

# PLACEMENT BROCHURE

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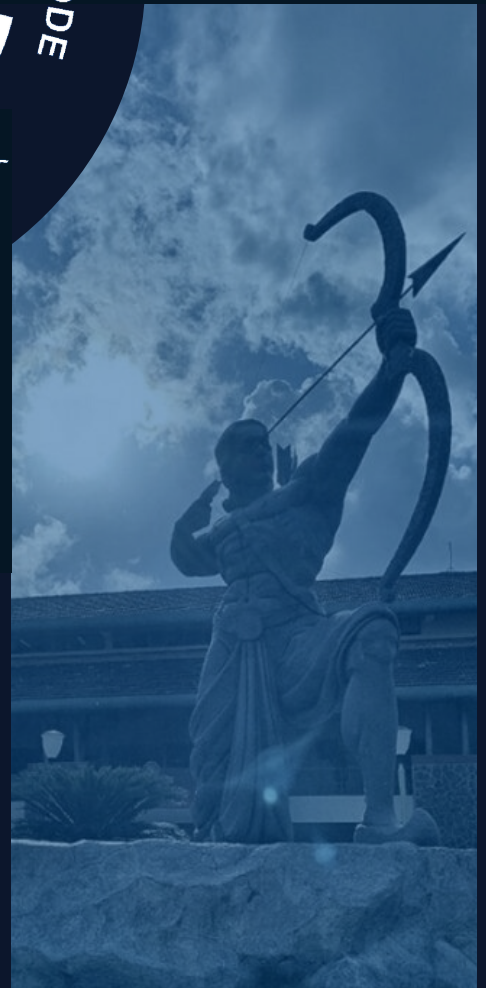
Class of 2023



PGP-BL

(Post Graduate Programme in Business Leadership)

One-Year Full-Time Residential  
MBA Programme



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# About IIMK

IIM Kozhikode is one of the premier management schools established by the Government of India, dedicatedly 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 Kunnammangalam 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. Debashis 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





# PGP-BL at a Glance

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

# 12

Months

# 800

Hours of content

Authentic  
Leadership 4.0

Holistic Living  
Module

Leading in VUCA  
world

Globalising Indian  
Thought

Enlightened  
Capitalism



## Director's Message

“

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 Arjuna's 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

”



## Placement Chairperson's Message

“

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

”

# Alumni Diaries

“ 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



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“

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  
InsidIIM'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)



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# Course Structure

## 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 problem faced by organization 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.

# Leadership Talks

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. Abhilash Verma**  
VP Product Management  
Citrix



**Mr. Ali Ziaee**  
Senior Manager  
Deloitte US



**Mr. Ashok Ramachandran**  
CEO & President  
Schindler India



**Mahafid Billimoria**  
GM and Head  
TAS



**Mr. Nitin Seth**  
CEO - New Mobility  
Reliance Industries



**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



### SPORTS & WELLNESS CIRCLE

PR cell of BL bringing the program to the world outside

## Business Circles



### CORE BUSINESS CIRCLE

nurture student excellence in the core domains like FMCG, manufacturing, etc



### CONSCIOUS BUSINESS CIRCLE

Looks after the student needs related to campus facilities and amenities

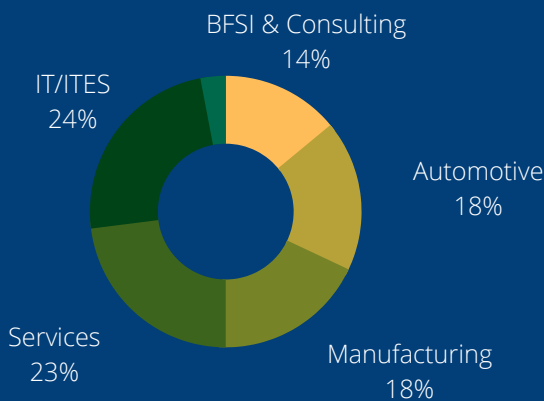


### CONTEPORARY BUSINESS CIRCLE

is to enrich business enthusiasts with information about the trending businesses

# Batch Summary | PGP-BL03

## Industry Background



## Gender Diversity



Male 71% | Female 29%

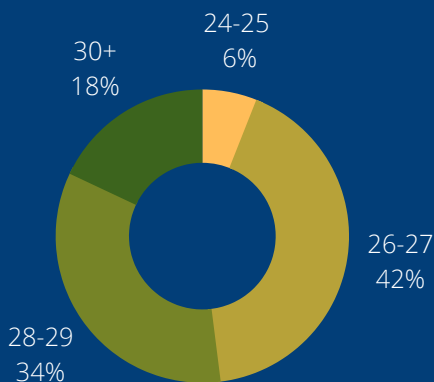
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Batch Size

