



भारतीय प्रबंध संस्थान कोषिकोड
Indian Institute of Management Kozhikode
Globalizing Indian Thought



Kritva

THE ACCOMPLISHMENT



Alumni

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Alumni Relations



Prof Debashis Chatterjee
DIRECTOR

Director's Message

Dear Alumni,
It's always a privilege to witness the unbreakable bond that ties you to IIM Kozhikode, transcending time and distance. As we evolve, our collective purpose of fostering excellence in thought and action remains steadfast.

Over the past months, our community has continued to grow, with events that sparked both reflection and reconnection. Grounded in the values of Satyam (authenticity), Nityam (sustainability), and Purnam (fulfillment), we remain committed to globalizing Indian thought.

I am proud to share that IIMK has for the second consecutive year been ranked among the top 3 management schools in India in the NIRF rankings, reflecting our dedication to inclusive excellence. As you browse through this newsletter—celebrating alumni achievements, events, and activities—I encourage you to reflect on the incredible journey we've taken together. Your continued engagement enriches the next generation of leaders from this institution.



Prof Deepa Sethi
EXECUTIVE CHAIR- GLOBE

Executive Chair- GLOBE's Message

Choose your change!

Change is the only constant of life! Change challenges your comfort zone; it pushes your boundaries. Take charge of it. Choose your change! Whether the change is in a role, location, organization, perspective, or goal, the liberation you receive when you choose it is beyond description. When you choose your change, you take control of your life, steering it through the high points of achievement and success, navigating through the unexpected obstacles of failure and frustration, and ultimately reaching your ambitions and goals, all the while fuelled by your passion, energy, and inspiration. Enjoy every phase of the journey, document it, narrate it, and live it to the fullest. Ownership comes only when you choose your change. Share the tales of your change with the IIMK Kommunity through this newsletter, which is an initiative to keep you all Connected!

Activities

of Students Alumni Cell



The Student Alumni Cell has the rare privilege of nurturing enduring relations between our esteemed alumni, their alma mater and the current students through various events. Through our flagship event Nostalgia, we host alumni across batches in the campus to relive their institute days and build new connections. Sangam is an off campus event hosted across cities to facilitate alumni to connect with each other. Additionally we organize the Alumni Clinic, a personalized mentorship program where students receive career guidance from alumni through one-on-one sessions. SAC also celebrates Teachers' Day by honoring faculty members with mementos and messages from alumni, and International Women's Day to recognize the invaluable contribution of women in our life.



ALUMNI KLINIC

10th November 2024

The Students' Alumni Cell at IIM Kozhikode organised Alumni Klinik on 10th November at 11 AM, offering an opportunity for students to connect with alumni for personalised career guidance. Over 100 alumni mentors and 207 students participated in the event, making it a resounding success. Designed as a series of 20-minute one-on-one sessions, Alumni Klinik provided a platform for students to receive tailored advice based on their unique interests, strengths, and aspirations.

The program focused on practical mentorship, with alumni offering insights on various aspects such as resume building, interview preparation, navigating industry trends, and long-term career planning. Despite the high demand, a well-managed allotment process was used to assign mentors to students, ensuring fairness while considering student preferences and the number of mentees each alum could accommodate. This approach enabled a diverse and enriching exchange of perspectives, as students often engaged with mentors from domains they might not have initially considered.

The impact of the initiative was evident from the enthusiastic feedback received. Students appreciated the focused guidance and actionable advice, which boosted their confidence and clarity in preparing for internships and future roles. Alumni found the experience rewarding, as it allowed them to contribute to the growth of the next generation of IIM Kozhikode professionals while staying connected with their alma mater.

The event fostered meaningful interactions beyond the scheduled sessions, with many participants wanting continued engagement. Alumni Klinik demonstrated the strength of the IIM Kozhikode alumni network and its commitment to student development, creating a culture of mentorship that benefits both mentors and mentees alike.

Alumni Klinik successfully bridged the gap between alumni expertise and student aspirations, leaving a lasting impact on the participants by providing a platform for direct and personalised mentorship. It reinforced the importance of community and collaboration, setting the stage for similar initiatives in the future. The Students' Alumni Cell extends its gratitude to all alumni and students who participated, ensuring the event's success and strengthening the institute's legacy of excellence.

PLACEMENT NITI

Placement Niti, organized by the Students' Alumni Cell at IIM Kozhikode, aimed to connect experienced alumni with current students to provide mentorship and guidance for the Final Placement process. The program served as a platform to help students prepare for their placements by leveraging the expertise of alumni across diverse industries.

The event saw the enthusiastic participation of 131 alumni mentors and around 250 students, with each mentor guiding a group of one to two students through virtual sessions. Alumni shared valuable insights into industry expectations, market trends, and job opportunities. They also provided personalized feedback on resumes, interview preparation, and career strategies, empowering students to approach the placement process confidently.

The initiative significantly impacted students, helping them demystify the placement process, improve their resumes, and enhance their interview skills. Alumni also found the experience rewarding, as it allowed them to give back to their alma mater and shape the career journeys of the next generation.

Feedback from both mentors and mentees highlighted the program's success. Students appreciated the actionable advice and motivational support, while alumni expressed their joy in reconnecting with IIM Kozhikode and contributing meaningfully.

Placement Niti Konnect demonstrated the strength of the IIM Kozhikode community and the importance of alumni-student collaboration. The program can be further enhanced by incorporating mock interviews, industry-specific webinars, and broader alumni participation. The Students' Alumni Cell thanks all participants for their dedication and enthusiasm, which made Placement Niti a resounding success.



