, the course offers varied experiences and we can make the most of it by capitalizing that suit us.

Vinay Nandina
PGP-BL02, Co'22
Project Manager, Microsoft

If you were to ask me to list the top three aspects of my MBA experience at IIM K, I would say the invaluable lessons I learned, the lovely campus, and the individuals I got to interact with. When I got selected for the second batch of the PGP-BL program, I joined a batch of 60 diverse students who had work experience varying from 3-8 years. I was able to learn different business perspectives across industries, thanks to peer exchanges. The BL program adheres to a demanding curriculum, and the pedagogy is created to produce the business leaders of tomorrow. The academic discussions and exercises helped me to refine my thought process to overcome business challenges in a cross-cultural environment. After my MBA, I got placed into a cybersecurity company and currently, I am driving Managed Security Services and Staff Augmentation business division for the company in an international market. I was absolutely new to the industry and the region, but the transformational year at IIM K is what allowed me to take on this responsibility with confidence and succeed moving forward.

Miaraj Ahmad
PGP-BL02, Co'22
Customer Success Manager, Paramount Computer Systems (Qatar)
### Core Courses

**Term - I**
- Essentials of Financial Accounting, Analysis and Costing
- Organization and Market Economies
- Data Analysis and Modelling
- Managing People and Performance in Organizations
- Communication for transformation - I
- Marketing Management
- Foundations of Business

**Term - II**
- Corporate Finance
- Operations & Supply Chain Management
- Business, Public Policy and Law
- Macro Economics: Policies, Institutions and Market
- Human Resource Management
- Communication for transformation - II

**Term - III**
- Strategic Management
- Digital Business Strategy and Transformation
- Electives
- Industry Study - I

**Term - IV**
- Electives
- Industry Study - II

**Term - V**
- Negotiation Skills
- Entrepreneurship & Innovation
- Integrative Business Simulation
- Business Leadership and Corporate Accountability
- Venturing Lab

### Electives

**Term - III**
- Corporate Valuation
- Capital Market, Investment and Corporate Laws
- Managing Business Markets
- Sales and Distribution Management
- Marketing Research in Business Decision Making
- Marketing to the Digital Customer
- The Digital Customer
- Product Analytics
- Consumer Behaviour
- Pricing: A Managerial Perspective
- Operations Strategy
- Models & Frameworks of Strategic Analysis
- Cross Cultural Communication

**Term - IV**
- Investment Strategies
- Equity Research
- Mergers, Acquisitions & Corporate Restructuring (MACR)
- Global Business Law and Policy
- Retail Management
- Integrated Marketing Communication
- Product Management
- CMO’s Playbook
- Joy
- Individuals and Institutions
- Gendering in work and organizing
- Data Analytics using R
- Project Management
- Lean Six Sigma
- Digital Operations and Supply chain transformation
- Competitive Strategy: Game of Poker
- Strategic Implementation
- Economics of Strategy
- Crises, Conflict, and Communication
- Advanced Corporate Communication
Workshops, International Immersion, and Live Projects

Workshops
- Yoga & Mindfulness
- Happiness
- Industry Deep dive
- Practice of Holistic Living
- Advanced Spreadsheet Modelling
- Visual Analytics using Tableau
- Making Impactful Presentations
- Managerial Judgement

International Immersion
The international immersion module for PGP-BL is designed to broaden students' knowledge about various aspects of managing businesses in a multicultural environment, especially in a rapidly changing global environment. As a part of the curriculum, students of PGP-BL visit Bocconi University in Italy, a premier European Business School for a 2-week global immersion. The students are exposed to a definitive international experience that involves both academic instructions as well as experiential and cross-cultural learning, including visits and interactions with key local businesses. The academic component would involve an assessment module that maps the overall course credits, and the subject of instruction is chosen with the specialty of the country.

Live Projects
Students of PGP-BL also get a hands-on experience in tackling business problems faced by organizations through Live Project module. The module is designed in such a way that a student partners with an organization that will facilitate them on working on live-in course or across the term project in various domains including but not limited to Strategy, Marketing, Sales, Consulting etc.
The PGP-BL at IIMK aims to nurture and empower the next generation of leaders. The student-driven Leadership Talk series is one of our key initiatives towards this goal. The Leadership Talks are designed to drive learning outside the classroom, and encourage interactions with industry leaders and individuals from all walks of life. Speakers of repute, from recent start-ups to established organizations, address the PGP-BL students at IIMK during these speaker sessions. Topics discussed include Leadership, Metaverse, New mobility, HR, and more.

Mr. Nitin Seth
CEO - New Mobility
Reliance Industries

Mr. Ali Ziaee
Senior Manager
Deloitte US

Mr. Ashok Ramachandran
CEO & President
Schindler India

Mahafrid Billimoria
GM and Head
TAS

Mr. Abhilash Verma
VP Product Management
Citrix

Mr. Padmaja Alaganandan
Chief People’s Officer
PwC India

Dr. Sam Pitroda
Father of India’s IT Revolution

Mr. Yusuff Ali M. A.
Chairperson and MD
Lulu Group International

....and many more
Student Driven Circles

**Student Circles**

- **CREATIVITY CIRCLE**
  Celebrates and integrates the cultural diversity of the batch

- **INSIGHTS CIRCLE**
  Podcast and media wing of BL providing insights on business topics

- **SPORTS & WELLNESS CIRCLE**
  Organizing sports and wellness activities for the batch

- **INFRASTRUCTURE & FACILITIES CIRCLE**
  Looks after the student needs related to campus facilities and amenities

- **MERCHANDISING CIRCLE**
  Designing apparels and accessories for the batch and handle related activities for the same

- **SOCIAL MEDIA CIRCLE**
  PR cell of BL bringing the program to the world outside

**Business Circles**

- **CORE BUSINESS CIRCLE**
  nurtures student excellence in the core domains like FMCG, manufacturing, etc

- **CONSCIOUS BUSINESS CIRCLE**
  educates students on sustainable business practices for People, Planet, and Profit

- **CONTEMPORARY BUSINESS CIRCLE**
  enriches business enthusiasts with information about the trending businesses
Batch Summary | PGP-BL03

Industry Background

- IT/ITES: 24%
- BFSI & Consulting: 14%
- Services: 23%
- Automotive: 18%
- Manufacturing: 18%

Gender Diversity

- Male: 71%
- Female: 29%

Age Profile (Years)

- 28-29: 34%
- 26-27: 42%
- 24-25: 6%
- 30+: 18%

Work Experience (Months)

- Duration in Months
  - 36-48: 40%
  - 49-60: 30%
  - 61-72: 20%
  - 73-84: 10%
  - >84: 0%

Batch Size: 64
Average years of work experience: 5.3
Percentage of students from IITs, NITs, NIFT, BITS, VIT, DU: 35%
A Bhamini Nair

Education: B.Tech (Electronics & Instrumentation)
Professional Experience: 5 Years and 8 Months
Previous Company: Siemens

Software Developer
- Experienced in developing and deploying applications using various technologies like Java, Python, and React.
- Proficient in cloud computing platforms like AWS and Azure.
- Strong experience in microservices architecture and API design.
- Skilled in DevOps practices including continuous integration and deployment.