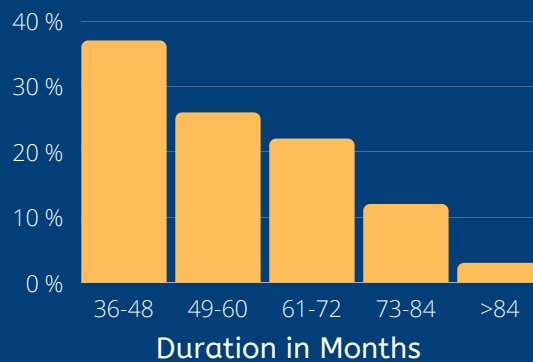
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Average years of work experience

## Age Profile (Years)



## Work Experience (Months)



35%

Percentage of students from IITs, NITs, NIFT, BITS, VIT, DU

## Previous Employers of Current Batch

accenturestrategy	AIRBUS	ALSTOM	amazon	ASHOK LEYLAND	Bharat Petroleum	BOSCH	BRIDGESTONE	Capgemini	Continental
Deloitte	Hindustan Unilever Limited	HBC	INDIAN RAILWAYS	Jio	kotak	L&T Technology Services	Linde	MARUTI SUZUKI	SIEMENS
SBI	TATA TECHNOLOGIES	tcs	Tech Mahindra	यूको बैंक UCO BANK	vedanta	VOLVO	Walmart	WELLS FARGO	ZOHO

# Student Profiles PGP-BL03



## A Bhamini Nair

A software developer with 6 years of experience in design and development for industrial automation domain

### Software Developer

- Software design and development professional with varied experience in industrial automation domain.
- Proficient in analysis, planning and implementation of requirements using waterfall and agile methodologies.
- Hands-on experience in test driven development, database management, task automation and code quality analysis.
- Independently handled development and maintenance of testing framework and related error-reporting tools.
- Successfully led software versioning activities in the team and implemented process improvements.
- Took ownership of critical technical topics from global teams and groomed new joiners on the same.

**Education:**  
B.Tech (Electronics & Instrumentation)

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

**Previous Company:**  
Siemens



## Abhishek Sinha

Senior Banking professional with diverse experience of more than 16 years in administration, strategy and people's management

### Strategic Management

- As a chief manager in UCO Bank, played an instrumental role in business development such as mobilizing Corporate advances and managing the Zone's NPA, besides opening new branches.

### People Management

- Led teams successfully at various levels, as Dy. Zonal Head at Zonal Office, Surat and as Branch Head of several Medium, Large, and Very Large branches across different geographical locations of the country.
- JAIB/CAIB, certified by Indian Institute of Banking and Finance

**Education:**  
B.Sc (Agriculture)

**Professional Experience:**  
16 Years and 7 Months

**Previous Company:**  
UCO Bank



## Akanksha Singh

Experienced regulatory compliance professional with over 4 years of experience in Fintech start-up space

### Regulatory Compliance

- Designed roadmap with the company's founders to establish the Compliance department for the Investment advisory and the brokerage entity of the firm.
- Established compliance workflows for Singapore, Hong Kong and India by coordinating with tech and legal teams.
- Corresponded with SEBI, and BSE for implementation of regulatory guidelines for the investment advisory entity

### Project Management

- Strategized and executed roadmaps for completion of SaaS product by ensuring allocation of resources and adhering to the project time lines.

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

**Professional Experience:**  
5 Years and 3 Months

**Previous Company:**  
Kristal AI



## Amit Kumar

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

### Channel Partner Management

- Accomplished carrier in automotive after sales operations with holistic experience in channel partner management, customer relationship management, operations, strategic planning and network expansion.
- Handled dealers across states of Gujarat & Maharashtra ensuring business growth..

### Operations Management

- Strategized customer retention in MSIL network, planned revenue growth and service load through continuous improvements in service marketing activities.
- Delivered on dealer business issues, operational efficiency, managing dealership manpower & productivity, and setting benchmark for higher customer satisfaction index & complaint resolution.

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

**Professional Experience:**  
4 Years and 11 Months

**Previous Company:**  
Maruti Suzuki



## Anjana Aray

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

### Software Development

- Achieved process automation of monitoring and managing food credit given by the bank which eliminated manual errors and resulted in cost savings.
- Awarded Certificate of Appreciation by the then Chief General Manager and subsequent DMD & CIO for developing software for automating the process of monitoring NBFC loans.

### Stakeholder Management

- Collaborated with multiple stakeholders in the organization (Business Unit and the other dependent departments - Testing, Technology Operations, Information Security) for each project.