NOSTALGIA

Annual Alumni Meet 2024

DAY 01

8th November



7:00 AM
Registration



4:00 PM
Welcome Reception



7:00 PM
Kozhikode Reunion Dinner



8:00 AM
Breakfast



5:00 PM
Student Body Fair



10:00 PM
Poker Night



12:00 AM
Welcome Lunch



6:00 PM
Keralotsavam



2:00 PM
Faculty-Alumni Workshop



DAY 1

Nostalgia 2024 kicked off with a Faculty-Alumni Workshop, fostering connections through interactive sessions like K-themed Tambola. The Welcome Reception at Arjuna Rath featured a grand banner drop, cake-cutting, and logo unveiling.

The Student Body Fair showcased student clubs, fostering alumni-student networking. Keralotsavam mesmerized attendees with Kerala's Tholpavakoothu shadow puppetry. A Reunion Dinner across Kozhikode's top restaurants brought alumni together, followed by an exciting Poker Night, where 150 participants vied for an iPhone 15, won by Archa P.



DAY 2

The day began with the IIMK Run, followed by the Alumni Townhall, where the Director and Sandeep Chatterjee discussed IIMK's vision. The Distinguished Alumni Awards recognized outstanding contributions.

Functional Networking and Buddy Lunch facilitated mentorship and career insights. The first-ever Regraduation Ceremony celebrated milestone batches. The evening featured IIMK's Got Talent, followed by Nostalgia Rendezvous, an electrifying music night with DJ Anas and Thamarassery Churam.

DAY 02
9th November

7:00 AM Morning run with Calmar	1:00 PM Buddy Lunch	9:00 PM Dinner
8:00 AM Breakfast	4:00 PM One where we go back to class	10:00 PM Nostalgia Rendezvous
10:00 AM Alumni Townhall with Director	5:00 PM Regraduation	
11:00 AM Functional Networking	7:00 PM IIMK's Got Talent	

DAY 03

10th November



DAY 3

The final day began with a Plantation Drive, followed by Alumni Clinic, where 50+ alumni mentored 200 students. Women in Management featured inspiring discussions on leadership.

A grand Kerala Sadhya brought alumni together over traditional cuisine. The day ended with Water Sports, Komedy Night with Jaspreet Singh, and a Farewell Dinner under the stars, with a soulful performance by MEHRAM—a perfect conclusion to Nostalgia 2024.

STUDENT BODY FAIR 2024

*Showcasing Talent, Collaboration
and Community*



The Student Body Fair 2024 was a spectacular showcase of talent, innovation, and community spirit, bringing together diverse student organizations under one roof. Organized by the Students' Alumni Committee, the fair served as a dynamic platform for engagement, learning, and networking.

With representation from leading student bodies across various industry domains—including finance, consulting, operations, marketing, entrepreneurship, sports, and cultural affairs—the event highlighted the strength and diversity of our student community. Participants included Financially Yours, Umeed, Konsult, Omega, MPower, E-Cell, Backwaters, Madcom, Sports Committee, and CulCom, each presenting their initiatives and expertise.

Students leveraged this dynamic space to explore opportunities, expand their networks, and build lasting connections that transcended their time on campus. The fair acted as a springboard for leadership development and cross-domain collaboration, as student bodies presented their ambitious plans and innovative ideas while garnering alumni support. This year introduced an exciting addition: performances at the amphitheater.

Theatrix captivated the audience with a powerful storytelling tribute, celebrating its timeless role in connecting generations. Meanwhile, Umeed, the LGBTQ+ support club, delivered a soulful musical performance, further enriching the event's vibrant atmosphere. Together, these elements made the Student Body Fair 2024 an inspiring and impactful celebration of innovation, collaboration, and community.

FACULTY-ALUMNI WORKSHOP

*Building Connections at
IIM Kozhikode*



The Faculty-Alumni Workshop was an engaging and interactive event designed to strengthen the relationship between faculty and alumni while fostering meaningful discussions. The session began with a warm welcome from Prof. Deepa Sethi, the Dean, who addressed the gathering, emphasizing the significance of sustained collaboration and networking between faculty and alumni. Following this, Prof. Salman Ali, the Alumni Chairperson, shared valuable insights on the importance of the alumni community and the vast potential it holds for fostering growth and knowledge exchange.

The workshop featured several engaging activities that encouraged participation and camaraderie. The Bowl of Questions activity allowed faculty and alumni to take turns picking thought-provoking or fun questions from a bowl, sharing personal experiences in one to two minutes, and sparking lively and insightful conversations. The K-themed Tambola added a unique twist to the classic game, featuring iconic phrases, campus nicknames, and memorable terminology from the Institute, bringing laughter and reminiscence, deepening the bonds between attendees.

Blending structured activities with informal discussions, the Faculty-Alumni Workshop provided a relaxed yet impactful setting for alumni and faculty to connect, share experiences, and explore future collaborations. The event successfully reinforced the importance of alumni-faculty engagement, ensuring that these relationships continue to thrive in the years to come.

ALUMNI

ACHIEVEMENTS



Manoj Batra

Manoj Batra from the batch of EPGP-10 has received the ETBFSI Excellence Award for Innovative Payment Initiative of the Year.

<https://www.linkedin.com/in/ACoAAAXF00UB9PYsrPUMBA5AkGIYa-PeI5eR3To>

Sajal Kumar

Class of 2012 alumnus Sajal Kumar, has won the Best Screenplay (special Jury mention) at the Mumbai International Cult Film Festival (MICFF).

<https://www.linkedin.com/in/sajal-kumar-69199a51/>



Maanvi Ahuja

Class of 2012 alumna Maanvi Ahuja, Principal at CPP Investments | Investissements RPC has been recognized among India's Top Women in Finance by Equalifi (formerly AIWMI).

