



SVKM's
NMIMS
Transcending Horizons

LEARN TO LEAD

PROFILES

Executive PGDBM
Class of 2010-11





Our Vision, Mission & Belief

Our Vision

To be a vibrant and innovative centre for education, research, executive training and consultancy in management, technology, sciences and emerging areas of higher education; to develop a cadre of socially responsive managers, technocrats, entrepreneurs and professionals, thereby fulfilling the contemporary needs of the industry, business, government, voluntary service organizations and the community at large, both nationally and internationally.

Our Mission

To impart quality education and training and to carry out research and consultancy in consonance with the vision of the University, by providing state-of-the-art infrastructure and a learner friendly atmosphere in synergy with innovative pedagogy and global networking to produce world class and socially responsive academicians, leaders and practitioners in various disciplines thereby emerging as one of the prime Universities in the Asia Pacific Region by the year 2010.

Our Belief

We believe that learning is most fruitful, when knowledge and expertise of individuals from various disciplines and diverse backgrounds are shared. As this provides a cutting edge to professional education, we encourage such diversity, which is reflected in the composition of the student body of the University. We also believe that innovation is the key to progress in the modern world, so in our pursuit of excellence, we constantly upgrade and add newer areas of education and research to make our programmes more relevant to the stakeholders. Most importantly, we believe that openness, participation and fairness are necessary for building a culture conducive to learning and growth.

C O N T E N T

Chancellor Speaks	3
Vice Chancellor's Message	4
Director's Message	5
About SVKM	6
About NMIMS	7
Deemed University	8
Schools at NMIMS	9
Achievements	10
International Linkages	11
From the Desk of Placement Committee	12
Faculty Expertise	13
Program Offerings	13
Approach to Programs Design	14
About EPGDBM Program	15
Program Objectives & USPs	16
Program Logic & Design	17
Program Architecture	19
Electives	20
Profile Snapshot	21
Students Profile	23
Our Placement Partners	37
NMIMS Contacts and Address	38

The concept of diversity envisions acceptance, tolerance, respect and above all co-existence. It is in the diversity of ideologies, thoughts, cultures and experience that creativity fosters. The exploration of our uniqueness and the appreciation of our differences is what diversity offers to us.

It is this diversity that describes the EPGDBM at NMIMS, Bangalore - an environment that facilitates cross-pollination of ideas and development of cross-functional knowledge among the participants whose sectoral backgrounds are a source of this diversity. It is a breeding ground for leaders who can translate ideas and strategy through people and resources and become the agents of change. In this world of constant transformation and dynamism, these change leaders are ready to take on...





Chancellor Speaks

Amrish Patel
An Industrialist and
Philanthropist
MLA Maharashtra

Having established itself in Mumbai over a period of nearly 30 years, the Narsee Monjee Institute of Management Studies at the behest of the Shri Vile Parle Kelavani Mandal (SVKM) decided to contribute its might towards providing quality higher education in other parts of the country. The city of Bengaluru, which in recent years has become a thriving metropolis with a vast catchment of students interested in higher education was the first destination in our expansion plans outside the state of Maharashtra.

I understand that participants from the first EPGDBM batch have secured niche roles in keeping with the objectives of the program. This will set the platform for the second batch-the class of 2010-11, when they resume their careers after having honed their managerial skills. I believe that they would have a fresh mindset and would be more effective and efficient than they were before they took admission to the EPGDBM program. I am sure Industry would welcome these middle to senior managers from the NMIMS stable who will make a difference to their organizations.

I wish everyone concerned all the best.

Amrish Patel



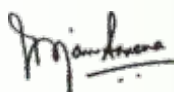
The Narsee Monjee Institute of Management Studies (NMIMS) has over the last 30 years grown from a management institute to a deemed university. It is one of the few diversified deemed universities in India with seven separate schools in Business Management, Pharmacy, Technology Management & Engineering, Architecture Science and Commerce, and the School of Economics which has been recently set up. During this journey it has won many accolades from accreditation agencies and management associations.

Besides seeing the need for specialist schools in varied disciplines at the headquarters in Mumbai, the parent body has also responded to the felt need for centres of excellence to be spread across the geography of India thereby widening the base of quality higher education. It is with this objective that we set up a campus in Shirpur in Maharashtra followed by Bangalore in 2008 and to be followed by Hyderabad and Chandigarh.

The Board of management of NMIMS and the Academic Council both of which have eminent members - stalwarts from industry and academicians respectively are constantly giving an impetus to improve rigour and quality in all the schools so that all the schools emerge amongst the top 50 in the world in due course of time. It is this endeavour that has enabled NMIMS to be ranked No 1 with respect to 'Learning experience' and ROI to students in a survey of B-schools by a leading agency.

Without the baggage of the past, our Bangalore campus has the opportunity to surpass the standards set by Mumbai. The EPGDBM program at Bangalore incorporates a range of subjects including niche subjects like Business Analytics, Business simulations and role based electives which sets it apart from any other comparable program. The program is suited to corporates for lateral hiring at middle to senior positions with general management capabilities as all participants have over 5 years experience with a strong foundation in one functional area which is reinforced by the breadth of management subjects in the program.

We trust that our Bangalore campus will add a new dimension and take the excellent relationship we have with industry to the next level.



Dr. Rajan Saxena



Vice-Chancellor's message

Dr. Rajan Saxena
A Distinguished Professor
in Marketing and
an Institution Builder



Director's message

Prof. Suresh Mony
A Proven Leader in
Industry and Academics

The Narsee Monjee Institute of Management Studies (NMIMS) has been in Bangalore for nearly two years since the campus was inaugurated in November 2008 and has been contributing its mite towards the upgradation of management skills in the Garden City.

At the Bangalore campus, the full-time 15 month Executive Post Graduate Program in Business Management (EPGDBM) was launched in April 2009. This program is targeted at executives with plus 5 years experience and involves 12 months of on- campus course work and 3 months of internship wherein participants are required to do a live project. In the EPGDBM class of 2010-11, we have carefully selected 21 bright executives with work experience ranging from 5 to 12 years in diverse sectors which includes IT, ITES, Telecom, Banking & Financial Services, Engineering, Oil & Gas, Media ,Consulting and Retail. About 30% of the batch have international experience in USA, China, Europe.

One of the major differentiators and USP of the program is the choice of electives based on the role aspired by the participant -Consulting, Leadership, Functional or Entrepreneurial roles. The other USP is the inclusion of courses on 'Business Analytics' powered by SAS software, which is increasingly being used by companies and is currently one of the emerging disciplines for study.

