

**KIRLOSKAR INSTITUTE OF ADVANCED  
MANAGEMENT STUDIES**



Enriching Lives



**PLACEMENT  
BROCHURE  
2016-17**

**Approved by AICTE**



## Governing Council

**Mr. Rahul C Kirloskar**  
Executive Chairman  
Kirloskar Pneumatic Co. Ltd.

**Wg. Cdr. A. Raghunath**  
Advisor - Kirloskar Group  
Kirloskar Oil Engines Ltd.

**Mr. Shekhar Bonagiri**  
Governing Council Member  
KIAMS

**Mr. Atul C Kirloskar**  
Executive Chairman  
Kirloskar Oil Engines Ltd.

**Mrs. Alpana Kirloskar**  
Governing Council Member  
KIAMS

**Dr. C. N. Narayana**  
Principal Director  
Kirloskar Institute of Advanced  
Management Studies

**Mr. N. Luthra**  
HR - Advisor  
Kirloskar Group.

**Mrs. Pratima Kirloskar**  
President – Innovations  
(Society)  
Kirloskar Brothers Ltd.

**Mr. Mahesh Revankar**  
Head Admin  
Kirloskar Institute of Advanced  
Management Studies.



## Academic Advisory Council

**Dr. M. M .Pant**

**Dr. M.J. Xavier**

**Dr. C.N. Narayana**

**Dr. D. N. Murthy**

**Dr. Janaki Naik**

**Dr. V.S. Pai**

**Prof. Shekhar Bonagiri**

**Prof. Manasi Phadke**

**Mr. Vishwanath Joshi**

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### *Special Invitees*

**Mr. Atul C Kirloskar**

Executive Chairman, Kirloskar Oil Engines Ltd.

**Mr. Rahul C Kirloskar**

Executive Chairman, Kirloskar Pneumatic Co. Ltd.

## Vision

To provide society a centre of learning that excels in Management Education, Research, Training and Consultancy.

## Our Values

- To undertake only those activities where we have the potential to excel
- To work with trust and transparency while eschewing indiscretion
- To operate collective decision-making and collective responsibility
- To institutionalize the processes that lead to academic excellence
- To teach to think
- To value the 'good' in ourselves, while saluting the 'better' in others
- To nurture self-worth in all our members and use it to drive performance

## The Belief

Our belief holds that everyone has a potential and worth which cannot be measured on a common scale. Each individual has a unique capability which can find a niche in management. We practice this very tenet into selecting and grooming our students. Each individual at KIAMS is picked on the basis of his/her latent capabilities and is given opportunities to nurture the same during his/her tenure with KIAMS.



## PRINCIPAL DIRECTOR'S MESSAGE



Dear Recruiters,

Today's businesses need Managers who are not only efficient functionaries but are also leaders in their own right and have a clear vision for an organization where they are going to travel for the rest of their professional advancement. Therefore, strategic thinking, wealth creating mind set and strong passion to compete and success at various levels is required for a business school graduate. The academic rigor at KIAMS encourages and creates holistically developed professionals in this two year transformational journey. KIAMS has specializations of Marketing, Finance, Operations and Human Resource apart from General Management. KIAMS has diverse background of students for the batch 2015-17 ranging from Engineers, BBAs, and B.Coms and from many other streams who is ready for the industry. KIAMS has a four month Business Immersion Program (SIP) vis-à-vis normal 2 month programs in most of the business schools. This unique program helps them to be hands on before they embark their journey in to the Corporate World. Today, KIAMS has a league of more than 1100 alumni, many of them have excelled themselves in business, academia, government and non-government organizations not only in India but abroad. The current batch of 2015-17 is again a good blend of engineers and student with Science, Commerce, Humanities, Business Management. We are extremely grateful for the kind patronage bestowed upon our students both by the regular and new recruiters. KIAMS strength is reflected on your regular faith and patronage extended, having a trust in our experienced faculty members. Our faculty members are always helping the students in channelizing their passion and aspirations towards the right direction by taking up challenging assignment and assuming leadership roles in the Corporate World. KIAMS faculty members are publishing research work and case studies in both national and renowned international journals, case centers which help to plough back the knowledge in class room teaching.

As we follow strict academic calendar, we seek your kind co-operation in this pursuit to schedule your campus visit during the placement Weeks/Month scheduled in the brochure. I take this opportunity to cordially invite you to participate in the forthcoming Placement Season 2016.

**Dr. C.N. Narayana**

Sr. Professor OD & Change Management and Principal Director (Pune & Harihar)  
Kirloskar Institute of Advanced Management Studies.



Established in 1991, Kirloskar Institute of Advanced Management Studies (KIAMS) was conceived as a training institute and a knowledge hub for Kirloskar Group Managers to share their knowledge and learning and catch up with the latest in management.

The Institute initially offered Management Development Programmes and consultancy. Taking a leaf out of the rich experience gained from this, KIAMS moved on to offer AICTE approved PGDM from the year 1998.

The Institute has since been striving to achieve excellence in management through the ruling paradigm of “Education through values” with value being operative in beliefs, processes and results.

KIAMS enjoys the backing of one of the most prominent business houses in the country – the Kirloskar Group. It was indeed the vision of Mr. SL Kirloskar to provide a world class center for excellence in management education, research, training and consultancy that has been put to practice through KIAMS. The Institute has since been instrumental in offering not just management knowledge to the aspiring leaders but development and consultancy to some of the most inspired business across the world.