<https://www.linkedin.com/in/maanviahuja/>

Anuj Mittal

Class of 2005 alumnus Anuj Mittal has joined Axis Capital Ltd. as a Managing Director, where he will lead Investment Banking coverage for the Chemicals, Logistics & Part Industrials sectors.

<https://www.linkedin.com/in/anuj-mittal-382b314/>





Kavita Yajnik

Class of 2015 alumna and entrepreneur Kavita Yajnik, who is building Spicta, a D2C brand in oral care was recently interviewed by Indian Startup Times

<https://www.linkedin.com/in/kavita-yajnik-87a58b77/>

Satyajit Singh

Dubai-based Class of 2010 alumnus Satyajit Singh, CFA, Head of Fixed Income Strategy, Emirates NBD was on Bloomberg, sharing his expert perspective on the future path of inflation and the timing of the Fed rate cuts.

<https://www.linkedin.com/in/satyajitsingh83/>



Hiren Dasani

Class of 2001 alumnus Hiren Dasani, CFA, Managing Director and Global Co-Head of EM Equities at Goldman Sachs Asset Management shared his perspective on Bloomberg News on the impact of the upcoming election on the India investment case for global investors.

<https://www.linkedin.com/in/hiren-dasani-cfa-6170634/>

Sundeep Singh

The incredible marathon-running and health journey of Class of 2007 alumnus Sundeep Singh, Managing Director at Accenture Strategy & Consulting has been captured in this article by Hindustan Times .

<https://www.linkedin.com/in/sundeepsingh100/>





Devroop Dhar

Class of 2006 alumnus Devroop Dhar, Co-Founder and Managing Director at Primus Partners India has co-authored an article in The Economic Times with Alexandru Oprunenco (Regional Innovation Advisor and Lead - Digital and Innovation, UNDP in Asia and Pacific) regarding the pivotal role of Digital Public Infrastructure in empowering nations, particularly in the Global South.

<https://www.linkedin.com/in/devroop-dhar-300730/>

Abhishek Babbar

Class of 2005 alumnus Abhishek Babbar has become a Partner at EY, where he focuses on M&A advisory

<https://www.linkedin.com/in/abhishek-babbar-5516a014/>



Harish Krishnan

Class of 2005 alumnus Harish Krishnan, CFA, Co-CIO and Head - Equity at Aditya Birla Sun Life Mutual Fund (ABSLMF) joined the buy-side directly from Kampus and shared his career highlights with The Economic Times recently. He has also shared his expert perspective with Financial Express (India).

<https://www.linkedin.com/in/harish-krishnan-cfa-38402950/>

Ajay Cyril

Class of 2014 alumnus Ajay Cyril, crowned winner in the Global Prompt Engineering Championship (coding category), received the accolade from the Crown Prince of Dubai HH Sheikh Hamdan Bin Mohammed Bin Rashid Al Maktoum

<https://www.linkedin.com/in/ajaycyril/>





Deeksha Senguttuvan

Class of 2015 alumna Deeksha Senguttuvan, Co-Founder of BabyMD, has been selected for the prestigious Spark programme of Peak XV Partners (formerly Sequoia Capital India)

<https://www.linkedin.com/in/deekshasenguttuvan/>

Saransh Dey

EPGP IIM Kozhikode Class of 2019 alumnus Saransh Dey has been elevated to President – Finance at Mantra Properties and Developers.

<https://www.linkedin.com/in/saransh-dey-b73176b/>



Ajay Kumar

Class of 2009 alumnus and 2013 batch IAS officer Ajay Kumar has been newly appointed deputy commissioner (DC) of Gurugram and he said his key focus in the city will be on alleviating traffic congestion, enhancing road safety, and improving urban services.

<https://www.linkedin.com/in/ajay-kumar-8b6a069/>

Paul Ruban

"EPGP IIM Kozhikode Class of 2015 alumnus Paul Ruban has joined Timex Group as brand head and Vice President.

<https://www.linkedin.com/in/paul-ruban-17245911/>





Rishi Agarwal

Class of 2000 alumnus Rishi Agarwal, Managing Director, Head – Asia at FSG shared his perspective on climate-tech and ESG trends in India with TheCSRUniverse.

<https://www.linkedin.com/in/rishiagarwal/>

Amit Kulshreshtha

Class of 1999 alumnus Amit Kulshreshtha has taken on a new role as a Partner at Beams Fintech Fund, a fintech focused growth capital fund for India.

<https://www.linkedin.com/in/amit-kulshreshtha-ba0b693/>



Kunal Bhardwaj

Class of 2006 alumnus Kunal Bhardwaj (He/Him) has lead the INR 700-crore fundraise by PARSONS NUTRITIONALS PRIVATE LIMITED, with his team at The Rainmaker Group (TRMG), which was the exclusive financial advisor to the company for this fund raise.

<https://www.linkedin.com/in/kunal-bhardwaj-he-him-4512651a9/>

Sanket Sinha

Class of 2011 alumnus Sanket Sinha, CFA, Managing Director, Global Head of Asset Management at Singapore-based Lighthouse Canton, is in the news as the firm is now gearing up to float a second vehicle to make credit investments as well as another vehicle to make equity investments in the top-performing companies from its maiden venture capital fund's portfolio.

<https://www.linkedin.com/in/sanket-sinha-cfa-7397873/>





Abhishek Bhagat

Class of 1999 alumnus Abhishek Bhagat, Managing Director, Digital & Technology Investment Banking at JM Financial Ltd, shared his insights at hashtag #techsparksmumbai2024 recently.