**Education:**  
B.Tech (Information Technology)

**Professional Experience:**  
6 Years and 9 Months

**Previous Company:**  
State Bank of India



## Ankit Singh Chauhan

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

### Aerospace and Aviation

- Engineering professional with over 7+ years of multinational work experience in Design Engineering, Configuration Management, Stakeholder Management and Supplier Management.
- As a CI responsible from the ATA92 side of Airbus A320 series aircraft, I use to identify potential areas of improvement that could benefit in terms of cost, weight, installation time, etc.
- Managed multiple suppliers regarding resource planning, target dates, design activities and resolved their issues through synchro meetings.
- As an upper deck lead for A350 XWB aircraft, managed the design and check team on day-to-day deliverables.
- Played hockey at national level and was associated with sports authority of India under day boarding program.

**Education:**  
B.Tech (Aerospace)

**Professional Experience:**  
7 Years and 5 Months

**Previous Company:**  
Airbus



## Anshuman Sahu

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

### Product Design and Development

- Experienced in managing projects in BIW Design and Development department for creating light weight and strong architecture for Compact SUV segment vehicles to meet domestic & global market requirements.
- Proficiently coordinated sourcing and procurement of prototypes for prompt availability of parts during new product development trials and testing.
- Implemented cost reduction proposals in different models through commonization of newly designed parts.
- Successfully worked on setting new design standards for improving perceived dent quality of upcoming models.

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

**Professional Experience:**  
4 Years

**Previous Company:**  
Maruti Suzuki



## Apoorv Gupta

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, JDA 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 allocation.

### Software Developer

- Drove Org-wide initiative of reducing manual touchpoints to 5% across 80 microservices.
- Developed and Enhanced Amazon's ASIN Creator tool to ingest new products to Amazon's Digital Publishing Platform.
- Led projects on the creation of continuous integration-continuous deployment pipeline creation with Amazon.

**Education:**  
B.E. (Computer Science)

**Professional Experience:**  
4 Years and 4 Months

**Previous Company:**  
Walmart



# Student Profiles PGP-BL03



## 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, BOQ 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.

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

**Professional Experience:**  
5 Years and 8 Months

**Previous Company:**  
Maruti Suzuki



## 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

- Strategized and deployed 3 live data projects to build a high-quality data-driven subscription-based business model for a UK-based client
- Ideated and spearheaded the process of automation, creating an efficient cost-cutting business model
- Trained, recruited, and managed an effective team to satisfy the client's needs on a day-to-day basis

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

**Professional Experience:**  
6 Years and 2 Months

**Previous Company:**  
The Market Research Company



## 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:

- Pro-actively handled project timeline planning, resource allocation, conflict management and ensured collaboration across involved multiple stakeholders.
- Spearheaded process optimizations by identifying bottlenecks and chalking out potential workarounds.

**Education:**  
B.E. (Electronics & Communication)

**Professional Experience:**  
5 Years and 8 Months

**Previous Company:**  
Continental



## Babita

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

### Business Analyst

- Analysed 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
- Worked with cross-functional teams to develop business plans for new projects and programs

### Risk Analyst

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

**Education:**  
B.E. (Electronics & Telecommunication)

**Professional Experience:**  
4 Years and 4 Months

**Previous Company:**  
Kotak Mahindra Bank



## Debnita Ghosh

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

### Technology Consultant

- Cloud and Technology consultant with expertise in Development and Delivery.
- Collaborated with cross functional teams to deliver innovative cloud solutions for global client leading to Cost optimization and Product

### Associate Consultant

- Worked as Cloud Consultant to provide 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.

**Education:**  
B.Tech. (Electronics & Communication)

**Professional Experience:**  
5 Years and 5 Months

**Previous Company:**  
Capgemini



## 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

**Education:**  
B.E. (Mechanical)

**Professional Experience:**  
5 Years and 1 Months

**Previous Company:**  
The Hudson Bay Company



## Jaya Sai Sreekar M

IT specialist with 4 years of experience in delivering digital forensic and legal technology services

### IT Services and Stakeholder Management

- Delivered legal technology services involving big-data processing and analytics to global clients on 250+ fast-paced projects.
- Proficient in several computer forensic and intelligence mining software with a strong understanding of programming and query languages.
- Led initiatives between the US and Indian teams to bridge 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

**Education:**  
B.Tech. (Electrical and Electronics)

**Professional Experience:**  
3 Years and 8 Months

**Previous Company:**  
Deloitte



## Karan Ketan Bhansali

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

### Growth & Performance Marketer

- Accomplished Growth and 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 favorable KPIs.
- Seasoned professional of agency work culture. On-boarded clients using realistic growth proposals.
- Well versed with creating step-by-step play books and tools to help scale brands using paid, earned & owned media.
- Pursuing certification in understanding and building online customer acquisition strategies.