- 25 years in management knowledge creation and sharing
- 9522 executives trained in 472 MDPs.
- 145 research papers / conference representations
- 17 batches of successfully placed managers
- 2 state-of-the-art campuses in Harihar and Pune





## RANKINGS & AWARDS



Ranked A++ Consistently by Business India



Listed in the category of Outstanding B-Schools of Excellence in India and also Ranked 10th Among Best Private B-Schools in Karnataka by GHRDC



Ranked 43rd among Top Private B-Schools in India by Business World



Ranked 32nd Among Best Private B-Schools in India by Careers360



AAA+ Among Best Private B-Schools in South India by Careers360



Ranked 54th Among top B-Schools in India by Outlook



Ranked 25th in what if not IIMs B-School Survey 2016 by Siliconindia



Received National Education Award of "B-School with Industry Related Curriculum in Marketing" by ABP News



Received Knowledge Management Leadership Award at Taj Dubai Asia Education Award 2015



Received Knowledge Management Leadership Award 2016 at "Golden Globe Tigers Education Leadership Awards" in Malaysia.



# Faculty Profile

## **Dr. CN NARAYANA**

**Sr. Professor - OD & Change Management and Principal Director (Pune & Harihar)**

PhD. (Canterbury University, UK), B.Com, Masters in Marketing Management, Executive MBA. Human Resources Management

## **Dr. DN MURTHY**

**Sr. Professor - Marketing & Director (Harihar)**

Ph.D (University of Washington, USA), MBA, BE (Mechanical), UGC SLET Marketing

## **Dr. VS PAI**

**Sr. Professor**

Masters in Business Studies, Ph.D (Gauhati University) Strategic Management, International Business

## **Dr. VIDHU SHEKHAR JHA**

**Sr. Professor**

BE (Mechanical), MS, Ph.D (Mangalore University) Operations & Strategic Management

## **Dr. JANAKI NAIK**

**Professor**

M.Com., D.H.E, M.Phil., Ph.D Organizational Behavior & Human Resources

## **Dr. GOPAL IYENGAR**

**Professor**

B.Tech (IIT Mumbai), M.M.S. (Univ of Pune), Ph.D. (University of St. Andrews, U.K) Supply Chain Management, Strategy & Process Management and Change Management

## **Dr. ANITA KSHETRI**

**Associate Professor**

MBA, Ph.D Marketing

## **Prof. BIDYANAND JHA**

**Asst. Professor**

B.Sc, M.Sc, MBA, Pursuing Ph.D Marketing

## **Dr. GP NAIK**

**Professor**

BA, LLB, MSW, Ph.D (Bangalore University) Human Resource Management

## **Prof. ANINDITA CHAKRABARTI**

**Asst. Professor**

BA, PGDIB, MBA, Fellow Programme in Management (Completing) Finance

## **Prof. GITA MADHURI**

**Asst. Professor**

B.Com, MBA, NET Finance

## **Mr. MAHESH REVANKAR**

**Head Admin**

B.Com, MBA

## **Prof. ASHOK PATIL**

**Associate Professor**

BE, PGDM- IIMC Finance

## **Prof. CHETAN GK**

**Asst. Professor**

B.Com, MBA, Pursuing Ph.D in Finance Finance

## **Dr. NAGARAJ BV**

**Asst. Professor**

MSc, MBA, PGDFM (Pursuing), PhD (Pursuing) Operations Management

## **Prof. CHETAN HIREMATH**

**Asst. Professor**

BE (Mech), MBA, M.Phil, SLET, NET, Pursuing Ph.D Operations Management

## **Prof. VINAY BHUSHAN**

**Sr. Lecturer**

B.Sc, M.Sc - CS, MBA - IT & HR Systems

## **Ms. SHRUTI DAS**

**Placement Executive**

MMS Human Resource





## Course Structure

Our process aim beyond delivering good education. The invitation to these students is to master theory but eschew being theoretical. The individual is encouraged to explore with a sense of responsibility, the potential that s/he wishes to covert to professional performance. Our association with the industrial house of Kirloskar's facilitates an easy two-way osmosis between concept and application. What emerges at the end of a two-year process in an electric bouquet with each flower having its own valuable fragrance.

- Lectures
- Seminars
- Industry Integration
- Projects & Case Studies
- Business Immersion (Internship)
- Role Plays & Group Discussion
- Live Projects
- Capstone Exercise

# Courses - Semesterwise



## Semester - I

Code	Course Title	Credits
GEN 01 C	Behavioral Science	2
ECO 01 C	Economics for Business	3
GEN 02 C	Legal Aspects of Business	3
GEN 03 C	Communication Skills	2
FIN 01 C	Accounting for Business Decisions	3
QTY 01 C	Business Mathematics	2
SYS 01 C	Systems for Managers	3
QTY 02 C	Quantitative Methods - I	2
MM 01 C	Marketing Management	3
OPM 01 C	Operations Management	3
GEN 04 C	Principles & Practices of Management	2
GEN 05 C	Business Ethics	1
FIN 02 C	Fundamentals of Corporate Finance	2
SIRP 01 C	Student Industry Readiness Program	2
<b>Total Credits</b>		<b>33</b>

## Semester - II

Code	Course Title	Credits
GEN 06 C	Business Communication Lab	3
QTY 03 C	Research Methodology	3
QTY 04 C	Quantitative Methods - II	3
GEN 07C	Written Analysis & Communication	1.5
HRM 01 C	Human Resources Management	3
SYS 02 C	Strategic MIS	2.5
SM 01 C	Strategic Management I	2
ECO 02 C	Economics and Business Environment	3
GEN 08 C	Industry Studies	2
SIRP 02 C	Student Industry Readiness Program	2
<b>Electives</b>		
HRM 01 FC	Organisational Behaviour	3
HRM 01 FE	Recruitment & Selection	2

HRM 02 FE	Industrial Relations	3
MM 01 FC	Business to Business Marketing	3
MM 02 FC	Consumer Behaviour	3
MM 01 FE	Rural and Bottom of the Pyramid Marketing	2
OPM 01 FC	Production Planning and Control	3
OPM 01 FE	Supply Chain Management	3
OPM 02 FE	Logistics and Warehouse Management	3
FIN 01 FC	Corporate Finance	3
FIN 02 FC	Management Accounting	3
FIN 03 FC	Principles of Banking	2
SYS 01 FE	Business Appln Using DB Mgmt	2
SYS 02 FE	E-Business and Enterprise Appln	2
<b>Total Credits</b>		<b>62</b>