<https://www.linkedin.com/in/abhishekbhagat/>

Rahul Gandhi

Class of 2005 alumnus Rahul Gandhi, Chief Marketing Officer at iD Fresh Food (India) Pvt. Ltd. has received the Storyboard18 Visionaries recognition for his work in building a winning brand in the foods sector.

<https://www.linkedin.com/in/rahul-gandhi-17297318/>



Payal Mehta

Class of 2016 alumna Payal Mehta has been elevated to Partner at Boston Consulting Group (BCG).

<https://www.linkedin.com/in/payalmehta36/>

Nitai Utkarsh

Class of 2006 alumnus Nitai Utkarsh, a leader in the wealth management & family office sector, shared his expert insights on 'From Legacy to Leadership' at a recent industry conference.

<https://www.linkedin.com/in/nitaiutkarsh/>





Sauhard Saran

Class of 2006 alumnus Sauhard Saran has joined Aqualite India as Chief Sales & Marketing Officer.

<https://www.linkedin.com/in/sauhard-saran/>

Ananya Tripathi

Class of 2008 alumna Ananya Tripathi, Managing Director - Portfolio Management at Brookfield Asset Management - Asia Pacific has been featured in Forbes India, showcasing her career journey

<https://www.linkedin.com/in/ananya-tripathi/>



Harmanpreet Singh

Class of 2005 alumnus Harmanpreet Singh, Founder and Managing Partner at Prath Ventures, has raised INR 120 Cr, marking the second close of its INR 225 Cr fund

<https://www.linkedin.com/in/harmansachdeva/>

Ankur Mittal

Class of 2004 alumnus Ankur Mittal, SVP Technology and Managing Director at Lowe's India, provided his expert commentary in a Business Today article on "India's global capability centres thrive amid IT slowdown."

<https://www.linkedin.com/in/ankur-mittal-4942842/>





Mayank Gupta

Class of 2008 alumnus Mayank Gupta, Co-Founder of insure-tech startup Zopper, has raised \$25 Mn (around INR 211.2 Cr) in a Series D funding round, co-led by Elevation Capital and Dharana Capital, with participation from existing investor Blume Ventures.

<https://www.linkedin.com/in/guptamayank/>

Ronald Philip

Class of 2005 alumnus Ronald Philip has taken on a new role as Vice President – Portfolio Investments and Programme Delivery at Dubai World Trade Centre.

<https://www.linkedin.com/in/ronaldphilip/>



Ram Shankar V

EPGP Class of 2015 alumnus Ram Shankar V has taken on a new role as CEO at Salarpuria Group, based in Kolkata.

<https://www.linkedin.com/in/ram-shankar-v-b1368619/>

Upendra Chaturvedi

Upendra Chaturvedi, EPGP Class of 2013 has joined IndusInd Bank as Chief Technology Officer.

<https://www.linkedin.com/in/upendrachaturvedi/>





Amit Phutane

EPGP IIM Kozhikode Class of 2011 alumnus Amit Phutane has joined Neeman's as Chief Business Officer

<https://www.linkedin.com/in/amit-phutane-7341968/>

Srinivas KNS

Class of 2005 alumnus Srinivas KNS has joined eBullion as CEO. eBullion is a platform for Indian retail buyers to ensure convenience, transparency, affordability and secure access to precious metals, powered by Hindustan Platinum.

<https://www.linkedin.com/in/srinivas-kotamarthi-9740882/>



Sameer Seth

Class of 2005 alumnus Sameer Seth, Founder & CEO at Hunger Inc. has three restaurants listed in Condé Nast Traveller India and Zomato's Top 50 list – O Pedro Mumbai, The Bombay Canteen and Veronica's.

<https://www.linkedin.com/in/sameer-seth-40b28a1a/>

Raul S

Class of 2006 alumnus Raul S. has moved to a new role as Global Head of Investor Relations at Santander based in London

<https://www.linkedin.com/in/raul-sinha/>



Shuvam Pandit

Class of 2008 alumnus Shuvam Pandit, Principal at SWAMIH Investment Fund I recently shared his expertise at the RICS India Real Estate Investment & Finance Conference 2024

<https://www.linkedin.com/in/shuvam-pandit-827100a/>

DISTINGUISHED ALUMNI

AWARDEES



**Ms. Beena
Vaheed**

Class of 2014, EPGP-04

Ms. Beena Vaheed, a visionary leader and a true pioneer in the Indian banking sector. With over 30 years of experience across top roles at Bank of Baroda, Union Bank of India, and Corporation Bank, Ms. Vaheed is the only woman Executive Director among 34 PSB EDs, a testament to her dedication and impact. Her strategic vision has driven transformative initiatives in areas such as asset management, retail credit, and cultural integration. She has also earned numerous accolades for her significant contribution to business growth and performance at Union Bank, including the 3-star performance award.

Mr. Girish Nadkarni, a pioneering force, with over 25 years of leadership experience in diverse business verticals. After achieving EVP & CFO position at Tatas at an early age, he plunged into Private Equity. Over the past 15 years, he has held Partner & MD positions at global private equity firms such as IDFC PE, Investcorp, and GHS, a leading student housing buyout firm. His signature multi-billion control investments are Green Infra Renewables, Idea Cellular Mobile, General Chemicals USA. Mr. Nadkarni has also raised multi-billion-dollar financing across multiple sectors like energy, renewables, telecom, chemicals, agriculture etc. He has a proven track record of achieving superior returns on his investment portfolios and has spearheaded over 25 complex investment transactions.