Participants of Batch 1 have been placed in reputed companies like HP, HSBC, TCS, ICICI, Frost & Sullivan, Dell, KPMG, Wipro, E&Y, Manthan Systems, Citibank, Zee, ING Bank, Mu-Sigma, Millward Brown. The current batch completes its on-campus course-work by end May 2011 and would be ready to join from June 2011. Our campus placement process starts from January 15, 2011 and in this regard, members of the Placement Committee will be meeting you with this letter to apprise you on the modalities of campus placement and hand over the Placement Brochure after tele/ email confirmation from your end.

We look forward to a meaningful long term association.

A handwritten signature in black ink that reads "Suresh Mony". The signature is written in a cursive, flowing style.

Prof. Suresh Mony

About SVKM

Shri Vile Parle Kelavani Mandal (SVKM) is a Public Charitable Trust registered under
(i) The Societies Registration Act XXI of 1960 No. 773 of 1934-35 &
(ii) The Bombay Public Trusts Act, 1950 (Bombay XXIX of 1950) No. F 30 (BOM) 1953.

The Mandal was formed in 1934 & commenced its activities by taking over the Rashtriya Shala, a school established in 1921 in the wake of the national movement. The school was later renamed "Shrimati Gokalibai Punamchand Pitamber High School". To mark the 25th year of its valuable service in the field of Primary and Secondary Education, the Mandal decided to extend its activities to the sphere of University Education. The long felt need for a Science and Arts college in the growing western suburbs of Mumbai was fulfilled by the Mandal by establishing "Mithibai College of Arts and Chauhan Institute of Science" in 1961. The Trustees of Matushri Mithibai Balashram and sons of late Shri Mohanlal Dayal Chauhan made this possible because of handsome donations.

The spirit of transcending horizons has its genesis in the values that the Mandal has conscientiously practiced since the days of India's struggle for freedom. The values of patriotic fervour, selfless service and the spirit of indigenous enterprise serve as the guiding principles to all the institutions set up by the Mandal.



About NMIMS

NMIMS is a centre of excellence for learning and research in management, technology, sciences and other emerging areas of higher education. Going by its credo 'Transcending Horizons', NMIMS believes in continually raising the bar in its pursuit of excellence.

NMIMS is the first business school to be accredited and awarded a "FIVE STAR" rating by the UGC sponsored National Assessment and Accreditation Council (NAAC), which is the highest rating that is awarded by the council.

An ISO 9001:2000 Certified Institute with a truly global perspective, NMIMS is poised for exponential growth. Stringent selection procedures, establishment of international linkages and emphasis on keeping the curriculum concurrent with industry developments and evolving global business environment, make it truly a distinguished educational centre. NMIMS has a strong alumni network, with many of the alumni holding senior management positions in the corporate world.



Deemed University Status

Based on the recommendations of the University Grants Commission and All India Council for Technical Education, Ministry of Human Resource Development, Government of India, accorded 'Deemed to be University' Status to NMIMS in January 2003.

Based on the sustained performance of NMIMS post-2003, the UGC has recently granted 'Permanent Deemed University' status to NMIMS. Pursuant to this, UGC has advised NMIMS to commence operations at other locations, and accordingly NMIMS set up centres in Shirpur, Bangalore and Chandigarh and now proposes to set up centres in Hyderabad and Ahmedabad.

The Journey

Versatile management training is indispensable as it provides the requisite skill sets to withstand the emerging challenges of the corporate world and successfully leverage career opportunities. In order to meet the growing demand for management education, SVKM, with the help of handsome donation from Narsee Monjee Educational Trust, established Narsee Monjee Institute of Management and Higher Studies in 1981. The institute commenced its activities with the Masters Degree Programme in Management Studies and has attained a number of milestones over the years.

You must feel like the deer in a forest which is always afraid of being attacked. Else you are dead - Sunil Mittal



Schools at NMIMS

Having experienced the benefits of the Deemed University, NMIMS has taken a conscious decision to move towards the concept of Schools and Cells. The concept of Schools revolves around the fact that each school has its unique identity and operates like a business unit. The following seven schools came into existence with effect from 1st April 2006.

SCHOOL OF BUSINESS MANAGEMENT ■

MUKESH PATEL SCHOOL OF TECHNOLOGY ■

MANAGEMENT AND ENGINEERING ■

SCHOOL OF PHARMACY AND TECHNOLOGY
MANAGEMENT ■

SCHOOL OF DISTANCE LEARNING ■

BALWANT SHETH SCHOOL OF ARCHITECTURE ■

SCHOOL OF SCIENCE ■

SCHOOL OF COMMERCE ■

Achievements

- 1981 NMIMS was set up as a Management Institute of the University of Mumbai
- 1992 AICTE approved the autonomous full-time courses
- 1999 Five star rating by UGC sponsored National Assessment and Accreditation Council (NAAC)
- 2001 Best management Institute of the Year Award by BMA (Bombay Management 2007 Association)
- 2004 Golden Peacock National Training Award in the category of 'Large Training Provider' by the Institute of Directors
- 2004 ISO 9001:2000 certification by ICL
- 2005 Dr. J. J. Irani award for Best Management Institute
- 2006 Awarded 'A' grade with a score of 85-90% by NAAC
- 2006 BMA Best Teacher of management of the Year Award (7th time)
- 2007 Ranked amongst Top 10 B-schools in Business Today-Nielsen Best B-Schools survey and Outlook-C-Fore Best B-Schools survey
- 2007 Ranked amongst Super League B-Schools in AIMA-Indian Management Best B-Schools Survey



There are solutions for most problems. The barriers and road blocks that we face are usually of our own making and these can only be demolished by having the determination to find a solution, even contrary to the conventional wisdom that prevails around us, by breaking traditions. - Ratan Tata



International Linkages

NMIMS has well developed international linkages with reputed universities leading to international assignments for teaching, research & consultancy and faculty and students' exchange programs with:

Case Western Reserve University, Cleveland, Ohio
University of Houston College of Engineering, Houston, Texas
Royal Melbourne Institute of Technology (RMIT), Melbourne, Australia
Grenoble Ecole de Management, France
EUROMED, Marseille France
ESC ROUEN, France
ESSCA, Angers France
Senaca College of Applied Arts & Technology, Toronto, Ontario, Canada
Athens University of Economics & Business, Greece
ESSCA, Budapest, Hungary

NMIMS annually deposes faculty members for The Global Colloquium on Participant-Centred Learning (GCPCL) program at the Harvard Business School, Boston that seeks to build a global community of faculty members who are committed to participant-centred learning through innovative teaching and course design.

We believe in destroying what we have created
- Kishore Biyani

From the Desk of 'Placement Committee

Dear Recruiters,

It gives us immense pleasure to introduce you to the Executive Management class of 2010-2011 from NMIMS, Bangalore. NMIMS Bangalore attaches great value to industry experience and has carefully crafted a program that synergizes experience, maturity and a practical approach, thereby making the learning experience more wholesome.