Amit Kumar

Education: B.Tech (Aerospace)
Professional Experience: 8 Years and 9 Months
Previous Company: Maruti Suzuki

An Operations Professional with 5 years of experience in Automotive after sales operations and stakeholder management.

Abhishek Sinha

Education: B.Sc (Agriculture)
Professional Experience: 16 Years and 7 Months
Previous Company: UCO Bank

Senior Banking professional with diverse experience of more than 19 years in administration, strategy and people's management.

Anshuman Sahu

Education: B.Tech (Mechanical)
Professional Experience: 4 Years
Previous Company: Maruti Suzuki

Certified Six-sigma Black belt R&D Professional with 4 years of experience in Automotive product design and development.

Ankit Singh Chauhan

Education: B.Tech (Aerospace)
Professional Experience: 7 Years and 5 Months
Previous Company: Airbus

Certified six-sigma BB professional with 7+ years of experience in Aircraft, Electrical, Systems Instalation Design and Development.

Apoorv Gupta

Education: B.E. (Computer Science)
Professional Experience: 4 Years and 4 Months
Previous Company: Walmart

Data driven engineer experienced in building large scale Retail & e-Commerce products with Fortune 500.

Akanksha Singh

Education: B.Tech (Computer Science)
Professional Experience: 5 Years and 8 Months
Previous Company: Walmart

Information Technology graduate with 6+ years of experience in software solutions related to banking space.

Anjana Aray

Education: B.Tech (Information Technology)
Professional Experience: 8 Years and 9 Months
Previous Company: State Bank of India

Information Technology graduate with 6+ years of experience in Fintech start-up space.

Amit Kumar

Education: B.Tech (Aerospace)
Professional Experience: 8 Years and 9 Months
Previous Company: Maruti Suzuki

An Operations Professional with 5 years of experience in Automotive after sales operations and stakeholder management.

Abhishek Sinha

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Previous Company: Airbus

Certified six-sigma BB professional with 7+ years of experience in Aircraft, Electrical, Systems Instalation Design and Development.

Apoorv Gupta

Education: B.E. (Computer Science)
Professional Experience: 4 Years and 4 Months
Previous Company: Walmart

Data driven engineer experienced in building large scale Retail & e-Commerce products with Fortune 500.

Automation Lead
- Automated End-to-End flow of Walmart's supply-chain, EDA Product across
- Implemented Traffic Jam Solution for assigning floorplans to store in advance.
- End-to-End Product Delivery for MSOT application – Using AI, ML to optimize space utilization.

Software Developer
- Done full cycle release of reducing manual touchpoints by 5% across 80 microservices.
- Developed and Released Amazon's AWS Govt tool to ingest new products to Amazon's Digital Publishing Platform.
- Led projects in the creation of continuous integration/continuous deployment pipeline creation with Amazon.
Arpit Jain
Certified PMP & Six-sigma professional with 5+ years of experience in Automotive Project Management & Production Operations

Production Operations
- Led multiple projects in domains of production operations, new model development and quality assurance in the automotive sector.
- Efficiently managed multiple stakeholders, project management including project planning, ROI estimation, risk management & quality management till facility handover to users.
- Managing diverse projects, I have efficiently managed cross-functional teams and worked closely with senior management of Maruti Suzuki, which evolved me into a multidimensional professional.
- Received the "CEO award" for my contribution in revamping Maruti’s operations post COVID crisis.

Atul Vaman Patil
An Automotive R&D professional with 5.6 years of experience in Product design and development

Product Development
- Worked on Product development for Powertrain and Electrification technologies.
- Multicultural & cross-functional project execution with stakeholders in Germany, France and Bangalore to attain best in class customer satisfaction.

Project Management:
- Pre-assembly handheld project timeline planning, resource allocation, conflict management and ensured collaboration across involved multiple stakeholders.
- Spearheaded process innovations by identifying bottlenecks and chalking out potential workarounds.

Debinita Ghosh
IT Product Delivery & Cloud Consulting professional with 5+ years of experience in Digital Transformation.

Technology Consultant
- Cross-over technology consultant with expertise in Development and Delivery.
- Collaborated with cross-functional teams to deliver innovative cloud solutions for global Tier-1 clients to Cost optimisation and Product

Associate Consultant
- Worked as Cloud Consultant to prune and end to end technology transformation roadmap to multiple US clients to build new and migrate their existing application in AWS.
- Performed mixed duties of a developer and business analyst to ensure prompt resolution of critical projects.

Jaya Sai Sreekar M
IT specialist with 4 years of experience in delivering digital forensic and legal technology services

IT Services and Stakeholder Management
- Designed legal technology services involving big-data processing and analytics to global clients on 250+ fast-paced projects.
- Proficient in using computer forensic and intelligence mining software with a strong understanding of programming and query languages.
- Led initiatives between the US and Indian teams to bring the technological gaps, optimize processes, and design customized workflows for clients.
- Contributed towards improving the team’s quality by collaborating with senior leadership and designing QA checklists to onboard new software or procedures.

Ashrique Feroz
Certified six sigma black belt professional with 6+ yrs of experience, 3 yrs in business growth consulting and 2 yrs in IT consulting

Consultant
- Strategically deployed 3 live data projects to build a high-quality data driven subscription based business model for a SaaS based client.
- Designed and spearheaded the process of automation, creating an efficient consulting business model.
- Trained, recruited, and managed an effective team to satisfy the client's needs on a day-to-day basis.

Entrepreneur
- Co-owns an online cafe in Hyderabad.
- Managed day to day operations including logistics, customer engagement and quality audits. Handled Social media marketing and offline marketing.

Babita
A Business analyst with 4.5 years of experience in automating work processes in financial service domain.

Business Analyst
- Analyzed data for the assessment of business processes to determine target processes for automation.
- Identified, defined, collected, and tracked key business metrics for new and existing financial web projects.

Risk Analyst
- Provided approvals for new platforms /algorithms to business teams by ensuring Risk Management Rules are compliant.