## Semester - III

Code	Course Title	Credits
SM 02 C	Strategic Management - II	2.5
GEN 09 C	Environment Management	2
SIRP 03 C	Student Industry Readiness Program	2
GEN 10 C	Business Immersion	10
<b>Electives</b>		
HRM 02 FC	Performance Management & Appraisal	3
HRM 03 FC	Organisational Development & Change Management	3
HRM 04 FC	Applied Labour Law	2.5
HRM 03 FE	Training & Development	3
HRM 04 FE	Reward Management	3
HRM 01 FSE	Emotional Intelligence	1.5
HRM 02 FSE	Psychometric Testing	2
MM 03 FC	Marketing Research	3

MM 04 FC	Brand Management	3
MM 05 FC	Services Marketing	2
MM 02 FE	International Marketing Management	3
MM 03 FE	Strategic Product Management	2.5
OPM 02 FC	Analytics for Operations and Supply Chain Management	3
OPM 03 FE	Project Management	3
OPM 04 FE	Service Operations Management	3
OPM 05 FE	Materials Management	3
FIN 04 FC	Security Analysis and Portfolio Management	3
FIN 05 FC	Corporate Valuation, Mergers & Acquisition	3
FIN 06 FC	Derivatives	3
FIN 01 FE	Indirect Taxation	1.5
FIN 02 FE	Advanced Bank Management	3
SYS 03 FE	Decision Support Systems	2
GEN 01 E	Management Consultancy	2
<b>Total Credits</b>		<b>77.5</b>

#### Semester - IV

Code	Course Title	Credits
FIN 03 C	Management Control Systems	2.5
SIRP 04 C	Student Industry Readiness Program	2
<b>Electives</b>		
HRM 05 FC	HR Metrics and Workforce Analytics	3
HRM 06 FC	Strategic Human Resource Management	3
HRM 05 FE	International Human Resource Management	3
HRM 06 FE	Competency Management Assessment Center	3
HRM 07 FE	Leadership	3
HRM 08 FE	Human Resource Information System	2
HRM 09 FE	Employee Welfare & Industrial Relations	3
HRM 10 FE	People Capability Maturity Model + HR Excellence Model	2
HRM 11 FE	HR in Service Sector	2
HRM 12 FE	Corporate Social Responsibility	3
HRM 03 FSE	Managerial Counseling	2
HRM 04 FSE	Conflict Resolution & Negotiation Skills	2

HRM 05 FSE	Designing HR Policies	2
MM 06 FC	Sales and Distribution Management	3
MM 07 FC	Retailing / E-tailing Management	3
MM 08 FC	Marketing and Customer Analytics	3
MM 09 FC	Integrated Marketing Communication	3
MM 10 FC	Strategic Marketing Management	3
MM 04 FE	Digital Marketing and Social Media Marketing	3
MM 05 FE	Applied Marketing Research	3
MM 06 FE	Personal Selling and Negotiation Skills	2
MM 07 FE	Industry watch / Industry Analysis	2.5
OPM 06 FE	Advanced Inventory Management Techniques	3
OPM 07 FE	Management of New Product Development	3
OPM 08 FE	Operations Strategy and Improvement Techniques	3
OPM 09 FE	Advanced Project Management	2
OPM 10 FE	Toyota Production System and Lean Manufacturing	3
OPM 11 FE	Enterprise Asset Management	3
OPM 12 FE	Six Sigma for Managers	3
OPM 13 FE	Enterprise Resource Planning for Operations Management	3
FIN 07 FC	International Finance	3
FIN 08 FC	Investment Banking and Financial Services	2
FIN 09 FC	Working Capital Management	2
FIN 10 FC	Applied Accounting	2
FIN 03 FE	Strategic Cost Management	2
FIN 04 FE	Treasury and Risk Management	1.5
FIN 05 FE	Direct taxation	3
FIN 06 FE	Behavioural Finance	1.5
FIN 07 FE	Project Finance	2.5
FIN 08 FE	Insurance Mgmt.	1.5
FIN 09 FE	Money and Bond Markets	2.5
FIN 10 FE	Financial Planning	2
FIN 01 FSE	Financial Modeling	2
FIN 02 FSE	Equity Research	2
FIN 03 FSE	Financial Econometrics	2.5
FIN 04 FSE	Technical Analysis	2
SYS 04 FE	Knowledge Management	2
GEN 02 E	International Business	2
<b>Total</b>		<b>124</b>

# CONCLAVE ON ATTITUDE SKILLS & KNOWLEDGE (ASK) AND EMPLOYER'S EXPECTATIONS ON SKILLS & EMPLOYABILITY HELD ON 26<sup>TH</sup> SEPTEMBER 2015

## Speaker Profile

### **Dr. Mathew J Manimala**

Is a Professor of Organizational Behaviour and Chairperson of the OB&HR area at the Indian Institute of Management Bangalore (IIMB). Prior to joining IIMB, he has served as Senior Member of Faculty and Chairman, Human Resources Area, at the Administrative Staff College of India (ASCI), Hyderabad.

### **Mr. Swami Nathan Krishnan**

Is the Vice-President and Head Marketing, Coach and Mentor- Sasken Communication Technologies, Bangalore. Prior to this he was the Corporate Vice President of Tata Telecommunications.

### **Mr. Shankar G. Rao**

Is the Chief Information Officer, BOSCH, Bengaluru. Prior to joining BOSCH Mr. Shankar Rao was the CIO Intelligroup, NTT Data Inc, USA, the Chief Technology Officer GAEL and the Technical Director Federal Reserve Bank of St. Louis, USA.

### **Mr. Bharat Srinivas**

Is the author of "The Graduate's Employability Manual" – a world renowned Trainer, Content Writer, Author- A post graduate in Public Relations and Communication from Leeds Beckett University.

### **Dr. D.N. Murthy**

Director, KIAMS-Harihar and Sr. Professor of Marketing at KIAMS. Prior to this, he was the Dean Academics and Research at IFIM Business School and also the Director of the same Institute. A renowned academician and a Researcher in Marketing and Marketing Research with 23 years of experience in the Corporate and Academic world.

### **Dr. C.N. Narayana**

Principal Director of KIAMS and Sr. Professor - OD & Change Management. Prior to KIAMS, he was a Professor of HR and Director CDL at IFIM Business School and a Professor at International Management Institute New Delhi. He has more than 28 years of experience in the Corporate and Academic world.



## EXPERT'S DAY OUT AT KIAMS



### Speaker Profile

#### **Dr. P.V. Sundar Balakrishnan**

Professor at University of Washington Greater Seattle Area - Market Research

#### **Dr. Ashish Chandra**

Professor at University of Houston-Clear Lake Pearland, Texas - Higher Education

#### **Mr. Satish NS**

MIT Sloan Fellow, an Engineer & Marketer with 20 years of experience in Channel Network and Consumer Facing Industry at ONIDA – Mirc Electronics, Massachusetts Institute of Technology

#### **Mr. Deepak Bhatt**

Vice President – Businessworld, Gujarat Operations

#### **Mr. Vijay Bhimarao**

Senior Engineering Manager, Intel Corporation Android Systems Integration and Optimization

#### **Prof. Narendra K Rustagi**

Director, Center for Global Business Studies School of Business, Professor at Howard University Washington DC

#### **Mr. Pradeep Kumar**

Director, Hewlett Packard Global Analytics, Bangalore. Doctorate from IIM, Bangalore

#### **Mr. Pavan Soni**

Research Fellow at IIM, Bangalore Previously worked with Wipro Technologies, Titan Industries

#### **Mr. M Sant Swaroop Sharma**

Associate Vice President, Jindal Steel Works

#### **Mr. Vivek Singh**

Sr. Vice President – Marketing & Analytics, Firstcry.com

#### **Mr. Manish Agarwal**

Sr. Vice President – Digital Marketing & Innovation, Kotak Mahindra Bank

# PLACEMENT PROCESS

## Final Placements

After finishing their Business Immersion (Internship) students come back to campus to start their final year in mid November and thereafter companies start visiting for placements.

It begins with a formal interaction between the student community and participating companies through Pre-Placement Talk (PPT). The objective of PPT is to provide the students with an opportunity to understand the organization, the job profile and career prospects.

## Participation Intent

Companies are requested to confirm their participation in the Final Placement Programme by sending the letter to the Placement Office.

## Job Descriptions

Companies are requested to send a detailed job description for the position they wish to recruit for. This enables the students to make an informed choice and also ensures right candidate for right job.

## Resume Lists

Once the job requirements are received from the company, resumes of interested students will be sent to the companies. The company should send in shortlists at least a week before the day they are slotted to visit the campus / placement camp for the recruitment process.

## Final Placement Process

All the job offers an organisation would like to make should be channeled only through the Placement Office. No job offer should be made directly to any student. The first firm offer received by a student in the Placement Programme will have to be accepted by the student and s/he will be withdrawn from the subsequent placement process.

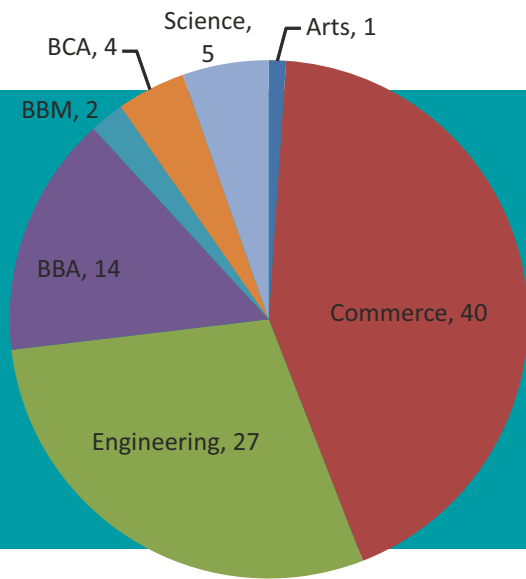
**PLACEMENTS ARE HELD AT TWO LOCATIONS, THE CAMPUS AT HARIHAR AND PUNE**

**THE BATCH GRADUATES ON 31st MARCH, 2017.**

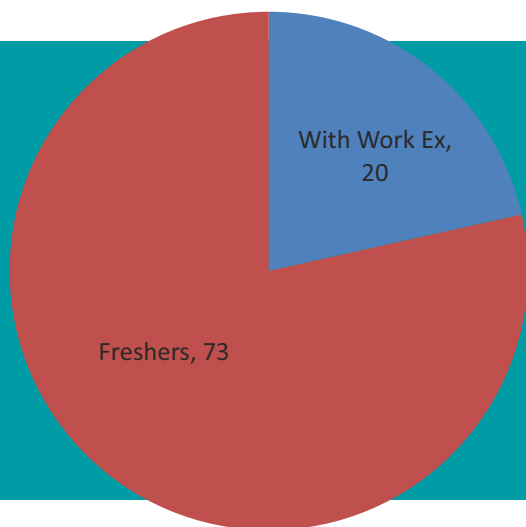
## Business Immersion

The BUSINESS IMMERSION (BI) forms an important component of education at KIAMS. It is an attempt to bridge the gap between the academic institution and the corporate world. At KIAMS, Student interns undertake a 16 week BI in a companies during Semester III. The Program carries a weightage of TEN credits. The BI, which would be a simulation of real work environment, requires the Student interns to undergo the rigor of professional environment, both in form and in substance. In the process, it provides an opportunity for the Student interns to satisfy their inquisitiveness about the corporate world, provides exposure to technical skills, and helps them to acquire social skills by being in constant interaction with the professionals of other organizations. It is compulsory for the student undergoing BI to successfully complete the course to be eligible for the diploma.

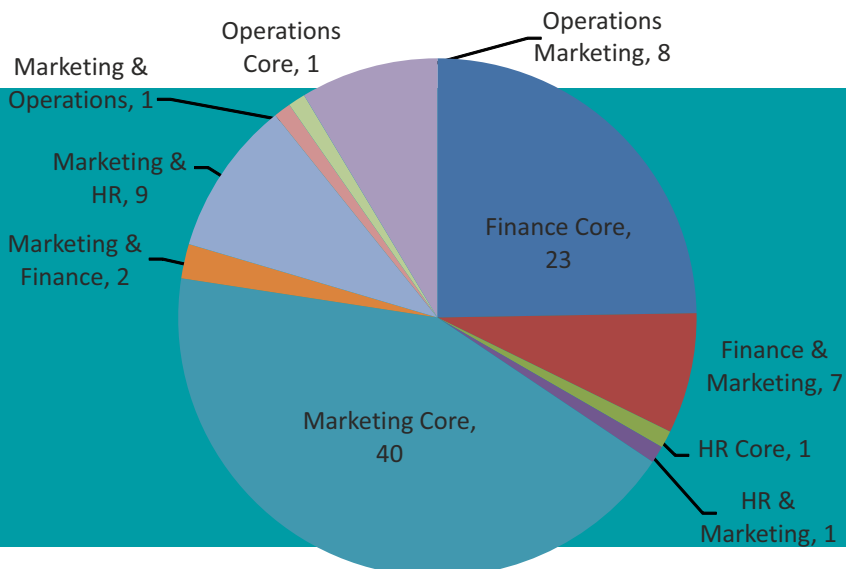
# BATCH PROFILE OF THE STUDENTS FOR FINAL JOB PLACEMENTS - 2015-17



- BBM
- BCA
- Science
- Arts
- Commerce
- Engineering
- BBA



- With Work Ex
- Freshers



- Marketing & Operations
- Operations Core
- Operations & Marketing
- Finance Core
- Finance & Marketing
- HR Core
- HR & Marketing
- Marketing Core
- Marketing & Finance
- Marketing & HR

# STUDENT PROFILES



Name **Aarya**  
Age 23  
Basic Degree B.Com(Hons)  
Internship PhillipCapital (India)  
Private Limited  
Function Finance & Marketing

Name **Abhilash G.S**  
Age 22  
Basic Degree B.Com  
Internship Geojit BNP Paribas  
Financial Services Ltd.  
Function Finance



Name **Abhishek Kumar Sinha**  
Age 22  
Basic Degree B.Tech (Electronics &  
Communication)  
Internship PhillipCapital (India)  
Private Limited  
Function Finance & Marketing

Name **Abhishek Rath**  
Age 24  
Basic Degree B.Com / M.Com  
Internship PhillipCapital (India)  
Private Limited  
Function Finance



Name **Akanksha Bajpai**  
Age 22  
Basic Degree B.Com  
(Computer Application)  
Internship UAS International  
Experience 4 (in Months)  
Function Finance & Marketing

Name **Akhil Patil**  
Age 24  
Basic Degree BBA  
Internship Geojit BNP Paribas  
Financial Services Ltd.  
Function Finance



Name **Ankit Kumar**  
Age 22  
Basic Degree B.Com  
Internship Kotak Mahindra Bank Ltd.  
Function Finance

Name **Anwasha Chatterjee**  
Age 23  
Basic Degree B.Com, Hons  
Internship Geojit BNP Paribas  
Financial Services Ltd.  
Function Finance & Marketing



Name **Apoorva Tiwari**  
Age 21  
Basic Degree B.Com  
Internship Dilip Buildcon Limited  
Function Finance

Name **Ashutosh Mot**  
Age 22  
Basic Degree B.Com  
Internship UAS International  
Function Finance







Name **Chhavi Saini**  
 Age 23  
 Basic Degree B.Com  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Function Finance

Name **Kaustubh Tiwari**  
 Age 25  
 Basic Degree BBA  
 Internship Edelweiss Broking Ltd.  
 Function Finance



Name **Lalit Kumar Sharma**  
 Age 21  
 Basic Degree B.Com  
 Internship UAS International  
 Function Finance & Marketing

Name **Prasoon Khare**  
 Age 22  
 Basic Degree B.Tech (EC)  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Function Finance



Name **Prem Kumar**  
 Age 22  
 Basic Degree BBA  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Function Finance

Name **Priti Ranjan Dhal**  
 Age 23  
 Basic Degree BBA  
 Internship Edelweiss Broking Ltd.  
 Function Finance



Name **Puneet Sharma**  
 Age 21  
 Basic Degree B.Com  
 Internship Axis bank  
 Function Finance

Name **Rahul Kishorebhai Jagwani**  
 Age 22  
 Basic Degree B.Com  
 Internship HDB Financial Services  
 Experience 12 (in Months)  
 Function Finance



Name **Rajashree Bhuyan**  
 Age 23  
 Basic Degree B.Sc (Economics)  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Function Finance & Marketing

Name **Rohit Kumar Agarwal**  
 Age 23  
 Basic Degree B.Com (Hons)  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Function Finance



Name **Ronik Laha**  
 Age 24  
 Basic Degree B.Sc (Hotel And Hospitality  
 Administration)  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Experience 11 (in months)  
 Function Finance

Name **Sambit Chaudhuri**  
 Age 24  
 Basic Degree BBA  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Function Finance





Name **Shreel Dwivedi**  
 Age 22  
 Basic Degree B.Com  
 Internship UAS International  
 Function Finance & Marketing

Name **Soumya Shrivastava**  
 Age 22  
 Basic Degree B.Com(Economics)  
 Internship Reliance Retail Ltd.  
 Function Finance



Name **Sourabh Raghuvanshi**  
 Age 22  
 Basic Degree B.Com (Taxation)  
 Internship Edelweiss Broking Ltd.  
 Function Finance

Name **Sreerag T**  
 Age 21  
 Basic Degree B.Com(finance)  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Function Finance



Name **Uttam Kumar Chatterjee**  
 Age 24  
 Basic Degree B.Com  
 Internship Geojit BNP Paribas  
 Financial Services Ltd.  
 Function Finance

Name **Varun Mani Tiwari**  
 Age 24  
 Basic Degree BBA  
 Internship UAS International  
 Function Finance



Name **Vikramaditya Rai**  
 Age 26  
 Basic Degree B.Com, Passed Group 1 -  
 PCC of ICAI, New Delhi  
 Internship ITC Gardenia  
 Experience 42 (in Months) Articled  
 Assistant under a CA.  
 Function Finance

Name **Vivek Tiwari**  
 Age 22  
 Basic Degree B.Com (Taxation)  
 Internship Edelweiss Broking Ltd.  
 Function Finance



Name **K Ramakanth Prasad**  
 Age 29  
 Basic Degree B.Tech (Information  
 Technology)  
 Internship JSW Steel Ltd.  
 Experience 10 (in Months)  
 Function HR

Name **Tarun Pandey**  
 Age 25  
 Basic Degree B.Sc  
 Internship JSW Steel Ltd.  
 Function HR & Marketing



Name **Ankit Kumar Singh**  
 Age 25  
 Basic Degree B.Tech  
 Internship Tata Communications Ltd.  
 Function Marketing

Name **Ankit Tiwari**  
 Age 22  
 Basic Degree B.Com (Hons)  
 Internship Tata Communications Ltd.  
 Function Marketing





Name **Ankita Shrivastava**  
 Age 23  
 Basic Degree B.Tech (IT)  
 Internship Enthusionz Services Pvt. Ltd.  
 Function Marketing & HR



Name **Aparna U**  
 Age 23  
 Basic Degree B.Sc (Chemistry)  
 Internship ODigMa Consultancy Solutions Pvt Ltd  
 Function Marketing & HR



Name **Arka Dasgupta**  
 Age 23  
 Basic Degree B.Com, Hons  
 Internship Tata Communications Ltd.  
 Function Marketing



Name **Ashish Otwal Rajput**  
 Age 28  
 Basic Degree BCA  
 Internship UAS International  
 Experience 37 (in Months)  
 Function Marketing



Name **Ayakar Bhaskar Vignesh**  
 Age 25  
 Basic Degree B.Com  
 Internship TTK Prestige Ltd.  
 Function Marketing



Name **Binay Mohanty**  
 Age 22  
 Basic Degree B.Com  
 Internship Lenden Club  
 Function Marketing



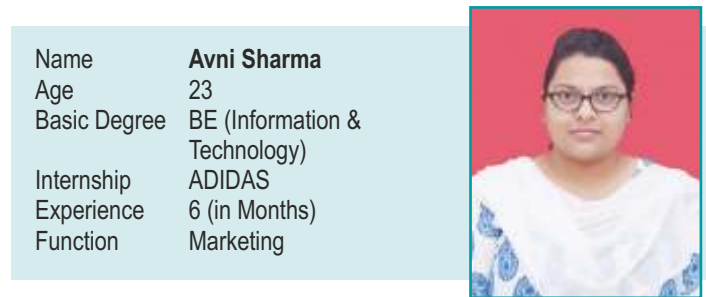
Name **Anushka Shukla**  
 Age 21  
 Basic Degree B.Com(Computer Application)  
 Internship Tata Communications Ltd.  
 Function Marketing



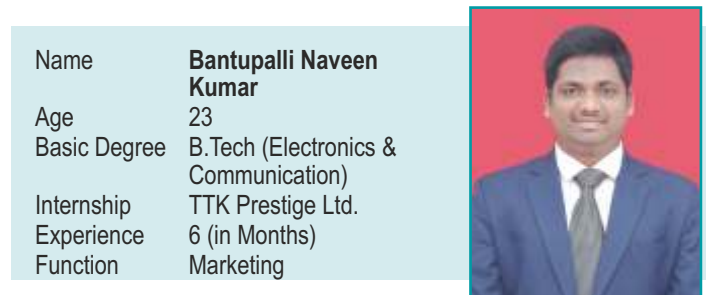
Name **Archit Tiwari**  
 Age 22  
 Basic Degree B.Com  
 Internship UAS International  
 Function Marketing



Name **Arun Vijayan**  
 Age 23  
 Basic Degree B.Com  
 Internship UAS International  
 Function Marketing



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 Age 23  
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 Internship ADIDAS  
 Experience 6 (in Months)  
 Function Marketing



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 Age 23  
 Basic Degree B.Tech (Electronics & Communication)  
 Internship TTK Prestige Ltd.  
 Experience 6 (in Months)  
 Function Marketing



Name **Byasadev Dash**  
 Age 23  
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 Internship Tata Communications Ltd.  
 Function Marketing



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 Age 24  
 Basic Degree BE (Electronics & Communication)  
 Internship Property Megamart Realty Pvt. Ltd.  
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 Function Marketing & Operations



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 Basic Degree B.Com (Computer Application)  
 Internship Tata Communications Ltd.  
 Function Marketing



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 Age 21  
 Basic Degree BBA  
 Internship UAS International  
 Function Marketing