The Value Proposition

At NMIMS Bangalore we have created an environment that ensures high academic rigor, encourages team work and demands excellence. The program offered in NMIMS Bangalore intends to fulfill the highly visible gap between the demand and supply scenarios for quality management education, in the full-time executive space.

Further, there is no established program offering high end business analytics despite the fact that Bangalore is a hotbed for Knowledge Process Outsourcing. The demand for MBA professionals with an analytics background is rising, and the supply is miniscule compared to the demand. These are the exemplary kind of voids that NMIMS Bangalore intends to fulfill, thus bridging the gap between what industry wants and the available management education options.

Why Recruit at NMIMS Bangalore

The carefully chosen executives come from a diverse background of sectors such as IT/ ITES, Telecom, Banking, Retail, Food Processing, Textiles/Apparel, Media, Oil & Gas, Infrastructure and E- learning. With sound academic backgrounds, diverse functional work experiences complemented with team and inter personal skills, recruiters have evinced exceptional interest in the class of 2009-10. HP, HSBC, TCS, ICICI, Frost & Sullivan, Dell, KPMG, Wipro, ING Bank, Mu-Sigma, Millward Brown, etc are some of the recruiters who selected our participants this year.

The timeframe for pre-placement talks would be October – November 2010 and the final placements would commence from January 2011.

We are confident that our EPGDBM participants would prove to be an asset to any organization.

We would like to invite you to our placement process.



Faculty Expertise

The faculty team in Bangalore has a rich blend of industry and academic experience. Individual faculty members are proficient in diverse areas - Finance, Operations, Marketing, IT, Quantitative Techniques, Economics, HR and Strategy. The ambit of their corporate experience covers areas such as Automobile, Retail, Engineering, Textiles, IT, ITeS, FMCG, Banking and Financial Services. The faculty team at Bangalore is actively involved in consulting and creating intellectual capital and has published papers in reputed international journals, presented papers in international conferences and has written cases to facilitate teaching. Corporate training is another sphere of activity that they are actively engaged in, for domestic as well as international corporations.

Program Offering

Executive Post Graduate Diploma in Business Management (EPGDBM)

- 15 months full-time program for executives

Post Graduate Diploma in Management (PGDM)

- 24-month full-time program

Management Program for Executives (MPE)

- 20 months weekend program for working executives

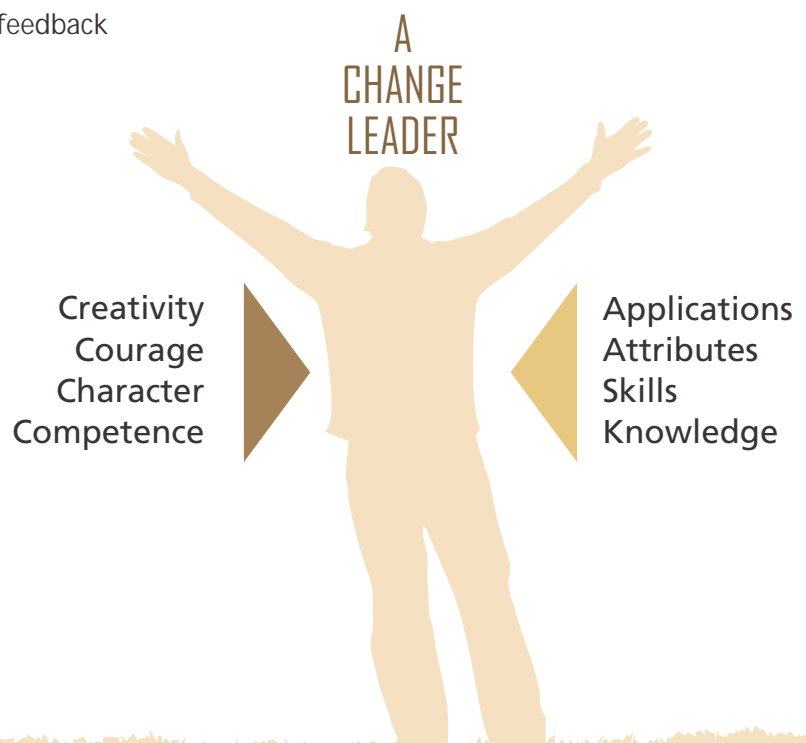
Management Development Programs (MDPs)

- Short Duration Certificate Programs
- Customised MDPs

Approach to Programs Design

All the programs are designed keeping in view the need to appropriately blend knowledge, skills and attributes with the right mix of pedagogy:

- a) Knowledge: normative subjects like Finance, Marketing, Economics, Quantitative Techniques, etc.
- b) Skills
 - Communication
 - Decision-Making
 - Negotiations
 - Leadership and Change Management
- c) Attributes
 - Creativity
 - Time Management
 - Managing Diversity
- d) Emphasis on application of knowledge to real life situations
- e) Capstone Project
- f) Continuous assessment with feedback



About EPGDBM Program

Selection Process

In keeping with NMIMS quality standards, candidates are selected after going through a 3 stage process of Written test, GD and Personal Interview. The basic qualifying criteria and selection process involved thus are:

Qualifying criteria

- Graduate with consistent academic record
- Minimum five years of work experience after graduation

Selection process

- NMAT all India Entrance Test (Aptitude Test covering numerical ability, test of reasoning and verbal skills), GMAT
- Group discussion
- Personal interview

Pedagogy

A judicious mix of:

- Interactive classroom sessions
- Group work
- Case based learning
- Assignments
- Simulations
- Workshops
- Project work
- Guest lectures by CXOs/ Senior Management / Achievers

Such a mix enables participants to assimilate concepts, reflect on concepts learnt in class and absorb them more effectively, develop a team approach to problem solving, hone analytical skills, develop decision-making skills, garner new knowledge, and develop an inquiring mind. The evaluation is based on continuous assessment with adequate emphasis on in-class quizzes, post-class assignments, end-term examinations and project work.



Program Objectives

The objective of the EPGDBM program is to create business leaders who are highly focused on their career roles and equip them with critical thinking and cutting edge decision making abilities to make a mark and attain top management positions in the chosen roles be it Consulting, Leadership, Functional Domain or Entrepreneurial.

Program USPs

Specialization in niche subjects that match functional domains and career roles.

Role based electives involve choosing appropriate subjects across all the four functional areas of Finance, Marketing, Operations and HR.

Certain sunrise topics like Digital Marketing, Talent Management, IT Infrastructure Management, Theory of Constraints and Business Process Management and Modeling have been included in the basket of electives.