**Mr. Girish
Nadkarni**

Class of 2023, EPGP-13



**Mr. Sameer
Seth**

Class of 2005, PGP-07

Sameer Seth, a remarkable entrepreneur and innovator in the culinary world. As the CEO and co-founder of Hunger Inc. Hospitality, Sameer has reshaped the Indian dining experience with celebrated brands like The Bombay Canteen, O Pedro, Bombay Sweet Shop, and Veronica's. His ventures have garnered national and international acclaim, with three restaurants ranked simultaneously in Condé Nast Traveller India's Top 10. His unparalleled contributions led to being interviewed not merely by the most respected Indian magazines and media outlets, but also those globally respected, like HBR and BBC.

Kashyap Chanchani is the founder and managing partner at The Rainmaker Group (TRMG). In 9 years' time, The Rainmaker Group has grown to become India's largest investment bank that focuses exclusively on the private markets and already ranks among India's top 10 investment banks. In their 9 years of history, his firm has advised over a dozen unicorns and soonicorns in their most important fund raise and M&A milestones.



**Mr. Kashyap
Chanchani**

Class of 2006, PGP-08

YOUNG ALUMNI

ACHIEVER



Mr. Sreevas Sahasranamam

FPM-06

Mr. Sreevas Sahasranamam, a renowned academic and thought leader, is currently a Professor at the Adam Smith Business School, University of Glasgow, UK. With a research focus on entrepreneurship and innovations that address the United Nations Sustainable Development Goals, Dr. Sahasranamam has contributed significantly to understanding innovation and entrepreneurship ecosystems for tackling global challenges. His work has attracted substantial research funding and numerous accolades, including a Teaching Excellence Award and a best-published paper recognition. He is actively involved in public engagement and policy advocacy around entrepreneurship and sustainability, such as co-chairing the G20 Startup20 initiative in 2023 and being a member of the World Economic Forum's advisory group on Social Entrepreneurship.



Mr. Ashwin Bhaskaran

Class of 2009, PGP-11

Mr. Ashwin Bhaskaran, a distinguished Indian Foreign Service (IFS) Officer from the 2013 batch, has built a dynamic career in international diplomacy and strategic partnerships. With experience in roles across Spain, Seychelles, and the Ministry of External Affairs (MEA) in New Delhi, Ashwin has led key initiatives in foreign policy and bilateral development. His work as First Secretary in Seychelles included critical diplomatic efforts, such as the successful implementation of India's 'Mission Vande Mataram' and 'Mission Vaccine Maitri.' Ashwin's expertise in international relations is further underscored by his academic achievements, including a Master's from the Diplomatic School of Spain.

From MBA to PhD: A Journey Back to Where It All Began



By Nidhin Kurian John, Class of
2019 (EPGP 04)

IIM Kozhikode has always been a part of me. After completing my MBA in 2019, I spent over four years at Aditya Birla Fashion and Retail leading sustainability and digital initiatives across businesses. The corporate world was exciting and full of learning but the desire to go deeper to engage with research and ideas at a different level never left me. When the chance came to return to IIMK for a PhD in Strategic Management, I knew this was where I wanted to be.

The IIMK tag always carried weight. In boardrooms, industry events or leadership discussions, it was a mark of trust. It opened doors, started conversations and brought recognition in ways I hadn't expected. I stayed in touch with my professors often reaching out for their guidance. Their insights continued to shape my thinking long after I had left campus. These connections also led to meaningful

industry academia partnerships reinforcing the impact of bridging research with real-world business challenges. Beyond this IIM Kozhikode's strong alumni network always provided a sense of belonging offering professional support and a shared pride in the institute's growing reputation.

Walking back in as a PhD scholar I see how much has changed yet how much remains the same. The lush green hilltop the energy of the classrooms the endless intellectual discussions it's all still here. What's different is IIM Kozhikode's rising position. When I did my MBA the institute was ranked around 5 or 6. Today it stands at number 3. Watching this growth from the outside was a proud moment but being back here to experience it firsthand is something else entirely.

The next five years will be intensely challenging and incredibly rewarding. I look forward to diving deep into research engaging with some of the brightest minds and growing in ways I never imagined. By the time I complete my PhD I will have spent a total of seven years at IIM Kozhikode making this more than just an academic journey. It is a homecoming one that will shape me in ways far beyond the classroom.

Life's Lessons: Navigating the Journey Beyond IIMK

Reflecting on my journey post-IIM Kozhikode, one lesson stands out prominently—adaptability. The dynamic landscape of the corporate world demands more than just knowledge; it requires resilience, continuous learning, and the courage to pivot when necessary. Each challenge, whether in product management, digital strategy, or operational leadership, has reinforced the importance of embracing change with a growth mindset.

Practitioner's Insights: Harnessing Predictive Analytics for Strategic Advantage

In my role as the Director of Product & Operations at CODWORD, I've had the privilege of leveraging predictive analytics and artificial intelligence to shape transformative business strategies. These technologies go beyond enhancing decision-making; they provide a strategic edge by anticipating market trends, optimizing operations, and driving customer-centric innovations. The real power of predictive analytics lies in its ability to convert data into actionable insights, enabling organizations to not just react to change but to proactively steer it. As industries evolve, mastering these tools will be critical for leaders aiming to foster sustainable growth and competitive advantage.

Hall of Fame: Celebrating the IIMK Spirit
IIM Kozhikode has been more than an academic institution; it's been a crucible of transformative experiences. The friendships forged, the late-night case discussions, and the vibrant campus life have left an indelible mark on my personal and professional growth. During our tenure, IIMK was ranked number 3 in the NIRF rankings, a testament to the institute's commitment to excellence.



