



# PGPX

**Post-Graduate Programme in Management for Executives**  
**Class of 2012**



IIMA PGPX ranked 11th in FT Global MBA Rankings 2011

Indian Institute of Management, Ahmedabad





## **PGPX – A great opportunity to recruit**

Finding the right candidate who can make significant contributions in a dynamic business environment is an enormous challenge. With the right mix of demonstrated business leadership and intellectual curiosity, the Post Graduate Programme in Management for Executives (PGPX) at IIMA provides you with the right talent pool.

When rich industry experience and proven leadership potential across geographies and cultures are tempered with the famed IIMA academic rigour, you get talent that is ready to be deployed in tomorrow's complex business environment.

We know you are looking for leaders who can hit the ground running. We are confident you will find them in the next few pages.

We look forward to help you achieve your recruitment objectives.



Established in December, 1961, Indian Institute of Management, Ahmedabad (IIMA) is situated on a hundred acre campus in the midst of greenery and red bricks. Everything around IIMA echoes the vision of the founders and the process of change they initiated.

IIMA celebrates its Golden Jubilee this year. Over the last five decades, IIMA's vision has been to excel in the field of management education. IIMA is now recognized as one of the best and most respected business schools globally. Its hugely successful PGPX program has been ranked 11th in the FT Global MBA rankings this year. This can largely be attributed to the periodic redefining of IIMA mission to align itself with the changing times, while maintaining focus on excellence in the field of management education and social responsiveness. It is the first institute in India to get the EQUIS accreditation.

While we feel proud of our achievements, we are not contented. Our vision is to emerge as a top-ranking management school in the world. Our aim is to achieve global recognition as a leading player in the field of management education. Our success in this endeavor has the potential of making India one of the most attractive destinations in the world for acquiring management education.

We, the faculty and the students of IIMA, believe that the best way to survive change is to initiate it. It is with this belief that we have continually engaged over the years in a relentless endeavor to improve upon our past performance and to enhance IIMA's position in the league of the best management institutions in the world.

# Contents

72 | Placement Process and Policies

21 | Students' Profiles

18 | Programme Structure

16 | PGPX Class of 2012 - Student Profile

13 | From the Placement Chairperson

15 | Placement Track Record

10 | PGPX at IIMA

9 | From the Programme Chair

7 | From the Director's Desk



## From the Director's Desk

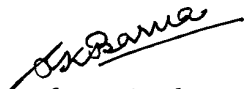
Dear Recruiter,

It is my pleasure to introduce to you the PGPX class of 2012.

Launched in the summer of 2006, the PGPX is a one year, full time Post Graduate Programme in Management for Executives. PGPX students undergo the rigorous, broad based academic process IIMA is renowned for. The programme moulds experienced professionals into managers who fit naturally into middle and senior executive roles. The profile of this batch is comparable to those at the best business schools across the globe in terms of cross-cultural work experience, knowledge and depth of experience.

The graduates from the first five batches of this programme have been absorbed enthusiastically by industry for various C-suite and other senior level executive positions, both domestically and internationally. It is very heartening for us to note encouraging feedback from recruiters who cite an excellent combination of professional expertise and mid-career specialization in our students which is uncommon in India.

I am confident that within the PGPX class of 2012, you will find highly motivated individuals who have the right skills, temperament and experience to add maximum value to your organization.



**Professor Samir K. Barua**  
Director, IIM Ahmedabad





Sun Temple at Modhera, Gujarat



## From the PGPX Programme Chair

Standing in the sanctum sanctorum of the ancient and imposing Sun Temple executed in granite stone at Modhera, Gujarat, visitors are awestruck to know that the Tropic of Cancer passes right under their feet! Sixty miles away from this place, I invite you to visit the Indian Institute of Management Ahmedabad (IIMA). Standing in the precincts of half-a-century old, monastic structure executed in bricks, you will be awestruck to know that the best line of career progression for the business executives passes right through IIMA. It is no surprise that the PGPX has been ranked First worldwide in terms of Career Progression by the Financial Times in its 2011 Global MBA Rankings.

Dear Recruiters, it gives me immense satisfaction to introduce to you the 101 executives that constitute the class of PGPX 2012. These participants have been selected through a rigorous, internationally conducted admissions process that includes leadership profiling, personal interviews, and a highly competitive average GMAT score of 714. The candidates have work experience of about 10 years, and, despite being away from school for a reasonable period of time, they have gone through a highly demanding academic programme and the intellectual rigour of IIMA. The design of the programme is based on a vigorous debate that brought out the best from customer segments in private and public sector organizations and a fifteen member strong IIMA faculty.

As the Chairperson of the programme, I have closely followed the academic progress of these executives and I can confidently say that they are the best in the business. Come, visit us and harness the rich experience, commitment, integrity, and the management skills of the 101 executives that we have nurtured here at IIMA.



**Professor Satish Deodhar**

Chairperson, PGPX





## PGPX at IIMA

A rigorous, demanding, and career-oriented programme that sets high standards of scholarship, PGPX integrates challenging workloads with an intensive and rigorous curriculum. The curriculum has been developed in close conjunction with industry and it is this corporate-academia partnership that gives the programme cutting edge superiority in creating the business leaders of tomorrow.

The learning process at IIMA facilitates the acquisition of global business capabilities and outlook with a focus on developing leaders for managing firms in the global arena – leaders who can span cultures, geographies and ethnicities, leaders who can develop and implement strategies, leaders who can envision the future.

The programme consists of six distinct segments:

**Induction:** This segment enables the student to

- get familiar with the infrastructure, services, co curricular and extra curricular activities at IIMA.
- tune into the programme content and IIMA system of learning.
- understand the self while making the transition to the PGPX and the future.

**Building Blocks:** This segment crystallizes and enhances the basic conceptual and analytical knowledge of the student for managerial effectiveness.

**Preparing for Top Management:** This segment prepares the student for leadership and change agent roles in a top management context.

**International Immersion:** This segment provides international exposure to the student with a view to

- work effectively in an environment different from their “home culture.”
- understand macro-economic underpinnings, and strengths and weaknesses of the host country from a business perspective.

**Electives:** This segment helps the student to

- explore new and deeper areas of learning.
- reflect on and leverage the past experience through a research project.

**Capstone:** This segment provides an opportunity to the student to

- integrate the learnings from the programme.
- reflect on their own experience as executives.
- understand what it means to work in large multidisciplinary teams against tough deadlines.

# Financial Times Global MBA Rankings 2011

ft.com > management > **business education**

Home UK World Companies Markets Global Economy Lex Comment

Business Education ▾ Entrepreneurship Business Books Business Travel Recruitment The Connect

Highlights • News • Features • Rankings and listings • How to read the rankings • Special reports

Rankings Charts Map Directory Profiler **BETA** Methodology

## Global MBA Rankings 2011

	Current rank	3 yr. rank	School name	Country	Weighted sal. (\$)	Salary inc. (%)
<input type="checkbox"/>	1	1	London Business School	U.K.	145,776	132
<input type="checkbox"/>	1	1	University of Pennsylvania: Wharton	U.S.A.	171,551	123

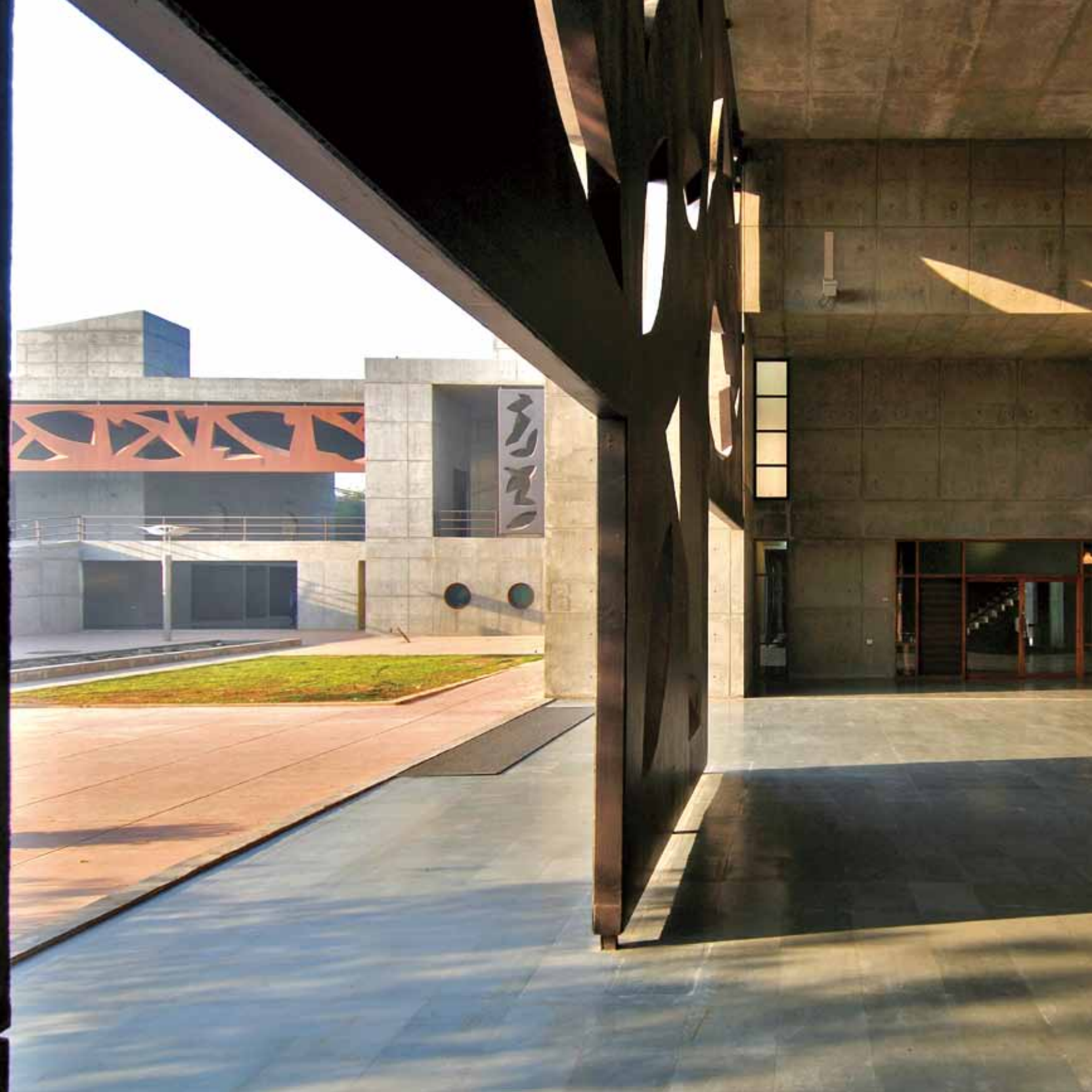
IIMA's PGPX emerges on top with FT Global MBA Rankings 2011

IIMA, January 31, 2011: The Indian Institute of Management, Ahmedabad (IIMA), has been ranked at the **11th position in the FT (Financial Times) Global MBA Ranking 2011** in its top 100 list of B- Schools. IIMA's rank once again establishes its position as the top-rated global business management Institute as its One Year Post Graduate Programme for Executives (PGPX) enters into the FT ranking.

Please see the URL <http://rankings.ft.com/businessschoolrankings/global-mba-rankings-2011> for the ranking details.

<input type="checkbox"/>	7	6	Columbia Business School	U.S.A.	163,407	117
<input type="checkbox"/>	8	7	IE Business School	Spain	149,584	136
<input type="checkbox"/>	9	11	Iese Business School	Spain	131,890	138
<input type="checkbox"/>	9	9	MIT Sloan School of Management	U.S.A.	158,387	121
<input type="checkbox"/>	11	-	Indian Institute of Management, Ahmedabad (IIMA)	India	174,440	152
<input type="checkbox"/>	12	11	University of Chicago: Booth	U.S.A.	151,373	109





## From the Placement Committee Chairperson

IIM Ahmedabad's one year Post Graduate Programme for Executives (PGPX) has been structured to allow high potential managers from the industry to hone their management and leadership skills by means of active discussion and analysis of over 300 real-life case studies, in areas of corporate finance, competitive strategy, marketing, operations and organizational behavior, among experienced peers and world-class faculty.

From a vast pool of applicants, the PGPX participants have been handpicked by our seasoned faculty based on a very strict and thorough admission process, making sure only the brightest and high performing candidates are chosen. The admission criteria, includes scrutiny of past academics, quality and years of work experience, GMAT score, essays and personal interviews.

The recruitment process at IIMA complements the variety of programmes offered by the institute and enables you to find the exact fit for your firm's management talent needs. The two year PGP programme offers the finest and the brightest young management graduates. The PGP-ABM programme offers sector specific talent in agribusiness. In case you are looking for researchers from specific functional domain then the doctoral FPM programme might have a perfect match for your organization. Lastly if your firm is looking for seasoned campaigners, with significant cross-cultural and cross-domain work experience, who can hit the ground running and are ready to take on roles in middle, senior and top management in a variety of roles and industries, you would find them right here in the PGPX programme. This breadth of talent is perhaps unparalleled in India, making it the first stop in your recruitment process. We are confident that you would not need to look any further.

As Chairman of placement committee, it is my privilege and honor to invite you for placements at IIM Ahmedabad.



**Professor Saral Mukherjee**

Placement Committee Chairperson, IIM Ahmedabad





Shri Nandan Nilekani addressing IIMA students on UID project

# Placement Track Record

## Representative Recruiter List

Accenture Consulting	Cypress Semiconductors	Google	ITC Group	Philips
Aditya Birla Group	Dell	Hazira LNG	Larsen & Turbo	Polaris
Arcelor Mittal	Deutsche Bank	HCL	Mahindra Group	PRTM Consultants
Arthur D Little	DLF	Hero Honda	Marvel Realtors	PWC
Bharti Group	Dr. Reddy's Labs	Hewitt Associates	McKinsey & Company	Reliance Group
Booz Allen Hamilton	Edelweiss Capital	Honeywell	Microsoft	RPG Group
Cairn India	Electrotherm	HSBC	Mindtree Consulting	Suzlon Infrastructure
Citigroup Inc.	Essar Group	IBM	NEGD	TATA Group
Capgemini	Feedback Ventures	ICICI	NIIT	Wipro
Cognizant	FINO	Infosys	NISG	WNS
Computer Associates	Goldman Sachs	Ingersoll Rand	Opera Solutions	YES Bank

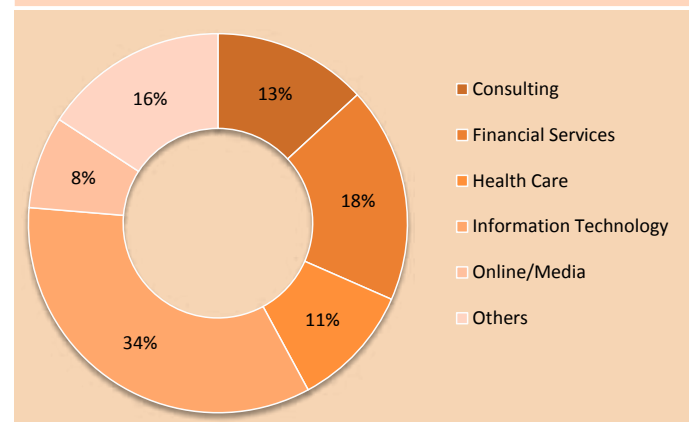
## PGPX Salary Statistics

	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011
A verage Salary	INR 24.6 lakhs	INR 26.8 lakhs	INR 20.1 lakhs	INR 26.1 lakhs	INR 27.1 lakhs*

\* Domestic Salary Figure

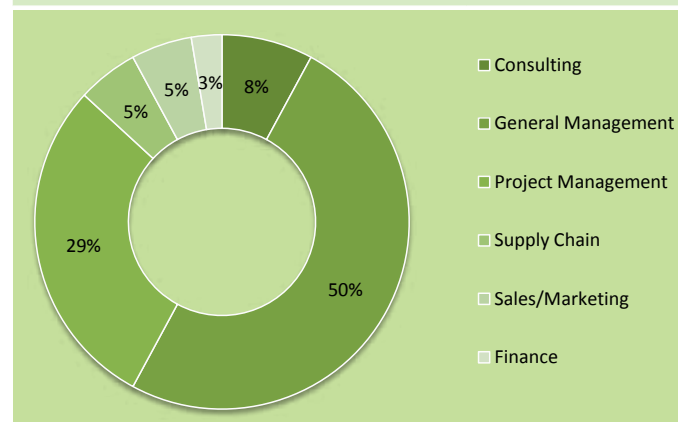
## PGPX Class of 2011 Industry Breakup

Sector	% Break up
Consulting	13
Financial Services	18
Health Care	11
Information Technology	34
Online/Media	8
Others	16



## PGPX Class of 2011 Functional Breakup

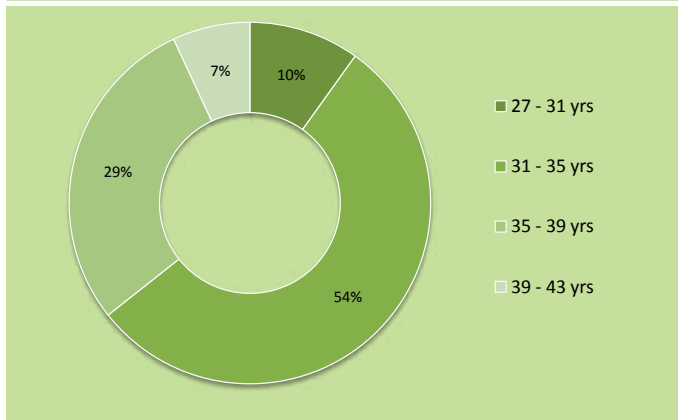
Function	% Break up
Consulting	8
General Management	50
Project Management	29
Supply Chain	5
Sales/Marketing	5
Finance	3



# PGPX Class of 2012 - Student Profile

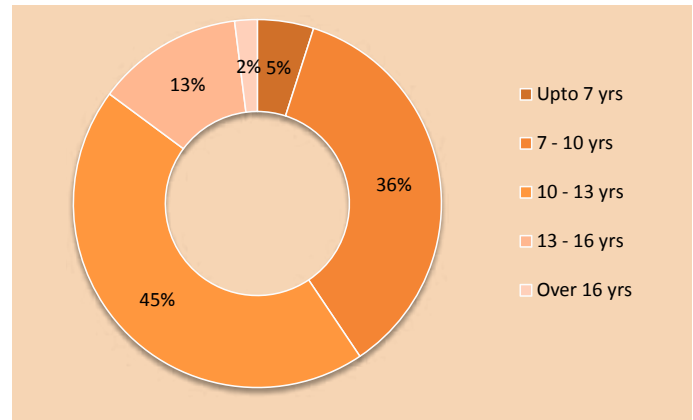
## Age Profile

Age group	% Break up
27 - 31 yrs	10
31 - 35 yrs	54
35 - 39 yrs	29
39 - 43 yrs	7



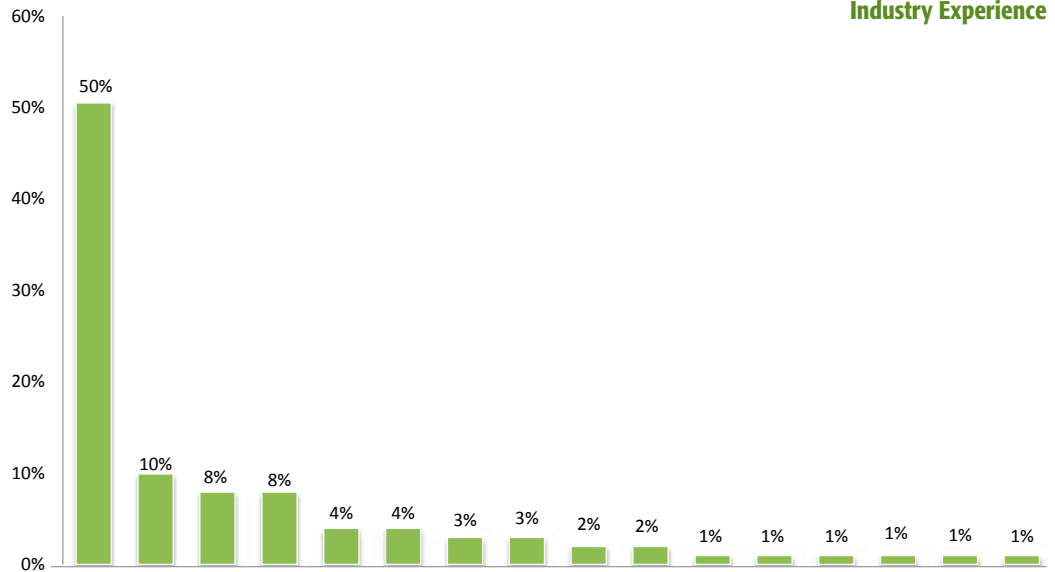
## Work Experience

Range	% Break up
Upto 7 yrs	5
7 - 10 yrs	36
10 - 13 yrs	45
13 - 16 yrs	13
Over 16 yrs	2

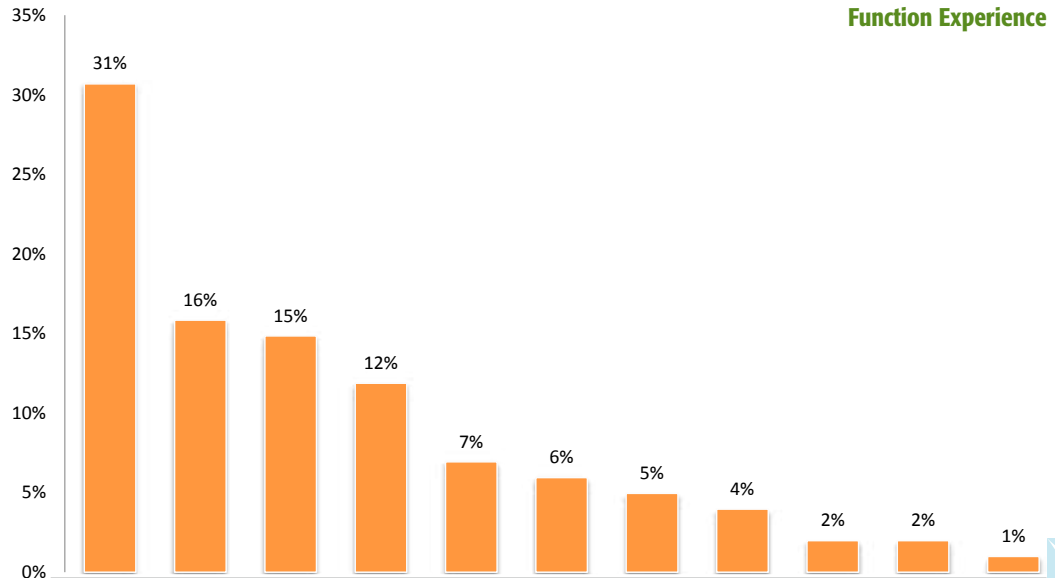




Industry	% Breakup
IT and IT Services	50
Financial Services	10
Telecom	8
Manufacturing Engg.	8
Energy/Power	4
Healthcare	4
Manufacturing Process	3
Mgmt. Consultancy	3
Retail	2
BPO	2
Education	1
Government Services	1
Shipping	1
Government Engg.	1
NGOs	1
Proj./Design/Constn.	1



Function	% Breakup
Project Management	31
Consulting	16
General Management	15
R & D/Designing	12
Marketing	7
Finance and Accounts	6
Operations	5
System Designing	4
Programming	2
Business Analyst	2
Personnel and Admin.	1
Shipping	1
Government Engg.	1
NGOs	1
Proj./Design/Constn.	1



# Programme Structure

The PGPX programme combines rigorous case-based courses, electives, individual research projects and industry sponsored projects to enable the students to absorb and apply management concepts in a business environment. 19 courses spread over 260 sessions lay the building blocks and crystallize the conceptual and analytical knowledge of the students for managerial effectiveness. Another 12 courses, spread over 145 sessions, prepare the students for top management in leadership and change agent roles. 140 sessions of elective courses allow students to explore specific areas of interest more deeply.

## Courses

### Marketing

- ▶ Assessing and Creating Customer Value
- ▶ Delivering and Managing Customer Value
- ▶ Strategic Business to Business Market Management
- ▶ Brand Management
- ▶ Brand and Communication
- ▶ Revenue Management and Dynamic Pricing
- ▶ Intercultural Marketing Management
- ▶ Media and Society
- ▶ Exploring the Consumers Mind and Heart
- ▶ Strategic Marketing

### Finance and Economics

- ▶ Financial Reporting and Analysis
- ▶ Corporate Finance
- ▶ Strategic Cost Management
- ▶ Financial Markets
- ▶ Mergers and Acquisitions
- ▶ Firms and Markets
- ▶ Open Economy Macroeconomics
- ▶ International Economic and Political Env.
- ▶ Management Control Systems
- ▶ Fixed Income Markets
- ▶ Investments and Portfolio Management
- ▶ Securities Regulation
- ▶ Computational Finance
- ▶ Understanding Micro Finance
- ▶ Economics of Organizations
- ▶ Venture Capital and Private Equity
- ▶ Value Creation through Corporate Restructuring
- ▶ Effective Management of Financial Function
- ▶ Accounting Policy Choices and Financial Statements

### Operations

- ▶ Designing Operations to Meet Demand
- ▶ Setting and Delivering Service Levels
- ▶ Quality Management
- ▶ IT for Organizational Performance
- ▶ Supply Chain and Logistics Management
- ▶ Legal and Regulatory Issues in Infrastructure
- ▶ Manufacturing and Service Operations Strategy
- ▶ Environment Management
- ▶ Retail Management
- ▶ Managing Telecom Enterprises
- ▶ Transport Infrastructure
- ▶ Infrastructure Development and Public Private Partnership

### Business Strategy

- ▶ Modeling for Decisions
- ▶ Analysis of Data
- ▶ Competitive Strategy
- ▶ Strategies for Corporate Growth
- ▶ International Business
- ▶ Entrepreneurship
- ▶ Technology Ventures
- ▶ Competitive Advantage through Design
- ▶ Strategic Planning for Information Systems
- ▶ Understanding and Assessing Risk
- ▶ Historical and Contemporary Perspectives in International Business
- ▶ International Business Law
- ▶ Country Environments & Multinational Strategy
- ▶ Law Strategy and Business
- ▶ Strategic Thinking
- ▶ Consumer- based Business Strategy
- ▶ Green Business Management
- ▶ Managing New and Small Firms
- ▶ Consulting in E-Governance – From Vision to Implementation

### Leadership and Management

- ▶ Leadership, Values and Ethics
- ▶ Workshop on Leadership
- ▶ Role of a General Manager
- ▶ Building and Managing Corporate Reputation
- ▶ Corporate Governance
- ▶ Management Communication
- ▶ Organizational Behaviour
- ▶ Tracking Organization Performance
- ▶ Strategic Human Resources Management
- ▶ Managing Negotiations
- ▶ Managing Leadership in Context of Organizational Growth
- ▶ Managing and Creating Creativity
- ▶ Understanding Creativity and Innovation
- ▶ Achieving Team Excellence
- ▶ Co-opetition
- ▶ Learning What is Not Taught
- ▶ Writing Managerial Reports

- ▶ Core Courses
- ▶ Elective Courses

## Projects

The GGPX programme includes application of academic learning through the following projects – a faculty-guided Individual Research Project (IRP), a simulation-based Capstone Project, and an optional industry sponsored project after the academic component of the International Immersion Programme (IIP)

### Individual Research Project

Under guidance of a faculty, participants study an industry or a company, using the Institute's resources and interactions with stakeholders.

IRP provides students an opportunity to explore their passion while taking advantage of the rich and diverse experience of the IIMA faculty network. Each of these projects results in one of the following:

- ▶ A business plan
- ▶ An industry note
- ▶ A company-specific case study
- ▶ A business plan on bridging the social divide

### International Immersion Programme

This enables participants to apply their learning in a different environment from their "home culture", and to take effective business decisions in a multicultural context. This year's students have a choice of attending ESCP European School of Management, Paris(France), ESSEC Business School, Singapore, Chinese University of Hong kong, Hong Kong, Fudan University, Shanghai (China) or Warwick Business School (UK).

### Capstone Project

This is the culmination of the programme. During this period, participants are asked to resolve difficult business situations, working in large multidisciplinary teams against tough timelines, in a simulated business environment. This helps test and develop skills in the rational, individual and social dimensions of leadership.

Some of the projects executed by GGPX students of earlier batches are:

- ▶ Developing strategy and a complete revenue model for a mobile remittance service in the US-Mexico corridor
- ▶ Feasibility study for an international company to enter Indian markets
- ▶ Developing a framework for a company to evaluate its acquisition successes
- ▶ Devising a methodology for the implementation of activity based costing at a firm in the Middle East
- ▶ Developing a new product offering and market expansion for a financial services company

# Faculty

## Business Policy

**Anurag K Agarwal**

LLM (Harvard), LLD (Lucknow)

**Atanu Ghosh**

MTech (IIT, Delhi), PGDM (IIMA),  
PhD (IIT, Bombay),

Fellow of Institution of Engineers

**M R Dixit**

Ph.D. (IIT, Kanpur)

**S Manikutty**

Fellow (IIMA)

## Communications

**Asha Kaul**

PhD (IIT, Kanpur)

**M M Monippally**

PhD (Manchester)

**Meenakshi Sharma**

MA, PhD (Queensland Uni)

## Computers and Information

### Security Group

**Rekha Rani Jain**

PhD (IIT, Delhi)

**B H Jajoo**

PhD (IIT, Kanpur)

**V Venkata Rao**

PhD (Georgia Institute of Tech)

## Economics

**Errol D'souza**

PhD (JNU)

**Samar Datta**

Ph.D (University of Rochester)

## Finance & Accounting

**Shailesh Gandhi**

Fellow (IIMA)

**Ramesh Gupta**

PGDM (IIMC), AICWA,  
PhD (Berkeley)

**Rajendra Patel**

AICWA, ACA, PGDM (IIMA)

**Prem Chander**

Fellow (IIMA)

**T T Ram Mohan**

B Tech (IIT, Bombay), PGDM (IIMC),  
Ph D (Stern School, NY)

**Sidharth Sinha**

PGDM (IIMA),  
PhD (Uni of California, Berkeley)

**Jayanth R Varma**

PGDM (IIMA), AICWA,  
Fellow (IIMA)

## Marketing

**Arindam Banerjee**

Ph.D. (SUNY at Buffalo)

**Bibek Banerjee**

PhD (Purdue)

**Abraham Koshy**

Fellow (IIMA)

**Arvind Sahay**

PGDM (IIMA),  
PhD (Texas Uni, Austin)

**Piyush Kumar Sinha**

PhD (SP Uni)

## Organizational Behaviour

**Deepti Bhatnagar**

Fellow (IIMA)

**Parvinder Gupta**

PhD (IIT, Kanpur)

**Pradyumana Khokle**

Fellow (IIMA)

**Neharika Vohra**

PhD (Manitoba)

## Personnel & Industrial Relations

**Jerome Joseph**

PhD (Madras Uni)

**Biju Varkkey**

Fellow (NIBM, Pune)

## Production & Quantitative Methods

**Chetan Soman**

MTech (IIT, Bombay),  
PhD (Groningen)

**Goutam Dutta**

PhD (Northwestern Uni)

**A K Laha**

PhD (ISI, Calcutta)

**Saral Mukherjee**

Fellow (IIMC)

**Samir K Barua**

MTech (IIT, Kanpur),  
Fellow (IIMA)

## Public Systems Group

**Amit Garg**

MTech (IIT, Roorkee),  
Fellow (IIMA)

**Anil K Gupta**

PhD (Kurukshetra),  
Fellow (NASS)

**G Raghuram**

PhD (Northwestern)  
Indian Rly Chair

**P R Shukla**

Ph.D. (Stanford)

## Visiting Faculty

**Krishnesh Mehta**

MSc (Physics),  
National Institute of Design

**Deenaz Damania**

Director, Synergy Consultants &  
Head qualitative Research,  
Gallup MBA

**B B Chakrabarti**

PhD (Jadavpur University,  
Department of Economics),  
Fellow of Indian Institute of  
Cost and Works  
Accountants of India

**Jerry Rao**

Former Citi India head,  
Mphasis founder

**D V R Seshadri**

Fellow (IIMA),  
Professor (Marketing), IIMB

**Sushil Vachani**

Professor, Strategy and Innovation,  
Boston University  
Hari Mundra  
Ex. Director (Finance), Essar Group  
S Malathesh  
Former MD, Alytaus Textiles, Lithuania

**Jean Paul Lemaire**

Professor, ESCP-EAP

**Rajeev Sreenivasan**

Owner, Questinet, Oklahama

**Indira Parikh**

Director, Foundation for  
Liberal and Management Education

**Arun Duggal**

Chairman of Board of Directors of  
Shriram Group Companies.  
Vice Chairman of IARC.  
Board of Directors of Jubilant Energy NV.,  
Patni Computers,  
Fidelity Fund Management,  
LNG Petronet, Zuari Industries,  
Info Edge (India), Mundra Port & SEZ.  
Advisor to IMA

**N Venkiteswaran**

ACA



**Students' Profiles**



## Abhay Pratap Singh Gaur

MBA, Jiwaji University, Gwalior, India  
BSc (Honours), Bundelkhand University, Jhansi, India  
PG Diploma in Treasury, Investment and Risk Management, IIBF, Mumbai  
CAIIB, IIBF, Mumbai

11+ years of diverse experience in Front-Office Treasury Management, Forex & Derivatives Dealing, Corporate Credit and General Banking

### Manager and Dealer (Structured Products), Global Markets, SBI

- ▶ Dealt in Inter Bank Forex and Interest Rate Derivatives Market
- ▶ Structured customised products for corporates using permitted generic derivatives
- ▶ Advised top corporates on financial markets and hedging solutions and managed relationships profitably

### Deputy Manager (Credit), SBI

- ▶ Led and controlled 43 Branches with respect to credit risk appraisal, sanction, credit delivery and monitoring of advances
- ▶ Managed credit portfolio worth Rs. 50 crore comprising units from different industries
- ▶ Managed retail assets portfolio of 700+ accounts comprising housing, auto, education and personal loans

### Assistant Manager (Branch Operations), ICICI Bank

- ▶ Spearheaded Cash Management & Fund Transfers business
- ▶ Managed branch operations at mid-size branch



## Abhishek Gupta

PGDGM, NMIMS, Mumbai  
BE (Mechanical), Delhi College of Engineering  
ISO/IEC-27001 Lead Auditor  
PMP, Project Management Institute (PMI), USA  
Cleared CFA Level-1 (December-2009), CFA Institute, USA

12 years of diverse experience in IT Services - General Management, Program Management and Delivery

### Head of Corporate IT-India, Orange Business Services (India, France, UK, US)

- ▶ Responsible for IT planning, technical strategy and operational management
- ▶ Led global deployment of mission-critical IT programs in HR, Finance and KM areas
- ▶ Techno-commercial evaluation and selection of IT Products, Vendor and Delivery partners
- ▶ Managed organizational KRAs (1500+ employees) – employee engagement, CSR initiatives, event management and people development

### IT Analyst, TCS (India, US)

- ▶ Managed 7-15 member multi-site teams for IT projects
- ▶ Recognized as a subject matter expert in Oracle ERP implementation/upgrades

### Achievements

- ▶ Selected and undergone "Management Development Program" at France Telecom
- ▶ Awarded "Project Management Certificate of Excellence" (Bank of America, US)
- ▶ Recipient of 'APEX award' from TCS top management (US)





## Dr Ajay Dogra

MD, General Medicine, Government Medical College, Amritsar  
MBBS, Government Medical College, Amritsar, India

### 11+ years of Organizational and Managerial Experience in Healthcare Industry

#### Medical Specialist

- ▶ Managed 30-bedded Hospital and improved rating (by Punjab Health Systems Corporation) from D to A within 18 months
- ▶ Responsible for service quality, facilities administration, resource planning and training
- ▶ Independently handled Cardiac Emergencies

#### Resident, Medicine

- ▶ 3 years' experience in managing patient care unit (in a 1000 bedded hospital)
- ▶ Mentored multiple interns and junior doctors
- ▶ Student Head of the 35-member committee responsible for organizing the Conference of Indian Academy of Clinical Medicine (attended by 500 medical specialists)

#### Medical Officer

- ▶ 7+years supervisory experience in delivery of basic health services to rural population
- ▶ Led a team of 500 paramedics / volunteers for Pulse Polio Campaign
- ▶ Successfully led cross-departmental team to implement Adult Literacy Program across 17 villages



## Amit Agrawal

BTech (Electronics), IT-BHU, India

### 15 years of General Management, Engineering, and Product Management Experience in Software Products and Internet Industry

#### Senior Engineering Manager, Yahoo!

- ▶ Managed Yahoo! Application Platform, enabling applications from partners like Fishville from Zynga to run on Yahoo!
- ▶ Led cross functional, global teams to continuously improve the usability, speed, and uptime of various Yahoo sites

#### Lead Program Manager, Microsoft

- ▶ Visual Studio team – Did market research to assess customer needs and product opportunities, handled user community communications, set product scope and vision, wrote detailed product specifications, and worked across groups to coordinate product releases

#### Co Founder, Telici

- ▶ Handled marketing, operations, finance, and engineering for the company
- ▶ Successfully marketed and deployed telecom value added services and products at Shyam Telecom, and MTNL

“The PGPX program has been one of the top programs that we have recruited from. For our commercial leadership program at Philips, we are looking for talent who bring the intellectual horsepower needed to build high growth businesses and yet combine the maturity and interpersonal skills needed to connect with the team, ease into the organization's DNA and perform/grow into positions of leadership. We have found this in the talent pool we have recruited from PGPX.”

– Krishna Kumar  
Vice President & Business Head, Philips Healthcare





## Amitesh Tyagi

B Tech, G B Pant University of Agri & Tech, Pantnagar, India  
PMP, Project Management Institute (PMI), USA  
Certified in Market-Driven CRM, INSEAD, France

### 8 years of diverse international experience in IT Project and Customer Management

#### Consultant (Project Management), Wipro Limited

- ▶ Managed portfolio worth USD 1.2 million spanning 4 software solutions for major Insurance Client
- ▶ Implemented Lean to improve support service levels by 17%
- ▶ Led secondary research team to provide critical inputs on client and competition for pre-sales and business development. Contributed USD 250K additional revenue in 2009

#### Associate Consultant, Wipro Limited

- ▶ Managed cross-functional team of 23 in service delivery and installed processes to reduce resolution time by 12%

#### Software Engineer, Infosys Technologies

- ▶ Led module for critical business operations in Flexible Spending Accounts system for Fortune 500 healthcare giant

#### Achievement:

- ▶ Awarded 'Outstanding Contributor' by large USA-based Insurance Client



## Anand Rajagopalan

BE (Electronics & Communication),  
University of Madras  
KPMG Certified Six Sigma Green Belt  
Foreign Language: French

### 13+ Years experience in IT corporate strategy, business development and delivery

#### Sr. Manager Projects, Corporate Group, Cognizant India

- ▶ Led 20 consultants and devised a strategy for increasing 5% profits on all strategic maintenance projects across the organization
- ▶ Worked with a team of senior consultants to conceptualize innovative non-linear delivery models

#### Manager Projects, Insurance Practice, Cognizant India

- ▶ Managed global delivery for two large Fortune 500 customers with a 250+ associates multi-functional team and P&L responsibility worth \$20 Million at 40% profitability
- ▶ Increased portfolio size from \$5 Million to \$15 Million over 3 years through exceptional delivery and aggressive business development
- ▶ Formed the Insurance practice tools group and developed a suite of productivity improvement tools and best practices

#### Achievements

- ▶ Best project of the year award







## Anil Gupta

BE (Electrical),  
National Institute of Technology,  
Bhopal  
PMP  
Project Management Institute (PMI),  
USA

10+ years' experience in IT consulting, Global program Delivery and Business Development

Program Manager, Investment Banking, TCS, UK and Asia Pacific

- ▶ Managed \$10M strategic enterprise-wide IT application portfolio providing Information-on-Demand across client businesses. Responsible for End-to-End solution delivery, sales, customer relationship, and competency management
- ▶ Delivered a large Data Centre consolidation program for mission-critical credit risk applications, involving 50+ member geographically diverse multi-vendor teams
- ▶ Consulted clients on key process architecture and performance improvement initiatives resulting in bottom-line savings in tune of \$2M annually
- ▶ Core Member of Onsite Pre-Sales team leading sales effort for \$10+M deals

### Achievements

- ▶ Received Top 100 project planners award – excellence award for project management skills in TCS
- ▶ Received 'High Performance' client award – excellence award for individual performance



## Anil Nair

MTech (Microelectronics), IIT Bombay  
(1st Rank)  
BE (Instrumentation), University of  
Pune

Leading innovative product development in the Telecom and Semiconductor fields, with an 11 year career in the largest telecom and consumer product companies

Specialist in Wireless Modems, Nokia, India

- ▶ Led the development of India's first 3G modem product for Nokia, in a multi-site (Finland / India) team environment. This was Nokia's highest feature set modem
- ▶ Developed Nokia India as a cost effective innovation center for the 2G and 3G product portfolio through mentoring teams of local designers and collaborating on technology transfer with international teams

Sr. Engineer, Philips Semiconductors, Netherlands

- ▶ Contributed significantly towards development of various optical networking products using advanced communication algorithms

### Achievements

- ▶ US Patent owner, design techniques in cryptography
- ▶ Winner of the Prof. G.N. Revankar trophy at IIT Bombay

“Teaching PGPX participants has been and continues to be a pleasure. With an average of 10 years of experience prior to PGPX, the participants bring in a lot of perspective into the classroom that is unavailable with a younger audience. They are highly engaged; the opportunity cost to them of the program is quite high and there is a higher desire to extract value from the sessions - which makes life more interesting for me as a teacher. They will make outstanding middle and top level managers. Having taught in more than 15 countries over the last 20 years, I would unhesitatingly recommend them.”

– Prof. Arvind Sahay

Marketing and International Business area, IIMA (Ph.D. The University of Texas at Austin)





## Anil Kumar Yadav

BTech (Mechanical),  
IIT Kanpur

### 11 years of global experience spanning Pre-sales, IT Retail Consulting & Business development

#### Retail & CPG Program Manager, Infosys, India, US & UK

- ▶ Defined IT roadmap in the areas related to process simplification, international expansion, management dashboard & legacy modernization
- ▶ Provided retail consulting to leading global retailers in store & warehouse management, multi-channel commerce and merchandise management
- ▶ Involved in business development and Pre-sales for large retail accounts worth \$15+ Million
- ▶ Started two large scale business engagements in Retail & CPG Business unit and managed multi-vendor business transformation programs for the client from strategy to implementation stage

#### Achievements

- ▶ Received "Most Valuable Player (2006) and (2009) in Retail & CPG Business unit
- ▶ Received "Value Award" from a leading UK grocery retailer for solution leadership and processes optimization



## Aniruddha Ray

PGDIT, IIIT-B, India  
B Tech, ISMU, India  
PMP, ITIL- V2 SM, ITIL V3 Foundation,  
LSS GB (GE), CSP (SA),  
PSM (Scrum.org)

### 12 years of Global Program and Delivery Management experience

#### Principal Program Manager, EMC

- ▶ Owned EMC Application Security product line delivery managing 6 products, with 150 M USD revenue, leading 30+ managers and 150 team members- achieving 30% Y-o-Y growth in key products from 2008 to 2011
- ▶ Led Programs on New Product Initiation, Product Rejuvenation, Transition and End-Of-Life, and established PMO and agile processes for BU
- ▶ Spearheaded EMC-VMware engagement in security solutions for Virtual/Cloud Environments

#### Project Manager, GE ITC (India) and GE Infrastructure (USA)

- ▶ Executed Engineering PLM solution deployment across GE Energy -6 units, 7000 users in 6 countries, managing 4 global vendors (team size 40+)

#### Achievements

- ▶ Individual Excellence Award from GE Global Research
- ▶ NTSE – NCERT (1992-1998) and GE India (2000-2001) Scholarships





## Ankur Bhargava

BTech (Chemical),  
IIT Bombay, India  
Green Belt – Value Selling, IDEX  
Corporation

### 7+ years Experience in Industrial Products Sales and Distribution management

#### Area Sales Manager – Middle East, IDEX Corporation, Dubai

- ▶ Managed \$3.5Mn business for various pumps and provided product and value selling training to distributors
- ▶ Presented a business case to establish IDEX sales office in Middle East
- ▶ Developed strategies to penetrate Oil and Gas, Petrochemical and Water Treatment Markets and delivered 30% Year-on-Year growth
- ▶ Initiated relationship building and vendor registration with Oil companies and Contractors in region. These initiatives resulted in business of \$0.6Mn/Year.
- ▶ Presented the case for development of product bundling solutions for Energy and Oil and Gas Market, and secured orders totaling USD1.5Mn
- ▶ Setup the distribution network and worked on Key Account Management strategy for Food & Beverage Market. This resulted in business of USD0.1Mn/year



## Anshul Khindri

MS (Software Systems),  
BITS, Pilani, India  
BE (Electronics and Electrical  
Communication),  
Punjab Engineering College,  
Chandigarh, India  
US Green Card Holder

### 13+ years of international experience in successful software and hardware product development

#### Senior Product Development Engineer, Intel(USA)

- ▶ Led the development and standardization of Intel “Centrino-WiFi-802.11n” networking technology
- ▶ Cross-functional management and execution of design and product development teams, resulting in improved quality for Intel hardware products
- ▶ Validation of High-speed serial interfaces on Intel Processor and chipset architecture

#### Technical Marketing Engineer, Intel(USA)

- ▶ Led the team for software solutions on Intel’s network processor family, capturing strategic design wins. Worked with external customers such as N.E.C Japan, Siemens and other telecom OEMs

#### Research Engineer, C-DOT, India

- ▶ Successfully developed and deployed C-DOT’s Intelligent Networks solution and 2G-GSM(CAP) architecture in two telecom circles

#### Achievements

- ▶ Division recognition award for “Results orientation” from General Manager in Intel

“I came to PGPX with an entrepreneurial dream and to develop all-round strategic thinking to help make my dream a reality. PGPX has been the big influential catalyst in my entrepreneurial success. It really helped bring out the entrepreneur in me. Strong business strategy planning developed at PGPX helped me identify the opportunities in various industries and develop a vision for my venture. Consolidating the holistic learning with my previous experience was key. Practical perspectives learnt through the case method of learning went a long way in developing a vision for the business.”

– Piyush Singhal (Class of 2009)  
Entrepreneur, India





## Anurag Goel

BTech (Mechanical),  
Institute of Technology, Banaras Hindu  
University, India  
TOGAF 8 Certified

12 years of experience in IT Consultancy, Business Development and General Management

### Senior Project Manager, Wipro Technologies, India

- ▶ Led the bids for contracts in the areas of consulting, application development and maintenance
- ▶ Spearheaded training capabilities for improving skills in “Enterprise Application Integration” business unit
- ▶ Designed and organized “Workshop for Assignment Readiness” which benefited 110+ employees
- ▶ Managed program delivery for fortune 50 customers

### Consultant, Wipro Technologies, USA

- ▶ Consulted and managed the strategic initiative to develop alternate ordering channel
- ▶ Liaised with business users to conceptualize requirements

### Architect, Infosys Technologies, India

- ▶ Owned the migration of middleware environment to new hardware
- ▶ Designed the blueprint for multiple integration solutions



## Anurag Khadria

BE (Electronic and Telecommunication),  
Jadavpur University, Kolkata, India

11 years of IT Program Management, Engagement Management and Customer Relationship Management experience in BFSI domain

### Group Leader, TCS, India

- ▶ Managed relationship, delivery and operations for a leading Stock Exchange in India
- ▶ Led a team of 50+ associates; accounting for Rs 60 million annual revenue
- ▶ Developed and managed relationship with senior and middle management

### Engagement Manager, TCS, USA

- ▶ Managed IT program for a leading investment bank in the US
- ▶ Managed a diverse portfolio; accounting for \$2.5 million annual revenue
- ▶ Led a team of 60+ associates, including 5 Project Managers, across US and India

### Project Manager, TCS, USA

- ▶ Led 18 full time associates across the US and India for an IT support and maintenance project
- ▶ Headed process improvement initiative for the relationship





## Arjav Chakravarti

PhD (Computer Science),  
The Ohio State University, USA  
MS (Computer Science),  
The Ohio State University, USA  
BE (Electronics),  
University of Mumbai, India  
Foreign Language: Italian (Basic)

10 years of international experience in Marketing, R & D, Teaching and NGO Work

### Product Marketing Manager, MathWorks, USA

- ▶ Drove product management activities for Parallel Computing products - market research, positioning, promotion and global partnerships – to achieve revenues of \$8 million and customer base of 21,000
- ▶ Led a Focused Sales Team of 15 sales representatives and managers from 9 countries, to evolve innovative selling strategies and promote them to the global sales force
- ▶ Established and led a Pilot Team for high-level engagements with 20 strategic customers, including Boeing, Toyota and Harvard University

### President, Association for India's Development (Boston Chapter), USA

- ▶ Managed project coordination, fundraising events, donor relations and media outreach
- ▶ Contributed to 14 developmental projects across India

### Achievements

- ▶ 6 peer-reviewed publications; 1 US patent



## Arpita Bishoyi

BTech (Instrumentation),  
IIT, Kharagpur  
Certified Supply Chain Professional  
(APICS, The Association for Operations  
Management)

9+ years experience in Oil and Gas industry in Engineering & Projects, Operations and Retail Sales

### Deputy Manager, Indian Oil Corporation Ltd

#### Engineering & Projects

- ▶ Responsible for finalization of project scheme, technical specifications, commercial estimates and award of contract
- ▶ Lead the automation of terminals and retail outlets of Maharashtra & Goa

#### Retail Sales

- ▶ Managed large retail networks and developed business through fleet tie ups, loyalty programs, local sales campaign
- ▶ Expanded and modernized the retail network in Saurashtra & Kutch region

#### Operations

- ▶ Instrumental in commissioning and ISO certification of Petroleum Oil Lubricant terminal
- ▶ Coordinated with refinery, other oil companies, customers for planning and scheduling of product receipts and dispatches
- ▶ Managed shift operations, inventory, quality control and maintenance of facilities





## Ashish Ahuja

MS (Computer Science),  
The University of Texas at Austin, USA  
BTech (Computer Science &  
Engineering),  
Indian Institute of Technology, Delhi  
India

9 years of experience in General Management, Business Development, and Operations

Visiting Scientist, Indian Institute of Technology Ropar, India

- ▶ Supervised the deployment of IT and communications infrastructure
- ▶ Instructor for undergraduate courses in computer science and engineering

Vice-President, Science Stuff, Inc., USA

- ▶ Introduced a multi-channel online sales strategy that increased revenue by 100%
- ▶ Process Improvement through ERP and automation.
- ▶ Established supply chain relationship with overseas vendors to cut down costs.

Manager, e-commerce, Science Stuff, Inc., USA

- ▶ Managed the e-commerce division of a science products company.
- ▶ Developed a web-based platform for targeted customer marketing
- ▶ Led the online marketing effort that delivered increase in revenue by 150%

Achievements

- ▶ National Talent Search Scholar'93, NCERT
- ▶ Three international publications in the area of mobile networking and quantum computing



## Ashish Bansal

MS (Electrical),  
North Carolina State University, USA  
BE (Electronics and Communication),  
L.D.College of Engineering, Gujarat,  
India

8+ years of leadership experience in Innovation, Product Development and Program Management

Staff Engineer, MicroSemi, India

- ▶ Spearheaded Design Initiatives and coordinated activities with cross-functional teams
- ▶ Drove IP requirements with external vendors and global engineering teams for \$1mil portfolio
- ▶ Instrumental in delivering next generation product line for the company

Technical Leader, STMicronics, India

- ▶ Identified business opportunities and provided technology consulting to business units world-wide
- ▶ Managed product development flow and charted product roadmap strategy
- ▶ Led a team to develop innovative low power solution resulting in savings of \$0.5mil

Senior Automation Engineer, Blackbaud, USA

- ▶ Worked with product development teams to define automation strategy for software products

Achievements

- ▶ Patent application on memory repair for low power applications
- ▶ Best Project Leader Award for innovation, execution and project leadership





## Badrish Kumar Agarwal

BE (Hons), Electrical,  
MMMEC Gorakhpur, India

12+ years of Leadership experience in Product Incubation, IT Strategy, Vendor Management and Retail

### Senior Manager, Target Corporation, USA/India

- ▶ Managed a \$14 million plus Vendor Collaboration program
- ▶ Co-Defined strategy for consolidating IT applications in Merchandising Area
- ▶ Managed multiple projects in Planning and Supply Chain
- ▶ Conceptualized and led various training programs
- ▶ Mentored and Coached 30 plus employees

### Senior Engineer, Symphony Services, India

- ▶ Member of team which managed incubation of Enterprise product from White-Boarding to GoTo Market
- ▶ Architected Enterprise Analytics Product

### Achievements

- ▶ "Thought Leadership" Award for Innovation - Target Corporation
- ▶ "Star Performer of the Quarter" Award for successfully driving multiple projects - Target Corporation



## Bharath Ram Bashyam

MS (Computer Science),  
The University of Toledo, Ohio, USA

10 years of international multi-disciplinary experience in technology consulting, IT project management and business development

### Solution Architect, Sila Solutions Group, USA

- ▶ Lead Consultant for solution design and implementation of global Identity Management (IDM) system for a US Aerospace major
- ▶ Key Contributor for an enterprise business intelligence platform development to improve response time to airline-partners resulting in \$12M annual savings

### Technical Project Manager, Cypress Consulting, USA

- ▶ Process Champion for implementing IT delivery processes and metrics for an international outsourcing partnership
- ▶ Member of core business development team pursuing large multi-million deals. Successfully won two large e-commerce engagements

### Programmer Analyst, Infosys, USA

- ▶ Onsite Lead for 20+ member team executing key IT initiatives for a US aerospace major
- ▶ Member of pre-sales team providing domain expertise to multiple(\$3+M) proposals

“I have been associated with PGPX since its inception and was the Chairperson of this programme during academic years 2009-10 and 2010-11. I have always enjoyed teaching in this programme. The class with such a level of diversity provides challenging and stimulating moments.”

– Prof. Shailesh Gandhi  
Finance & Accounting area, IIMA





## Bhavin Shah

MBA (Marketing), Gujarat University  
BE (EC), Gujarat University  
Project Management Professional  
(2005-2009)  
CSQA - QAI (2003-2006)  
Certified Supply Chain Professional,  
Oracle Corp.  
Canadian Permanent Resident



## Chandrasekhar Kotillil

BE (Electrical and Electronics),  
Birla Institute of Technology Mesra,  
Ranchi  
SAP Technology and Solutions Certified  
Six Sigma Green Belt Certified

### 12 years of experience in IT Project Management, Product Development and ERP Consulting

#### Project Manager, Capgemini India Pvt. Ltd., India

- ▶ Led ERP Implementation project within cost & schedule.
- ▶ Managed all aspects of project management for complete life cycle – planning, project execution, recruitment, admin, finance, stake holder reporting, client relationship etc

#### Supply Chain Consultant & Project Manager, TCS Ltd., USA/UK/Canada / India

- ▶ Worked with customers in USA, Canada, UK, Germany, Austria, Japan & India on ERP projects.
- ▶ Delivered various assignments in dairy, healthcare, automobile, telecom industries
- ▶ Involved in IT product development for stock exchanges, telecom service providers.
- ▶ Involved in pre-sales and business development activities

#### Achievement

- ▶ Awarded by client for exceptional performance on a global project

### 11+ Years of Experience with TCS in IT Project Management, Pre-Sales and SAP Consulting

#### Head, TCS Center of Excellence, SAP Technologies

- ▶ Led pre-sales bid teams in securing deals worth \$50 Million
- ▶ Led the design and development of an enterprise-wide SAP training initiative with an annual cost savings of \$3 Million
- ▶ Managed competency and career planning for over 2000 TCS professionals
- ▶ Conceptualized and led SAP R&D initiatives for infrastructure management

#### Project Manager, TCS (US, UK, Europe and Japan)

- ▶ Managed a portfolio of Global projects with an annual revenue of over \$20 Million for Fortune 100 companies across various industry domains
- ▶ Consulted and led IT enablement initiatives worth \$5 Million for Indian PSUs and Private Sector organizations

#### Achievements

- ▶ Certificate for outstanding contribution to TCS Competency building initiatives







## Chinmay Joshi

MS (Industrial),  
Virginia Tech, USA  
BE (Mechanical),  
University of Pune, India

### 9.5 years in Business Intelligence with roles in Program Management and Enterprise Software Development

#### Program Manager, MicroStrategy, USA

- ▶ Built high-performance state-of-the-art Business Intelligence platform with focus on customer-success and total-quality
- ▶ Managed maintenance releases from concept to success measurement after product-launch, that generated revenues over \$100m/year
- ▶ Delivered complex software products to aggressive deadlines to address critical technical issues escalated by high value customers
- ▶ Led large cross functional teams across US, Europe, India and China
- ▶ Reduced cost of releases by 20% and turnaround time by 25% by optimizing product development processes

#### Project Lead, Infosys, USA

- ▶ Managed \$2m/year project for a Fortune20 financial products company
- ▶ Developed project-plans, ensured project remained on-target, under-budget and met quality-standards
- ▶ Improved project processes to CMM-Level5



## Debasish Chatterjee

5 Year Integrated MSc in Physics, IIT  
Kharagpur  
Project Management Professional  
(PMP), PMI, USA  
ITIL V3 Foundation Certification

### 13 years of experience in managing Software Product Development projects in Healthcare, Finance and Security Verticals

#### Manager-Integrations, McAfee, Bangalore, India

- ▶ Delivered business critical applications for Sales, Marketing and Customer Support BUs by managing cross-functional teams spread across India, USA and Ireland
- ▶ Spearheaded the setup of offshore IT Applications team and mentored the team to achieve technical parity with global teams within one year
- ▶ Created system integration strategy as member of a core team led by senior leadership post M&A with Secure Computing

#### Application Analyst, Memorial Sloan Kettering Cancer Center, New York City, USA

- ▶ Delivered comprehensive solutions that helped technicians to manage 10000+ clinical workstations spread across five separate hospital locations from a single control center
- ▶ Built applications to ensure HIPAA compliance and secure patient data





## Devendra Kale

Chartered Accountant, India  
MS (Finance), University of Illinois,  
Urbana-Champaign  
Certified Public Accountant, Illinois  
Certified Management Accountant,  
New Jersey  
BCDE-Certification on Derivatives  
Exchange by Bombay Stock Exchange



## Devesh Rathore

BE (Computer Technology), Nagpur  
University  
Certified Supply Chain Professional,  
APICS, USA  
Certified IT Architect, IASA, USA  
Certified Scrum Master, Scrum Alliance,  
USA  
US Citizen/OCI

### 7 years' experience in Finance, Strategy and Mergers & Acquisitions

Team Manager, Mergers & Acquisitions, Reliance Industries Ltd, Petroleum Business, Mumbai

- ▶ Led due diligence and valuation exercises for target companies, valued above US\$500 million, in Europe, Asia Pacific and Africa
- ▶ Studied international markets to understand growth opportunities and to identify potential M&A candidates
- ▶ Analyzed economics of storing petroleum products at various international locations to participate in international retail markets

### Senior Accountant, Arrow Financial Services, Chicago

- ▶ Led Finance and Accounting for Arrow Financial Services' global operations
- ▶ Developed asset impairment avoidance schedule to improve debt portfolio valuations basis expected future cash flows and to implement necessary actions
- ▶ Streamlined processes for quicker reconciliation of US-GAAP and IFRS, reducing turnaround time from 8 to 5 days

### 16 years of Software Engineering Experience in Designing and Managing Enterprise Scale IT Services in the Manufacturing and High Tech Industries

#### Solution Architect & Senior Program Manager, Microsoft, USA

- ▶ Managed future state architecture roadmaps and designs for the supply chain line of business applications portfolio of 100+ applications worth ~\$100Mn
- ▶ Led cross-continental teams delivering multi-million dollar systems solutions for Manufacturing & Supply Chain Operations
- ▶ Increased speed to market and reduced complexity of IT applications and tools by promoting reusable services and standardized platforms
- ▶ Co-architected the software platform for the Online Service Center web portal for Xbox and Kinect
- ▶ Engineered and deployed the global infrastructure for Xbox 360 Test Control System
- ▶ Researched upcoming trends and advised stakeholders on potential capability investments





## Dhananjay Parab

BE (Electronics),  
Sardar Patel College of Engineering,  
University of Mumbai, India  
Six Sigma Green Belt Certified

8.5 years of experience in Client Relationship Management and IT Project Management in data-warehousing and business intelligence working across diverse domains such as credit and debit card processing, securities and insurance

### Lead Consultant, Wipro Technologies, USA

- ▶ Led client relationship management at client MasterCard Worldwide, USA increasing revenue by approximately 35%
- ▶ Spearheaded best-practice implementation, increasing offshore productivity by over 20%
- ▶ Coordinated across multiple business and technology teams in the US and India
- ▶ Supervised the end-to-end rollout of a cutting-edge News and Market Data Service for client NYSE Euronext, USA
- ▶ Managed an urgent, mandatory compliance reporting project, saving \$1 million per annum

### Achievements

- ▶ Selected for the Emerging Onsite Leader Program
- ▶ Received Valuable Contribution Award for exceptional contribution in health insurance data integration



## Dhiraj Bhandari

MS (Computer Science),  
University of Maryland, USA  
BE (Computer Science),  
CR State College of Engineering, India

13yrs of experience with focus on Sales and Marketing of Software Products and IT Services

### Regional Head, Field Sales Consulting, Oracle, India

- ▶ Managed pre-sales and marketing of enterprise technology products for South India
- ▶ Responsible for marketing, channel partner, and business development strategy
- ▶ Successfully drove regional targets (\$2M) and other balanced-scorecard parameters
- ▶ Led a team of highly experienced sales and partner consultants (5 direct-reports, 2 dotted-line-teams)

### Manager, Sapient, India/USA

- ▶ Managed pre-sales and delivery engagements for multiple North America clients in varied domains: finance (Citadel), energy (NYISO), manufacturing (Chemtura)
- ▶ Knowledge of business process automation, B2B, cloud computing, trading back office, content-management-systems

### Achievements

- ▶ Received "APAC Sales Excellence" award at Oracle (in 2007, 2008 & 2010)
- ▶ Certificate of Appreciation for setup of India-offshore-development-center for Yodlee Inc. (US)

“We found an excellent pool of people available with the right technology and business background. We found people with the right mix of skills, attitude and values which is required for any senior lateral hire. It seems the 1 year full-time residential PGPX program at IIMA has managed to package the best of their successful 2 year program for experienced managers. We look forward to recruit from the PGPX talent pool going ahead.”

– Vineet Gupta

General Manager, Enterprise Solutions Consulting Group, MindTree





## Dindi Kesava Rao Gatram

BE (Honors) Mechanical, BITS, Pilani, India  
PMP, Project Management Institute (PMI), USA  
UK Citizen/Indian

### 11 years of International Experience in Business Consulting and Product Development

#### Senior Consultant, Misys, UK

- ▶ Led training and implementation of € 2.5 million capital markets application at the biggest Dutch bank, liaising between Europe, US and Asia
- ▶ Executed rollout of strategic initiatives at an Italian bank, bringing in 25% operational efficiency
- ▶ Engaged London based Japanese bank to re-engineer business processes and formulate product roadmap

#### Consultant/PM, i-flex, India

- ▶ Managed customer relationship for four corporate banks in Egypt, achieving 50% service improvement
- ▶ Led Product development of FLEXCUBE-Core Banking Application for clients in Asia, Middle-East and Africa
- ▶ Led the strategic technology initiative for 60 branches of Nigeria's largest corporate bank, increasing asset base by 30%

#### Achievements

- ▶ Won the annual "Service Excellence Award" awarded to top 1% at i-Flex(2004)



## Dinesh Abhimanyu Rajan

BE (Mechanical), College of Engineering Pune, India  
Accredited Professional, Indian Green Building Council  
Project Management Professional (PMI)

### An international experience of over 10 years, in the Energy and Renewables industry, with demonstrated success at Management, Consulting and Sales

#### Client Engagement Manager, Wipro EcoEnergy

- ▶ Won the largest deals for Green Building Certification and Building Integrated Solar Power. Seeded and developed marquee accounts across India
- ▶ Key contributor in operations planning, selling strategy, program management and recruiting

#### Domain Consultant, Wipro Technologies

- ▶ Solution specialist and presenter for Wipro's largest win in Australia
- ▶ Speaker (Solar Net Metering) at CSWeek32, San Antonio USA, and author of Smart Metering articles in web and print media

#### Project Manager, Wipro Technologies

- ▶ Awarded Best Project of the year at Wipro (Energy and Utilities)
- ▶ Extensive experience in Deregulation, Billing and Smart Metering solutions for Electric Utilities





## Gaurav Goel

BE (Electrical), CR State College of Engineering, Murthal (Haryana)  
DIBF (International Banking), India  
Certified Associate, IIBF, India  
DTF (Trade Finance), IIBF, India

11 years of rich experience in Corporate Finance, M&A Financing, Financial Consultancy and Business Development

### Relationship Manager / Credit Analyst, EXIM Bank, India

- ▶ Managed credit portfolio of INR 8,000 million and generated revenue of INR 320 million
- ▶ Negotiated cross-border acquisition deals worth INR 3,000 million
- ▶ Provided Export consultancy & promotional service through FICCI, CII and government bodies
- ▶ Handled Debt Restructuring proposals worth INR 19,300 million

### Manager, State Bank of Patiala, India

- ▶ Managed 60+ SME client relationships
- ▶ Defined market penetration strategy for new client acquisition translating into revenue appreciation at 70% CAGR
- ▶ Spearheaded implementation of Core Banking Solutions across 20 branches
- ▶ Coordinated the financial inclusion drive for the branch

### Achievements

- ▶ Reengineered operations for family business resulting in improved profitability by 20%



## Gaurav Kumar

MSc (Shipping Trade and Finance),  
Cass Business School, City University,  
UK  
BSc (Nautical Science),  
TS Chanakya, University of Mumbai  
CFA Level 1, CFA Institute, USA

9 years of international experience in Corporate Strategy, Financial Planning and Operations

### Consultant, Maritime Strategies International, London

- ▶ Executed Investment advisory and Strategy consulting projects for clients in Cement, Coal, Iron ore and LNG industries
- ▶ Performed forward asset valuations for banking and PE clients

### Senior Market Analyst, Informa, London

- ▶ Prepared business plan for marine unit, achieved sales of £8m
- ▶ Developed freight and asset valuation models for Dry bulk and Oil & Gas industries

### Strategy and Planning Analyst, Lloyd's Register, London

- ▶ Managed business planning, budgeting and forecasting for marine division with £360m annual sales
- ▶ Initiated and led business risk management programme resulting in improved revenue forecasts and performance

### Achievements

- ▶ John A. Hadjipateras Seatrade Award for academic excellence at Cass Business School





## George C Paul

BTech (Mechanical),  
Mahatma Gandhi University  
Kerala, India

12 years of experience in IT Account Management & Sales (Retail & CPG sector)

### Sr. Project Manager, Infosys, USA

- ▶ Managed global IT programs at Kraft Foods (spanning across 26 countries) with team size of 55+ and revenues of around 11M USD
- ▶ Anchored large pursuits that grew account revenue from 10M USD in 2006 to 70M USD in 2010
- ▶ Architected Supply Chain solutions for Publix Supermarket (Publix was later listed in Gartner's 25 best supply chains in the world)
- ▶ Specialized knowledge in Digital Marketing solutions (Campaign Management, Web Analytics, and Conversions) and Supply Chain planning and implementation (Forecasting, Display Merchandizing and Optimized Distribution)

### Sr. Sales Executive, Godrej & Boyce, India

- ▶ Headed sales/dealer management for Godrej open office systems (Kerala state)



## Gopalakrishnan Lakshminarayanan

BE (Electrical), NIT, Surat  
Chartered Engineer (CEng), MIET - UK  
Certificate Course in Project Finance  
from IIBF/IFMR

17 years of experience in Design Engineering, Project Management and General Management in the Oil & Gas EPC Industry

### Group Manager (Electrical), Foster Wheeler, India

- ▶ Managed and administered the electrical group across India offices (3 locations)
- ▶ Built and established group at branch office in New Delhi
- ▶ Built complete Engineering and Design capability in India offices for independent execution of projects
- ▶ Managed Rewards and Recognition Program across India offices
- ▶ Participated in Strategic Alignment Initiatives across organization through support activities

### Achievements

- ▶ Conceived and administered Leadership development program for design team across Engineering groups
- ▶ Conceived and published first Engineering Newsletter for India offices
- ▶ Developed Engineering Business Plan for the year 2009-2010
- ▶ Conceived and Developed Technical Work Practice for Technical Governance, Quality Measurement and reporting





## Gopalakrishnan Rajaram

BE (Computer Science & Engg), Gold Medallist  
Coimbatore Institute of Technology, India

### 9+ years experience in IT Delivery Management, SAP(ERP) Consulting and Solution Customising

#### Delivery Manager, IBM, India & UK

- ▶ Hired, trained and mentored teams to deliver multiple successful, high quality releases
- ▶ Led 40 member offshore delivery team for Global integration of SAP Business Intelligence solution for an Oil & Gas client
- ▶ Developed project estimates and coordinated with customers for project roadmap/planning
- ▶ Managed team of 15 members in UK in a client facing role regularly interacting with customers from US, UK, Europe and East Asia

#### Technical Lead, IBM, India & UK

- ▶ Led design and implementation of SAP solutions across multiple functional areas for 25+ country roll-outs
- ▶ Developed quality control procedures for internal IBM audit requirements

#### Achievements

- ▶ Received "IBM Bravo!" Award twice for excellence and dedication at work



## Kamalkant Gupta

Chartered Accountant, ICAI, India  
Company Secretary, ICSI, India  
Diploma in International Financial Reporting, ACCA, UK

### 13 years of experience in Finance and Compliance function

#### Deputy General Manager (Group Finance), Reliance Infrastructure Limited, India

- ▶ Member of core team handling Mergers, demergers & Acquisitions for the listed and private companies of Reliance ADA Group
- ▶ Member of team handling structuring/restructuring and funding for various projects of the Group
- ▶ Headed a team responsible for Corporate Finance, Financial Reporting, Taxation and Compliances for Promoter Companies of the Group
- ▶ Responsible for co-ordination with offshore companies of the Group for structuring, funding and taxation matters

#### Accounts Officer, Gemhouse Inc., India

- ▶ Responsible for reporting consolidated and stand-alone Indian GAAP and Canadian GAAP Financial statements for Gemhouse Inc. and its six subsidiaries/divisions
- ▶ Managed taxation function for the Indian companies of the group

“PGPX was an extremely enriching and out-of-body experience. Looking back at my decision to take a break from work, I could not have asked for a more rewarding and enjoyable process of sharpening my intellect, applying my experience and honing complimentary skills towards grooming myself for a future leadership role. I'm blown away by the quality and diversity of experience in the classroom. PGPX gave me the opportunity to shift industries from Technology Consulting to Finance Services.”

– **Rajesh Premchandra** (Class of 2011)  
Vice President-Operations, Goldman Sachs, India



## Kapil Mitra Tewari

BTech (Mechanical),  
GB Pant University of Agriculture and  
Technology  
Pantnagar, India

10 years of commercial, technical and people management experience in global sourcing, purchasing and supplier development

### Regional Category Manager-India, DSM

- ▶ Designed, implemented and led centralized purchasing organization across business units for Indirect and Capex Spend to improve link and leverage

### Business Developer, IKEA

- ▶ Led Steel Category for South Asia and increased region's sourcing contribution from \$3 to \$30 million through strong business and supplier development
- ▶ Performed supplier due diligence for competitive analysis and strategic fit

### Assistant Manager, Delphi

- ▶ Led negotiations worth \$20 million for localization ,global sourcing and outsourcing

### Strategic Sourcing Leader, GE Healthcare

- ▶ Developed supplier base to migrate \$20 million business to Indian suppliers and reduced cost by 35%

### Engineer –Vendor Development, Hero Honda

- ▶ Youngest Engineer to manage independent sourcing portfolio of \$100 million



## Karthik Srinivasan

BTech, NIT Trichy, India

9+ years of international experience in Project Management, Business Development and Entrepreneurship in Technology Consulting.

### Co-Founder: Prolific Minds Inc. (USA)

- ▶ Built the technology consulting firm ground up to 40+ employees and annual revenues of USD 1 million. Key function areas were Business Development and Logistics
- ▶ Secured deals with large technology clients
- ▶ Managed large teams with a wide geographical and cultural spread for clients such as Cisco and Apple

### Senior Consultant: Sapient Corporation (USA)

- ▶ Spearheaded the initiative to consolidate regulatory norms for a Gas & Energy client that led to USD 5 million in savings. Received an 'Excellence Award' for my contributions

### Lead Analyst: Infosys Technologies

- ▶ Part of the team instrumental for Blockbuster Inc. capturing 20% share of online rental market in a nine month span







## Kartikeya Jha

MS (Pharmacology & Toxicology),  
Long Island University, Brooklyn, New  
York.  
Bachelor of Pharmacy,  
Gujarat University, India.  
Registered Pharmacist, (USA)

8 Years of experience in Pharmaceutical Analysis, Pharmacy Operations and Patient Counseling.

Pharmacist-In-Charge, CVS-Caremark, Florida, USA

- ▶ Lead the team of Registered Pharmacists and Certified Pharmacy technicians and achieved sales in excess of \$10 million per year
- ▶ Achieved business growth through patient relationship, prescriber interactions and community-events

Major responsibilities included:

- ▶ Counseling patients about efficacy and toxicity of medications
- ▶ Monitor Key Performance Measures using weekly Pharmacy operating report
- ▶ Vendor purchase of generic and brand medicines
- ▶ Maintaining perpetual inventories
- ▶ Analysis of customer-service scorecard
- ▶ Planning ahead for staffing and inventory of medicines
- ▶ Planning of safety policies for Continuous Quality Improvement
- ▶ Managed employee affairs including hiring, training, counseling, annual review and conflict resolution
- ▶ Ensured compliance in accordance with State-Federal pharmacy laws



## Keshava Ramaswamy

BE (Mechanical), National Institute of  
Engineering, Mysore Karnataka

11 years of experience in IT Consulting, Program Management

Project Manager & Crisis Management Lead, TATA Consultancy Services (TCS), India

- ▶ Crisis Management Lead - Responsible for operational risk management, Compliance & Security for the relationship from Bangalore location
- ▶ Headed a cross-functional team responsible for implementing an ERP Project for a fortune 500 company
- ▶ Led a global team of 15 to help streamline the purchasing process and implement ERP purchasing for the customer
- ▶ Led the team of 10 managing the consolidation of multiple ERP systems across businesses into a single ERP system enabling significant savings to the customer
- ▶ Managing the team working on the ERP - financial systems of a financial major
- ▶ Engaged in business development, knowledge management and human resource development





## Kingshook Ghosh

Chief Engineer, Merchant Navy  
Certificate issued by Govt of India,  
endorsed by Govt of Japan, Malaysia,  
Liberia & Panama  
BE (Marine),  
MERI, IIT-JEE 1996

### 10 years of international experience in Operations and General management in Shipping Industry

#### Chief Engineer, NYK Logistics

- ▶ Crisis management at sea while working with Japanese Shipping & Logistics Company (NYK Line), leading multinational teams of 15+ individuals belonging to 4-5 nationalities in end-to-end operations
- ▶ Commanded Oil & Gas Tankers (AUM \$275 million), trading worldwide, in compliance with local, national & International regulations, maintaining highest standards of safety & environmental protection
- ▶ Wide experience in transportation of Energy (Crude-Oil, Petro-products, LPG) in ships downstream from Point of extraction to refineries and to consumers

#### Achievements

- ▶ Received commendation for leading team to successful completion of inspections by oil majors Shell, Chevron, Total-Fina-elf & BP
- ▶ Commendation for completing project at Dubai Drydocks ahead of time through efficient work-centre scheduling



## Krishna Veer Singh

PhD (Chemical): Focus on Solar Cells' Efficiency Improvements,  
University of California, Riverside, USA  
MTech (Process Engineering),  
IIT Delhi  
BTech (Chemical),  
IIT Delhi

### 7+ years' experience in Manufacturing Operations, General Management and Strategy

#### Senior Process Engineer, Intel, USA

- ▶ Formulated and implemented strategies to scale-up new technologies from R&D to production in world's most advanced semiconductor manufacturing facility
- ▶ Devised new quality-control methods to reduce defects in production process by 52%, saving ~\$40M/Annum
- ▶ Led a 17 member cross-functional team to expand module capacity by 50% and availability by 10%

#### Researcher, University of California, Riverside, USA

- ▶ Built strategic alliances with solar and semiconductor companies by providing value-based research services, generated ~\$2.5M in revenues
- ▶ Led a multidisciplinary team of 9 members to establish Nano-electronics laboratory

#### Achievements

- ▶ Excellence award for fastest New Product Introduction in Intel's history
- ▶ 'Inventor Recognition Award' by Semiconductor Research Corporation for filing patent on manufacturing nanomaterials for Solar Cells





## Lovesh Vashist

PGDBM, Finance  
 Centre for Management Development,  
 Modinagar, India  
 BE (Mechanical),  
 Delhi College of Engineering, India  
 CFA Charter,  
 CFA Institute, USA  
 CAIA Charter,  
 CAIA Association, USA



## Manish Garg

BE-Honors (Mechanical), IIT-Roorkee,  
 India

### 13 years' Emerging & Frontier Markets Investing Experience

#### Head – Investments, Al Suhail Investments, Oman

- ▶ Responsible for Listed investments P&L
- ▶ Risk minimization focus coupled with Contrarian, Bottom-up security selection instrumental in outperforming benchmark by double digits
- ▶ Responsible for Unlisted Special Situation Investment acquisition evaluation and jointly responsible for, performance improvement and disinvestment
- ▶ Influenced Policy changes at Services sector Investee Company helping turn it around
- ▶ Guided Client Profitability Evaluation at Manufacturing Investee Company doubling margins to double digits
- ▶ Liaised with Banks/lawyers/auditors

#### Senior Investment Manager, Oryx Limited, Kuwait

- ▶ Responsible for developing investments and handling broker relationships
- ▶ Introduced new service providers and avoided 2006 bear market in Middle East

#### Achievements

- ▶ Established (& led) Equity Research Division and launched Corporate Finance Division
- ▶ Initiator and Instrumental in maiden mutual fund launch

### 15+ years' of experience in IT Strategy Consulting, Global Program Delivery, Relationship Management at CXO level, General Management and Business Development

#### Director Competency Management, enrich IT, Inc. (India)

- ▶ Conceptualized and led global resource management initiatives
- ▶ Responsible for knowledge management, hiring, utilization, appraisal, and staffing
- ▶ Engaged in business development and pre-sales activities

#### Manager and Senior Principal Consultant., Oracle (USA and India)

- ▶ Global Knowledge Management Leader for a division in Oracle, India
- ▶ Divisional Application Owner (Asia-Pacific region) in Oracle, India
- ▶ Spearheaded the CMMI Level 5 certification as CMMi champion for a division
- ▶ Estimation and delivery management of ERP projects for multiple clients
- ▶ Designed and implemented new delivery processes and standards

#### Senior Consultant, Deloitte Consulting (USA)

- ▶ Track leader for ERP implementations on strategic projects

“The PGPX class brings together a wealth of experience, an extraordinary level of motivation and a high degree of intellectual energy. It is a pleasure teaching this group, and I am sure that they will distinguish themselves in their career.”

– Prof. Jayanth R. Varma  
 Finance and Accounting area, IIMA



## Manish Dutta

BE (Computer Science),  
MNNIT, Allahabad, India  
Six Sigma Green Belt Certified

Around 9 years of experience in IT Project Management and Account Management for BFSI & Telecom domains

### Delivery Manager, TCS, India

- ▶ Built & managed 30+ members team, responsible for high quality deliverables to ABN AMRO Bank. Generated revenue of 2 million Euros per annum
- ▶ Managed account level operational activities and worked with various support groups of the organization

### Project Manager, TCS, USA

- ▶ Successfully implemented onsite-offshore model for GE Financial and Motorola
- ▶ Managed teams spread across multiple nations - USA, UK, China, Netherland and India
- ▶ Achieved Customer Satisfaction Index of 5/5 twice in 2 years. Up from 3.75/5

### Achievements

- ▶ Recognized with "Star of the month", "Beyond the call", "TCS High-Potential Program", "Organizer of Learning Week Quiz", "Learning Prime" awards
- ▶ Photo published in TCS website & magazines



## Mansi Vadodaria

BE (Computer),  
Mumbai University  
PMP Certified  
Six-Sigma Green Belt  
Business English Certificate (Higher),  
Cambridge University

8.5 years of IT Project and Program Management experience

### Program Management Officer, TCS-GE, Tata Consultancy Services, India

- ▶ Led the Program Management Office for GE account (4000+ associates, \$200M revenues, 6 industries)
- ▶ Worked directly with TCS-GE Global Relationship Head to run the account P&L
- ▶ Responsibilities included coordination of Planning, Budgeting, Operations, Client Visits, Process Excellence, Compliance & Security, HR, Reporting to CEO and collaborating across the account to drive various initiatives

### Project Manager, TCS-GE Capital, US

- ▶ Led global team of 25 associates on portfolio acquisition, system integration and data migration projects for GE Capital

### Achievements

- ▶ Awards for Excellence in Customer delivery (Citigroup portfolio integration, Healthcare Financial Services System integration, Sarbanes Oxley Implementation)





## Masoodur Rahman

BTech (Mechanical),  
IIT Kharagpur, India

12 years of experience in System Design in multinationals and technology startups

### Principal Engineer, Emulex, USA

- ▶ Led multiple product developments for converged network adapters business line with annual revenue of \$500m
- ▶ Developed the data path architecture for the storage virtualization stack for data center

### Co-Founder, EmbedX Information Systems, India

- ▶ Secured seed funding and incubation facility at IIM-Bangalore
- ▶ Architected solution for vehicle telematics and interfaced with customers for deployment

### Team Lead, Motorola, India

- ▶ Managed the development of Linux based embedded solution for telecommunication boards at Force Computers, acquired by Motorola

### Systems Engineer, IBM, India

- ▶ Led the development of Bluetooth firmware on handheld device.
- ▶ Managed the feature development for networking protocol stack and network processor verification

### Achievements

- ▶ Filed patent for data transfer acceleration in converged adapters



## Mrigank Ballabh Singh

BE (Computer Science), MNNIT,  
Allahabad

10 years of IT experience as Account Manager with TCS

### Account Manager, US and India

- ▶ Managed a \$15million account with a large pharmaceutical company from due diligence to program execution
- ▶ Developed business strategies, prepared cost and revenue budgets, monitored productivity goals and led the bids for large contracts in areas of data warehousing, business intelligence, data management and shipping & logistics
- ▶ Responsible for managing a team of 52 people, delegating project priorities, implementing improvements, and mitigating the project risks
- ▶ Business Analyst (UK, Australia and India)
- ▶ Responsible for managing and deploying a shipping software product for P&O Nedlloyd

### Key Achievements

- ▶ Negotiated \$25 million strategic data management deal; Responsible for the deal from responding to RFP to managing the transition





## Mukesh Chauhan

MSc, University of Pune  
BSc, National Defence Academy

### 12 years experience in General Management, Operations and HR Management in Indian Army

#### Battery Commander

- ▶ Managed a team of 120 soldiers and looked after their administration, welfare, movement and training
- ▶ Functional experience in General Management and Strategic planning
- ▶ Simultaneously handled multiple projects and sensitive equipment worth millions of dollars

#### Column Commander

- ▶ Worked in high pressure and high risk assignments with teams ranging from 5 to 120 persons
- ▶ Maintained peace in area of responsibility (600 sq km) which involved anti militant operations, liaison with civil administration and good relations with local population (1.5 lakh)

#### Awards

- ▶ Awarded General Officer Commanding-in-Chief's Commendation Card on 15 Aug 2010 (chosen from 3000 officers) for unparalleled professionalism and devotion to duty



## Mukesh Kumar

BTech (Civil),  
IIT-BHU, India  
PMP, Project Management Institute  
(PMI), USA  
CFA Level 1 (Dec 2010),  
CFA Institute, USA

### 9+ years of experience in Business Development, Relationship Management & Project Management

#### Project Manager, Infosys Technologies, US/India

- ▶ Led a project in Honda with a budget of \$2 billion
- ▶ Managed a new multi-million relationship account with Honda for Infosys in 2008
- ▶ Led cross-functional presales teams for bids ranging from \$1 mil to \$10 mil
- ▶ Experience - 3 years in Supply Chain Management at DHL; 2 years in banking at BOFA and 4 years in manufacturing industry at Chrysler and Honda

#### Awards:

- ▶ Excellence Award in 2005 from Infosys for massive consolidation effort after acquisition of Airborne Express by DHL
- ▶ Certificate at workshop on assembly line operations at Ford, Chennai
- ▶ Bravo Award from Chrysler for developing Management Scorecard





## Neel Bhatt

MS (Electrical),  
University of California, Los Angeles  
Bachelors (Physics and Applied  
Mathematics),  
University of California, Los Angeles  
US Citizen/OCI

### 14 years of experience in Project Management, Product and Process Engineering

#### Project Manager, Texas Instruments, USA

- ▶ Drove on-time release of new semiconductor products with annual revenues of \$20mn
- ▶ Directed international cross functional team for TI's new flagship products
- ▶ Led technical teams in investigating customer returns and line downs

#### Product and Process Engineer, Texas Instruments, USA

- ▶ Invented methodology for monitoring tools increasing annual profit from operations by \$16mn
- ▶ Optimized processes for yield improvement for automotive and digital parts by 10-15%
- ▶ Led new technology transfers from R&D to production for multiple silicon nodes
- ▶ Contributed to the successful launch of TI's new production facility

#### Achievements

- ▶ One patent awarded and second patent under review both for process improvements
- ▶ Co-authored two papers for inter-factory knowledge transfer conferences



## Nilesh Gohil

BE (Instrumentation and Control),  
Gujarat University, India  
PMP, Project Management Institute  
(PMI), USA  
British Citizen / Indian

### 12 years of Experience in Leadership, Operations, and Technology in Telecommunications and IT Industries

#### Project Manager, Nokia, UK

- ▶ Responsible for delivering strategic R&D programs of over \$6mn and 90 team members
- ▶ Led integration of an acquired company – Symbian Ltd – across six global sites. The integration of 1900 R&D staff reduced Nokia's time-to-market for smartphones by 15%
- ▶ Coordinated a multi-disciplinary, cross-vendor team for deliveries of several new products. One such product accounted for \$60mn revenue

#### Offshore Lead, Mphasis, India

- ▶ Established Symbian's offshore center. Built and led a 40-member team, resulting in 25% cost saving
- ▶ Contributed to business development activities, winning a deal worth \$2mn

#### Achievements

- ▶ Won top-level awards for driving large-scale collaboration at Nokia
- ▶ Identified to participate in a Fast-Track Leadership Program for high potential employees

“I came into PGPX from a predominantly technical background and PGPX helped me immensely to get the bigger perspective of business. Besides the undisputed highest quality of academics, PGPX exposed us to real life business situations through various industry interaction, top quality seminars, hands on entrepreneurial exposure and industry thought leadership. In short, IIMA prepared us to take on business problems without being confined to specific industry or domain. In the professional front, PGPX provided immense opportunities to pursue career choices with both industry and role switch - something that would never have been possible without the holistic education quality and recognition.”

– **Gautam Bhayan** (Class of 2011)  
Engagement Manager, TCS, India





## Niten Lalpuria

MS (Physical Chemistry), Ohio University, USA  
BE (Chemical), University of Mumbai, India

### 9 Years of Experience in Design and Development of Innovative Products

#### Senior Engineer, Abbott Laboratories, USA

- ▶ Led cross-disciplinary team for designing high-precision medical device for a \$200 million project
- ▶ Executed strategic plans to reduce the costs of producing injection moulded consumables by 20%
- ▶ Authored Design Input Requirements by collaborating with team leaders from marketing, human factors, manufacturing and scientific functions

#### Senior Biomedical Engineer, QDxInc, USA

- ▶ Spearheaded development of Intellectual Property for breakthrough technology in next-generation Point-of-Care Haematology devices – from paper concepts to feasibility assessment to prototypes
- ▶ Founding member of start-up that strategically partnered with a Fortune 500 company

#### Achievements

- ▶ Six U.S.patents in the area of digital image analysis and design of medical consumables
- ▶ Developed nanotechnology application for coloured e-reader (such as Kindle)



## Nitesh Misra

Certified Lean Six Sigma Black Belt  
Diploma in Business Finance (DBF)  
ICFAI, Hyderabad  
BCom (H)  
University of Delhi, India

### 10 years Consulting and Operations experience across Banking, Financial Services and Insurance

#### Operations & Quality Roles – BFSI, Genpact

- ▶ Worked as Service Delivery Lead, responsible for SLA delivery and driving Revenue & EBIT for US Banking clients
- ▶ Previous stint as AVP-Reengineering (Europe and Australia), responsible for engaging clients in identifying and executing business impact portfolio's through Lean Six Sigma and Reengineering projects

#### Area Operations Manager, ICICI Bank, India

- ▶ Managed front and back-end operations for a Retail asset portfolio of 9 products with \$150mm monthly disbursement value
- ▶ Part of pioneering team that implemented the hub-and-spokes strategy to expand Retail Lending distribution and service reach

#### Analyst – Business Consulting, Arthur Andersen, India

- ▶ Specialist in large-scale organizational restructuring, program management and financial modeling







## Padmapriya V

BE (Instrumentation and Control),  
University of Madras, India  
Microsoft Certified Professional [MCP]

### 7 years of Experience in IT Project Management, Solutions Delivery and Client Interfacing

Programmer Analyst , Infosys Technologies Limited, USA, Japan, India

- ▶ Led end-to-end solution delivery projects from consulting through implementation, some involving 40-member onsite/offshore teams
- ▶ Helped establish CMM-compatibility at project-level by defining standardized practices
- ▶ Launched "SInergy", the first monthly intra-departmental newsletter

Industrial Process-Control, Reliance Industries, Refineries Division

- ▶ Achieved Cost-reduction in plant operation by automating processes
- ▶ Handled Vendor Relationship Management and product promotion for a start-up

### Achievements

- ▶ Received "Best Vendor Award" from Johnson Controls , USA (Client, Infosys Technologies)
- ▶ Initiated a Technology-Training-Program for field workers @ Reliance
- ▶ Gold-Medalist at Engineering College and 6th Rank holder in University
- ▶ Executive Planner for a Social Enterprise – E4SI (Engineers-for-Social-Impact)
- ▶ Organiser- TEDxGardencity-2010,Bangalore



## Palash Doshi

BE (Mechanical), NIT Surathkal  
PMP – Project Management Institute  
(PMI), USA

### 12 years of Product development, Technology consulting & Management of Enterprise Solutions in Logistics, Insurance and Manufacturing

Solution Architect, Genco Supply Chain Solutions, USA

- ▶ Led design/implementation of logistics software solution - currently deployed at 10,000 retail pharmacy stores (CVS, Wal-Mart and Target)
- ▶ Managed \$1.5mn Business Definition Initiative involving cross cultural teams across multiple geographies
- ▶ Responsible for managing Vendor Relationships & advising Top Management on the Business Intelligence (BI) Roadmap for the Organization

Consultant, Compuware Corp, USA

- ▶ Led the BI Group, managed and provided solutions (\$3mn) in Mutual Funds, FMCG and Education
- ▶ Collaborated with sales team to conduct business development activities and won project worth more than \$1mn

Project Lead, Satyam Computers, USA

- ▶ Started offshore BI team providing substantial savings and improved response time by 50%





## Pervinder Singh Chawla

BE (Mechanical),  
Punjab Engineering College,  
Chandigarh.

11 years of Sales and Marketing experience in Telecommunication, Consumer Durables and Automobile Industry.

### Senior Manager - Marketing, Idea Cellular

- ▶ Head Marketing (Post-paid) for three telecom circles in India with annual revenue responsibility of Rs. 2500 Million
- ▶ Led cross-functional team responsible for integration of Spice Communications with Idea Cellular

### Senior Manager - Sales, Reliance Communications

- ▶ Head Blackberry and Data-card business for three telecom circles with sales, service and revenue KPI's

### Manager – Sales, Tata Teleservices

- ▶ Head Sales (Post-paid) for 'Retail Business' for North Punjab and then for 'Enterprise Business' for the circle

### Area Manager, LG Electronics

- ▶ Led a team of sales professionals for Consumer Electronics, Home Appliances, IT Products and Mobile Handset business in North India. My 4 years tenure saw business growth of 50% CAGR



## Pramod Singh

BE (Mechanical),  
National Institute of Technology  
Karnataka (NITK), Surathkal, India  
Permanent Resident, Singapore

8 years' experience managing IT-enabled business solutions in financial services domain

### Development Manager, Credit Suisse, Singapore

- ▶ Led change management efforts in Derivatives-Settlement process, thereby effected annual savings of \$50 million
- ▶ Conceptualized and managed implementation of real-time payment instruction process, which reduces risk of payment to distressed counterparties
- ▶ Managed delivery of trade matching system which reduced Marketers' and Middle-Office trade booking efforts by 50%
- ▶ Managed a 15 member cross-functional team spread over Singapore, USA, and UK

### Senior Product Engineer, IDS, India

- ▶ Hired and mentored a new product-development team
- ▶ Managed product-development efforts collaborating with stakeholders in USA

### Software Engineer, Tavant Technologies, India

- ▶ Built secure document delivery system for mortgages
- ▶ Provided on-site training and support at Ameriquest Mortgage Company, USA





## Prashant Gutala

MS (Computer Science),  
New Jersey Institute of Technology,  
USA  
BE (Civil), Osmania University, India

10 years of international experience in marketing, business development and technology consulting

### Principal Consultant, Maples, USA

- ▶ Led cross-functional 30+ member teams as part of a \$35 million enterprise global risk management solution for a major biotech firm
- ▶ Developed strategic business initiatives with Oracle and Red Hat in education, consulting and product practices
- ▶ Led onsite IT projects in finance (Citi, Merrill), energy (Smart meter, PG&E), biotech (Celgene) and healthcare (EMR) domains
- ▶ Managed relationships with clients, business-partners, vendors and technology teams

### Delivery Technologist, BEA Systems, USA

- ▶ Delivered product pre-sales and training solutions to 1200+ senior and top management teams of Fortune 500 companies
- ▶ Hands on experience in business analysis, architecture and implementation of complex IT projects involving middleware, BPM, application integration, web and content management



## Prashant Bhugra

BE (Electronics),  
University of Mumbai, India  
US Employment Authorization  
Document (EAD) holder

13.5 years of international experience in Strategic Leadership, Program Management, P&L Management and Technology Consulting

### VP/Business Solutions Architect, JPMorgan Chase, USA

- ▶ Formulated multi-year strategies for top ranked programs such as Enterprise Alerts, Customer Loyalty. These programs contributed over \$150 million to annual revenue growth
- ▶ Led multicultural team of 20+ members along with 7 external vendor teams, driving execution of key initiatives
- ▶ Spearheaded Total Cost of Ownership (TCO) reduction opportunities, providing net operational savings of \$3 million

### IT Architect, Hewlett-Packard, USA, Netherlands, Singapore, Australia, Taiwan, India

- ▶ Managed worldwide client engagements and consulting opportunities in US and EMEA

### Achievements

- ▶ Received Performance Excellence Award for demonstrating leadership, influence and technical skills, which resulted in successful closures of multimillion dollar deals with many of HP's clients

“We had a great interaction with the PGPX students during our first recruitment event at IIM A. The students come with significant experience and proven credentials, go through the IIM A rigor and emerge as ideal candidates for leadership roles.”

– Kirthiga Reddy  
Head of Facebook- India





## Prashant Saxena

MCA,  
Pune University, India  
B.Sc. (Physics, Maths)  
University of Lucknow, India  
Permanent Resident - Singapore

10 years of IT management experience in Investment Banking front-office technology with extensive exposure to managing strategic projects and business partners across multiple levels

### Associate (Sr.), JPMorgan Chase, Singapore

- ▶ Managed 35-member cross-functional team across 7 countries
- ▶ Delivered multi-million dollar strategic project to facilitate cross-asset derivatives trading on a consolidated trading and risk-analytic platform, resulting in significant cost savings

### Assistant Vice President, Barclays Capital, Singapore

- ▶ Managed a team of 12 in Prime Services Division to deliver OTC clearing solution, enabling the firm to become the first broker to clear client CDS and IRS trades on central clearing house
- ▶ Delivered projects to enhance resiliency, efficiency and regulatory capability in electronic trading of OTC derivatives



## Pratik P Tamhane

BE (Instrumentation and Control),  
Nirma Institute of Technology, Gujarat  
University  
Certified Software Quality Analyst  
Microsoft Certified Professional

10+ years of Project Management, Business Development and Customer Relationship Management experience

### Project Manager, TCS, USA

- ▶ Managed a cross-functional global team of 70+ associates. Responsible for recruitment, mentoring, appraisals & career development of associates
- ▶ Managed end-to-end solution, customer relationship, sales, delivery and invoicing. Streamlined the support process, increasing productivity by 30%
- ▶ Spearheaded business development efforts, including project blueprinting, sales presentations and commercial negotiations, leading to 35% increase in account revenues; recently awarded contract worth \$20 Million

### Senior Consultant, Criminal Justice, TCS, USA

- ▶ Led a multimillion dollar strategic initiative to develop an integrated product for 6 criminal justice agencies
- ▶ Liaised with business users to conceptualize requirements

### Achievements

- ▶ Consistently rated among top 10%; 'Star Performer Award' for outstanding client service





## Premendra

PhD (Materials Science), Delft University of Technology, Netherlands  
BTech (Materials Science and Metallurgy), IIT Kanpur, India  
Foreign Language: Japanese (Yamasa – level 'C')



## Puneet K Saraf

MSc (Computer Science), University of Bath, UK  
BCom (Honours), University of Delhi, India  
British Citizen, Overseas Citizen of India

### 9 years of experience in managing Product Innovation and Process Improvement

#### Senior Engineer, Toyota Motor, Belgium, Japan, UK

- ▶ Concept-to-commercialization experience in electric vehicles
- ▶ Managed an international team of 20 employees/suppliers that developed innovative low-cost product, designed production line, and implemented quality controls (savings: € 200/car)
- ▶ Represented Toyota at Clean Energy Partnership - € 1.4B public-private hydrogen demonstration project in Germany
- ▶ Led a team on the 'axle' section of assembly line and implemented kaizen activities that reduced cycle time by 6%

#### Co-founder and Director, Perspectives, Belgium

- ▶ Provided consultancy on clean energy technology benchmarks and industry trends to clients

#### Researcher, Delft University of Technology, Netherlands

- ▶ Led an industry-university joint fact-finding team and investigated aluminum production line
- ▶ Achieved 50% reduction in material loss

#### Achievements

- ▶ 2 pending patents. 5 journal publications

### 9 years of experience in Contract Negotiations, Finance, Sales, Operations and Account Management in IT Industry

#### Business Case Manager, Capita (UK) & Atos Origin (UK)

- ▶ Structured financials, sales and win strategy of a deal & led commercial negotiations with clients at CxO level
- ▶ Closed \$850m+ of global outsourcing contracts in both public & private sectors
- ▶ Key wins: UK Passports Programme (\$425m), BNP Paribas (\$80m), Harrow Council (\$80m), UK Driving Standards Agency (\$50m)

#### Service Delivery Manager, Atos Origin (UK)

- ▶ Managed \$50m P&L (Virgin Mobile), increased profitability by 200%
- ▶ Led 6 delivery teams (30+ members), accountable for Client Relationship & Service Levels

#### Achievements:

- ▶ Acclaimed by CEO for establishing the pricing & sales strategy of a new software and capturing double-digit market share within first year of operations





## Rahul Bheemidi

MS (Mechanical),  
University of Cincinnati, USA  
BE (Mechanical),  
Osmania University, India  
US Citizen / Indian

12+ years of international experience in product sales and support in Wireless Communications and RF/microwave Electronic Test Industry

### Senior Application Engineer, Agilent Technologies, USA

- ▶ Achieved sales in excess of \$2 m annually by providing technical expertise and sales account planning
- ▶ Delivered pre- and post-sales support in areas of LTE, WiMAX, HSPA, EV-DO, CDMA, 802.11 technologies
- ▶ Managed customer relationship with key strategic customer accounts such as Motorola, Broadcom, Mitre (US Defense Contractor)
- ▶ Led a team of engineers in improving operational efficiency of the technical contact center by streamlining the support of complex test and measurement products
- ▶ Contributed to product development of a key electronic test product used in mechanical vibration test

### Achievements

- ▶ Received "High Achievers" award for excellence in customer delivery and meeting company goals



## Rahul Jindal

BE (Computer Science), (Silver Medallist)  
Punjab Engineering College, India  
Certificate in Strategic IP Management  
World Intellectual Property Organization, Switzerland

9 years in Business Setup & Management, Innovation and Strategy

### Assistant Vice President, CPA Global, India

- ▶ Identified market opportunity, started and headed a \$3mil division providing Innovation Management Advisory; raised client engagement levels for the entire company
- ▶ Devised strategies for CxO clients across Internet & social media, cleantech, hi-tech, automation and consumer goods - \$75mil value creation
- ▶ Created differentiation for a £150mil business - Won the CPA Global Service Award 2010 (Business Innovation)
- ▶ Filed four patents related to assessment & valuation of intangible assets
- ▶ Achieved highest employee satisfaction scores companywide (Surveys conducted by Gallup)

### Senior Specialist, Pangea3 (Thomson Reuters), India

- ▶ Reported to the CEO, setup and grew a 300% profit outsourcing business; Awarded Employee of the Year
- ▶ Led Business Development support for 20 global clients





## Rajat Kaul

BE (Production and Industrial),  
Delhi College of Engineering, Delhi,  
India

### About 12 years of global Management and Consulting experience in Enterprise Applications space

#### Development Manager, Oracle, India

- ▶ Managed development of software products for retail industry, catering to 200+ businesses spread across the globe

#### Manager, Capgemini Outsourcing, India

- ▶ Developed new go-to-market service offerings for the Outsourcing division
- ▶ Responsible for designing offering roadmap, building delivery competence and driving new business through the offerings

#### Senior Consultant, IBM Global Business Services, India, UK

- ▶ Executed consulting assignments for a major UK retailer, primarily dealing with aligning IT systems to the changing needs of the supply chain

#### Senior Project Manager, Infosys, India, US

- ▶ Managed enterprise systems implementation projects, comprising of cross-functional globally distributed teams, for major retailers



## Rajnish Kumar

Indian Railway Service of Engineers  
BTech (Honours), Civil Engineering  
IIT Kharagpur

### 16 years of experience in General Management and Infrastructure Project Management

#### Deputy Chief Engineer (Construction), South Eastern Railway, Rourkela, India

- ▶ Managed Railway construction projects worth up to Rs 500 crores
- ▶ Handled tenders & contracts for financial and operational management of projects
- ▶ Ensured project performance on deliverables of quality, cost and time
- ▶ Executed pre-construction activities such as survey, design and estimating
- ▶ Liaised with central and state government agencies

#### Deputy Chief Engineer (Workshop), South Eastern Railway, Sini, India

- ▶ Led a team of 500 people to fabricate railway steel bridges and track components
- ▶ Overall responsible for production, customer relations, finance and HR

#### Senior Divisional Engineer, South Eastern Railway, Chakradharpur, India

- ▶ Responsible for maintenance and renewal of Railway track, bridges and works
- ▶ Executed works through tender and contract management

“I chose PGPX for the quality of students it attracts, IIMA brand and the world-renowned faculty in various disciplines. PGPX exceeded my expectations in all aspects. I was really impressed by the diversity of the class and composition of the study groups. Throughout my year at IIMA I participated in more than 50 case study discussions in class and in study group. The diversity of group ensured that I was challenged to think beyond obvious and learn to appreciate working in a multicultural world. The well-rounded coursework provided me a solid grounding in business concepts and case studies helped me learn how to apply these concepts to real world problems. The most important takeaway for me is the confidence that I can formulate the best possible solution for any business problem using right set of tools and frameworks.”

– Rajat Garg (Class of 2010)

Director, Product Management, Bubble Motion, Singapore





## Rohit Kumar Jain

ME (Production), MNNIT Allahabad  
BE (Mechanical), North Maharashtra  
University  
Project Management Professional  
(PMP), PMI, USA

9 years of Consulting and Project Management experience in providing strategic IT solutions

### Project Management, TCS-USA

- ▶ Developed and managed client relationships in a cross-functional, multi-cultural environment
- ▶ Spearheaded productivity improvement initiatives across projects in a \$40 million revenue account, increasing gross margins by 5%
- ▶ Reduced project management costs by 25% through effective scheduling and cost control
- ▶ Led a Customer Value Management initiative that added value worth \$1 million within a year for a major technology firm

### Consulting, TCS-USA

- ▶ Designed and implemented business critical applications for an Aerospace company; achieved 10% reduction in project costs
- ▶ Led pre-sales support for a \$10 million project; suggested technological roadmaps aligned with customer's strategic objectives
- ▶ Re-engineered business processes for a Fortune 100 client; achieved 15% reduction in product customization costs



## Sachin Damle

PhD (Mechanical Engineering),  
Syracuse University, USA  
MS (Mechanical Engineering), Syracuse  
University, USA  
BE (Mechanical), University of Bombay,  
India  
US Citizen, Overseas Citizen of India

12 years of experience in Product design, Technology development, Project Management and Sustainability Strategy formulation for Power Generation Systems

### Black Belt / Project Management for Corporate Sustainability, Caterpillar, USA

- ▶ Development of companywide sustainability strategy
- ▶ Strategy development and execution, for improving energy efficiency across production process, resulted in significant cost savings

### Team Lead: Product Enhancement and Robust problem resolution, Caterpillar, USA

- ▶ Durability enhancement efforts of modern industrial gas-turbine
- ▶ Highly cross-functional crisis management team for resolving potential field failure

### Team Lead: Technology, Product & Process development, Caterpillar, USA

- ▶ Compressor aerodynamic design, development & testing of three state-of-the-art industrial gas-turbine (patent pending on design-features)
- ▶ Led state-of-the-art design methodology, optimization and lean process development efforts

### Achievements

- ▶ AIAA Northeast Regional, Student Paper Award: First Place in Graduate Division







## Sameer Jain

MBA (Finance), IMS, DAV Indore  
BE (Computer Science), Bhopal  
University  
PMP, Project Management Institute  
(PMI), USA

11 years of International experience in Strategic Sales, Business Development, Global Program Management

### Lead, Strategy and New Business Initiatives – TCS, Telecom-BU

- ▶ Established Sales Excellence Office for Telecom BU to deliver competitive sales strategies. Successfully led sales effort for multi-million dollars IT Transformation deals
- ▶ Implemented standard processes and governance for sales life-cycle management, account reviews, customer-engagement plans

### Business Relationship Manager, TCS

- ▶ Managed customer relationship at CIO/VP levels and handled \$22 M+ sales portfolio through consultative sales for a global Telecom major
- ▶ Member of TCS' core-team spearheading contract negotiations for multi-year Master Services Agreement

### Global Delivery Manager, TCS

- ▶ Managed 400+ workforce spanning India, US, LATAM, China and delivered business-critical programs in Supply Chain, Sales & Services, Process Optimization
- ▶ Authored and deployed an enterprise-wide IT Managed Services framework



## Sameer Madan

Masters in Human Resource  
Management, Delhi School of Economics,  
University of Delhi  
Prince 2 Practitioner, Office of  
Government Commerce,  
United Kingdom

13 Years of Experience in Project Management, Stakeholder Management, Business Analysis and Consulting

### Project Manager - Logica Plc., UK

- ▶ Executed a £3m project for externally hosting Payroll & Benefits services of Ford Motor Company, UK
- ▶ Responsible for client delivery and stakeholder relationships at Senior Executive level

### Service Delivery Manager – Bank of America Merrill Lynch(BofAML), UK

- ▶ Led a \$4m program for post-merger harmonisation and integration of HR systems of BofAML for UK and Ireland operations
- ▶ Managed a team of over 30 consultants, analysts and SME's across UK, USA and India

### Sr. Consultant – Capgemini UK, IBM UK and Oracle Corporation

- ▶ Architect for HR and Benefits system transformation projects in leading fortune 500 organisations

### Achievements

- ▶ Nominated to LEAP Leadership talent pool for Asia Pacific
- ▶ Received Consultant of Year award





## Sanjay Sundaresan

MS (Mechanical Engineering),  
Oklahoma State University, USA

12+ years of global experience in program delivery, business development, and operations management in IT Services & Products industries

### Delivery Manager & Program Director, Wipro Technologies, India

- ▶ Program Director and Delivery Manager for several large (USD 15+M) global engagements. Headed delivery, business development, and operations. Managed client relationship at CXO/Director levels
- ▶ Managed pre-sales from lead generation to contract negotiation for multiple global accounts. Successfully managed large (USD 100+M) transformation and outsourcing bids
- ▶ Launched a new technology group and headed its Chennai operations including marketing & sales strategy and competency management

### Staff Engineer, Seagate Technology, USA

- ▶ Lead Engineer for several concurrent, multi-million USD, cross-functional projects. Managed program launch and transfer in US & APAC
- ▶ Led global task-force in establishing a company-wide SDLC framework for internal projects



## Saurabh Bisaria

MBA, IT Management  
Indian Institute of Information  
Technology and Management, Gwalior,  
India  
BE (Mechanical),  
BIET, Jhansi, India  
PMP Certified, Project Management  
Institute, USA

10 years of Global Software delivery and management experience

### Associate Consultant, Tata Consultancy Services Limited, India

- ▶ Software project management including customer relationship management, SLA negotiation and process management
- ▶ Contributed onsite in US operations by delivering software services for ambitious projects under demanding time constraints
- ▶ Lead a team of 25 associates for multimillion dollar project for a U.K. based client
- ▶ Devised, effectuated and managed strategic plans for a 300+ million World Bank funded IT program
- ▶ Team management including mentoring, goal setting, performance appraisal

### Achievements

- ▶ Member of task team that lead the entire center for CMMi Level 5 implementation and assessment
- ▶ "Best team award" for excellence in customer delivery
- ▶ Successfully managed engagements with clients/senior management
- ▶ Internal Project auditor





## Saurabh Dwivedy

BE (Electrical), IIT Roorkee

12 years of global experience in delivering Data-Driven Marketing Programs and Strategies.

### Senior Manager – Analytics, Tata-AIG, Mumbai

- ▶ Achieved \$12 M of Cross Sales and Retention Revenue
- ▶ Led key Bancassurance Partnerships bringing \$15 M of Annual Sales

### Director Analytics, Eways, Indonesia

- ▶ Core Executive Member; participated in Business Development Strategy initiatives
- ▶ Developed a data-mining-driven retailer incentive program, saving \$50,000 annually
- ▶ Expanded business to the Regional SE Asian Market

### Manager Marketing, Al Futtaim Group, Dubai

- ▶ Established a Direct Marketing Distribution Channel: Annual sales target of \$3.5 M
- ▶ Architected the CRM System and developed operational SLA's
- ▶ Managed a cross-functional team of IT, Sales and Underwriting Staff, across Group Companies, to launch the Direct Marketing Campaign



## Saurav Chaudhuri

BTech (Metallurgical and Materials),  
Indian Institute of Technology,  
Kharagpur, India

11 years in IT presales, business analysis and software testing mostly in airlines and airports domain

### Senior Manager, SkyTECH Solutions, India/USA/UAE

- ▶ Managed presales team by qualifying leads, driving customer demos and presentations and handling proposals
- ▶ Worked with senior management in engagement pursuits by analyzing client business scenarios and defining IT solutions
- ▶ Worked directly with one of the largest airlines in USA at middle executive levels and built a software testing team from scratch to 25 billable members

### Engineer, Bharat Heavy Electricals Limited, India

- ▶ Led 20-member technician team to manage pit-side operations of electric arc furnaces

### Achievements

- ▶ Developed IT applications roadmap and IT implementation plan for a private greenfield airport, which is estimated to handle 400000 passengers per year

“We have been recruiting at IIM A for the last several years and in particular from PGPX since 2009. We have found the work experience, talent pool and education at IIM A to be a potent mix that would certainly help create future industry leaders.”

– Dr. Anadi Pande

VP HRM & Corp. Planning & Strategy Function, Hero Honda Motors Ltd



PGPX



## Sharad Goel

MS (Software Systems),  
Birla Institute of Technology & Sciences,  
(BITS), Pilani, India  
BE (Electronics and Communication),  
Maharishi Dayanand University,  
Haryana

### 10+ Years of Business Consulting, Program Management, and Pre-Sales experience in Telecom and IT Services

#### Senior Associate, Infosys Consulting (India) Ltd., Bangalore, India

- ▶ Strong track record of managing business critical projects for telecom service providers across UK, USA and Europe
- ▶ Consulting Lead for British Telecom's \$10M Fiber Program. Managed a 30+ member team for delivering service's designs, operational processes, and customer experience KPIs
- ▶ Managed multi-cultural team to launch VoIP & broadband services for a major ISP in USA. Provided savings of \$4M
- ▶ Led multi-vendor team to develop a \$5M order-fulfilment platform for European telecom major
- ▶ Led pre-sales efforts in multi-million dollar deals. Last win was a \$25M outsourcing contract
- ▶ Conceptualized and developed key telecom market offerings

#### Achievements

- ▶ Received "Best-Managed Project" and "Certificate of Excellence" awards



## Shiva Tanuku

MS (Telecom Software Engineering),  
Birla Institute of Technology and  
Science (BITS), Pilani, India  
BE (Computer Science and Electronics),  
SJCE, Mysore University, Mysore, India

### 10+ years' experience in Product Engineering, Onsite Coordination, Program Management and Business Development

#### R&D Specialist, Hewlett-Packard, India

- ▶ Led multiple projects in a Networking product, with over 12000 customers across the globe and \$8 million revenue
- ▶ Technical interface for joint venture projects
- ▶ Handled techno-marketing roles, involving customer interaction (Europe), product presentations and feedback evaluation
- ▶ Awarded two leadership excellence awards

#### Architect and Onsite Coordinator, Wipro Technologies, India & USA

- ▶ Handled multiple Onsite Coordination and Program Management roles, across different geographies. Executed projects, with exceptional CSAT ratings
- ▶ Drove innovation, resulting in substantial cost savings of over 80% and increase in business
- ▶ Was consultant for best practices in automation
- ▶ Interacted with customers across USA, Canada and China
- ▶ Consistently rated as one of top 10% performers in Wipro and Hewlett-Packard





## Shivram Ramakrishnan

Chartered Accountant  
Institute of Chartered Accountants of India  
Bachelor in Computer Applications  
University of Madras  
Certified in SAP - Managerial and Financial Accounting



## Smitha Venkataramana

BE (Computer Science),  
Manipal Institute of Technology  
INS (Insurance) Certification from AICPCU

### 7+ years in Financial Control, ERP and Business Planning Solutions

Senior Functional Consultant, Olam Information Services Private Ltd. (India)

- ▶ Designed costing system across 22 product categories in manufacturing and distribution value-chains
- ▶ Built and enabled accurate KPI reporting for new manufacturing and distribution businesses
- ▶ Assisted in harmonizing business processes across 50 geographical locations
- ▶ Managed consulting and testing team to support SAP implementations in 7 worldwide locations
- ▶ Responsible for fast financial month close of businesses in new ERP system

### Keane Inc. and Deloitte Consulting (India)

- ▶ Finance and Cost Management consulting for automobile, pharmaceutical and agricultural products industries
- ▶ Managed ERP and Business planning implementations of pharmaceutical and IT companies

### CitiFinancial Consumer Finance India Ltd.

- ▶ Handled financial control function of division with annual revenues of INR 2300 Million

### 7+ years of project management experience in Infosys Technologies Ltd.

#### Technology Consultant for Allstate Insurance Company, USA

- ▶ Designed an innovative approach to develop rating plans that drastically reduced development effort, saving up to \$1 million/ year for the client
- ▶ Essential member in client strategic planning sessions to drive down costs through simultaneous multi-state delivery and rollout plans

#### Implementation Manager for development project for an Insurance product company

- ▶ Received special mention by the CEO of the client company for resolving a critical technical issue, saving the client company a payment of \$100,000 in penalty

#### Delivery lead and lead business analyst in a development project for Allstate Insurance Company

- ▶ Awarded "Insurance Unit Champion"
- ▶ Received "Most Valuable Player" for Insurance Department





## Sourabh Sodani

ME (Software Systems),  
Birla Institute of Technology and  
Science, Pilani, India  
BE (Electronics and  
Telecommunication),  
Bhilai Institute of Technology, Durg,  
India  
Six Sigma Green Belt Certified



## Sreekanth Gopinathan

BTech (Computer Science),  
College of Engineering, Trivandrum  
PMP, Project Management Institute  
(PMI), USA

### 9 years of experience as project lead in IT services and product development

#### Project Lead, Avaya, India

- ▶ Led team of 6 to develop integrated management solution for configuring multiple unified communication products
- ▶ Instituted and enforced agile development process in product development team

#### Technical Lead, TCS, India & USA

- ▶ Led team of 4 to develop portal for managing government employees' pension funds under PFRDA's new pension scheme
- ▶ Developed service layer architecture for Mohegan Sun casino
- ▶ Led team to develop monitoring applications for gas and steam turbines for GE Energy

#### Achievements

- ▶ Helped in setting up a HDPE woven sack lamination firm
- ▶ Business proposal on briquette manufacturing was selected in top 80 out of 1000 proposals in event organized by ET and IIMA in 2010

### 9 years of IT Project Management, Consulting and Client relationship management

#### Project Manager, Infosys USA

- ▶ Managed portfolio of projects involving multifunctional, cross-vendor teams with budget \$3 M for a leading credit card provider
- ▶ Led strategic \$1 mn technology and business transformation engagement from concept to rollout for a leading financial services company
- ▶ Led presales including successful \$1 M deal involving non-linear pricing model

#### Consultant, Infosys USA

- ▶ Redesigned business and technology platform of the online balance transfer business of a leading credit card provider to achieve annual volume of \$2 billion
- ▶ Designed business process for client statement generation resulting in significant operational savings for an Investment Management company (AUM>\$70B)
- ▶ Led concept and implementation of process efficiencies in middleware platform of a leading financial services company





## Sudipto Mazumder

BE (Mechanical),  
Jadavpur University, Kolkata, India  
PMP, Project Management Institute  
(PMI), USA

15 years of experience in product creation, project and general management in automotive, consumer electronics and industrial products

### New Product Creation Management, TATA Autocomp Systems, India

- ▶ Handled end-to-end responsibility, from concept to launch, of new automotive interior products
- ▶ Led \$10 million+ programs for global OEM's including Nissan, VW, GM, Ford, TATA

### Functional Management (Mechanical), Honeywell Tech Solutions, India

- ▶ Provided functional leadership across 3 business divisions
- ▶ Responsible for building delivery competence for multi-divisional product creation
- ▶ Handled lifecycle responsibility of a global product-line for Energy and Combustion Controls division

### Project Management (Mechanical), Philips Consumer Electronics, India/Singapore/China

- ▶ Led the first India-China-Singapore collaborative product creation program for television business
- ▶ Managed the first exports program for East-Europe, Russia & Pakistan



## Sujata Sadhu

BE (Electrical), Jadavpur University,  
Kolkata, West Bengal, India  
PMP, Project Management Institute  
(PMI), USA

10+ years of experience in IT Consulting, Program Management and Delivery Management

### Program Manager, TCS, UK & India

- ▶ Led a 50 person team in implementing an E2E marketing solution, worth \$1.5 million, for an UK-based telecom major
- ▶ Managed portfolio worth \$1.2 million annual revenue, achieving 99.5% customer satisfaction index
- ▶ Strategized and established offshore delivery centre, including team development with a new TCS client, with projected annual budget of \$2 million
- ▶ Defined and implemented offshoring strategy for new programs, achieving cost savings of 40% and winning customer accolades
- ▶ Participated and won bids for large contracts in retail, telecom and healthcare domain
- ▶ Defined IT strategy and roadmap for new business initiatives like system rationalization
- ▶ Executed projects involving new technologies and managed multi-vendor and multi-location delivery teams





## Sumit Kumar

Software Engineering, IIT Delhi, India.  
BE (Hons.), Metallurgy, IIT Roorkee,  
India  
PMP, Project Management Institute  
(PMI)



## Sunil Thapliyal

BE (Electrical),  
BIT Durg (Pt Ravishankar Shukla  
University, Raipur)

### 11 years of IT Outsourcing Strategy, Transition & Account Management experience

#### Lead Transition Manager, IBM, USA

- ▶ Optimized and implemented Transition accounts for Fortune 500 clients on contracts ranging from \$6 million to \$41 million for cross-functional teams varying in size from 17 to 105
- ▶ IT Consulting and Program Management Experience in diverse industries such as Banking, Auto, Media & Entertainment, Insurance, Health Care, and Pharmaceutical
- ▶ Global Leadership and Consulting Experience in North America, United Kingdom, Singapore, and India
- ▶ Experienced in defining SLA, matrix, and reporting structures

#### Project Manager, IBM, India/Singapore

- ▶ Managed program and portfolio activities for the Investment Banking applications of a major bank of Singapore

#### Achievements

- ▶ Bravo! Award and Thanks! Award from IBM

### 9.5+ years of IT services experience, across diverse domains like Healthcare, Banking and Financial Services, Government, Retail, Information Services, Resources and Utilities

#### Project Manager/Lead, with TCS Ltd, India, USA

- ▶ Executed projects in diversified application areas like: Health records, Government data management, Inventory forecasting, System Integration and Payroll, Financial Information reporting and Automated Clearing House product
- ▶ Helped streamline SDLC processes for a leading healthcare provider in USA
- ▶ Managed suite of banking applications for a leading US bank
- ▶ Lead/Managed and mentored a 10 member offshore team
- ▶ Overseas client interfacing experience of 5 years

#### Achievements

- ▶ Instrumental in the e-Pharmacy portfolio growth of over 400% in one year in terms of staff augmentation, which contributed towards over 200% revenue growth for TCSL







## Suraj Gupta

Integrated MSc, Exploration Geophysics  
IIT Kharagpur, India



## Surya Sarathi Ray

BE (Civil),  
Jadavpur University, India

### 12+ years of Account, Program and Project Management experience across diverse business domains in Infosys

#### Client - Dow Jones

##### Account Manager, USA

- ▶ Managed relationship for 100+ people with multiple service lines and delivered \$8M+ in annual revenue
- ▶ Led 20% year-on-year Customer Satisfaction improvement
- ▶ Established business with client subsidiary yielding \$1M+ in revenues

##### Program Manager, USA

- ▶ Initiated client relationship delivering annual revenues of \$3M+ in two years
- ▶ Managed outsourcing of a large application portfolio of over 40+ people

#### Client - APL Limited

##### Project Manager, India

- ▶ Established and led multi- location teams of 30+ members
- ▶ Led implementation of BS7799/ISO140001 for the account
- ▶ Won Best Project Manager award in Annual Excellence Award
- ▶ Won three quarterly project management leadership awards

### 10+ years in IT Project Management and Consulting with TCS

#### Project Manager, India, USA

- ▶ Built and managed a globally distributed team of 120+ associates
- ▶ Increased the annual project revenue from \$ 4 Mil to \$ 8 Mil over a period of 1.5 years
- ▶ Set up the Mortgage Center of Excellence at TCS Kolkata

#### Consultant, India, USA, Japan, in Mortgage Banking, Credit Risk and Corporate Banking domain

- ▶ Led the Business Analysis team for a major M & A and new product rollout
- ▶ Set up the Offshore Business Analysis hub
- ▶ Set up the Offshore Automation Testing Center of Excellence

“The PGPX has been growing in stature year after year, since its first offer in 2006-07. A high point is the PGPX making it to the 11th rank in the FT rankings globally among the top full time management programmes requiring work experience. The programme offers solid grounding for those high achievers who wish to accelerate their career and/or switch tracks. Selecting the participants was a pleasure, though tough, given the choice in quality. Engaging them in class is a pleasure, given their sheer hunger for learning. I believe recruiting them will be a pleasure, though tough...”

**Prof. G. Raghuram,**  
Public Systems Group. Founder Chair, PGPX, IIMA





## Tapan Kumar Shill

BTech (Honours) (Mechanical),  
NIT Calicut, India  
MRAeS, Diploma Royal Aeronautical  
Society  
Royal Aeronautical Society, London, UK  
UK Permanent Resident



## Tarun Bajaj

MSc (Computer Science),  
Kurukshetra University, India  
BSc (Computer Science),  
Delhi University, India  
Singapore Permanent Resident

### 14+ years of cross functional experience in Power, Oil & Gas, and Manufacturing Sectors

#### Head Sales/Business Development, Aerospace & Defence, TCS UK

- ▶ Led and closed global engineering deal (\$110MN) involving Aircraft Power Systems
- ▶ Developed \$150MN 3-Years Strategic Business Plan in Civil & Defence MRO sectors
- ▶ Evaluated Merger & Acquisition opportunities in engineering sector
- ▶ Led company negotiations with industry bodies and CXOs at ADS, UKTI, Technology-Strategy-Board, Farnborough-Airshow, Paris-Airshow

#### Business/Program Manager, Infosys, UK/Europe

- ▶ Led Business Development & Consulting projects in Manufacturing Sector
- ▶ Managed relationship with EADS/Airbus & Tier-1 Supply-Chain
- ▶ Led multicultural teams in multiple aircraft-programs (A380/A340/A330)

#### Executive-Engineer, L&T

- ▶ Implemented Simulation and Feasibility Studies of Power-Projects

#### Achievements:

- ▶ European Sales Award TATA-CS
- ▶ Appreciation from Airbus for reducing 8 weeks of A380 Program
- ▶ Infosys Business Excellence Award for winning strategic business

### 11 years of experience chiefly in Product Development and Crisis Management

#### Senior Engineer, Solomon Systech, Singapore

- ▶ As crisis manager, led multi-site teams to deliver stalled projects to ensure organization's successful diversification into system solution business
- ▶ Orchestrated Singapore and China based software teams and Israel based vendor for product development
- ▶ Managed development of multi-award winning platform including world's first multi-standard Mobile Digital TV
- ▶ Head of Quality Management System
- ▶ Instrumental in reducing attrition rate to 0% and re-establishing software team

#### Project Leader, Conexant, India

- ▶ Selected by senior management for "Productivity Council" to resolve productivity bottlenecks of engineering department
- ▶ Provided technical leadership in ISOS, a leading communication software deployed at approximately 20 million locations
- ▶ Performed R&D for Viking, a leading communication product that generated around USD300 million revenue





## Tom Tillo

MS (Computer Science),  
Manipal University, Karnataka  
BTech (Mechanical),  
Mahatma Gandhi University, Kerala  
Foreign Language: French (DELF A1)  
Six Sigma Green Belt Certified.



## Urvashi Vanzara

Chartered Accountant,  
Institute of Chartered Accountants of  
India  
BCom, R. A. Podar College, University  
of Mumbai, India

### 8 years in IT Consulting and 2 years at NGOs

#### Technical consultant/Career Instructor, Enable-India, Bangalore

- ▶ Designed and developed Accessibility software, used across the country by the visually impaired
- ▶ Trained and placed over 30 IT professionals with disabilities in various MNCs
- ▶ Accessibility consultant for IBM, Mindtree and Mphasis BPO

#### Senior Consultant, Oracle, US/India

- ▶ Consultant for PLM implementation, Apple Computers.
- ▶ Liaison for Asia-Pacific customers of Oracle-Agile PLM implementations

#### IT Analyst, TCS, US/India

- ▶ Led 16-member offshore team for TCS-GE Healthcare PLM account
- ▶ Set up PLM Center of Excellence at TCS-Bangalore

#### Achievements

- ▶ Business idea selected as Top-25 All India Social Entrepreneurship Ventures
- ▶ Recognized by US Consulate General, Chennai as one of top 6 bloggers on Indo-US Relationship

### 6 years of experience in Finance & Corporate Banking

#### Relationship Manager (Stressed Assets), ICICI Bank, India

- ▶ Prepared debt restructuring package for Indian and foreign corporates in financial stress
- ▶ Implemented restructuring package under CDR, for a listed Indian company having debt totaling to INR 40,000.0 million
- ▶ Implemented restructuring packages for debt of USD 400.0 million availed by foreign companies

#### Manager / Credit Analyst, ICICI Bank, India

- ▶ Handled assets size of more than INR 12,000.0 million
- ▶ Managed large Indian corporate customers across various sectors like pharmaceutical, hospital, IT, engineering & construction
- ▶ Worked on acquisition deal financing of EUR 110.0 million
- ▶ Worked on project funding and structured deals also, along with providing regular banking facilities





## Venugopalan Dorairaj

BE (Electronics & Communication),  
Bangalore University, India  
Project Management Professional  
Certified (PMP), PMI, 2007-2010  
TOGAF 8 Certified, The Open Group,  
2007-2009

12+ years of consulting, architecting and delivering IT solutions and strategy for global organizations

### Solutions Architecture Sr. Manager, Dell Services-India

- ▶ Led team of architects and designers focused on creating solutions for cloud computing service offerings
- ▶ Managed pre-sales and customer-engagement workshops towards positioning services and capabilities

### Senior Architect, Infosys-India

- ▶ Led architecture development for multi-million dollar customer engagements in Insurance, Telecom and other verticals
- ▶ Managed a 20 member product research & development team. Extended customer relationship through a joint IP development and revenue-sharing deal worth 5 Million \$
- ▶ Led multi-location customer engagements with emphasis on quality delivery

### Key Achievements

- ▶ Awarded for high performance and contribution towards Innovation at Dell
- ▶ Unit-level excellence award for successfully delivering critical customer engagement at Infosys



## Vikas Guru

Indian Telecommunication Service,  
1999 batch  
BE (Electronics & Telecommunications),  
SGSITS, Indore, India  
Fellow IETE  
Certificate in Cyber Law  
Indian Law Institute New Delhi, India

10 years' general management and regulatory experience in telecommunication and 4 years' experience in management of power distribution network

### Deputy General Manager, Corporate Office, MTNL

- ▶ Responsible for planning, inter vendor/interdepartmental co-ordination and project monitoring of various projects worth \$ 200 million
- ▶ Handled procurement of \$ 125 million 2G/3G mobile networks
- ▶ Responsible for co-ordination with TRAI and DoT on policy matters, standards, cyber security, IPv6 implementation
- ▶ Spearheaded negotiations with vendors and managed contracts

### Assistant Director General, DoT, Govt. of India

- ▶ Handled licensing, regulatory and legal matters

### Manager, Rourkela steel plant, SAIL

- ▶ Led teams for operation and maintenance of power distribution network consisting of two Captive Power Plants and around 100 load centers
- ▶ Co-ordinated with grid utilities to ensure uninterrupted power supply to plant and township





## Vikas Mohan Srivastava

MBA, University Business School  
Panjab University, Chandigarh, India  
BCom, University of Lucknow, India

### 10+years of extensive Housing Finance experience with Housing Development Finance Corporation Ltd

#### State Head, UP- Uttaranchal, Operations and Credit Risk, HDFC Ltd

- ▶ Responsible for States' Lending and Delinquency targets
- ▶ Managed a team of 60 people across the state
- ▶ Reporting span included all offices of Uttar Pradesh and Uttaranchal
- ▶ Head of Escalation Matrix for all lending related decisions
- ▶ Proven skills in People Management, Recruitment, and Training
- ▶ Rich experience of managing a loan book worth Rs. 2400 crore comprising 60000 accounts

#### State Head, Business Development, HDFC Ltd

- ▶ Responsible for Budgeting, Business Development, and Channel Management for the state

#### Branch Manager, HDFC Ltd, Allahabad

- ▶ Set up Allahabad office and made it the best office of the state by 2004



## Vinay Bhaskar

MA (Economics),  
Delhi School of Economics, India  
BA (Honors) Economics,  
Delhi University, India  
Six Sigma (GB) Certified

### 9 years of Credit Risk Management and Data Analytics experience

#### Lead AVP, Risk Management, HSBC Data Processing India, India

- ▶ Managed Retail Credit Risk and Modeling functions of HSBC (USA) Bank's \$34B secured and unsecured assets
- ▶ Built process designs for transitioning Portfolio Management processes to India

#### Risk Manager, GE Consumer Finance, USA

- ▶ Led the Risk infrastructure team to roll out new Collections Strategy platform
- ▶ Developed Risk scorecards using GAM and designed Champion-Challenger framework

#### Asst.Manager, Risk, Genpact, India

- ▶ Developed Fraud Scanner algorithms to control point of sale losses
- ▶ Designed Policy6.0 Reporting framework for the Senior Management

#### Achievements:

- ▶ Business Leader Award for saving \$200MM in credit losses for HSBC
- ▶ Quality-Innovation Award for standardizing Recruitment practices at HSBC
- ▶ Risk Excellence Award for enhancing Prescreen approvals by 20% at GEFC

“It has been a great pleasure interacting IIMA PGPX candidates for the past 3 years. Each one of them comes with an exceptional academic record, along with an enviable work experience. The hunger to solve complex problems is evident and the energy is remarkable. Further, they are able to hit the ground running on day one and demonstrate good leadership potential. We look forward to coming back to the campus this year and absorb some of the top management talent of the nation.”

– Sivakumar Sethuraman  
Senior Manager – Transportation, Amazon.com





## Vipin Prakash Singh

BTech (Mechanical),  
IT – BHU, Varanasi, India

### 13 years of Program Management and Customer Relationship Management experience

#### Program and Project Management, TCS

- ▶ Managed diverse projects in Manufacturing, Credit Card Banking, Health Care, Home Mortgage and e-Governance business verticals
- ▶ Managed significant portion of one of the largest e-governance initiatives of Government of India worth 250 million USD
- ▶ Implemented a multimillion dollar enterprise loan origination system for a leading US Bank
- ▶ Headed cross functional teams of up to 50+ associates for application development and maintenance
- ▶ Managed customers across varied geographies USA, UK and India
- ▶ Managed relationships at Senior Executive Level
- ▶ Managed employee affairs including hiring and mentoring both in India and USA

#### Pre Sales and Business Development, TCS

- ▶ Coordinated pre-sales and business development activities for Home mortgage business



## Vishal Jain

M Tech, IIT Kharagpur  
AMIE, Institution of Engineers (India)  
PMP, Project Management Institute  
(PMI), USA

### 13 years of diverse experience in Strategy Planning and General Management

#### Site Manager, IT EC3 and Manager, HIP – Intel India

- ▶ Conceptualized and implemented strategic initiatives for 700+ employees in Intel IT India
- ▶ Led feasibility study and developed startup strategy for a new 300+ employee IT development Center in Guadalajara, Mexico
- ▶ Managed department of 45 IT professionals working on HR and Finance Domain
- ▶ Owned portfolio of 37 IT applications to support Intel corporate HR functions
- ▶ Established a center of excellence for corporate internal portal, content management, and human capital management solutions. Team comprised of multi-skilled members spread across USA, Israel, Singapore, Malaysia, Costa Rica and India

#### Trustee, Vir Bal Sadan Society, Sardhana

- ▶ Started KC Jain Girls Inter College at Sardhana, Meerut





## Vishal Pillai

BE (Electronics & Communication),  
Madras University, India

### 10+ years of IT Project/Program Management, Presales & Business Development

#### Senior Project Manager, Infosys (US, India)

- ▶ Program Manager for teams working on next generation TV set-top box search services, which were successfully rolled out to ~24 million subscribers
- ▶ Highly experienced in handling presales activities for large RFP deals
- ▶ Solely responsible in growing a Fortune 100 account portfolio from inception to a multi-million dollar engagement
- ▶ Managed Client relationships with various Fortune 100 clients

#### Project Manager, Infosys (UK, France)

- ▶ End to end test manager of a new telecom service for a leading global telecom company
- ▶ Managed multiple client teams based across geographies (UK, France), in a highly competitive multi-vendor environment

#### Achievements

- ▶ Project manager of team winning "Customer Delight Award" at annual Infosys awards for excellence(2005)



## Vivek Dubey

BE (Computer Science), MNNIT,  
Allahabad, India

### 10+ years of Leadership experience in Software Product Development in Computer Communications/Telecom Industry

#### Engineering Manager, Emerson, India

- ▶ Conceptualized a software services framework for a Telecom hardware platform generating approximately \$100 mil in annual revenues
- ▶ Collaborated with Product Marketing to create a Product Roadmap for software services framework
- ▶ Evaluated software vendors and Managed vendor relationship
- ▶ Managed the Development and Sustenance of Advanced Telecommunications Computing Architecture based product generating approximately \$2mil in annual revenues
- ▶ Coordinated with multi-site and multi-cultural engineering teams to support the Tier-I Telecom OEMs in multiple geographies

#### Team Lead, Motorola, India

- ▶ Led a team to design and implement a telecom middleware suite generating approximately \$300K in annual revenues
- ▶ Developed a traffic engineering algorithm in collaboration with the R&D team of Japanese Telecom Operator



# Placement Process and Policies

## PGPX 2011-2012 Placements Calendar

PGPX 2011-12 PLACEMENTS CALENDAR	OCTOBER	NOVEMBER	DECEMBER	JANUARY	FEBRUARY	MARCH
Corporate Presentations						
On-Campus Recruitment						

### Placement Process

At IIMA placements are handled by the **Student Placement Committee** under the supervision of the faculty through a process that optimizes the interests of both the students and the companies. The student cell gets involved in the process right from corporate interactions (throughout the year), to pre-placement talks, to coordinating activities during Placement Days.

There are two main placement activities on campus:

- ▶ **Pre-placement Talks/Corporate Presentations:** Pre-placement presentations (up to 2 rounds) enable organizations to inform students about company's business, work culture, organizational structure, career, and growth opportunities. We recommend a 30-minute presentation and a 15-minute Q&A session. Presence of senior executives and alumni helps create a better impact.
  - ▶ This year companies can plan to visit IIMA for delivering pre-placements talk starting 01-Oct-2011. For scheduling the same, Student Placement Committee should be approached at least 7 days in advance.
- ▶ **On-Campus Recruiting:** Companies can plan a visit to the IIMA campus for conducting placement interviews and making job offers to suitable student candidates during the placement season.
  - ▶ This year the placement season commences on **12-December-2011 and continues till 31-March-2012**. Companies can approach Student Placement Committee about 2 weeks in advance for scheduling an on-campus placement session. The committee members can also be approached for guidance on the transport and lodging facilities on campus.







### Key Recruitment Policies and Guidelines

- ▶ **Student Placement Committee is the Single Point of Contact:** Companies interested in conducting recruitment activities at IIMA must contact a student placement committee member for planning and arranging the same. Also directly approaching individual students (and vice versa), outside of the laid out placement process, is strictly discouraged during the placement season.
- ▶ **Non-Grade Disclosure Policy:** IIMA's PGPX program inducts students with substantial (average 10 years) work experience and a successful career track record. A rigorous selection process ensures that only the brightest and the most self-driven candidates get admitted. Given this, the objective for the PGPX program as a whole is to ensure pure learning without the unhealthy pressure and competition. Therefore the PGPX class of 2012 as well as the placement process at IIMA PGPX program follows a grade and GMAT score non-disclosure policy.
- ▶ **Offer Negotiations:** Negotiations on compensation and other terms of employment should be held directly between the company and the shortlisted student candidate.
- ▶ **Offer Communication:** Any type of offer communication (preliminary or final) to the student candidate must be routed through the Student Placement Committee.
- ▶ **Reporting Standards Compliance:** Recruiting organizations are required to provide the final offer details as per the reporting standards followed by IIMA. Details about the same can be sought from a placement committee member.

### Recruitment Fees

- ▶ IIMA charges a fee for participating in the recruitment process, and a charge per successful hire (amounts will be informed by the relationship manager). Companies headquartered in India with a turnover below INR 100 crores and Non-governmental organizations (NGOs) are exempt from the participation fee.

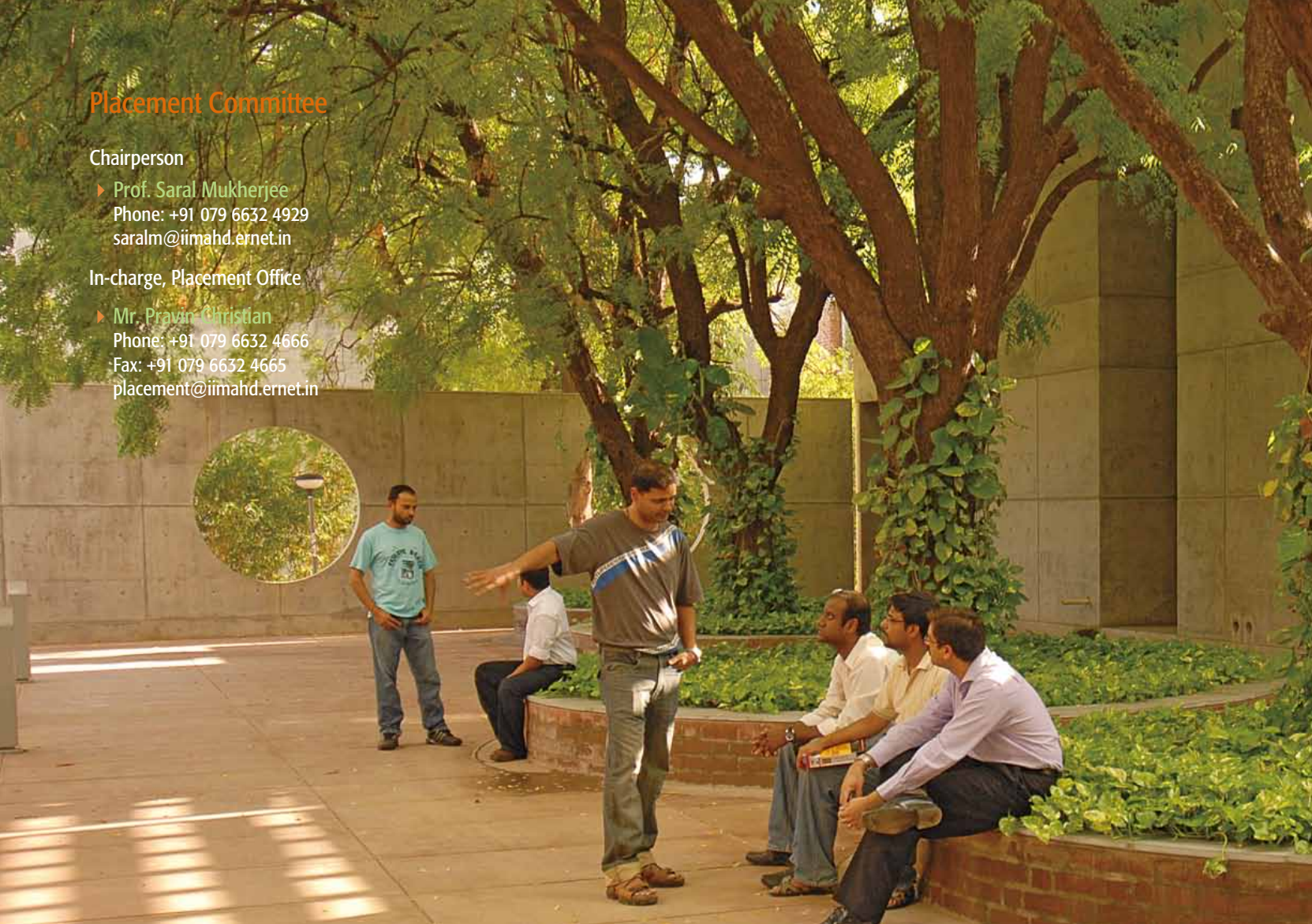
## Placement Committee

### Chairperson

- ▶ Prof. Saral Mukherjee  
Phone: +91 079 6632 4929  
saralm@iimahd.ernet.in

### In-charge, Placement Office

- ▶ Mr. Pravin Christian  
Phone: +91 079 6632 4666  
Fax: +91 079 6632 4665  
placement@iimahd.ernet.in



## Student Placement Committee

- ▶ Abhay Pratap Singh Gaur  
+91-99099 27825  
x11abhay@iimahd.ernet.in
- ▶ Devendra Dwarkanath Kale  
+91-99099 27831  
x11devendra@iimahd.ernet.in
- ▶ Kapil Mitra Tewari  
+91-99099 27823  
x11kapil@iimahd.ernet.in
- ▶ Prashant Gutala  
+91-99099 27822  
x11prashantg@iimahd.ernet.in
- ▶ Abhishek Gupta  
+91-99090 17891  
x11abhishek@iimahd.ernet.in
- ▶ Dhiraj Bhandari  
+91-99099 27824  
x11dhiraj@iimahd.ernet.in
- ▶ Pervinder Singh Chawla  
+91-99099 27820  
x11pervinder@iimahd.ernet.in




**दीक्षांत समारोह**  
**Annual Convocation**  
 March 26, 2011  
 भारतीय प्रबंध संस्थान - अहमदाबाद  
 Indian Institute of Management Ahmedabad  
 1961-2011

**CHAIRMAN:** Dr. Vinayak Singhania  
**CHIEF GUEST:** Dr. Manmohan Singh  
**VICE CHANCELLOR:** Dr. Shrinani Karda  
**PROVOST:** Shri Narendra Mehta  
**DIRECTOR:** Professor Samir K. Barua

LIBRARY





**PGPX**

**PGPX Student Placement Committee**

+91 9909927820/22/23/24/25/31

Email: [x11placecom@iimahd.ernet.in](mailto:x11placecom@iimahd.ernet.in)

Placement Office

Indian Institute of Management

Vastrapur, Ahmedabad 380 015, India

Phone: +91-79-6632 4666 • Fax: +91-79-6632 4565

Email: [Placement@iimahd.ernet.in](mailto:Placement@iimahd.ernet.in)