Dheeraj
Data Science professional with over 5 years of experience across Banking, Retail, eCommerce, and Recruitment Consulting.

Data Science and Business Analytics:
- Specialized in Consumer analytics, including campaign performance analysis, developing machine learning models, and tracking effectiveness.
- Created business intelligence dashboards and provided actionable information to the decision-making teams.
- Developed predictive models to augment fraud mitigation efforts by classifying possible fraudulent transactions and reduced fraud losses.
- Assisted team in building a linear programming model to optimize costs associated with cash management services.
- Collaborated with credit risk team to build an in-house ECL model to estimate future losses.

Karan Ketan Bhansali
An Experienced Growth & Performance Marketer with agency experience of 4 years, helping grow companies across industries

Growth & Performance Marketer
- Accomplished Growth & Performance Marketer with over 3.5 years in Digital Marketing Services Industry.
- Proficient in creating and executing growth strategies for Direct-to-Consumer brands using performance marketing & analytics platforms, achieving record KPIS.
- Seasoned Professional of agency work culture. On-boarded clients using realistic growth proposals.
- Well versed with creating step-by-step playbooks and tools to help scale brands using paid, earned & owned media.
- Learnning certification in understanding, and building online customer acquisition strategies.
Karthik Murali
Innovative and experienced technology consulting professional with deep knowledge of the Engineering Services Industry

Senior Engineer - Automotive & Commercial Vehicles
- Delivered successful cost reduction strategies at Tata Motors for Jaguar Land Rover, Centre India, L&T
- Experienced executing Computer Aided Engineering and Computational Fluid Dynamics projects for a Japanese Tier 1 supplier and L&T
- Full working proficiency in Japanese Language (ND Certified)

Engineer, Technology Solutions and Innovation
- Innovative and experienced technology consulting professional with deep knowledge of the Engineering Industry
- Accomplished in starting and managing very large scale multi-faceted projects under the umbrella of TEChSgms® covered by Business Standard, Business Wire.

Professional Experience:
4 Years and 6 Months

Previous Company:
L&T Technologies Services

Laxmi Priya Sahu
Metallurgical Engineering graduate with 4.5 years of experience in operations & stakeholder management.

Operations Management
- Rich and in-depth experience of metal and mining industry working as a Process Engineer in the plant operation of a leading firm
- Supervised a team for ramping up the plant capacity to 1.7 MTPPA / Y by implementing the activity of plant capacity expansion to achieve highest volume of aluminum

Stakeholder Management
- Streamlined the process for creating a smooth alignment of different cross-functional teams to reduce cost of production
- Collaborated with cross-functional teams to study various process parameters and translate them to business objectives
- Worked as Zonal Leader of Continuous Improvement Project for optimization of production processes
- Delivered extensive training & competency to employees on safety & standard operating procedure

Professional Experience:
4 Years and 6 Months

Previous Company:
Vedanta

Madhura S Dalvi
Innovative Software Engineer with 4.8 years of experience in machine learning developing chatbots and APIs for B2B e-commerce

Software Engineer
- Designed and executed strategies to optimize APIs for Mobile Application to improve user experience
- Developed roadmaps & implemented strategies as NLP developer using Machine Learning concepts for Bank India as well as Global International projects in multiple geographies
- Used NLP methodology to lead the backend team for Mobile App, improving the overall efficiency

Stakeholder Management
- Collaborated with multiple global stakeholders and cross-functional teams to execute different set of projects from chatbot to backend of mobile application
- Handled training, activity planning, resource allocation, and task performance review for new joiners

Professional Experience:
4 Years and 8 Months

Previous Company:
INGAM Micro

Manojkumar R
Production engineer with 4 years of experience in process, facility planning and project management in automobile industry

Operations and Project Management
- Managed multiple projects such as new LCV model introduction, establishment of new cabin assembly line, and capacity expansion of existing production line
- Experienced in process, facility planning for assembly processes and end-to-end project management
- Executed multiple projects with involvement in activities like techno-commercial requirement finalization, vendor identification, negotiation, facility ordering, design approval, installation and commissioning, while ensuring the quality, cost, and delivery parameters are met
- Proficient in vendor and stakeholder management, handling multiple internal and external stakeholders
- Worked on facility design, process planning and NPD 3D experience platform

Professional Experience:
4 Years and 7 Months

Previous Company:
Ashok Leyland

Kavati Akhil
An Energy professional with 3.8 years of experience in Oil and Gas process strategy in Public Sector Undertaking.

Assistant Manager - Refinery operations
- Collaborated and contributed cost reduction strategies using sustainable processes
- Supervised a team of engineers and operators who were responsible for operation of the manufacturing plant
- Reduced plant downtime and increased gross refinery margin by surging of production capacity

Project and Stakeholder Management
- Collaborated with several C-Level executives of service providers and technology partners for commissioning of Motor Spirit Block Project
- Delegated engineers and other project work for supply management project under “Ministry of Petroleum and Natural Gas”
- Managed yield improvement projects by efficient resource planning, strategic manpower deployment, job scheduling and execution

Professional Experience:
3 Years and 9 Months

Previous Company:
Bharat Petroleum Corporation Limited

Lohit Manikantha P
Certified Lean Six Sigma Green Belt & Black Belt with over 6.5 years of experience in E-Commerce and Banking

Business Process Management
- Process Excellence Professional Certified Lean Six Sigma Green Belt & Black Belt and an ISO 9001:2015 audit Auditor
- Expertise in Customer Service, Stakeholder Management, and Change Management
- Supported Project Teams in Process Modelling, Process Sustainment, and maintained Enterprise Library of the process models and maps
- Experienced in competitive pricing and secondary market research for much product pricing in marketplace
- Supported Category Managers at marketplaces in North America and Europe for various data backed decision making and expanding selections across categories of products

Professional Experience:
6 Years and 8 Months

Previous Company:
Wells Fargo

Mahto Anish Arvind
IIBF Certified in Foreign Exchange and Treasury Operations with 4 years of experience in Corporate Banking

Trade Sales Manager
- Searched corporate banker with expertise in banking products such as Derivatives, Capital and Current Account Transactions, Assets, and Retail Liabilities
- Managed and trained sales team of target geography with multiple branches of Trade, Forex & Treasury solutions to achieve organization sales targets

Corporate Banking RM
- Responsible for increasing sales, reducing risk and developing relationships with stakeholders in the industry
- Strengthening of the existing relationships by providing them with corporate Banking solutions like Trade & Forex, EMS, and Derivatives
- Collaborated with the Treasury & Forex foot to achieve Quarterly and Annual targets
- Worked with different team to execute sales and acting as a bridge between internal and external stakeholders

Professional Experience:
4 Years and 2 Months

Previous Company:
HDFC Bank

Minto Mathew
Mechanical Engineer with 3 years of experience in Sales and Marketing in commercial, vehicles sector.