Additionally, I had the honor of participating in the Globalizing India Thought (GIT 2023) conference, where I presented a paper on management that was later published. These experiences continue to inspire me to uphold the values of excellence, integrity, and leadership.

Testimonial: A Tribute to My Alma Mater
IIM Kozhikode instilled in me the confidence to dream big and the skills to turn those dreams into reality. The rigorous curriculum, coupled with diverse peer interactions, prepared me to tackle real-world challenges with clarity and conviction. To the current and future cohorts, cherish every moment, seek out diverse perspectives, and never stop learning—for it's these experiences that shape not just careers but lives.



By Razat Gupta
Class of 2024 (EPGP 04)

<https://www.linkedin.com/in/beingraz/>

Beyond IIMK: Lessons in Adaptability, Leadership, and Strategic Growth



Who Wants A Job?

By, Devamalya De, Class of 2014 (EPGP 04)

<https://www.linkedin.com/in/devamalyade/>

Where's the anomaly? The conundrum?

Companies don't hire job seekers—they seek problem solvers and solution providers. No HR or functional manager is interested in your skills or experience alone; they care about the business impact you can create with them.

Management education must shift from producing job seekers to nurturing solution providers.

If institutes rebrand placements around problem-solving, no graduate will struggle to get hired.

Placement/ job seeking has to be repackaged and represented to the industry and companies in a manner they would welcome : problem solving and solution provision should come through and get highlighted. Not job seeking!

Who wants a job?

We all do. But that's exactly why we miss out on the best ones.



Let's list out some common fallacies or issues for which students and institutes struggle to get students placed:

- 1.It starts at CV level. The current template of IIMK I noticed is of 2 column format. This doesn't get read in the new ATS system and most likely CV's are going to get filtered out when run through ATS. Had pointed this out to one of the Profs. Not sure if it's implemented.
- 2.CV template needs complete rehash.
- 3.Applying to online job offers is the worst way to try to get placed. These are red oceans and students / institutes need to identify their own niches. We can delve into this further when we connect.
- 4.You flunked the interview. Reason: Possibly you didn't pass the Airport test. It's your affability / likeability index. What can you do to wean the tide in your favour during an interview ?



Life Lessons

By Rahul Sinha, Class of
2021 (EPGP 04)

Transitioning from a Cloud Operations Engineer to an Operations & Business Program Manager has been an exciting journey of growth and learning. The new role expanded my responsibilities beyond technical work to include customer engagement, managing day-to-day operational needs, planning and executing events, and collaborating with leadership on strategy, branding, innovation and growth initiatives.

This shift allowed me to develop strong communication and organizational skills while gaining a deeper understanding of the bigger picture in a business context. It also opened up opportunities to network with leaders both in India and globally, providing valuable insights into leadership styles, decision-making processes and strategic planning.

The role has not only enhanced my ability to build relationships but also equipped me with diverse experiences that can be leveraged for future opportunities in management, strategy or even entrepreneurship. It's a reminder that stepping out of a purely technical role can pave the way for personal and professional growth while making meaningful contributions to the organization.

By Pooja Roy, Class of
2021 (EPGP 04)

Defying the Odds



*Picture taken inside the campus with
my mother – the person who created
me and made me the person who I
am today*



I had been a part of service-based organizations since the time I started with my corporate career. Being the only child of my parents, I had stepped out of my home for the very first time after joining Infosys Mysore and was susceptible to facing challenges or failures in life. While Infosys Mysore taught me ways to live independently, I had an aim for pursuing higher education later on. 5 years later, IIM Kozhikode was the place I landed at and life took a turn from there. It was altogether a separate feeling of getting the admission offer letter, the experience of sitting in the classrooms of one of the most prestigious institutions in the country, seeing the campus and experiencing it all in 2 years.

Operations was my major during the degree course and I started growing attention towards the subject and wanting to know more about it, not sure when I started diving more into the Amazon case studies and wanting to see the processes taking place in the heart of field of operations. That was the start point of aiming, progressing and determining the destination. Getting a role change was difficult at that point of time, we belonged to the Covid batch year and I was aiming for a transition to a product-based org after spending 9 years in the service-based cluster. All I knew was, the determination and efforts were strong but the waiting time was high. More than a year later, multiple interview calls/

rejections and many more rounds of interviews later, I joined Amazon in the desired role and hence, technically reaching the destination I had aimed for. I landed at the place I had dreamt of – in the heart of operations, inside the world of operations. I was standing there live witnessing the case studies I had read in the books.

The path was rough with a lot of challenges and technicalities and jargons to be learnt from the scratch and encountering a huge set of transition from the services mindset window to a product-based one, but the learnings were immense over the years – too immense to even pen down. It changed me professionally as a person, changed my outlook of viewing and perceiving things and getting to learn and experience a lot of things over the years, learnings which I would carry with me for the rest of my professional career.

The only message that I would want to pass on to the 'Komrades' who are yet to graduate, nothing is impossible if the determination is severe and efforts are all-time high. Keep the focus in place, be determined if you are aiming for a goal and be honest in providing the efforts towards it. Trust me, everything is possible and you are surely capable of it. Lastly, no job is worth your mental peace or health. Dreams, determination and goals are always precious, but keep your health first, their priority order is irreplaceable.

One of the biggest misconceptions in the corporate world is that sales is a department, a job function, or a career path. In reality, everything is sales—and the sooner we embrace this mindset, the better we become as professionals and leaders.

Early in our careers, we are constantly selling: selling ourselves in interviews, selling our ideas in meetings, selling our ability to execute projects. As we climb the ranks, the nature of sales evolves—we start selling our team's work, fighting for budgets, resources, and recognition.

