

# ITM Business School - Navi Mumbai



Information is Life

Since 1991

Placement Catalogue 2010 -

2011

Institute for Technology and Management

# PGDM

BATCH - 2009-11



Dr. Kurt Zadek Lewin, a German-American psychologist, is one of the modern pioneers of social, organizational, and applied psychology. Lewin is often recognized as the "founder of social psychology" and was one of the first researchers to study group dynamics and organizational development.

Dr. Lewin once wrote, "A successful individual typically sets his next goal somewhat but not too much above his last achievement. In this way he steadily raises his level of aspiration."

At ITM Business School, we have imbibed the philosophy of continuous growth, both in terms of the quality of educational inputs and the performance capabilities of our graduates. In 19 years, ITM PGDM graduates have proved their strengths at all levels of organizations.

Through two years of intensive training, practical exposure and research based teaching, ITM students are poised to handle the realities and complexities of high-performance business. Through self-development and visioning, they are primed to accelerate your business processes and drive your organization to the next level.

HR Managers around the country have remarked at the passion and enthusiasm that our students bring with them to the workplace. Our Alumni have only reinforced the reputation of these future leaders, through their impressive organizational performance and personal growth.

**ITM Business School, Navi Mumbai is proud to present the PGDM Placement Batch of 2011.**

Best Wishes

**Dr. P.V. Ramana**

Chairperson

ITM Group of Institutions

# Mission

## STATEMENT

"To provide industry relevant, competitive and professional Management and Information Technology education, training and consultancy, and add value. Inter alia to provide educational opportunities for the economically disadvantaged by providing financial assistance and free education to mould them into contributing citizens of this world".



### The Management Team

ITM Business School is managed by a dedicated team of professionals, who bring extensive academic and industry experience to bear in the mission of launching professional managers.

**Dr. Ganesh Raja**

Director

**Dr. C S. Adhikari**

Dean - Academics

**Prof. Jaywant Shelar**

Director - Operations

**Prof. J A Bhavsar**

Chief Information Officer

**Dr. V V Sople**

Dy. Director

supported by a group of highly committed team of Faculty, Staff and Research Associates.

ITM Business School is a member of the ITM Trust, a not-for-profit, registered charitable trust.

## The Board of Trustees

### Dr. P.V. Ramana- Founder & Life Chairperson

Dr. P.V. Ramana served in senior executive positions as MD in TTK Group and as a Chief Executive in GRASIM Group. He secured the Academic Collaboration of New Hampshire College to offer the MBA and MS programs in India in 1991 leading to the establishment of the first ITM program in Mumbai in June 1991. The ITM Trust was founded in September 1993. He is also a highly reputed Management Consultant. He has served as President of Bombay Management Association (1998-99).

### Mrs. P. Lalitha Ramana – Managing Trustee & Life Vice Chairperson

Mrs. Lalitha Ramana had a long and successful career as a Students Counselor advising thousands of aspiring Indian Students about higher studies in USA, UK, Australia, etc. with her in-depth knowledge of many Colleges & Universities in these countries. She has served as the Authorized Representative of New Hampshire College in India since 1985 and continues to do so even now.

### Wg. Cdr. A.H.Babu (Retd.)- Trustee & Group VP South India

Wing Commander A.H. Babu (Retd.) joined the Indian Air Force as Commissioned Officer in 1965 after completing his MA and PGDM (Hons.) from XLRI and served in the IAF for 26 years before taking voluntary retirement. He was twice commended for his exceptional professionalism, devotion to duty and dedication. He held various staff appointments at Command Level and Air Head Quarters level. Throughout his service, he was associated with induction and training of Ground Duty Officers and Airmen. He joined ITM Business School Bangalore in 1992 and has since risen to the level of Trustee and Group VP South India.

## BOARD OF **Governors**



Dr. P.V. Ramana Founder & Life Chairperson



# Director's

## MESSAGE



**Dear Valued Recruiters ,**

Over the last two decades, ITM's vision has been to create value in the field of management education. ITM is now recognized as one of the most respected business schools in India. The success of ITM's management education finds answer in the strong ecosystem that has been developed and includes Faculty, Alumni and Corporate as key anchor tenants. The strong forward progression is also attributed to the periodic redefinition of our mission, course curriculum and alignment with the changing times. Needless to say, our past recruiters, our alumni and specialists across industry verticals, largely orchestrate the process of change in academics.

Ever since inception, ITM has focused on developing business leaders. ITM Alumni today occupy key positions in leading organizations both in India and abroad. In response to the changing landscape of global economic environment, ITM has meaningfully dovetailed several interventions into the curriculum. ITM now lays a lot of emphasis on developing soft skills while conducting Personal Growth Laboratories, Theater Workshops and Life Style Management Classes.

In addition, we sensitize our students through extension activities and NGO interfaces. Such interfaces inculcate the right consciousness to understand, empathize and build social capital, while simultaneously developing managerial and entrepreneurial expertise in students.

Our current batch of the PGDM program is an eclectic mix of students hailing from varied academic and socio-cultural backgrounds, sharing a common passion for higher achievement and knowledge. With great expectation, I look forward to your continued support in our Placement effort and invite you on campus for placements of the PGDM Class of 2011.

With Warm Regards,

**Dr. Ganesh Raja**

Director, ITM Business School,  
Kharghar, Navi Mumbai

Tel: +91.22.27740074

Fax: +91.22.27740950

e-mail: ganesh.raja@itm.edu

www.itm.edu







# 19

YEARS

## 19 YEARS ON, LOOKING 19 YEARS AHEAD

ITM Group of Institutes has crossed many milestones, emerged as a highly reputed, globally recognized Business School since its inception in **1991**. Our next milestone is to place ourselves among the Top 10 Business Schools in India by **2010**, and among the world's leading management institutions by **2020**

## Milestones

### 1991

Academic Association Agreement signed with New Hampshire College PGDBA program in Mumbai commences.

MS(CIS) program in Mumbai commences.

### 1992

ITM Business School Bangalore is established with the launch of the PGDBA program.

Part Time MBA Program is launched in Mumbai.

### 1993

ITM Business School Chennai is established with the launch of the PGDBA program and the Part-Time MBA Program.

### 1994

The ITM PGDBA program is formally recognized by AICTE.

### 1995

ITM Business School Warangal is established as a fully residential Graduate School of Business

### 1996

ITM Business School becomes a citizen of Navi Mumbai, moving its Mumbai campus to a spacious new premises in Nerul.

### 1997

ITM Hyderabad is established as an Executive Education Centre.

ITM Business School Bangalore moves to a new fully residential campus.

## 1998

Business Today Magazine ranks ITM Business School at # 37 among all the Business Schools in India and at #15 on the basis of Admissions and Placements.

The Foundation Stone is laid to commence construction on ITM Business School, Navi Mumbai's flagship campus at Kharghar.

## 1999

Business Today Magazine rates ITM as the 2<sup>nd</sup> best B-School for Marketing Majors. ITM Business School becomes a member of the elite group of Institutes who participate in the IIM CAT based Admissions System.

## 2000

Business India magazine rates ITM as an "A" grade Business School, putting us in the elite company of the nation's top B-Schools. Student & Faculty Exchange Agreement with ESSCA, a Leading Business School in France & Hungary.

## 2001

Outlook Magazine rates ITM Business School at # 26 overall and at #10 among all institutes started since 1990.

ITM Business School, Navi Mumbai inaugurates its Flagship campus in Kharghar, Navi Mumbai with the blessings of His Holiness Sri Sri Jayendra Saraswati, Shankaracharya of Kanchi Peetham. ITM Centre, Hyderabad launches the MBA (Pharma & Healthcare Management) program.

## 2002

Business Today Magazine rates ITM Business School at #26 among Indian B-schools and at #12 for Placement and Market Performance.

Rename ITM Center for Development of Leadership and Human Potential to the ITM Global Leadership Center.

The ITM Center for Development of Leadership & Human Potential (CDLHP) commences its groundbreaking Master of International Business program in collaboration with the ESSCA Business School, Hungary. & EDHEC Business School, France. The Center also launched the ITM – BITS Pilani

Joint Ph.D program and a specialized MBA in Human Resource Management.

The ITM Institute of Hotel Management and Catering Technology (ITM-IHMCT) was launched with much fanfare, and commenced its Diploma in Hotel Management & Catering Technologies and a one-of-a-kind Bachelors Degree in International Hospitality Management, collaborating with Queen Margaret University College, Scotland.

ITM Chennai commences construction of its new campus in the SIPCOT IT Park in Siruseri, Chennai.

## 2003

Despite sour economic conditions, ITM Business School Mumbai had its best placement season ever, with 100% placement and starting packages ranging from a median of Rs. 3.5 lacs/pa to a high of Rs. 7 lacs/pa! This puts ITM in the same league as the top 10 B-schools in India.

A landmark agreement was forged between ITM and Tongji University, China.

ITM Bangalore acquires a sprawling campus property, through the grace of the Karnataka State Finance Corporation.

## 2004

ITM Institute of Financial Markets, Navi Mumbai, proudly launched India's first ever MBA in Financial Markets, an advanced program that trains candidates in the complex fields of Securities, Forex, Commodities and Derivatives trading. A Live Securities Dealing Room, called the ITM Business Simulation Lab, the first of its kind in India, was setup to support this program.

ITM Navi Mumbai is now a proud Extension Center of the National Center for Quality management (NCQM).

## 2005

ITM Business School ranks as the 5<sup>th</sup> Best Business School among MBA aspirants, by Business Today Magazine

ITM CEO School, an advanced training school in Financial Management, Global Business and executive development is launched with a new campus in Vashi, Navi Mumbai







## **2006**

The International Institute of Insurance and Finance (IIIF) joins the ITM Group of Institutions. Masters programs in Actuarial Sciences, Insurance and Risk Management are added to ITM's portfolio.

ITM enters into collaboration with Georgia State University's Risk Management Institute.

## **2007**

ITM Executive Education Centre expands its operations across the city of Mumbai, opening centers in Malad, Churchgate and Matunga.

ITM IFM moves to its new home- a purpose built campus for training in financial markets.

ITM Business School has been Ranked A+ + by Business India Sept' 07 issue, ranked 25th by Outlook Sept' 07 issue and ranked 24th by CSR Nov'07 issue.

## **2008**

ITM Global Leadership Center gets AICTE approval.

ITM launches the Asia Graduate School of Business in Hyderabad.

Queen Margret University, Edinburgh has conferred upon Honorary Doctorate of Education upon Prof. P.V. Ramana, Chairman, ITM Group of Institutes for his contribution to Higher Education in India.

## **2009**

ITM Global Leadership Center looks South and now offers its International Business PGDM in Chennai too.

Some of India's finest engineers graduate from ITM's newest acquisition, Coastal Institute of Technology & Management in Vishakhapatnam

ITM Executive Education Centre gets the working professionals in the cities of Hyderabad, Chennai & Kolkata back to classrooms through its Flexible Executive Masters Programs

The demand for health workers globally is recognized by ITM, ITM Institute of Health Sciences boosts their training in Mumbai.

ITM's Institute of Hotel Management ties up with Niagara-on-the-lake Culinary School in Canada to groom world-class Master Chef's.

ITM Institute of Financial Markets is granted an AICTE approval in Mumbai.