Deputy Manager
- Successfully completed the APIs (Advanced Problem Project) for Ashok Leyland in the Quality and Planning department, Pantnagar Plant, Varanasi
- Implemented internationally accepted analysis tools to optimize the process of the main fuel accepting line reducing defects per vehicle

Sales and Marketing
- In charge of all sales and marketing activities for three major Light Commercial Vehicle dealers across 8 districts of Kerala
- Achieved revenue growth, market share, and figures, in challenging markets, as well as won record-breaking corporate deals in the Kerala market
- Managed the network of major financiers across state to ensure smooth sales flow

Professional Experience:
3 Years and 2 Months

Previous Company:
Ashok Leyland

Student Profiles PGP-BL03
Student Profiles PGP-BL03

Mitesh D Gupta
Agile Software Engineer with 4.8 years of experience in B2B e-commerce specialized in digital transformation projects.

**Software Engineer**
- Experienced in Content Accessibility Guidelines, making the websites accessible to specially abled.
- Collaborated with business stakeholders to understand the business requirements, design the optimal solution, strategize the time lines, and implement the solution.
- Working on digital transformation initiatives, laying the groundwork for a headless commerce by creating the architecture for microservices and micro frontends to enhance the UX and improve the TTI (Time-to-Interacted of web pages).
- Worked on the integration of payment gateways to make the WebApps compliant to Data Security standards.
- Mentored and coached the new joinees to bring them up to the company’s expected efficiency levels.

**Education**
- B.E. (Information Technology)

**Professional Experience**
- Previous Company: Metlok Precoat: 3 Years and 9 Months
- Previous Company: Worley Engineering: 3 Years and 4 Months

Md. Altaf Rizvi
Senior SAP BW/4HANA & analytics consultant with 5.4 years of experience in delivering Datawarehouse & analytics solutions

**Education**
- B.A. (Hons.) English
- M.A. (English)

**Professional Experience**
- Previous Company: Auctm: 2 Years

Mukul Kashyap
Creative professional with 4 years of marketing and editorial experience in B2B SaaS, I.T. Products, and Lifestyle Journalism

**Content Marketing**
- Skilled in campaign planning, product marketing, product content creation, search engine optimization and social media management, UX writing, content design, and research.
- Primarily helped companies drive organic traffic, increase brand awareness, and improve product engagement through vibrant marketing.
- Helped the marketing team achieve goals linked to customer acquisition and retention.

**Marketing Strategy & Leadership**
- Responsible for hiring, training, and supervising content writers as well as monitoring external marketing agencies.
- Tracked and improved key metrics such as total website visitor, conversion rates, product engagement, etc.
- Developed and implemented brand strategy, go-to-market plans, and product launches.

**Education**
- B.Tech. (Electronics and Communication)

**Professional Experience**
- Previous Company: Bosch Engineering and Business Solutions: 3 Years and 6 Months

Mrigank Raj Kanchan
Certified Six Sigma professional with 4 years of experience in project engineering and consultancy in the oil and gas industry.

**Project Engineering**
- Strategic lean process engineering solutions for refinery development projects and conducted process safety analysis.
- Led the planning and execution of comprehensive studies of refinery process systems and recommended design changes.
- Developed systems design for modular and global projects to estimate initial project costs.

**Project and Stakeholder Management**
- Estimated and finalized tenders for project management planning and execution.
- Managed stakeholders with third-party engineering packages while confirming quality and adherence to project guidelines.
- Trained and coached employees to use project tool platforms to develop and update deliverables and project documentation.

**Education**
- B.Tech. (Chemical)

**Professional Experience**
- Previous Company: Worley Engineering Services: 4 Years and 6 Months

Nishchay Sinha
Vice-President of an MSME with 3 years of experience handling new business development in the adhesive and sealants industry

**Vice President**
- Supervised key accounts of the company and engaged with CEOs of major customers, cross-selling other products.
- Built strong, synergistic relationships with business partners in Germany and USA, solving frequent business performance, plans of expansion, and growth plan in India.
- Structured the company’s logistics by opening 2 depots in northern and southern India providing significant cost savings.

**Vendor Management**
- Managed end to end supply chain of key raw materials like silicone and crosslinker from China and Taiwan.
- Negotiated competitive prices from the only 2 worldwide suppliers of a particular RM and maintained relations for long-term business.

**Education**
- B.Tech. (Computer Science)
- M.Sc. (Industrial Mgmt)

**Professional Experience**
- Previous Company: Metlic Precost: 3 Years and 6 Months

Nishant Munddeja
Certified Six Sigma Black Belt professional with 4+ years of work in Product development & In-House consulting of mobility sector

**Product Development**
- Proven track record in leading large projects and tenders, managing cross-functional and cross-cultural stakeholders and suppliers.
- Spearheaded Bucuresti Metro project for railway dynamics team.
- Developed and implemented transition strategy to conceptualise new product after merger with Bombardier.

**In-House Consulting**
- Demonstrated ability in proposing and developing cost optimization solutions by re-designing parts and improving processes.
- Related and automated the tender process for Abbam India.

**Education**
- B.Tech. (Mechanical)

**Professional Experience**
- Previous Company: Autom: 4 Years and 10 Months

Nuzhath Sultana H S
Certified Digital Marketer with 4+ years of experience in Sales, Service, & Product Management across ed-tech & telecom sectors

**Product Manager**
- Worked as Product Manager with experience in envisioning and launching online products for Education Industry.
- Experienced in making effective Video Ads, YouTube Shorts and Insta Reels.

**Postpaid Service Lead**
- Accomplished Relationship and Service Manager with 2 year plus experience in Postpaid sector.
- Promoted in quick succession from Relationship Manager to Data and Device Lead to Postpaid Service Head, all in under 2 years.

**Education**
- Bachelor of Commerce

**Professional Experience**
- Previous Company: Corner Launcher: 4 Years and 4 Months

Pallavi Damaraju
Risk Advisory professional with experience in Software Asset Management and Software License Compliance audits

**Extended Enterprise Risk Management**
- Conducted software compliance reviews using extensive knowledge of IBM and Oracle Software Licensing.
- Collaborated with cross-cultural teams to identify license optimization opportunities and reduce software renewal costs for major financial and pharmaceutical clients.
- Experience in various SAM tools such as Servicenow, SNOW, and Flexera on a stand-alone and analyze clients’ IT assets.
- Led Training sessions for 10 resources on IBM and Oracle Software Licensing methodologies.