**Education:**  
B.Com (Financial markets)

**Professional Experience:**  
3 Years and 10 Months

**Previous Company:**  
Tech Bay Leaf



# Student Profiles PGP-BL03



## Karthik Murali

Innovative and experienced technology consulting professional with deep knowledge of the Engineering Services Industry

### Senior Engineer –Automotive & Commercial Vehicles

- Spearheaded growth in Heat Exchangers R&D at Marelli-Development Centre India, L&T
- Rich Experience leading Computer Aided Engineering and Computational Fluid Dynamics projects for a Japanese Tier-1 supplier and OEMs
- Full working proficiency in Japanese Language (N3 Certified)

### Engineer, Technology Solutions and Innovation

- Innovative and experienced technology consulting professional with deep knowledge of the Engineering Services Industry
- Accomplished in starting and managing very large scale nation-wide outreach programmes: TECHgrium® covered by Business Standard, Businesswire

**Education:**  
B.Tech. (Mechanical)  
M.Tech. (Design)

**Professional Experience:**  
7 Years and 2 Months

**Previous Company:**  
L&T Technologies Services



## 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

- Devised operating cost-reduction strategies using sustainable processes.
- Supervised a team of engineers and operators who were responsible for operation of gasoline 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 blue collared work force for supply management project under "Ministry of Petroleum and Natural Gas"
- Managed plant turnaround projects by efficient resource planning, strategic manpower deployment, job scheduling, and execution.

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

**Professional Experience:**  
3 Years and 9 Months

**Previous Company:**  
Bharat Petroleum Corporation Limited



## 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 Assistant Manager in the plant operation of a Leading firm
- Supervised a team for ramping up the plant capacity to 1.7MTPA / Spearheaded the activity of plant capacity expansion to achieve highest volume of Aluminum
- Streamlined the process by creating a smooth alignment of different cross-functional team to reduce cost of production

### Stakeholder Management

- 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

**Education:**  
B.Tech. (Metallurgical)

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

**Previous Company:**  
Vedanta



## 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 Lead Auditor.
- Expertise in Customer Service, Stakeholder Management, Competitive Intelligence, and Change Management.
- Supported Process Architects in Process Modelling, Process Categorization, and maintained Enterprise Library of the process models and maps.
- Experienced in competitive pricing and secondary market research to match 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.

**Education:**  
B.Tech. (Mechanical)  
PGDM (Operations)

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

**Previous Company:**  
Wells Fargo



## Madhura S Dalvi

Innovative Software Engineer with 4.8 years of experience in machine learning developing chatbots and APIs for B2B e-com

### 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 Pan India as well as Global innovative projects in multiple geography.
- Used agile methodology to lead the backend team for IMOnline App, improving the overall efficiency

### Stakeholder Management

- Collaborated with multiple global stakeholders and cross functional team 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.

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

**Professional Experience:**  
4 Years and 8 Months

**Previous Company:**  
INGRAM Micro



## Mahto Anish Arvind

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

### Trade Sales Manager

- Seasoned 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 goals.

### Corporate Banking RM

- Responsible for increasing sales, reducing risk and developing relationships with stakeholders across the industry.
- Strengthening of the existing relationships by providing them with corporate Banking solutions like Trade & Forex, CMS & SME Loans to achieve Quarterly and Annual targets
- Worked with different team to execute sales and acting as bridge between internal and external stakeholders.

**Education:**  
B.C.A.  
PG Diploma in Banking

**Professional Experience:**  
4 Years and 2 Months

**Previous Company:**  
HDFC Bank



## 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 simulation using 3DEXperience platform

**Education:**  
B.E. (Production)

**Professional Experience:**  
4 Years and 7 Months

**Previous Company:**  
Ashok Leyland



## Minto Mathew

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

### Deputy Manager

- Successfully completed the APS (Advanced Problem Project) for Ashok Leyland in the Quality and Planning department, Pantnagar Plant, Uttarakhand.
- Implemented internationally accepted analysis tools to optimize the process in the manufacturing 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 envisioned Market share 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

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

**Professional Experience:**  
3 Years and 1 Months

**Previous Company:**  
Ashok Leyland



# 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

- Implemented Web Content Accessibility Guidelines, making the website 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.
- Worked on digital transformation initiatives, laying the groundwork for headless commerce by creating the architecture for microservices and micro frontends to enhance the UX and improve the TTI (Time-to-Interactive) of web pages.
- Worked on the integration of payment gateways to make the WebApp compliant to Data security standards.
- Mentored and coached the new joiners to bring them up to the company's expected efficiency levels.

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

**Professional Experience:**  
4 Years and 8 Months

**Previous Company:**  
INGRAM Micro



## Md. Altaf Rizvi

Senior SAP BW4HANA & analytics consultant with 5.4 years of experience in delivering Datawarehouse & analytics solutions

### Senior Associate Consultant

- Led a team in delivering multiple SAP BW reports, Dashboards, and services to global clients.
- Strong experience in managing and executing SAP upgrades for large scale systems as well as mid-scale systems.
- Experienced in handling application, maintenance and support projects pertaining to the domain of SAP HANA and Business objects for one of the clients of Bosch.