## **2010**

ITM Business School, Hyderabad was established at a brand new campus in Hyderabad

ITM-SIA Business School, Mumbai was established in a new campus located in Dombivali, Mumbai

ITM Business School Bangalore opens its second campus

ITM College of Engineering, Nagpur was launched at a newly built campus under the aegis of DTE, AICTE and RTM Nagpur University

ITM Institute of Hotel Management expanded its footprint with a new campus at Oshiwara, Mumbai

ITM Institute of Fashion Design & Technology, Mumbai was launched in collaboration with Nottingham Trent Univ., MS University Pondicherry and First Media Design School, Singapore

ITM Institute of Health Sciences moved to a new, state-of-the-art campus in New Panvel



# Faculty



**Dr. Ganesh Raja - Director**

B. Com, Dip. in HMCT, MMM, Ph D

**Dr. C. S. Adhikari ( Dean - Academics )**

MA. Ph.D

Specialization : Economics

**Dr. R.P. Mohanty, Chair Professor & Dean- Research**

B.Tech, M.Tech, PGDBA, Ph.D

Specialization : Production Management, HRD

**Dr. A K Dasbiswas ( Professor, Emiritus)**

Ph.D Adv dip in Mgt. MSc

Specialization : Marketing and Business Strategy

**Dr. V.V Sople, Dy. Director**

BE(mech.)M.B.A Ph.D

Specialization : Marketing

**Prof. J.A Bhavsar, Professor**

BE, DMS ADCSSA

Specialization : IT

**Prof. Bharat Shah , Professor**

Bsc, LLM, CAIIB, ICWA, CS

Specialization : Accounting & Finance

**Prof. B.V. R Murthy, Dy. Director**

BE(MECH) M.Tech

Specialization : Operations & Quality Management

# Faculty ▶



**Prof. Priti Bakhshi, Asso. Professor**  
M.Com , MBA Finance  
Specialization: Finance

**Prof. J.K. Nanda, Professor**  
B.Tech, PGDBM  
Specialization: QT, Operation Management

**Prof. J.V. Shelar, Director - Operations**  
B.Com, DCA, MBA, Ph.D (Pursuing)  
Specialization: Finance

**Prof. Sanjay Sinha, Asso. Professor**  
M.Sc, MBA Finance, Adv. Diploma in Finance,  
M.Phil Finance  
Specialization: Finance, Q.T, Financial Markets

**Prof. Suhas Vaishampayam, Asst. Professor**  
M.A in Economics, MBA Marketing  
Specialization: Economics

**Prof. S. Suryanarayan, Professor**  
B.Tech, M.Tech, MFM  
Specialization: Finance

**Prof. P.V. Jaikumar, Professor**  
M.Com, PGDEM, DLW  
Specialization: Finance

**Dr. Saritprava Das, Professor**  
M.A, M.Phil Ph.D in OB  
Specialization: HRM



**Prof. Latha S. Chari, Assoc. Professor**  
M.Com, AICWA  
Specialization: Accounts and Finance

**Mrs. Manisha Karandikar, Professor**  
B.Pharm, PGDBA Marketing  
Specialization: Marketing

**Prof. Nitin Putcha, Professor**  
MBA(USA)  
Specialization: International Business

**Ms. Veni Nair, Asst. Professor**  
M.A, MBA  
Specialization: Marketing

**Dr. Sangeeta Trott, Asst. Professor**  
M.Com, MBA(Gold Medalist), Ph D  
Specialization: Marketing

**Prof. Bharti Deshpane, Asst. Professor**  
Master of Personnel Management, Pune  
University  
Specialization: HRM

**Dr. Snigharani Mishra, Asst. Professor**  
LLB, Ph.D in PMIR, M.Phil  
PGD in Personnel Management and Labour  
Welfare  
Specialization: HRM

**Ms. Roopam Gosain, Lecturer**  
M.A, M.Phil  
Specialization: Communication

**Prof. Kalpana S Kumaran, Asst. Professor**  
M.E, MCA  
Specialization: IT

**Prof. Deepthy Raghavendra, Asst. Professor**  
M.Sc, MMS  
Specialization : Marketing

**Prof. Shelja Jose Kuruvilla, Asso. Professor**  
B.A, MBA, Ph. D  
Specialization: Communication

**Prof. Jayanti B Das, Asst. Professor**  
M.A. , M Phil , MBA  
Specialization: Communication

**Prof. Ankush Sharma, Asst. Professor**  
B.E. (Industrial Production),  
PGDBA, Ph.D (Persuing)  
Specialization: Marketing

**Prof. Soumya Mukherjee, Asst. Professor**  
B.Tech, PGDM  
Specialization: Marketing

**Prof. P.C. Tungare, Professor**  
B.sc, MMS  
Specialization: Production  
& operation management

**Prof. Milind Soman , Assoc. Professor**  
MMS, C.I.S.A  
Specialization: IT

**Mr. Sudipto Chakraborty, Asst. Professor**  
B.E, PGDM  
Specialization: Finance

**Ms. Shikha Dutta, Asst. Professor**  
MMS - HR , Dip. in T & D  
Specialisation : HRM

**Mr. Arun Saxena, Asst. Professor**  
B.E., MBA  
Specialization: Marketing

**Dr. Gowri Joshi, Asst. Professor**  
MMS, Ph D  
Specialization : HRM

**Prof. Ajay Gupta, Asst. Professor**  
MBA  
Specialization : HRM

**Prof. Neena Nanda, Asst. Professor**  
MHRDM , M Com  
Specialization : Quantitative Technique

**Prof. Arthi Swaminathan, Asst. Professor**  
CA  
Specialization : Finance

**Dr. Charu Shri, Asst. Professor**  
Ph D , MBA  
Specialization : HRM

**Prof. Priyanka Aggarwal, Lecturer**  
M Com, Ph D ( Pursuing )  
Specialization : Finance

**Prof. Manoj Kumar Manish, Lecturer**  
BE , PGDBM  
Specialization : Finance

**Prof. Richa Bhandari, Lecturer**  
MBA  
Specialization : IT

**Kanwaljit Kaur Matharu, Lecturer**  
MBA, Ph D ( Pursuing )  
Specialization : IB

**Prof. Arun Sharma, Asst. Professor**  
B. Tech, MBA  
Specialization : Marketing

**Prof. Deepak Chandela, Asst. Professor**  
B,E ,MBA , MFM  
Specialialization : Finance



# Curriculum



## FIRST YEAR

### Term I

1. Managerial Economics
2. Financial Accounting And Financial Analysis
3. Introduction To Cost Accounting
4. Business And Technical Communication
5. Principles And Practices Of Management
6. It For Business
7. Quantitative Techniques For Managerial Decision Making
8. Life Style Management - I

### Term II

1. Macro Economics And Business Environment
2. Financial Management I
3. Management Accounting
4. Human Resource Management I
5. Marketing Management I
6. Operations Management
7. Quantitative Techniques For Managerial Decision Making II
8. Life Style Management II
9. Business And Technical Communication II

### Term III

1. CSR – NGO Project
2. Research Methodology
3. Financial Management II
4. Management Control
5. Human Resource Management II
6. Business And Technical Communication III
7. Management Information System
8. Erp, Scm And Crm
9. Marketing Management II
10. Life Style Management III



## SECOND YEAR

### Term IV

Capstone Project I

### Term V

Capstone Project II

### Term VI

Capstone Project III

### Term IV

1. Compulsory : Business Strategy

### Marketing Management

Major : Compulsory 3, Elective 1

#### Compulsory

1. Market Research
2. Consumer Behaviour
3. Product Policy, Brand Management And Pricing

#### Electives :

1. Supply Chain Management
2. Integrated Marketing Communication
3. Customer Centric Business Strategies
4. Digital Marketing And Crm

#### Minor

1. Market Research
2. Supply Chain Management

### Term IV (Finance)

#### Major:

1. Financial Derivatives
2. Tax Planning And Financial Management
3. Investment Banking
4. Security Analysis And Portfolio Management
5. Financial Market And Financial Services

#### Minor :

1. Financial Market And Financial Services
2. Banking And Bank Financial Management

### Term IV (operations And Supply Chain Management )

Major : Compulsory 3 , Elective 1

#### Compulsory

1. Project Management
2. Service Operations Management
3. Supply Chain Management

#### Electives :

1. Total Quality Management
2. Erp And Bpr

#### Minor

1. Supply Chain Management
2. Service Operation Management

### Term V (Finance)

#### Major:

- 1 Mergers And Acquisitions And Other Strategic Alliances
- 2 Advance Capital Budgeting And Project Finance
- 3 Multinational Financial Management
- 4 Financial Risk Management
- 5 Foreign Trade And Finance

#### Minor:

- 1 Security Analysis And Portfolio Management
- 2 Financial Products And Planning

### Term V (Information Technology Management)

#### Minor:

- 1 It Strategy And E-commerce
- 2 It Infrastructure And Networking Management

### Term V (Marketing Management)

Major: Compulsory 3, Elective 1

#### Compulsory:

- 1 Service Marketing
- 2 Marketing Strategy
- 3 Sales And Distribution Management

#### Electives:

- 1 Retail Management
- 2 Global Marketing
- 3 Business Marketing
- 4 Business Analytics

#### Minor:

- 1 Services Marketing
- 2 Marketing Strategy

### Term V (Operations And Supply Chain Management)

Major: Compulsory 3, Elective 1

#### Compulsory:

- 1 Bpo And Crm
- 2 Technology Management And E-business
- 3 Strategic Sourcing

#### Electives:

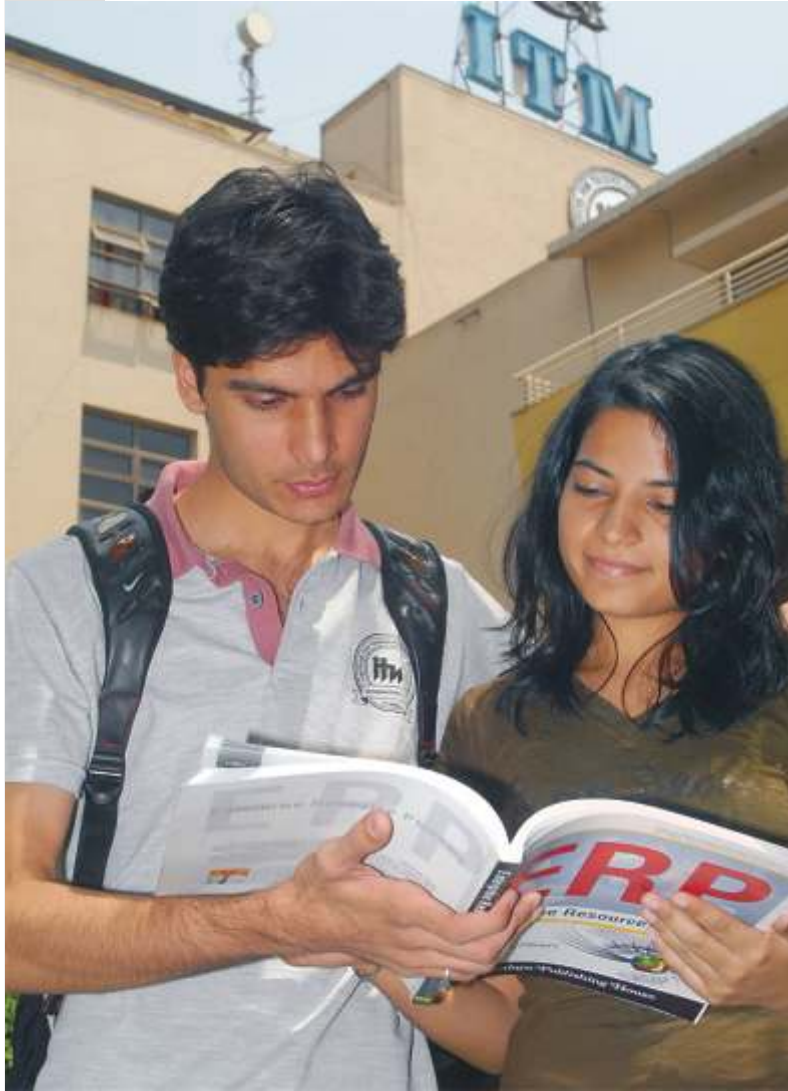
- 1 Logistics Management
- 2 Financial Services Management