**Education**
- B.Tech. (Computer Science)

**Professional Experience**
- Previous Company: Deloitte India: 3 Years and 8 Months

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**Education**
- B.Tech. (Computer Science)

**Professional Experience**
- Previous Company: Deloitte India: 3 Years and 8 Months
**Student Profiles PGP-BL03**

### Piyush Makhijani

**Computer Science graduate with 4.5 years of entrepreneurial experience in Manufacturing Space**

**Entrepreneurship**
- 2 years of experience in the production of steel pipes
- Managed the production planning and supply logistics of iron pipes
- Liaisoned between the production and sales team to meet end-to-end customer requirements
- Developed business plan for the manufacturing of steel pipes and tubes, leading to a reduction in scrap and an increase in profits

**Production Planning**
- Contracted with multiple vendors for the procurement of raw materials for production
- Developed a systematic supply chain by creating networks of dealers in northern India

**Previous Companies:**
- IFB
- LHP Engineering

**Professional Experience:**
- Regional Manager - Service
  - International Experience of 2 years
  - Developed product strategy and framework for the entire country

### Preerna Pardeshi

**Certified PMP professional with 6 years of experience in project management and engineering design automation**

**Autocad Engineer**
- Developed a framework for management & system design automation with clients for the City rail link, new Delhi's largest transport infrastructure project

**Mechanical Design Engineer**
- Handled a label for design and develop heat ventilation system for Khalifa International Stadium, Qatar
- Led a project team, developed in-house cost estimation tool for process improvement, saving man-hours for Coca-Cola Arena, Dubai
- Supplied Fire fighting system execution for India Auto Volvo Wagon R&D Center, Pune
- Delivered system automation system design for Arabian shipping company, Saudi Arabia

**Previous Companies:**
- LHP Engineering
- Tata Consultancy

**Professional Experience:**
- 6 Years and 1 Months

### Rajan Kumar Sah

**A graduate in Electronics and communication engineering with 5 years of experience in Traction Distribution in Indian Railways**

**Senior Section Engineer**
- Worked as Senior Section Engineer, Traction Distribution with Indian Railways and being the Section In-Charge, oversaw a section spanning over 100 KM in a remote frontier Railways.
- Collaborated and dealt extensively with organization and with various PUs under Ministry of Railways for MEC, RCM and State government of various levels of management while overseeing the implementation of Railway Electrification project in the section.
- Developed experience in cross-functional areas like Project, People and Inventory management, etc. having worked with IR for around 5 years.

**Previous Company:**
- Indian Railways

**Professional Experience:**
- 5 Years

### Rohit Prasad

**Engineer with 7 years of experience in design & process, product quality, value engineering in Automotive Industry**

**New Product Development**
- Led a cross-functional team at Tata Motors Ltd (Pune) for Bluebuck project, a compact future
- Performed variation analysis at body shell level to provide recommendations for achieving targets through process and design modification
- Engaged in finalization of U.S. Patent and Tech Mahindra software for body, chassis & electrical for all the Geometric dimensioning

**Planning Engineer**
- Managed multiple stakeholders of design, erection and manufacturing teams to achieve optimal product quality
- Proficient in resource allocation and laying out project wise process sheets and distribution drawings to manage workload.

**Previous Companies:**
- Tech Mahindra

**Professional Experience:**
- 6 Years and 11 Months

### Rishab Raj

**Certified SAFe® POPM RAD Professional with 7 years of experience in new product development of passenger vehicle and BE Trucks**

**New Product Development**
- Performed risk analysis, provided solution strategies, and validated concepts using digital twin for the development of seating systems
- Collaborated with Product owners and global stakeholders for development and implementation of new feature pack of a long haul truck
- Evaluated the product-fit, safety risks, and customer comfort for the new product offering and created new areas of seating wheel.

**Product Innovation**
- Moderate such sessions to promote innovation within the team.
- Developed and led a project for the design of seat in the cars

**Project and Stakeholder Management**
- Developed working methodology and defined project roadmaps, which included work projections and stakeholder timelines, for the global projects on digital product development of seating systems.

**Previous Company:**
- Volvo Group

**Professional Experience:**
- 6 Years and 11 Months

### Rohit Panikar

**Project engineer with 7 years of international industry experience in Automotive product development**

**Project and Stakeholder Management**
- Experienced in managing product lifecycle for electric vehicle modules through stakeholder coordination.
- Handled resource projects for cost optimization of parts & process improvements in the supply chain.

**Product Ownership and Development**
- Globally led cross-functional team on the design and development of body structures on passenger cars and trucks platforms.
- Experienced in stakeholder management for outsourcing of body panel components to achieve optimum cost.
- Developed an in-house DfX validation tool for verification & validation of product design.

**Previous Companies:**
- Tata Consultancy
- Tata Consultancy

**Professional Experience:**
- 6 Years and 8 Months

### Sachin Ahuja

**Seasoned Professional with 12 years of experience in customer success, sales and distribution, lean six sigma black belt certified**

**Regional Manager - Service**
- Led the implementation of Premium Service Network with Regional Dealers for New Customers
- Adjudged the revenue modeling and profitability of the new Service in the state of Chandigarh, Punjab, and Jammu and Kashmir Dealers of Organization
- Executed Hyper-local, geo-tagging, and digital promotional plans along with the digital marketing team for enhancement of brand visibility

**Regional Manager - Service**
- Conceptualized and Conceived Profitability Plans for Goa, MP, and Chhathgir through Network, Distribution, and Sales planning with VFI Industries
- Enhanced the Net Promoter Score from 83 % to 95 % during the tenure.

**Previous Companies:**
- Tata Consultancy

**Professional Experience:**
- 6 Years and 6 Months

### Sagar Jaiswal

**A civil engineering graduate, who worked as IT Analyst for 6.5 years in Financial services domain**

**Business Analyst**
- International experience of 2 years 9 months in managing financial products for a South Africa-based financial institution in products such as Core/Retail/Corporate/Loan banking, Payments, SWIFT, etc.
- Supervised infrastructural operation for financial products operating across 10 countries.
- Responsible for laying out product strategies and design approaches in adherence to the central banks' norms/guidelines.
- Experience in Stakeholder management with external vendors, regulatory authorities, etc. to achieve on-time delivery of projects.

**Previous Companies:**
- Tata Consultancy

**Professional Experience:**
- 6 Years and 6 Months
Student Profiles PGP-BL03

Sagnik Sahoo

IT Solution Support Engineer with 5 years of experience in integration of application and middleware technologies.

