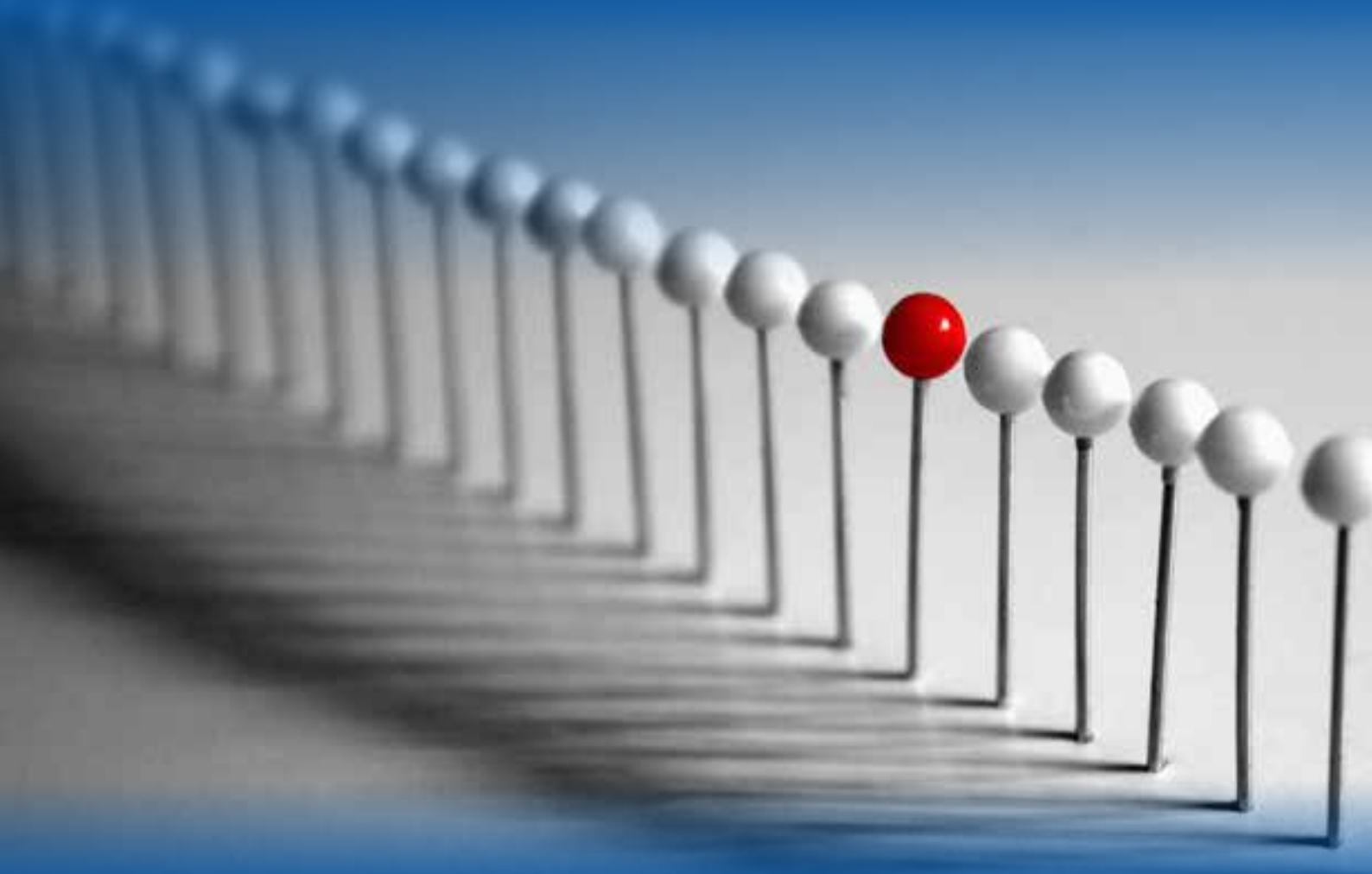


*define the*  
**DIFFERENCE**



**Placement Brochure 2015 – 16**

Two Year Graduate Programmes



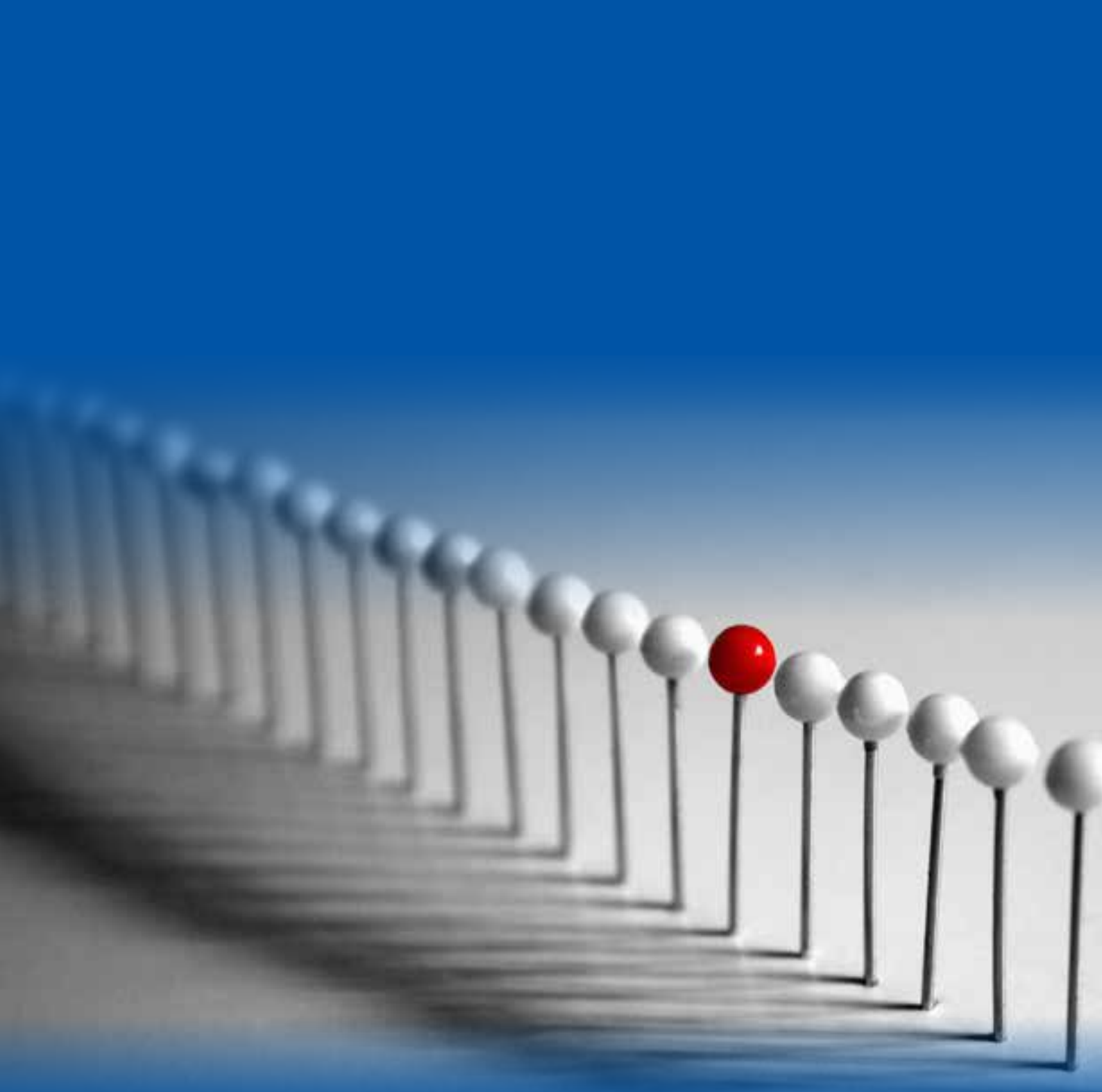
**MDI**  
GURGAON

Management  
Development  
Institute



# Contents

02	Director's Message
03	A Message from The Chairperson, Placements
04	A Message from The Coordinator, Placements
05	The Genesis
06	MDI Taking Global Strides
08	Intellectual Capital
10	Research at MDI
12	Student Activities
16	Life @ MDI
18	Finance
22	Marketing
26	Operations
30	Information Management
34	Strategic Management
38	Human Resources Management
42	International Management
46	PGPM – Student Profiles
78	PGP-HRM – Student Profiles
88	PGP-IM – Student Profiles
94	Beyond Placements
96	Recruiters
97	The Placement Process at MDI



When we embark on a journey, we see many roads from different directions that converge to the same destination. We decide to build a new road, and that makes all the difference. At MDI, we do not merely build fine managers. We are here in order to enable the world to live more amply, with greater vision and with a finer spirit of hope and achievement. We have let every aspiring business leader know that the moment they arrive at MDI, they are ready to take off. Our strategy is not to merely have some stars, but a constellation of polestars every year. What is a polestar? It's the name of a star that is the best and shines the brightest and is fixated in its position under every situation. Every MDI student is given an individual rank that does not confer privilege or give power. It promotes and encourages responsibility.



## Director's Message

I take this opportunity to introduce to you, Management Development Institute (MDI), Gurgaon, a top ranking institute in India that was established 40 years back. MDI has been consistently ranked amongst the top ten B-schools for Post-Graduate Management education in India, and prides itself on being the first Indian B-School with Triple Crown accreditation. It has received accreditation from Association of MBAs (AMBA) - London, South Asian Quality Assurance System (SAQS) - Asia and National Board of Accreditation (NBA) - India.

There has been a global shift in the world economy leading to a major aspirational, transformational and strategic shift. Though, the long drawn global slowdown gave blows to the economies of most countries across continents, yet this global shift in economic scenario has also brought about opportunities and drivers for growth. In view of this MDI has tried to initiate a series of global conferences on the theme 'Managing in Recovering Markets' (GCMRM). In this conference academia, industry think-tanks, researchers have started deliberating on the global economic scenario for opportunities and challenges thrust upon the world economies. The first curtain raiser conference was organized in March 2014 at MDI campus.

MDI has collaborated with top Indian and international universities to develop a multilateral network of learning. As a part of this programme, students from across the world now get an opportunity to study from some of the best international professors at the institute. The initiative has laid the foundation for a structure of knowledge sharing and has been named as the International Summer University (ISU), the fourth annual edition of which will be run in 2016.

MDI lays equal emphasis on academics and research; this establishes the basis for the design of the academic programme, faculty selection and the research initiatives taken up at the institute. Business acumen combined with social concern is the cornerstone that MDI education system strives to achieve. The students receive ample opportunities in the form of events and different activities on campus which help them evolve as future management professionals. MDI's selection process has evolved over the years to handpick students who are better fit to the learning environment of the institute.

MDI has three courses on offer as a part of its Post graduate programmes. The Post-Graduate Programme in Management (PGPM), started in 1994 as the flagship programme, has unfailingly delivered on its promise of producing future leaders. The Post-Graduate Programme in Human Resource Management (PGP-HRM), started in 2004, was developed with the aim of sculpting HR professionals who are in touch with the ground realities of business and are groomed by the industry leaders. The Post-Graduate Programme in International Management (PGP-IM) incepted 2006, was in response to globalization, where the students complete their first year of education at the MDI campus, and move to our partner institute, ESCP in Europe for the second year. The course was developed keeping in mind the need for international managers for the existing and future global organizations. All these courses lay special emphasis on constant industry interactions and live projects.

In this era of globalization with fast disappearing boundaries, it is essential for managers to have an all-round perspective of any situation. MDI's exchange program takes up the onus of acclimatizing the students of the changing contours of today's business world in a successful manner by having collaboration with 56 institutes across the globe. This promotes productive sharing of intellectual capital through student and faculty exchange programs and co-designing the future of business education. MDI will continue to strive to provide managers to the corporate world who not only excel at what they do but also change the way things are traditionally done. I hereby extend a hearty welcome to all the potential recruiters to find their budding leaders in our students.

**Dr. C. P. Shrimali**

*Director*

MDI, Gurgaon

# A Message from The Chairperson, Placements



It is a matter of great pride for me to address you as a potential recruiter and talent seeker from MDI Gurgaon.

Our constant endeavor to incorporate the best global academic practices into all our programmes and the ever expanding spectrum of our corporate associations have led MDI from being counted as one of the best B-schools in the country to an institute of global repute. The rich and long-standing legacy of MDI, along with its fair admission policy, with no reservations, has always attracted the brightest students from all over India. Following a similar trend, the current batches on campus represent a wide range of ethnic, cultural, educational and work experience backgrounds, giving the students a completely enriching experience and inculcating in them a sense of cross-cultural sensitivity, and in the process, making them fit for the dynamic global business environment.

Academic excellence and continuous innovation are the prime growth drivers at MDI. The curriculum is dynamic and is regularly tailored to be in sync with the changing industry needs. The eminent and distinguished faculty majorly focuses on the holistic development of each student, helping them to stand out and prove themselves in the corporate world, not just as managers but also, as leaders. Our rigorous academic emphasis, along with best-in-class corporate exposure, is designed to groom our students to be able to face varied challenges and uncertainties in life.

We, at MDI, continually strive towards creating and building industry partnerships for our students. We constantly work towards sustaining the mutually beneficial relationship we share with every respected organization, such as yours, so that the synergy created helps both the students to thrive and the corporates to select from a rich pool of talented individuals.

Every year recruiters from varied sectors keep coming back to MDI because our students have been proving their mettle in the industry. Apart from our esteemed regular recruiters, we also host several respected new recruiters, often from niche categories, on campus every year. Looking beyond placements, we also aim to engage with the corporate world through several non-recruitment avenues of association such as – INCENDO: The Corporate Talk Series, Guest Lectures, Live Projects, Case-Study Competitions and so on.

Backed by the trust and faith shown in our students, faculty and pedagogy by esteemed organizations such as yours, the Placements at MDI have seen an ever rising curve over the years. Once again, we present to you 330 of the best minds in the country, who have risen to be thought leaders and change masters at MDI and who, we truly believe, will reinforce the faith that you have always had in us.

I sincerely hope that the association between MDI and your organization will be taken to greater heights in the current and forthcoming academic years.

**Prof. Kanwal Kapil**  
Chairperson, Placements  
MDI, Gurgaon



# A Message from The Coordinator, Placements

Dear Friends,

Greetings from MDI Gurgaon!

At the outset, I would like to thank you all for your continued trust and support which makes MDI one of the top B-Schools in India.

The two year Post Graduate programmes – PGPM, PGP-HRM & PGP-IM are poised to equip our students with the qualities needed to become thought leaders and change masters of tomorrow. A thorough theoretical foundation and innovative pedagogy ensure that our students are exposed not only to the conceptual understanding of the subject at hand, but also its practical applications in various business situations.

We strongly believe that the knowledge that students attain at MDI will meet the demands of the corporate world and the society through strong professional values and integrity. Apart from regular summer trainings, students are encouraged to participate in national & international business competitions, live projects and workshops. This helps in the overall development of the student with hands on experience of the lessons learnt in class rooms.

A prospering International Exchange programme ensures that one out of every five students enrolled for PGPM and PGP-HRM gets an opportunity to study in a business school outside India. Similarly the number of students coming to study at MDI Gurgaon from abroad has also been increasing over the years. The exchange programme is not only limited to the exchange of students but also includes collaboration in terms of faculty, research projects, academic material etc. has also increased. All these activities have become relevant in today's context of ever- changing global scenario to enable students to acquire varied perspectives.

We would like to thank our industry partners for collaborating with us over the years. We extend a warm welcome to you for the campus placement in the current academic year.

**Prof. Vibhava Srivastava**

Coordinator, Placements

MDI, Gurgaon

# The Genesis

Management Development Institute (MDI) was formed as an autonomous body in 1973, in collaboration with several reputed institutions like UNDP, UNIDO, World Bank and ILO. Since its inception, MDI has moved forward on the path of success and is amongst the top B Schools in the country today.

MDI is recognized in the business and academic community for the outstanding growth it has been able to achieve in such a short span of time. The PGPM programme, started in 1994 is already one of the best in the country. Over the years, students have joined renowned corporations and have made their alma mater proud with their exceptional performance and professional approach.



## Courses Offered

### 2-Year Full-Time Masters Programmes

- Post Graduate Programme in Management, PGPM
- Post Graduate Programme in Human Resource Management, PGP-HRM
- Post Graduate Programme in International Management, PGP-IM

### Doctoral Programmes

- Fellow Programme in Management, FPM
- Executive Fellow Programme in Management, EFPM

### Executive Post Graduate Programmes

- National Management Programme, Executive PGPM
- Post Graduate Programme in Energy Management, PGP-Energy Management
- Post Graduate Programme in Public Policy and Management, PGP-PPM
- Post Graduate Programme in Management, Part-time

### Other Programmes

- Management Development Programmes, MDP
- Advanced Management Programmes, AMP
- Quality Improvement Programmes, QIP
- Armed Forces Programme, AFP

**Along with the above programmes, as part of its strong research focus, MDI also plays host to the following initiatives:**

- Centre for Corporate Governance
- Centre for Energy Management
- Centre for Entrepreneurship
- Centre for Excellence in Information Management
- Centre for Supply Chain Management
- Centre for Transformational Leadership

# MDI Taking Global Strides

## Student Exchange

MDI Gurgaon boasts of one of the most distinguished student exchange programmes in the country. It has forged strategic partnerships with more than 80 international institutes and it is this extensive network which provides the students of the institute an excellent opportunity to complement their understanding of the Indian business scenario with cross-cultural management skills. Depending on the association with the partner institute, a student gets an opportunity to either spend a term abroad or pursue a dual degree along with the MDI programme. Equipped with these experiences, the students of MDI are well positioned to perform very well in the globalized business scenario.

## Accreditation

MDI was the first Indian Business School and the second in Asia to be accredited by an International Institution – Association of MBA's (AMBA), London. In 2012, MDI became the First Triple-Crowned B-School of India and got accredited internationally by SAQS, AMBA (U.K.) and NBA.

## Academic Partnerships

MDI offers a host of programmes launched in association with its esteemed partner institutes. At the executive management level, MDI's partnership with the OneMBA consortium has contributed to the establishment of programmes in association with universities like ESCP – Europe. At the post graduate level, MDI has launched

the International Management programme wherein students spend their first year at MDI and second year in Europe. As a part of the second leg, the students pursue six-month full-time internships with leading European companies.

## Achievements

For the past few years the students of MDI have been performing brilliantly in the international arena. Most recently, a team from MDI was the Runner-up in the Schneider Electric Go Green Competition held in Paris, where they competed with teams from across the globe.

MDI's state-of-the-art facilities and reputed faculty continue to attract more and more students from its partner universities.





# Partner Institutes

## Canada

- McGill University, Canada
- University of Waterloo, Waterloo, Canada
- DeGroote School of Business, McMaster University, Canada
- Richard Ivey School of Business, Canada

## United States of America (USA)

- School of Public Policy, George Mason University
- University of Connecticut
- Robert H. Smith School of Business, University of Maryland
- Marquette University, Wisconsin
- Bentley College
- The University of North Carolina, Kenan – Flagler Business School, Chapel Hill
- North Carolina State University, Raleigh, North Carolina
- Smeal College of Business
- The Pennsylvania State University

## France

- ESCP Europe
- EDHEC Business School
- The Institut d'Etudes Politiques de Paris (Sciences - Po), France
- IAE Aix-en-Provence
- Total Professor Association (TPA), Paris, France
- Grenoble Ecole de Management, Grenoble

## Germany

- Bergische Universität Wuppertal, Wuppertal, Germany
- HHL Leipzig Graduate School of Management, Leipzig, Germany

- European Business School - Oestrich-Winkel, Germany
- Frankfurt School of Finance & Management, Frankfurt, Germany
- Munich Business School, Germany

## Austria

- Vienna University of Eco. & Business Administration, Vienna, Austria

## Denmark

- Copenhagen Business School, Denmark
- Aarhus School of Business, Aarhus, Denmark

## Belgium

- Solvay Business School, Brussels
- The Faculty of Applied Economics, University of Antwerp Business
- Louvain School of Management, Belgium
- RSM Erasmus University, Rotterdam

## Norway

- BI Norwegian School of Management, Oslo, Norway

## Italy

- Università Carlo Cattaneo, (LIUC), Italy
- Bocconi University, Milano, Italy

## Poland

- Warsaw School of Economics, Poland
- Graduate School of Business Economics, Higher School of International Commerce and Finance (WSHiFM), Warsaw, Poland

## England

- Middlesex University
- Aston Business School, Aston University, Birmingham
- Newcastle University

## Australia

- Queensland University of Technology, Brisbane, Australia
- Royal Melbourne Institute of Technology (RMIT), Melbourne, Australia

## Finland

- University of Tampere, Finland

## The Netherlands

- RSM Erasmus University, Rotterdam, The Netherlands

## Greece

- Athens University of Economics and Business, Athens, Greece

## Russia

- Moscow International Higher Business School (MIRBIS), Moscow, Russia

## South Africa

- University of the Free State, Bloemfontein, South Africa

## Thailand

- School of Management, Asian Institute of Technology, Thailand

## Pakistan

- Lahore University of Management Sciences (LUMS), Pakistan

## China

- Huazhong University of Science and Technology (HUST), School of Management, China Eurasia – Pacific Uninet “Network”

# Key Highlights

- ESCP Europe: Ranked #7 in FT Global Masters in Management Rankings, #12 in FT Best European Business Schools and #16 in FT Global EMBA Rankings
- The University of North Carolina, Kenan-Flagler Business School, Chapel Hill, USA: Ranked #18 in US Best Business School Rankings
- Grenoble Graduate School of Business: Ranked #15 in FT Global Masters in Management Rankings
- Rotterdam School of Management, Erasmus University: Ranked #11 in FT Best European Business Schools Rankings and #8 in FT Global MBA Rankings
- Università Bocconi: Ranked #12 in FT Global MBA Rankings
- Aston Business School: Ranked #69 in FT Best European Business Schools
- EDHEC Business School: Ranked #16 in FT Global MBA Rankings
- Robert H. Smith School of Business, University of Maryland: Ranked #44 in EMBA Rankings, The Economist



## Intellectual Capital

The community of nationally and internationally acclaimed full-time faculty members is one of the strongest assets of MDI. The faculty is actively involved in national and international academic activities like seminars, workshops, meets and conferences. MDI has played host to the following conferences in the previous calendar year:

- **International Conference on Information Systems, Technology and Management**
- **12th International Human Resources Conference**
- **International Conference on Financial Innovations and Change for Survival and Growth**

Faculty members have been involved in disseminating their research outcomes through books, research articles published in reputed journals, and presentations in conferences at national and international levels. MDI has been consistently ranked very high in terms of Research Output amongst Indian Business Schools.

With more than 77,372 manager beneficiaries, MDI is the largest training institute in the country. MDI takes pride in the growing number of strategic level programmes it has been conducting. These are uniquely designed to bring a global perspective through international interactions.

Apart from having the nation's largest pool of full-time faculty, the institute also boasts of a large number of visiting faculty members, who include experienced and reputed members of the industry and academia. The academic community brings with itself extensive research, training and industry experience and offers both a comprehensive outlook and a better education. Hardly does a day go by without a guest lecture taking place at MDI.

Being taught by such a diverse set of faculty sensitizes the students to the inner workings of the industry and prepares them to face the increasingly dynamic and competitive work environment. It gives them an edge, thus allowing them to emerge as the change masters and thought leaders of tomorrow.

# International Summer University

## A Unique Social Initiative by MDI

MDI conducted the second edition of International Summer University – 2015 (ISU- 2015), the initiative being first of its kind in India, from 20 April to 12 June, 2015.

Students from partner universities/ institutions both overseas and in India attended the courses offered by the overseas faculty. Eight courses of international relevance were offered in various areas.

