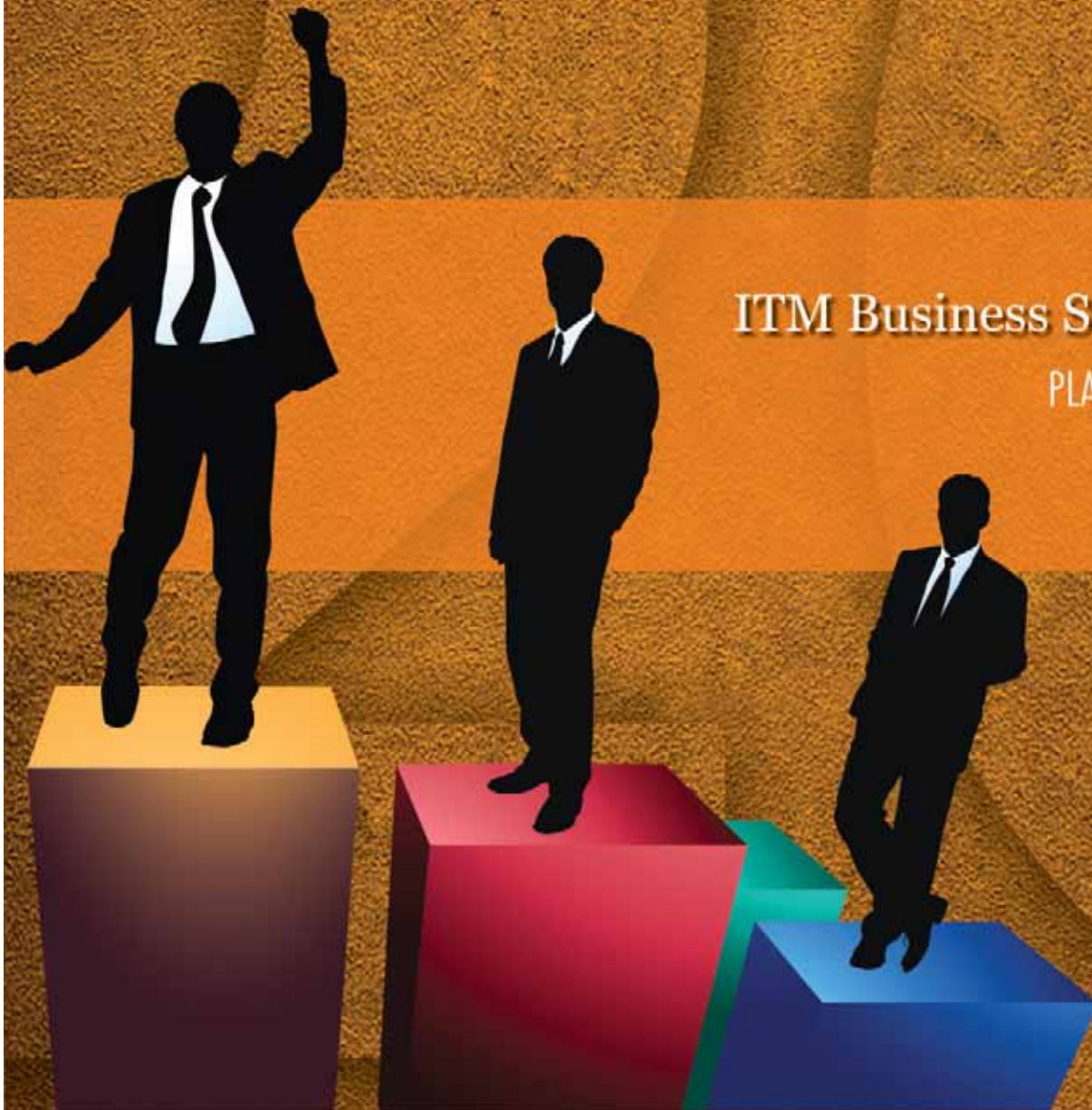




Institute for Technology and Management

ITM Business School - Navi Mumbai  
PLACEMENT CATALOGUE 2011-12

Lateral Profiles  
FINANCE MARKETING OPERATIONS



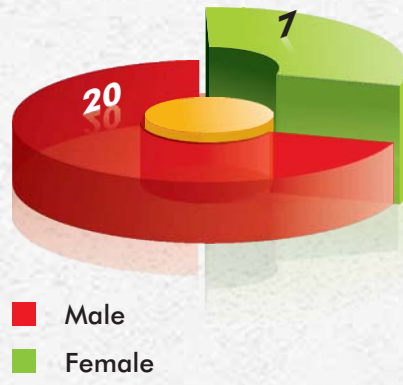


### Lateral Pool at Campus

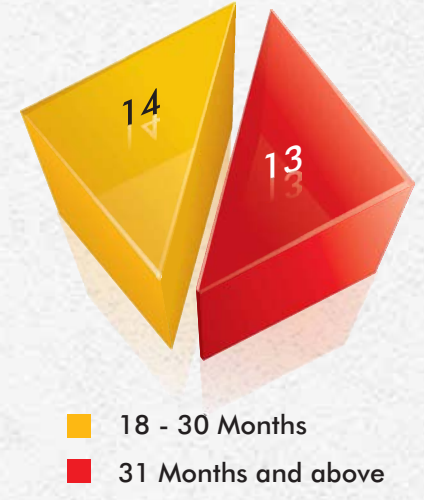
- ⌘ Resource Pool of 27 candidates from different parts of the country.
- ⌘ Professional experience ranging from 18 – 75 months. The profiles in the brochure are arranged in descending order in terms of no. of months in experience. The 1st 13 candidates are classified in the category of “31 months and above” and the remaining 14 candidates are classified in the category of “18 – 30 months”
- ⌘ 65% of the candidates are specializing in Finance, 27% in Marketing and the rests in Operation.
- ⌘ 63% of our candidates have full time work experience in IT/ITES, Manufacturing and BFSI sector.
- ⌘ 59% of our candidates have done their Internship in BFSI, Manufacturing and Telecom sector.