### SAP Analytics Specialist

- Implemented end-to-end SAP Datawarehouse solutions for Data analytics, involving data modelling in FI, MM, SD, Controlling, and HR modules.
- Incorporated various automation tools in SAP ABAP and Python to reduce the turnaround time of my deliverables.

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

**Professional Experience:**  
5 Years and 4 Months

**Previous Company:**  
Bosch Engineering and Business Solutions



## 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

- Strategized 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 Indian and Global projects to estimate initial project costs

### Project and Stakeholder Management

- Estimated and tracked work hours 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 documents

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

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

**Previous Company:**  
Worley Engineering Services



## 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, collateral generation, catalog management, UX writing, content design, and research.
- Primarily helped companies drive organic traffic, increase brand awareness, and improve product engagement through inbound 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 visitors, conversion rate, product engagement, etc.
- Ideated and implemented brand strategy, go-to-market plans, and product launches.

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

**Professional Experience:**  
3 Years and 9 Months

**Previous Company:**  
Auctm



## Nishant Mundeja

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 Bucharest Metro project for railway dynamics team
- Devised and implemented transition strategy to conceptualize 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
- Ideated and automated the tender process for Alstom India

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

**Professional Experience:**  
4 Years and 10 Months

**Previous Company:**  
Alstom



## 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; engaged with CXOs of marquee customers, cross-selling other products.
- Built strong, synergistic relationships with business partners in Germany and USA, conveying 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 oil, cyanoacrylates 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:**  
4 Years and 6 Months

**Previous Company:**  
Metlock Precoat



## Nuzhath Sultana H S

Certified Digital Marketeer with 4+ years of experience in Sales, Service, & Product Management across ed-tech & telecom sector

### Product Manager

- Consummate Product Manager with experience in envisioning and launching online products for Education Industry
- Proficient in Product Design, Product Development, Product Deployment and Launch
- Experienced in making effective Video Ads, YouTube Shorts and Insta Reels

### Postpaid Service Lead

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

**Education:**  
Bachelors of Commerce

**Professional Experience:**  
4 Years and 4 Months

**Previous Company:**  
Career Launcher



## Pallavi Damaraju

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

### Extended Enterprise Risk Management

- Conducted software compliance/audit 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 to understand and analyze client's IT assets.
- Led Training sessions for 10 resources on IBM and Oracle Software Licensing methodologies.

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

**Professional Experience:**  
3 Years and 8 Months

**Previous Company:**  
Deloitte India



# Student Profiles PGP-BL03



## Piyush Makhijani

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

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

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

**Previous Company:**  
Sharwari Steel

### Entrepreneurship

- Entrepreneurial experience in the production of steel pipes
- Managed the production planning and supply and logistics of consignments
- Liaisoned between the production and sales team to meet end-to-end customer requirements
- Developed blueprint for the manufacturing of steel pipes and tubes, leading to a reduction in scrap and an increase in profits

### Production Planning

- Coordinated with multiple vendors for the procurement of raw materials for production
- Developed a systematic supply chain by creating a network of dealers in northern India



## Prerna Pardeshi

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

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

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

**Previous Company:**  
Honeywell

### Autocad Engineer

- Coordinated facility management & system design automation with client for The City rail link, New Zealand's largest transport infrastructure project.

### Production Planning

- Headed a team to design and develop heat ventilation system for Khalifa International Stadium, Qatar
- Led a project which developed in-house cost estimation tool for process improvement, saving man-hours for Coca-Cola Arena, Dubai
- Supervised fire-fighting system execution for Skoda Auto Volks Wagon R&D Center, Pune
- Delegated building automation system designs for Arabian drilling company, Saudi Arabia



## Rajan Kumar Sah

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

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

**Professional Experience:**  
5 Years

**Previous Company:**  
Indian Railways

### Senior Section Engineer

- Worked as Senior Section Engineer, Traction Distribution with Indian Railways(IR) and being the Section In-Charge, oversaw a section stretching over 100 KM in Northeast Frontier Railways.
- Collaborated and dealt extensively within organization and with various PSUs under Ministry of Railways (viz IRCON, RVNL) and State government at 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.



## Rishab Raj

Certified SAFE® POPM R&D Professional with 7 years of experience in new product development of passenger vehicle and BE Trucks

**Education:**  
B.Tech. (Mechanical)  
M.Tech. (Mechatronics)

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

**Previous Company:**  
Volvo Group

### New Product Development

- Performed risk analyses, provided solution strategies, and validated concepts using digital twin for the development of steering systems.
- Collaborated with Product owners and global stakeholders for development and risk assessment of new battery pack of a long-haul EV truck.
- Evaluated the product-fit, safety risks, and customer comfort for the new offerings and variants of steering wheel.

### Innovation

- Moderated ideation sessions to promote innovation within the team.
- Published a patent in the field of passenger safety in the cars.

### Project and Stakeholder Management

- Developed working methodology and defined project roadmaps, which included work projections and strategizing timelines, for the global projects on digital product development of Seating systems.