Substantial technology-based inputs for regular self-assessment that would enhance the conceptual rigor.

Application-based projects in each functional area/ domain, where individual experiences get blended with the knowledge, skills and attributes garnered from the program and lead to new insights and outcomes that can be used by industry.

Substantial use of simulations allowing participants to work in teams in a near-real-time environment that enables them hone their strategizing and decision-making skills, leading to both greater effectiveness and efficiency in decision making processes.

As long as the engines of innovation are alive, and they attract the best talent, the leadership will continue to be with them - N.R. Narayana Murthy

Program Logic and Design

The full-time executive program, as specified, offers a flexi-learning approach that can be configured to suit each executive's career aspirations and long-term goals. This can be achieved by combining dimensions from both his/her past domain experience and future plans.

Of the 15 months, the first 12 months covering 3 trimesters aim toward providing a solid functional grounding together with general management inputs; with the third trimester offering flexibility of electives both in terms of desired roles and functionality. The last 3 months are purely application-based i.e. either a Real-Time project in India or International Exposure with one/two of NMIMS's identified partner universities in North America/ Europe.

Intake

Executives with a consistent track record and
With 5+ years experience in any domain



First Trimester

Building Blocks: Organizational Fundamentals
Economics, Quantitative Techniques and Financial Accounting
+ Basic functional inputs - Finance, Marketing, HR, IT, Operations



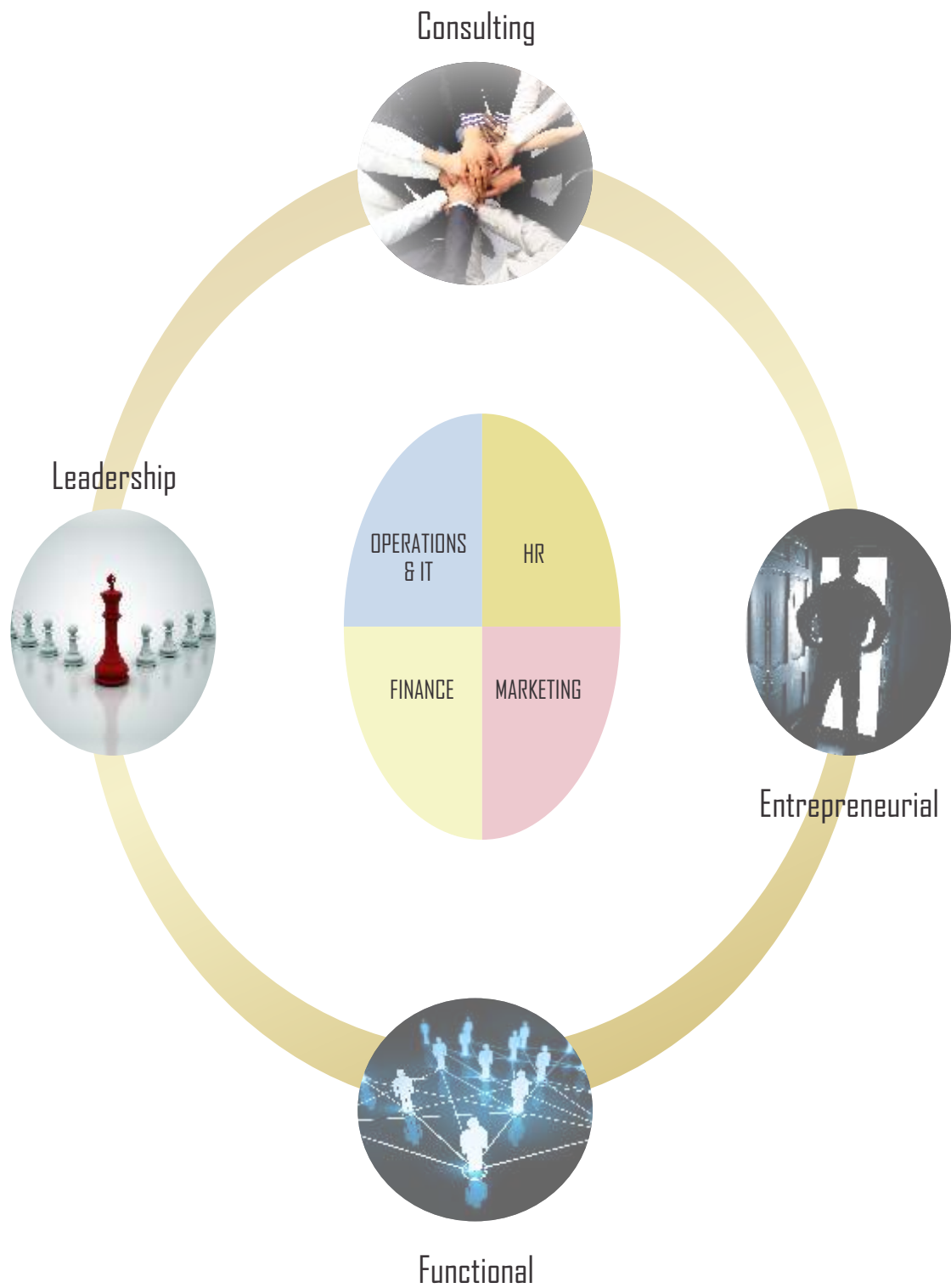
Second trimester

- General Management inputs: Strategy Implementation & Risk Management
- Skills and attributes inputs: Communication, Negotiation
- Generic applied skills input: Analytics



Third trimester

- Core Courses - Business Simulation, Corporate Governance & Ethics, Leadership & Change Management
- Electives in varying combinations depending on role aspired



We benefit from not only the growth of the economy, but also the confidence and feel-good factor that is being exuded by the young population - Naina Lal Kidwai

Program Architecture

TRIM 1

A. Building Blocks of Management

Understanding Management, Organization & Business

Economic Analysis

Accounting and Financial Statement Analysis

Quantitative Techniques for Decision Making

B. Planning for Organizational Performance

Business Environment Landscaping

Business Strategy Formulation

Creating Customer Value

Designing Operations

Sourcing and Managing Finance

Managing Costs

Designing Optimal IT Strategy

People and Organizational Capabilities

TRIM 2

C. Implementing Organizational Strategy & Measurement Metrics of Performance

Strategy Implementation and Measurement Metrics

Business Analytics 1

Business Analytics 2

Development of Organizational Capabilities

Delivering Shareholder Value

Project Management

Innovation and Entrepreneurship

Developing Negotiation Skills for Business Success

D. Managing in the Emerging Economy

Services Management

Managing Risks

International Supply Chain Management

E-Commerce Business Models

TRIM 3

E. Handling New Business Challenges

Leadership and Change Management

International Business

Beyond Business Communication

Business Simulation

World Class Management Practices

Corporate Governance and Ethics

F. Nine Months Research Project

Electives

EPGDM is designed to facilitate accelerated achievement of the participants' aspirations. Towards this objective, the generic roles that have been identified are: Consulting, Leadership, Functional and Entrepreneurial Roles. The specific knowledge and skill-sets that are required for these roles have been mapped across the generic functional areas i.e. Finance, Marketing, Operations/IT and HR. Thus, the electives are application-oriented and role-specific, helping the participants to assume responsibilities and be productive from Day 1 in their new journey post-EPGDBM.