Name **Keshav Tyagi**  
 Age 26  
 Basic Degree BCA  
 Internship Aludecor Lamination Pvt.Ltd.  
 Experience 54 (in Months)  
 Function Marketing



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 Age 22  
 Basic Degree B.Tech (Electronics & Instrumentation)  
 Internship TTK Prestige Ltd.  
 Function Marketing



Name **Manal Verma**  
 Age 24  
 Basic Degree B.Com  
 Internship Tata Communications Ltd.  
 Function Marketing



Name **Gowtham Muraharisetty**  
 Age 23  
 Basic Degree BE (Mechanical Engineering)  
 Internship TTK Prestige Ltd.  
 Function Marketing



Name **Ipshita Shukla**  
 Age 20  
 Basic Degree B.Com (Hons)  
 Internship UAS International  
 Function Marketing & HR



Name **K A Harshith**  
 Age 26  
 Basic Degree BE (Electrical&Electronics)  
 Internship AMUL  
 Experience 24 (in Months)  
 Function Marketing



Name **Kumari Priya**  
 Age 25  
 Basic Degree BBA  
 Internship Tata Communications Ltd.  
 Function Marketing



Name **Lovedeep Singh**  
 Age 23  
 Basic Degree BCA  
 Internship Tata Communications Ltd.  
 Function Marketing



Name **Moumita Saha**  
 Age 23  
 Basic Degree B.Com (Accountancy)  
 Internship JM Financial Services Ltd.  
 Function Marketing & Finance



Name **Mubarak Ali Havanur**  
 Age 21  
 Basic Degree BBA (Marketing)  
 Internship Amul  
 Function Marketing & Finance

Name **Naman Srivastava**  
 Age 22  
 Basic Degree B.Com  
 Internship Dabur India  
 Experience 5 (in Months)  
 Function Marketing



Name **Nitin Jain**  
 Age 22  
 Basic Degree BE (Electronics & Instrumentation)  
 Internship Tata Communications Ltd.  
 Function Marketing

Name **Parul Sandhir**  
 Age 28  
 Basic Degree BE (Electronics & Communication)  
 Internship Tata Teleservices Ltd.  
 Function Marketing



Name **Pooja**  
 Age 22  
 Basic Degree BBA (HR)  
 Internship Reliance Retail Ltd.  
 Function Marketing

Name **Pooja Kumari**  
 Age 24  
 Basic Degree BBA  
 Internship Tata Communications Ltd.  
 Function Marketing & HR



Name **Pooja Verma**  
 Age 26  
 Basic Degree B.Tech (EI)  
 Internship UAS International  
 Experience 21 (in Months)  
 Function Marketing

Name **Pratikshya Sahoo**  
 Age 21  
 Basic Degree BBA  
 Internship TTK Prestige Ltd.  
 Function Marketing



Name **Praveen Kumar**  
 Age 22  
 Basic Degree B.Com  
 Internship UAS International  
 Function Marketing

Name **Priya Rani**  
 Age 22  
 Basic Degree BBA  
 Internship Tata Communications Ltd.  
 Function Marketing & HR



Name **Pushpa Kumari**  
 Age 22  
 Basic Degree BCA  
 Internship Reliance Retail Ltd.  
 Function Marketing

Name **Raj Karan Marhas**  
 Age 23  
 Basic Degree B.Com  
 Internship AMUL  
 Function Marketing





Name **Ravinder Kaur**  
 Age 21  
 Basic Degree B.Com (Hons)  
 Internship UAS International  
 Function Marketing & HR

Name **Rohit Kumar Sharma**  
 Age 22  
 Basic Degree B.Tech (Mechanical Engineering)  
 Internship Tata Communications Ltd.  
 Function Marketing



Name **Rounak Kumar**  
 Age 23  
 Basic Degree B.Com  
 Internship TTK Prestige Ltd.  
 Experience 14 (in Months)  
 Function Marketing

Name **Sekhar Choudhury**  
 Age 24  
 Basic Degree B.Tech (AEI)  
 Internship Enthusionz Services Pvt. Ltd.  
 Function Marketing



Name **Shaivi Kharbikar**  
 Age 23  
 Basic Degree BA (ECONOMICS)  
 Internship Enthusionz Services Pvt. Ltd.  
 Function Marketing

Name **Shilpi Sarkar**  
 Age 21  
 Basic Degree B.Sc (Biotech Hons)  
 Internship UAS International  
 Function Marketing



Name **Shivam Patel**  
 Age 23  
 Basic Degree BBA  
 Internship Ashok Masale  
 Function Marketing

Name **Shivani Shrivastava**  
 Age 22  
 Basic Degree B.Com  
 Internship Tata Communications Ltd.  
 Function Marketing & HR



Name **Sonam Patel**  
 Age 22  
 Basic Degree B.Com (Hons)  
 Internship UAS International  
 Function Marketing & HR

Name **Subin Suresh**  
 Age 24  
 Basic Degree B.Com  
 Internship Enthusionz Services Pvt. Ltd.  
 Function Marketing



Name **Swapnil Tiwari**  
 Basic Degree B.Com  
 Internship Tata Communications Ltd.  
 Function Marketing

Name **Swaroop B.V**  
 Age 24  
 Basic Degree BBM  
 Internship Thomas Cook (India) Ltd  
 Function Marketing





Name **Swastika Kundu**  
 Age 24  
 Basic Degree B.Tech (EC)  
 Internship Godrej Appliances  
 Experience 7 (in Months)  
 Function Marketing & HR

Name **Syed Abu Jafar B.K**  
 Age 23  
 Basic Degree B.Com  
 Internship Qess Corp Limited  
 Function Marketing



Name **Varsha A Kumar**  
 Age 22  
 Basic Degree BBM/PGDMC (Mass Communication)  
 Internship ODigMa Consultancy Solutions Pvt Ltd  
 Function Marketing

Name **Bhargav Kumar Nidadavolu**  
 Age 23  
 Basic Degree B.Tech (Mechanical Engineering)  
 Internship JSW Steel Ltd.  
 Experience 12 (in Months)  
 Function Operations & Marketing



Name **Deepak B**  
 Age 24  
 Basic Degree B.Tech (Electronics & Communication)  
 Internship AMUL  
 Function Operations & Marketing

Name **Gaurang Anand Bhalerao**  
 Age 24  
 Basic Degree BE (Mechanical)  
 Internship Essar Steel India Ltd.  
 Experience 21 (in Months)  
 Function Operations & Marketing



Name **Joshinadh Babu Kagita**  
 Age 23  
 Basic Degree BE (Mechanical Engineering)  
 Internship Royalbison Autorentals India Pvt. Ltd.  
 Function Operations & Marketing

Name **K.V. Shreyas**  
 Age 25  
 Basic Degree B.Tech (Electrical)  
 Internship JSW Steel Ltd.  
 Function Operations & Marketing



Name **Nikhil Bhushan Ingle**  
 Age 26  
 Basic Degree BE (EI)  
 Internship Nepa Limited  
 Experience 21 (in Months)  
 Function Operations & Marketing

Name **Prajakti Borgaonkar**  
 Age 23  
 Basic Degree B.Tech (Aeronautical)  
 Internship TW Metals (Bangalore) Pvt Ltd,  
 Experience 8 (in Months)  
 Function Operations & Marketing



Name **Sajjin S**  
 Age 25  
 Basic Degree B.Tech (Production Engineering)  
 Internship Renault Nissan Automotive India Pvt. Ltd.  
 Experience 20 (in Months)  
 Function Operations

Name **Vinay Jose K**  
 Age 23  
 Basic Degree B.Tech (Mechanical)  
 Internship PUMA Lift Trucks Pvt. Ltd.  
 Function Operations & Marketing





## **Mallika Vikrant Sharma**

**Director**

Pioneer Retail Pvt Ltd

Class of 2000-2002

This platform gives me a special way to say "Thank you!" to all my professors in KIAMS, for their outstanding knowledge and ability to impart it to us. Their ability to push us beyond our perceivable limits has been exemplary.

KIAMS impacted me and dared me to dream...dream to be out of the rat race, out of the corporate humdrums into creation of a brand of my own. This institution equipped me to cope with life skill issues and to pioneer business challenges. When the business values and ethics along with the power of knowledge gets internalised into the personality, one can be confident to achieve the set goals without looking back. This strength and confidence has been given by team KIAMS.

Today, I owe my success of building "The Bel Street", chain of Italian Restaurants, to my professors and team KIAMS.



## **Jitender Singh**

**Program Manager**

Decathlon Sports India

Class of 2000-2002

"KIAMS was a wonderful learning lab academically and culturally. It was an opportunity to understand how to live with and amongst others who might not share your point of view and/or agree on subjects in and out of the classroom.

The campus and academic methodology encourages teamwork, initiative, healthy competition and taking the lead...the same qualities which one requires to survive and grow in a corporate environment. The same have helped me immensely during my career and will do so for the batches to come as well!!"





## **Sudeshna Srivastava**

**Senior Manager, HR**

Genpact India

Class of 2001-03

My life at KIAMS has largely shaped me into the person I am today... some of my strongest aspirations found basis there, thanks to the guidance of Prof Nargundkar, Prof Kayastha, Dr. Pai, Dr. Iyengar and Prof. Kulkarni to name a few. Not only were they fine teachers but excellent mentors too.

I would go to the extent to say that this institution helped me discover myself... to become the confident HR person I am today as compared to the young and shy girl I was once upon a time. Shall remain grateful for the opportunity.

## **Muthaiah Narayanan**

**Program Manager**

Ashok Leyland Nissan Vehicles Limited

Class of 2007-09



KIAMS according to me is Knowledge enrichment with Industry oriented Analysis Methods and Systems. The Pedagogy is closely aligned to the ever increasing methods, systems, analysis and needs of the industry and accordingly modified every year. It helps oneself to be industry ready at any point of time. The Activities like Industry integration, Corporate presentations, Summer Internship training, Capstone presentations, Outbound training sessions, Rural marketing fair, Management forums etc helped to obtain a holistic view on decisions that I take as a person or a professional. KIAMS continues to enrich my knowledge even today with a host of activities like Alumni mentorship for Summer placements, Mock interviews for final year students and discussions within the Alumni network for Personal / Professional growth. Thanks to KIAMS for enriching my live.



## **Basharat Abbas**

**Founder and CEO**

Enthusionz Services Pvt. Ltd.

Class of 2009-11

KIAMS has played an immense role in shaping me as a person. The faculty, resources, course structure, curricular and extracurricular activities at KIAMS aid in holistic development of the person. The tremendous experience in the system helps one to groom as a thought leader!

I am an entrepreneur and have been in business from past 5 years. The business proposition of Enthusionz is to Empower Brands for the digital revolution, till now we have digitalised 100 brands. We are a startup, yet highly process oriented. Being profitable since inception that too while starting with zero investment in itself is a tremendous achievement. All this accomplishment is a testament of my learning at KIAMS and the way it has shaped my Life. I owe my life to KIAMS!

# Some of Our Past Recruiters



Enriching Lives



## Our Proud Passouts

The result of our thorough academic mentoring is a pool of energized, empowered and evolved professional who have made the most out of the opportunities and challenges thrown at them. What the students of KIAMS bring with them is a naturally identified and realized leadership capability, which they already possess and have nurtured in the able guidance of their mentors.





## PLACEMENT TEAM

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#### STUDENT PLACEMENT REPRESENTATIVES:

##### Batch 2015-2017:

Ms. Pooja Verma, Ms. Ankita Shrivastava, Mr. Abhishek Rath, Mr. KA Harshit, Mr. Rounak Kumar

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