Middleware Analyst
- Worked as a technical middleware analyst for three years with a leading container shipping company.
- Troubleshot and resolved technical problems promptly and accurately to improve application performance and functionality.
- Identified potential and actual performance bottlenecks within web environments.

Integration Engineer
- Worked on R&D product of TCS Ignio for automating client’s daily activity.
- Performance Engineer
- Supported the Application Management by performing load on Temenos T24 TAI & related applications in multiple environments.

Previous Companies:
- Tata Consultancy Services
- Previous Company: Tata Consultancy Services

Sai Suraj Tatiraju

IT Senior Analyst with 6.3 years of experience in production and infrastructure support in Retail / BFS / Life Science industries.

Senior Analyst & Logistics Developer
- Led a team at Hudson’s Bay for more than a year in IT logistics project.
- Driven multiple collaboration initiatives across various TCS clients for laying out respective project methodologies.
- Responsible for ensuring quality and compliance for Hudson’s Bay, resulting in significant reduction of production incarcerations and failures.
- Experienced Data analyst with proficiency in performing ad-hoc requests, and issue resolution as part of Production supports.
- Experienced Manhattan associates - VMADs consultant in proactively monitoring and resolving any call backs for an end-to-end warehouse management system.

Previous Companies:
- Hudson Bay Company

Sameer Ansari

Engineer with vast experience of 6 years across infrastructure projects planning, approval, execution and monitoring.

Assistant Executive Engineer (Gazetted Officer)
- Experienced infrastructure project conceptualisation, estimation, approval, tendering, design, execution, quality monitoring & implementation of projects taken up in various formats such as Public-Private Partnership (PPP), Engineering Procurement Construction (EPC), Lumpsum basis etc.
- Officer on ‘Special Duty (Tech)’ to the Spl. Chief Secretary, MA & UD, Telangana to assist in the monitoring of infrastructure projects.
- Successfully assisted in the restructuring of the mega township project.
- Acted as Presiding Officer for municipal elections.
- Managed multiple infrastructure project related litigations in the High Court of Hyderabad.

Previous Companies:
- Hyderabad Metropolitan Development Authority

Sarika G S

Tech lead in IT & R&D with overall 5 years 7 months experience in automotive software domain.

Technical Lead in IT (Automotive Softwar Domain)
- Seasoned professional in Agile Software Development Life Cycle.
- Led innovation projects in AWS and process automation at interdepartmental level.
- Proficient in data analysis, requirement engineering, IT tool design, product management, stakeholder management and testing.
- Expertise in coordinating different departments and experts in the organization to accomplish strategic goals.
- Led cross departmental project in legging simulation testing tools within the organisation in automotive embedded software domain.

Previous Companies:
- Bosch India

Sarath Sagar

Operations professional with 5 years of experience in managing merchandising, operations & supply chain for fashion e-commerce.

Operations & Merchandising Manager
- Expertise in Vendor Management, cost negotiations, channel optimization, demand forecasting & supply planning to enhance the efficiency of operations & Supply chain.

Assistant Manager - Product Development
- Experienced new product development manager with hands-on handling multiple product lines of casual clothing across all brands of Raymond.
- Expertise in product innovation, benchmarking, quality assurance, and apparel sourcing.

Previous Companies:
- Orosilk

Saurabh Kabra

Management Consultant with 1 year experience in strategy consulting and 6 years in Project Management.

Strategy Consultant
- Executed strategic analysis of business operations to identify bottlenecks/ficiency enablers in the system to achieve higher efficiency at a lower cost.
- Recommended market development and systematic logistics improvement strategy for the client.
- Co-ordinated the SOPCP function for a 100000+ EBDTA organization.

Operations Management
- Spearheaded large (150+) teams by scheduling and managing day-to-day operations.
- Startup Co-founder
- Led startup with minimal resources and turned it into a venture generating 60 Lakhs = annual turnover during undergraduate studies.

Previous Companies:
- Boston Consulting Group
- Previous Company: Boston Consulting Group

Saurav Kumar Singh

An R&D Professional with 6 years of experience in Automotive Product Design and Development.

Product Design and Development
- Managed and designed lead to the development cycle of lighting systems for Suzuki cars such as Swift, S-Presso, Celerio, etc.
- Key expertise includes ideation generation, sourcing, vendor management, problem solving, and regulation compliance.
- Proficient in stakeholder management with the departments of Supply Chain, Quality, production, and vendor partners resulting in on-time deliveries.
- Provided innovative solution implementing new LED mechanism in Suzuki Swift, published a patent for the same.
- Proficient in tools such as DFMEA, PFMEA, Quality Control Tools and lean six sigma.

Previous Companies:
- Maruti Suzuki

Education:
- B.Tech. (Mechanical)

Professional Experience:
- 6 Years and 11 Months

Sathyam Bhatt

Computer Science Graduate with 3.5 years of experience in building Fintech products.

Assistant Manager (Technology)
- Developed a robust solution in defining key features and requirements to satisfy consumer needs by collaborating with multiple stakeholders.
- Mentored and led the development team to launch various financial tech products in the B2C category like Jio Direct Benefit Transfer, Jio Bi Pay and Jio Merchant portal.

Assistant Manager - Product Development
- Experience in defining business requirements resulting in solutions to customers through products like JioFASTag, Utility payments and ISA reverse integration in the MyJio app.
- Collaborated with the technical and business team to define product features, standards and requirements.

Previous Company:
- Jio Platforms

Sairam Natarajan

Assistant Manager (Program Management)
- Managed and coordinated lead to the development cycle of lighting systems for Suzuki cars such as Swift, S-Presso, Celerio, etc.
- Key expertise includes ideation generation, sourcing, vendor management, problem solving, and regulation compliance.
- Proficient in stakeholder management with the departments of Supply Chain, Quality, production, and vendor partners resulting in on-time deliveries.
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Previous Companies:
- Maruti Suzuki

Education:
- B.Tech. (Mechanical)

Professional Experience:
- 6 Years and 11 Months
Shayanta Sur

IT professional with over 5 years of experience in IT product development and consultancy

Leadership and Stakeholder Management
- Co-led project teams in Germany and India for the legacy product application suite of Deloitte Innowake
- Coordinate with vertical leaders to manage project management activities and streamline processes for effective talent management across all product lines of the Deloitte Product suite

Product Development
- Provided technical knowhow on automation solutions required for our product suite to be made more efficient and error-free
- Combine IT analysis with review of business methods to create comprehensive strategies for improving product performance and reducing software tool cycle (STLC) significantly
- Deployed migration solutions for product deployment in coordination with multiple stakeholders from India, US, and Germany