FUNCTIONAL DOMAINS	ROLES			
	Consulting	Leadership	Functional	Entrepreneurial
Finance	Risk Management International Finance	Management Planning and Control systems Corporate Valuation	Banking and Financial Services Security Analysis and Portfolio Management	Raising Funds Financial Management for Entrepreneurs
Marketing	Customer Relationship Management Marketing Models	Strategic Marketing Brand Management	Retail Management B2B Marketing	Entrepreneurial Marketing Digital Marketing
Operations / IT	Supply Chain Management Theory of Constraints	Six Sigma Strategic Cost Management	IT Infrastructure & IT Services Management World-class Manufacturing	Business Process Mgmt. & Modeling Technology Management
HR	Organization Development High Performance Organizations	HR Scorecard & Measurement Employment & Labour Law	Talent Management Competency Management	Intrapreneurship Total Rewards Management

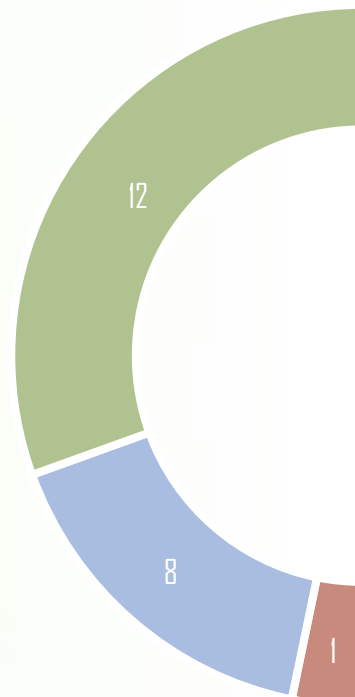
BATCH PROFILE



1	Telecom
1	Oil & Gas
1	Garment Exports
1	E-Learning
1	Gems & Jewellery
2	Retail & FMCG
4	BFSI
10	IT and IT Infrastructure Services

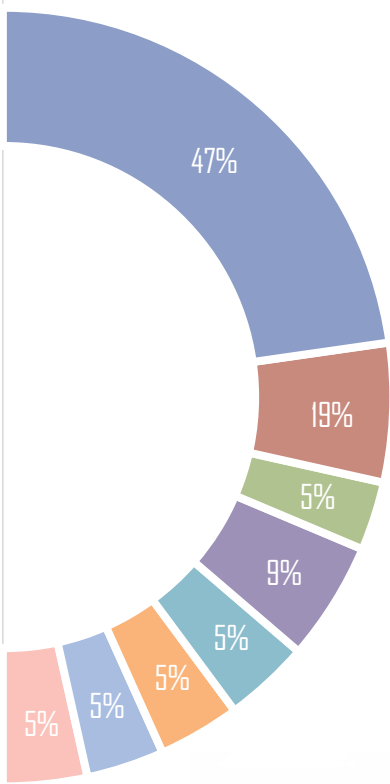
Average Industry Experience

- 10-12 Years
- 7-10 Years
- 5-7 Years



Sectoral Distribution

- IT
- BFSI
- Oil & Gas
- Retail & FMCG
- Gems & Jewellery
- E-Learning
- Garment Exports
- Telecom





Abhishek Gupta

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Alka Singh

M.Sc. Zoology
Email: alka.singh@nmims.edu

Work Experience 5 Years

Industry Financial Services, Research

Career Track **Bajaj Capital Ltd, Delhi**
Research Analyst

- Worked on Industry reports, Earnings Analysis IPO analysis, FD analysis, Market updates, and MF reports
- Handled Team of Fundamental Analyst, Technical analyst and Debt Analyst. Also Handled Team in Customer services cell
- Worked with the Financial Planning Group responsible for audits of financial plans for the entire Northern region branches (60) including FP training of branch personals
- Actively involved in handling HNI Clients Portfolio along with Portfolio Formation and Restructuring
- Worked for website content development and preparation of company's new financial software
- Contribution to Magazine, website and newspaper

- Key Achievements**
- Actively involved in the Training and development of new resources as well in the development of new financial products
 - The report was published in magazine, newspaper and websites
 - Wrote an article on "Mutual Funds: Retail Investors Favourite" published in the ICFAI magazine "Portfolio Organiser"

Work Experience 7 Years and 3 Months

Industry Content and Media

Career Track **Procentris India Pvt Limited**
Senior Technical Writer/Client Account Manager

- Facilitated communications between Global Clients and Project Leads
- Visualising and designing content-based websites
- Key evaluator for overall recruitment process of content development team
- Led and guided Content team responsible for Web development activities of the organisation

Thomson Press
Copy Editor

- Responsible for complete Editing of STM Journals and Books for clients of Global repute such as Elsevier publications, Blackwell, John Wiley and Sons, Lippincott, etc.

Korindo Plywood Pvt. Ltd
HR Executive

- Planning and execution of End to end recruitment & induction process
- Mentoring and leading team members to ensure smooth functioning of the Unit
- Managing outreach activities and corporate relations

- Key Achievements**
- Declared outstanding performer. (Thomson Press)
 - Received a prize bonus for being a key writer of the site bought by AOL co-founder, Steve Case (Procentris)
 - Pioneered in devising a strategic screening process for writers (Procentris)



Gaurav Narula

B.Tech (EC), PMP®, ITIL®
Email: gaurav.narula@nmims.edu

Work Experience 4 Years 6 Months (International-2.5 Months)

Industry Telecommunication

Career Track Ericsson

Multimedia & Solution Integration

- Service Delivery of Network Solutions for the Telecom operators's Core and Multimedia Value Added Service Network
- Responsible for Vendor Management and people management during project phase
- Delivered the Projects for Bharti Airtel, BSNL, Idea, Vodafone, Etisalat. Travelled across PAN India for solution Integration

Orange Business Services
(France Telecom)

- Enterprise Network Infrastructure Management (Problem Management) for Key Customer Accounts

Bharti Airtel Ltd

- Data Network Engineer for Bharti's IP/MPLS Backbone Network

Key Achievements

- Ericsson's "FALCON" award by MD, Ericsson for outstanding contribution towards achieving Business Excellence
- Awarded by VP, Ericsson for leading the | Network Integration of Ericsson's first Service Delivery Platform Project in India (BSNL LIVE).
- Recognised with "Employee of the Month" award.