In consulting, sales is about convincing clients that your solution is the best. In industry roles, it's about selling your ideas to leadership, securing investments, and getting buy-in for projects. Even within companies, different functions are in a silent battle for one limited resource: money. The best ideas don't always win—the best salespeople do.

Take, for instance, the classic corporate dilemma of two teams pitching for the same budget. One has a groundbreaking innovation but presents it with a dry PowerPoint, filled with technical jargon. The other, with a less revolutionary idea, weaves a compelling story, linking it to the company's vision, and engages leadership with energy. Who do you think gets funded?

Even legendary leaders have been salespeople at their core. Steve Jobs didn't just create great products—he sold a vision. Elon Musk doesn't just build companies—he sells the future. Closer home, in everyday corporate life, the best managers are those who sell a compelling career path to their team, ensuring loyalty and motivation.

Yet, despite its importance, many professionals shy away from sales-heavy roles, assuming them to be aggressive or transactional. But mastering the art of selling—without the stereotypical "pushy salesman" approach—can be a game-changer. It's about communication, persuasion, and storytelling.

So, whether you're an analyst, a manager, or a CXO, developing a sales-first mindset is one of the most valuable leadership skills. Over time, it transforms from an uncomfortable necessity to a powerful advantage—one that turns good professionals into great leaders!

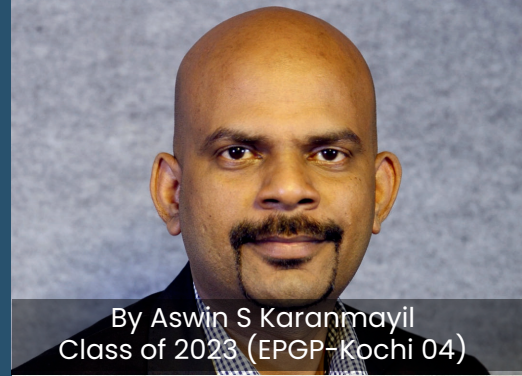
<https://www.linkedin.com/in/agarwalshradha4/>

By Shradha Agarwal, Class of
2019 (PGP 04)

Leadership Lessons: The Sales- First Mindset



Mastering the Executive MBA: A Working Professional's Survival Guide



By Aswin S Karanmayil
Class of 2023 (EPGP-Kochi 04)

On exam days, rather than cramming, I reviewed key concepts and jargon, relying on the solid foundation I had built through lectures and practical work.

This approach not only saved time but also helped me secure top grades in most subjects. Finance, admittedly, wasn't my strongest suit, but in many courses, I scored A grades and became a sought-after team member for projects. My presentations stood out, and my professors and peers recognized my contributions.

One of my proudest moments was when Dr. Priya Nair Rajeev, my professor, told me she felt blessed to have a student like me—not for my grades, but for my engagement and commitment to learning. That validation meant more than any CGPA ever could.

To all current and future Executive MBA participants juggling careers and families: don't chase perfection through sleepless nights and exhaustive study routines. Instead, immerse yourself in classes, engage deeply in assignments, and make learning an active, shared experience.

<https://www.linkedin.com/in/aswinsk/>



The decision to pursue an Executive MBA at IIM Kozhikode's Kochi campus was more than just a career move—it was a test of endurance. With 18 years of work experience, I stepped into the weekend batch, ready for the grind. But nothing quite prepares you for the balancing act of managing work, family, personal commitments, and the relentless academic rigor of an IIM program.

In the beginning, I was determined to excel. I attended every class, devoured textbooks, and committed to early morning study marathons—often waking up at 3 AM to revise notes and prepare for exams.

My past as a state rank holder had ingrained in me a deep desire to achieve top grades, if not the gold medal. But after a few exams, reality hit hard. The exhaustion was overwhelming, and unlike my student days, I now had a full-time job and a family that needed me. Something had to change.

I shifted my strategy. Instead of burning the midnight oil, I focused on three key things: previewing topics before class, being fully present and engaged during lectures, and taking the lead in assignments and projects. I let go of extensive self-study, long revision hours, and endless reference materials. Instead, I absorbed knowledge actively in class, worked on assignments with full dedication, and leaned into my work experience to enrich discussions and projects.



Abhishek Ojha, an IIM Kozhikode Alumnus, recently published a book titled "The Power of Enterprise Architecture: Innovate Boldly, Empower Strategies, Accelerate Growth, and Master Data-Driven Decisions for Business Success".

Imagine your organization operating like a perfectly planned city—structured, efficient, and built to thrive. The Power of Enterprise Architecture provides a blueprint to achieve this vision by aligning strategy, technology, and execution to drive business growth and excellence. In this practical and engaging guide, seasoned Enterprise Architect Abhishek Ojha demystifies the transformative potential of Enterprise Architecture (EA). Whether you're a CXO, IT leader, strategist, Enterprise Architect, or aspiring professional, this book offers actionable insights to turn complexity into clarity, inefficiency into opportunity, and strategy into measurable outcomes.

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The Power Of Enterprise Architecture



By, Abhishek Ojha, Class of
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What does Frugality Mean Anyway?

By Anand Menon

Class of 2024 (EPGP 04)

<https://www.linkedin.com/in/a-anand-menon/>



Many organizations talk about “frugality” as one of their core values. It is one of Amazon’s famous leadership principles. It is a handy value to have – not just in corporate but also in life. It might come easy (not generalising here) to a person with a typical Indian middle class “mindset” (note that I don’t say middle class “background” because people’s mindset is not the same as the background they come from).