## Rohit Prasad

Engineer with 7 years of experience in design & process, product Quality, Value engineering in Automotive industry

**Education:**  
B.E. (Industrial Engineering)

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

**Previous Companies:**  
Tech Mahindra

### New Product Development

- Led a cross functional team at Tata Motors Ltd (Pune) for Bluebuck project, a checking fixture.
- Performed variation analysis at body shell level to provide recommendations for achieving targets through process and design modification
- Single point of contact between U.S client and Tech Mahindra offshore team for body, chassis & electrical for all the Geometric dimensioning

### Planning Engineer

- Managed multiple stakeholder 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.



## Rohit Panikar

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

**Education:**  
B.Tech. (Mechanical)  
M.S. (Mechanical)

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

**Previous Company:**  
LHP Engineering Solution

### Project and Stakeholder Management

- Experience in managing project lifecycle for electric vehicle modules through stakeholder coordination.
- Handled resourcing projects for cost optimization of parts & process improvement in the supply chain.

### Project Ownership and Development

- Globally led cross-functional team on the design and development of body structures on passenger cars and pickup trucks.
- Expertise in vendor management for outsourcing of body panel components to achieve optimum cost.
- Experience in defining product scope for verification & validation of product design.



## Sachin Ahuja

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

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

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

**Previous Companies**  
IFB

### Regional Manager - Service

- Initiated Implementation of Premium Service Network with Regional Dealers for Nexa Customers.
- Administered revenue modeling and profitability of Nexa 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 Chhattisgarh through Network, Distribution, and Sales Planning, with IFB Industries.
- Enhanced the Net Promoter Score from 83 % to 95 % during the tenure.



## Sagar Jaiswal

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

**Education:**  
B.Tech. (Civil Engineering)

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

**Previous Companies:**  
Tata Consultancy Services

### 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/Open Banking, Payments, SWIFT, etc.
- Supervised infrastructural operation for financial products operating across 10 countries.
- Responsible for laying out products 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.



# Student Profiles PGP-BL03



## Sagnik Sahoo

IT Solution Support Engineer with 5 year 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.
- Troubleshoot and resolve 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 tasks on Ternenos T24 TAF & related applications in multiple environments.



**Education:**  
B.Tech. (Electronics and Communications)

**Professional Experience:**  
5 Years and 9 Months

**Previous Companies:**  
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.
- Drove multiple collaboration initiatives across various TCS' clients for laying out prospective project roadmaps.
- Responsible for ensuring quality and compliance for Hudson's Bay, resulting in significant reduction of production bottlenecks and failures.
- Experienced Data analyst with proficiency in performing ad-hoc requests, and issue resolution as part of IT production support.
- Experienced Manhattan associates - WMOS consultant in proactively monitoring and resolving any callouts for an end-to-end warehouse management system.



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

**Professional Experience:**  
6 Years and 3 Months

**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 in infrastructure project conceptualization, 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), Lump-sum 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.



**Education:**  
B.E. (Civil Engineering)  
M.Tech. (Structural)

**Professional Experience:**  
5 Years and 11 Months

**Previous Company:**  
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 Software Domain)

- Seasoned professional in Agile Software Development Life Cycle.
- Led innovation projects in AI/ML and process automation at interdepartmental level.
- Proficient in ideation, requirement engineering, IT tool design, team management, stakeholder management and testing.
- Expertise in coordinating different departments and experts in the organization to accomplish strategic goals
- Lead cross departmental project in legalizing simulation testing tools within the organization in automotive embedded software domain.



**Education:**  
B.Tech. (Electrical and Electronics)  
M.Tech. (Process Control)

**Professional Experience:**  
5 Years and 9 Months

**Previous Companies:**  
Bosch India



## Sarthak 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.



**Education:**  
Bachelor of Fashion Technology

**Professional Experience:**  
5 Years

**Previous Company:**  
Dressfolk



## Sattyam Bhatt

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

### Assistant Manager (Technology)

- Played a pivotal role in defining key features and requirements to satisfy consumer needs by collaborating with multiple stakeholders.
- Worked in cross-department product development by building product solutions for Reliance Jio, Reliance Digital, Jio mart and Reliance Trends.
- Mentored and led the development team to launch various financial tech products in the B2C category like Direct Benefit Transfer, Jio Biz Pay and Jio Merchant portal.

### Assistant Manager- Product Development

- Seasoned professional in delivering End-to-End tech solutions to customers through products like Airtel FasTag, Utility payments and OLA reverse integration in the MyAirtel app.
- Collaborated with the technical and business team to define product features, standards and requirements.



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

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

**Previous Company:**  
Jio Platforms



## Saurabh Kabra

Management Consultant with 1 year experience in strategy consulting and 4 years in Project Management

### Strategy Consultant

- Executed strategic analysis of business operations to identify bottlenecks/efficiency enablers in the system to achieve higher efficiency at a lower cost.
- Recommended market development and systematic logistics improvement strategies for the client.
- Co-ordinated the S&OP function for a 10000Cr+ EBITDA 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.



**Education:**  
B.Tech. (Mining)

**Professional Experience:**  
4 Years and 5 Months

**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 end to end development cycle of lighting systems for Suzuki cars such as Swift, S-presso, Celerio, etc.
- Key expertise includes Idea 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 into on-time deliverables.
- 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.



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

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

**Previous Company:**  
Maruti Suzuki

# Student Profiles PGP-BL03



## Shayanta Sur

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

**Education:**  
B.Tech. (Electronics and Instrumentation)

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

**Previous Company:**  
Deloitte USI

### Leadership and Stakeholder Management

- Led a cross-continental team of 4 members from Germany and India for the legacy application product suite of Deloitte Innwake
- Coordinate with vertical leadership 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 test life cycle (STLC) significantly
- Deployed migration solutions for product deployment in coordination with multiple stakeholders from India, US, and Germany



## Shivadeep Kadeekal

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

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

**Professional Experience:**  
4 Years and 1 Months

**Previous Company:**  
Daikin

### Project Manager

- Worked in the acquisition and execution of the centralized air-conditioning projects, VRF and chiller projects.
- Revamped service operations and managed Key accounts in Centralized Air conditioning projects.

### Senior Engineer

- Negotiated and acquired projects by coordinating the company's product line with client's requirements.
- Established healthy multi-way communication between the company, dealers and clients.
- Coordinated vendor management and stock transfer management in the territory to meet the project demands in different locations.



## Shivam Kishore

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

**Education:**  
B.Tech. (Electrical and Electronics)

**Professional Experience:**  
4 Years and 4 Months

**Previous Company:**  
Refrens

### Product Manager

- Conceptualized and launched freelance marketplace from scratch,
- Designed and Executed go to market strategy for two products: 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 Retail, Hospitality, and consumer-facing industry
- Handled end to end consultative sales cycle comprising of 1 to 4 months from discovery, POC, and closure
- Established channel partners in Qatar and Kenya.
- Lead a team of 8 comprising of SDRs, AE's and customer success.



## Shivam V Singh

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

**Education:**  
B.E. (Electronics and Communication)

**Professional Experience:**  
4 Years and 9 Months

**Previous Company:**  
Globe Teleservices

### Business Development Manager

- Rich experience of 4.5 years as a telecom professional specializing in Global voice business/A2P SMS, Mobility/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, anti-fraud voice solution and SIM bypass solutions to integrate with operator network worldwide to avoid telecommunication frauds and assure revenue.



## Shivi Agrawal

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

**Education:**  
B.E. (Mechanical)

**Professional Experience:**  
4 Years and 9 Months

**Previous Company:**  
Bridgestone

### Product Management

- Experience in introducing new products, product gap analysis, segmental study, and price management.
- Developed strategies for customer acquisition and retention by establishing core value proposition; built a customer-centered value selling system.
- Ensured profitable growth and enhanced business contribution through monthly profitability analysis and cost monitoring.

### Marketing

- Devised Go-to-market strategies for new product releases, implemented programs for improving product awareness and sales.
- Ensured active multi-agency collaboration for efficient on ground activation.



## Shreyas Shastri

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

**Education:**  
B.Tech. (Automotive Design)

**Professional Experience:**  
4 Years

**Previous Company:**  
Tata Technologies

### 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.
- Contributed to a Value Engineering Project, resulting in saving manufacturing costs for our client.
- Worked on agile framework to ensure the quality of the deliverables adhere to the requirements of First time right.
- Responsible for updating the Management Information Sheet for Body Team 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.



## Sithara Tilak

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

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

**Professional Experience:**  
5 Years and 2 Months

**Previous Company:**  
Tata Consultancy Services

### 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.



## Smriti Jain

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

**Education:**  
B.Tech. (Mechanical & Automation)

**Professional Experience:**  
4 Years and 9 Months

**Previous Company:**  
Unilever

### Senior Quality-Assurance Executive

- Led Quality Management System integration of 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, Rajpura with an annual production of 50KT.
- Initiated multiple projects for identification and elimination of NVAA resulting in 50% reduction of employees deputed for Quality Checking.
- Facilitated cross-functional resolution of quality issues for on-site launch activities of 3 products, ensuring on-time achievement of all KPIs.



# 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 developing product vision, roadmap and leading development using power platform and Dynamics 365.
- Project management for system integrated 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 life cycle: Product design, development, and launch marketing across 10+ geographies through business intelligence, key competitor analysis, key value compositions, competitor-teardown analysis, product strategy & roadmap, slicing and dicing with decision-support to clients.