Khushnud Khan

B.E. (Mech Engg)
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Work Experience 8 Years (International-Short work assignment at Bangkok, Thailand)

Industry Retail

Career Track **TATA SKY LTD**
Zonal Manager- Retail Operations, East

- Developing and executing Annual Operation Plan
- Distribution and network expansion & reach penetration
- Developed branded stores expansion along with Franchisee network development and people management

Manager- Operations

- Accountable for Sales operation, Distribution and Retail network
- Franchisee network management , Service Assurance and SLA

ELECTROLUX KELVINATOR LTD.
Sr. Executive-Operations

- Service operations delivery
- Trade and customer satisfaction
- Franchisee Network management

VIDEOCON INTERNATIONAL LTD
Service ops in charge, Chandigarh

- Service Assurance and SLA
 - Franchisee network management
-

- Key Achievements**
- Employee of the Year, Award, Tata Sky, 2009 10,
 - Employee of the Qtr Q2 09-10
 - Recognized Fastest Rollout of Branded stores in the country



Manish Sharma

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Nitesh Malik

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Work Experience 5 Years and 1 Month

Industry Financial Services (Banking & Insurance)

Career Track **India Info Line Ltd-Insurance Vertical**
Territory Manager

- Business Development, Customer Retention & Managing Profit Centre

Sharma Associates
Business Development Manager

- Realty Marketing and Leasing Operations for clients namely L & T, Komatsu India & Xerox
- Portfolio Management and Solution Selling to HNI Clients

Aviva Life Insurance India Ltd
Assistant Sales Manager

- Led a team of 38 advisers in Business Development & Client Engagement
- Chief coordinator of CSR activities for Rajasthan

ICICI Bank Ltd
Team Leader –Liabilities

- Responsible for developing CASA, Fixed deposits, Insurance & Mutual fund with a team of 10 executives
- India Info Line – Conceptualised & Implemented Direct Marketing, Partner Channel in Rajasthan

- Key Achievements**
- India Info Line - Initiated & Managed Profitably IIFL Operations in Rajasthan in a record time of 3 months
 - Aviva-Awarded the Ace Recruiter for the North Zone
 - ICICI Bank-Awarded the Best Team leader in Rajasthan
 - ICICI Bank –Successfully Mobilised Fixed Deposits to the tune of 3.5 CR

Work Experience 5 Years and 6 Months (International-8 months)

Industry IT

Career Track **Siemens Information System Limited**
Associate Consultant

- Managed and handled onsite Project team to address Patient Hazards
- Requirement Gathering, analysis and Project Estimation
- Coaching and mentoring the newly joined during induction
- Interacting with project team on business requirement and delivery aspect
- Implemented customized solutions to meet client requirements
- Holding meeting and discussion to provide solutions on improving quality of work & processes

Key Achievements

- Selected for introduction of Agile Methodology for development
- Achieved significant goals of the sprint as a backup scrum master
- Selected to work in defect resolution team at Pennsylvania
- Successfully introduced and implemented a "Patch submission and distribution process" at the customer site
- Selected to lead a team in Gurgaon for migrating the project, Power Plant distributed control system, from older version to a newer version



Pragya Dixit

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Pravesh Kumar Choudhary

B.Tech, Textile Technology
 Email: pravesh.choudary@nmims.edu

Work Experience 7 Years and 2 Months

Industry Gems and Jewellery

Career Track **HERITAGE COLLECTION INC**
 CEO, Mumbai

- Designing , manufacturing and delivery of quality products
- Accountable for Training & Development as well as Talent engagement
- Human and material resource management
- Client management and business development

GURUKUL EDUCATION
 Faculty – Jewellery Design, Jaipur

- Lecturer for Jewellery design for basic and advanced courses
- Preparation of course material for the jewellery design

CANFINS HOMES PVT LTD,
 Probationary Officer, Jaipur

- Business development and customer relationship management
- Credit appraisal and recovery
- Television: Participated in Talk shows on various issues for Jaipur Doordarshan
- Won Editor's Choice Award for the poem "When you are with me"
- Cleared CFA Level I

Key Achievements

Work Experience 5 Years and 6 Months
 (International- 2Years & 2 Months)

Industry Garment Export

Career Track **Aquarelle India Pvt Ltd**
 Senior Merchandiser

- Communicating and negotiating prices with the buyers
- Overseeing the orders from the development to Finishing stage
- Managing internal communication and coordination for weekly/monthly meeting
- Coordinating Bureau Detude Meeting as a procedure to analyze new product developments

- Involved in Business Oriented Strategies to avoid Crisis management, like Short Shipments & extensions

ALPA creation Co. Ltd, China
 Fabric Merchandising Manager

K Mohan & Co Ltd, Bangalore
 Asst. Merchandiser

Lenny Fashions Co.Ltd, Dhaka
 Junior Merchandiser

- Key Achievements**
- Maintained a track record of 100 % delivery pertaining to customer's goods on time
 - Successfully handled brands like Banana Republic,Walmart, JC Penny,Celio,Jules Matalan



Rakesh Raushan

B.Tech (Dairy Technology)
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Work Experience

5 Years and 6 Months

Industry

FMCG and Food & Beverage

Career Track

Heinz India

Quality Assurance officer

- Responsible for following and implementing Heinz Global standards for all SKUs
- Handling auditing of System Compliance, House Keeping and RM vendor
- Core member of NPD team and worked on various new product development
- Monitored and managed SAP operation for planning and allocation of work

Modern Dairies Ltd.

Technical Officer

- Ensured 100% achievement of monthly and weekly rolling production plan (RPP) for all SKU
- Involved in the erection & commissioning of Casein, UF & NF plant

Hatsun Agro Pdt. Ltd.

Production Executive

- Key member of product development team
- Core member of Erection & Commissioning team

Key Achievements

- Certified ISO 9001:2008 internal auditor of Heinz
- Awarded as 5S advocate by Heinz India on successful execution of 5S projects in the factory
- Secured All India Rank 84 in Indian Council of Agricultural Research Entrance Exam 2000
- Recipient of national talent scholarship



Sagar Sharma

B.I.T, University of Delhi
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Work Experience

5 Years and 7 Months

Industry

IT Infrastructure Services

Career Track

TCS Ltd.

Assistant System Engineer

- IT Infrastructure Services - Tower Lead for UNIX & Storage.
- Server administration - AIX, Solaris, Linux and Vmware.
- Responsible for build-release & reporting of servers and storage.
- SAN administration (EMC, HP, Brocade and Cisco SAN products)

HP Global Soft Ltd.