Previous Company: Deloitte USA

Education: B.Tech. (Electronics and Instrumentation)

Professional Experience: 5 Years and 6 Months

Shivadeep Kadeekal

Certified six Sigma green belt professional with 4 years of experience in business development in air-conditioning industry

Project Manager
- Rich experience as a project manager at Tata Consultancy, leading projects with clients' requirements,
- Created healthy multi-way communication between the company, stakeholders and clients
- Coordinated vendor management and stock transfer management in the territory to meet the project demands in different locations

Previous Company: Deloitte USA

Professional Experience: 4 Years and 1 Months

Education: B.Tech. (Mechanical)

Shivam Kishore

Product and Sales professional with 4.8 years of experience in the IT/SaaS industry

Product Manager
- Conceptualized and launched freelance marketplace to attract new customers, devised and executed go-to-market strategy for new product marketplace and B2B SaaS
- Worked with a cross-functional team of tech, marketing, sales to deliver on KPIs and growth metrics

B2B Enterprise Sales
- Worked in APAC region for customer experience SaaS product, selling to large, hospitality, and consumer-facing industries
- Handled end-to-end consultative sales cycle comprising of 1 to 4 months from discovery, PO, and close
- Established channel partners in Qatar and Kenya
- Led a team of 8 comprising of SDRs, AEs and customer success

Previous Company: Refracs

Professional Experience: 4 Years and 6 Months

Education: B.Tech. (Electronics and Electronics)

Shivam V Singh

Telecom engineer with 5 years of experience in business development and execution, IOT & artificial intelligence

Business Development Manager
- Rich experience of 4.5 years as a telecom professional specializing in Global voice business/2P, SMS, MRBO/Cloud connectivity/IOT solutions
- Driving strategic associations by leading interactions with CXOs from different telecom operators worldwide
- Strategy discussions for revenue growth, new business planning and opportunities, relationship building, partnering with global clients
- Managing SMS firewall, URLCloud voice solution and SMS bypass solutions to integrate with operator network worldwide to avoid telecommunication frauds and assure revenue

Previous Company: Globe Telecommunications

Professional Experience: 4 Years and 5 Months

Education: B.Tech. (Electronics and Communications)

Shri Agrawal

Product management professional with 4+ years of experience in strategy domain of automotive industry

Product Management
- Experience in introducing new products, product gap analysis, segmental study, and line management
- Developed strategies for customer acquisition and retention by establishing core value propositions, built a customer-centric value selling system
- Ensured profitable growth and enhanced business contribution through comprehensive profitability analysis and cost monitoring

Marketing
- Devised go-to-market strategies for new product releases, implemented programs for improving product awareness and sales
- Designed multi-agency collaboration for efficient on ground activation

Previous Company: Bridgestone

Professional Experience: 4 Years and 9 Months

Education: B.Tech. (Mechanical)

Shreyas Shastri

Certified Lean Six-Sigma Black Belt professional with 4 years of experience in Automotive Design and Development

Product Design and Development
- Worked in design and development of luxury passenger vehicles and responsible for end-to-end design of Body-in-white components for a UK-based OEM
- Involved in a Value Engineering Project, resulting in saving manufacturing costs for our client
- Worked on agile frameworks to ensure the quality of the deliverables adheres to the requirement of first time right
- Responsible for updating the Management Information Sheet for Body Line and automated the data entry process for MIS

Cross-Functional Collaboration
- Collaborated with different global stakeholders in the product development team to provide optimized design solutions

Previous Company: Tata Technologies

Professional Experience: 4 Years

Education: B.Tech. (Automotive Design)

Sithara Tilak

IT solution, full stack developer with 5 years of experience in AEM web design, solution and development

Software Project Management
- Accomplished IT Service Delivery professional with 5+ yrs experience in the Digital domain
- Designed, developed & implemented Adobe Experience Manager (AEM) solutions at TCS Interactive Digital wing of TCS
- Involved with the end-to-end delivery of projects from various geographical backgrounds & industrial domains
- Crucial stakeholder for the critical merger project of two telecom companies
- Received several accolades from the customer and management at TCS for effective stakeholder management, customer rapport & adept attention to requirements

Previous Company: Tata Consultancy Services

Professional Experience: 5 Years and 2 Months

Education: B.Tech. (Computer Science)

Smriti Jain

Certified six-sigma BB with 4+ years of experience in Quality assurance, manufacturing, and operations in the FMCG industry

Senior Quality-Assurance Executive
- Most quality management system integration at an acquired ex-GSK site with Unilever, ensuring a smooth transition

Quality-Assurance Executive
- Spearheaded a team of 24 for end-to-end quality assurance of Food Plant, Raposa with an annual production of 50MT
- Initiated multiple projects for identification and elimination of N/MA resulting in 50% reduction of employees deputed for Quality Checking
- Facilitated cross-functional resolution of quality issues for multiple lines of 3 products, ensuring on-time achievement of all KPIs

Previous Company: Unilever

Professional Experience: 4 Years and 9 Months

Education: B.Tech. (Mechanical & Automation)

Student Profiles PGP-BL03

...and many more
Student Profiles PGP-BL03

Srikavya Chavali
Management Consultant with 5.3 years of experience in project management and product strategy in various industries

Management Consultant
- Responsible for implementing product vision, roadmap and leading development using power platform and Dynamics 365.
- Project management for system integrator purchase warranty to setup in-house capabilities for service parts, supply chain, and warranty operations.

Management Consulting Analyst
- Responsible for addressing key challenges in product lifecycle Management, product development, launch, and marketing across 10+ geographies through business intelligence, key competitor analysis, life cycle cost calculations, competitive landscape analysis, product strategy & roadmap, ideation and decision support to clients.

Previous Company: Accenture Strategy

Subhranil Das
Certified Six Sigma BB professional with 3.7 years experience in operations management in industrial gases industry

Operations Management
- Managed end to end processes of Nitrous Oxide & Oxigen production. Key activities included manpower planning, Safety compliance, sourcing, vendor management and regulatory compliance.
- Assisted and implemented productivity projects in plant.
- Prepared daily & weekly maintenance budgets for Nitrous Oxide Plant and performed monthly analysis of RM expenditures.
- Coordinated with cross functional teams to resolve day to day operational challenges.
- Lead change management activities for plant.