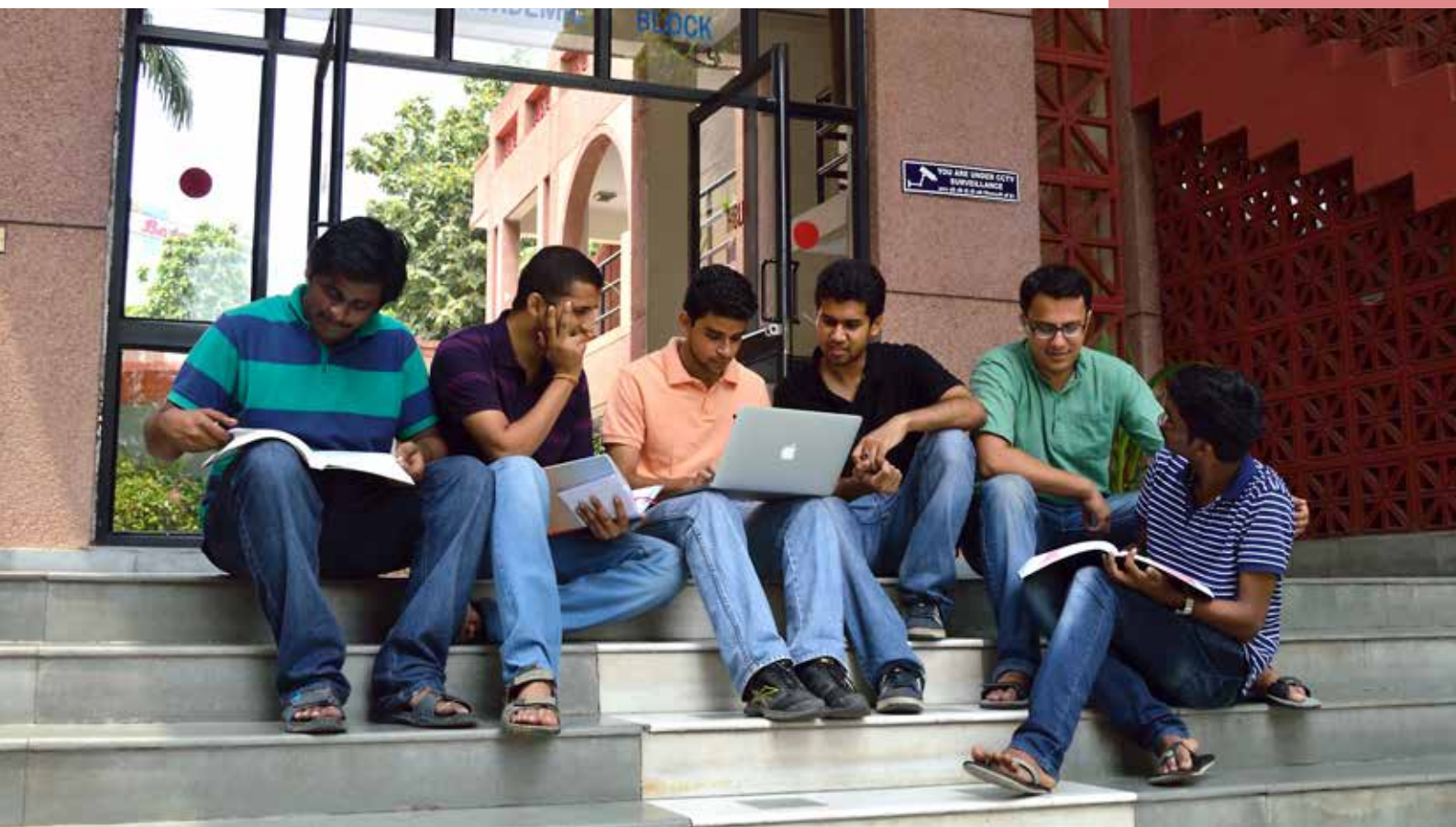
Students who were completing the first year of their MBA in our partner universities/ institutions could register for ISU-2015. The selections were done by the home institutions.

The courses taken by the students at the International Summer University are given due recognition as electives.

The prime objective of the MDI International Summer University is to give an opportunity to

- Overseas students and executives to understand India, a BRICS country and an emerging economy first hand and from close quarters
- Students from our partner institutions in India to interact with overseas students and to get an exposure to overseas faculty, their thoughts and their pedagogy.

Students can select from the courses on offer to supplement the course curriculum of their home institutions. The grades for the courses taken at the MDI ISU are transferred to home institutions/ partner institutions, and recognized to ensure a balanced workload for the student.





## Research at MDI

Faculty members at MDI are involved in action centric research, and organizational problems are solved with academic rigour. Many faculty members have maintained their focus of research on certain key topics and have established their expertise and credibility in those areas.

MDI encourages its faculty and doctoral candidates to publish their papers in quality journals classified in Class A, B, and C, based on ISI Thomson Scientific Journal Impact Factor and cases in Asia Case Research Centre, Hong Kong.

MDI faculty members collaborate with leading institutions and societies to participate in international conferences and to conduct research projects. They continually engage in publishing high quality research papers and reports.

MDI boasts of the highest research output among B-Schools in the country. MDI has MOUs with Asia Case Research Centre (ACRC), Hong Kong to promote India Business series, and with Richard Ivey School of Business, Canada for case development and its publication. As part of this initiative, MDI faculty has published cases such as:

- **The Indian Greenpreneur: Management of Frenemy Talent & Cooperation** - published by Ivey Publishing, Canada
- **Sustainable Marketing - Social Sector Engagement: Sustainable Marketing Strategy** - Published by Case Center, UK
- **Knowledge Management & e-Governance - A Case Study of e-Kiosks in India:** presented at International Conference on Knowledge, Information & Creativity Support System (KICSS-2102), Melbourne, Australia
- Entrepreneurship Strategy in India - presented at Global Management Conference, Rio, Brazil

**MDI publishes its own quarterly journal 'Vision: The Journal of Business Perspective'**, that contains high-quality research papers. The editorial board of the journal consists of eminent scholars and various reputed Indian and foreign institutions. The journal is a scholastic platform for sharing ideas, developing a culture of academic and industrial research, and initiating the trend of debates through publishing articles of varied genres. 'Vision' contains contributions from distinguished academicians and researchers of national and international repute.

The impact of the research-oriented environment, combined with valuable inputs and constant guidance from the faculty members, is evident in the numerous accolades received by MDI students. A plethora of awards at various national and international case study competitions are a testament to the quality of academic research pursued by the students and faculty members alike.

# International Conferences

## Global Conference on Managing in Recovering Markets GCMRM 2014-17

Over the last two decades there has been a global shift in the world economy leading to a major aspirational, transformational and strategic change. While the service sector has expanded exponentially, the industrial growth has seen many challenges. The engine for growth and prosperity has been having a roller coaster ride. The principles of governance have seen a positive shift towards accountability. The labor force has become aspirational and the day to day operational and business management has become globalized.

Though the long drawn global slowdown gave blows to the economies of most countries across different continents, this global shift in economic scenario has also brought about opportunities and drivers for growth. In view of this, researchers have started realizing the need of an extensive research on managing in the recovering markets.

MDI Gurgaon has tried to set the agenda by initiating a series of global conferences on the theme 'Managing in Recovering Markets' and deliberating on the global economic scenario for opportunities and challenges thrust upon the world economies by organizing a 3-day curtain raiser of global conference event at MDI campus, Gurgaon (India) during 5th - 7th March 2014. Eminent researchers, academia, practitioners and policy makers during the three days' global event deliberated and presented their view points on large number of global concerns and more than 120 research papers were presented to this effect. The synthesis of this exercise is being brought out in an exclusive addition of proceedings to be published by Springer.

Carrying the agenda forward, MDI has conducted the following conferences.

- **Conference from** 8th – 9th November 2014, at Australia Business School Adelaide, Australia.
- **The conference from** 3rd – 5th December 2014, in Johannesburg, South Africa.
- **The conference from** 4th – 6th February 2014, at Bangkok, Thailand.
- **The three conferences above were followed by a conference at MDI, Gurgaon, India from** 11th – 13th March 2015.

The conferences provided a platform for fruitful exchanges among the research community, policy makers, industry leaders and change masters. It also encompassed paper presentation sessions, invited talks, key note addresses and panel discussions. In addition, the participants had an opportunity to enjoy a series of cultural activities, receptions and networking which helped them to establish new connections.

# Student Activities

## PLACEMENT COMMITTEE

The Placement Committee is a student body entrusted with the Summer, Lateral and Final recruitment processes. As an interface between over 600 students and about 200 corporates, it strives to find the best student-corporate fit.

In addition to facilitating the recruitment processes, engaging the Corporates through various campus activities and playing a key role in framing the placement policies, the committee proactively reaches out to potential recruiters all over the world to bring them on to campus.

The Placement Committee also organizes Incendo – The Corporate Talks Series, which provides an ideal platform for students to interact with industry stalwarts from various sectors.

## ALUMNI COMMITTEE

The Alumni Committee takes swift strides towards strengthening the alumni connect and expanding the Mandevian family with several events being organized towards this end such as Newsletters, Yearly Magazine, Alum Connect and Couple Connect. The highlight of the events is the National Alumni Meet held in December every year. More than 500 alumni return to the campus along with their families to revel in the nostalgia of meeting their batch-mates, friends and professors. Regional Alumni Meets, held in Mumbai & Bangalore in the month of October give them a chance to relive their old times. To strengthen the relationship even more we are planning to organize regional meets in all the metropolitan cities in India and to create Regional Chapters for the Alumni.

## CORPORATE COMMUNICATIONS CELL

The Corporate Communications Committee performs the pivotal role of enhancing relationships with various stakeholders of MDI and ensuring seamless communication with them. Through several mass communication tools such as information brochures, MDI films, advertisements and through mass media channels it attempts to keep the stakeholders informed of the developments at MDI.

Besides the above, there are several initiatives taken to connect the internal audiences. Regular emails, digital signage across the campus, MDI student blog and presence on social media channels like Facebook, You Tube and Twitter, keep the internal and external community apprised of the relevant developments.





DelphiQue 2014-15 got extensive corporate participation from knowledge partners such as Deloitte, PricewaterhouseCoopers, Western Union, IBM, Fortis and Exchange4Media. Industry stalwarts from BCG, GE, Ernst & Young, Facebook, Axis Capital, JWT, AON Hewitt, Facebook, Aricent, Absolut Data and Times Group were amongst the many who participated as eminent panellists for various discussions.

**Mr. Sunil Kant Munjal**, Joint MD, Hero MotoCorp

**Mr. Indranil Mitra**, General Manager (HR), NTPC

**Mr. Vijay Sethi**, CIO, Hero MotoCorp

**Ms. Bhawna Mittal**, AGM-HR, Hero Future Energies Ltd

**Mr. Nitin Chawla**, Associate Principal, ZS Associates

**Mr. Rohit Chadda**, Co-Founder & MD, FoodPanda

**Dr. Hetal Gohil**, Co-Founder Director, RightPath Lifestyle

**Dr. Mukesh Kumar**, VP, SBI Capital Markets

**Mr. Nikhil Jaiswal**, Associate Director, Michael Page



The spirit and culture of MDI, not only inspires academic excellence but also aims at building socially responsible citizens. The social initiatives club of MDI organized a series of events like: Disha - Annual Business Plan Competition in association with the National Innovation Foundation, Beyond Karma - Case Study competition in association with NGOs and the corporate world.

Apart from this, Samaritans has tied up with associations like Medhavi Foundation (for underprivileged children) and Surabhi Foundation (for farmers) for Case Study competitions and Live Projects.



The Annual Inter B-School Management and Cultural Festival of MDI, Gurgaon is a three day long event, where the finest students from the best Business Schools across the country and abroad battle it out to demonstrate creativity and presence of mind. Major events include online simulation game Nautica and management challenge of PhalanX and Green-O-Vision for sustainable development.

Various clubs also organized their flagship events like Adhigrahan, Biz-Czar, Beyond Karma, Colossus, Eleusis, Ogniscent and Sans Pareil along with numerous other on-the-spot events that kept the students engaged for three fun-filled days.



Sanskriti, the cultural club of MDI, is a platform where the artist in every student comes together to create a magical experience for Mandevians. It is nurtured through every activity of Sanskriti, be it conducting music or dance workshops, celebrating different festivals, showcasing talent in national level competitions, organizing Aarohan (the Mandevian engagement week) and Akshayam (the sports-cultural extravaganza) or keeping the MDI revelry tradition alive.

The club has several teams cutting across different arts - Jugaadu: the sponsorship team, Hamaali: the event management team, Chhupe Rustam: the creativity team, Mukhauttey: the drama team, Mandolins: the music team and Sole to Soul: the dance team who augment Sanskriti toward its solitary dream - the quest to craft a haven for novices and connoisseurs alike, where the 'art' of living takes on a new meaning.



The Sports Club at MDI has a vision of imbuing a healthy and competitive sporting spirit in the students of MDI amidst the intensive academic rigor. It takes the onus of organizing sporting activities and ensures a healthy mix of academics and sports in every student and faculty member on campus. The Sports Club organizes many events, including the biggest sports-cum-cultural fest of the year, Akshayam. The event, which had participation from more than 400 students, brought alive the sporting spirit that gripped every student on campus.



The Hostel and Mess committee (HnM) is responsible for the smooth functioning of the hostel and mess facilities at MDI Gurgaon. It is a committee that touches the lives of Mandevians the most, and functions relentlessly 24x7 for the entire year.

Acting as a liaison between the administration, the caterers and the hostel authorities on one side and the students on the other, the HnM committee members facilitate the addressing of issues that the students have and communicate the same to the concerned authorities. They take numerous initiatives for the betterment of lives of the students and implement the same by bringing the authorities in confidence.



Web Committee, as the name suggests, is the Information Technology club of MDI that brings convenience and comfort to several aspects of a student's life at MDI – be it academic or extra-curricular. The club also provides the much needed interface between students and the administration when it comes to technology related issues.

A major initiative undertaken by the club is to integrate websites/blogs of various clubs under one domain i.e. mandevian.com making it a one stop solution for all club related information. Lastly the committee also facilitates bulk hard disk, laptop deals which provide convenient medium to students for bulk purchases.



## Proving Our Mettle: Student Awards

The case study competitions provide an opportunity for b-school students to apply their theoretical knowledge and skills in real life business challenges. Students of MDI have a legacy of proving their mettle at National and International level competitions. Following is a glimpse of the achievements of MDI students in the previous academic year:

B School Events in 2014-15	Position
Airtel – iCreate	National Winner
Cognizant – CXO Challenge	National Winner
Magma Fincorp – Biz Czar	National Winner
Eeke – Opniscient	National Winner
Tata Steel – Steel-a-thon	National 1st Runner up
Asian Paints – Canvas	National 1st Runner up
Crisil – Young Thought Leaders 2014	National 1st Runner up
Nomura – Investment Banking Case Study Challenge	National 1st Runner up
Reckitt Benckiser – Mavericks	National 1st Runner up
L’Oreal Brandstorm	National Finalist
RPG – Blizzard	National Finalist
Mahindra War Room	National Finalist
P&G – The CEO Challenge	National Finalist
KPMG – KICC	National Finalist
PepsiCo – BIAC	National Finalist
Colgate Palmolive – War of Wits	National Finalist
American Express – Campus Centurion Challenge	National Finalist
ebay – Crack the Case	Campus Winner

## Live Projects: Learning by Application

Live Project provides an excellent opportunity for the students of MDI Gurgaon to assist managers in solving live business problems. At MDI, Live Projects are considered extremely serious assignments and hence each project is supervised by a faculty mentor who guides the students doing the project as well as continually monitors the project’s progress.

MDI students have successfully completed Live Projects from across a variety of industries. Organizations from diverse sectors such as Banking, Telecommunication, Market Research, Engineering and Manufacturing, Pharmaceuticals, Retail and Consulting have consistently offered Live Projects to the students in the past. PGPM and PGP-IM students have done projects which have entailed industry and market assessment, competitive analysis, financial benchmarking, brand and consumer perception analysis, etc. while students from PGP-HR batch have successfully completed projects in core areas such as competency assessment and competency mapping, talent acquisition, performance management, balanced scorecards and learning and development, etc.

Some of the companies where MDI Students have done Live Projects in the past are as follows:

Accenture Strategy	Aon Hewitt	CIMB Group	Jabong	Motorola Mobility
Aditya Birla Group	Apollo Tyres	DSM	KPMG	PepsiCo
Adobe	Aurum Equity	Ericsson	Langham Capital	Pernod Ricard
Airtel	BrahmaX	Godrej	Lenovo	Philips
AkzoNobel	Brillio	Intellectap	Mahindra	Reckitt Benckiser
Alcatel Lucent	Carlsberg	Interglobe	Mahindra Comviva	Towers Watson

# Life @ MDI



**7:00 AM**

Early-risers (or for that matter, late-sleepers) are greeted by the twittering of birds



**8:30 AM**

Lakshya and Gurukul become the nerve-centers of all activity



**4:30 PM**

Learn and unlearn through Live Projects and other interactions



**5:30 PM**

Time to discuss and interpret classroom fundamentals



**9:30 PM**

Engage oneself in club activities that are a microcosm of corporate life but with all the fun one could ever want



**10:30 PM**

Innovative business solutions and ever-lasting friendships are forged over visits to Jha Ji and Sharma Ji – the all-night food joints on campus



**12:15 PM**

A flurry of lectures, case discussions, quizzes, role plays and presentations bombard one's intellect



**2:00PM**

Power lunch takes away the spent-up fatigue



**6:15 PM**

Unwind with a game of football at the MDI greens, a workout at the gymnasium, or a walk around the campus



**7:30 PM**

Time to walk into the cool confines of the cavernous library



**Midnight**

A frenzy of submissions using the management fundamentals of Just-In-Time at the dreaded 11:59:59 deadline



**2:00 AM**

Nitpicking on pre-readings, cases, presentations and assignments to transcend the gap between first-rate and sublime

# Finance

“Literature was formerly an art and finance a trade; today it is the reverse” – Joseph Roux



*write the  
future*

*MDI students have supreme competency in financial and economic conceptual frameworks as well as their applications, thereby enhancing their ability to handle ambiguous qualitative relationships that dominate one's day-to-day decision-making.*

At MDI, Finance is one of the most sought after specializations. The course is designed to allow students to investigate and scrutinize the nuances of finance and at the same time appreciate its role as the fuel for business organizations. This knowledge is complemented with a thorough understanding of the financial decision-making process in the corporate world through regular industry interactions, case studies and competitions.

Keenly involved in providing the students with this wide pool of knowledge is a team of renowned faculty. Over the years, finance has been one of the biggest attractions at MDI. **Unnati**, India's first and largest student-run mutual fund, provides students a great platform to constructively use the theoretical knowledge gained through classroom instruction. The student club **Monetrix** has been influential in reaching out and nurturing interest and enthusiasm through its wide range of activities and events, and has helped make finance an integral part of the student life.

# Courses

## Finance

- Advanced Financial Statement Analysis
- Analytical Methods and its Applications in Finance
- Behavioral Finance and Business Valuation
- Corporate Finance
- Corporate Restructuring & Business Management
- Corporate Tax Planning
- Financial Markets
- Financial Risk Management
- Financial Shenanigans and Governance
- Forensic Accounting & Corporate Governance
- International Corporate Finance
- Investment Management
- Management Accounting
- Management of Banks and Financial Institutions
- Project Appraisal and Structured Finance
- Strategic Cost Management
- Taxation for Business Planning
- Treasury and Assets-Liabilities Management

## Economics

- Application of Game Theory to Business
- Demand Forecasting
- Economic Environment & Policy
- Economics of Real Estate
- Energy Markets & Business Management
- Environmental Management & Green Accounting
- Financing and Managing Infrastructure Development
- Industrial Economics
- International Macroeconomics and Forex Management
- Microeconomics
- Modelling & Forecasting of Energy & Financial Markets



## Faculty

### Economics

#### Atmanand

Professor, Dean – Consulting,  
MDI-M Affairs & New Initiatives

#### Rohit Prasad

Associate Professor

#### Rupamanjari Sinha Ray

Assistant Professor, Chairperson  
– Student Affairs & Girl's Hostel

#### Sajal Ghosh

Assistant Professor, Editor –  
Vision MDI Journal

#### Subhalakshmi Sircar

Assistant Professor

#### Sunil Ashra

Associate Professor, Chairperson  
– Economics Area

### Finance

#### Anand Kumar Sharma

Professor

#### Anil Mishra

Associate Professor

#### Ashutosh Dash

Assistant Professor, Asst. Editor – MDI  
Journal  
Chairperson – Student Affairs & Boy's Hostel

#### Bhagwan Khanna

Adjunct Faculty, International  
MBA, Georgia State University, Atlanta,  
Georgia

#### Deven Bathia

Adjunct Faculty, International  
MBA, Fordham University, NY, USA

#### N R Bhusnurmath

Professor, Chairperson – Accounting &  
Finance Area

#### P C Biswal

Associate Professor, Coordinator –  
Admissions

#### Sandeep Goel

Assistant Professor

#### Sanjay Bakshi

Visiting Professor  
F.C.A., M.Sc. (London School of Economics)

#### Shailender Kumar Rai

Assistant Professor, Chairperson –  
PGP-IM

#### Shalini Kalra Sahi

Assistant Professor, Coordinator –  
Accreditations & Compliances

#### Veena Iyer

Assistant Professor

# Student Initiatives



Monetrix, The Finance and Economics club of MDI, exists to provide opportunities for broad-based practical learning that complements the theoretical knowledge. The club endeavours to provide MDI students an edge by demonstrating superior knowledge and grasp of concepts and issues in Finance and Economics.

Some of the activities of the club include:

- FinStreet – A comprehensive Summer Internship and Final placements preparation series involving topic presentations and compendiums of essential information.
- Fin-E-Mania – A series of finance and economics focused competitions and simulation games.
- Workshops – A series of workshops designed to enable students to hone their domain knowledge and to gain relevant skills required in the industry.
- FineTune and BlueChip – MDI's annual and quarterly Finance and Economics Journals, which include views from academia / industry, write-ups by club members and research articles contributed by students from top b-schools across the country.



Unnati, India's first ever student-run investment fund was conceptualized in June 2001 with the objective of providing future managers a launch pad to enhance their learning through the experience of managing a real investment portfolio. In August 2003, a Mid-Cap fund was added to the existing Diversified fund to expand the universe of stocks researched by the team. Unnati's investment philosophy is of value-investing through fundamental analysis. The 'analysts-in-training' generate quality research to aid investment decisions. The stock analysis meetings stimulate debate and a culture of forming opinions and questioning assumptions which leaves the team richer in experience.

A high degree of focus is on investor education and not just on providing excellent returns on investment. The Investor Education Series helps impart basics of investment while industry interactions and valuation workshops help cater to more advanced investor education needs.

# Our Illustrious Alumni

<b>Ajay Atreya</b>	Associate General Manager, TCS
<b>Ambar Taneja</b>	Senior Associate Director, Standard Chartered Bank
<b>Ankush Agarwal</b>	Head of Global Research, J.P. Morgan India Pvt. Ltd.
<b>Archana Gopinath</b>	Associate Vice President, ICICI Prudential AMC Ltd.
<b>Ashish Agrawal</b>	Vice President, J.P. Morgan
<b>Bharat Mittal</b>	Senior Manager, Accenture Management Consulting
<b>Divya Jain</b>	Director – Business Planning & Projects, American Express
<b>Gautam Viswanathan</b>	Senior Vice President & Area Head, South India, Payments and Cash Management, HSBC
<b>Girish Aivalli</b>	MD & CEO, Rural Agri Ventures
<b>Ishan Garga</b>	Executive Director, Omniyat Middle East Real Estate Development
<b>Jasmeet Chadha</b>	Head-Quantitative Equity Strategies, Fort LP
<b>Manish Gupta</b>	Relationship Manager for Energy & Commodity Clients, BNP Paribas
<b>Nitin Sharma</b>	Director – Research, Fidelity International
<b>Pallavi Mantrao</b>	Senior Audit Manager, Lloyds Banking Group
<b>Pankaj Sharma</b>	Cluster Business Leader – Business Banking, Yes Bank
<b>Pradeep Malhotra</b>	Executive VP & Head – Business, ICICI Prudential Life Insurance Co. Ltd.
<b>Prakash Prabhu</b>	Director – Capital Markets & Treasury Solutions, Deutsche Bank
<b>Prashant Juneja</b>	Private Banker, Credit Suisse
<b>R. Rajagopal</b>	SME Head, Citibank
<b>Rahul Choudhary</b>	Senior Vice President, Treasury Department, Axis Bank
<b>Rohini Singh</b>	Director – Head of MNC Coverage, North India, Deutsche Bank
<b>Rohit Mittal</b>	Senior Energy Specialist, World Bank
<b>Sandeep Thapliyal</b>	Head – Commercial Banking & Investment Banking, RBL Bank
<b>Sharat Goyal</b>	Managing Director & Head – India, AMP Capital Investors
<b>Siddharth Pardesi</b>	Head, Wealth Sales, Retail Banking & Wealth Management, HSBC
<b>Vijay Tangirala</b>	Head– Global Subsidiaries Group, ANZ Thailand
<b>Vikash Bihani</b>	Executive Director & Team Head, Structured Trade Finance & Financing Solution, Standard Chartered Bank

## Past Recruiters

Airtel	DSP BlackRock	JP Morgan Chase	Religare
American Express	Edelweiss Capital	Juniper Capital	Reserve Bank of India
Axis Bank	Franklin Templeton	Langham Capital	Royal Bank of Scotland
Bajaj Finserv	Goldman Sachs	Mahindra & Mahindra	SBI Bank
Barclays	HDFC Bank	Nomura	SBI Caps
Berkshire Insurance	HSBC	PNB	Scotiabank
Bharti Realty	HSBC EDPI	Procter & Gamble	SEBI
BNP Paribas	ICICI Bank	Punj Lloyd	Standard Chartered
Citigroup	ICRA	Sun Pharma	Tata AIG Insurance
CRISIL	IDBI	RBL Bank	Tata Capital
Deloitte	IFCI	Reckitt Benckiser	TIMES OOH
Deutsche Bank	IIFL	REC	Wipro
DFCL	ING Vysya	Reliance	Yes Bank



# Marketing

“Aim of marketing is to make selling superfluous. The aim is to know and understand the customer so well that the product of service fits him and sells itself.”  
- Peter Drucker

*think  
different*

*Through a uniform blend of case-based pedagogy and real-life market exposure, budding marketers at MDI equip themselves with the requisite skills to intuitively understand the nuances of the local as well as global markets.*

In line with Mr. Ford's assertion, marketers have been the coveted 'good products' of MDI. Over the years, MDI has been known for churning out a talented pool of managers who have consistently proven themselves by carving a niche in the exciting domain of Marketing.

The curriculum and pedagogy have been structured with flexibility and adaptability to meet the demands of the corporate world. This includes incorporating the latest concepts, such as Social Media and its effects, in the curriculum. The focus is on practical learning through case studies, innovative activities and events conducted by **Marquity**, the Marketing club at MDI, and internships with the best marketing firms in the industry. MDI also prides itself on **Illumina** – a unique annually held event that serves as an innovative way for companies to solve marketing research problems.

This coming together of a great talent pool and globally renowned faculty has seen a series of distinguished alumni emerge in this domain, leaving their and their alma-mater's footprints across the world.





## Courses

- Rural Marketing
- Marketing of Consumer Financial Products
- Product Management
- Sales & Distribution Management
- Advertising Management
- Brand Management
- Business Marketing
- Consumer Behaviour
- Customer Relationship Management
- Marketing for Virtual World
- Advertising Management
- International Marketing
- Marketing of Services
- Retailing and Franchising

## Marketing Professors

**Ashok Pratap Arora**  
*Professor, Chairperson – Marketing Area*

**Neelu Bhullar**  
*Associate Professor*

**J N Godinho**  
*Associate Professor*

**Vinod Kalia**  
*Professor*

**Kanwal Kapil**  
*Associate Professor, Chairperson – Placements*

**Avinash Kapoor**  
*Associate Professor, Chairperson – PGPM*

**Chinmaya Kulshrestha**  
*Assistant Professor*

**Jaydeep Mukherjee**  
*Associate Professor*

**Kirti Sharma**  
*Assistant Professor*

**Ritu Srivastava**  
*Assistant Professor*

**Vibhava Srivastava**  
*Assistant Professor, Coordinator – Placements*



# Student Initiatives



The academic clubs play a huge role in shaping the first years' preference of specialization. MarQuity, the marketing club of MDI Gurgaon made its MarQ on the audience the moment they stepped inside the auditorium.

The club stood true to its promise of delivering something for everyone round the year. Offline activities included a monthly-updated board in the student mess that would take up a concept and through real-time examples, pictures and info-graphics explain it to all those who care to see it. The senior team created a marketing compendium for the fresher batch to read, which served as knowledge repositories. One of the biggest endeavors on the part of the team was the marketing magazine that incorporated articles on the latest issues and trends in the world of marketing and advertising.

During the Annual Management Fest of MDI, MarQuity hosts its flagship marketing case study event, Sans Pareil, which saw entries from over 80 teams from all over India this year. Apart from the case-study, this year teams were also tested on the self-branding front. Informal activities like brand-based dumb-charades and debates also shook the grounds of MDI all through the session.

The year also saw MarQuity's extensive online growth. Facebook and Twitter pages were constantly showered by new followers and their posts from the outside. The online teams worked day and night (usually night) to make the pages interactive. The content included pictographically explained concepts of marketing, our take on the campaigns by various companies, news, trivia and what-not. What deserves a special mention is "MarQuity Original" by the creative team that creates unconventional and innovative ads and posters for different brands. During the fest, the surge of activity on these pages was unstoppable.

The club activities both guide the students and keep them interested in the wide field of marketing. Aspects like advertising, branding, sales and more took the front seat. During the summer placement process, MarQuity undertook the task of creating company cheat-sheets for the benefit of the students. Team members and non-team members alike contributed to this task, creating a vast repository of company information for future use.

For the junior team members, the learning curve was a total roller-coaster, except that it only went up. All the activities were conducted under the mentorship of the senior team. The intellectual discussions as well as the informal conversations added value to the juniors in terms of knowledge and ownership of tasks. Think of it as learning made fun, or fun tuned into learning. Either way, it was a healthy-tasty snack!



Illumina is the disguised market research festival of the campus. In a unique offering to the corporate world, the student community invites residents from across Delhi-NCR to a Diwali Mela on campus and extracts consumer insights while the audience indulge themselves at the food and product stalls and sway away to rocking celebrity performances.

In its seventeenth edition this year, Illumina will be held in four formats: Mall Illumina (Indulge), Rural Illumina (to be held during the Dussehra festival at Pataudi), Expressions (for middle school kids) and Urban Illumina. All the research projects are carried out under the guidance of MDI faculty and in association with leading market research companies (IMRB/Nielsen). With the festive season approaching, our corporate partners are gearing up for unique & innovative ways to delve into consumer psyche.



# Our Illustrious Alumni

<b>Amit Pande</b>	Brand Head – The Collective and International Business, Madura Fashion & Lifestyle
<b>Anand Narang</b>	Vice President & Head of Marketing Devices, Reliance Jio Infocomm Limited
<b>Ankush Malhotra</b>	Director Marketing, Johnson & Johnson
<b>Anubhav Krishan</b>	Regional Sales Head, Marico Ltd.
<b>Anurag Batra</b>	Chariman – GBN Media, Business World
<b>Arvind Mathur</b>	CIO & Shared Services Leader, Procter & Gamble
<b>Ashish Asati</b>	Marketing Manager Scotches, Diageo
<b>Chanakya Misra</b>	Cluster Head, Ranbaxy
<b>Gaurav Sabharwal</b>	Managing Director, Pernod Ricard Singapore
<b>Gurpreet Singh Sandhu</b>	Head – Supply Chain & Replenishment, Aditya Birla Retail Limited
<b>Neeraj Biyani</b>	COO, Hector Beverages
<b>Sandeep Karwa</b>	Director, Flipkart
<b>Shantanu Srivastava</b>	Global Brand Marketing Manager, Danone
<b>Shruti Sutwala</b>	Chief Marketing Officer, Lakme Lever
<b>Vikas Bajaj</b>	Joint MD, Bajaj Motors Limited
<b>Vishal Bhatia</b>	Global Brand Director, Reckitt Benckiser
<b>Vishal Golchha</b>	National Head – Route to Market Transformation, Modern Trade, Export & Sales, IT, Wrigley



## Past Recruiters

Abbott	Boston Scientific	HT Media	Maruti Suzuki	Religare
Agro Tech Foods Ltd.	Britannia	Idea Cellular	Microsoft	RPG
Airtel	Britannica	ITC Limited	Mondelez	SMC Pneumatics
AkzoNobel	Castrol	Jabong	Panasonic	Tata Motors
American Express	Coca-Cola	Johnson & Johnson	PepsiCo	Tata Steel
Amway	Colgate-Palmolive	Jindal Steel & Power	Perfetti van Melle	Tetra Pak
ArcelorMittal	Dabur India	JSW Steel	Philips	TIMES OOH
Ashok Leyland	Dr.Reddy's Laboratories	Kellogg's	Pidilite Industries	The Times of India
Asian Paints	Eli Lilly & Company	KOHLER	Procter & Gamble	Thomas Cook
Aspiring Minds	Flipkart	Lenovo	PVR Cinemas	TridentGroup
Axis Bank	GlaxoSmithKline - CH	L'Oreal	Puma	The UB Group
Baxter	Godrej	Madura Garments	Sun Pharma	Videocon
Benetton Group	Google	Mahindra & Mahindra	Reckitt Benckiser	Vodafone
Biocon	HCCB	MakeMyTrip	Red Bull	Wipro
Boehringer Ingelheim	Hector Beverages	Marico	Reliance	Wrigley

# Operations

“Our business is about technology, yes. But it’s also about operations and customer relationships.”

– Michael Dell

## *define your move*

*Industry today functions like clockwork. Students at MDI mesh their intellectual gear teeth under the right amount of torque from the esteemed faculty to be churned out as efficient and effective operations experts.*

MDI offers a distinct curriculum and pedagogy in the field of Operations, focusing on an insightful and practical mode of study for students who embark upon it. Courses offered are tuned to the demands of the industry. Through regular interactions with eminent operations experts, students learn to give due importance to both planning and day-to-day operations. The distinguished professors provide the students with a holistic view of the field, igniting young minds in the process.

With the student-run club **Opession** providing opportunities for live projects and helping students in industry interactions, students are well-attuned to the needs of the market. Companies across the globe recruit students from this specialization for various roles to manage their operational requirements.



## Faculty

**Amit Kumar Gupta**  
*Assistant Professor*

**Anupama Prashar**  
*Assistant Professor*

**Ashok Panjwani**  
*Professor*

**Joydip Mitra**  
*Associate Professor*

**Manoj Kumar Srivastava**  
*Associate Professor, Chairperson – Operations Management Area*

**Narain Gupta**  
*Assistant Professor, Coordinator – Admissions Coordinator – National/International Conferences & International Summer University*

**N S Saxena**  
*Professor*

**Sanjay Kumar**  
*Professor*

**S Chatterjee**  
*Professor, Dean – Continuing Education Chairperson – International Relations*

**Vijay Aggarwal**  
*Professor*

**Ying Yang**  
*Adjunct Faculty, International Faculty of Business and Management, Ulster University, UK*

## Courses

- Management of Quality
- Supply Chain Management
- Project Management
- Operations Strategy
- Service Operations Management
- Time Series Analysis & Forecasting
- Business Process Management





## Student Initiatives



### Opseession

Opseession, the Operations club at MDI has been the unifying platform for the students interested in pursuing a career in the field. The Club has evolved from a representation of the growing interest in the field of operations management to one that actively contributes to the knowledge repository of the students with monthly newsletters, annual magazine, simulation games, flagship events, industry exposure and much more.

It has been the constant endeavor of team Opseession to help the student community gain new perspectives and insights about the field of operations management. We try to come up with innovative ways to constantly engage students, which in turn helps them to add to their knowledge about the subject area. Over the past year, the club has conducted multiple operations management events and more so during the annual college fest Imperium.

With a significant number of students majoring in operations management in the current batch, the club has finally come of age. This has increased the responsibility of the club members to provide guidance and support for these future global leaders in their first few steps in the direction.

As MDI keeps on receiving its next batch of enthusiastic to-be leaders, Opseession hopes to keep the lamp of knowledge burning brighter and to leap ahead with new

endeavors while building competence in the field of operations management.

### Way Ahead

At Opseession, we believe in learning by doing, so the club has set out ambitious goals for the next year which includes industry visits, increase the frequency of monthly newsletter from monthly to fortnightly and make the magazine biannual.

A rich inventory of Simulation games have been prepared and the same will be rolled out to the students in the near future.

We also intend to enhance our social media presence in order to gain a wider audience and broaden the horizons for our knowledge sharing initiatives. Going forward we intend to make it one of the most sought after academic clubs within the institute which will provide us access to a larger talent pool that can take the club to even greater heights.

### Faculty Members

S Chatterjee - Operations Strategy

Joydip Mitra- Management of Quality

Narain Gupta - Service Operations

Sanjay Kumar - Operations Management

Joydip Mitra - Time Series Forecasting

Ashok Panjwani - Project Management, Advanced Operations Management

Manoj Kumar Srivastava - Supply Chain Management

# Our Illustrious Alumni

<b>Ajeet Boparai</b>	Director, Insonix Inc
<b>Amit Gupta</b>	Procurement Analytics Lead, Accenture
<b>Ankur Huria</b>	Senior Private Sector Development Specialist – Trade Logistics & Supply Chain, World Bank
<b>Arvind Khanduri</b>	Business Head/ AVP, Godrej Consumer Products Limited
<b>Ashish Gupta</b>	Global Planning Manager – Water, Unilever
<b>Ashish Sood</b>	Head of Design, Amazon
<b>Joseph Chacko</b>	Powertrain Program Manager, Ford India
<b>Manas Karnal Nijhawan</b>	Head, Supply Chain, Juices & Alternate Beverages, Coca-Cola India
<b>Sudeep Hota</b>	Head – Procurement Operations, Mondelez International



## Past Recruiters

Accenture Strategy	Idea
ArcelorMittal	IntelliCap
Ashok Leyland	IOCL
Aviva	Larsen & Toubro
Barclays	Maruti Suzuki
Bristlecone	MetLife
Caterpillar	Perfetti Van Melle
Citibank	Philips
Damco	Procter & Gamble
DRL Logistics	PricewaterhouseCoopers
DSCL	QAI
Eperium	Sun Pharma
Exide	RBS
Future Supply Chains	SAP
Gati	Tata Steel
H&M	The UB Group
Hector Beverages	Whirlpool
HSBC	Zovi
Jabong	

# INFORMATION MANAGEMENT

*“Information technology and business are becoming inextricably interwoven. I don’t think anybody can talk meaningfully about one without talking about the other.” – Bill Gates*

## *leading edge*

*Information is the currency of today’s world. At MDI, the students realize that organizations that can’t leverage their information assets underperform and eventually fail. The innovative teaching methodology employed*

*by leading luminaries from the IT industry further fabricate the thorough understanding of information systems among students, making them invaluable assets to any organization.*

Information Management is a domain that has come into prominence in the past few years, given the increase in transfer of information across the globe. With rapidly changing business needs, the institute has constantly worked towards incorporating these changes in the Information Management curriculum.

The courses offered in this area have practical relevance and aim at making the students aware of the various facets of this domain. The curriculum is further reinforced by the faculty that includes some of the most eminent names from the industry. Backed by this approach of a well-rounded curriculum and experienced faculty, the students understand that the focus is not only to have information but also to process and manage it. Aided by the constant endeavours of the student body *ThinC*, the students bring to the table a unique combination of knowledge and competency.



# Courses

- Business Process Management
- Business Intelligence
- Business of Telecommunications
- Enterprise Systems
- Information Security Management
- IT Business Development
- Strategic Management of IT
- Management Information Systems
- Strategic Management of Information Security Risk & Challenges



## Faculty

**Anjali Kaushik**

*Associate Professor, Coordinator – Computer Centre*

**Dhruva Nath**

*Professor, Chairperson – Alumni Relations  
Chairperson – Information Management Area*

**D P Goyal**

*Professor, Dean – Graduate Programmes*

**Mahadeo P Jaiswal**

*Professor, Dean – Research & Accreditation*

**N P Singh**

*Professor*

**Sangeeta Shah Bharadwaj**

*Professor, Chairperson – Admissions*

# Student Initiatives



ThinC - the Information Consulting Club of MDI Gurgaon, is an academic club at MDI Gurgaon that involves itself with trends and developments in the fastest changing domain of the business world, i.e. "Information Management". The club focuses on the happenings in the SMAC domain i.e. Social, Mobility, Analytics and Cloud - the hottest buzzword in Information Management these days. Being an academic club, ThinC focuses on disseminating relevant knowledge about Information Management via various means. However, the club also organizes various fun activities and other events as described below

- Induction: ThinC members actively participate in induction week of the new batch by addressing their queries and helping them get acclimatized to the MDI culture
- Quiz competition during the induction week for the new batch
- Regular articles shared with the batch concerning latest developments for each of SMAC domain
- Weekly newsletter for recent news
- Regular updates on ThinC Facebook page
- Compendiums for the batch during placements on various events - Compendiums are write ups about new developments, common terms, common interview questions etc. in the field of information management
- Analytics workshop for the new batch as many students are interested in Analytics
- The flagship event of the club "Colossus" during Imperium
- The event "Phalanx" during Imperium: In this event every club participates. ThinC contributed to the last event by quizzing the participants on various domains ranging from general knowledge to mathematical solving ability
- "On the Spot" events during Imperium
- National Case study competition in the fall
- Floating of Live Projects for both the senior and junior batches
- ThinC Knowledge Centre - an online repository of articles, research papers, company dockets etc.

The members of ThinC regularly post links and articles about the latest articles in the field of technology on the Facebook page and the Knowledge Centre repository and it really helps to keep the batch up to date with the latest news/happenings in Technology and Analytics..





## Our Illustrious Alumni

<b>Arvind Sharma</b>	Head – Global Compliance and Assurance, CSC
<b>Manindra Mohan</b>	Senior Manager – Date Services, VMWare
<b>Pankaj Grover</b>	Vice President & Head of Software Engineering – India, Pegasystems
<b>Puneet Aggarwal</b>	General Manager – IT, Bennett Coleman & Co.
<b>Purusharth Tripathi</b>	Infrastructure Technology Outsourcing Director-Asia, HP
<b>Sourabh Ray</b>	Head – Online Sales and Operations at Google
<b>Suhail Ghai</b>	Chief Information Officer – India Origin, PepsiCo
<b>Vivek Raina</b>	Director – Asia Pacific, Oracle

## Past Recruiters

- Accenture
- Amazon
- Aricent
- Atos Origin
- Cognizant
- Dell
- eBay
- Genpact
- Google
- HCL
- HP
- Infosys
- IBM
- McKinsey Digital Labs
- Microsoft
- Mindtree
- Rio Tinto
- SAP
- Sapient
- TCS
- Wipro



# Strategic Management

*"A strategy delineates a territory in which a company seeks to be unique." – Michael Porter*

## *Change the game*

*Students at MDI are bred in an intellectually stimulating environment that pushes them to think both holistically and beyond the obvious. The focus on honing the ability to think laterally provides them the edge while taking on strategic roles in their stint in the corporate world.*

Due to the energetic and the vibrant nature of businesses and factors that influence it, the strategy and consulting courses at MDI are designed to provoke a line of thought required by a strategic manager to keep up with the ever changing market scenario and requirements.

In addition to this, club Strategist provides students with opportunities to put themselves in the shoes of the consultants through live projects with the most reputed consulting firms both in India and across the globe.

The faculty, highly respected by companies around the globe, is involved with several consulting projects in the private and public sectors and brings to the students a plethora of knowledge enriched by their experience in the field – thereby providing students with a fundamental understanding of being the trusted advisors to organizations.



## Faculty

**Ankur Roy**  
*Assistant Professor*

**Meeta Dasgupta**  
*Assistant Professor, Coordinator –  
Accreditations & Compliances*

**Rajesh K Pillania**  
*Associate Professor*

**S N Raina**  
*Associate Professor*

**Shiv S Tripathi**  
*Assistant Professor*

**Veeresh Sharma**  
*Associate Professor, Chairperson – In-  
Company Programmes  
Chairperson – Strategic Management  
Area*

## Courses

- Application of Game Theory to Business
- Corporate Governance & CSR
- Entrepreneurship
- Innovation Strategy
- International Business
- Mergers and Acquisitions
- Microeconomics of Competition
- Strategic Alliances & Joint Ventures
- Strategic Management



# Student Initiatives



Strategist - the strategy and consulting club of MDI seeks to leverage, retain and extend the interest of the students in the field of strategy. It strives to provide them with opportunities to upgrade their skills through participation in live projects in an effort to expand MDI's student consulting footprint. On the other hand, it provides firms the opportunity to leverage the intellectual capital on campus and utilize the diverse talent pool of students to gain fresh perspectives on real time issues.

True to its name, Strategist is all about creating the institute's own domain of consultants - from carrying out detailed sector studies and analyzing M&A deals to creating interesting strategy based events. The club believes in maintaining a fine balance between being completely professional and making management study a fun experience. Apart from organizing business simulation games, talk series, workshops and case studies round the year, Strategist undertakes the following activities to develop a strategic bent of mind among the students:

- **Month At Glance (MAG)** - monthly newsletter covering major developments in various sectors
- **Strate-log** - a quarterly compilation of articles authored by students from top B-schools all over the country on various issues and developments of strategic relevance
- **Big Czar** - the club's flagship event which requires astute decision making and tests strategic planning and negotiation skills.



# Our Illustrious Alumni

<b>Amit Khanna</b>	Partner, KPMG
<b>Amit Parmar</b>	VP, Business Insights and Digital Capabilities, American Express
<b>Anshu Nahar</b>	Director, Strategy&
<b>Gaurav Singh</b>	Director, Corporate Development, Strategic Partnerships & M&A, CA Technologies
<b>Gautam Viswanathan</b>	Senior VP & Area Head, Payment and Cash Management, South India, HSBC
<b>Girish Aivalli</b>	MD & CEO, Board Member, Rural Agri Ventures
<b>Hursh Shrivastava</b>	Sr. VP & Head – Product and Revenue Strategy, Star India
<b>Nikhil Jain</b>	CEO, Value Catalyst
<b>Nilaya Varma</b>	Partner, Government Lead, KPMG
<b>Nitin Govila</b>	Managing Director - Asia Pacific, Onduline Group
<b>Pranab Panda</b>	Vice President, Parthenon – EY
<b>Rahul Mahajan</b>	Branch Sales Manager, Cadbury India
<b>Rahul Shah</b>	Engagement Manager, McKinsey & Company
<b>S B Khare</b>	Principal General Manager, BSNL
<b>Sanjay Verma</b>	CEO – Asia Pacific, Cushman & Wakefield
<b>Shubhashish Dubey</b>	Co-Head, Institutional Equity Research, Motilal Oswal Financial Services
<b>Sourish Mitra</b>	Director & Head – Global Subsidiaries, Standard Chartered Bank
<b>Sreedhar Prasad</b>	Partner – Management Consulting, KPMG
<b>Subramanian NN</b>	Director – Financial Services, Maveric Systems Ltd.
<b>Utpal Bakshi</b>	Managing Director – Industrial, Accenture
<b>Vermeen Kaur Kapoor</b>	Vice President – Finance Change, Barclays
<b>Vijay Tangirala</b>	Head – Global Subsidiaries Group, ANZ Thailand
<b>Yatin Pahwa</b>	VP – Product Strategy & Business Development, Deutsche Telekom



## Past Recruiters

i3 Consulting  
Accenture Strategy  
Avalon Consulting  
Cognizant  
Corning  
Deloitte  
General Electric  
Infosys Management Consulting  
InterGlobe Technologies  
JSPL  
Keane Inc.  
KIE Square Consulting  
KPMG  
Mahindra & Mahindra  
QAI  
RPG  
Schneider Electric  
The Boston Consulting Group

# Human Resources

“The best HR people are a kind of hybrid: one part pastor, and one part parent.” – Jack Welch

The Human Resource course was established under the guidance of the National HRD Network in 2004. In its 11th year currently, it is one of the leading HR/IR courses in the country. The programme is designed to develop HR professionals with a well-rounded business perspective and prepare the candidates for HR careers in industry as well as services. There is a constant focus on nurturing and augmenting the capabilities in all the three domains – knowledge, attitude and competency.

While the students specialize in HR through a mix of core courses and electives, courses from mainstream management are also an integral part of the curriculum.

All students have their respective industry mentors to guide them with various aspects of the course and projects. HR Direction - the student run academic club actively organizes seminars and workshops, and also provides students with an opportunity to take part in a number of Live projects.

Fierce competition and the need for reverse innovation have created a need for a pivotal-strategic-innovator role for HR professionals in business organizations. The PGHR programme at MDI makes sure that students are sensitized to the dynamic business environment as much as they acquire HR knowledge.

## *Make space*

*Human Resource being the growth engine of companies and economies, their management becomes the most vital component for any business. Creating an environment that promotes stretching beyond the basic business imperatives is the key objective of knowledge dissemination among future HR managers at MDI.*





## Courses

- Business Ethics and Corporate Governance
- Business Strategy Formulation
- Business Strategy Implementation
- Coaching, Counselling and Mentoring
- Compensation Management
- Consulting Skills and Change Management
- Corporate Law
- Employee Relations – Emerging Contours
- Employer Branding
- Employment Law
- HR Systems and Processes
- Human Resource Information Systems
- Human Capital Management
- International HRM
- Journey to Self
- Leadership and Managerial Effectiveness
- Learning and Development
- Management of Creativity and Innovation in Organizations
- Management Control Systems
- Mergers and Acquisitions
- Negotiation Skills and Collective Bargaining
- Oral Communication and Presentation Skills
- Organizational Behaviour
- Organizational Planning and Design
- Organizational Transformation
- Performance Management
- Psychometric Testing and Measurement
- Recruitment and Selection
- Social Conscientization
- Strategic HRM
- Strategic Management in Marketing for HR Professionals
- Talent Management and Competency Framework
- Team Building for High Performance
- Written Analysis and Communication

## Faculty

### **Ajay Kumar Jain**

*Associate Professor, Chairperson – PGPM-PT*

*Chairperson – Organisational Behaviour Area*

### **Anil Anand Pathak**

*Associate Professor*

### **Chandra P. Shrimali**

*Professor, Acting Director*

### **C. L. Bansal**

*Professor*

### **Daisy Chauhan**

*Associate Professor, Chairperson – Open Programmes*

### **Debi S Saini**

*Professor*

### **Gita Bajaj**

*Associate Professor*

### **Henrik B. Sorensen**

*Adjunct Faculty, International*

*MSc. Ph.D. Aarhus University, Denmark*

### **Janender K Jain**

*Associate Professor, Chairperson – NMP & PGP-EM*

*Chairperson – Human Resource Management Area*

### **J L Gupta**

*Professor*

### **Jyotsna Bhatnagar**

*Associate Professor*

### **Madhushree Nanda Agarwal**

*Assistant Professor*

### **Neera Jain**

*Associate Professor, Chairperson – Corporate Communication*

*Chairperson – Business Communications Area*

### **Ora Setter**

*Adjunct Faculty, International*

*MSc, Ph.D, Tel Aviv University, Israel*

### **Radha R Sharma**

*Professor*

### **Rajen K Gupta**

*Professor*

### **Soumendu Biswas**

*Assistant Professor*

### **Sumita Rai**

*Associate Professor, Chairperson – PGP-HRM*

*Chairperson – Student Counselling*

### **Tanuja Sharma**

*Associate Professor*

### **Vidhu Gaur**

*Assistant Professor*

# Student Initiatives



The academic club for HR at Management Development Institute, Gurgaon was launched in 2005. In keeping with the spirit of the name, HR Direction conducts regular industry sessions and organizes competitions for management students across the country. The members of the club invite corporate heads in HR, as well as leading academicians to help students gain insights into the latest developments in Human Resource Management. HR Direction also facilitates Live Projects to give the students hands on experience in the world of Human Resource Management. It works on increasing corporate interactions as well and facilitating sessions headed by Alumni on burning issues in the HR domain. The club also organizes regular events, the flagship event being Eleusis. This is a three day event, organized under the umbrella of Imperium – the annual B-School Fest at MDI Gurgaon. The event comprises a multitude of sub events such as:

- Enthaa - An audio/visual quiz/crossword intertwined with Business/Human Resource/Organizational Behaviour themes.
- Quest of Leonidas - A Game to test the participants' logic, strategic thinking and decision making abilities; entails a case study, presentation and business scenario simulation.
- Tarak - It is an HR simulation game which takes the participant to a different level of simulation games every year. It is an event to test your expertise gained in MBA along with analytical skills and ability to think on your feet.
- Labor of Hercules - The participating team is given the challenge of various Competitive outbound activities - rappelling, rock climbing, trekking and rope course etc. It explores a blend of expertise, skill sets, endurance and work in an outdoor physical setting. This is a competition where the competing teams are expected to display physical endurance and mental agility, and work together to overcome various challenges thrown at them.

HR Direction also comes out with a monthly newsletter - Human Reflection - that expounds on new and relevant themes in the HR domain to enrich the knowledge base of the student body.





## Our Illustrious Alumni

<b>Achina Sharma</b>	HR – Talent Acquisition, Deloitte Consulting
<b>Anubhav Agarwal</b>	Lead – Business Support Unit – HR Shared Services, Al Futtaim
<b>Gaurav Gupta</b>	Head Country HR & Decorative Paints, AkzoNobel
<b>Nidhi Trehan Mahajan</b>	Team Lead – HR Shared Services – BU HR India – IT & Mobility, iGate Global Solutions
<b>Nikhil Arora</b>	National Head - Rewards, Hindustan Coca-ColaBeverages
<b>Owais Altaf</b>	HR Manager – R&D, SABIC
<b>Pallavi K</b>	Senior Manager – HR, Axis Sales
<b>Pooja Venkatram</b>	Talent and Organization Effectiveness Manager, Mondelēz International
<b>Priyanka Gautam</b>	HR Business Partner, Deutsche Bank
<b>Richa Sachdeva</b>	Associate Director, Viacom 18
<b>Sheetal Pawar</b>	Senior Vice President – Performance & Reward, HSBC
<b>Smirti Handa</b>	Head HR – Philips Healthcare
<b>Srinivasan K.J.</b>	Senior Manager, Protiviti Middle East Member Firm
<b>Sumeet Verma</b>	Global HR director – Performance & Insights, Unilever
<b>Swati Khandelwal</b>	Senior Vice President – Site HR Head – Business Partner, Citi

## Past Recruiters

Aditya Birla Group	Hero MotoCorp	Reckitt Benckiser
Airtel	IBM	Reliance Industries
Aon Hewitt	ICICI Bank	Religare
Asian Paints	Johnson & Johnson	RPG
Axis Bank	KPMG	Schneider Electric
Citibank	Mahindra Comviva	Tata Communication
Colgate-Palmolive	Mahindra & Mahindra	Tata Motors
DCM Shriram	Mercer	Tata Steel
Deloitte	Ola Cabs	TaxiForSure
Dr. Reddy's Laboratories	PeopleStrong	Tetra Pak
Ernst & Young	PepsiCo	The Times of India
Fidelity	Philips	TridentGroup
Flipkart	PricewaterhouseCoopers	Videocon
GlaxoSmithKline	Procter & Gamble	Vodafone
Godrej	Ranbaxy	Wipro
Hay Group	Raymond	Whirlpool



# INTERNATIONAL MANAGEMENT

*“Globalization requires us to reinvent everything - to think of ourselves as compared to others.” - Nicolas Sarkozy*

## *touch the skies*

*Globalization is a deep and ubiquitous trend that has left none untouched. Our curriculum focuses on the significance of consensus between an urgency to create market economies, and sustainable development, as the growth driver for prosperity across the globe.*

The emerging business scenario makes global and inter-cultural work an imminent reality. MDI prepares managers and future leaders with a global mindset. Managers who can build networks across geographies and appreciate, work and live across cultures.

In 2006, MDI Gurgaon launched a unique, first-of-its-kind programme in India – the Post Graduate Programme in International Management (PGP-IM). This was one of the efforts made by MDI to develop managers with appropriate mind set and ability to work in global markets. The programme was launched in collaboration with the European School of Management (ESCP – Europe), ranked 2nd in Europe by Financial Times. The students enrolled in this programme spend a year in India and a year in one of the following campuses of ESCP Europe – Paris, Berlin, Madrid and Turin.

# Second Year (ESCP, Europe)

- Buying Behaviour & New Product Development
- European Business Environment
- European Business Law
- Financial Strategy
- Human Resource Management
- Management Accounting
- Company Consultancy Project
- Company Internship (4-6 Months)
- Dissertation Work (to commence along with internship)



## Courses

### First year (MDI, Gurgaon)

- Brand Management
- Business Communication
- Business Society and Government
- Business Strategy
- Decision Science
- Economic Issues and Policies in International Business
- Ethics and Corporate Governance
- Financial Accounting
- French/German/Spanish/Italian Language
- Global Supply Chain Management
- Introduction to Indian Business
- Introduction to Management
- IT for Managers
- Legal Aspects of Business
- Managerial Economics in a Global Context
- Marketing Management
- Marketing Planning
- OB and Inter-cultural Management
- Operations Management
- Organizational Planning and Design
- Statistics for Management
- Consultancy Project
- Dissertation Work





## Faculty

### **Ajay Kumar Jain**

*Associate Professor, Chairperson – PGPM-PT  
Chairperson – Organisational Behaviour Area*

### **Anil Mishra**

*Associate Professor*

### **Anand Kumar Sharma**

*Professor*

### **Avanish Kumar**

*Associate Professor, Chairperson – Public Policy &  
Governance*

### **Dhruv Nath**

*Professor, Chairperson – Alumni Relations  
Chairperson – Information Management Area*

### **Gita Bajaj**

*Associate Professor*

### **J L Gupta**

*Professor*

### **Kanwal Kapil**

*Associate Professor, Chairperson – Placements*

### **Manoj K Srivastava**

*Associate Professor, Chairperson – Operations  
Management Area*

### **Madhushree Nanda Agarwal**

*Assistant Professor*

### **Vishal Narain**

*Associate Professor*



# Our Illustrious Alumni

**Adarsh Kataruka**

Director, SoulAce Consulting

**Gajendra Patil**

Founder, Imperio

**Ishita Aggarwal**

Head – Finance, Bombardier Transportation

**RahulGupta**

Managing Director, Royal Tech Engineers

**Rohit Grover**

Global Commodity Manager, Bombardier Transportation

## Past Recruiters

Allianz

Analysys Mason

Areva T&D

Asian Paints

Atheneum Partners

AXA

Bank of Maharashtra

Barclays

Bayer

BNP Paribas

Bombardier

British American Tobacco

Carlson Wagonlit Travel

Citibank

Cognosis Consulting

Credit Agricole

Dell

Deloitte

Deutsche Bank

DMV Business and Market Research

Efficio Consulting

Eli Lily & Company

Faurecia Automotive

General Electric

Groupe SEB Moulinex

Handygo

i3 Consulting

IBM

iMarketing Advantage

InterGlobe Technologies

Jefferies

JJW Hotels & Resorts

Lafarge

Orange Business Services

Philips

PTC India

QAI India

ReGlobe

S.S. Flexipack

Sanofi

Schneider Electric

S.E.T Select Energy

Societe Generale

SoulAce

Sungard Financial Systems

Sutherland Global Services

Tarkett

Tata Steel

Vodafone

Zodiac



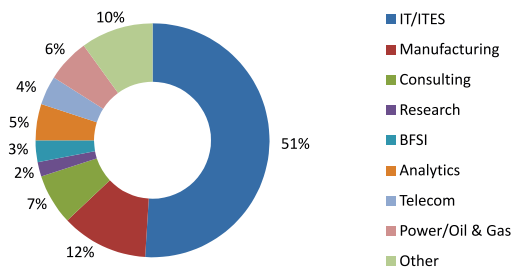
# PGPM

The Batch has a healthy mix of students who are Freshers and who come with prior work experience in some of the most reputed companies from varied sectors, which include ABB, Airtel, CEB, Deloitte, Ericsson, Ernst & Young, GAIL, Goldman Sachs, IOCL, McAfee, Nomura, Punj Lloyd, Reliance, SAIL, Samsung, Shipping Corporation of India, Suzuki, among others.

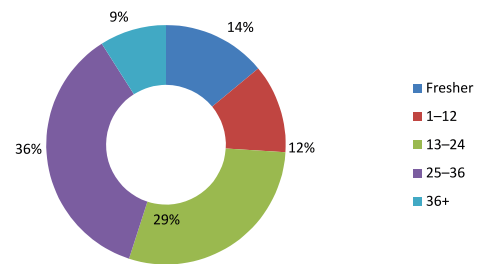


## Batch Profile PGPM – Class of 2016

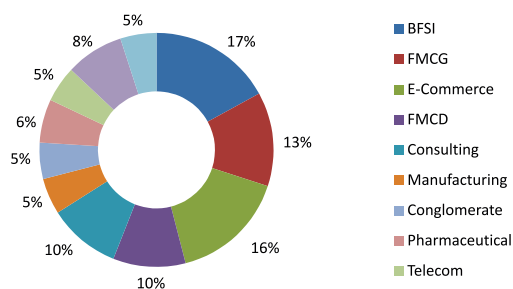
### Work Experience (Sector Wise)



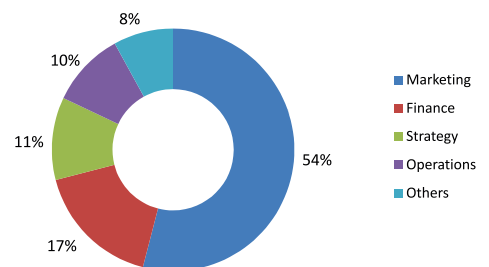
### Work Experience (In Months)



### Internship (Sector Wise)



### Internship Domains







**Aditya Thangeda**

Finance  
*B.Tech. (Electronics and Communication Engineering)*  
 Visvesvaraya National Institute of Technology, Nagpur  
**Summer Internship:** MCKINSEY DIGITAL LABS  
*"Product Ownership of Digital Transformations to drive Top and Bottom Lines for Sponsors"*  
**Work Exp:** 46 months  
**Tata Consultancy Services Ltd. (46)**



**Ankit Saxena**

Finance, Marketing  
*B.Tech. (Computer Science Engineering)*  
 Vishveshwarya Institute of Engineering and Technology  
**Summer Internship:** Motorola Mobility  
*"Non-pricing non-product differentiation strategy"*  
**Work Exp:** 40 months  
**Tata Consultancy Services Ltd (40)**



**Ashish Mahapatra**

Finance  
*B.Tech. (Electronics and Communication Engineering)*  
 Amity School of Engineering and Technology  
**Summer Internship:** Cognizant Business Consulting  
*"Building Business Process Maps for Commodity Trading and Risk Management (CTRM) practice"*  
**Work Exp:** 48 months  
**Accenture Services Pvt. Ltd. (48)**



**G. Harish**

Finance, Operations  
*B.E. (Mechanical Engineering)*  
 University College of Engineering  
**Summer Internship:** Amazon India  
*"Validation of value creation to vendors through Product Set-up Services(PSS)"*  
**Work Exp:** 47 months  
**Maruti Suzuki India Ltd (47)**



**Gunjan Bhagwaty**

Finance  
*B.Tech. (Electrical Engineering)*  
 National Institute of Technology, Silchar  
**Summer Internship:** Businessworld  
*"Understanding the challenges and opportunities in the startup ecosystem and formulate strategies to scale up business"*  
**Work Exp:** 43 months  
**Tata Consultancy Services Ltd (43)**



**Hariharan Aravind**

Strategic Management, Finance  
*B.E. (Mechanical Engineering)*  
 Sri Venkateswara College of Engineering  
**Summer Internship:** Deloitte Touche Tohmatsu India Pvt Ltd  
*"Develop a framework for using Analytics in Agriculture"*  
**Work Exp:** 46 months  
**Ashok Leyland Ltd (46)**



**Jasdeep Singh Mehta**

Marketing, Operations  
*B.E. (E&EC)*  
 PEC University of Technology, Chandigarh  
**Summer Internship:** L&T  
*"Strategic Analysis of Advertising Spend by Brands - Potential for L&T Metro's Advertising Business"*  
**Work Exp:** 46 months  
**Samsung India Electronics Pvt Ltd (25)**  
**Paxcel Technologies Pvt Ltd (21)**



**Juhi Sahai**

Marketing, Strategic Management  
*B.Sc. (Hons.) (Statistics)*  
 Lady Shri Ram College for Women  
**Summer Internship:** Flipkart  
*"A Robust Demand-Supply Model for Bank Alliances at Flipkart"*  
**Work Exp:** 39 months  
**Akademia (3)**  
**American Express (17)**  
**Aon Hewitt (19)**

## Work Experience 36+



### Minerva Khajuria

Finance, Marketing  
B.E. (Electronics and Communication Engineering)  
GCET Jammu

**Summer Internship:** Deloitte Touche  
Tohatsu India Pvt Ltd  
"Preparing ITBP for a PPP project for Philippines government"

**Work Exp:** 42 months  
**TCS (42)**



### Mithun Chandra Mohan

Finance, Operations  
B.E. (Electrical and Electronics Engineering)  
University Institute of Technology

**Summer Internship:** Business World  
"Understanding the challenges and opportunities in Startup Ecosystem and formulating GTM strategy for the business."

**Work Exp:** 57 months  
**Infosys Limited (57)**



### Pranati Goswami

Marketing, Finance  
B.Tech. (Electronics and communication engineering)  
ideal institute of technology

**Summer Internship:** Colgate Palmolive India Ltd.  
"Actionable growth and premiumization for Guwahati and jorhat"

**Work Exp:** 42 months  
**Accenture Services Pvt Limited (42)**



### Rama Kishore UP Konda

Finance  
B.Tech. (Electronics & Communication Engineering)  
RVR & JC College of Engineering

**Summer Internship:** Careers360  
"Analyze Careers360's product line and suggest ways to enhance its robustness and user engagement"

**Work Exp:** 41 months  
**Tata Consultancy services (41)**



### Rishabh Sood

Marketing, Operations  
B.E. (Information Technology)  
Career Institute of Technology and Management

**Summer Internship:** Snapdeal  
"Sales & Inventory Forecasting for Fashion Brands"

**Work Exp:** 39 months  
**Infosys Ltd (37)**  
**Career Launcher (2)**



### Satyam Joshi

Marketing, Operations  
B.E. (Mechanical Engineering)  
Thapar University

**Summer Internship:** Amazon  
"Designing Staffing Model for Customer Service Associates"

**Work Exp:** 37 months  
**Maruti Suzuki (37)**



### Shirsendu Sarkar

Finance, Marketing  
B.Tech. (Electronics and Communication Engineering)  
Narula Institute of Technology

**Summer Internship:** Four-S Services Pvt. Ltd.  
"To analyze and understand various industries in India and recommend potential investment opportunities for a fund,"

**Work Exp:** 41 months  
**Tata Consultancy Services Ltd. (41)**



### Shubham Gupta

Finance  
BBS (Finance)  
Shaheed Sukhdev College of Business Studies

**Summer Internship:** Axis Bank  
"Market mapping and opportunity design for Retail Forex products"

**Work Exp:** 69 months  
**Shagun - Suits & Sarees (48)**  
**Axis Risk Consulting Pvt. Ltd. (A Genpact Company) (21)**



**Siddhant Alok**

Finance, Operations  
*B.E. (Mechanical Engineering)*  
Manipal Institute of Technology  
**Summer Internship:** MCKINSEY  
DIGITAL LABS  
*"Product Ownership/Management of a new software application"*  
**Work Exp:** 45 months  
**TCS (45)**



**Somnath Mitra**

Finance, Marketing  
*B.Tech. (Computer Science Engineering)*  
Institute Of Engineering & Management  
**Summer Internship:** Nucleus Software  
Exports Limited  
*"GTM Execution in Africa & Australia"*  
**Work Exp:** 53 months  
**Cognizant Technology Solutions (53)**



**Varun Dave**

Finance, Operations  
*B.Tech. (Material Science)*  
IIT Bombay  
**Summer Internship:** Deloitte Touche  
Tohmatsu India Pvt Ltd  
*"Feasibility of off-grid solar in India"*  
**Work Exp:** 46 months  
**Reliance Industries Limited (46)**



**Vikramaditya Reddy K**

Finance  
*B.Tech. (Computer Science Engineering)*  
Mahaveer Institute of Science and  
Technology  
**Summer Internship:** Antara Senior Living  
*"Research, find and structure mitigation  
strategies that allow Antara to accept  
Deposits from residents"*  
**Work Exp:** 41 months  
**Infosys Limited (41)**

## Work Experience 25-36



### Abhas Garg

Marketing  
B.E. (Computer Science Engineering)  
BITS- Dubai

**Summer Internship:** Colgate Palmolive India Ltd.  
*"Understand the partnership between Jeevika and Colgate Palmolive and develop and execute recommendations on the project scale up and a roadmap for the next 5 years"*

**Work Exp:** 34 months  
**L&T Infotech (34)**



### Abhas Sharma

Finance, Strategic Management  
B.E. (Marine Engineering)  
Marine Engineering and Research Institute, Kolkata

**Summer Internship:** ICICI Bank  
*"Analysis of Telecom Industry and Players (with focus on Bharti Airtel)"*

**Work Exp:** 30 months  
**Bernhard Schulte Shipmanagemnet (18)**  
**Svitzer (10)**  
**Samson Maritime Pvt Ltd (2)**



### Abhijit Pradhan

Marketing, Operations  
B.Tech. (Electrical Engineering)  
NIT Rourkela

**Summer Internship:** Aviva India  
*"Increasing the Online Engagement of Advisors for AVIVA"*

**Work Exp:** 35 months  
**Sony India Software Centre Private Limited (35)**



### Abhijnan Dasgupta

Finance, Operations  
B.Tech. (Electronics and Communication)  
Visvesvaraya National Institute of Technology, Nagpur

**Summer Internship:** Akzo Nobel India  
*"To Analyse the Impact on the Logistics and Planning of AkzoNobel India due to Transition from a Dealer Based Supply Model to Distributor based Supply Model"*

**Work Exp:** 36 months  
**Technotree Convergence Ltd. (36)**



### Abhishek Narainia

Marketing  
B.Tech. (Electronics and Communication)  
Shri Mata Vaishno Devi University

**Summer Internship:** Aricent  
*"Connected Car - Market Research and Prospect Profiling"*

**Work Exp:** 32 months  
**IBM (3)**  
**HCL Technologies (29)**



### Aditi Srivastava

Marketing, Operations  
B.Tech. (Computer Science and Engineering)  
B.R.E.C.W Hyderabad

**Summer Internship:** MCKINSEY DIGITAL LABS  
*"Product Ownership of 'Rapid Digitization' of Applications and Processes"*

**Work Exp:** 36 months  
**Accenture Services Pvt. Ltd. (36)**



### Akshat Kedia

Marketing  
B.E. (Computer Science and Engineering)  
Sri Siddhartha Institute of Technology

**Summer Internship:** Motorola Mobility  
*"Strategies for expansion in tier II and tier III cities"*

**Work Exp:** 31 months  
**Tata Consultancy Services (31)**



### Amal Agarwal

Finance, Operations  
B.Tech. (Computer Science And Engineering)  
Jaypee Institute of Information Technology, Noida

**Summer Internship:** Tata Consultancy Services Limited  
*"Research in trends in Social Collaboration and Digitization of Current Offerings"*

**Work Exp:** 35 months  
**Accenture Services Private Limited (35)**



**Amit Agarwal**

Operations  
*B.Tech. (Chemical Engineering)*  
 National Institute of Technology, Trichy  
**Summer Internship:** Amway India  
 Enterprise  
*"Raws and packaging components inventory  
 norm setting for Madurai manufacturing  
 plant"*

**Work Exp:** 35 months  
**Jubilant Life Sciences Limited (35)**



**Aniket Banerjee**

Marketing  
*B.E. (Chemical Engineering)*  
 Jadavpur University  
**Summer Internship:** Airtel  
*"GRM's Serve to Sell"*

**Work Exp:** 30 months  
**Berger Paints India Limited (4)**  
**Reliance Corporate IT Park Limited (26)**



**Anil Anto**

Finance, Operations  
*B.Tech. (Electronics Engineering)*  
 S.V.N.I.T.

**Summer Internship:** ebay.inc  
*"Importance of CART"*

**Work Exp:** 35 months  
**Mu Sigma (35)**



**Anish N**

Marketing, Operations  
*B.Tech. (Production Engineering)*  
 NIT Calicut

**Summer Internship:** Zovi  
*"supply chain optimization of mens wear  
 division"*

**Work Exp:** 35 months  
**L&T KOBELCO (35)**



**Ankit Raja**

Marketing, Operations  
*B.Tech. (Electrical Engineering)*  
 IIT (BHU), Varanasi

**Summer Internship:** Mahindra &  
 Mahindra  
*"Devlopment Opportunities and  
 Competition Analysis of Solar IPPs"*

**Work Exp:** 34 months  
**Grail Research (25 )**  
**Reliance Industries Ltd. (9)**



**Anup Kumar**

Marketing, Operations  
*B.E. (Electrical & Electronics Engineering)*  
 Manipal Institute of Technology

**Summer Internship:** SMC  
*"Developing a strategy for entry of SMC  
 pneumatics in Industrial retail market"*

**Work Exp:** 35 months  
**ABB (35)**



**Anup Nair P**

Finance, Operations  
*B.Tech. (Mechanical Engineering)*  
 NIT,Durgapur

**Summer Internship:** CITIBANK  
*"Credit Lines Release and Availment"*

**Work Exp:** 33 months  
**Larsen and Toubro (33)**



**Atul Mishra**

Marketing  
**MBBS (Medicine and Allied)**  
 Indira Gandhi Govt. Medical College,  
 Nagpur

**Summer Internship:** Johnson & Johnson  
 Pharmaceuticals  
*"Ultracet Life Cycle Management Strategy"*

**Work Exp:** 30 months  
**The Family Clinic, Meerut (18)**  
**Primary Health Centre, Govt. of  
 Maharashtra (12)**

## Work Experience 25-36



### Atul Prakash Mishra

Finance  
B.E. (Electronics and Telecommunication)  
Indian Institute of Engineering Science and Technology Shibpur (Formerly BESU Shibpur)

**Summer Internship:** CITIBANK  
"Automation and Process Improvement across Securities and Fund Services"

**Work Exp:** 35 months  
**IBM India Private Limited (35)**



### Azaan Ateef A

Finance, Marketing  
B.E. (Computer Science and Engineering)  
R.N.S. Institute Of Technology

**Summer Internship:** BMR ADVISORS  
"Bringing risk intelligence to your organisation"

**Work Exp:** 32 months  
**Infosys Ltd. (32)**



### Bharat C V

Finance, Operations  
B.Tech. (Biotechnology)  
Indian Institute of Technology, Roorkee

**Summer Internship:** Tata Consultancy Services Limited  
"Financial Analysis of Project Services SOW of the contract between TCS and one of its major clients"

**Work Exp:** 32 months  
**Bank of Baroda (32)**



### Dasari Muni Yeswanth

Marketing, Operations  
B.Tech. (Electronics and Communication Engineering)

G Pulla Reddy Engineering College  
**Summer Internship:** AMAZON  
"Forecasting model for Amazon India customer service during and after promotional phase"

**Work Exp:** 35 months  
**Accenture Services Pvt. Ltd. (35)**



### Deepak Shinde

Finance, Operations  
B.Tech. (Electronics and Communications Engineering)  
National Institute of Technology Warangal

**Summer Internship:** Zovi  
"Business Analysis for Menswear at Zovi.com"

**Work Exp:** 34 months  
**Centre for Development of Telematics (34)**



### Devang Nahar

Marketing  
B.Tech. (Electronics and Communication)  
ABES Engineering College

**Summer Internship:** RCOM  
"Assisting in the formulation of a GTM strategy for bundled sales"

**Work Exp:** 26 months  
**TCS Limited (26)**



### Gurunath S

Marketing, Operations  
B.E. (Electrical and Electronics Engineering)  
Sri Sivasubramaniya Nadar College of Engineering

**Summer Internship:** Asian Paints Limited  
"Build a roadmap to generate business of Tile Adhesive and Tile Grouts in the Delhi NCR - mid rung builder set"

**Work Exp:** 28 months  
**Cognizant Technology Solutions (20)**  
**Bhumi (8)**



### Harish R

Finance  
B.Tech. (Electronics & Communication Engineering)

National Institute of Technology, Jamshedpur

**Summer Internship:** India Alternatives  
"A comprehensive study of the Indian Insurance Industry across its value chain and a profiling of the various stakeholders"

**Work Exp:** 36 months  
**CRISIL (36)**



**Harish Ramesh Balani**

Finance, Operations  
*B.E. (Electronics and Telecommunication Engineering)*  
 Thadomal Shahani Engineering College, Mumbai  
**Summer Internship:** Flipkart  
*"To build a model to measure seller maturity across geographies, product categories, scale and age of sellers with Flipkart"*  
**Work Exp:** 32 months  
**Accenture (32)**



**Harish Reddy L**

Marketing, Finance  
**B.Tech. (Mechanical Engg.)**  
 NIT - Kurukshetra  
**Summer Internship:** Avalon Consulting  
*"Business Development and Customer Acquisition"*  
**Work Exp:** 35 months  
**Tata Hitachi Construction Machinery Co. Ltd. (35)**



**Harshi Agarwal**

Finance, Marketing  
*B.E. (Information Technology)*  
 Delhi Technological University  
**Summer Internship:** ICICI Bank  
*"Study of solar power portfolio (current and future) of two business conglomerates of India"*  
**Work Exp:** 35 months  
**Ciena India Pvt Ltd (35)**



**Heena Pahuja**

Marketing, Operations  
*B.Tech. (Electronics and Communication)*  
 Y.M.C.A. Institute of Engineering, Faridabad  
**Summer Internship:** Lenovo India  
*"Brand activations for P70 smartphone"*  
**Work Exp:** 34 months  
**Tata Consultancy Services (34)**



**Hemant Agarwal**

Finance, Marketing  
*B.Tech. (Computer Science & Engineering)*  
 Motilal Nehru National Institute of Technology Allahabad  
**Summer Internship:** Snapdeal  
*"Information Architecture Modelling on Snapdeal"*  
**Work Exp:** 35 months  
**Oracle (35)**



**Ishaan Banerjee**

Marketing  
*B.Tech. (Electronics and Communication Engineering)*  
 Amity School of Engineering and Technology  
**Summer Internship:** Reckitt Benckiser  
*"Increase sales for Durex across channels"*  
**Work Exp:** 36 months  
**Accenture Services PVT. LTD. (36)**



**Jaydeep Ravindra Sarnaik**

Finance  
*B.E. (Electronics and Telecommunication)*  
 G. H. Raisoni college of engineering  
**Summer Internship:** Businessworld  
*"Understanding the Challenges and Opportunities in Start-up Ecosystem and Formulating Scale-up Strategy for the Business"*  
**Work Exp:** 29 months  
**Tata Consultancy Services (29)**



**Jithin George**

Finance, Operations  
*B.Tech. (Electrical Engineering)*  
 NIT Patna  
**Summer Internship:** Careers360  
*"Enhancement/Development of existing/new prediction and analytical tools using statistical, mathematical and logical modeling"*  
**Work Exp:** 30 months  
**Infosys (30)**

## Work Experience 25-36



### **Kaarthvya Chodey**

Marketing, Operations  
B.E. (Computer Science Engineering)  
RMK engineering college

**Summer Internship:** BMW financial services  
"Study of EMI calculators and marketing campaigns of captive financial services"

**Work Exp:** 32 months  
**Tata consultancy services (32)**



### **Kanika Tiwari**

Marketing, Operations  
B.Tech. (Electronics & Communications)  
Jaypee University Of Information Technology

**Summer Internship:** Flipkart  
"Identification of levers and execution plan for Household (HH) & Home Improvement (HI)"

**Work Exp:** 35 months  
**Ericsson (35)**



### **Karan Gupta**

Finance  
B.Tech. (Chemical Engineering)  
Indian Institute of Technology Kanpur

**Summer Internship:** DSM India Pvt. Ltd.  
"Feasibility analysis of setting up a compressed biogas plant using rice straw as feedstock on industrial scale and market identification for compressed biogas"

**Work Exp:** 34 months  
**Reliance Industries Limited (34)**



### **Karthik B.**

Marketing  
B.Tech. (Electronics and Communications Engineering)

Gokaraju Rangaraju Institute of Engineering and Technology  
**Summer Internship:** Boehringer Ingelheim India Pvt. Ltd.  
"Sales Analytics - Revamping sales analytics model"

**Work Exp:** 31 months  
**Tata Consultancy Services (31)**



### **Kishore Pisapati**

Marketing  
B.E. (Electronics: Instrumentation & Control)  
Thapar University, Patiala

**Summer Internship:** Axis Bank  
"Developing monitoring architecture and SLAs for self service terminals"

**Work Exp:** 34 months  
**Deloitte Consulting India Pvt Ltd (34)**



### **Kshitij Agarwal**

Marketing  
B.Tech. (Electronics and Communication)  
DR. BR Ambedkar Institute of Technology

**Summer Internship:** Snapdeal  
"Increase Product Adoption for Snapsearch"

**Work Exp:** 35 months  
**Reliance Jio Infocomm Ltd (35)**



### **Manik Hans**

Marketing, Operations  
B.E. (Computer Science Engineering)  
PEC University of Technology

**Summer Internship:** HCL Technologies Ltd  
"Positioning of HCL's service line - E-Services"

**Work Exp:** 33 months  
**GTE Computer Education (10)**  
**SAP Labs India (23)**



### **Mohit Maheshwari**

Finance, Operations  
B.Tech. (Electronics and Communication Engineering)  
IIIT-Allahabad

**Summer Internship:** JP Morgan  
"Explore sell side opportunities for a Singapore based REIT"

**Work Exp:** 32 months  
**Cisco (32)**





**Mukul Panchineni**

Finance, Operations  
*B.Tech. (Mineral Engineering)*  
 ISM Dhanbad

**Summer Internship:** Businessworld  
*"Understanding the Challenges and Opportunities in the Start-up Ecosystem and Formulating Scale-up Strategy for the Business"*

**Work Exp:** 35 months  
**Coal India Ltd (35)**



**Naman Singhal**

Marketing, Finance  
*B.Tech. (Computer Science & Engineering)*  
 Amity School of Engineering and Technology

**Summer Internship:** Flipkart  
*"Scope and Recommendation on Insurance related offerings to sellers on Flipkart Marketplace"*

**Work Exp:** 32 months  
**Wipro Technologies (32)**



**Neha Mittal**

Finance, Marketing  
*B.Tech. (Electronics and Communication)*  
 National Institute of Technology, Durgapur

**Summer Internship:** Deloitte Touche  
 Tohmatsu India Pvt Ltd  
*"Demand Assessment and Feasibility Analysis of Flatted Industry"*

**Work Exp:** 35 months  
**Reliance Jio Infocomm Ltd. (35)**



**Nishant Bhatia**

Marketing, Operations  
*B.Tech. (Computer Engineering)*  
 YMCA Institute of Engineering Faridabad

**Summer Internship:** Snapdeal  
*"Re Launching/Revamping home services category"*

**Work Exp:** 25 months  
**Tata Consultancy Services Ltd. (25)**



**Nishant Jeyanth**

Marketing, Strategic Management  
*B.E. (Electronics and Communication Engineering)*  
 PES School Of Engineering

**Summer Internship:** Snapdeal  
*"Thematic/Festive Property Plan"*

**Work Exp:** 26 months  
**Thomson Reuters (23)**  
**Tata Consultancy Services (3)**



**Pallavi Jha**

Finance, Operations  
*B.Tech. (Computer Science & Engineering)*  
 Jaypee University of Information Technology

**Summer Internship:** JP Morgan  
*"Credit Analysis of Financial Institutions in Europe"*

**Work Exp:** 35 months  
**Accenture (35)**



**Paritosh Gupta**

Marketing  
*B.Tech. (Electronics & Communication Engineering)*  
 JSS Academy of Technical Education, NOIDA

**Summer Internship:** Careers360  
*"Business Process and Strategic Management for Careers360 B-School vertical"*

**Work Exp:** 32 months  
**Infosys Limited (32)**



**Piyush Bagdi**

Finance, Marketing  
*B.Tech. (Mechanical Engineering)*  
 Indian Institute Of Technology, Guwahati

**Summer Internship:** eli lilly  
*"To understand the need for concentrated insulin, target Health Care professionals, the patients profile for this type of insulin and the benefits and challenges in using such an insulin"*

**Work Exp:** 34 months  
**Reliance Industries Ltd. (34)**

## Work Experience 25-36



### Poornima Chahar

Marketing  
B.Tech. (Computer Science Engineering)  
Mody Institute of Technology and  
Science, Laxmangarh

**Summer Internship:** Lenovo India  
"Identify the ways to increase Lenovo's  
participation in commercial deals in  
Mumbai"

**Work Exp:** 35 months  
**Infosys Limited (35)**



### Prashant Chandrakant Ghabak

Finance, Marketing  
B.E. (Electronics and Telecom Engineering)  
Sardar Patel Institute of Technology

**Summer Internship:** MCKINSEY  
DIGITAL LABS  
"Product Management of Apps to digitize  
business processes of Mckinsey Clients"

**Work Exp:** 31 months  
**Hewlett Packard (12)**  
**Treashare Online Pvt Ltd (19)**



### Prateek Shrivastava

Marketing, Operations  
B.Tech. (Information Technology)  
Cochin University

**Summer Internship:** Marks and Spencer  
"To measure Customer Loyalty and  
Satisfaction by Business Units"

**Work Exp:** 35 months  
**Accenture Service Private Limited (35)**



### Praveen Kumar Sharma

Marketing, Operations  
B.Tech. (Bioinformatics)  
Vellore Institute of Technology

**Summer Internship:** DSM India Pvt. Ltd.  
"Analyzing Market opportunities and  
challenges for Somos resins in India"

**Work Exp:** 34 months  
**Cognizant Technology Solutions (34)**



### Priyank Yadav

Marketing, Operations  
B.Tech. (Electronics and Communication  
Engineering)  
BBDNITM, Lucknow

**Summer Internship:** Flipkart  
"Launch and revamp of various categories  
under to be launched super category Home  
Improvement"

**Work Exp:** 32 months  
**Infosys Limited (18)**  
**PRATHAM u/o IIFM Limited (14)**



### Priyanshu Saxena

Finance, Marketing  
B.E. (Computer Science & Engineering)  
Manipal Institute of Technology, Manipal,  
Karnataka

**Summer Internship:** BusinessWorld  
"Understanding the Challenges and  
Opportunities in the Start-up Ecosystem  
and Formulating Scale-up Strategy for the  
Business"

**Work Exp:** 33 months  
**L N Malviya Infra Projects Pvt Ltd (21)**  
**Infosys Limited (12)**



### Pushp Raj

Finance, Marketing  
B.Tech. (Information Technology)  
Gandhi Engineering College

**Summer Internship:** Careers360  
"Business Process and Strategic  
Management for Careers360's Engineering  
Vertical"

**Work Exp:** 32 months  
**CGI Group Inc (32)**



### R. Karthik

Marketing, Operations  
B.Tech. (Mechanical & Automation)  
Amity School Of engineering &  
Technology

**Summer Internship:** L&T Hyderabad  
Metro Rail Ltd  
"Strategic Analysis of Retail Landscape &  
Challenges posed by Etail for TOD business  
of LTMRHL"

**Work Exp:** 33 months  
**Indraprastha Gas Ltd (33)**



**Ronak Pradeep Soni**

Finance, Marketing  
*B.E. (Computer Engineering)*  
 K.J. SOMAIYA COLLEGE OF  
 ENGINEERING

**Summer Internship:** Becton Dickinson  
 India Pvt. Ltd.  
*"Find growth opportunities in BD's B2B  
 platform"*

**Work Exp:** 32 months  
**Accenture (32)**



**Ruchir Jain**

Finance, Marketing  
*B.E. (Mechanical Engineering)*  
 Delhi College of Engineering

**Summer Internship:** Castrol India  
 Limited

*"Rural go digital – Analyze and understand  
 billing software implementation status in  
 Rural and provide insight & solution for  
 100% implementation."*

**Work Exp:** 34 months  
**BHEL (34)**



**Sachin Gupta**

Marketing, Operations  
*B.Tech. (Information Technology)*  
 YMCA Institute of Engineering

**Summer Internship:** Motorola Mobility  
*"To increase the market share in tier2 tier3  
 cities"*

**Work Exp:** 36 months  
**Samsung Research Center Noida (36)**



**Sahil Sharma**

Marketing, Finance  
*B.Tech. (Electronics and Communication)*  
 NIT Jalandhar

**Summer Internship:** KPMG Advisory  
 Services Pvt. Ltd.

*"White paper on costing technique to  
 implement transaction based pricing"*

**Work Exp:** 34 months  
**Ericsson India Global Services private  
 limited (34)**



**Sameer Jain**

Finance, Marketing  
**B.Tech. (Computer Engineering)**  
 Thapar University

**Summer Internship:** Flipkart  
*"Strategy for high growth verticals"*

**Work Exp:** 35 months  
**Accenture (35)**



**Samiran Mathur**

Marketing  
*B.E. (Computer Science and Engineering)*  
 Manipal Institute of Technology

**Summer Internship:** Zovi

*"Pro-active demand generation for a new  
 m-commerce business development"*

**Work Exp:** 36 months  
**Accenture (36)**



**Sanchit Goel**

Marketing, Operations  
*B.Tech. (Computer Science Engineering)*  
 Jaypee University of Information  
 Technology

**Summer Internship:** MetLife GOSC  
*"Automation of BOR Standard Operating  
 Procedure"*

**Work Exp:** 34 months  
**Infosys Limited (34)**



**Sankhadeep Rakshit**

Marketing  
*B.Tech. (Computer Science Engineering)*  
 NIT Durgapur

**Summer Internship:** Google

*"Developing Market insights and create  
 whitepaper for Jewelry, Education and Real  
 Estate Sectors"*

**Work Exp:** 34 months  
**Unisys Global (6)**  
**Oracle (28)**

## Work Experience 25-36



### Saptarishi Sen

Finance, Marketing  
B.E. (Electronics & Communication Engineering)  
B.I.T Mesra

**Summer Internship:** Boehringer Ingelheim India Pvt. Ltd.  
"Assessing the patient flow and processes involved in stroke management across top corporate hospitals"

**Work Exp:** 35 months  
**Tejas Networks (35)**



### Shanmukh Vadrevu

Finance  
B.Tech. (Mechanical Engineering)  
IIT Madras

**Summer Internship:** Axis Bank  
"Mapping of global best practices in allocation of natural resources (Oil & Gas, Coal, Spectrum) and Infrastructure resources (Power, Roads, Ports, Airports) to private sector and its potential roadmap/recommendations to Indian landscape"

**Work Exp:** 35 months  
**Reliance Industries Limited, Jamnagar (35)**



### Shashank

Finance, Marketing  
B.E. (Electronics and Communication)  
BIT Mesra, Ranchi

**Summer Internship:** Mahindra & Mahindra  
"Study the market challenges, develop ideas & implement SCV Financier REPO vehicle sales through M&M dealer"

**Work Exp:** 36 months  
**Goldman Sachs (36)**



### Shivank Pandya

Marketing, Strategic Management  
B.Tech. (Metallurgical and Materials Engineering)  
IIT Kharagpur

**Summer Internship:** Times Group  
"To analyze Newsprint supply chain with respect to Freights, Warehousing strategies and define processes on service evaluation and operations"

**Work Exp:** 35 months  
**Reliance Industries Limited (35)**



### Shivender Singh

Marketing, Operations  
B.Tech. (Computer Science Engineering)  
JIIT Noida

**Summer Internship:** Reliance Communications  
"GTM strategy for bundled sales"

**Work Exp:** 26 months  
**Computer Sciences Corporation (21)**  
**ATnT (5)**



### Shobhit Garg

Finance, Marketing  
B.E. (Computer Science and Engineering)  
Manipal Institute of Technology, Manipal

**Summer Internship:** Flipkart  
"Research study on premium phones"

**Work Exp:** 35 months  
**MakeMyTrip.com (22)**  
**Snapdeal.com (13)**



### Simerpreet Singh

Marketing, Operations  
B.E. (Electronics & Communication Engineering)  
Netaji Subhas Institute of Technology (NSIT)

**Summer Internship:** Bill and Melinda Gates Foundation  
"Support development of India Agriculture Strategy"

**Work Exp:** 34 months  
**Deloitte & Touche AERS India Pvt. Ltd. (34)**



### Sirisha Naga K V

Marketing  
B.Tech. (Mechanical Engineering)  
JNTUCEP

**Summer Internship:** CUMMINS INDIA LIMITED  
"Optimize the employee costs at Kothrud plant to reduce manage expenses"

**Work Exp:** 32 months  
**Cognizant Technology Solutions (32)**



**Sowmya H M**

Finance, Strategic Management  
*B.E. (Electronics and communication)*  
 Vivekananda Institute of Technology  
**Summer Internship:** Snapdeal  
*"Enhancing customer buying experience on snapdeal.com"*  
**Work Exp:** 31 months  
**Musigma Business Solutions Pvt Ltd (16)**  
**Musigma Business Solutions Pvt Ltd (15)**



**Srijan Bhatnagar**

Marketing, Operations  
*B.E. (Electrical & Electronics)*  
 BITS Pilani, Dubai Campus  
**Summer Internship:** Snapdeal  
*"Improve seller NPS"*  
**Work Exp:** 31 months  
**Ericsson Global India Services (31)**



**Suchet Sundar Shetty**

Marketing, Strategic Management  
*B.E. (Information Technology)*  
 Terna Engineering College  
**Summer Internship:** Motorola mobility  
*"Premium Smartphones"*  
**Work Exp:** 33 months  
**Mphasis (33)**



**Sunandini Gupta**

Finance, Marketing  
*B.E. (Electrical and Electronics)*  
 Manipal Institute Of Technology  
**Summer Internship:** Deloitte Touche  
 Tohmatsu India Pvt Ltd  
*"Reform matrix for states"*  
**Work Exp:** 33 months  
**Teknow Overseas Pvt. Ltd. (33)**



**Supreet S**

Finance  
*B.Tech. (Mining Engineering)*  
 Indian School of Mines, Dhanbad  
**Summer Internship:** Langham Capital  
*"Sell side advisory services for a leading hospital chain in India"*  
**Work Exp:** 35 months  
**Pricewaterhouse Coopers Pvt. Ltd. (35)**



**Tushar Sharma**

Marketing, Operations  
*B.Tech. (Information Technology)*  
 Kurukshetra Institute of Technology and Management  
**Summer Internship:** Flipkart  
*"seller growth model"*  
**Work Exp:** 34 months  
**Brillio Technologies (34)**



**Tushar Sharma**

Marketing  
*B.Tech. (Information and communication technology)*  
 Dhirubhai Ambani Institute Of Information and Communication Technology  
**Summer Internship:** Cognizant Business Consulting  
*"Analysis of Quality Assurance in Digital Space"*  
**Work Exp:** 35 months  
**Infosys Limited (35)**



**Udit Upreti**

Finance  
*B.E. (Electronics and Instrumentation & Control Engineering)*  
 Thapar University, Patiala  
**Summer Internship:** BMW Financial Services  
*"Credit risk assessment for the approval/disapproval of credit facility as requested by the wholesale client"*  
**Work Exp:** 36 months  
**Tata Consultancy Services (36)**

## Work Experience 25-36



### Varun Singla

Marketing, Operations  
B.E. (Production Engineering)  
PEC University of Technology

**Summer Internship:** Nucleus Software Exports Limited  
*"Digital Metric and online reputation tracker"*

**Work Exp:** 35 months  
**Hero Moto Corp Ltd (35)**



### Vinti Narula

Marketing  
B.Tech. (Electrical and Electronics Engineering)

Ajay Kumar Garg Engineering College, Ghaziabad

**Summer Internship:** Akzo Nobel India  
*"Premium Interior Emulsion Launch"*

**Work Exp:** 33 months  
**Infosys Limited (33)**



### Vipasha Bhardwaj

Marketing, Operations  
B.Tech. (Information Technology)  
Manipal Institute Of Technology

**Summer Internship:** Snapdeal  
*"Develop a platform to use content to build Snapdeal's image as a Fashion Counsellor"*

**Work Exp:** 36 months  
**Accenture (36)**



### Vishal Garg

Finance, Marketing  
B.Tech. (Information Technology)  
Jaypee Institute of Information Technology, Noida

**Summer Internship:** Anand Group  
*"Benchmarking of Aftermarket Distribution Center Processes and Developing SOPs for Improved Operational Efficiency"*

**Work Exp:** 32 months  
**Infosys Ltd. (32)**



### Vishal Jindal

Finance  
B.Tech. (Chemical Engineering)  
TIET

**Summer Internship:** TATA CAPITAL LTD  
*"Parameter based SME lending"*

**Work Exp:** 35 months  
**JSW (20)**  
**SAIL (15)**



### Wazeem Ashraf

Operations, Marketing  
B.Tech. (Mechanical Engineering)  
National Institute of Technology, Calicut

**Summer Internship:** Agro Tech Foods Limited

*"Analysis of secondary freight model of ATFL and suggesting efficient ways to serve and reduce per case cost"*

**Work Exp:** 35 months  
**Parker Hannifin India Pvt Ltd (35)**



**Aayush Aren**

Finance, Marketing  
 B.E. (Electronics and Instrumentation)  
 BITS Pilani, Pilani Campus  
**Summer Internship:** Goldman Sachs  
 "Enhancement of Edit tracking"  
**Work Exp:** 20 months  
**Qualcomm India Pvt Ltd (20)**



**Abhilash P Tom**

Marketing, Finance  
 B.E. (Marine)  
 Marine Engineering And Research  
 Institute, Kolkata  
**Summer Internship:** HCL Technologies  
 Ltd  
 "Identify Emerging and Innovative B2B  
 Marketing Channels"  
**Work Exp:** 16 months  
**Essar Shipping Ltd (16)**



**Abhinav Garg**

Marketing, Operations  
 B.Tech. (Electrical Engineering)  
 Jamia Millia Islamia  
**Summer Internship:** Boehringer  
 Ingelheim India Pvt. Ltd.  
 "Assessing existing business and operational  
 processes in product supply chain for  
 optimizing the sales returns"  
**Work Exp:** 19 months  
**TRU Information & System (4)**  
**Samsung Heavy Industries (15)**



**Abhishek Kumar**

Marketing, Operations  
 B.E. (Mechanical Engineering)  
 Thapar University  
**Summer Internship:** Flipkart  
 "Identify Selection Levers to scale up  
 Automotive category in Flipkart and help it  
 build market leadership in online space"  
**Work Exp:** 22 months  
**Honda Cars India Ltd. (22)**



**Aditya Menon**

Finance  
 B.E. (Civil Engineering)  
 Delhi Technological University  
**Summer Internship:** JP Morgan  
 "To prepare a sell side pitch book for a client  
 in the North American Power Industry To  
 prepare a sell side pitch book for a client in  
 the North American Power Industry"  
**Work Exp:** 24 months  
**FUTURES FIRST (24)**



**Akanksha**

Marketing  
 B.Tech. (Mechanical Engineering)  
 Kalinga Institute of Industrial Technology  
**Summer Internship:** Tata Motors Limited  
 "State Dossier, economic Indicators affecting  
 the sale of commercial vehicle in the state"  
**Work Exp:** 13 months  
**Kennametal India Limited (13)**



**Ankit Maheshwari**

Finance  
 B.Tech. (Electronics and Communication  
 Engg.)  
 Maharaja Agrasen Institute of Technology,  
 Delhi  
**Summer Internship:** Goldman Sachs  
 "Equity Research"  
**Work Exp:** 23 months  
**Accenture Services Private Limited (23)**



**Ankit Sachdeva**

Marketing  
 B.E. (Computer Science Engineering)  
 University Institute Of Engineering &  
 Technology  
**Summer Internship:** Motorola Mobility  
 "Premium Smartphones and Android  
 Wearables"  
**Work Exp:** 13 months  
**Wipro Infotech (13)**

## Work Experience 13-24



### Ankit Verma

Operations  
B.Tech. (Mechanical Engineering)  
NIT Surathkal

**Summer Internship:** Tata Steel Ltd.  
*"Analysis of Risk for Inbound and Outbound Supply Chain for Tata Steel"*

**Work Exp:** 22 months  
**Neyveli Lignite Corporation Ltd. (22)**



### Ankita Gupta

Finance, Marketing  
B.Tech. (Computer Science and Engineering)  
Vellore Institute of Technology

**Summer Internship:** HSBC  
*"Streamlining document retention and archival process for wealth documents"*

**Work Exp:** 23 months  
**Bank of America Continuum India Pvt. Ltd. (23)**



### Ankush Manchanda

Marketing, Finance  
B.E. (Chemical Engineering)  
University Institute of Chemical Engineering and Technology (UICET)

**Summer Internship:** Reliance Industries Limited  
*"Business Viability of Small Sized LPG Cylinders in Gujarat and Maharashtra"*

**Work Exp:** 22 months  
**Smart Cube India Private Limited (22)**



### Anu Lundia

Finance, Marketing  
B.Tech. (Electrical and Electronics Engineering)  
National Institute Of Technology, Tiruchirappally

**Summer Internship:** Boehringer Ingelheim India Pvt. Ltd.  
*"To reduce financial burden of IPF patients"*

**Work Exp:** 23 months  
**Oracle India private Id. (23)**



### Anuj Bhatnagar

Marketing  
B.Tech. (Metallurgical and Materials Engineering)  
Indian Institute of Technology, Roorkee

**Summer Internship:** Britannia Industries Ltd.  
*"Feasibility study and implementation of "Missed Call Opportunity" project"*

**Work Exp:** 21 months  
**Jindal Steel and Power Ltd. (21)**



### Apurba Mukherjee

Finance, Operations  
B.Tech. (Information Technology)  
Institute Of Engineering & Management

**Summer Internship:** Wipro Technologies  
*"Digital Transformation Strategy for Telecom Industry"*

**Work Exp:** 17 months  
**Accenture Services Pvt. Ltd. (17)**



### Ashima

Marketing, Operations  
B.Tech. (Computer Science Engineering)  
Chitkara Institute of Engineering & Technology

**Summer Internship:** Wipro Technologies  
*"Stabilizing the overall L2 process from BAU perspective for one of the major telecom clients"*

**Work Exp:** 16 months  
**Infosys (16)**



### Ashwini Honajirao Jawale

Finance, Marketing  
B.E. (Computer Engineering)  
D. J. Sanghvi College of Engineering, Mumbai

**Summer Internship:** Tata Capital  
*"Vehicle Loans Book < 13MOB - Delinquency, Learning and Way Forward"*

**Work Exp:** 14 months  
**TIBCO Inc. (14)**





**Chetna Agarwal**

Finance  
BBA (Finance)  
St. Xavier's College

**Summer Internship:** Deloitte Touche  
Tohmatsu India Pvt Ltd  
"To Make an Information Memorandum and  
a Pitch-book for a company in the FMCG  
Sector"

**Work Exp:** 13 months  
**Aspire Capital Pvt. Ltd. (13)**



**Dhruv Gupta**

Marketing, Operations  
B.E. (Instrumentation and Control)  
Netaji Subhas Institute of Technology

**Summer Internship:** Amazon  
"Recruiting Indian sellers to do business in  
global markets using Amazon FBA platform"

**Work Exp:** 21 months  
**Evalueserve.com (15)**  
**The Smart Cube (6)**



**Gagandeep Singh Ghai**

Marketing, Operations  
B.Tech. (Information Technology)  
NIT Raipur

**Summer Internship:** Becton Dickinson  
India Pvt. Ltd.  
"Opportunities in trade market to leverage  
conventional ITS products ( Venflon and  
Neoflon)"

**Work Exp:** 17 months  
**Headstrong (7)**  
**TRIFLEX SOLUTIONS (10)**



**Gaurav Tatwawadi**

Finance, Marketing  
B.Tech. (Metallurgy)  
Govt. College of Engineering Pune  
(COEP)

**Summer Internship:** Pidilite Industries  
Ltd.

"Seeding of fastflex as a new terrace  
waterproofing product"

**Work Exp:** 16 months  
**Polaris Financial Technology (16)**



**Gourav Baldewa**

Marketing, Operations  
B.Tech. (Instrumentation and Electronics)  
College of Engineering and  
Technology, Bhubaneswar

**Summer Internship:** Flipkart  
"Price Elasticity Modeling of Mobile  
Handsets"

**Work Exp:** 22 months  
**Deloitte Consulting US India Pvt. Ltd.  
(17)**  
**Krishi Rasayan (5)**



**Harnoor Singh Lamba**

Marketing, Operations  
B.Tech. (Information technology)  
Jaypee Institute of Information  
Technology

**Summer Internship:** Flipkart  
"Design an SRC dashboard to help increase  
the sales of sellers"

**Work Exp:** 20 months  
**Accenture Services Pvt. Ltd. (20)**



**Judhajit Bal**

Marketing, Operations  
B.E. (Electronics & Telecommunications)  
Army Institute of Technology, Pune

**Summer Internship:** Coca-Cola India Pvt  
Ltd  
"Limca: Assessment"

**Work Exp:** 23 months  
**Whirlpool India Ltd (23)**



**K. Mohana**

Marketing, Operations  
B.Tech. (Electronics and communication  
engineering)  
G.Narayannama institute of science and  
technology

**Summer Internship:** Flipkart  
"Mobile App Campaign to drive adoption and  
usage of Flipkart Mobile App in Tier 1/2 SEC  
A and Metro SEC B Consumer segments"

**Work Exp:** 24 months  
**Accenture (24)**

## Work Experience 13-24



### Kamakshi Kaul

Finance, Operations  
*B.Tech. (Electronics and Communication Engineering)*

Jaypee Institute of Information Technology, Noida

**Summer Internship:** DCM Shriram Ltd.  
*"Financial Ratio Analysis"*

**Work Exp:** 20 months

**Accenture Services Pvt. Ltd. (20)**



### Kriti Wahli

Marketing, Operations

*B.E. (Biotechnology)*

University Institute of Engineering and Technology

**Summer Internship:** Deloitte US India  
*"Business case for implementation of membership model"*

**Work Exp:** 23 months

**Evalueserve.com Pvt. Ltd. (23)**



### Namrata Kashyap

Finance, Marketing

*B.Tech. (Computer Science Engineering)*

KIIT University, Bhubaneswar

**Summer Internship:** Goldman Sachs (GIR division)

*"Equity Research"*

**Work Exp:** 22 months

**Aricent (22)**



### Nidhi Kumar

Marketing, Finance

*B.E. (Instrumentation and Control)*

Netaji Subhas Institute of Technology

**Summer Internship:** Pidilite Industries Ltd.

*"Exploring opportunities of Digital Marketing for Dr. Fixit"*

**Work Exp:** 23 months

**Doosan Power Systems India (23)**



### Nikhil Duggal

Marketing, Operations

*B.E. (Industrial & Production Engineering)*

Manipal Institute of Technology

**Summer Internship:** Boehringer

Ingelheim India Pvt. Ltd.

*"Linagliptin-Potential Mapping in key institutes across leading metros"*

**Work Exp:** 23 months

**Hero MotoCorp Ltd. (23)**



### Nikhil Hazari

Marketing, Operations

*B.E. (Electronics and Telecommunication)*

Army Institute of Technology, Pune

**Summer Internship:** Coca-Cola India Pvt Ltd

Ltd

*"To develop and economical and sustainable model for running "Happy Deal Stores" or "Activated Grocers" with the definite objective of increasing home stocking"*

**Work Exp:** 22 months

**Deloitte (22)**



### Nikhil Sharma

Finance

*B.E. (Electrical Engineering)*

Thapar University

**Summer Internship:** Deloitte Touche

Tohatsu India Pvt Ltd

*"To study the water demand supply gap in Rajasthan and identify solutions to tackle its water challenges in future"*

**Work Exp:** 22 months

**Reliance Industries Limited (22)**



### Nipun Jain

Operations, Marketing

*B.Tech. (Mechanical Engineering)*

Indian School Of Mines Dhanbad

**Summer Internship:** Pidilite Industries

Ltd.

*"To estimate the market potential for the wood finishes in the joinery segment"*

**Work Exp:** 22 months

**Tata Motors Limited (22)**



**Nishith Mayank**  
Marketing, Operations  
*B.Tech. (Electronics and Electrical Engineering)*  
Kalinga Institute of Industrial Technology  
**Summer Internship:** Google  
*"HPC Keyword Library Project"*  
**Work Exp:** 23 months  
**ADP India Pvt. Ltd. (23)**



**Pallavi Mishra**  
Marketing, Finance  
*B.Tech. (Biotechnology)*  
Motilal Nehru National Institute Of Technology,Allahabad  
**Summer Internship:** Castrol India Limited  
*"Research Driven Buildup of lubricant demand in India"*  
**Work Exp:** 23 months  
**Wipro Technologies (23)**



**Prachi Mohan**  
Marketing  
*B.E. (Chemical Engineering)*  
Faculty of Technology and Engineering, Maharaja Sayajirao University of Baroda  
**Summer Internship:** Deloitte US India  
*"Network restructuring and supply chain optimization of a fortune 200 foods company"*  
**Work Exp:** 21.5 months  
**Reliance Industries Limited (21.5)**



**Pulkit Jain**  
Finance, Operations  
*B.Tech. (Electronics and Communication Engineering)*  
Bharati Vidyapeeth's College of Engineering, New Delhi  
**Summer Internship:** Aviva India  
*"Mis-selling Complaints' Root Cause Analysis & Grievance Redressal Policy Benchmarking"*  
**Work Exp:** 21 months  
**Yes Bank Ltd. (21)**



**Rachit Garg**  
Finance  
*B.E. (Instrumentation & Control)*  
Netaji Subhas Institute of Technology  
**Summer Internship:** Langham Capital  
*"Investment Banking Services"*  
**Work Exp:** 23 months  
**The Smartcube (14)**  
**The WeekendR (9)**



**Raghav Negi**  
Finance, Operations  
*B.Tech. (Information and Communication Technology)*  
Dhirubhai Ambani Institute of Information and Communication Technology  
**Summer Internship:** American Express  
*"Identifying Signals for Cardmembers in OPEN business category"*  
**Work Exp:** 24 months  
**Mu Sigma Business Solutions Pvt. Ltd. (24)**



**Raghuvveer Santosh Bommididi**  
Marketing, Strategic Management  
*B.Tech. (Avionics)*  
IIST(Indian Institute of Space Science and Technology)  
**Summer Internship:** Motorola Mobility  
*"Developing Non-product and Non-pricing based differentiation strategy"*  
**Work Exp:** 16 months  
**Impecsoft (16)**



**Rahul Vemuri**  
Marketing, Operations  
*B.E. (Electrical & Electronics)*  
BITS, Pilani  
**Summer Internship:** Asian Paints Limited  
*"SmartCare: Engagement Strategy for non-paint applicators"*  
**Work Exp:** 17 months  
**Cisco Systems (India) pvt. ltd. (17)**

## Work Experience 13-24



### Ram Narayan C

Finance, Operations  
B.E. (Mechanical Engineering)  
Sri Sai Ram Engineering College  
**Summer Internship:** Aviva India  
*"Interventions for increasing portal usage and driving mobile/tablet usage of digital properties"*  
**Work Exp:** 20 months  
**Tata Consultancy Services Limited (20)**



### Raunaq M Bathija

Marketing, Operations  
B.E. (Telecommunication)  
BMS College Of Engineering  
**Summer Internship:** Reckitt Benckiser  
*"Architect the modern trade strategy for power brand harpic"*  
**Work Exp:** 20 months  
**IBM India Pvt Ltd (20)**



### Rohit Shankarmani

Marketing, Operations  
B.Tech. (Computer Science Engineering)  
Visvesvaraya National Institute of Technology, Nagpur  
**Summer Internship:** Tata Steel Ltd.  
*"develop a vision - 2024 for the sports division of tata steel"*  
**Work Exp:** 23 months  
**Deloitte (23)**



### Sachin Prasad

Marketing, Operations  
B.E. (Mechanical Engineering)  
BITS Pilani Goa Campus  
**Summer Internship:** Lenovo India  
*"PC Leadership for Lenovo in Haryana"*  
**Work Exp:** 23 months  
**Praj Industries Ltd. (23)**



### Sahil Garg

Marketing, Finance  
B.Tech. (Information Technology)  
NIT,Kurukshetra  
**Summer Internship:** RPG: CEAT Ltd  
*"Implement CRM fleet Module and Design online Fitment Survey"*  
**Work Exp:** 17 months  
**India Bulls Technology (17)**



### Salil Khurana

Marketing  
B.E. (Computer Science Engineering)  
Manipal Institute of Technology  
**Summer Internship:** Colgate Palmolive India Ltd.  
*"Review the Go To Market strategy for Colgate in Gaya District"*  
**Work Exp:** 22 months  
**Deloitte (22)**



### Samuel Nitin Manohar

Finance, Strategic Management  
B.E. (Chemical Engineering)  
BITS Pilani Hyderabad Campus  
**Summer Internship:** PwC  
*"Energy Efficiency & Technology Assessment in Live Projects"*  
**Work Exp:** 24 months  
**Aditya Birla Science and Technology Company (24)**



### Sashank C V

Marketing, Finance  
B.Tech. (Information Technology)  
VJTI  
**Summer Internship:** Deloitte US India  
*"Facilitate Day1 Integration of Orthopaedic Majors as Part of Merger of Equals"*  
**Work Exp:** 24 months  
**CitiusTech IT Solutions Pvt Ltd (24)**



**Shashank Gupta**

Finance  
 B.A. (Economics)  
 Sri Venkateswara College  
**Summer Internship:** KPMG Advisory Services Pvt. Ltd.  
 “Planning, Budgeting & Forecasting’ and ‘Managing Reporting Framework’ for an auto ancillary firm”

**Work Exp:** 23 months  
**The Smart Cube (23)**



**Shivam Sethi**

Finance, Marketing  
 B.Com. (Commerce)  
 Shaheed Bhagat Singh College  
**Summer Internship:** Goldman Sachs  
 “Equity Research”

**Work Exp:** 22 months  
**KPMG Resource Centre Pvt Ltd (22)**



**Shruti Soumya**

Marketing  
 B.E. (Mechanical Engineering)  
 D Y Patil College of Engineering  
**Summer Internship:** P & G  
 “understanding non traditional shopping behaviour in channel 1 stores and recommending programs to increase trials and consumption through these modes”

**Work Exp:** 18 months  
**Godrej & Boyce Mfg. Co. Ltd. (18)**



**Shweta Agarwal**

Marketing, Finance  
 B.E. (Computer Science Engineering)  
 University Institute of Technology, Bhopal  
**Summer Internship:** Snapdeal  
 “Identifying areas which need training and documentation for better performance, developing training content, developing documentation, identifying gaps and creating plan for execution-To improve the resolution quality provided to sellers”

**Work Exp:** 22 months  
**Tata Consultancy services (22)**



**Shweta Sharma**

Marketing, Strategic Management  
 B.Tech. (Civil Engineering)  
 Institute of Technology and Management, Gurgaon  
**Summer Internship:** Snapdeal  
 “Mission 62, an initiative to achieve a higher availability of fashion brands at Snapdeal and hence, better customer experience, incremental sales and better positioning”

**Work Exp:** 18 months  
**Ireo Pvt. Ltd. (18)**



**Sneha Reddy Yeddula**

Finance  
 B.E. (Electrical and Electronics Engineering)  
 Chaitanya Bharathi Institute of Technology  
**Summer Internship:** CUMMINS INDIA LIMITED  
 “Financial Modelling using Monte Carlo Simulation”

**Work Exp:** 23 months  
**Dasaka Software Solutions (5)**  
**Cognizant Technology Solutions (18)**



**Subramanian G**

Finance, Operations  
 B.E. (Electrical and Electronics University)  
 College of Engineering Guindy  
**Summer Internship:** Stellium Inc  
 “Secondary Transport Optimization for Retail Client”

**Work Exp:** 18 months  
**Bharat Electronics Limited (18)**



**Sudeshna Patnaik**

Marketing, Finance  
 B.E. (Information Technology)  
 Birla Institute Of Technology, Mesra  
**Summer Internship:** Flipkart  
 “To identify potential markets for Flipkart”

**Work Exp:** 17 months  
**Deloitte Consulting Pvt. Ltd. (17)**

## Work Experience 13-24



### Sudhriti Sarkar

Marketing, Finance  
B.E. (Chemical Engineering)  
Jadavpur University

**Summer Internship:** Deloitte US India  
"Global S&OP Transparency Project"

**Work Exp:** 22 months

**Reliance Industries Ltd. (22)**



### Sunny Khanna

Finance  
BBS (Finance)  
Deen Dayal Upadhyaya College

**Summer Internship:** Banyan Capital  
"Financial Analysis of a Textile Sector Company"

**Work Exp:** 23 months

**Grail Research (2)**

**Geeta Merchandising Company(Family Business) (21)**



### Surabhi Gulati

Marketing, Operations  
B.E. (Civil Engineering)  
BITS, Pilani - Hyderabad Campus

**Summer Internship:** Castrol India Limited

"Study of current USD (Urban Sub-distributor) model with in depth understanding of levers. Share suggestions to mitigate the challenges which will help us in scaling & sustaining this model."

**Work Exp:** 17 months

**ENCO Engineers Combine Pvt. Ltd. (17)**



### Swati Shahani

Finance, Marketing  
B.E. (Electronics and Communication Engineering)

G H patel college of engineering and technology

**Summer Internship:** HSBC  
"Alternate Channel Penetration Strategy for Advance and CEP"

**Work Exp:** 22 months

**Tata Consultancy Services (22)**



### Talla Sushma

Marketing, Operations  
B.Tech. (Electrical and Electronics Engineering)  
Gandhi Institute of Technology and Management

**Summer Internship:** Flipkart

"To increase manpower productivity for seller onboarding central operations team by enabling dynamic load allocation for seller facing consultants and to ensure seller base growth from 20K to 100K Sellers"

**Work Exp:** 24 months

**Tata Consultancy Services (24)**



### Tanu Rustagi

Marketing, Strategic Management  
B.Tech. (Electronics and Communication Engineering)

Jaypee Institute Of Information Technology, Noida

**Summer Internship:** Flipkart

"Benchmarking study : Flipkart affiliate program vs. Competitor Affiliate Programs"

**Work Exp:** 22 months

**Landis + Gyr (Toshiba Corp) (22)**



### Tanvi Agarwal

Marketing  
B.E. (Computer Science Engineering)  
Army institute of technology

**Summer Internship:** Coca-Cola India Pvt Ltd

"Integrated activation of Ramadan in bangladesh"

**Work Exp:** 22 months

**Deloitte touche tohmatsu Ltd (22)**



### Urvi Aggarwal

Marketing, Finance  
B.Tech. (Computer Science Engineering)  
Jaypee Institute Of Information Technology

**Summer Internship:** Beiersdorf - NIVEA  
"Recommend TV Media Vehicles In-Line with the Strategic Objectives for New Product Launch"

**Work Exp:** 19 months

**Accenture (19)**



**Vaibhav Vinayak Gogate**  
Finance, Marketing  
*B.Tech. (Computer Science Engineering)*  
Indian Institute of Information  
Technology, Design and  
Manufacturing (IIITDM), Jabalpur  
**Summer Internship:** JP Morgan  
*"To prepare a sell side pitch book for a client  
in Europe region"*  
**Work Exp:** 23 months  
**Samsung research India (23)**



**Veenu Trehan**  
Marketing, Strategic Management  
*B.Tech. (Electronics and Telematics)*  
G.Narayanamma Institute of Technology  
and Science  
**Summer Internship:** Vodafone  
*"Rollout of Red Edge Project for large  
corporates"*  
**Work Exp:** 22 months  
**Deloitte Consulting (22)**



**Vidit Vikram**  
Finance, Marketing  
*B.Tech. (Electronics and Telecommunication)*  
KIIT University  
**Summer Internship:** BMR Advisors  
*"Transaction Advisory"*  
**Work Exp:** 22 months  
**Siemens Technology Services Pvt Ltd.  
(22)**



**Vishnu Chaithanya Reddy  
Narravula**  
Marketing  
*B.Tech. (Electronics and Communication  
Engineering)*  
SASTRA  
**Summer Internship:** Vodafone  
*"Startegy Roll Out for Vodafone Business  
Services - Government Segment"*  
**Work Exp:** 21 months  
**TATA Consultancy Services (21)**

## Work Experience I-12



### Akanksha Arora

Marketing, Operations  
B.Tech. (Computer Science Engineering)  
Institute of Technology and Management,  
Gurgaon

**Summer Internship:** Snapdeal  
*"Service Benchmarking"*

**Work Exp:** 7 months  
**Dell International Services (7)**



### Akhil Agrawal

Marketing  
B.Tech. (Civil Engineering)  
National Institute Of Technology,  
Kurukshehra

**Summer Internship:** Asian Paints Limited  
*"Understand and evaluate the existing adopted set model and suggest ways to build upon the same"*

**Work Exp:** 10 months  
**Cushman & Wakefield (10)**



### Aman Gupta

Marketing  
B.Design (Design)  
IIT Guwahati

**Summer Internship:** Hector Beverages  
Pvt Ltd

*"Horizontal expansion of distribution channels for Hector Beverage in Bangalore City"*

**Work Exp:** 12 months  
**Clarice Technologies (12)**



### Amit Goel

Finance  
B.E. (Computer Science Engineering)  
BITS-Pilani K.K. Birla Goa Campus, Goa.

**Summer Internship:** Synergy Consulting  
Inc.

*"Financial Modelling for Solar PV Project in LEVANT Region"*

**Work Exp:** 9 months  
**C L Educate Ltd. (9)**



### Anish Badhwar

Marketing, Finance  
B.E. (Computer Engineering)  
Delhi College of Engineering

**Summer Internship:** Raymond  
*"Assessing right go to market strategy for focussed power tools in Punjab market"*

**Work Exp:** 12 months  
**Ford Technology Services India (12)**



### Ankit Sahay

Finance  
B.Tech. (Automobile Engineering)  
SRM University

**Summer Internship:** MetLife GOSC  
*"Re-structuring/strengthening Americas Reporting Structure"*

**Work Exp:** 9 months  
**Accenture Services Pvt. Ltd. (9)**



### Ankur Dewan

Finance, Marketing  
B.Tech. (Computer Science and Engineering)  
Bharati Vidyapeeth College of  
Engineering, Delhi

**Summer Internship:** Indian Overseas  
Bank

*"Peruse the Credit Appraisal Process at Indian Overseas Bank and Propose Measures to Make it Effective and Flexible"*

**Work Exp:** 4 months  
**Aricent Technologies (Holdings) Pvt. Ltd. (4)**



### Anshu Patnaik

Marketing, Finance  
B.Sc. (Mathematics)  
Lady Shri Ram College for Women

**Summer Internship:** Godrej Properties  
Limited

*"Devise digital marketing strategy for Godrej Properties"*

**Work Exp:** 9 months  
**Mu Sigma Business Solutions Pvt. Ltd. , Bangalore (9)**





**Apoorva S Hambarde**

Marketing, Operations  
*B.Tech. (Electrical and Electronics)*  
 Maharaja Agrasen Institute of technology  
**Summer Internship:** Dabur India Ltd.  
*"Go-To-Market strategy for Gulabari range of face washes"*  
**Work Exp:** 10 months  
**Zomato Media Pvt. Ltd (5)**  
**Kirloskar Electric Co. Ltd. (5)**



**Ashish Gupta**

Marketing, Finance  
*B.Tech. (Computer Science and Engineering)*  
 Bharati Vidyapeeth College of Engineering, New Delhi  
**Summer Internship:** Lenovo India  
*"Analysis of commercial channel of Lenovo tablets and identify the obstacles and hindrances in increasing its sales"*  
**Work Exp:** 11 months  
**Parametric Technology India Pvt Ltd (11)**



**Ashish Mittal**

Marketing, Operations  
*B.Tech. (Computer Science Engineering)*  
 Vellore Institute of Technology,Vellore  
**Summer Internship:** Arvind Lifestyle Brands Ltd.  
*"Maximize the effectiveness of Arrow Loyalty Program"*  
**Work Exp:** 12 months  
**Umeshwar Dayal Army Contractors (12)**



**Ashu Kumar Malik**

Finance, Marketing  
*B.Tech. (Electronics and Communication Engineering)*  
 Sardar Vallabhbhai National Institute of Technology, Surat  
**Summer Internship:** Airtel  
*"Serve to Sell: Design"*  
**Work Exp:** 12 months  
**Mu Sigma Business Solutions Pvt. Ltd. (12)**



**Bharath Bhushan Peddini**

Marketing, Operations  
*B.Tech. (Mechanical Engineering)*  
 IIT Indore  
**Summer Internship:** Tata Steel Ltd.  
*"Marketing Mapping and Entry Strategy Formulation for Capital Goods Segment"*  
**Work Exp:** 11 months  
**VE Commercial Vehicles (11)**



**Govil Khattar**

Finance, Operations  
*B.A. (Economics)*  
 Shaheed Bhagat Singh College  
**Summer Internship:** KPMG Advisory Services Pvt. Ltd.  
*"Critical Capabilities Assessment of Financial Planning Suites"*  
**Work Exp:** 6 months  
**WebEnture Tech pvt ltd (6)**



**Kriti Singh**

Marketing, Finance  
*B.Tech. (Computer Science Engineering)*  
 Maharaja Surajmal Institute of Technology  
**Summer Internship:** Colgate Palmolive India Ltd.  
*"Accelerate growth of Medical Store Retail Environment business in Mumbai and Thane Metro"*  
**Work Exp:** 4 months  
**Mu Sigma Business Solutions Ltd. (4)**



**Monish Banerjee**

Finance, Strategic Management  
*B.Tech. (Production Engineering)*  
 NIT Trichy  
**Summer Internship:** JP Morgan  
*"Sell side pitch book"*  
**Work Exp:** 11 months  
**ACC Limited (11)**

## Work Experience I-12



### Nimisha Bhadran

Marketing, Finance  
B.Tech. (Civil Engineering)  
Faculty of Engineering and Technology  
**Summer Internship:** CITIBANK  
"Add-on Credit Card growth Strategy"  
**Work Exp:** 2 months  
**Unnati (2)**



### Prathihasth Rekabu

Marketing, Operations  
B.E. (Chemical Engineering)  
BITS Pilani, Hyderabad Campus  
**Summer Internship:** ebay.inc  
"Develop a methodology to measure cannibalization of deals"  
**Work Exp:** 9 months  
**Mu Sigma Business Solutions Pvt Ltd (9)**



### Sakshi Jain

Marketing, Finance  
B.Tech. (Computer Science Engineering)  
Maharaja Agarsen Institute of Technology  
**Summer Internship:** Britannia Industries Ltd.  
"Business in Alternate Channel and Cross Promotion Pitch"  
**Work Exp:** 10 months  
**CMI Ltd. (10)**



### Saumya Kumar

Operations, Marketing  
B.Tech. (Mechanical Engineering)  
Kamla Nehru Institute of Technology  
**Summer Internship:** Tata Steel Ltd.  
"Optimisation of EPA cost with emphasis on packaging cost"  
**Work Exp:** 6 months  
**Difacto robotics and automation pvt ltd (6)**



### Sautraya Bhattacharjee

Marketing, Strategic Management  
B.Tech. (Electronics and Instrumentation Engineering)  
Heritage Institute of Technology  
**Summer Internship:** Pidilite Industries Ltd.  
"Measuring Effectiveness of Key Dealer and Consumer Engagement Programs"  
**Work Exp:** 9 months  
**Tata Consultancy Services (9)**



### Sayoni Basak

Marketing, Operations  
B.Tech. (Electronics & Communication Engineering)  
Kalyani Government Engineering College  
**Summer Internship:** TimesOOH  
"A marketing strategy for growing the luxury Fashion and luxury segment in domestic market"  
**Work Exp:** 11 months  
**TCS (11)**



### Selva Kumar S

Finance  
B.E. (Electronics and Communication)  
Sri Venkateswara College of Engineering  
**Summer Internship:** Synergy Consulting Inc.  
"Proposal for Restructuring and Refinancing of a District Cooling Company"  
**Work Exp:** 10 months  
**Ingrow Knowledge Ventures LLP (10)**



### Shatadal Ghosh

Finance  
B.Tech. (Mechanical Engineering)  
NIT Durgapur  
**Summer Internship:** Goldman Sachs  
"Creating transparency around FX stress test selection method for CCAR reporting"  
**Work Exp:** 10 months  
**Raymond (5)**  
**ZS Associates (5)**



**Srishti Jain**

Marketing  
B.Tech. (Economics)  
Indraprastha College for Women  
**Summer Internship:** Johnson & Johnson  
Pharmaceuticals  
"KOL Mapping for a priority Alopecia  
product for Janssen Dermatology and Digital  
Strategy for the same"

**Work Exp:** 10 months  
**Shiplock Inc. (10)**



**Utkarsh Pandey**

Marketing, Finance  
B.E. (Electronics and Communication)  
Thapar Institute of Engineering and  
Technology

**Summer Internship:** Godrej Properties  
Limited  
"To study Consumer Behavior in Residential  
Real Estate"

**Work Exp:** 11 months  
**Futures First (11)**



**Vaibhav Khatri**

Finance, Marketing  
B.E. (Instrumentation & Control Engineering)  
Netaji Subhas Institute of Technology

**Summer Internship:** Snapdeal  
"Streamlining Navigation for Home &  
Kitchen"

**Work Exp:** 10 months  
**Indraprastha Gas Limited (10)**



**Yafis Aijaz Sahaf**

Finance, Operations  
B.E. (Mechanical Engineering)  
BITS Pilani Goa Campus

**Summer Internship:** American Express  
"To evaluate the utility of Partner data and  
Digital Attributes in POS strategy"

**Work Exp:** 3 months  
**Mu Sigma Business Solutions (3)**

## Freshers



### Adiga

Finance, Marketing  
*B.Tech. (Electronics and Communication Engineering)*  
Vellore Institute of Technology (VIT),  
Vellore  
**Summer Internship:** Wipro Technologies  
*"Market Analysis of U.S based MSO & Telecoms"*



### Aditya Sarkar

Finance  
*B.A. (Economics)*  
Dyal Singh College  
**Summer Internship:** Interglobe Air  
Transport  
*"New opportunities in the travel and related sector"*



### Anil Vavilala

Marketing  
*B.E. (Electronics & Communication)*  
BITS Pilani, Hyderabad Campus  
**Summer Internship:** Dabur India Ltd.  
*"Improving the SSM'S efficiency on effort factors for SAJ and USA Areas - South Kolkata"*



### Animesh Gupta

Marketing, Strategic Management  
*B.E. (Automobile Engineering)*  
Manipal Institute of Technology  
**Summer Internship:** Novartis India Limited  
*"Understanding the Patient Journey and Evaluation of ViaOpta"*



### Anurag Kabra

Marketing, Finance  
*B.Tech. (Mining)*  
IIT(BHU), Varanasi  
**Summer Internship:** HT Media  
*"Study & Expansion of Quick Booking Centres and Training them into Classifieds and New Product Selling"*



### Archit Kashyap

Marketing, Strategic Management  
*B.Tech. (Computer Science and Engineering)*  
Vellore Institute Of Technology, Vellore  
**Summer Internship:** Pidilite Industries Ltd.  
*"Explore collaborative marketing, Benchmarking, Segmentation of Rural marketing agencies – East region for implementation and Mumbai for research"*



### Arushi Jain

Finance, Marketing  
*B.Com. (Commerce)*  
Shri Ram College of Commerce  
**Summer Internship:** The Boston Consulting Group  
*"Mobile Strategy for a large Media House"*



### Chirag Mahajan

Marketing  
*B.Tech. (Electronics & Communication Engineering)*  
YMCA  
**Summer Internship:** Johnson & Johnson Pharmaceuticals  
*"Pain portfolio Strategy beyond Ultracet / Global portfolio evaluation for launch in India"*



**Debayan Roy**

Marketing, Operations  
*B.Tech. (Electronics & Communication Engineering)*  
 Quantum School of Technology  
**Summer Internship:** Snapdeal  
*"Reduction in Repeat Contacts"*



**Diksha Mahajan**

Marketing, Strategic Management  
*B.Tech. (Information Technology)*  
 Bharati Vidyapeeth's College of Engineering  
**Summer Internship:** Pidilite Industries Ltd.  
*"To determine New Product Development Opportunities for Pidilite in the specialised Nail Art segment"*



**Dikshant Sachdeva**

Finance, Marketing  
*B.A. (Economics)*  
 Hansraj College  
**Summer Internship:** Axis Bank  
*"Analysis of customer segmentation and products offered in Transaction Banking (Products per Customer – Analysis & Tracking)"*



**Drishty Goel**

Marketing  
*B.E. (Food Technology)*  
 Dr. SSB UICET  
**Summer Internship:** PepsiCo  
*"Doritos Launch"*



**Goyam Jain**

Marketing, Operations  
*B.E. (Information Technology)*  
 University Institute of Engineering & Technology  
**Summer Internship:** DCM Shriram Ltd.  
*"To analyse market practices and determine major challenges in non-trade sales of Cement"*



**Jenson K Johny**

Marketing  
*B.Com. (Accountancy)*  
 RJ Tibrewal Commerce College  
**Summer Internship:** Whirlpool  
*"Opportunity analysis in the Kottayam distribution market"*



**Karan Verma**

Marketing  
*B.Tech. (Information Technology)*  
 Maharaja Surajmal Institute of Technology  
**Summer Internship:** Agro Tech Foods Limited  
*"To study the impact of Ready Stock Units on business"*



**Madhurya N S P**

Marketing, Operations  
*B.Tech. (Computer Science Engineering)*  
 Bharati Vidyapeeth's College of Engineering  
**Summer Internship:** Reliance Industries Limited  
*"A Study on RIL in the Indian Aviation Turbine Fuel Market"*

## Freshers



### Manish Agrawal

Finance, Marketing  
B.E. (Mechanical Engineering)  
Manipal Institute of Technology  
**Summer Internship:** Danone Nutricia  
"Devise a route to market strategy for the company in west bengal"



### Mrigank Gandhi

Marketing, Strategic Management  
B.Tech. (Information Technology)  
University School of Information Technology  
**Summer Internship:** Coca-Cola India Pvt Ltd  
"Leveraging Mobile Payments"



### Nishit Agrawal

Finance, Operations  
B.Tech. (Automobile Engineering)  
Delhi Technological University  
**Summer Internship:** Careers360  
"product research to enhance user engagement at Careers360"



### Palak Tuli

Finance, Marketing  
BFIA (Finance)  
Shaheed Sukhdev College of Business Studies  
**Summer Internship:** HSBC  
"Optimal usage of the HSBC public website as well as personal internet banking facility and thereby drive the digital metrics"



### Preksha

Finance, Marketing  
B.A. (Economics)  
Hindu College  
**Summer Internship:** Nomura Services India Pvt. Ltd.  
"Buy-side Pitch for a company in US Federal IT"



### Priya Jadwani

Finance, Strategic Management  
B.A. (Economics)  
LSR  
**Summer Internship:** HSBC  
"PCC-Review of Quality Circle, Reputation is Everything and Initiatives to reduce PCC"



### Pt. Samarpan Jena

Marketing, Operations  
B.Tech. (Mechanical and Automation Engineering)  
G.B. Pant Engineering College  
**Summer Internship:** Reliance Industries Limited  
"To analyze the existing Car Hiring system at Reliance Industries Limited, optimise the current system and develop a roadmap for implementation in Reliance offices across India"



### Rahul Gupta

Finance, Marketing  
B.Tech. (Computer Science Engineering)  
Maharaja Surajmal Institute Of Technology  
**Summer Internship:** BusinessWorld  
"Understanding the Challenges and Opportunities in the Start-up Ecosystem and Formulating Scale-up Strategy for the Business"



### Rajat Garg

Finance  
B.Com. (Commerce)  
Ramjas College  
**Summer Internship:** KPMG Advisory Services Pvt. Ltd.  
"Target Operating Model for Lean Finance"



### Rajul Jain

Marketing  
B.E. (Instrumentation and control engineering)  
Netaji Subhas Institute of Technology  
**Summer Internship:** Vodafone  
"Sme sales"



**Ritwik Mishra**  
Marketing, Operations  
*B.Tech. (Manufacturing Science & Engineering)*  
Veer Surendra Sai University Of Technology, Burla  
**Summer Internship:** Anand Automotive Limited  
*"Marketing & Positioning of Anand U online Interventions"*



**Sambit Chaudhury**  
Marketing  
*B.Tech. (Electronics and Instrumentation Engineering)*  
Techno India salt lake  
**Summer Internship:** Vodafone  
*"MNP- Value Acquisition"*



**Sheldon Dsouza**  
Finance  
*BMS (Finance)*  
St. Xavier's College  
**Summer Internship:** Goldman Sachs  
*"Stock coverage from Goldman Sachs Universe"*



**Shiven Gupta**  
Finance, Marketing  
*B.Sc. (Mathematics)*  
Hans Raj College  
**Summer Internship:** Mahindra & Mahindra  
*"Study of OEM tie-ups and recommendations for a better model"*



**Shrutika Bhatnagar**  
Marketing, Finance  
*B.Tech. (Computer Science Engineering)*  
Sastra University  
**Summer Internship:** American Express  
*"prob b model"*



**Upasna Raul**  
Finance, Strategic Management  
*B.A. (Economics)*  
St. Stephen's College  
**Summer Internship:** Tata Consultancy Services Limited  
*"Financial analysis of Deskside Support Services and service desk services as per SOW of contract between TCS and it's client"*



**Utkarsh Bharat Kumar Patel**  
Finance  
*B.Tech. (Mechanical Engineering)*  
SVNIT, Surat  
**Summer Internship:** Snapdeal  
*"Corporate Business Strategy"*



**Vaanya Kathuria**  
Marketing, Finance  
*B.Sc. (Mathematics)*  
Hansraj College  
**Summer Internship:** Godrej Properties Limited  
*"Sales Handbook"*



**Vineeth Sathyan**  
Marketing, Finance  
*B.Tech. (Electrical and Electronics)*  
NIT-Calicut  
**Summer Internship:** Becton Dickinson India Pvt. Ltd.  
*"Post Launch Analysis of ESNC"*

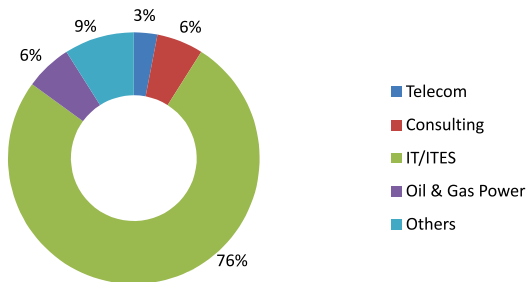
# PGP-HRM

Students are mentored by industry professionals throughout the curriculum and have been engaged in Live Projects with organizations such as PricewaterhouseCoopers, Hay Group, Philips, Airtel, Aditya Birla Group, Coca Cola, PepsiCo & GE, among others.

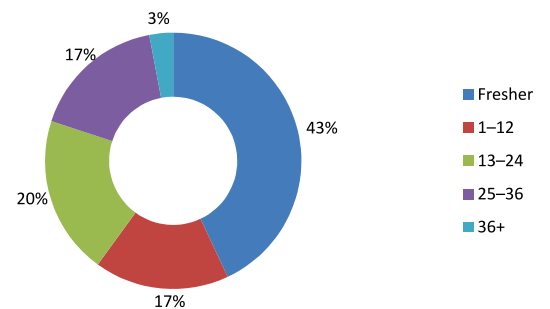


## Batch Profile PGP-HRM – Class of 2016

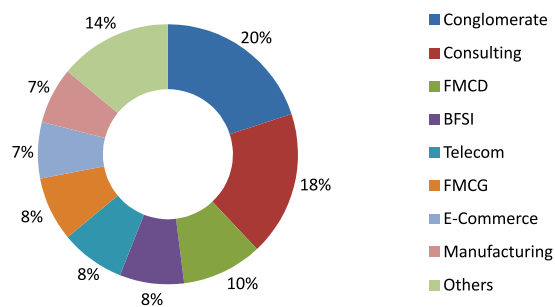
### Work Experience (Sector Wise)



### Work Experience (In Months)



### Internship (Sector Wise)







**Jobin Jacob Babu**

B.E. (Electrical Engineering)  
FR. C. RODRIGUES INSTITUTE OF  
TECHNOLOGY

**Summer Internship:** Deloitte US India  
"Engaging and Motivating Millennials and  
Digital Natives"

**Work Exp:** 50 months

**Infosys Technologies Pvt. Ltd. (5)**  
**CAPGEMINI INDIA PVT. LTD. (45)**



**Mayank Agarwal**

B.Tech. (Electronics and Communication  
Engineering)  
Krishna Institute Of Engineering and  
Technology

**Summer Internship:** Novartis India Limited  
"Innovative Models Driving Our Aspiration -  
Winning for Patients"

**Work Exp:** 40 months

**Infosys Limited (40)**

## Work Experience 25-36



### Abhijeet Mehta

B.Tech. (Electronics and Communication Engineering)

University College of Engineering

**Summer Internship:** Wipro Technologies  
"Creating the Process Maturity Framework"

**Work Exp:** 33 months  
**Infosys Limited (33)**



### Agnik Majumdar

B.E. (Electrical & Electronics Engineering)

Manipal Institute of Technology

**Summer Internship:** Britannia Industries Ltd.

"Evaluating the current sales incentive scheme of BIL and proposing the way forward"

**Work Exp:** 30 months  
**Tata Consultancy Services (30)**



### Ambuj Choudhury

B.Tech. (Instrumentation Engineering)

CUSAT

**Summer Internship:** Whirlpool

"Defining Productivity Norms for all the quota bearers in sales & service and to prepare a decision making framework for adding/removing talent and synchronizing that with business imperatives"

**Work Exp:** 28 months  
**TCS (28)**



### Aneesh Kumar Kedlaya

B.E. (Electrical & Electronics Engineering)

R.N.S.I.T

**Summer Internship:** KPMG Advisory Services Pvt. Ltd.

"KPMG Assessment Centers"

**Work Exp:** 35 months  
**Infosys Limited (35)**



### Ashish Tayal

B.Tech. (Electronics and Communication Engineering)

Institute of Engineering and Management

**Summer Internship:** Aviva life insurance

"Vendor Reward and Recognition and Revamping the entire Vendor Management Process at Aviva Life insurance"

**Work Exp:** 32 months  
**Cognizant Technology Solutions (32)**



### Deepak Taneja

B.Tech. (Computer Science Engineering)

Shri Mata Vaishno Devi University

**Summer Internship:** Anand Group

"Deployment of learning interventions with the effective design of learning management system"

**Work Exp:** 33 months  
**Inergizer (7)**  
**TATA Consultancy Services (26)**



### Gurpreet Singh

B.E. (Electronics and Communication Engineering)

CCET (Chandigarh College of Engineering and Technology)

**Summer Internship:** Lenovo India

"Understanding the transformation process when moving to HR Service Delivery Model"

**Work Exp:** 35 months  
**Infosys (35)**



### Kiranjit Kaur Arora

B.E. (Chemical Engineering)

Thapar University

**Summer Internship:** Citibank

"Recruitment analytics"

**Work Exp:** 36 months  
**Punj Lloyd Engineering (18)**  
**Samsung Engineering (18)**



**Manisha Sharma**

*B.Tech. (Electronics and Communication Engineering)*

Rayat Institute of Engineering and Information Technology

**Summer Internship:** Snapdeal  
*"Alternate Channel - Talent Acquisition (Non Tech)"*

**Work Exp:** 30 months  
**Data64 Technologies Pvt Ltd (30)**



**Nancy Wadhwa**

*B.Tech. (Electrical & Electronics Engineering)*

Maharaja Surajmal Institute of Technology

**Summer Internship:** Whirlpool  
*"performance management system for retail executive, team leader and supervisor"*

**Work Exp:** 35 months  
**Infosys (35)**



**Tajman K Bhullar**

*B.E. (Computer Science Engineering)*

University Institute of Engineering and Technology

**Summer Internship:** ICICI Bank  
*"Technology enabled Probationary Officers' Programme at ICICI Manipal Academy"*

**Work Exp:** 31 months  
**Infosys (31)**

## Work Experience 13-24



### Arundathy Reddy

B.Tech. (Electrical & Electronics Engineering)  
National Institute of Technology  
Warangal

**Summer Internship:** Vodafone  
"Attrition Analysis of Off Roll employees in  
Consumer Sales"

**Work Exp:** 24 months  
**Deloitte (24)**



### Arushi Ajay

B.Tech. (Electronics & Telecommunication  
Engineering)  
Amity Institute of Telecom Technology and  
Management

**Summer Internship:** Snapdeal  
"Benchmarking and Design of employee benefit  
framework"

**Work Exp:** 23 months  
**Genpact Headstrong Capital Markets (23)**



### Bhavini Rai

B.Tech. (Information Technology)  
Jaypee University Of Information  
technology

**Summer Internship:** Britannia Industries  
Ltd.

"Design a common career mapping  
framework for all functions"

**Work Exp:** 20 months  
**Accenture (20)**



### Chinmay Jain

B.E. (Civil Engineering)  
Shri Vaishnav Institute of Technology And  
Science, Indore

**Summer Internship:** Aditya Birla Group  
"Creating Performance Merit Grid and  
Normalizing the Ratings for Domestic Textile,  
Acrylic Fibre and Overseas Spinning Business of  
ABG for FY 2015"

**Work Exp:** 21 months  
**Delhi Metro Rail Corporation Ltd. (21)**



### Kunal Sehra

B.Tech. (Computer Science Engineering)  
Jaypee Institute of Information  
Technology, Noida

**Summer Internship:** Aditya Birla Group  
"1. Design an Accelerated Leadership  
Building Program for Front-Line Managerial  
Positions for Talent Pool  
2. Design an "On-The-Spot Reward Program"  
at Indian Rayon (A Unit of Aditya Birla Nuvo  
Ltd.)"

**Work Exp:** 20 months  
**Accenture Services Pvt. Ltd. (20)**



### Meenu Sasidharan

B.E. (Electronics & Telecommunication  
Engineering)  
Cummins College of Engineering

**Summer Internship:** Deloitte US India  
"Learning Strategy Refresh - A Playbook"

**Work Exp:** 23 months  
**Deloitte Consulting (23)**



### Mehac Chopra

B.E. (Computer Science Engineering)  
Sinhgad Academy of Engineering, Pune

**Summer Internship:** KPMG Advisory  
Services Pvt. Ltd.  
"Change Management Workshop and  
Toolkit"

**Work Exp:** 16 months  
**Accenture (16)**



### Niharika Sharad

B.Tech. (Information Technology)  
Amrita School of Engineering

**Summer Internship:** Cognizant Business  
Consulting

"Designing an Engagement Platform (wireframe  
level) for the new lateral joiners of Cognizant  
to engage them from the period of offer  
acceptance till the day of joining"

**Work Exp:** 17 months  
**Infosys (17)**



**Niharika Taneja**

*B.E. (Electronics Instrumentation and Control)*

Thapar University, Patiala

**Summer Internship:** Tata Steel Ltd.  
*"Employee Value Proposition for Tata Steel"*

**Work Exp:** 22 months

**Deloitte Consulting India Pvt. Ltd. (22)**



**Rajul Khare**

*B.Tech. (Computer Science Engineering)*

J.K. Institute of applied physics and technology

**Summer Internship:** IBM India  
*"Mobile HR"*

**Work Exp:** 23 months

**Think Big Education(CL Educate Franchisee) (23)**



**Rushabh Mota**

*B.E. (Mechanical (Production) Engineering)*

Chaitanya Bharathi Institute of Technology

**Summer Internship:** TimesOOH  
*"Career Path Framework"*

**Work Exp:** 17 months

**Cognizant Technology Solutions (17)**



**Saurabh Chanana**

*B.E. (Instrumentation and Control Engineering)*

Netaji Subhas Institute Of Technology

**Summer Internship:** Danone  
*"Leaders Made in India"*

**Work Exp:** 24 months

**Deloitte (24)**



**Tushar Anand**

*B.Tech. (Electrical & Electronics Engineering)*

Kalinga School of Technology

**Summer Internship:** Reliance Industries Limited

*"Design Social Media Strategy for Reliance"*

**Work Exp:** 21 months

**Tata Consultancy Services (21)**

## Work Experience I-12



### Ankita Sharma

B.Tech. (Computer Science Engineering)  
ITM University

**Summer Internship:** Reliance Industries Limited

*"Formulation of a Training Calendar"*

**Work Exp:** 6 months

**Dell International Services (6)**



### Bhavya Vasan

B.Tech. (Electronics and communication Engineering)

Meerut Institute of Engineering and Technology

**Summer Internship:** Ernst & Young

*"Designing an effective coaching framework for entrepreneurs"*

**Work Exp:** 4 months

**Tata Consultancy Services (4)**



### Garima Bihani

B.Com. (Hons.)  
Kirori Mal College

**Summer Internship:** Aditya Birla Group

*"Benchmarking HR practices across Banks and Housing Finance Companies"*

**Work Exp:** 12 months

**Bharti Airtel (12)**



### Gourav Ghosh

B.Tech. (Applied Electronics and Instrumentation)

Heritage Institute of Technology

**Summer Internship:** Tata Motors Limited

*"R&R best practices benchmark and recommend changes to existing Champion Awards framework"*

**Work Exp:** 6 months

**Cognizant Technology Solutions (6)**



### Narendiran S

B.E. (Electrical & Electronics Engineering)  
PSG College of Technology, Coimbatore

**Summer Internship:** IBM India

*"Early Professional Experiential Marketing"*

**Work Exp:** 12 months

**Robert Bosch Engineering and Business Solutions Limited (12)**



### Sagar Srivastava

B.Tech. (Electronics and Communication Engineering)

NIT, Allahabad

**Summer Internship:** Reliance Industries Limited

*"Skip Level Meeting Framework at Nagothane Manufacturing Division, RIL"*

**Work Exp:** 11 months

**Verizon Data Services India Private Limited (11)**



### Sahil Mehta

B.E. (Civil Engineering)  
PEC University of Technology

**Summer Internship:** Snapdeal

*"Revamp the On-boarding Process for Technology and Product Management Employees"*

**Work Exp:** 11 months

**Indiabulls Power Ltd. (11)**



**Abhishek Raina**

*B.Tech. (Electronics and Communication Engineering)*  
 Maharaja Surajmal Institute Of Technology

**Summer Internship:** InterGlobe Enterprises (IndiGo)  
*"Designing and Benchmarking Enhanced Self Service Offerings for Employees at InterGlobe Aviation Limited (IndiGo)"*



**Aishwarya Singh**

*B.Tech. (Computer Science Engineering)*  
 Krishna Institute Of Engineering and Technology

**Summer Internship:** PepsiCo  
*"Launching 'Learning on the go' Platform at PepsiCo India"*



**Akash Khatri**

*B.Tech. (Computer Science Engineering)*  
 Maharaja Agrasen Institute of Technology

**Summer Internship:** Tupperware  
*"HR Dashboard"*



**Aman Dhawan**

*B.Tech. (Computer Science Engineering)*  
 Jaypee Institute of Information Technology

**Summer Internship:** Axis Bank  
*"Cultural Roadmap at Axis Bank"*



**Ankita Vig**

*B.Tech. (Computer Science Engineering)*  
 BIT, DURG

**Summer Internship:** Asian Paints Limited  
*"Design a training effectiveness and learning reinforcement model for front end sales force"*



**Anuj Vadehra**

*B.Tech. (Electronics and Communication Engineering)*

Jaypee Institute of Information Technology  
**Summer Internship:** Tata Motors Limited  
*"Implementation of Product and Sales Training Program for International Business' Sales-force"*



**Avani Dubey**

*B.E. (Information Technology)*  
 Medicaps Institute of Technology and Management

**Summer Internship:** Tata Steel Ltd.  
*"Creating an organizational cluster framework for the Administration cluster of Tata Steel"*



**Ayesh Deeba Saifi**

*B.Sc. (Economics)*  
 Symbiosis School of Economics

**Summer Internship:** Deloitte US India  
*"Enhancing Managerial Effectiveness- Targeting Assistant Managers"*

## Freshers



### Bharat Pant

B.Tech. (Environmental Engineering)  
Delhi Technological University  
**Summer Internship:** Tata Steel Ltd.  
"Talent Management Framework for Tata Steel Group Companies"



### Deepa Kaushik

B.Tech. (Computer Science Engineering)  
Ajay Kumar Garg Engineering College  
**Summer Internship:** Vodafone  
"To understand and study the productivity of front line staff (retail)"



### Honey Bohare

BBE (Business Economics)  
Gargi College  
**Summer Internship:** Airtel  
"Organization Structure and Job Evaluation Review"



### Jasveen Bath

B.E. (Chemical Engineering)  
Madhav Institute Of Technogy and Science  
**Summer Internship:** Reliance Industries Limited  
"Effectiveness Study of GET Training Program and subsequent Action Plan for Improvement"



### Komal Tiwari

B.E. (Electrical Engineering)  
Father Conceicao Rodrigues Institute Of Technology, Vashi  
**Summer Internship:** Aon Hewitt  
"Research, Design and Implementation of New Hiring Solution and Learning and Development Solution for Aon Hewitt"



### Mannat

BBS (Business Studies - Marketing)  
Keshav Mahavidyalaya  
**Summer Internship:** Aditya Birla Group  
"1. Identifying current Staffing Norms at Pantaloons 2. Devising communication strategies to simplify Goal Setting for Employees 3. Mapping Talent an Designing a Contact Management Program"



### Natasha Arora

B.Tech. (Electrical & Electronics Engineering)  
BVCOE  
**Summer Internship:** Ernst & Young  
"Skill development in India"



### Parneet Singh

BBA (Finance)  
J.D.Brila Institute  
**Summer Internship:** Snapdeal  
"Change Management framework for policies and procedures"



### Prachi Gera

B.D.S. (Dentistry)  
J.N. Kapoor D.A.V centenary dental college  
**Summer Internship:** Reliance Industries Limited  
"Risk Mitigation in Human Capital Management"



### Prashansa Verma

B.A. (Economics)  
Daulat Ram College  
**Summer Internship:** PepsiCo  
"Integrating POM behaviours in the new world"





**Rachit Jain**

B.Tech. (Electronics and Communication Engineering)  
 YMCA University of Sciences & Technology, Faridabad  
**Summer Internship:** Vodafone  
 "Strengthening Diversity in Haryana Circle with focus on Zones"



**Rahul Rastogi**

B.Tech. (Electronics and Communication Engineering)  
 SRM University  
**Summer Internship:** Johnson & Johnson Pharmaceuticals  
 "Development of Competency Frameworks for Janssen India"



**Rishabh Gupta**

B.E. (Mechanical Engineering)  
 UIET  
**Summer Internship:** AON HEWITT  
 "Design a Go-to Market strategy for the Family led Enterprises vertical at Aon Hewitt"



**Rose Mary**

B.Tech. (Electrical & Electronics Engineering)  
 National Institute of Technology, Calicut  
**Summer Internship:** ICICI Bank  
 "curriculum design and content review for icici academy for skills"



**Shivi Khandelwal**

B.Tech. (Electronics and Communication Engineering)  
 LNM Institute of Information Technology  
**Summer Internship:** RPG  
 "Designing Job descriptions for all unique roles at KEC International Ltd."



**Shlesha Siddharth Singh**

B.B.A. (HR)  
 KS school of business management  
**Summer Internship:** Tata Advanced Systems limited  
 "Identifying solutions for problems identified in employee satisfaction survey"



**Siddhant Kedia**

B.Com. (Financial Management and Marketing)  
 Shri Ram College of Commerce  
**Summer Internship:** Whirlpool  
 "Designing Competency Framework for Whirlpool's key function"



**Udit Singhal**

B.Tech. (Electronics and Communication Engineering)  
 ITM University  
**Summer Internship:** DCM Shriram Ltd.  
 "To evaluate the scope of job rotation at Shriram Axiall"



**Vagisha Goindi**

B.Tech. (Electronics and Communication Engineering)  
 Guru Nanak Dev University, Main Campus, Amritsar  
**Summer Internship:** Reliance Industries Limited  
 "Improving Engagement and Retention of Employees who join Tech. CoE through the GET Programme"



**Vishal Beotra**

B.Sc. (Information Technology)  
 Amity Institute of Information Technology  
**Summer Internship:** IBM India  
 "Early Professional Experiential Marketing"

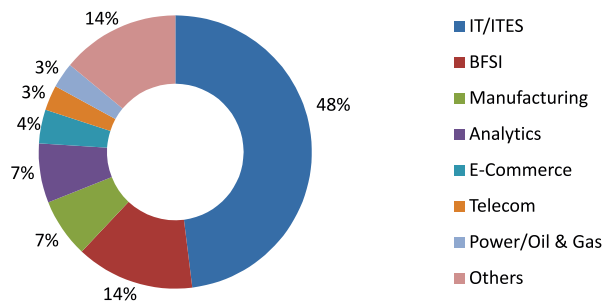
# PGP-IM

As part of the second leg of their course with the partner institute abroad, students get an extensive international exposure during internships, the duration of which can vary from anywhere between 4 - 12 months. In the past, students have interned with organizations such as AIG, BNP Paribas, Bombardier, British American Tobacco, Credit Agricole, GIE AXA, Sanofi Aventis and Schneider Electric, among others.

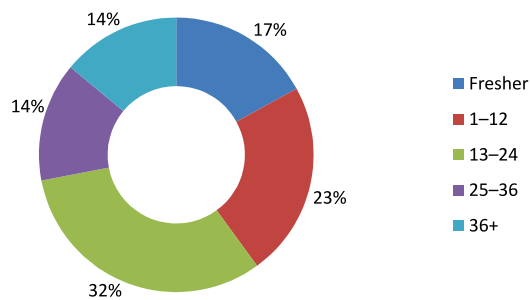


## Batch Profile PGP-IM – Class of 2016

### Work Experience (Sector Wise)



### Work Experience (In Months)





**Easo A John**  
**General Management**  
*B.Tech. (Mechanical Engineering)*  
UNIVERSITY OF KERALA  
**Work Exp:** 81 months  
**Ogilvy & Mather Pvt Ltd (6)**  
**DDB Mudra Pvt Ltd (64)**  
**MAA Communications Bozell Ltd (11)**



**Mitali Dua**  
**General Management**  
*B. Tech. (Computer Science)*  
Punjab Technical University  
**Work Exp:** 43 months  
**Accenture (43)**



**Naveen Krishnan**  
**General Management**  
*B.E. (Electronics and Telecommunication)*  
RTM Nagpur University  
**Work Exp:** 43 months  
**Tata Consultancy Services Ltd. (43)**



**Ravi Sankar S**  
**General Management**  
*B.Tech. (Electronics & Communication)*  
University of Kerala  
**Work Exp:** 49 months  
**RM Education Solutions Pvt. Ltd. (49)**



**Tushar Dutta**  
**General Management**  
*B.Tech. (Electronics and Communication Engineering)*  
NIT Silchar  
**Work Exp:** 48 months  
**IBM (48)**

## Work Experience 25-36



**Aditya Mendiratta**  
**General Management**  
*B.Tech. (Computer Science and Engineering)*  
Guru Gobind Singh Inderprastha  
University  
**Work Exp:** 33 months  
**Aricent (33)**



**Apoorv Bhargava**  
**General Management**  
*B.Tech. (Information Technology)*  
Rajasthan Technical University  
**Work Exp:** 28 months  
**Tata Consultancy Services (28)**



**Ashutosh Makharia**  
**General Management**  
*B.E. (Computer Science & Engineering)*  
Vishveshwaraya Technological University  
**Work Exp:** 33 months  
**McAfee (12)**  
**IP Infusion (4)**  
**Aricent (17)**



**Harsh Verma**  
**General Management**  
*B.Tech. (Computer Science & Engineering)*  
WBUT  
**Work Exp:** 33 months  
**Wipro Infotech (33)**



**Sandhya Bansal**  
**General Management**  
*B.Tech. (Instrumental and Control  
Engineering)*  
IP University  
**Work Exp:** 35 months  
**Parametric Technology Corporation  
(35)**



**Abhinav Grover**  
**General Management**  
*B.E. (Electronics and Communication)*  
Delhi University  
**Work Exp:** 22 months  
**Barclays Bank PLC (22)**



**Anurag Roongta**  
**General Management**  
*B.Tech. (Mechanical Engineering)*  
Malaviya National Institute of Technology  
Jaipur  
**Work Exp:** 23 months  
**Grasim Industries Limited (23)**



**Arpit Biyani**  
**General Management**  
*B.Tech. (Computer Science)*  
NIT Raipur  
**Work Exp:** 14 months  
**Cognizant Technology Solutions (14)**



**Debikalyan Dash**  
**General Management**  
*B.Tech. (Electrical Engineering)*  
Siksha O Anusandhan University  
**Work Exp:** 24 months  
**Tata Consultancy Services (24)**



**Deep Shikha**  
**General Management**  
*B.Tech. (Information Technology)*  
Vinoba Bhave University  
**Work Exp:** 22 months  
**Tata Consultancy Services (22)**



**Nitish Bagai**  
**General Management**  
*B.Tech. (Electronics and Communication Engineering)*  
Jaypee Institute of Information Technology  
**Work Exp:** 18 months  
**Ericsson India Global Services Pvt. Ltd. (18)**



**Rajat Bhushan**  
**General Management**  
*B.Tech. (Civil Engineering)*  
NIT Kurukshetra  
**Work Exp:** 23 months  
**Jacobs Engineering (23)**



**Satyam Vimal**  
**General Management**  
*B.E. (Power System Engineering)*  
University of Petroleum and Energy Studies  
**Work Exp:** 24 months  
**Energy Audit Services (24)**



**Swadhin Prasad Gupta**  
**General Management**  
*B.E. (Instrumentation and Control Engineering)*  
Manipal University  
**Work Exp:** 19 months  
**Accenture (19)**



**Udita Singh**  
**General Management**  
*B.Tech. (Electronics & Communication Engineering)*  
Gautam Buddha Technical University  
**Work Exp:** 24 months  
**Tata Consultancy Services (24)**



**Vaibhav Jindal**  
**General Management**  
*B.Tech. (Information Technology)*  
NIT Kurukshetra  
**Work Exp:** 23 months  
**Fiserv (23)**

## Work Experience I-12



**Manish Jain**  
**General Management**  
*B.Tech. (Computer Science Engineering)*  
Uttarakhand Technical University  
**Work Exp:** 12 months  
**Riddhi Indane Service (12)**



**Mohit Mehta**  
**General Management**  
*B.E. (Electronics & Electrical Communications)*  
PEC University of Technology  
**Work Exp:** 12 months  
**Futures First (12)**



**Mohit Singla**  
**General Management**  
*B.E. (Electronics, Instrumentation and Control)*  
Thapar University  
**Work Exp:** 10 months  
**Headstrong India Services (10)**



**Patel Dhruv Hemant Kumar**  
**General Management**  
*B.Tech. (Computer Engineering)*  
Gujarat Technological University  
**Work Exp:** 12 months  
**Talisman Education Solutions Pvt Ltd (12)**



**Prasuk Jain**  
**General Management**  
*B.Tech. ( Electronics & Communication Engineering)*  
GGSIPU  
**Work Exp:** 3 months  
**Infollion Research Pvt. Ltd. (3)**



**Purna Kapoor**  
**General Management**  
*B.Tech. (Biotechnology)*  
Banasthali University  
**Work Exp:** 7 months  
**IDS Infotech Ltd. (7)**



**Samarth Mathur**  
**General Management**  
*B.Sc. (Hons.) (Physics)*  
Delhi University  
**Work Exp:** 12 months  
**Isango India Pvt. Ltd. (12)**



**Siddharth Balakrishnan**  
**General Management**  
*B.E.(Hons.) (Mechanical Engineering)*  
BITS-Pilani  
**Work Exp:** 12 months  
**Tata Technologies Ltd. (12)**



**Abhishek Srivastava**  
**General Management**  
*B.E. (Computer Science & Engineering)*  
Manipal University



**Akshay Gupta**  
**General Management**  
*B.Tech. (Biotechnology)*  
Thapar University



**Divyansh Narang**  
**General Management**  
*B.Tech. (Electronics and Communication Engineering)*  
MDU



**Patel Mihirkumar Rajendrakumar**  
**General Management**  
*B.Tech. (Computer Engineering)*  
Dharmsinh Desai University



**Prajwal Agarwal**  
**General Management**  
*B.Sc. (Hons.) (Mathematics)*  
Delhi University



**Shatakshi Mohan**  
**General Management**  
*B.A. (Hons.) (Economics)*  
University of Delhi



## Beyond Placements

### INCENDO — *The Corporate Talk Series*

Over the years the INCENDO has served as a forum for the exchange of stimulating ideas between Business Leaders and the rich pool of talent at MDI. It has seen stalwarts from the industry sharing their practical experience with the students who look forward to embark on their career in the industry. The following is an indicative list of Leaders who enriched the learning experience of MDI students in the past academic years:

Name	Designation	Company
Mr. G. Ramachandran	Partner	Accenture Strategy
Mr. Sameer Batra	VP & CMO, Mobile Internet	Airtel
Mr. Sugata Halder	Country HR Head	Century Plyboards
Mr. David Butler	VP Innovation & Entrepreneurship	Coca Cola
Mr. Jim Moffatt	Chairman & CEO	Deloitte Consulting LLP
Mr. Sudeep Krishna	Senior Manager	Deloitte S&O
Mr. Rahul Mahajan	Vice President - HR	Essar
Ms. Ruchita Sharma	Director - HR	Fidelity Worldwide Investment
Mr. Vivek Gambhir	Managing Director	Godrej Consumer Products Ltd.
Mr. Chris Oberoi	Managing Director	Goldman Sachs
Mr. Richard Manley	Managing Director	Goldman Sachs
Mr. Ajai Chowdhry	Founder	HCL
Mr. Abhishek Anand	Principal	Korn Ferry
Mr. Deep Kalra	Owner	MakeMyTrip.com
Mr. Sanjay Gupta	Head Marketing	Marico
Mr. Sanjay Khajuria	Sr. Vice President-Corporate Affairs	Nestlé
Mr. Kochi Ikegami	Marketing Director	Nomura
Mr. Rajneet Oak	Associate Director	Procter & Gamble
Ms. Shruti Madan	Director, Risk Services	Royal Bank Scotland
Ms. Neha Mittal	Associate Director	Synergy Consulting Inc.
Mr. Sanjay Khosla	Senior Advisor	The Boston Consulting Group





Apart from 'INCENDO' sessions, we also have Workshops, Live Projects and other corporate engagement forums.

Workshops serve as customized avenues for organizations to interact with students. Simulation games, experiential exercises and domain-specific trainings are the types of workshops that have been explored in the past.

Live Projects are an excellent opportunity for the students to assist managers in solving current business issues. These live projects could either be in the form of an independent project or a part of an ongoing project. For students, these projects are an opportunity to showcase their skills in real business scenarios. For participating organizations, it is an opportunity to evaluate and leverage the caliber and intellectual capital of the students. At MDI, Live Projects are considered extremely serious assignments and hence each project is supervised by a faculty mentor who guides the students doing the project and also continually monitors the project's progress. Our students have been appreciated in the past for their efforts and valuable inputs during their Live Projects at leading organizations such as ABN Amro, Bharti, Cadbury, Deloitte, CRISIL, HUL, McKinsey Consulting, Philips, ICRA, Motorola, Nestle, Nokia, Reckitt Benckiser, RPG, Apollo Tyres, Aditya Birla Group, PricewaterhouseCoopers, Ranbaxy, Adobe, etc.

Our Marketing Research Fair, Illumina, which is scheduled around the festival of Diwali (hence the name) offers organizations an opportunity to conduct extensive marketing research through the thousands of consumers who visit this fair annually. In the past, companies such as HUL, Pepsi, State Bank of India, the Aditya Birla Group, and Eureka Forbes have actively participated in this event and benefited from it.

We invite you to be a part of MDI through the various student initiatives described above and develop a mutually beneficial relationship with us.



## New Recruiters

Adobe	Essar Group	Nestle
AltFort Capital Advisors	GE SBI	Novartis
Bain Capability Center	Grail Research	Nucleus Software
Bill & Melinda Gates Foundation	Heinz	Play Games24x7
BMR Advisors	ICICI Prudential Life Insurance	ReNew Power
BMW Financial Services	Indus Valley Partners	RupeePower
BT Global Services	Janalakshmi Financial Services	Snapdeal
Careers360	Janssen Pharmaceuticals	Stellium Inc.
Cummins India	The Maersk Group	TATA Advanced Systems
Danone	Marks and Spencer	Tupperware
DSM Group	Motorola Mobility Holdings, Inc.	Varun Beverages

## Recruiters Speak - *Voices that Matter*

“MDI is probably one of the very few institutions where everything happened on time – not on the basis of force but with true sense & application. Flawless execution and excellent coordination was witnessed throughout the hiring process. The entire program was based on well-defined guidelines and the coordinators are empowered to take decisions, within the guidelines. Students raised interesting and some very insightful questions at the time of the pre-placement talk. We experienced good quality interactions and highly impressive interview interactions from the students.

Overall, a ‘wow’ experience.”

**-Babu Vittal, Director HRBP, Flipkart**

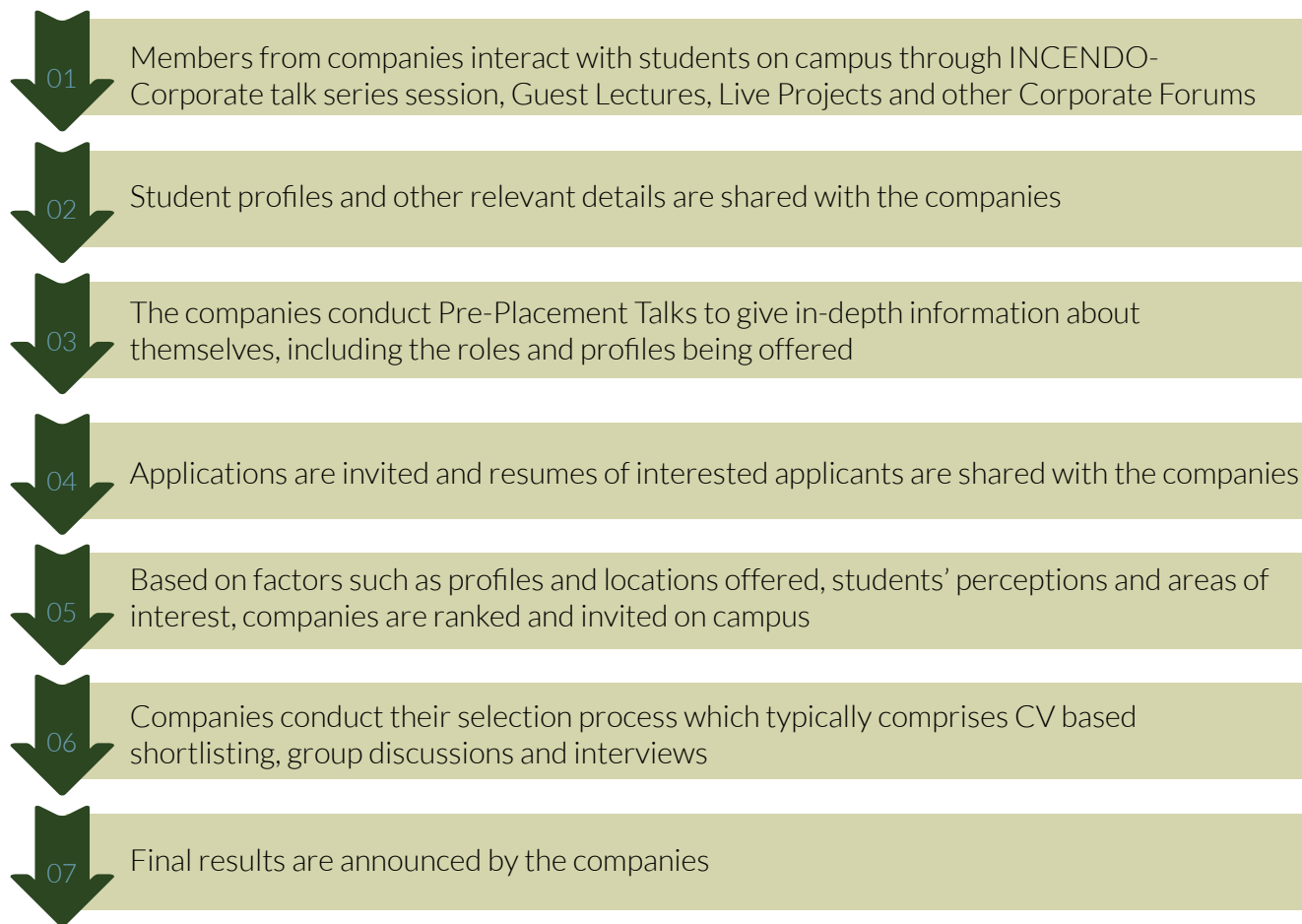
“For last two years we are participating in campus recruitment process of MDI and selecting the best talent for our Regional Management Training Program. We have impressed by the professionalism and hospitality of the campus placement committee during the whole process. Their eye for details during campus visits and their seriousness about managing all the communication were impressive. The intellectual level, emotional maturity and overall personality of the students make MDI an ideal source of our talent. We have developed a great relationship during last two years and we wish to make it even stronger in future.”

**-Monotosh Das, GM Human Resources, Pernod Ricard India**

“We have been almost a regular recruiter at MDI and some other campuses. This year, particularly the experience at MDI was exceptional. We were impressed with the keenness shown by the candidates as well as the professors involved in having KPMG on campus. Every interaction and activity involving us was very well preplanned. We were very impressed with the candidates who participated in our placement process and the seriousness with which they were involved throughout. Overall it was a seamless process where we had the confidence that whatever our need, the Placement Committee and the professors would have thought through and planned for it.”

**- Sreedhar Prasad, Partner, KPMG**

## The Placement Process at MDI – Stages



**MDI**  
GURGAON

Management  
Development  
Institute

### Placement Committee

**Prof. Kanwal Kapil**

*Chairperson, Placements*

Email: [kanwalkapil@mdi.ac.in](mailto:kanwalkapil@mdi.ac.in)

Phone: +91-9999036294

**Prof. Vibhava Srivastava**

*Coordinator, Placements*

Email: [vibhava.srivastava@mdi.ac.in](mailto:vibhava.srivastava@mdi.ac.in)



### Student Coordinators Phone Number

Ankit Raja	+91 9971243140
Atul P Mishra	+91 9910041272
Chinmay Jain	+91 8750444324
Drishty Goel	+91 8585952148
Gurunath S	+91 8130631256
Hariharan Aravind	+91 8130683104
Kanika Tiwari	+91 8130679779
Kunal Sehra	+91 9999792608
Priyank Yadav	+91 9540867655
Ruchir Jain	+91 7042235678
Srishti Jain	+91 8882365375
Subramanian G	+91 8130683287



**MDI**  
GURGAON

Management  
Development  
Institute

**Management Development Institute, Gurgaon**

Mehrauli Road, Sukhrali, Gurgaon 122007, Haryana, India

Phone: 0124-4560012, Fax: 0124-4560786

Email: [placement@mdi.ac.in](mailto:placement@mdi.ac.in), Website: <http://www.mdi.ac.in>