#### Minor:

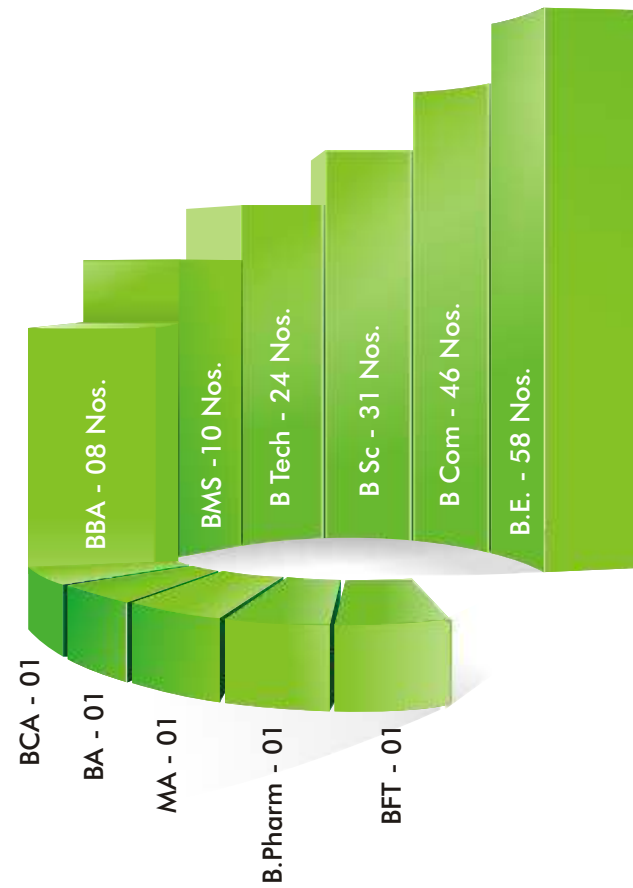
- 1 Bpo And Crm
- 2 Technology Management And E-business



# Statistics

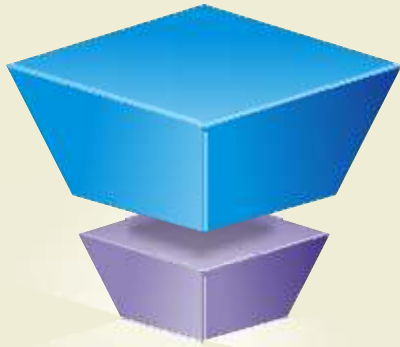
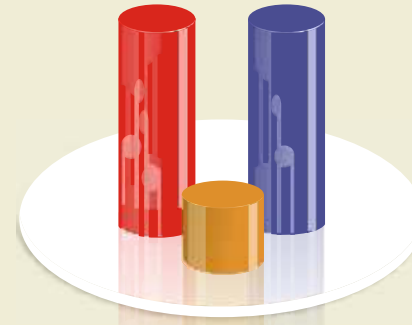


Educational Qualification



### Specialization

■ Marketing	47 %
■ Finance	47 %
■ Operations	6 %



### Gender Ratio

■ Male	68 %
■ Female	32 %

### Work Experience

Freshers		61 %
0 - 12	Months	15 %
12 - 24	Months	16 %
24 - 36	Months	7 %
36 - 48	Months	1 %



# Marketing Electives



## Term IV

Major : Compulsory 3, Elective 1

### Compulsory

1. Market Research
2. Consumer Behaviour
3. Product Policy, Brand Management And Pricing

### Electives :

1. Supply Chain Management
2. Integrated Marketing Communication
3. Customer Centric Business Strategies
4. Digital Marketing And Crm

### Minor

1. Market Research
2. Supply Chain Management

## Term V

Major: Compulsory 3, Elective 1

### Compulsory:

- 1 Service Marketing
- 2 Marketing Strategy
- 3 Sales And Distribution Management

### Electives:

- 1 Retail Management
- 2 Global Marketing
- 3 Business Marketing
- 4 Business Analytics

### Minor:

- 1 Services Marketing
- 2 Marketing Strategy







**AAKASH CHOUDHARY** 24 Years  
B.Tech, Information Technology  
**Summer Project** :Study of gold as a commodity in  
intentional markets  
**Indiabulls, Mumbai**  
**Minor** : Finance

**ABHISHEK BANERJEE** 24 Years  
B.Tech(Biotech)  
**Work Experience** : Associate Software Engineer,  
11Months, **Accenture Services India Pvt. Ltd.**  
**Summer Project** : Market Research for Customer Insight  
into the Hearing Aid Industry **Phonak India Pvt.Ltd.**  
**Minor** : Finance



▲ **ANSHITA SHEDHA** 22 Years  
B.Sc, Life Sciences & Biochemistry  
**Summer Project** : To conduct an extensive study of the  
Luxury car segment in India with an emphasis on  
Mercedes-Benz,Market research to understand owners and  
delaers profiles and expectations, To understand the basic  
functioning of the advertising agency, To participate in the  
copywriting process for various ads of mercedes-benz  
**RK Swamy BBDO**  
**Minor** : Finance

▲ **ABHAY KUMAR** 24 Years  
BE, Mechanical & Production  
**Summer Project** : Direct selling,EFL Franchisee strategy,  
Business model for Zero B Direct sales  
**Ion Exchange**  
**Minor** : Operation

**ABHISHEK CHOWDHURY** 28 Years  
B.E., Electronics and Communication  
**Work Experience** : R.F. Engineer, 40 Months,  
**Integrated Wireless Solutions**  
**Summer Project** : Study of Consumer behaviour  
**Tata Tele services Ltd.**  
**Minor** : Operations

**AKIF IQBAL** 23 Years  
B.E.(Electronics & Telecommunication)  
**Summer Project** : A complete study on the leisure stores  
in India **Odyssey India Ltd**  
**Minor** : Finance



▲ **AMBIKA PRASAD PATNAIK** 27 Years  
B.E, Electrical  
**Work Experience** : Sr.Technical Support Engineer,  
30 Months, **Accenture India, Microland Ltd.,**  
**HTMT global solutions**  
**Summer Project** : Sales strategy  
**Embee Software Pvt. Ltd, Mumbai.**  
**Minor** : Operations

▲ **AATIF YUSUF GIGANI** 22 Years  
B.Com, Accounts/Tax  
**Work Experience** : Assistant Manager, 11 Months,  
**Kohinoor Stores**  
**Summer Project** : Implementation of MOST (Mobile  
Sales Order Tracking),  
**Recon Oil Industries Pvt Ltd., Mumbai**  
**Minor** : Finance

**ANKUR JYOTI CHOUDHURY** 23 Years

B.Com, Management

**Work Experience** : Study on Consumer Behaviour and  
Mode of Communication

**VODAFONE ESSAR**

**Minor** : Finance

**ANAND NAGORI** 24 Years

B.E., Electronics & Telecommunication

**Summer Project** : Market Activation through  
RED concept

**Hindustan Coca Cola Beverages Pvt. Ltd.**

**Minor** : Finance



▲ **ANKUR SINGH** 24 Years

B.E., Mechanical

**Work Experience** : GET LBP PVT LTD

**Summer Project** : ERP Ingersoll Rand, Mumbai

**Minor** : Operations

▲ **ANKUR GOYAL** 24 Years

BE, Electronics and Communication

**Work Experience** : Prop., 24 Months,

**Food Pharma Technologies Ltd.**

**Summer Project** : To have an insight about Flavour

Industry **Cargill India Pvt. Ltd. Mumbai**

**Minor** : Operations

**APARNA IYER** 23 Years

B.Sc, Chemistry

**Summer Project** : Improving Visibility for Parle Agro beverages by sale of Vissicoolers, Need Gap analysis for Appy Classic and Appy Fizz  
**Parle Agro, Mumbai**  
**Minor** : IT

**ASHISH GADBAIL** 24 Years

B.E, Chemical Engineer

**Work Experience** : Sales Engineer, 12 Months,  
**Ozone Research And Application Ind. Pvt. Ltd. (ORAIPL)**

**Summer Project** : Market Potential Analysis in educational & Healthcare sector for water purifier equipments. **Ion Exchange Ind. Ltd. Mumbai**  
**Minor** : Operations



▲ **ARPIT MUDGAL** 25 Years

B.Tech, Computer Science

**Work Experience** : System Executive, 13 Months,  
**Fujitsu Consulting India Pvt. Ltd.**

**Summer Project** : Analyzing market segments for B2B online portals, Market research, Competitive analysis and Brand promotion of JimTrade.Com. Acquiring clients and increasing online presence.

**Jupiter Infomedia Pvt. Ltd.**

**Minor** : IT

▲ **ARPIT GOEL** 22 Years

B.E., Electrical & Electronics Engineering

**Summer Project** : Brand Remix  
**Wadhawan Holdings Pvt. Ltd., Mumbai**

**Minor** : Finance



**AVINEET PRATAP** 22 Years  
B.Com, Diploma In Banking(3 yrs)  
**Summer Project** : E Procurement : A Complete Analysis  
**Conjoin Group, Mumbai**  
**Minor** : Finance

**DATTASEN MISHRA** 22 Years  
B.Sc, Physics  
**Summer Project** : Ingersoll Rand  
**Minor** : Operation



▲ **ATULVIKAS** 24 Years B.Sc.  
**Summer Project** : Analysis of existing value added services and financial feasibility of upcoming services for Aircel provided by OnMobile  
**OnMobile Global Limited, Bangalore**  
**Minor** : Finance

▲ **BHARANIVYAS PATRI** 21 Years  
BMS, Marketing  
**Summer Project** : Sectorial analysis and portfolio Management  
**Birla Sun Life Insurance Co.Ltd., Mumbai**  
**Minor** : Operations

**JUNAID A SIDDIQUI** 25 Years

B E, Mechanical

**Work Experience** : Sr. Mechanical Engineer,  
24 Months, **Panchmahal Steel Limited**

**Summer Project** : Market research on call accounting  
software product in india.

**Conjoin group, Mumbai**

**Minor** : Finance

**JYOTI SHARMA** 25 Years M.Com

**Work Experience** : Customer Service executive, Brand  
Service executive, 22 months

**Intelenet Global Services Pvt. Ltd.,**

**Law and Kenneth Communications Pvt. Ltd.**

**Summer Project** : The workind and dynamics of mobile  
marketing evolving in India **Phone Valley**

**Minor** : Finance



▲ **HONEY AGARWAL** 20 Years

Bsc. Biotechnology

**Summer Project** : Analyze potential market of iced tea  
(Nestea) with its competitor, Brand channel penetration  
and way forward of channel **Nestle India, Mumbai**

**Minor** : Finance

▲ **GREESHMA SANKARAN** 24 Years

B.E., Electronics & Telecommunication

**Work Experience** : Software Trainee, 6 Months,  
**Infosys Technologies Ltd.**

**Summer Project** : Market Research - To find the market  
for Avotus products in india **Conjoin Groups, Mumbai**

**Minor** : Finance

**JAYSHREE** 23 Years  
B.Com, Cost & Work Accounting  
**Summer Project** : Catchment Analysis & customer  
profiling, **Future Group, Mumbai**  
**Minor** : Finance

**KALPITA RANI SHARMA** 25 Years  
B.E., Instrumentation Engg.  
**Work Experience** : Programmer Analyst, 19 Months,  
**Cognizant Technology Solutions**  
**Summer Project** : Marketing Activities (Branding,  
Promotion and Merchandising) at the Company and  
Market Research **Parle Agro, Mumbai**  
**Minor** : Finance



▲ **KUMAR ASHISH ARYA** 23 Years  
B.Tech, Civil  
**Summer Project** : Market research, competitive analysis  
and brand promotion of SAP. Gap analysis of SIEMENS  
as an implementing partner in SAP market. **SIEMENS**  
**Minor** : Operations

▲ **GURDEEP** 25 Years  
BBA, Marketing  
**Work Experience** : Marketing executive, 18 Months,  
**AJM Financial Services Limited**  
**Summer Project** : B to B Marketing and business  
development **Grass blades Pvt Ltd.**  
**Minor** : Finance

**KRISTINA DIAS** 21 Years  
B.Com, Accounting & Finance  
**Summer Project** : 1) A complete study on Portfolio Management  
2)Marketing and Sales of ULIP's  
3)Sector-wise analysis of stocks  
**Birla Sun Life Wealth Management, Mumbai**  
**Minor** : Finance

**HARPREET SINGH BAMRA** 24 Years,  
B.E., Mechanical  
**Summer Project** : Appy fizz/Grappo fizz distribution analysis & availability **Parle Agro**  
**Minor** : Operations