PGDM  
LATERAL  
BATCH 2010 -12

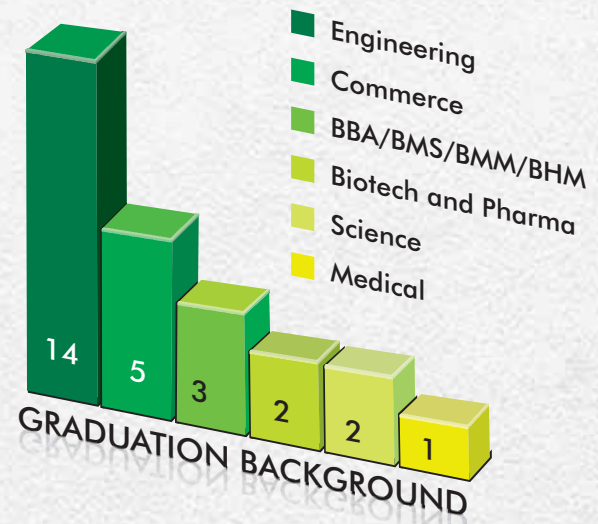
Gender Break up



Work Experience in Months



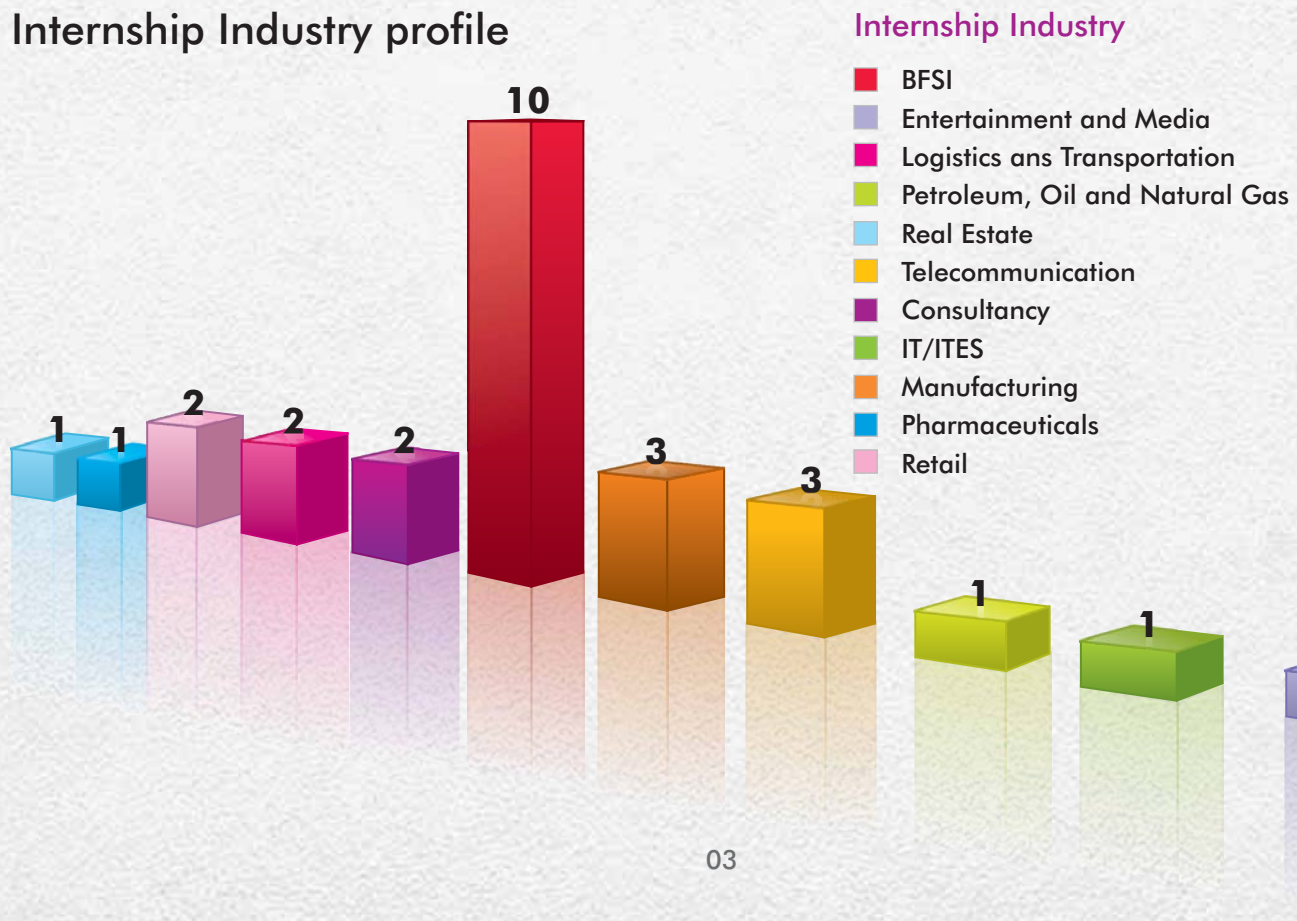
Major Specialization



## Full Time Experience Industry profile



## Internship Industry profile



Companies where Laterals have worked

Companies where Laterals have interned



## STUDENT PROFILES

**Deepak Gour**  
28 years

Aspiring to work in a professional and competitive environment where growth opportunities exist and use knowledge and expertise in the field of Finance that can add value to the organization.

Being with the project management aspect of the engineering industry for 5 yrs I am proficient at project coordination, planning, scheduling, client & vendor management and team building.

**Major in Finance**

**Internship in Birla Sunlife Insurance Company Limited, Mumbai**

**Project:** Analysis of BSL Mid-Cap Mutual Fund

**Qualification:** B Com (Accounts)

**Last Employer:** Chemtex Global Engineers Private Limited

**Total Experience:** 6 years 3 months

**Minor:** Marketing

**31 Months and above category**

### **Awards and Leadership**

- ? Managed a team of 50 Engineers from various departments at Bombay Dyeing Manufacturing Company Limited (BDMC) for set up of a polyester plant (Contract value Rs. 550 Cr).
- ? Managed and coordinated a team of 40 Engineers for 4 Projects. (Company – Chemtex Global Engineers Private Limited (CGEPL), Client - Alok Industries Limited)
- ? Led a team of 4 in managing the recruitment process for Horizon HR Services.

### **Core Competencies and Skill sets**

- ? Leading a team of people has given me interpersonal skills and a flare for team building.
- ? Action Management: Being a Project Coordinator has enabled me to identify and hone my skill of quick decision making with the proper planning of further sequence of events
- ? Client & Relationship Management: Early on, and repeatedly thereafter, I have been entrusted with Client Interaction and Relationship development.
- ? Multitasking: Due manpower shortage in the procurement department, I was assigned a completely new role & was able to handle it successfully.
- ? Knowledge of Engineering Industry: An experience of 5yrs in engineering industry gave me a good understanding of the working of this industry.

### **Key Performance Indicators**

- ? CGEPL offered the post Project Coordinator based on my performance & contribution in the Project “550TPD PTA Project” as a part of completion of 3 yrs project with BDMC.
- ? Assisted with Planning and tracking of schedule, Manpower, Shipments, Engineering and Construction activity on a daily, weekly and monthly basis.
- ? Assisted the engineers in “verification of the detailed monthly Running bills & Final bills”, generated on site by 7 contractors.

### **Other Achievements**

- ? Was part of 5 successful Polyester Projects with BDMC & CGEPL.
- ? Got appreciation & recommendation from all the associates I worked with in my career.



## STUDENT PROFILES

**Kartik Anantharaman**  
28 years

Desire to excel in Corporate banking, Trade Finance, Compliance and Corporate finance domains apart from being open to considering other areas.  
4.6 years in Banking sector with expertise in Trade services, Foreign exchange, SME lending, Deposit mobilization and Corporate relationship management.

**Major in Finance**

**Internship in Deutsche Bank AG, Mumbai**

**Project:** E-Banking platform for Trade services. Currently working on Letter of Credit Bill Discounting documentation.

**Qualification:** BMS (Marketing)

**Last Employer:** The Royal Bank of Scotland NV

**Total Experience:** 6 years

**Minor:** Marketing

**31 Months and above category**

### Awards and Leadership

- ? 1 among 40 employees in Business Banking, India (Company - ABN Amro Bank NV) that was awarded a "certificate of excellence" and an international trip to Malaysia. (Contest - Xtreme Challenge, Theme - Incremental business on Trade and Foreign exchange)
- ? 1 among 30 employees in Business Banking, Mumbai (Company - ICICI Bank Limited) that was awarded a "certificate of appreciation" (Contest - Big Deposit 2, Theme - Fixed Deposits).
- ? Promoted in January 2008 to Assistant Manager (Company - ABN Amro Bank NV) with the highest hike (40%) in compensation. (Business unit - Business Banking)
- ? Received a 14% hike in compensation - mid year appraisal process. (Company - ABN Amro Bank NV)
- ? 1 of the chosen members in the task force of 4 to liaise with prospective Developers and Brokers on the redevelopment proposal of the society premises. (Society - Chembur KumKum CHS)
- ? Handling the internal processes and procedures pertaining to internships and final placements of 2010-12 batch, as Team lead in the Placement cell at ITM, Navi Mumbai.

### Core Competencies and Skill sets

- ? Displayed good communication skills both written and verbal through the roles of Class representative in the 1st year and Team Lead in Placements at ITM Navi Mumbai.
- ? Interpersonal skills and ability to influence people - involved in business development in the professional tenure, managed corporate relationships of approx. 150 clients and liaised with internal teams.
- ? Command over financial analysis - worked as specialist in sourcing cases for secured and unsecured SME lending. (Average ticket size - Rs. 5 Mn, Company - ICICI Bank Limited)
- ? Product sales specialist in Trade & Foreign exchange playing the role of a solution provider to the sales and service teams, conducting local promotions with industry associations apart from generating revenues. (Yearly revenues - Rs. 20.0 Mn approx., Company - ABN Amro Bank NV)

### Key Performance Indicators

- ? Hands on core banking experience. Dealt with Cash management services, SME lending (secured & unsecured), Fixed deposits, Trade, Foreign exchange & Treasury products.
- ? Trainer and advisor on Trade and Foreign exchange, SME lending and Regulatory guidelines as conducted product and process related training programs for sales and service teams.
- ? Possess good temperament with commitment and loyalty to the assigned task - received a rating of 3/5 and 2/5 in ICICI Bank Limited and 3/5 and 4/5 in ABN Amro Bank NV.

### Other Achievements

- ? Awarded participation certificates on corporate training programs in Communication skills, Personal effectiveness, Sales sigma and Personality development.



## STUDENT PROFILES

**Naushad Kuasar**  
33 years

Work for a professional organization and have career advancement through large efforts and innovative work techniques.