Recently, there were a few discussions at my office around this term which got me thinking – what really is frugality? How does one go about being “frugal” in a corporate setting?

There is one aspect of frugality that is not spoken about much. That’s what I’ll address in this blog and I’ll bank on my learnings over the last 10 years in corporate life.

Cool, so back to the definition. Frugality refers to the careful management of resources – whether it is money, effort or food. There is an emphasis on “saving” and achieving more with less. The Indian “jugaad” mindset lends itself to frugality where you try to be resourceful with whatever you have.

This generally leads people to move towards being conservative. We’re frugal – so we don’t spend money. We’re happy with what we have. We go for options that are cheaper to save money.

This brings forward a legitimate risk. A risk of stagnation, of foregoing growth and learning. You may be doing great with the existing resources but are you really maximising your potential? Are you compromising quality? A question worth pondering over.

So, how do you break out of this risk? Cut to 2015 – I had just joined a brand whose name I hadn’t heard of before, Sephora (yes, the multinational speciality beauty retailer). I was the third person to join the team and was working directly with the CEO. My job was business planning and analytics – I was supposed to be the numbers guy. I assumed there would be a lot more people joining in different departments. After a couple of weeks, I realised that it was going to be just 4-5 of us in the corporate team and the rest were in retail. This was my CEO’s way of being frugal – do not grow the size of the team first, let the business demand the manpower once it scales.

It was a lot to take in. I had zero experience in the beauty industry, hardly any corporate experience. I definitely did not have the technical knowledge required to put this frugality into practice. My colleague in category management had a wealth of knowledge about this category and business levers. That was all we had and I felt it was impossible to run a team with such few people. This couldn’t be frugality – it was being cheap.



I was naive at the time and I couldn't see one major factor that would come into play. **LEARNING.** Everyone in the small team was hungry to learn and make a difference. Each of us figured out a way to play multiple roles without burning ourselves out. And within 7-8 months, we had come up with our own innovative systems and set up all the business functions like supply chain, buying, inventory planning and marketing. It took an entire two years before we brought in one set of assistant managers to take over the daily operations.

That experience really opened up my eyes. We see plenty of examples of companies throwing money and people at problems. It may not always work. And almost always, it is not a sustainable strategy. The answer in most situations is upskilling.

Let's break this down a bit more to make it actionable to you – the reader! If you're a company or individual trying to achieve frugality, ask yourself the question – are you continuously focusing on learning new skills? As you keep learning, two things will happen:

- You will figure out quicker ways to do the same tasks. Result = time saved!
- You will also start thinking from a larger context and prioritise better. Result = time and money is spent on higher RoI tasks.

Next question that you need to ask is this – what do I need to learn to be able to 2x my output? Is it something technical? Is it the mastery of some tools? It could even be getting more comfortable with Excel! Or learning people management – managing them upwards, sideways and downwards in the hierarchy. Getting this answer will help you move faster without ambiguity.

Here's an example. We had over 5000 SKUs at Sephora and we needed to figure out the ideal weekly stock allocation from our main warehouse to the stores. It worked out fine when we had 4 stores – it could be done manually on an Excel sheet. As the store count increased, it became more complex and the chance of errors went up. There were multiple files to bring together for each SKU – one wrong filter or copy paste error would throw the entire thing off – 3-4 hours of total effort wasted.

After doing this for a couple of months, I realised that if this logic could be automated, the errors would be reduced to zero. And I started learning VBA Macros for Excel. With a couple of weeks of effort, I created templates that could fetch all the required input files, compute the stock allocation and generate the STO files which had to be uploaded on SAP. No more copy paste errors. No more filter errors. It was essentially the job of a full time executive that was handled by the automation. All done in less than 30 minutes!

The best part was that it needed only one minor tweak to accommodate new SKUs and new stores. The format worked beautifully for the next 5-6 years. Frugality achieved! The best part was that we could use the free time to think about improving the assortment, focus on other processes etc.

Here's another quick example outside of work. Frugality is when you constantly upskill, get a better job with a higher salary while not constantly upgrading your lifestyle. If your rate of spending money stays constant while your earning grows, that is another form of frugality. I'm sure I'll get a lot of contenders on this point – always up for a debate in the comments section!

So, the next time you hear the term frugality, think about what skills need to be learned to achieve it!

LOOKING AHEAD

The release of this second edition of the Alumni Newsletter is part of our ongoing efforts to strengthen the connection between IIM Kozhikode and our ever-growing alumni community. Through the collaborative efforts of the IIMK Alumni Association and the Student Alumni Cell (SAC), this platform serves as a window into the vibrant activities, achievements, and shared experiences of alumni and students alike.

Each gathering, initiative, and personal story featured here is a testament to the lasting influence of the institute and the values it imparts. As this network continues to expand, it remains a source of inspiration and pride.

With every edition, this newsletter will not only highlight accomplishments but also foster deeper engagement, nurturing the bond between the institute and its alumni. Here's to continuing the journey together, strengthening the legacy of IIM Kozhikode.



Prof Salman Ali
CHAIRPERSON,
ALUMNI RELATIONS



SHIKHAR

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As we strive to reach new heights in academic excellence and innovation, your contributions play a crucial role in shaping the future of our institution. Shikhar symbolizes the summit of our collective efforts, where every donation and contribution helps us climb higher and achieve more.

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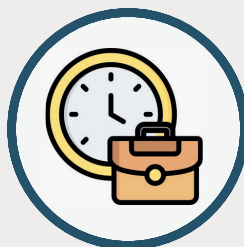
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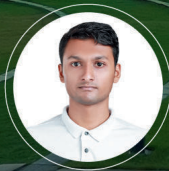
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