Previous Company: Linde India

Tarigopula Sanjeev
Engineering graduate with 4 years of entrepreneurial experience in Electronics, Consulting and R&D startup space

Co-founder, Creative Buds:
- Co-founder of the startup which was a completely bootstrapped and turned it profitable in less than 2 years.
- Created a comprehensive strategy and vision for the company.
- Designed and developed 4 products, handled end to end responsibilities and managed client contracts and have experience in working with international clients and have a strong cross cultural collaboration experience both in the US, China and India to launch a product.

Associate Software Engineer
- Tested various applications and resolved SLA driven priority based issues.
- Conducted regular evaluations and support for business applications.

Previous Company: Creative Buds

Vignesh Karthikeyan
A product marketing and management professional with 4.5 years of experience in the IT B2B SaaS segment

Product Marketing
- 4.5+ years of experience in B2B SaaS industry with rich experience in market research, GTM strategy, product positioning, messaging, pricing, and product management. GTM, demand generation, and partner management.
- Experienced in leading new product launches, repositioning solutions to suit market trends, and defining and managing success KPIs between cross-functional teams.

Software product development
- Software product development professional with focus on software planning and process optimization.
- Built custom applications on Java platform to save time spent on scheduled report generation processes.

Previous Company: Zoho

Srinija Sakuntala M V S
Process Specialist and certified mentor with 4.4 years of experience in AI/ML, E-commerce.

Process Specialist
- Worked on various stakeholder issues of daily freight movements flowing into and out of fulfillment centers in North America as part of Relay Operations Center.
- Developed and analyzed performance metrics to assist with driving better business results.

Data Associate, Alexa Data Services
- Led and mentored a team of new hires in Alexa Data Services.
- Produced high-quality results by working with text, speech, and other sorts of data.
- Held familiarity with all the key workflows in the Alexa Data Services team in the US locale.
- Was selected for the MIND programme based on demonstrated leadership capabilities.

Previous Company: Amazon

Subhadra Basu
Certified Six Sigma BB professional with 5.5 years of experience in Operations and Project Management

Project Management and Stakeholder Management
- Strategized and managed a consistent and thorough framework for project roadmaps.
- Streamlined and monitored resources through various stages of projects from beginning to end.
- Coordinated with various stakeholders to facilitate the accomplishment of project deliverables.

Strategy Formulation and Implementation
- Developed and implemented operations strategy for cost reduction.
- Analyzed the business need to identify to formulate long term plans for business development.
- Coached and mentored resources within the organization to align them with the overall business strategy.

Previous Company: BASF

Varsha Kamath
Certified six-sigma BB professional with 6 years of experience in business development and project management

Business Development
- Heading portfolio of the stage of projects from initial fit outs to large scale infrastructure programs and public sector clients.
- Market strategy & Business Plan preparation with key stakeholders.
- Anchoring client meetings and business pitch.
- Developed and monitored demand generation program.

Program Management
- Spearheading PAN India program management which included program coordination, program controls and resource planning.
- Setup controls system for program monitoring and tracking.
- Managing national, state, and regional level progress review meetings.
- Managing program finances and cashflows.

Previous Company: AECON

Vinayaka B M
Sales professional with 5.5 years experience in construction chemicals industry

Deputy Manager - Sales
- Experienced sales professional with a demonstrated history of working in the construction chemicals industry.
- Skilled in Sales, Strategic Planning, Market Research, and Management.
- Researched new markets, tracked, and acquired new clients, increasing the market share in Bangalore and South Karnataka.
- Product Champion for Specialty Segment - Guided and monitored segment sales for South region.
- Directed new product sales in the territory, quadrupling sales output.
- Managed working capital for the allotted territory.

Previous Company: BASF
PGP-BL placements will be a combination of cluster-based and rolling process. The cluster-based process is tentatively scheduled from mid of September 2022 and November 2022. The rolling process will begin from 1st December 2022 onwards and continue till the end of March 2023.

Opportunity Notification

At any time during the year, companies can send the details of any opportunity to pgpbl-placements@iimk.ac.in

Pre-Placement Talk

We welcome the organization to set the stage with their pre-placement talk. This avenue provides an excellent opportunity for the organization to lay the foundation about their vision, mission, work culture, career and growth trajectories. The pre-placement talks would be scheduled after the prior intimation from the respective organization.

September 2022 Onwards

The company contacts the Placements Committee to schedules a PPT to the eligible students. Three-day slots (Placement Rolling Slots-PRS) can be made every week during that period wherein recruiter/s would be invited to campus/technology platform for conducting their pre-placement talk (PPT)/process.

Shortlisting

The Placement Committee on gauging the interest of the cohort and as per the company pre-requisites would then send the resumes of interested candidates to the respective organization. The Organization sends the interview shortlist to the Placement Committee prior to the start of the interview process. The interview dates and venue would be finalized in a collaborative process by the Placement Committee and the organization.

November 2022

The resumes of interested candidates are sent to the company. The company in turn reverts with a shortlist. The company’s slot in the placement process is confirmed by the Placement Committee. The slots for the company will be based on:

- The recruiter’s past relationship with IIM Kozhikode
- Brand Name of the Recruiter
- Roles Offered
- Compensation

Interview Process

The Interview process would take place as per the structure and date agreed between the organization and Placement Committee. The entire process would be carried out in a seamless manner with committee members. Students can also visit corporate offices for the interview process. The interview process can also be conducted virtually through preferred online platform.

December 2022 onwards

The process begins. Selection processes of various participating companies are organized by Placement Rolling Slot. Recruitment processes of companies in the same slot progress in parallel.

Offer Notification

* No Placements activity would happen in the month of October 2022 as the batch would be travelling for international exchange *
Participating Students: 53

- Highest CTC (Domestic): ₹69.3 LPA
- Average CTC: ₹29.0 LPA
- Median CTC: ₹25 LPA
- Average CTC of Women Participants: ₹30.4 LPA

- Top 5 percentile: ₹58.95 LPA
- Top 10 percentile: ₹45.63 LPA
- Top 25 percentile: ₹37.91 LPA

Key Takeaways:
The average CTC secured by the batch witnessed an increase of 20.1% YoY. The Median CTC for the batch increased by 22.2% YoY. The highest CTC offered by a recruiter increased by 50.2% compared to last year. The average for women candidates increased by 39.96% YoY.

Sector wise placements:
- Consulting: 41.9%
- General Management & Operations: 25.8%
- IT/Analytics: 22.6%
- Business Development, Sales, and Marketing: 6.2%
- Finance: 3%

Key Roles Offered:
- AVP
- Senior Manager
- Product Manager
- Program Manager
- Supply chain Manager
- Senior Consultant
- Operations Manager

....and many others.

Participating Companies: