



INTERNATIONAL MANAGEMENT INSTITUTE
NEW DELHI

— *Shaping global leaders for tomorrow* —



EXPGDM

Recruiters Guide

2016-17



{ Mission

to be a premier global management school

Vision }

to develop socially sensitive, ethical, value adding leaders and organizations through relevant teaching, research training and consulting that serve stakeholders' interests



whatsinside...

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Message from

Director General



Dear Recruiters,

It gives me immense pleasure to introduce to you the batch of Executive PGDM Programme, 2016 (ExPGDM).

International Management Institute, New Delhi continuously strives towards creating conscientious global leaders. The Institute focuses on instilling the practice of optimum management principles amongst the students and foster applied learning thereby strengthening their skill-sets to help resolve the most complex issues. Using an integrated approach to management education at IMI, New Delhi has placed us as the 7th best ranked B-school across India, in a ranking exercise (NIRF) conducted by Ministry of HRD, Government of India.

The 15-month Executive Post Graduate Programme is designed for experienced middle level managers who aspire to take up the mantle of leadership in the industry or have been recognized by their organisations for such roles. The Programme is accredited by National Board of Accreditation (NBA) and the Institute is accredited internationally by AMBA.

Ex PGDM programme concentrates on holistic and experiential learning through sharing and cross cultural exposure by international integration. The methodical classroom sessions, Industry based projects and the exemplary focus on following Internationally benchmarked pedagogy at IMI, New Delhi ensures an interactive nurturing learning environment.

The programme has had a history of producing Industry leaders from across the corporate world under various verticals. I am certain that in this class of 2016, you'll find competent professionals who will be an immense value addition to your company resources.

I recommend them for your consideration.

Dr. Bakul Dholakia

Director General

International Management Institute

Message from

Dean Placements



Dear Recruiters,

I am pleased to introduce to you the batch of ExPGDM 2016.

The ExPGDM program is one of the oldest running programs of the institute and today boasts of a distinguished alumni base, spread across various reputed corporates in India and abroad.

These students come from diversified backgrounds of IT and ITES, Operations profile in core sector, International Business and Human Resource. The average work experience of the batch is about 36 months with a mean age of 26.

The rich experience and in class orientation in various functional areas of management hones the students to be effective managers. In addition the students also are sensitized to the social and the ethical aspects of business. IMI strongly believes in developing socially responsible leaders. The Institute constantly and consistently focuses on nurturing ethical business values and at the same time, equipping the students with the business acumen necessary to become challengers in these volatile times.

Graduates in the past batches of these programs have excelled in leadership positions across the diverse functions of the industry. I am confident that in this class of 2017 you will find professionals who will be a great value addition to your organization and to the society as a whole.

I recommend them for your consideration

Prof. Pinaki Dasgupta

Faculty, Marketing Area

Dean – Placements and Corporate Relations

International Management Institute

Message from

Chairperson



Dear Recruiters,

I feel a sense of great pride and honor in presenting the 2016-2017 batch of ExPGDM.

Executive education is primordial to IMI. This is likely to be a natural expectation from the first corporate sponsored business school in the country. The Executive PGDM (ExPGDM) program, the longest duration executive education endeavor of IMI, has been continuously evolving to meet the needs of two of its most important stakeholders: Practicing Managers and Industry. Senior and middle level practicing managers wanting to hone their skills and competencies for career upgradation look at the ExPGDM program at IMI as a crucible for learning management practice. Industry and business have continuously sought to fulfil the talent gaps which emerge with economic and technological advances, more so in the current times through this program.

The program has been enjoying patronage and success from various sectors of business which is evident from the large number of sponsored participants from diverse organizations. Over the years, the alumni of Ex PGDM program of IMI have found successful positions at the top and senior levels in corporate and public organizations.

Going by tradition, the ExPGDM 2016-2017 program has been substantially reviewed and restructured taking in to account the present accelerated pace of development and the ensuing substantial gaps in skills as per the felt need of the industry. The program offers core courses that develop concepts and nurture decision making essential for effectiveness at senior and top levels of management. A new bouquet of elective courses have been customized and offered to empower the students to make the transition from classroom to practice seamless.

I am sure that prospective employers will find the students of the EXPGDM program 2016-2017 ready to go, fit to win and truly value adding leaders as spelled out in the mission of IMI.

Dr. Nalin Jain
Chairperson
ExPGDM Program IMI



Programme

Started in 1984, the 15 month Executive Post Graduate Program is designed for experienced middle level managers who wish to take up leadership roles in the industry or have been identified by their organizations for such roles. The Program provides general management and functional area orientation with emphasis on international and cross-cultural exposure. The Program would provide an opportunity for personal as well as professional growth through a rigorous interactive learning environment including a 5 week International study module.

The Program is approved by AICTE and accredited by Association of MBA's (AMBA).



Eligibility for Admission

Candidates who fulfill the following requirements, are eligible to make an application for admission:

Educational Background: To be eligible for admission to the Executive PGDM Program, the participants must possess a Bachelor's degree or equivalent recognized by the Association of Indian Universities with a minimum of 60% aggregate marks. The bachelors' degree or equivalent qualification obtained by the candidate must entail a minimum of three years education, after completing higher secondary schooling under the 10+2 system or equivalent.

- Minimum 5 years of full time, post-qualification, experience as on March 31, 2016.
- Proficiency in written and spoken English.

Participant Profile

- Program is open to individuals from all nationalities and applicants could be:
- Self-Sponsored candidates
- Company Sponsored from Private/Public Sector/ Government Department
- Entrepreneurs and those from Family owned businesses
- Non-Resident Indians/ PIOs working for an organization or enterprise
- Defense Personnel who have retired or will be retiring shortly
- International Professionals from any country

Duration & Curriculum



EXPGDM :- 915+ Contact Hours, 9 Elective Courses + 1 CIS, 22 Core Courses, 3 months Research Project

The Program is spread over 15 months with flexibility of following two options:

1. **Executive PGDM with International module:** This option consists of 12 months of course work over 4 trimesters of 11 to 12 weeks each, and three months of field research project at the end of the course work. Of the 12 months, 5 weeks of course work will be carried out at our partner Business School in Europe and the balance will be on campus in Delhi.
2. **Executive PGDM without international module:** This option also consists of 12 months of course work over 4 trimesters of 11 to 12 weeks each, and three months of field research project at the end of the course work. The entire course work is held on campus in Delhi.

The complete Program is of 85.5 credits, where each credit corresponds to the equivalent of 10 hours of classroom contact. During this program, students will complete 20 core courses, 8 elective courses and a field research project work besides either two International module courses or two elective courses at IMI. A student also has an option to pursue a Course of Independent Study in lieu of two elective subjects, as per the norms defined in the student's handbook. Classes are of ninety minutes duration and each course (of 3 credits) would have twenty such sessions which means 30 hours of class room interaction. The entire program is normally completed over a 15 month period, with a maximum allowed duration for completion being 2 years from the date of enrollment.

Programme Duration

The Executive Post Graduate Program is a full time Program spread over 15 months.

Case based teaching: Case studies sourced by Harvard Business School Publishing Corporation are discussed within the class which require the students to apply the concepts learnt by them.

Speaker series or visits are organized during the course. Each course has 20% of their sessions taken by people from the industry. These interactions complement classroom learning and bring in practical perspective to management theories.

A number of Workshops are also conducted for students to give them hands-on experience to apply various concepts.

Accreditations: The programme is accredited by AMBA UK as a MBA provision.

ACCREDITATION



Curriculum 2016-2017

FINANCE

Core courses:

- Cost and Management Accounting
- Financial Accounting and Analysis
- Corporate Finance
- Enterprise Risk Management

Elective courses:

- Working Capital Management
- Tax Planning and Management
- Advanced Financial Statement Analysis
- Management of Banks
- Management of Financial Services
- Wealth Management & Alternative Investments

MARKETING

Core courses:

- Marketing Management

Elective courses:

- Digital Marketing
- Marketing of Services
- Business Marketing
- Integrated Marketing Communication
- Customer Relationship Management
- Consumer Behavior
- Marketing Research
- Business Forecasting
- International Marketing
- Sales and Distribution Management

HUMAN RESOURCES

Core courses:

- Managing People at Work
- Strategic Human Resource Management

Elective courses:

- Employees Relations in the Global Context
- Personal Growth Lab
- Leadership and Managerial Effectiveness
- Business Negotiations Skills
- Change Management
- Managing Executive Compensation
- Team Building for Excellence

INFORMATION TECHNOLOGY AREA

Core courses:

- IT for Managers
- Management Information System
- Business Analytics

Elective courses:

- Enterprise Resource Planning
- E-Business

OPERATIONS MANAGEMENT / QUANTITATIVE TECHNIQUES

Core courses:

- Quantitative Analysis for DM Decision Making
- Strategic Operations Management
- Quantitative Techniques for Decision Making
- Excellence in Operations

Elective courses:

- Quality Management
- Business Forecasting
- Project Management
- Logistics and Supply Chain Management

STRATEGY AND GENERAL MANAGEMENT

Core courses:

- Legal Aspects in Business
- Creating & Sustaining Competitive advantages
- Growth Strategies
- Corporate Social Responsibility & Business Ethics
- Organizational Communication
- Written Analysis and Communication

Elective courses:

- Principles & Practices of Corp. Governance
- Competitive Strategy
- Managing Innovation & Technology
- Business Modeling
- In Organic Growth through M & A
- Business In Emerging Markets
- Blue Ocean Strategy
- Managing Strategic Alliances

ECONOMICS AREA

Core courses:

- Managerial Economics
- Macroeconomics



Mentors

Finance:

Aman Srivastava

Ph.D. (Jamia Milia Islamia)
Associate Professor

Barnali Chaklader

Ph.D. (Bundelkhand Univ),
FCMA, MBA, M.Com (DU)
Associate Professor

Chhavi Mehta

Ph.D. IIT Delhi
Assistant Professor

Deepak Tandon

Ph.D. Finance (International
University of Contemporary
Studies, Washington D.C., U.S.),
MBA (FMS) DU, LLB – DU, CAIIB
Professor & Programme Chair –
PGDM (B&FS)

Gauri Shankar

Ph.D. Delhi School of Economics
Professor

Prashant Gupta

Ph. D. (Bundelkhand University),
M. Phil, LLB, MMS (DAVV,
Indore)
Associate Professor

R. K. Arora

Ph.D. (IIT Delhi), FICWA, FCS,
MBA
Professor

Sanjay Dhamija

M.Com. (Delhi School of
Economics), FCMA, FCS, L.L. B
(Delhi University), CFA (ICFAI)
Professor

Human Resources:

Asha Bhandarker

Ph.D. Business Management
Osmania University, M.A. (Psycho-
Organizational Behaviour)
Distinguished Professor

B. K. Srivastava

Ph.D. (Southern Illinois University)
Professor

D. K. Khurana

Ph.D (HRM), University of Delhi
Honorary Professor

Irfan. A. Rizvi

Ph.D. (University of Delhi) PGDPM
(FMS), MSc (BHU) Professor

Mamta Mohapatra

Ph.D. (Utkal University)
Professor

R.P. Ojha

B.Sc. (Honours), Patna Science
College, Patna
Post Graduate Honours Diploma,
XLRI, Jamshedpur
Professor

Shailendra Nigam

Ph.D. (Agra University), MBA, L.L.B
Professor
Chairperson – Admissions

Soni Agarwal

Ph.D. (IIT – Kharagpur)
Assistant Professor

Swati Dhir

Fellow, IIM Lucknow
Assistant Professor

Sajeet Pradhan

Ph.D, IIT Kharagpur
Assistant Professor

V. Chandra

Ph.D. (Jamia Milia Islamia)
Professor

Information Management:

Himanshu Joshi

Submitted Ph.D. (AMU), PGDM
(IMI), B.E. (Bangalore University)
Assistant Professor

Kakali Kanjilal

Ph.D. (IGIDR-Mumbai), M.Sc.
Associate Professor

Prerna Lal

MBA (IIT Roorkee) BE (Computer
Technology)
Lecturer

Marketing:

D.K. Batra

Ph.D. & MBA (FMS, Delhi
University)
Professor

Nalin Jain

M. B. A. (FMS, Delhi University), B.
Tech.(IIT BHU), Submitted Ph.D. (IIT
Delhi)
Associate Professor

Neena Sondhi

Ph.D. (University of Delhi)
Professor

Pinaki Dasgupta

Ph.D. Banaras Hindu University,
MBA Purvanchal University
Professor

Supriya Kalla

Fellow in Management (MDI)
Assistant Professor

Operations:**Alok Kumar Singh**

FPM, IIM Indore
Assistant Professor

Arvind Chaturvedi

Ph.D. (IIT Delhi), M.Sc Stat (IIT
Kanpur), M.A. (Eco)
Professor & Dean (Academics)

Deepak Chawla

Fellow in Management (IIM-A),
M.Stat. (ISI)
Distinguished Professor

Kakali Kanjilal

Ph.D. (IGIDR-Mumbai), M.Sc.
Associate Professor

Pradip K Bhaumik

Fellow in Management (IIM-A)
B.Tech. (IIT Delhi) Distinguished
Distinguished Professor

Siddharth Varma

Ph.D. (IIT Delhi), M. Tech (IIT
Delhi), MBA (AIT, Bangkok), B.E.
(IIT Roorkee)
Professor

Economics:**Arnab Deb**

Ph.D. - Economics, University of
Connecticut, M.Sc. - Economics
University of Calcutta
Assistant Professor

Bakul Dholakia

Ph.D (Economics), Baroda
University
Director General

Rajeev Anantaraman

Ph.D (Public Policy), University of
Pittsburgh
Assistant Professor

**Strategy and General
Management:****Arun K. Rath**

Ph.D. (Kalinga Institute of Industrial
Technology)
Professor

Ashutosh Khanna

Ph.D. & MSc,(London School of
Economics and Political
Science, U.K)
Associate Professor

G.K. Kapoor

Ph.D. (Delhi University), M.Com
Professor

G.K. Agarwal

M.S.(Industrial & Management
Engineering), M.S.U., USA,
B.Tech.(IIT Kanpur)
Professor

Sonu Goyal

Ph.D. (FMS, Delhi University)
Professor

V. K. Seth

Ph.D. Delhi School of Economics
Professor

Vijay Vancheshwar

PH.D,IIT Delhi
Professor

International Linkages

International Study Module

The International Study Module is conducted in collaboration with one of the leading business schools in Europe with the objective of enhancing cross-cultural knowledge and to understand challenges being faced by Global Managers. In this five week International study module students will undergo course work equivalent to 6 credits at the collaborating institution, visit industries, interact with business leaders, attend workshops and explore various business opportunities. This module will tentatively take place in April - May, 2017.



Affiliations

With a view to continually benefit from professional interactions with some of the well known Business Schools, IMI has consciously fostered academic linkages covering exchange of faculty, curriculum development, institution building and joint research and training. It has been fortunate to have had collaborations with International Institute for Management Development (IIMD) Laussane, Switzerland, Faculty of Management, McGill University, Montreal, Canada, and Manchester Business School, U.K. In addition, IMI has very active Student Exchange Programs with various B-schools in Europe, North America, Australia & Asia.

International Programs

1. ESC Rennes International School of Business, France
2. Frankfurt School of Finance and Management, Germany
3. Grenoble Ecole de Management, France
4. Zeppelin University, Germany
5. Louvain School of Management, Belgium
6. Suleman Dawood School of Business, Lahore, Pakistan
7. The Universidade do Estado do Rio de Janeiro, Brazil
8. International Centre for Promotion of Enterprises, Ljubljana, Slovenia
9. Sichuan Academy of Social Sciences, Sichuan, China
10. Russian Presidential Academy of National Economy and Public Administration, Russia
11. JAMK University of Applied Sciences, Rajakatu, Jyväskylä, Finland
12. Kedge Business School (KEDGE), France
13. IDRAC Business School, France

About ESCP Europe

Established in 1819, ESCP Europe is the world's oldest business school and has educated generations of leaders and entrepreneurs.

With its five urban campuses in Paris, London, Berlin, Madrid, and Torino, ESCP Europe's true European Identity enables the provision of a unique style of cross-cultural business education and a Global Perspective on international management issues.

ESCP Europe's network of around 100 partner universities extends the School's reach from European to worldwide. The School is founding partner of heSam, a cluster of well-known institutions for research and higher education structured around the Sorbonne University

Triple-crown accredited (EQUIS, AMBA, AACSB), ESCP Europe welcomes 4,000 students and 5,000 executives from 90 different nations every year, offering them a wide range of general management and specialised programmes (Master, MBA, PhD and Executive Education). The School's alumni network counts 45,000 members in 150 countries and from 200 nationalities. Together with its long-standing relationships with national and multinational companies, this network allows ESCP Europe to provide unique career opportunities on an international scale.



About IMI New Delhi

Nestled in Qutab Institutional Area, International Management Institute (IMI), New Delhi was established in 1981 in collaboration with IMI Geneva (now IMD, Lausanne). IMI is India's first corporate sponsored Business School with sponsorship from corporate houses like RPG Enterprises, Nestle, ITC, SAIL, Tata Chemicals, BOC and Williamson Magor etc. Over a period of time in the last 33 years the Institute has acquired a truly global status. The Institute received UNDP assistance for promoting internationally oriented management education. Besides this it has also various other international linkages with bodies like World Bank, UNDP, ILO, UNCTAD, Asian Productivity Organization etc.

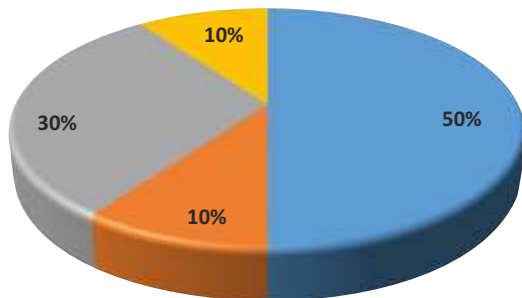
Besides this IMI is one of the empanelled Institute of the Ministry of External Affairs, GOI, for special Commonwealth Assistance Programme under which the Institute gets the executive MBA students from various Afro - Asian countries for its 15 months Executive Post Graduate Programme in Management.

IMI is an AMBA accredited Institution and its Two-year Post Graduate Diploma in Management is approved by National Board of Accreditation. IMI's PGDHRM & Ex-PGDM programs are also accredited by NBA. IMI is one of the premier providers of executive education in the country. The Executive Post Graduate program at IMI was started in 1984 and is designed for experience middle-level managers who wish to take up leadership roles in their industry and have been identified by their organizations for such designations. The program provides general management and functional area orientation with emphasis on international and cross-cultural exposure. It is a one of its kind program that provides an opportunity for personal as well as professional growth through a rigorous interactive learning environment including a 5-week international study module.



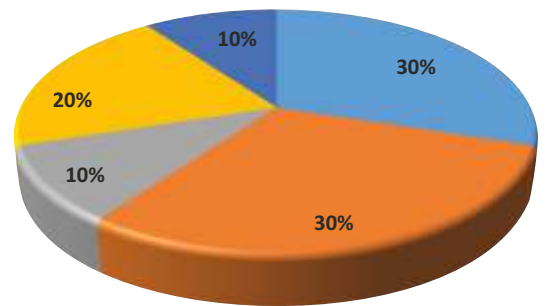
Applicant Profiles

INDUSTRY



- IT
- MANUFACTURING
- EDUCATION
- FINANCIAL SERVICES

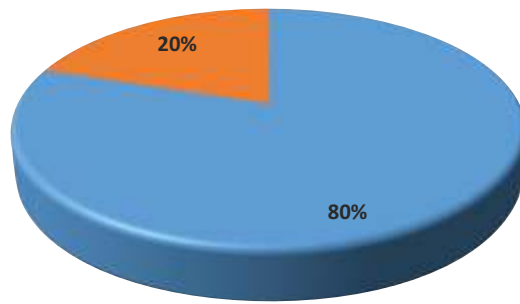
FUNCTIONAL MIX



- HUMAN RESOURCE
- PROJECT RESEARCH
- PROJECT DELIVERY
- SALES & MARKETING
- PROJECT MANAGEMENT

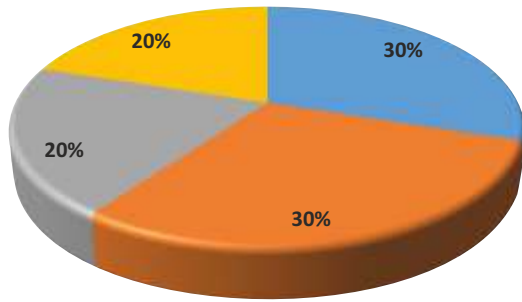


INTERNATIONAL EXPOSURE



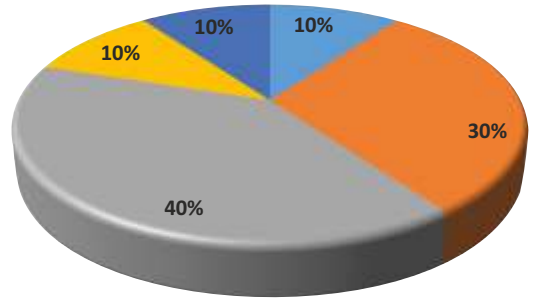
■ NO ■ YES

SPECIALISATION



■ MARKETING + FINANCE ■ OPERATIONS + IT
■ MARKETING + IT ■ HR

WORK EXPERIENCE



■ MORE THAN 100 MONTHS ■ 61 - 80 MONTHS
■ 25 - 40 MONTHS ■ 81 - 100 MONTHS
■ 41 - 61 MONTHS



Alumni Bytes



After 2 failed startups and WIP on the 3rd, the one biggest thing that I realize, IMI has taught me is “to stand strong and walk again”. Apart from the theoretical concepts, IMI helped me with personality transformation and memories that I will carry for a lifetime.

Wish IMI ALL THE BEST !!!

Ajay Aggarwal
Manager, KPMG
Batch of 2010

When I came all the way from Afghanistan to study at IMI, I was extremely apprehensive. But the year spent at IMI is amongst the best experiences of my life. Studying at IMI was an amazing journey and I met some wonderful people from India and abroad during my study. The course structure at IMI provided access to the right kind of collaborative environment which was amazing towards learning through sharing. My corporate success is a direct reflection of what I gained from IMI. I even learnt a lot from the Indian culture which motivated me to learn local languages.

Amanullah Saleem
Cousellor, Embassy of the Islamic Republic of Afghanistan
Jakarta Indonesia
Batch of 2010



“IMI has played a crucial role in my career and the way I reached here on this position. I want to thank IMI on the Distinguished Alumnus Award been given to me by the institute. Believing in one’s self, Hard work, Learning’s from failure, Vision of what one wants to achieve, learning from peers and Balance in your professional and personal life are the 7 mantras to success in life.

Mr. Atul Sobti

CMD, BHEL

Batch - 1986



"IMI was a great experience and many of us got jobs and overseas postings. I find that IMI has grown leaps and bounds in the past 30 years or so with the two year full time course perhaps top ten ranking in the country. The institute’s reputation and the placement of the graduates is very impressive. I wish the budding managers all the very best."

Mr. B K Iyer

Chief Executive and Head of International Syndications

ICICI Bank Ltd., Singapore

Batch - 1985

Illustrious Alumni List

NAME	ORGANISATION	DESIGNATION
Mr. Atul Sobti	BHEL	CMD
Mr. B S Shantharaju	Indus Towers	Retired, CEO
Mr. Rajiv Dhawan	Magotteaux India / DMH Business Advisors / Innovative apps Pvt Ltd	Director
Mr. Santhosh Unnikrishnan	Tim Hortons & Cold Stone Creamery	CEO
Mr. Sridhar Cadambi	CEE & Russia at Royal bank of Scotland	Chief Operating Officer
Mr. Vivek Menon	BNP Paribas, London	COO
Mr. Nalin Pant	Elara Capital (India) Private Limited	Head HR
Mr. Jayant Dua	Ultratech Cement	Group Exec President
Mr. Nikul Wahi	Philips Morris Management Services	Director Marketing and Sales Development
Mr. Sanjay Dutt	Cushman & Wakefield	Executive Managing Director - South Asia
Mr. Taranjit Sabharwal	Hollis Park Partners LP	Partner and Portfolio Manager
Mr. Rajiv Bhalla	Intel India Technology Pvt Ltd	Director Sales and Marketing (South Asia)
Mr. Sukant Ratnakar	Essar Projects	Chief Marketing Officer - International Business
Mr. Dinesh Anand	PWC	Partner and National Forensic Leader
Ms. Dipali Naidu	PitStop Consultancy Pvt Ltd.	Director
Mr. Ajay Kapoor	Tata Power Delhi Distribution Ltd.	CFO and Chief Legal Regulatory
Mr. Atul Sharma	Bajaj Electricals Ltd.	President Human Resources and Administration
Mr. Abhijit Pati	Sesa Sterlite Limited	Chief Operating Officer
Mr. Ashok Wadhawan	Manufacturing Business, Punj Lloyd Limited	President
Mr. Devendra Malladi	SAP Education, Asia Pacific & Japan	COO & Head of Sales Services
Mr. Pushkar Chaudhri	Uniliver Indonesia	Director OOH - D&E Markets
Mr. Ramanpreet Singh	AT&T India	Director

NAME	ORGANISATION	DESIGNATION
Mr. Saurabh Vatsa	General Motors India	Director - Marketing CRM & Product Planning
Mr. Subhrangshu Neogi	Religare	Director & Head - Marketing Brand
Mr. Harpreet Singh	South East Asia, Bank of Singapore	Executive Director & Team Head of NRI Markets
Mr. Madhav Shankar	Standard Chartered Bank	MD Global Head of commodity Sales and Structuring
Mr. Rajesh Kumar Kathuria	Philips Healthcare	Director Q&R MoS Business and Site
Mr. Rohit Diwan	HCL Technologies	Director operations
Mr. Anantha Narasimhan	CA Technologies	Senior Director, Marketing Technology & Analytics
Mr. Rajesh Bhatia	Fedex	Managing Director - Sales India
Mr. Vikram Sharma	The Walt Disney Company (South East Asia) Ltd.	Director Retail South East Asia
Mr. Harbinder Bindra	J P Morgan Chase	Executive Director, Global HR Services
Mr. Rahul Bhushan	Standard Chartered Bank	Director
Mr. Vishal Vijay Malhan	Pidilite Industries Ltd.	VP, Sales and Marketing
Mr. Piyush Patodia	Grant Thornton India LLP	Exec Director
Ms. Pooja Sharma	BT	Director HR, Global CBS and India
Ms. Shilpa Vaid	Arvind Lifestyle Brands Ltd.	Chief Human Resource Officer
Mr. Ateesh Tankha	Citi Enterprise Payments Solutions, Citi	Head of Partnerships
Mr. Vikram Goel	HDFC Realty	CEO
Mr. Rahul Mehta	Learning and Talent, Barclays, India	Head - Director and Head-Leadership
Mr. Amanpreet Bajaj	Airbnb	Country Manager, India
Mr. Manish Sinha	Becton Dickinson and Company	Director, Talent Management Greater Asia

AASHNA KAUR



- Total Work Experience of 2 years & 5 Months in Project Research Consulting, Educational Management Sector.
- NUEPA (Nov'13- May'16)
- BA Psychology (2008-11), Jesus and Mary College (JMC), University of Delhi
- MA Psychology, Organizational Behavior, (2011-13), University of Delhi

INTERESTS

- Human Resource Management
- HR Consulting
- Learning & Development
- Sales and Marketing
- Consumer Behavior

KEY EXPERTISE

- Research and Analysis
- Communication: Oral and written
- Team work

EXPERIENCE HIGHLIGHTS

National University for Educational Planning and Administration (MHRD), New-Delhi

Project Junior Consultant

- Worked on National and State Level Research Projects on Educational Management
- Designing research tools, methodology and data analysis
- Organization of National and International Level conferences, seminars and workshops

ACHEIVEMENTS

- The International Award for Young People (IAYP), Silver Standard Level by the Duke of Edinburgh Committee
- Dean's Scholarship by Clark University, USA
- Selected for the post of Junior Research Fellowship by Defense Institute of Psychological Research, Government of India

PROJECTS AND PRESENTATIONS

- Organizational Culture: The Cornerstone of an Organization- Presented at the National Seminar on Social Harmony and Well Being: Issues and Challenges, University of Delhi
- Cultural Compatibility and its Influence on a Merger- Shortlisted for Symbiosis Contemporary Law Journal, Vol III, Issue 1, 2015
- Education of Scheduled Tribes in India: Policies, Programs and Progress- Published in ANTRIEP Newsletter Vol 21. No.2, 2015
- Project on Job Architecture at CBRE South Asia Pvt Ltd, involving interviews of employees, exit interview analysis and conducting Induction Programs
- Project with NATURE, Tamanna Association and Rotary Club

ABHISHEK SHARMA



- Total Experience of 5 years and 5 months (Experience in Software Development and IT Project Management)
- Wipro Technologies (May,2014 to May'16)
- Cognizant Technology Solution Pvt. Ltd. (Jan'11 to May'2014)
- B. Tech - Computer Science Engineering (2006-10), Kalinga Institute of Industrial Technology, Bhubaneswar, Orissa

INTERESTS

- Process Consultant
- Technology Consultant
- Business Analyst
- Business Development
- Business Analytics

KEY EXPERTISE

- Client Engagement
- Resource Management in projects
- Project Management
- Quality Management

EXPERIENCE HIGHLIGHTS

Wipro Technologies Ltd., Kolkata

Software Engineer

- Offshore Project Lead
- Handled projects for SYMETRA LIFE INSURANCE COMPANY and Novartis.
- Converted business requirements into technical solutions.
- Coordinator for my team of 10 with the higher management.
- Software Developer
- Software design and development.
- Research and recommend new software tools.
- Maintaining positive client interactions.
- Contributed for projects during Go-live stage for successful closures of the project.

Cognizant Technology Solutions Pvt Ltd., Kolkata

Programmer Analyst

- Worked in projects for Wyndham Hotel Group. US, Best Western International. US, Wall Greens and Staples Inc.
- Working as Offshore developer for the team having 10 Java Developers.
- Involved in the Incident resolving process.
- Worked in various types of enhancements.

ACHIEVEMENTS

- Got Client appreciation Certificate in Staples at Cognizant.
- Man of the match in Intra Cricket competition at Cognizant.
- Best Actor award in Intra Play Competition at Cognizant.
- First prize in Intra Play Competition at Cognizant.

AMIT NAGPAL



- Total Work Experience of 5 Years 9 months (Electronics Hardware Board for consumer electronics and industrial applications).
- HCL Technologies Ltd. (July'10 – May'16)
- B-Tech in Electronics & Instrumentation Control (2006-2010), YMCA Institute of Engineering, Faridabad

INTERESTS

- Business Analyst.
- Business Development.
- Marketing Management.
- Digital Marketing.

KEY EXPERTISE

- Electronics Hardware Board Design (PCB design).
- Circuit Simulations and analysis.
- Value engineering of electronics in a product.
- Project Management.
- Team Leadership.
- Linux System and Networking Administration.
- SQL language for query into database.

EXPERIENCE

HCL Technologies Ltd., Noida

Design Engineer

- Design Engineer in Engineering and R&D Services department
- Electronics Hardware Board Design.
- Product Engineering (Electronics Circuit Design, Circuit Simulations, PCB Testing, Product Redesign).
- Value Engineering of Product.
- PCB and circuitry design troubleshooting and debugging.
- Making proposals for new project.

ACHIEVEMENTS

- Received Certificate of Innovation, at HCL, for adding a new feature in an existing application.
- Received Live Wire Award for Excellent Performance, at HCL, during JAS 2014 quarter.

ARPIT MISHRA



- Total Work Experience of 6 years & 3 Months (Software Development, Project Management and ERP Technical Consultation with approximate 1-year work exp. in Glasgow, UK)
- NTT Data Pvt. Ltd. (Feb'2010 – May'16)
- B. Tech – Electronics and Communication Engineering (2004-2008), Jaypee University of Engineering & Technology, Guna (M.P.)

CERTIFICATIONS

- Certified as Advanced Java developer from NTT DATA Pvt Ltd
- Certified as Oracle Apps techno functional from NTT DATA Pvt Ltd

INTERESTS

- IT Consultancy
- Branding and Positioning
- Business Analytics
- Supply Chain Management
- Operations Management

KEY EXPERTISE

- Business Development & Strategic planning
- Supply Chain Management
- Channel Sales & Distribution Management
- Resource Planning
- Project Management & Release Management

EXPERIENCE

NTT DATA Pvt. Ltd., Gurgaon

Techno Functional Lead

Consulting Assignments

- Designed a solution to streamline the Service Requests that were created in Oracle CRM for any new end user thereby minimizing flaws encountered by the end user
- Designed a solution to upgrade the application based on oracle 6i forms/reports to Oracle Applications 11i
- Developed reports for client to elaborate on payments and refunds for given time frame that could be used to monitor the business growth

Project Management and Leadership Abilities

- Interacted and collaborated with clients in a multi-cultural environment to service business requirements
- Managed work breakdown structures for a team of 1 onsite and 12 offshore developers
- Trained new joiners with end to end business and application development
- Close to 1-year onshore stint at ACCA, Glasgow, UK

ACHIEVEMENTS

- Received a spot award in NTT Data for identifying areas of improvement
- Received Outstanding Employee Award for my contribution to the project at NTT Data
- Received Team Award for one of the key project at NTT Data
- Received Keane pin award for outstanding work in Managed Service at NTT Data

G ANAND REDDY



- Total Work Experience of 4.5 yrs (Information Technology)
- HCL Technologies Ltd. (Sep'10-April'15)
- B. Tech, Electrical And Electronics (2006-10), JNTU, Hyderabad

CERTIFICATION

- Certification in VHDL.

INTEREST

- Banking and Finance
- Business Consulting
- Data Analytics
- Digital Marketing

KEY EXPERTISE

- Project Management
- Team Building and cross domain communication
- Product algorithm development
- IT Process Consulting

EXPERIENCE

HCL Technologies Ltd., Bengaluru

Software Engineer

- Developed Traffic Sign Recognition algorithm for Tier I OEM
- Developed Test Suite for ADAS applications
- Verification and validation of Flight route planning algorithms

ACHIEVEMENTS

- Won Robotics event in Osmania University.

NISHEETH PORWAL



- Total Work Experience of 5.2 years (Project Management in Construction Sector)
- Larsen & Toubro Limited, ECC Division (Oct'10 – Dec'15)
- B. Tech., Mechanical Engineering (2006-10), University College of Engineering, Kota

CERTIFICATIONS

- Project Management Professional (PMP)® Certified from PMI (Project Management Institute)
- Certification course in Primavera P6

INTERESTS

- Project Management
- Strategic Operation Management
- Business Analytics
- Corporate Strategy & Planning
- Consulting

KEY EXPERTISE

- Project Management
- Project Planning/Scheduling
- Resource management, optimization and requirement analysis
- Vendor Management
- Supply Chain Management

EXPERIENCE

Larsen & Toubro Limited, ECC Division

Senior Engineer

Vizag Vessel Project (Manufacturing of Nuclear Submarine), Vishakhapatnam

- Mapping Project requirements, debottlenecking, critical path analysis
- Vendor development, vendor evaluation, Contract finalisation, Prepared Monthly Job Cost report
- Reengineering activity for cost reduction and standardization
- Trained team members and development processes

Kakrapar Atomic Power Project – 3 & 4, Surat

- Project Planning and Scheduling
- Rate analysis & cost estimation
- Prepared technical Specifications and Technical rating amongst the suppliers
- Material procurement & reconciliation

ACHIEVEMENTS

- Part of INS Aridhaman project which is the second Arihant-class nuclear-powered ballistic missile submarine being built by India.
- Appreciation and reward from organization for cost saving of project

SIDHANT SHISHODIA



- Total Work Experience of 11 Years (International Sales & Marketing with approx. 3 years overseas in Dubai and Nigeria).
- VE Commercial Vehicles Ltd., Gurgaon (Nov'14-May'16), Manager (Exports).
- HPL India Ltd., Gurgaon, (July'13 - Nov'14), Manager (Global Sales).
- Jumbo Electronics Dubai, (Sep'11-June'13), Assistant Manager (Exports).
- ABB Limited, Nashik (May'08 - May'11), Marketing Engineer (Exports).
- Havells India Ltd, Noida (Jun'05-Apr'08), Marketing Executive (IBD).
- B.E in Electronics & Instrumentation (2001-05), MDU (Rohtak, India)
- PGDBA (Distance) in Marketing (2006-10), Symbiosis University.

CERTIFICATION

- Certificate Program in Export Management from IIFT, New Delhi in 2008.
- Critical Thinking, Problem Solving and Decision Making from IIM, Kozhikode in 2016.

INTEREST

- International Sales & Marketing.
- Branding and Positioning.
- Strategy and General Management
- Operations.

KEY EXPERTISE

- International Business Development.
- Channel Sales & Distribution Management.
- Sales Forecasting and Brand Positioning.

EXPERIENCE

Regions Travelled & Handled- Europe, CIS, SAARC, Middle East and Africa.

- Channel/Distributor Management.
- Sourcing and Logistics Management.
- Target Pricing and Cost Estimation.
- Develop and Implement Marketing Strategy.
- Liaoning with International Govt. authorities for registration of products.
- Indulge in keeping close tabs on market dynamics and competitor activities.

ACHIEVEMENTS

- Successfully penetrated markets like Nepal, Zambia, Bangladesh, UAE, Madagascar, Sri Lanka, Nigeria, Ghana, Ethiopia, Sudan, Kenya, Uganda, Yemen, Libya, Oman, Georgia, Armenia, Kazakhstan, Ukraine etc.
- Achieved 38% (YOY) from Middle East in Jumbo Electronics, Dubai for 2012-13.
- Won largest tender for MV Outdoor breakers from Europe region (PPC, Greece) for ABB India. Quantity - 146 Nos. and Value - INR 4.08 Crores.

SWATI SUMAN



- Total Experience 5 years' (Database Management Administration and Development)
- Dell International Services (July'11-Mar'16)
- BE- Information Science (2007-2011), Visvesvaraya Technological University (VTU), Bangalore

CERTIFICATIONS

- Microsoft Certified Technology Specialist
- ITIL Framework V3 Foundation

INTEREST

- IT Consultant
- Strategy Management & Planning
- Client Engagement
- Business Analyst

KEY EXPERTISE

- Team management
- Software Development & Maintenance
- Business Modelling
- Business Forecasting
- Resource Management in projects
- Client Engagement, Requirements elicitation

EXPERIENCE

DELL International Services, Bangalore

- Worked in Database Management domain for one of the largest computer hardware manufacturer in the world.
- Client interaction in order to carry out incidents, problems and change management.
- Imparted ITIL frame work for Operations of Database management systems.
- Responsible for driving discussions with project stakeholders and partners to identify the business needs and developing high-quality, cost-effective and correct solutions.
- Led process automation through Application development for the billing process of the company that resulted in a huge savings of time & money.
- Managed offshore service delivery for small team and was responsible for tracking & reporting the progress.

ACHIEVEMENTS

- Awarded twice with "On-the-spot Award" in recognition of the delivery and client appreciations.
- Achieved 99% in SLA for the Database management operations.
- Dell Shining Star winner for extracurricular activity.

VINTI GUPTA



- Total Work Experience of 5 Years (Project Management and Learning & Development).
- Essar Power Ltd (Sep'10-Aug'15)
- B.Tech- Mechanical Engineering (2005-09), UPTU
- Post-Graduation- Thermal Power Plant Engineering, NPTI , (2009-10), New Delhi

CERTIFICATIONS

- Certified by Hay Group for Guide chart profile method
- Certified by DNV for Internal Auditor for Integrated Management System (ISO 9001, ISO 14001 & OSHAS).
- Certified by Asian Productivity Organization in Energy Efficiency and the Energy Management system (ISO 50001)
- Train the Trainer Certified.

INTERESTS

- Human resource
- Learning & Development
- Managing professional

KEY EXPERTISE

- Learning and Development
- Technical Training
- Quality Assurance
- Operations
- Project Management (Planning/ Scheduling/MIS)

EXPERIENCE HIGHLIGHT

Essar Power Ltd.- Jamnagar, Gujarat

Deputy Manager

- TPP Simulator instructor
- Conducting and coordinating internal/ external training programs
- Designing modules and manuals
- Organized a National Level Seminar
- Coordination and managing various certifications like ISO, CEA etc for training centre.

Essar Power Ltd- Mahan, Madhya Pradesh

Assistant Manager

- Project planning and scheduling.
- Boiler desk operation
- Raising PR in SAP
- Service entry in SAP

PROJECT COMPLETED

- Training Operation Manual which describes all formats for smooth operation and functioning of a Training in an Institute
- Business Excellence Model of a Training Institute

ACHIEVEMENTS/ AWARDS

- Organization won "AIMA" and "Green-Tech" Award under category "Innovation in Learning Solution" - "Remote& Portable Simulator" at Essar
- "SPOT AWARD" in the organization for most effective trainer

YAJUVENDRA SINGH



- Total of 8 years work experience (General Insurance Industry).
- RR Financial Consultants Ltd (Jan'11 - April'16)
- ICICI Lombard GIC Ltd. (May'08 - Dec'10)
- B.E. (Chemical) Punjab University (1996-2000), Chandigarh
- Masters in Business Economics (2002-2004), Delhi University

INTEREST

- Business Marketing
- Customer Relationship Management (CRM)
- Marketing of Financial Services
- Wealth Management and & Alternative Investment
- Management of Banks

KEY EXPERTISE

- Business Development
- Corporate Sales & Customer Relationship Management
- Channel Sales & Distribution Management
- Team Building to maximize output & Leadership capabilities
- Goal Setting, MIS management & Target Achievement
- Product Training

EXPERIENCE HIGHLIGHTS

RR Financial Consultants Ltd - New Delhi

Associate Vice President

- Handled Corporate Clients & Retail sales at national level
- Recruited Relationship Managers and back office persons for various offices
- Provided training to relationship managers on different insurance products
- Launched and executed sales promotion schemes for relationship managers at national level
- Coordinated related operations such as renewal retention, telecalling, and lead generation
- Effectively handled products like Fire, GHI, GPA, and Marine
- Initiated team developmental activities in form of meetings, get together, competitions

ICICI Lombard GIC Ltd. - Motor & Health, New Delhi

Sales Manager

- Effectively Handled channel sales in Banc assurance
- Handled Agency Sales with 2 USM and 18 Agents
- Effectively handled Retail Sales with a team of 2 USM and 17 trainees
- Regularly initiated trainings for channel on products, tele-calling, data collection, lead generation, lead follow up, and lead closure

ACHIEVEMENTS

- Augmented Sales of General Insurance Products on PAN India Level from 1.10 Cr to 2 Cr per month
- Initiated Cross selling of SME products
- Added New Corporate Clients to the book
- Revived dissatisfied clients and started business with them.



List of Past Recruiters

- ABN AMRO
- ACC LTD.
- ACCENTURE
- AMERICAN EXPRESS
- BHARTI AIRTEL
- BHARTI REALITY
- CAPITAL IQ
- CITI BANK
- CONVERGYS INC
- CRESCENT SHIPPING
- CUSHMAN & WAKEFIELD
- DE SHAW
- DEUTSCHE BANK
- EDUCOMP
- ESCORTS - ECEL
- ESSAR GROUP
- EVALUESERVE
- FORD ASIA PACIFIC AND AFRICA
- FIRSTSOURCE
- GENPECT
- GLENMARK PHARMA
- GRAIL RESEARCH
- GVK BIOSCIENCES PVT LTD.
- HALDIA ENERGY LTD.
- HERO HONDA
- HP
- IBM
- ICICI BANK
- HDFC
- IFMR VENTURES PVT. LTD.
- INFOSYS LIMITED
- JET AIRWAYS
- JINDAL PROJECTS
- JOHN CRANE SEALING SYSTEM INDIA PVT. LTD.
- JOHNSON AND JOHNSON
- KANSAI NEROLAC PAINTS
- KOTAK LIFE INSURANCE
- LG
- LIBSYS
- MAGNETIMARELLI INDIA PVT. LTD.
- MARUTI SUZUKI INDIA LTD.
- MINDA
- NCI INFORMATION SYSTEM
- NCR CORPORATION INDIA LTD.
- NEWGEN SOFTWARE
- PHILIPS CARBON BLACK
- QAI
- ROYAL BANK OF SCOTLAND
- RPG GROUP
- SAINT GOBAIN
- SAPIENT CORPORATION
- STANDARD CHARTERED
- TCS
- TECH MAHINDRA
- UB GROUP
- VIDEOCON
- WHIRLPOOL
- WIPRO
- XANSA
- YES BANK





Contact Details

Prof. Pinaki Dasgupta

Professor (Marketing) & Dean, Corporate Relations & Placements
Phone (Direct) : 011-47194100/200 Extn. 337, Mobile +91 9810791398

Email :- dean.corprels@imi.edu

Students EXPGDM Placement Committee Members

Sidhant Shishodia

Arpit Mishra

Email ID - corporaterelations.expgdm@imi.edu



INTERNATIONAL MANAGEMENT INSTITUTE
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B-10, Qutab Institutional Area,
Tara Cresent Road,
New Delhi - 110016

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