**Education:**  
B.Tech. + M.Tech (Electronics and Communication)  
M.S. (Telecommunication)

**Professional Experience:**  
5 Years and 3 Months

**Previous Company:**  
Accenture Strategy



## Srinija Sakuntala M V S

Process Specialist and certified mentor with 4.4 years of experience in AI/ML, E-commerce.

### Process Specialist

- Assisted resolution of 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 within the Alexa Data Services team in the UK locale.
- Was selected for the MIND programme based on demonstrated leadership capabilities.

**Education:**  
B.Tech. (Electronics and Instrumentation)

**Professional Experience:**  
4 Years and 5 Months

**Previous Company:**  
Amazon



## 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 & gaseous oxygen production. Key activities included manpower planning, Safety compliance, sourcing, vendor management and regulation compliance
- Ideated and implemented productivity projects in plant
- Prepared Repair & Maintenance budget for Nitrous Oxide Plant and performed monthly analysis of R&M expenses
- Coordinated with cross functional teams to resolve day to day operational challenges
- Lead change management activities for plant

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

**Professional Experience:**  
3 Years and 8 Months

**Previous Company:**  
Linde India



## Sumedha 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.
- Planned and monitored resources through various stages of projects from beginning to end.
- Coordinated and collaborated 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 needs 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

**Education:**  
B.A. Hons. (Economics)

**Professional Experience:**  
5 Years and 9 Months

**Previous Company:**  
Mercer Mettl



## 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 the start-up which was a completely boot strapped 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 responsible for supply chain and production
- Deep expertise as strategy consultant and have experience in working with international clients and have a strong cross cultural collaboration experience with the US, China and India to launch a product.

### Associate Software Engineer

- Tested various applications and Resolved SLA driven priority based issue
- Conducted Regular evaluations and support for business applications

**Education:**  
B.E. (Electronics and Communication)

**Professional Experience:**  
3 Years and 9 Months

**Previous Company:**  
Creative Buds



## Varsha Kamath

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

### Business Development

- Leading pursuits for a range of projects from interior fit outs to large scale infrastructure programs and from public sector to private sector Clients
- Market strategy & Business Plan preparation with key stakeholders
- Anchoring client meetings and business pitch
- New Business development by localizing existing global key accounts
- Commercial negotiations and Contract closeout

### Program Management

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

**Education:**  
B.E. (Civil Engineering)  
M.Tech. (Constructions Engg & Mgmt)

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

**Previous Company:**  
AECOM



## Vignesh Karthikeyan

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

### Product Marketing

- 3.5 years of experience in B2B SaaS industry with rich experience in market research, GTM strategy, product positioning, messaging, pricing 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.

**Education:**  
B.E. (Computer Science)

**Professional Experience:**  
4 Years and 9 Months

**Previous Company:**  
ZOHO



## 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, mapped, and acquired new clients, increasing the market share in Bangalore and South Karnataka.
- Product Champion for Auxiliary Segment- guided and monitored segment sales for South region.
- Drove new product sales in the territory, quadrupling sales in 4 years.
- Managed working capital for the allotted territory.
- Awarded EB Champ in 2017 and won National Sales Employee of the month, twice in 2020.

**Education:**  
B.E. (Civil Engineering)

**Professional Experience:**  
5 Years and 8 Months

**Previous Company:**  
BASF





# Placement Process & Timelines

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](mailto: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) would be made available 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

# Previous Year's Placement Highlights

₹69.3  
LPA

Highest CTC  
(Domestic)

₹29.0  
LPA

Average  
CTC

₹25  
LPA

Median  
CTC

₹30.4  
LPA

Average CTC of  
Women Participants



52 Recruiters

62 Offers made  
1 International Offer

53

Participating Students

₹58.95 LPA

Top 5 percentile

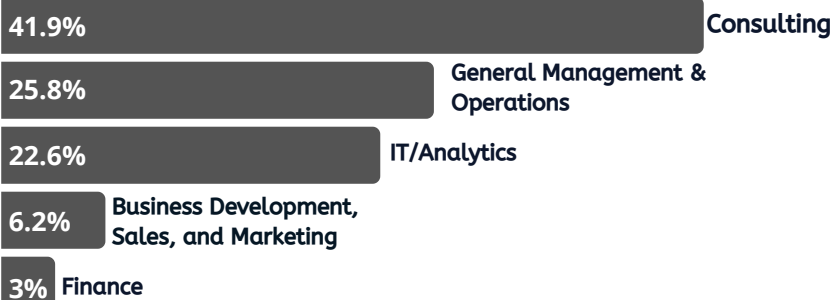
₹45.63 LPA

Top 10 percentile

₹37.91 LPA

Top 25 percentile

## Sector wise placements



**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.

## Key Roles Offered

- AVP
- Senior Manager
- Product Manager
- Program Manager
- Supply chain Manager
- Senior Consultant
- Operations Manager

.....and many others.

## Participating Companies



# Placements Contact



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