▲ **KARAN BHATIA** 23 Years B.Com  
: **Work Experience** : Supervisor, 4 months  
: **Summer Project** : Financial Inclusion IDBI, Mumabi  
: **Minor** : Finance

▲ **KUNAL SHUKLA** 25 Years  
: B.E., Computer Science  
: **Work Experience** : Assistant Manager, 15 Months,  
: **Shanker Golden Transport Comp.**  
: **Summer Project** : Study on Strategic Marketing  
: Intelligence Project **Ingersoll Rand**  
: **Minor** : Operations



**KRISHNASHIS MONDAL** 23 Years  
B.Tech, Electronics & Communication Engg.  
**Summer Project** : Revamp of product collaterals for UM product suite of Avotus Corporation. **Avotus Corp**  
**Minor** : Operations

**MAYANK MISHRA** 27 Years  
B.E., Electronics & Communication  
**Work Experience** : Business Development Executive, 38 Months, **L&T Infotech Ltd.**  
**Summer Project** : Impact of MNP and 3G on Indian Telecom Sector **MTNL, Mumbai**  
**Minor** : Operations



▲ **MADHOBI DASS** 26 Years  
B.Sc, Hospitality & Hotel Admin.  
**Work Experience** : Executive Trainee, 13 Months, **Old World Hospitality Pvt. Ltd.**  
**Summer Project** : Market study of the hotel industry to determine the potential for appliances  
**Godrej & Boyce Mfg. Co. Ltd.**  
**Minor** : Operations

▲ **MANPREET SINGH SACHDEVA** 22 Years  
B.Tech, Electronics & Telecommunication  
**Summer Project** : 1) Survey on non fuel business & finding possible alliance partners.  
2) To find customer perception of branded fuels of Indianoil & suggest some sales promotion schmes  
**Indian Oil Corp Ltd.**  
**Minor** : Information Technology

**MITESH DESAI** 25 Years

B.E., Electronics

**Work Experience** : Management Trainee, 10 Months,

**Bayer Crop Science**

**Summer Project** : Supplier Relationship Management

**Bayer Crop Science**

**Minor** : Operations

**MANAN BEDI** 24 Years

B.Tech, Civil

**Work Experience** : Engineer - Business Development

19 Months **WAPCOS (Govt of India Undertaking)**

**Summer Project** : Introducing & Marketing the ERP and

Web Solution for Company in India with Microsoft

Partnership Programme **ParagYTE Technologies**

**Minor** : Finance



▲ **APARNA KATIYAR** 22 Years

B.E., Information Technology

**Summer Project** : An In-Depth study for understanding of the Indian apparel Industry for the Brand ARROW;

Study of the watch industry and possible actions to position the brand xyls by Titan; client servicing for the brand ARROW.

**Rediffusion Y&R, Bangalore**

**Minor** : Information Technology

▲ **MANOJ DHIMAN** 22 Years

B.Sc.(IT) Hons., Information Technology

**Summer Project** : Leapfrogging Sales Motion for Sub 100 HP Compressors and to increase market share

**Ingersoll Rand, Mumbai**

**Minor** : IT

**PADMJA DAMOHE** 22 Years B.B.A  
**Summer Project** : Brand Servicing & Market Research,  
**Saints and warriors communications, Mumbai**  
**Minor** : Operations

**MOHD.ZAFAR IDRISI** 24 Years  
B.Tech, Computer Science  
**Summer Project** : Analyzing the feasibility of  
introduction of Soft/Hard moulded luggage in Spinach  
stores. **Wadhawan Holdings Private Ltd, Mumbai**  
**Minor** : Finance



▲ **PRASHANT SHEKHAWAT** 23 Years  
B.Sc, Biotechnology  
**Summer Project** : To analyse the impact of training on  
marketing of a pharmaceutical company and find out  
that how training can yield into better marketing for  
pharmaceuticals. **Cadila Pharmaceuticals Limited,**  
**Ahmedabad**  
**Minor** : Finance

▲ **NILANJANA GOSWAMI** 24 Years  
B.E, I.T  
**Work Experience** : GET, 7 Months,  
**Reliance Communication**  
**Summer Project** : Research & competitive analysis of  
Avotus EM **Conjoin Group**  
**Minor** : Finance

**PRIYANKA MERWANA** 23 Years  
B.E, Chemical

**Summer Project** : To develop a media strategy for Indian Oil SERVO 4T products **IndianOil Co. Ltd.**

**Minor** : Operations

**PALLAVI SINGH** 23 Years

B.F Tech (Fashion Technology) Apparel Production

**Summer Project** : BTL Promotion  
**Odyssey India Ltd., Mumbai**

**Minor** : Finance



▲ **NIKHIL SHARMA** 26 Years

B.E., Mechanical Engineering

**Work Experience** : Software Engineer, 25 Months,  
**Satyam Computer Services Ltd.**

**Summer Project** : Feasibility Study of Introduction of  
Luggage Bags in Spinach Retail Stores

**Wadhawan Holdings Pvt Ltd, Mumbai**

**Minor** : Finance

▲ **PREETY SINGH** 22 Years

BSc. Biotechnology

**Summer Project** : Assisting the product manager,  
research on product and suggesting marketing strategies  
for the product. **Hunter Douglas, India**

**Minor** : Finance



**NEHA NAGAR** 23 Years BBA  
**Summer Project** : Market reserch & feasibility analysis  
for aluminium recycling venture **Gravita India Ltd.**  
**Minor** : Finance

**SAHIL CHANDRA** , 22 Years  
BE, Mechanical  
**Summer Project** : Indian telecom industry ( Backend/  
Networking Support ) , **Huawei india, Mumbai**  
**Minor** : Finance



▲ **RAVI KUMAR NARAMSETTY** 22 Years  
B-Tech, Computer Science Engineering  
**Summer Project** : 1. Marketing plan for ISO – 9001  
software, Lakshy Management Consultancy  
2. Brand Building, research, SWOT analysis for Lions  
club, **Lions Club, Mumbai**  
**Minor** : Operations

▲ **RISHI DHANUKA** 25 Years  
B.com, Marketing  
**Summer Project** : Market research for Avotus products –  
Prime and ICM **Conjoin Group**  
**Minor** : Finance

**PRASOON SINGH** 23 Years

B.Sc, Biotechnology

**Summer Project** : To Find out the Visibility,Availability and Distribution of Frooti and LMN in Traditional Markets of Central Line Area,Mumbai **Parle Agro,Mumbai**

**Minor** : Finance

**SANDEEP THOTA** 24 Years

B.Tech, Electronics and Communications

**Summer Project** : Analyzing market segments, acquiring clients and increasing online presence

**Matrix cellular (International) Services Pvt.Ltd.**

**Minor** : Operations



▲ **SAKSHI SUNDRIYAL** 21 Years

B.Sc (Hons.) Physics

**Summer Project** : To study the sales affecting factors of electronic switch gear and customer satisfaction level.

**L&T , Delhi**

**Minor** : Finance

▲ **ROHINI KONDAPAKA** 23 Years

B.Tech, Electronics and Communication Engineering

**Summer Project** : Consumer Profiling & Consumer Behaviour **Odyssey India Ltd.**

**Minor** : Finance

**SARITA YADAV** 21 Years  
B.Com, Accounting & Finance  
**Summer Project** : Gap analysis and visibility for  
beverage category of parle agro products.  
**Parle Agro Pvt. Ltd.**  
**Minor** : Finance

**RAHUL GHOSH** 22 Years B.Com  
**Summer Project** : Marketing campaigns to promote  
skoda genuine parts and accessories business.  
Comparitive study of genuine parts and accessories  
offered by competitors.  
**Skoda Auto India Private Ltd, Aurangabad.**  
**Minor** : Finance



▲ **SANDEEP LUTHRA** 23 Years  
B.E., Computer Science  
**Summer Project** : Social media marketing  
**The Conjoin Group, Mahape, Navi Mumbai**  
**Minor** : Operations

▲ **SARVPREET BHATTI** 22 Years  
B.A., Economics  
**Summer Project** : Analysis of Gold as a commodity and  
its various determinants along with marketing and CRM  
of Indian Commodity Exchange Limited with other  
associations **Indian Commodity Exchange Limited**  
**(ICEX) , Mumbai**  
**Minor** : Finance

**SHIVANI SHARMA** 25 Years

B.Sc., Botany/Zoology

**Summer Project** : Marketing Activities at the Company  
**Parle Agro, Mumbai**

**Minor** : Finance

**SAURABH JAIN** 25 Years

B.E., Electronics and Communication

**Work Experience** : Engineer, 33 months  
**Idea Cellular, Sterling Communication**

**Summer Project** : Study of medical products in Indian  
market **FCB Ulka**

**Minor** : Information Technology



▲ **SAURABH SANGHI** 23 Years

B.E., Electronics & Telecommunication

**Summer Project** : Market research on call accounting  
software product in india

**The Conjoin Group, Navi Mumbai**

**Minor** : Finance

▲ **SHILPI GUPTA** 24 Years

B.Tech, Information Technology

**Work Experience** : Telecom and Billing Operations  
Specialist, 18 Months, **IBM India Pvt Ltd.**

**Summer Project** : Market research of Tata Sky and  
Westside and their competitors **Ogilvy and Mather,**  
**Mumbai**

**Minor** : Information Technology



**SUJIT P SONAWANE** 24 Years

B.Pharm, Pharmacy

**Summer Project** : Understand the Customer Behavior and Factors that governs the Purchase pattern in different healthcare set-ups of Interventional and Critical Care Cardiology. **Biocon, Mumbai**

**Minor** : Operations

**SOMESH SHARMA** 24 Years

B.E., Civil

**Summer Project** : Strategic Marketing Intelligence Project **Ingersoll Rand, Mumbai**

**Minor** : Finance



▲ **SUMIT SANGAR** 26 Years

B.E, Mechanical

**Work Experience** : Executive-Material Planning & Procurement, 15 Months,

**Petron Engineering Construction Ltd.,  
Global Towers Ltd.**

**Summer Project** : Study on Strategic Marketing Intelligence Project **Ingersoll Rand**

**Minor** : Operations

▲ **SWATI CHANDNANI** 21 Years

B.Sc, Biotechnology

**Summer Project** : Current and Future Trends of Indian Gastro Intestinal Market and Role and Position of Cadila Pharmaceuticals Ltd., Ahmedabad

**Cadila Pharmaceuticals Limited, Ahmedabad**

**Minor** : Operations

**TEJPREET KAUR LALIA** 23 Years

B.Sc., Biotechnology

**Summer Project** : Gap analysis and visibility for beverage category of parle agro products.

**Parle Agro, Mumbai**

**Minor** : Finance

**VIPUL NAHAR** 26 Years

B.E, Information Science

**Work Experience** : Dy. Manager, 25 Months,  
**Ashok Leyland Pvt. Ltd.**

**Summer Project** : The working and dynamics of mobile marketing evolving in India  
**Phone Valley, Mumbai**

**Minor** : Information Technology



▲ **UDEY SINGH KATOCH** 23 Years

B.Sc, Biotech

**Summer Project** : Analysis of Gold as a commodity and its various determinants along with marketing and CRM of Indian Commodity Exchange Limited with other associations **Indian Commodity Exchange Limited (ICEX), Mumbai**

**Minor** : Finance

▲ **VINITA VYAS** 22 Years

B.Sc, Biotechnology

**Summer Project** : Pre launch analysis of Ashworth under Adidas

**Adidas (TMaG)**

**Minor** : Finance

**SHAMEEKA MALODE** 22 Years

BMS, Marketing

**Work Experience** : Client Servicing Executive,  
9 Months, **Think WhyNot**

**Summer Project** : Competitor Analysis of Leisure stores  
in India **Odyssey India Ltd. Mumbai**

**Minor** : Finance

**VIVEK SINHA** 20 Years BMS

**Summer Project** : Identification of potential data  
customers **Bharti Airtel**

**Minor**: Finance



▲ **MASOOD IQBAL** 24 Years

B.E., Civil

**Work Experience** : G.E.T., 10 Months, **Punj Lloyd**

**Summer Project** : Market Potential Analysis &  
Competitor's Analysis

**Ion Exchange**

**Minor** : Finance

▲ **RIKIN KESARIA** 24 Years

B.E., I.T.

**Summer Project** : Understanding Modern Trade (MT)  
and working with various key parameters of MT like  
Shadow Working, Key Accounts Management,  
Relationship Management, extra visibility. Analyzing and  
identifying consumer buying behaviour for Parle Agro  
products, Relevance of Parle Agro products in the  
consumer's basket, Share of Parle Agro range and impact  
of consumer promotions.

**Parle Agro Pvt Ltd. Ahmedabad**

**Minor** : Operations



**BISWARANJITA NAYAK** 22 Years

B.Sc, Biotech

**Summer Project** : Study of CRM system and suggesting process improvements

**Conjoin Group**

**Minor** : Operations



▲ **K. SRINIVASA MURTHY** 22 Years  
B.Sc, Biotechnology, Genetics, Biochemistry  
**Summer Project** : Sales and Pricing  
**RINL Steel Plant, Visakhapatnam**  
**Minor** : Finance



▲ **ASHWIN VACHASPATHI** 24 Years  
B.E, Electronics  
**Summer Project** : Analyzing market segments, acquiring clients and increasing online presence  
**Matrix Cellular International Services Ltd. Mahalaxmi**  
**Minor** : Information Technology



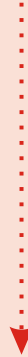
**SINDHURA RAVULAPALLI** 22 Years

B.Sc., Botany/Zoology/Chemistry

**Summer Project** : Revamp of product collaterals for UM product suite of Avotus Corporation.

**Conjoin Group Pvt.Ltd.**

**Minor** : Finance



▲ **TAPAS KHANDELWAL** 23 Years

B.E., Electronics & Communication

**Summer Project** : VAS Penetration, Retail Recommendation

**Airtel, Indore**

**Minor** : Finance



▲ **ROHIT SINGH** 21 Years

B.Sc, BioChem/Life Sciences

**Summer Project** : Costumer Behaviour and Consumer Profiling of a Retail Chain

**Odyssey India Pvt. Ltd**

**Minor** : Operations



**KAILASH MENON** 23 Years

B.E, Electronics

**Work Experience** : Research Executive, 12 Months,  
**Career Forum Ltd.**

**Summer Project** : External Bench marks in CRM arena  
on CSat tracking, Collecting consumers data effectively  
;Building model for Partnership with  
Licensed Service Provider.

**Hindustan Unilever Ltd. Mumbai (H.O).**

**Minor** : Finance



▲ **MOHIT LALA** 21 Years

BMM, Advertising and Marketing

**Summer Project** : Visiting the A-class outlets of the  
company and suggesting various measures to enhance  
the visibility, availability and schemes vis-a-vis the  
competitors

**Parle Agro Pvt Ltd**

**Minor** : Finance

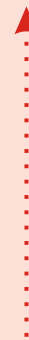


▲ **ARCHANA GOPALKRISHNAN NAIR**

22 Years BMS

**Summer Project** : Saint distribution – Central Mumbai,  
**Parle Agro, Mumbai**

**Minor** : Marketing





# Electives



## Term IV

### Major:

1. Financial Derivatives
2. Tax Planning And Financial Management
3. Investment Banking
4. Security Analysis And Portfolio Management
5. Financial Market And Financial Services

### Minor :

1. Financial Market And Financial Services
2. Banking And Bank Financial Management

## Term V

### Major:

- 1 Mergers And Acquisitions And Other Strategic Alliances
- 2 Advance Capital Budgeting And Project Finance
- 3 Multinational Financial Management
- 4 Financial Risk Management
- 5 Foreign Trade And Finance

### Minor:

- 1 Security Analysis And Portfolio Management
- 2 Financial Products And Planning





**ABHIJIT SUBHASHRAO DHOTE** 27 Years  
B.E. Computer Engineering  
**Work Experience** : IT Officer, 24 Months, **UCO Bank**  
**Summer Project** : Analysis of Health Care Industry  
**Blue Iris Financial Consultant**  
**Minor** : Marketing

**AJAY GARG** 23 Years  
B.Com, Finance  
**Summer Project** : Analysis of factors leading to currency  
movements & fluctuation **Allahabad Bank, Mumbai**  
**Minor** : Marketing



▲ **ABHISHEK DAS** 26 Years B.Tech  
: **Work Experience** : Business Manager, Assistant Systems  
: Engineer, 29 Months, **Economic Carriers, TCS**  
: **Summer Project** : Redesigning of Corporate Salary  
: Package **State Bank of India, Kolkata**  
: **Minor** : Marketing

▲ **ABIVANDANA JAIN** 23 Years B.Com  
: **Summer Project** : Volatility - Determining The Entry and  
: Exit Points **Karvy Stock Broking Ltd, Hyderabad**  
: **Minor** : Marketing



**AJAY JHA** 25 Years  
B.Com(Hons.) Accounting & Finance  
**Work Experience** : Customer Service Executive, Team  
Leader(Operations), 54 Months, **HSBC Global  
Resourcing,Convergence Contact Center**  
**Summer Project** : Redesigning Corporate Salary  
Package Scheme for SBI  
**State Bank of India, Kolkata**  
**Minor** : Marketing

**AMITA SINGH** 26 Years  
B.E. Instrumentation  
**Work Experience** : Software Engineer, 21 Months,  
**Infosys Technologies Ltd**  
**Summer Project** : Credit management policy for  
international customers and risk analysis **USV Limited**  
**Minor** : Marketing



▲ **AKANKSHA SADEKAR** 22 Years  
B.Com, Finance  
**Work Experience** : Accounts trainee, 6 Months,  
**R.K.Pikale & Associates, Chartered Accountants  
(Goa)**  
**Summer Project** : Study of treasury operations in  
domestic market **Saraswat Bank, Mumbai**  
**Minor** : Marketing

▲ **AKHILESH MALOO** 22 Years  
B.C.A., Computer applications  
**Work Experience** : EDP Executive trainee, 12 Months,  
**Sangam India Pvt Ltd.**  
**Summer Project** : Functionality of Financial market in  
India:contribution to growth **Icap India Pvt Ltd**  
**Minor** : IT

**ANKUR KHANDELWAL** 25 Years

B.Com, Finance

**Work Experience** : 33 Months, **Tirupati Colours**

**Summer Project** : Cash and working capital  
Management **Indian Oil Corporation Ltd., Mumbai**

**Minor** : Marketing

**ARPIT VERMA** 21 Years B.Com

**Summer Project** : Comparison & Understanding of Loan  
Process of various Housing finance corporations. Analysis  
of financial statements **HDFC Ltd., Lucknow**

**Minor** : Marketing



▲ **ARUP BANERJEE** 25 Years

B.Tech, Textile

**Work Experience** : Production Engineer, 24 Months,  
**Vardhman Textiles Limited**

**Summer Project** : Study of Credit appraisal process for  
SME Sector **AXIS Bank, Vashi, Navi Mumbai**

**Minor** : Operations

▲ **ARUN THAKUR** 24 Years

BE, Electronics & Communications

**Work Experience** : Software Engineer, 26 Months,  
**Wipro Technologies**

**Summer Project** : Sectorial analysis and Portfolio  
Management **Birla Sun life Insurance**

**Minor** : Marketing

**ASHITA TANDON** 22 years B.Sc  
**Summer Project** : Analysis of agricultural industry of  
India **SBI Mutual Fund, Mumbai**  
**Minor** : Marketing

**AKSHATA AGARWAL** 24 Years  
B.M.S./Pursuing CFA level II, Finance  
**Work Experience** : Sr. Research Assistant, 27 Months,  
**J.P.Morgan**  
**Summer Project** : Empirical study of debt markets and  
Analysis of Issuers, Step by step guidelines on corporate  
bonds, Forecasting funding requirement of a client and  
suggesting products, Basel II norms and its effects and  
Base Rate system and its effects  
**Darashaw & Co. Pvt. Ltd., Mumbai**  
**Minor** : Marketing



▲ **ASHISH KUMAR SHRIVASTAVA** 22 Years  
B.Sc., Zoology, Chemistry  
**Summer Project** : Formulation of marketing strategy and  
Financial planning for the launch of a new product  
**Company** : **Wadhawan Holdings Pvt Ltd., Mumbai**  
**Minor** : Marketing

▲ **ANKIT GUPTA** 24 Years  
B.E., Electronics  
**Summer Project** : Analysis of various debt instruments of  
microfinance company, and suggest suitable debt  
instrument **SV Credit line, Gurgaon**  
**Minor** : Marketing

**ANIL KUMAR MISHRA** 23 Years  
M.A., Economics  
**Summer Project** : Study of financial products and  
Portfolio Management  
**Birla Sun Life Insurance Co.Ltd., Mumbai**  
**Minor** : Marketing

**ABHIRUP NAG** 23 Years  
B.Com, Accountancy Honours  
**Summer Project** : Receivables Management and  
working capital financing in Tata Steel Ltd  
**Tata Steel Ltd, Kolkata**  
**Minor** : Marketing



▲ **AJAY SAXENA** 24 Years B.Tech  
: **Work Experience** : Software Engineer,18 Months,  
: **MetLife, Patni Computer Systems**  
: **Summer Project** : Financial Modelling of Interest Rate  
: structure in the country  
: **Reserve Bank Of India, Mumbai**  
: **Minor** : Operations

▲ **AHMED SHAIKH** 25 Years  
: B.Sc., Physics  
: **Work Experience** : Programmer, 24 Months,  
: **Tata Consultancy Services**  
: **Summer Project** : Equity research in Telecom Sector &  
: analysis of mutual funds  
: **Karvy Private Wealth, Mumbai**  
: **Minor** : Marketing



**CHINMAYEE DASH** 27 Years  
B.E., Electronics & TeleCommunication Engg.  
**Work Experience** : Jr. Programmer, 25 Months,  
**Oracle India Ltd.**  
**Summer Project** : Analysis of Corporate Treasury  
functions  
**NALCO India Ltd., Bhubaneswar**  
**Minor** : IT

**CHHAVI KHANDELWAL** 22 Years  
B.Com, Financial Accounting & Auditing  
**Summer Project** : **Aditya Birla Money Ltd, Mumbai**  
**Minor** : Marketing



▲ **BHAVESH KOTHARI** 23 Years  
B.Com., Finance  
**Summer Project** : Equity research in Metal sector,  
**JSW steel KR choksey securities**  
**Minor** : Marketing

▲ **DEVANDRA KUMAR** 24 Years  
B.E., Electronics and Telecommunication  
**Summer Project** : Analysing the automobile sector and  
valuation of a particular firm (Equity Research)  
**Consi Consultancy Pvt. Ltd., Mumbai**  
**Minor** : Marketing

**DIWAKAR SINGH** 23 Years

B.Sc., Chemistry, Botany

**Summer Project** : Formulation of marketing strategy and financial planning for US based Woodstream Corporation **Wadhawan Holdings Pvt. Ltd. Mumbai**

**Minor** : Marketing

**DHARA BADIANI** 21 Years

B.Com., Finance

**Summer Project** : Analysing the indirect opportunities available in the power sector

**Karvy, Hyderabad**

**Minor** : Marketing



▲ **GAURAV JANGID** 24 Years

B.Com., Finance and Auditing

**Summer Project** : Private Equity Research and Valuation of Firm **SBI Capital Marketing Ltd., Delhi**

**Minor** : Marketing

▲ **ARJUN VIG** 24 Years

B.E., Computer Science

**Work Experience** : Software programmer, 22 Months, **Innate Info Services**

**Summer Project** : Sectorial analysis and Portfolio Management **Birla Sunlife Wealth Management**

**Minor** : Marketing

**JITENDRA KARWANI** 25 Years B.com  
**Summer Project** : Overview of cement sector and  
analysis of companies present in this sector  
**Nirmal Bang, Mumbai**  
**Minor** : Marketing

**KUSH GHODASARA** 22 Years  
B.Com., Accountancy  
**Summer Project** : Banking and Credit Appraisal  
**Union Bank of India, Rajkot**  
**Minor** : Marketing



▲ **ARINDAM MITRA** 22 Years  
B.Com (Hons.) Accounting & Finance  
**Summer Project** : Analysis and preparation of cash flow  
of projects and generation of funds through various  
resources **Kaefer Punj Lloyd Pvt Ltd, Mumbai**  
**Minor** : Marketing

▲ **GARIMA BARTHWAL** 22 Years  
B.Sc., Electronics  
**Work Experience** : Trainee, 11 Months,  
**Royal Bank of Scotland**  
**Summer Project** : Working Capital Analysis and study of  
Commercial Paper and Non Convertible Debenture  
**LSI Financial Services Ltd. Mumbai**  
**Minor** : Marketing

**KIRTI SUKHWANI** 22 Years B.Com  
**Summer Project** : Prepayment Analysis  
**HDFC Ltd., Jaipur**  
**Minor** : Marketing



**NEHA MISHRA** 24 Years  
B.E., Electrical  
**Summer Project** : Equity Research both technical and  
fundamental **Sharekhan Ltd. Bhilai**  
**Minor** : Marketing



▲ **NEHA KARANPURIA** 23 Years  
B. Sc., Biotechnology  
**Summer Project** : Analysis of Money market interest  
rates and interest rates forecasting  
**Punjab National Bank, New Delhi**  
**Minor** : Marketing

▲ **VASIM KHAN** 22 Years  
B.Com, Finance  
**Summer Project** : Working Capital Management  
**Bayer Cropscience, Mumbai**  
**Minor** : Marketing



**LAKSHMAN TUNK** 23 Years

B.E., Computers

**Summer Project** : Commodities future market perspective and growth

**Karvy Comtrade Ltd. Hyderabad**

**Minor** : Marketing

**GOLDI** 22 Years

B.Com Hons., Finance

**Summer Project** : Credit Appraisal, Credit Risk Rating & Monitoring of MSME Lending

**UCO Bank, Chandigarh**

**Minor** : Marketing



▲ **GUNJAN AGARWAL** 25 Years

B.E., Information Tech.

**Work Experience** : Computer Admin., 10 Months,  
**Iceberg Food Limited**

**Summer Project** : Greenfield project & Working Capital Management  
**Grasim Industries limited**

**Minor** : I.T.

▲ **MERLY ANN VARGHESE** 23 Years

B.Com., Finance

**Work Experience** : Officer, 18 Months,  
**Royal Bank of Scotland**

**Summer Project** : Analysis of the complete Corporate Banking process and to understand their various practical implications.  
**Bank of Bahrain & Kuwait BSC Mumbai**

**Minor** : Marketing

**RATIKA DHAWAN** 22 Years B.Com  
**Summer Project** : Trade Finance and credit Appraisal  
**Bank of India, Mumbai**  
**Minor** : Marketing

**PUNIT KUMAR AGARWAL** 25 Years  
B.E. Computer Science  
**Work Experience** : Sr Analyst, 22 Months, **HCL**  
**Summer Project** : Advances Management  
**Indian Overseas Bank, Jaipur**  
**Minor** : Marketing



▲ **JITENDRA NAHAR** 22 Years  
B.M.S., Management  
**Work Experience** : CSE (Customer service executive),  
8 Months, **Reliance Money**  
**Summer Project** : Working Capital Management  
**Birla Corporation Ltd., Chittaurgarh**  
**Minor** : Marketing

▲ **POOJA SHUGANI** 23 Years B.E.  
**Summer Project** : Bond Portfolio optimization, interest  
rate modeling and forecasting  
**Punjab National Bank, New Delhi**  
**Minor** : Marketing

**NIRAV KANSARIWALA** 25 Years

B.E., Textile Technology

**Work Experience** : Weaving Engineer, 12 Months,  
**TRADC, Birla Cellulose**

**Summer Project** : Fundamental Analysis of Nifty  
Companies **JM Financial Services Pvt Ltd., Mumbai**  
**Minor** : Marketing

**PANKAJ KUMAR TIWARI** 25 Years

B Com - Management

**Summer Project** : Security Analysis and its application  
**Prabhudas Lilladher Pvt. Ltd.**

**Minor** : Marketing



▲ **NIKUNJ TANK** 21 Years BBA

● **Summer Project** : Analyzing offerings available on web  
for Financial Advisory and Distribution Services segment  
and recommendations for improvement. **Cafemutual**  
● **Minor** : Marketing

▲ **NIPHUL JAIN** 22 Years

● BMS. Finance  
● **Work Experience** : Trainee, 5 Months, **Syntel KPO**  
● **Summer Project** : Working Capital Analysis and study of  
Commercial Paper and Non Convertible Debenture  
● **LSI Financial Services Ltd Mumbai**  
● **Minor** : Marketing

**PAWAN SONI** 24 Years  
B.E., Electronics and Communication  
**Summer Project** : Understanding Mutual Fund and  
profiling of investors  
**HDFC AMC, New Delhi**  
**Minor** : Marketing

**MUKESH KANODIA** 22 Years  
B.Com., Accounts&Auditing  
**Summer Project** : Rationalizing the account opening  
norms and ECS implementation . Industry and Sector  
analysis. Redesigning the Audit Policy with the  
Compliance Team(AML).  
**Citi Group Global Markets India Pvt Ltd.**  
**Minor** : Marketing



▲ **RUCHIR MASAND** 26 Years  
BBA., Finance  
**Work Experience** : Assistant Manager 34 Months  
**ING Vysya Bank Limited**  
**Summer Project** : Work flow of Corporate Banking  
department at Bank of Bahrain and Kuwait  
**Bank of Bahrain and Kuwait BSC Mumbai**  
**Minor** : Marketing

▲ **ROHIT KUMAR GUPTA** 23 Years  
B.Com(Hons.) Finance  
**Summer Project** : Strategy to increase flow of quality  
credit to corporate sector/MSME  
**Bank of Baroda, Mumbai**  
**Minor** : Marketing



**RITURAJ PRIYADARSHI DAS** 26 Years  
B.E., Computer Science  
**Summer Project** : Financial Feasibility for a Chemical  
Plant of SSP  
**Rashtriya Chemical & Fertilizers, Mumbai**  
**Minor** : Marketing

**PRATHAMESH PADWAL** 25 Years  
B.E., Computers  
**Work Experience** : Software Engineer, 22 Months,  
**Aurionpro Solutions (Cyberlog Tech.)**  
**Summer Project** : Analytical Analysis on Mutual Funds  
**Godrej & Boyce, Mumbai**  
**Minor** : Information Technology



▲ **NIUTPOL HANDIQUE** 23 Years  
B. Com (Hons) Accountancy  
**Work Experience** : Audit & Accounts Assistant, 14 Months,  
**Manish D P Agarwal & Co. Chartered Accountants**  
**Summer Project** : Equity Research & Valuation of a Firm,  
**Consci Consultancy Pvt. Ltd, Thane**  
**Minor** : Marketing

▲ **RENUKA SAXENA** 24 Years  
B.Sc., Maths, Physics, Computer Science  
**Work Experience** : Programmer, 19 Months,  
**Cognizant Technology Solutions**  
**Summer Project** : Dealer Wealth Management  
**ACC Cement, Kolkata**  
**Minor** : Marketing

**SAGAR MEHRA** 22 Years

B.Com., General

**Summer Project** : Analysis of the cash management department. **Indian Oil Corporation, Mumbai**

**Minor** : Marketing

**SANGHAMITRA DAS** 24 Years

B-Tech., Electronics & Telecommunication

**Work Experience** : Service Engineer, 11 Months, **IFB Industries Ltd.**

**Summer Project** : Mutual Funds as Instruments of prosperity with proper management of inherent risks through Informed investments.

**Cafemutual , Mumbai**

**Minor** : Marketing



▲ **ROHIT AGARWAL** 22 Years

BBA., Finance

**Summer Project** : Fund Management

**Blue Dart, Mumbai**

**Minor** : Marketing

▲ **SAMARTH TANDON** 21 Years

B.Com(Hons.) Accounting & Finance

**Summer Project** : Funding analysis of PSU's and Private Companies, Understanding the business development procedure of Investment banking Origination

**Darashaw & Co. Ltd., Delhi**

**Minor** : Marketing

**SHIVIKA BANSAL** 23 Years

B.Sc., Maths Honours

**Summer Project** : Risk Evaluation of the Mutual Funds of the company

**JM Financial Asset Management Pvt Ltd., Mumbai**

**Minor** : Marketing

**SHANKAR GUPTA** 26 Years

B.Com., Accounting Honors

**Work Experience** : RSSM, 36 Months, **HUL**

**Summer Project** : Study in IFRS **Tata Power, Mumbai**

**Minor** : Marketing



▲ **SHRAY TANEJA** 23 Years

B.Com., Commerce

**Summer Project** : Research on the distribution of 3rd party products by banks and EIC analysis of Banking industry **Café Mutual, Mumbai**

**Minor** : Marketing

▲ **SAURAV DAS** 24 Years

B.Com., Cost & Works Accounting

**Work Experience** : Research Associate, 22 Months

**Vcustomers India Pvt Ltd., WNS**

**Summer Project** : Financial ERP Stabilisation, Designing SOPs, Management reports & dashboards, Designing a Financial model with 10 years projection capability, Helping in project finance & capital budgeting

**Citrus Group of Hotels, Mumbai**

**Minor** : Operations

**SPARSH GOEL** 23 Years  
B. Com., Finance  
**Summer Project** : Analysis of factors leading to currency  
movements & fluctuation  
**Allahabad Bank, Mumbai**  
**Minor** : Marketing

**SIDHARTHA BARIK** 24 Years  
B.Tech, Agricultural  
**Work Experience** : 3 months,  
**Netafim Irrigation India Pvt Ltd**  
**Summer Project** : Technical Analysis of Indian Stock  
Market **Vedic Consultancy and Research Group,**  
**Ahemdabad**  
**Minor** : Operations



▲ **SUMIT GOLCHHA** 24 Years  
B.Com, Accountancy  
**Summer Project** : Scope of finance in Leather Industry  
**State Bank of India, Kolkata**  
**Minor** : Marketing

▲ **SRENU RONANKI** 23 Years  
B.Tech., Electrical & Electronics  
**Summer Project** : A study on corporate treasury  
management **UB Engineering Ltd, Pune**  
**Minor** : Marketing



**SUPRIYA BIKKINA** 23 Years  
B.Com., Accounting & Finance  
**Work Experience** : Audit Assistant, 4 months,  
**Sriramamurthy & Co, Chartered Accountants**  
**Summer Project** : Depository Receipts issuance process  
for Indian Companies  
**Royal Bank of Scotland, Mumbai**  
**Minor** : Marketing

**TEJAS PRABHU** 27 Years BMS, M.Com.  
**Work Experience** : Sr. HR Consultant, 24 Months,  
**Analage Infotech Pvt. Ltd.**  
**Summer Project** : Framework of SME Listing  
**National Stock Exchange, Mumbai**  
**Minor** : Marketing



▲ **TEENA WASAN** 23 Years, BBA  
: **Summer Project** : Dynamics of Savings Deposits in Banks in  
: India **Reserve Bank of India, Mumbai**  
: **Minor** : Marketing

▲ **UMA KUMARI AGARWAL** 25 Years,  
: B.Sc, Physics  
: **Summer Project** : Corporate Bond Market – A new  
: development in India  
: **IDBI Bank Ltd, Mumbai**  
: **Minor** : Marketing

**VIKAS JAIN** 21 Years

B.Com., Finance

**Summer Project** : Preparation of the Information Memorandum(IM) and Credit Monitoring Arrangement(CMA) **Aigis Capital, New Delhi**

**Minor** : Marketing



▲ **VIKRAM.S** 23 Years

B.Com., Finance

**Work Experience** : Student Counsellor, 12 Months, T.I.M.E

**Summer Project** : Debt management of a country, Debt management performance assessment of India, Debt sustainability analysis **Reserve Bank of India (RBI)**

**Minor** : Marketing

▲ **VINAY MADAN** 23 Years

B.Com., Business Administration

**Work Experience** : Trainee Business Development, 5 Months, **OTS Solutions Pvt Ltd.**

**Summer Project** : Feasibility study of iron ore (pig iron) contracts in Indian commodity market

**ICEX (Indiabulls), Mumbai**

**Minor** : Marketing

**YASMIN RASSIWALA** 22 Years

B.Com., Finance

**Summer Project** : VAT structure analysis **Godrej Ltd.**

**Minor** : Marketing



▲ **SATISH PRAKASH SHINDE** 24 Years

B.E., Electronics and Telecommunication

**Summer Project** : Value Enhancement for client companies through Inorganic Growth (M&A) and Capital Markets (Reverse Merger, Open Offer, IPO)

**Fusion Advisors Pvt. Ltd., Mumbai Central**

**Minor** : Marketing

▲ **YASH AHUJA** 22 Years

B.Com., Commerce

**Summer Project** : Formulation of marketing strategy and financial planning for US based Woodstream

Corporation **Wadhawan Holdings Pvt. Ltd. Mumbai**

**Minor** : Marketing

**VINEET AGRAWAL** 25 Years  
B.E., Computers  
**Work Experience** : 22 months, **Syntel Ltd.**  
**Summer Project** : Analytical Study of Mutual Funds  
**Godrej & Boyce Mfg Co Ltd**  
**Minor** : Marketing

**MOHD. AHMAD ANSARI** 27 Years B. Tech  
**Work Experience** : Lalru Punjab Officer Analysis of flow  
of cash and funds in Projects  
**Nahar Industrial Enterprises Ltd.**  
**Summer Project** : Project assigned **Angel Broking**  
**Minor** : Marketing



▲ **LALIT BAFNA** 23 Years  
B-Com., Finance  
**Summer Project** : Ananlysing various technical  
indicators for systems trading.  
**Edelweiss Securities Ltd- Mumbai**  
**Minor** : Marketing

▲ **ASHUTOSH SHIVALING KODULE** 25 Years  
B.E., Mechanical  
**Summer Project** : Analysis of the Financial Performance  
of TATA Motors in FY2010 and preparing a report of the  
same for investors.  
**First Global Securities Ltd. Navi Mumbai**  
**Minor** : Operations



**PRADYUMNA MISHRA** 27 Years

B.Tech., Computer Science

**Work Experience** : Service Delivery Engg, 36 Months,  
**Reliance Communications**

**Summer Project** : To understand and measure financial  
performance,financing of MTIL and its subsidiaries

**Micro Technologies India Ltd**

**Minor** : Marketing

**PRASUN MISRA** 27 Years

B. Tech, IT

**Work Experience** : 24 Months, TCS

**Summer Project** : Service And Credit Management In

**Union Bank Of India.**

**Minor** : IT



▲ **SRAVYA KAMMA** 25 Years

B.E., Electrical and Electronics

**Work Experience** : Programmer Analyst, 22 Months,  
**Cognizant Technology Solutions**

**Summer Project** : Study of credit appraisal techniques

**IDBI, Hyberabad**

**Minor** : Marketing

▲ **ANKIT JOSHI** 21 Years

B.M.S., Finance

**Summer Project** : Benchmarking and Indirect Tax  
(learning about the C forms and various issues involved  
in it) **RPG (Raychem RPG), Mumbai**

**Minor** : Marketing

# Operations Electives



## Term IV (operations And Supply Chain Management )

Major : Compulsory 3 , Elective 1

### Compulsory

1. Project Management
2. Service Operations Management
3. Supply Chain Management

### Electives :

1. Total Quality Management
2. Erp And Bpr

### Minor

1. Supply Chain Management
2. Service Operation Management

## Term V (Operations And Supply Chain Management)

Major: Compulsory 3, Elective 1

### Compulsory:

- 1 Bpo And Crm
- 2 Technology Management And E-business
- 3 Strategic Sourcing

### Electives:

- 1 Logistics Management
- 2 Financial Services Management

### Minor:

- 1 Bpo And Crm
- 2 Technology Management And E-business

**MUKESH KUMAR SINGH** 25 Years

B.Tech, Electrical & Electronics Engg.

**Summer Project** : To study the existing supply chain of Tata Precision Tubes and identify the constraints in the production for better delivery compliance to market.

**TATA Steel**

**Minor** : Marketing

**ABHISHEK RANJAN** 25 Years

BE, Mechanical

**Work Experience** : Engineer PLM Services, 33 Months,  
**Geometric Software Ltd.**

**Summer Project** : Optimization of the coastal movement of oil tankers by using Operation Research Techniques

**Ibharat Petroleum Corporation Ltd., Mumbai**

**Minor** : Marketing



▲ **RESHU MATHUR** 25 Years

B.E., Computer Science & Engineering

**Work Experience** : Astt. Marketing Manager, 18 Months,  
**PT Education IBM India Pvt Ltd**

**Summer Project** : To develop a framework for Customer Segmentation, based on different customer attributes , for Third Party Logistics provider company

**Tata Consultancy Services Ltd, Mumbai**

**Minor** : Marketing

▲ **BANI DUBEY** 23 Years

B.Sc, Chemistry

**Summer Project** : To study the existing supply chain of Enaltec Labs and identify the constraints in the production. **Enaltec Labs Pvt Ltd. Mumbai**

**Minor** : Marketing

**SOUMYAKANTI SAMANTA** 24 Years  
B.E., Production  
**Summer Project** : Coastal tanker movement  
optimization **BPCL, Cuffe Parade, Maker Towers**  
**Minor** : Marketing

**ARVIND K** 24 Years  
B.E., Mechanical  
**Work Experience** : Tech. Support officer &Software  
Engineer/trainee 5 Months & 6 Months  
**HCL Tech. Ltd & Infosys Tech Ltd.**  
**Summer Project** : Brand establishment and potential  
market Analysis for Turf maintenance equipments in  
South India region **Grass Blades Pvt. Ltd Navi  
Mumbai**  
**Minor** : Marketing



▲ **SARFARAJ RAHMAN** 25 Years  
B.E., Mechanical  
**Summer Project** : Optimisation of coastal tanker  
movement **Bharat petroleum corporation limited,  
Mumbai**  
**Minor** : Marketing

▲ **SHRIKANT NICHAT** 23 Years  
B.E, Computer Science.  
**Summer Project** : Research on customer relation,  
internal employee opinion and overall operation  
**OEC Record Management, UP Warehouse, Mumbai**  
**Minor** : Marketing



**SWATI KADAM** 24 Years

B.E, Computer Technology

**Summer Project** : Study and implement simulation model for various planning issues in supply chain

**TCS, Mumbai**

**Minor** : Marketing



▲ **PRAGYA RAI** 23 Years

B.Sc, Biology

**Summer Project** : To study the existing supply chain of Enaltec Labs and identify the constraints in the production. **Enaltec Labs Pvt Ltd., Mumbai**

**Minor** : Marketing

▲ **UJJVALKUMAR M PATEL** 24 Years

B.E., Mechanical

**Work Experience** : Technical Associate, 22 Months, **Tech Mahindra Ltd, Pune**

**Summer Project** : Coastal Tanker Movement Optimization **Bharat Petroleum Corporation Ltd, Mumbai**

**Minor** : Marketing

# Placement Team



**Pankaj Kumar**  
**Group Manager - Corporate Relations**  
 Mobile: 0 9320014244  
 Email: pankaj@itm.edu

ITM Business School has a full -service Placement Team whose purpose is to provide an efficient, professional and productive environment for both companies and ITM Business School students in their efforts to find the perfect Person-Position fit.

The Placement Team offers a broad range of expertise, services, programs and resources to assist students with their career development and job search.

The Placement Team is fully equipped to handle presentations, Pre-placement talks, Group Discussions and all types of Interview sessions. Our facilities include well equipped, air-conditioned seminar halls and conference rooms wired for audio, video and internet, in addition to dedicated interview cabins. Laptop computers, LCD projectors and Over Head Projectors are also available on demand.

In addition, our dedicated placement team will handle the entire process and all paperwork related to your recruitment activity at ITM Business School.

## PLACEMENT PROCESS

The Placement Process comprises of the following activities:

### Pre - Placement Talks

The Pre Placement Talks commence in August and are planned to go on in tandem with the academic calendar and mutual convenience of recruiters. The Pre-Placement Talks would entail a presentation by the company to appraise students about the organization, job requirements and job profiles offered. The recruiters can also gain an insight into the students' expectations.

FAQ's from students  
 Organization profile,  
 Its performance and growth  
 Organizational culture  
 Possible opportunities with your company  
 Career opportunities and Growth  
 An overview of the job profile  
 Recruiters desired profile format  
 Compensation Details

FAQ's from Placement Team  
 Job Descriptions, Job Specifications/Roles  
 Profile Format  
 Interview and Selection Process  
 Feasible Dates for conducting Interviews.  
 Company's expectations / support required from  
 Placement Team/ ITM Business School

This enables a student to evaluate his/her own interest in the company and thus identify an appropriate fit, both for summer and final placements.



**Prof. Arunkumar Saxena**  
Asst. Professor  
9820521596  
arunkumars@itm.edu



**Ms Supriya**  
Placement Executive  
9819817289  
supriyab@itm.edu



**Ms Gayatri Sonalkar**  
Placement Executive  
9867938829  
gayatris@itm.edu



# Recruiters

---

3M INDIA INDIA LTD  
 AC NIELSEN BASES  
 ADANI GROUP  
 ADITYA BIRLA MONEY LTD  
 ADVENTITY  
 AERO CLUB ( WOODLAND INDIA )  
 AIRCEL LTD  
 ALCATEL LUCENT  
 ALLIED DIGITAL SERVICES LTD  
 AMERICAN EXPRESS SERVICES INDIA LTD  
 AMROP INTERNATIONAL LTD  
 ANDHRA BANK LTD  
 APOLLO MUNICH  
 ASIAN PAINTS LTD  
 ASIAN PPG  
 AT HOME – DIVISION OF NEEL KAMAL PLASTICS  
 AVALON GLOBAL RESEARCH  
 AVON BEAUTY PRODUCTS INDIA LTD  
 AVON CORPORATION LTD  
 AXIS BANK  
 BAJAJ ALLIANZ INSURANCE LTD  
 BALAJI TELEFILMS LTD  
 BANK OF AMERICA  
 BANK OF BAHRAIN & KUWAIT  
 BANK OF BARODA  
 BANK OF NEWYORK  
 BARCLAYS BANK PLC  
 BEANS & INTELLECT LTD  
 BENNETT COLEMAN & CO.. LTD  
 BHARTI AIRTEL LTD  
 BHARTI AXA GENERAL INSURANCE LTD  
 BIRLA SUNLIFE ASSET MANAGEMENT COMPANY LTD  
 BRITT WORLD WIDE  
 BSE INDIA  
 CAFE COFFEE DAY  
 CAMLIN LTD  
 CAPGEMINI INDIA  
 CAPITAL FOODS  
 CHOLAMANDALAM DBS FINANCE LTD  
 CIPLA LTD  
 CITI BANK N. A.  
 CMIE

CONJOIN SOLUTIONS PVT LTD.  
 CREDENCE ANALYTICS ( I ) PVT. LTD  
 CROWN WORLDWIDE MOVERS PVT LTD  
 DALMIA SECURITIES PVT. LTD  
 DARASHAW & COMPANY PVT. LTD  
 DELLOITE CONSULTING INDIA PVT. LTD  
 DEUTSCHE BANK AG  
 DEVELOPMENT CREDIT BANK LTD  
 DIESEL – A TATA ENTERPRISE  
 DILIGENT MEDIA CORPORATION LTD , DNA WING  
 DOW CORNING INDIA PVT. LTD  
 DRAFTFCB ULKA  
 DUN & BRADSTREET INFORMATION SERVICES INDIA PVT LTD  
 EDELWEISS CAPITAL LTD  
 ELI LILLY AND COMPANY INDIA PVT LTD.  
 EMA PARTNERS INDIA PVT LTD  
 ENIL – RADIO MIRCHI  
 ERNST & YOUNG PVT LTD  
 EUREKA FORBES LTD  
 EZEEGO ONE TRAVELS & TOURS LTD  
 FEDEX INDIA  
 FINESTA - DCM SHRIRAM GROUP  
 FIREPRO SOLUTIONS LTD  
 FIRST SOURCE LTD  
 FUTURE GENERAL INSURANCE  
 GITANJALI GEMS LTD  
 GODREJ & BOYCE MANUFACTURING CO. LTD  
 GOOGLE  
 GROHE INDIA PVT. LTD  
 GTL LTD  
 HANSA RESEARCH PVT LTD  
 HCL INFOSYSTEM LTD  
 HDFC AMC LTD  
 HDFC BANK LTD  
 HDIL LTD  
 HELIX TECHNOLOGY SOLUTIONS  
 HINDALCO  
 HINDUSTAN COCO COLA BEVERAGES PVT LTD  
 HSBC LTD  
 HT MEDIA LTD  
 HYPERCITY RETAIL INDIA LTD  
 I MARITIME CONSULTANCY PVT LTD



ICICI PRUDENTIAL LIFE INSURANCE CO. LTD  
ICICI SECURITIES LTD  
ICRA ONLINE LTD  
IDBI BANK LTD  
IDEA CELLULAR LTD  
INDIABULLS REAL ESTATE LTD  
INDIABULLS SECURITIES LTD  
INFO EDGE INDIA LTD  
INGRAM MICRO INDIA LTD  
INSYNC ANALYTICS INDIA PVT LTD  
INTENSE TECHNOLOGY LTD  
ISB HYDERABAD  
JETKING INFOTRAIN PVT LTD  
JOHNSON CONTROLS INDIA PVT LTD  
JP MORGAN SERVICES INDIA PVT LTD  
JSW LTD  
JULIET APPARELS LTD  
K SERA SERA LTD  
KALPTARU POWER TRANSMISSION LTD  
KALPTARU REAL ESTATE LTD  
KOTAK LIFE INSURANCE LTD  
KPMG  
LARSEN & TOUBRO INFOTECH LTD  
LEXI PVT LTD  
MAHINDRA FINANCE LTD  
MAHINDRA HOLIDAYS & RESORTS INDIA LTD.  
MAJOR BRAND PVT LTD  
MALAYALA MANORAMA  
MATRIX CELLULAR INT. SER. PVT LTD  
MF GLOBAL SECURITIES PVT LTD  
MORNING STAR INDIA PVT LTD  
MUDRA COMMUNICATIONS PVT LTD  
NARANG HOSPITALITY SERVICES PVT LTD  
NEELKAMAL LTD  
NEXT RETAIL INDIA LTD  
NOMURA SERVICES INDIA PVT LTD  
NORTH BRIDGE CAPITAL INDIA LTD  
NYK LINE INDIA LTD  
OFFICE PLANET INDIA PVT LTD  
OIL FIELD WAREHOUSE & SERVICES PVT LTD  
ORACLE FINANCIAL TECHNOLOGY LTD  
PANTALOON RETAIL INDIA LTD  
PARLE AGRO FOODS LTD  
PERFECT RELATIONS  
PIRAMAL HEALTHCARE LTD  
PLANET M  
PRAXIS TECHNOLOGIES  
PROSELL SERVICES  
QUANTUM AMC PVT. LTD  
RECKITT BENCKISER INDIA LTD

REDINGTON INDIA LTD  
RELIANCE COMMUNICATIONS LTD  
RELIANCE CAPITAL LTD  
RELIANCE GENERAL INSURANCE LTD  
RELIANCE LIFE INSURANCE COMPANY LTD  
RELIANCE MONEY LTD  
RELIANCE MUTUAL FUND  
RELIANCE RETAIL LTD  
RSM ASTUTE CONSULTING PVT LTD  
SAHARA AMC PVT. LTD  
SBI GENERAL INSURANCE LTD  
SELECT EMA CONSULTING INDIA PVT LTD  
SFC COST MANAGEMENT COMPANY  
SHARP BUSINESS SYSTEMS INDIA LTD  
SIEMENS INFORMATION SYSTEMS LTD  
SIYARAM SILK MILLS LTD  
STANDARD CHARTERED BANK  
STAPLES FUTURE OFFICE PRODUCTS PVT LTD  
STATE BANK OF INDIA  
TATA AIG LIFE INSURANCE CO. LTD  
TATA AUTO COMPONENT LTD  
TATA COMMUNICATION LTD  
TATA CONSULTING SERVICES LTD  
TATA HOUSING DEVELOPMENT CORPORATION LTD  
TATA TELESERVICES LTD  
THE MOBILE STORE  
THE SOUTH INDIAN BANK LTD  
THOMAS ASSESTMENTS PVT LTD.  
TIMES BUSINESS SOLUTIONS LTD  
TRANSPARENT VALUE PVT LTD  
TRIDENT HOTEL  
TV TODAY NETWORK LTD  
VALEO MINDA ELECTRICAL SYSTEMS INDIA PVT LTD  
VENETOR SEARCH PARTNERS PVT LTD  
VIDEOCON INTERNATIONAL LTD  
VIDYUT METALLICS PVT LTD  
VIRGIN MOBILE INDIA  
VISION BEYOND RESOURCES INDIA PVT LTD  
VITO INDIA ADVISORS  
VODAFONE ESSAR LTD  
VOLKSWAGEN GROUP SALES INDIA PVT. LTD  
WADHWAN HOLDINGS PVT LTD  
WIPRO BPO  
WIPRO LTD  
WIPRO TECHNOLOGY LTD  
YL E SERVICES PVT LTD  
ZENITH INFOTECH LTD  
ZICOM ELECTRONIC SECURITY SYSTEMS LTD  
ZTE TELECOM INDIA PVT LTD  
ZUVENTUS HEALTHCARE LTD  
ZYCUS INFOTECH PVT. LTD

## INDUSTRY INTERFACE & INTERACTION AT ITM , NAVI MUMBAI

### ITM – Center for Supply Chain and Logistics Research (CSCLR)

#### Mission

“ To encourage the research in supply chain and logistics management amongst academicians and industry practitioners and integration of the research into the graduate programs in Supply Chain Management at the ITM Business School “

The research will provide a continuous flow of new information that will be introduced in the curriculum in order to ensure that the Supply Chain Management graduates have the latest information in the field as they transition into the workforce. The research work at CSCLR will disseminate its research work in a series of published books, periodicals and academic research articles. Finally, CSCLR has a major goal of providing executive education in this field through a variety of learning sessions like Certification Programmes , Degree Programmes and Management Development Programmes in Supply Chain and Logistics Management. These programmes emphasize hands-on learning experiences with software applications in addition to business simulations. SUPPLY CHAIN MANAGEMENT COLLOQUIUM (SCM) – (JANUARY 2011) ITM Business School, Navi Mumbai presents a forum to the participants in one day SCM Colloquium 2011, where professionals and academicians learn the multiple facets of supply chain management. In this colloquium SCM practices of Consumer Durables, Engineering, Petroleum, FMCG, Courier, Pharmaceutical, Retail and Logistics industries will be the topics for discussion.

For further details please contact : [vsople@itm.edu](mailto:vsople@itm.edu)

### INTERNATIONAL CONFERENCE ON SERVICE QUALITY MANAGEMENT (AUGUST – 2011)

The aim of the International Conference on Quality Management practices jointly hosted by ITM & NCQM is to bring all the practitioners and academicians for sharing of knowledge and best practices to achieve excellence. The conference, focusing on the vital subject of Quality Management and its application to provide the vital competitive edge in the current ruthless competition, has received wide acceptability worldwide. The contents of these proceedings published in hard as well as soft copies are expected to provide an excellent reference and text book material for promoting Quality Values among a wide cross section of organizations, both in India and abroad. Corporate presentations and panel discussion on the Future of quality management practices are the highlights of the 2 day international event. Leading corporates like L&T, TCS, BHEL, Grasim Ind, Moserbaer, Patni, BVQI along with experts from IITs, NITs, BITS presents papers/case studies. An exhibition featuring books and journals on Quality Management and related topics was another highlight of our earlier successful & industry acclaimed conferences held in Aug,2007 and Feb,2009.

For further details please contact : [murtybvr@itm.edu](mailto:murtybvr@itm.edu)

### ITM CSR - NGO PROJECT – (January 2011)

"Diversity makes for a rich tapestry. We must understand that all the threads of the tapestry are equal in value, no matter their colour; equal in importance no matter their texture." *Maya Angelou*

The social development and economic development of a country begins from self development . This is possible through a sacred sense of duty to serve needy people. ITM Business School realized that the upliftment and stunning progressive direction of the underdeveloped sections of India depends on active participation and willing cooperation of the young generation through self help organizations and voluntary agencies. In this endeavour, role of NGOs is very crucial.

ITM has included NGO project as compulsory part of academic curriculum in the constitution of CSI committee. Started in 2007, NGO project has been portraying marvellous progress and stimulating sense of social service in the students. This effort will help to the students to become a manager in true sense. Since the beginning, ITM has been associated with many renowned NGOs like HelpAge India, Indian Red Cross Society, National Association for Blind, ISKON Food Relief Foundation and many others. These NGOs are working in several fields like organizing rural poor, health awareness, women empowerment, child welfare and education etc. These NGOs have taught students of ITM, "The best way to find yourself is to lose yourself in the service of others." (MK Gandhi)

### **ITM - Center For Management Development (CMD)**

The objective of CMD is to improve management systems and practices in India and other countries in South Asian Region by providing relevant training to the executives of different sectors of the economy operating at different levels in the organizational hierarchy.

CMD combines the art and science of delivering effective solutions to organizations. We have a efficient team of professionals who offer consulting and training services to Corporates, NGOs and Educational Institutions.

The Center For Management Development is actively involved in all functional areas of management field .CMD accepts requests from organizations for conducting customized training programs for their executives at different levels, and offers unique programs to suit the business and developmental needs of client organizations. Standard Modules from regular CMD are also combined and adapted, wherever necessary, to suit the requirements of client organizations.

**For further details please contact : [mdp@itm.edu](mailto:mdp@itm.edu)**

### **ITM - DEVELOPING RESPONSIBLE CORPORATE CITIZEN ( DRCC )**

This initiative basically has been taken to engage students in organizing and managing various course curricular , extra curricular and co-course activities by joining various UTKARSH ( Unleashing The Knowledge and Reaching to Starry Heights ) committees. The exercise essentially helps them " Learning Management by doing" strengthen their emotional and Intellectual quotient which in turn will mould them to become good value driven responsible corporate citizens. Guest Lectures . Business Simulation Labs, Quiz , Business plan , Industry visit ,Cultural activities , Sports Activities .Alumni interface etc are the various activities covered under this.

### **ITM – NATIONAL HR CONFERENCE ( December – 2010 )**

ITM has been organizing multitudinous Regional and National Level HR conferences. The purpose of holding these conferences' is to strategically augment the skills and competencies of HR professionals through sharing knowledge and experience and thereby helping organizations to carve out the competitive edge that will help them respond to the highly dynamic current business environment. These conferences become a platform for active industry-academia interactions for exchanging various perspectives. The invited speakers help enrich the experience of the participants and encourage them to explore new avenues in the field of HR.

Today, as companies are demanding excellence from their HR functions due to the fast paced competitive business environment and while in their attempt to achieve so, most organizations are struggling to retain their talent pool– their Human Capital. Keeping this in mind, this year we, ITMites are proud to be an instrument of Business excellence, as we organize the "7th National HR Conference" on 18th December 2010 on the theme "Business Excellence through innovative Human Resource Practices"

**For more details please contact : [hrc@itm.edu](mailto:hrc@itm.edu)**









ITM Business School, Navi Mumbai Campus



ITM TRUST

## Institute For Technology & Management

Plot 25/26, Institutional Area, Sector - 4,  
Kharghar East, **Navi Mumbai** - 410210

Tel: : 022 65165001/ 32985592

Fax : 022 27580950

Website : [www.itm.edu](http://www.itm.edu)

e-mail : [placements@itm.edu](mailto:placements@itm.edu)