Technical Solutions Consultant

- Worked as Technical Solutions Consultant for HP OpenVMS.
- Mentored new hires for technology and tools

RAV Solutions (GH) Ltd.

Technical Solutions Consultant

- Responsible for test and planning of POS & Inventory management solution over a Linux based VPN

N&N Chopra Consultants Pvt. Ltd.

System Admin & Team Lead

- IT IS remote management in a pan India multisite environment

IBM Daksh Pvt. Ltd.

Technical Support Executive

Key Achievements

- Responsible for providing technical support on digital imaging products to HP worldwide customers
- Amongst top 10% performers at IBM Daksh (Watson Wyatt employee survey 2004)
- Selected as new hire mentor at HP Global soft ltd for HP OpenVMS GSC team
- Developed VMware host patch deployment for a TCS client company – drastically reduced patch deployment cycle time



Saleshe Kumar

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Sandeep R Hublikar

B.E Electronics & Communications
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Work Experience	5 Years and 6 Months
Industry	IT
Career Track	<p>Mastek Ltd Software Engineer</p> <ul style="list-style-type: none"> ● Developed Business Programs for Fidelity Investment (FBCT) brokerage and also the FPRS System ● Responsible for analysis & delivery of projects as per ISO Quality standards ● Lead the team of programmers responsible for MIS reports generation & presentation <p>L&T InfoTech Developer & Quality Lead</p> <ul style="list-style-type: none"> ● Developed systems programs for PBS Denmark. ● Assisted the project lead in designing matrix for overall feedback on process improvements ● Interdepartmental coordination for process and development <p>Tech Mahindra Consultant</p> <ul style="list-style-type: none"> ● Main frame consultant on Telecom domain for BT as programmer ● Assisted as a production support technical team
Key Achievements	<ul style="list-style-type: none"> ● Represented the school and college at the UN Level for Quizzes and won medals/certificates awarded by UNESCO and UN ● Declared as a star performer by the client ● Recognised as one of the best performer on Fidelity / Brokerage project at the client side ● Represented football team at Sub junior level

Work Experience	8 Years and 2 Months
Industry	IT
Career Track	<p>Toshiba Embedded Software India Ltd Senior Software Engineer</p> <ul style="list-style-type: none"> ● Accountable for Project Coordination, Project planning and tracking, Project Life Cycle (SDLC) ● Handled customer issues and customer requirements related to Project Management ● Developed a friendly ecosystem in teams to facilitate change management, brainstorming, open communication <p>Pace Soft Silicon Ltd (Now NVIDIA) Software Engineer</p> <ul style="list-style-type: none"> ● Mapping marketing requirements to software requirements ● Development and maintenance of test suites and test tools ● Documentation and Technical support <p>U&I System Design Ltd Member Technical</p> <ul style="list-style-type: none"> ● Presented Project proposal on MP3 followed by successful implementation
Key Achievements	<ul style="list-style-type: none"> ● Successfully coordinate multisite projects ● Successfully managed transition and knowledge transfer work for projects ● Provided continuous Support to clients like Toshiba, Nokia and Samsung throughout project life cycle ● Won Loyalty award in Toshiba



Sandeep Majumder

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Sandeep Singh

B.E. Mechanical
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Work Experience 6 Years

Industry IT/Consulting

Career Track **Tata Motors Ltd**
Manager (IT&CRM-DMS)

- SPOC for all Tata-Fiat IT (SAP-ERP/Siebel CRM & Siebel analytics) processes and projects
- Led the implementation & delivery of CRM-ERP integrations between Tata & Fiat systems

PriceWaterhouse Coopers (PwC)
Consultant (L2)

- Requirement gathering, RFP preparation, process mapping, assisting sales teams and developing CRM capability
- Client engagement and providing demos on CRM modules

Inforte India Pvt Ltd
Consultant

- Scoping, designing, developing, deploying releases and interfacing with clients and teams across the globe on products like Siebel 7.7.2, 7.8, Siebel Analytics & Informatica
- Siebel releases on various horizontals / verticals (Siebel e-automotive, Financial Service, and Consumer Goods)

CMC Ltd

- Functional resource in Tata Motors Siebel CRM-DMS project. Responsible for requirement gathering, deployment and training

Key Achievements

- Received accolades for successful deployment of LOM integrating Tata Motors & Fiat systems

- Awarded 'employee of the month' twice in Tata Motors CRM-DMS project

- Received Client appreciation from Nissan Europe, Sunguard, Pfizer, etc.

Work Experience 7 Years and 6 Months (International-6 Months)

Industry Oil & Gas EPC

Career Track **SK E&C, Valdel Engineers & Constructors**
Engineer - Piping

- Designing of Piping routing and modelling on PDS from P&ID using various standards
- Responsible for reviewing model and making corrections
- Handled Isometric extraction, error rectification and updating
- Incorporation of review, stress and checking comments
- Accountable for delivery of ISOs for IFA and IFC
- Interdepartmental coordination for bidding MTO
- Making of GAD drawings for various purposes
- Study of Equipment layout & Modeling

Key Achievements

- Received accolades from the client as well as top management for on time completion

- Worked on a new product developed by Air Liquide, Hangzhou, China. Received admiration from the project lead

- Successfully completed fire fighting projects at various sites of NewAge Industries, Mumbai



Sarvesh Kumar Singh

B.E, Computer Science
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Work Experience 5 Years and 5 Months

Industry IT

Career Track **Cognizant Technology Solution**
Programmer Analyst

- Managed project team involving development, enhancement and maintenance of customer service application for banking service provider in USA (Wachovia bank (A Wells Fargo Company)) and Europe (ABN AMRO bank)
- Preparation of project documents like Functional Design Documents (FDD), Technical Design Documents (TDD), RTM, and Audit related documents
- Successfully implemented various software techniques to reduce the bugs and improve the performance of the application for different clients

Innate Software Solution
Software Programmer

- Design and develop web based projects for various clients using Java, J2ee technology

Key Achievements

- Received "Best Performer Award" in Year 2005 by Innate Software solution
- Received "Shared Success Award" from Wachovia in Year 2007 for showing excellent work in project and for excellent team management
- Received Cognizant Certified Professional (L0) in Banking and Finance Services (BFS)
- Selected for various online business trainings by Clients



Sindhu Tripathi

B.E. (Electronics & Telecom)
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Work Experience 7 Years and 8 Months

Industry IT (Financial Services)

Career Track **Fiserv India Pvt. Ltd.**
Quality Analyst

- Metrics dashboard Preparation
- Project Process Monitoring
- Metrics creation for Effort Tracking, Effort Variance, Schedule Variance, Schedule Slippage, Review Effectiveness, Defect Density
- Requirement Analysis and BDD reviews
- Involved in System, E2E and Regression Testing
- Analyzing test reports
- Handled defect prevention activities
- Effort tracking
- Project Status Tracking
- CAR Analysis
- Mentoring New Joiners

Computer Science Corporation
Software Test Engineer

Key Achievements

- Received "VIP" (Value In Performance) award in Fiserv
- Received "Shining Star" Team Reward for consistent performance, commitment to the team and contribution to project success
- SPOT Recognition award for successfully coordinating for offshore deliveries for one of the major releases in CSC
- CSTE (QAI) certification
- Successfully managed transition and knowledge transfer for a project initiated onsite and later established at offshore



Subhashis Sinha

B.Sc Economics Honours
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Work Experience 9 Years (International-Short term assignments at Australia & Bangkok)

Industry BFSI & Paint Industry

Career Track **Metlife India Insurance Company Limited**
Regional Manager-Training

- Supervised and managed the entire functions of the Agency Training Team of the Region
- Responsible for the deliverables of the Training Managers & led a team of 30 Trainers across the entire Region
- Interdepartmental co-ordination and communication
- Implemented induction training course for new recruits — speeding profitability of the department
- Mapped Training Requirements for Channel Partners like Axis Bank, J& K Bank, etc
- Managed and executed mid management training

ICICI Prudential Life Insurance Co Ltd
Agency Manager

Asian Paints India Ltd
TSI

- Key Achievements**
- Top RTM nationally (on all parameters) for all 3 quarters of 2008 (Activity Ratio, Productivity, etc)
 - Certified LUTCF,AMFI,AFP and Licentiate certifications
 - Selected for multiple International Conventions for superlative performance
 - Part of Strategic Project Team of the organization for national level initiatives
 - Planned the Training Architecture for the Department
 - Designed Trainer Ranking Architecture for the department



Thiagarajan Vinayagamurthy

B.E,ECE
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Work Experience 5 Years and 4 Months

Industry IT(Telecom Domain)

Career Track **Mascon Global India Pvt Ltd**
Technical Project Leader

- Worked at clients side (Motorola) for the client (KDDI-Japan)
- Lead a team which worked in 4G (LTE) project for Motorola

Wipro Technologies
Software Engineer

- Worked for different clients like Nortel Networks (Canada), Nokia (Germany), Motorola (KDDI-Japan), Alcatel-Lucent (US), Calix (US) and Huawei (China)
- Worked in all phases of software development life cycle
- Lead a team of engineers who worked in enhancement projects which provides Quality of service solution in VoIP switch for Nortel client
- Interacting with the customer to understand the requirement, design document preparation, Interaction with onsite co-ordinator, Estimation, preparing high level design documents, development, test strategy document, complete feature verification test plan, feature verification testing
- Analysing customer issue and providing solution. Worked in multiple releases simultaneously

- Key Achievements**
- Recognized as best performer at entry level
 - Recognized by Nortel client for zero issue in the module delivery
 - Presented final year project in the International Conference
 - Presented a paper on "How to make dumb speak"



Vijay Xavier

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Vijayender Cherupally

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Work Experience 5 Years and 6 Months

Industry E-Learning

Career Track **TFSR Pvt Ltd**
Business development Manager

- **New Business Development:** Establishing dialogues with top management CXO/VP level for strategic partnerships, new product development and alliances
- **Client Servicing:** Conducting training need analysis for identifying, evaluating and recommending optimum e-learning solutions for clients
- **Project Management:** Led team of professionals for end-to-end designing, development and delivery of client e-learning new as well as customised projects

CRISIL
Research Analyst

- Led 10-member corporate research team for building India's 1st ESG Stock Index for NSE
- Conducted financial analysis & prepared reports for the same

EXL Service.Com Pvt Ltd
Operations Executive

Key Achievements

- Led new forays into E-learning & BFSI sectors for e-learning solutions
- Achieved turnover of Rs 7.5 Million within 18 months of launch and enrolment of 200 learners
- Successfully executed of CRISIL research project for India's first ESG Index (Client: NSE)
- Awarded Aviva "Certificate of Excellence" & "Star Performer" for customer satisfaction excellence

Work Experience 12 Years

Industry IT/Media/Consulting

Career Track **Marketing Consultant** (Independent)

- Social media marketing, SEO, Usability analysis, Branding, Content management

Infotech Enterprises
Marketing Communications Manager

- Internal and external communication, Communications strategy, Knowledge management, Branding, Training, People management

Oracle
Senior Production Editor

- Technical documentation production, Archiving, Usability analysis, Production DB architecture, People management

Deloitte
Communications Services Analyst

- Communication design, Branding, Training, Project management, Campaigns, Research communication, Knowledge management

The Times of India
Web Editor

- Online content management, Web design, Digital marketing, Media campaigns, Branding

Bugsy, Inc
Technical Consultant

Key Achievements

- Multimedia campaigns, Animation film design, Digital marketing
- SM Marketing strategy for India's first and largest people search portal
- Operational Excellence campaign, Infotech
- Branding guidelines, Infotech
- Production process optimisation, Oracle
- Version control migration, Oracle
- Rebranding implementation team, Deloitte
- Awareness campaign, CRY Short film/Fiction; Script reviewer/Feature; Published writer



Viveka Nand Bharti

B.E (Electronics & Communication)
PMP & Six Sigma Certified
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Work Experience 8 Years and 6 Months (International-6 Months)

Industry IT

Career Track **IDS Software Solutions Pvt. Ltd.**
Project Manager

- Project Scope Analysis, Planning, Effort Estimation, SW / HW & Human Resource Planning, Test Environment Setup, Coordination and Test Configuration Requirements Gathering, Execution and Tracking
- Handling RFP and supporting pre-sales activities
- Recruited , trains and reviewed QA/Sr. QA engineers and contractors to setup the team in new location Bangalore, India & USA
- Prepared Business Case for India, for our product
- Created global team to ensure 24*7 support for the customer, Established central QA support office from India to support development across the offices, USA and Australia

Wipro Technologies
Module Leader/Senior Software Engineer

- Key Achievements**
- Successfully completed 6 sigma green belt and PMP certification
 - Prepared business case for outsourcing of testing activities
 - Presented white paper on "ROI issues in test automation" in international conference organized by IIST in Minneapolis, USA
 - Presented white paper on "Challenges in Test Project Management" in IIST Hyderabad, India



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GE	PWC
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CRISIL	Zee
ICICI	Manthan Systems
ITC	Frost & Sullivan
Britannia	Citibank
Accenture	ING Vysya
IBM	HP
Tata Motors	KPMG



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