5.6 yrs experience in hospitals as a Physiotherapist across departments like Physiotherapy OPD, Orthopedic, Neurology, Cardiology, Surgery, pediatric, ICU, NICU, etc

**Major in Marketing**

**Internship in Prana PR Private Limited**

**Project:** To Explore Newer Market for Cheeny cum – an Online & Mobile Service Offering For Diabetic Management.

**Qualification:** BPT, MPT

**Last Employer:** Sunflag Hospital & Research Center

**Total Experience:** 5.6 years

**Minor:** Finance

**31 Months and above category**

### **Awards and Leadership**

- ? Developed the team with training and proper guidance, the team improved its individual performance which also helped the hospital Business to improve
- ? Promoted as Sr. Physiotherapist within a span of two months in Sunflag hospital & Research center.

### **Core Competencies and Skill sets**

- ? Well trained to handle pressure. worked at Garg Hospital, Delhi as a Physiotherapist across departments like Orthopedic, Neurology, Cardiology, Surgery, ICU, NICU, etc
- ? Team Leadership and Mentoring to develop the individual performance- headed the Physiotherapy department at Sunflag hospital & research centre.
- ? Handle training in stress management.
- ? Analytical skills- 5 yrs. Experience in patient history analysis and predicting the mode of treatment based on analysis.
- ? Skills to handle multiple teams simultaneously because I was the Head of my department.

### **Key Performance Indicators**

- ? Organizer and active participant of various camp, health camps in various locations.
- ? Handled multiple teams simultaneously as Head of the department, Physiotherapy.
- ? Worked on improvising and upgrading Physiotherapy equipment, department.
- ? Suggested and successfully implemented innovative design and state-of-the-art technology to the top management which in turn improved operational efficiencies, profit margins, and employee morale.
- ? Good at multitasking - As HOD worked on various profiles, treatment of patient, teaching, supervising, even management.

### **Other Achievements**

- ? Member of NCC (National Cadet Corps) and also attained a Certificate of successful clearance.
- ? Organized and conducted various NCC Camps.
- ? Spearheaded many domestic & global blood donation camps.
- ? Organized and participated in various medical camps at different locations.



## STUDENT PROFILES

**Rakesh Ranjan**  
27 years

I look up to grow in organization with my proficiency in Equity Research, financial modeling and Corporate Finance, to accept any kind of challenges and learn with every new opportunity.

4.5 years of experience with Textile industry including Jayashree Textile, a unit of Aditya Birla Nuvo Ltd. as an Assistant Technical Officer (46 months) and Bholanath International Ltd. as a Graduate Engineer Trainee (6 months).

### **Major in Finance Internship in ONGC**

**Project:** Financial Feasibility Test of a live project worth Rs. 900 Cr and study of Budgeting Process of ONGC Uran Plant (Project Financing)

**Qualification:** B Tech (Textiles)

**Last Employer:** Aditya Birla Nuvo Limited

**Total Experience:** 4.5 years

**Minor:** Marketing

**31 Months and above category**

### **Awards and Leadership**

- ? Winner of a national level Business Plan organized by NEN in February 2011.
- ? Awarded "BEST TEAM LEADER" for improving efficiency of "Wool Combing dept." up to 95% while handing a team of 75 people. Company- Aditya Birla Nuvo Ltd. (January 2007).
- ? Awarded "Best summer project" in Engineering with M.A.Majeed & Bros. Project Name - Identifying the area for minimizing the cost and improving production capacity. Result - 1.5% cost reduction and 15% increase in production in 6 Week industrial training in 2004.
- ? Organized an event "Investomania" as E-cell coordinator in L'avenir 2011.

### **Core Competencies and Skill sets**

- ? Capability to understand and apply Global Economics to Financial Decision making.
- ? Ability to analyze the Equities from Fundamental and Technical Analysis perspective.

### **Key Performance Indicators -**

- ? Worked with Aditya Birla Nuvo Ltd. as an Assistant Technical Officer in operation.
- ? Experience of independently handling production shift with 75 people.
- ? Hands on experience in Production Planning, 5 'S', performance evaluation.
- ? Department representative during WCM internal audit and month end machine efficiency presentation.
- ? Responsible for identifying bottle neck problems related to operations.
- ? Got accolades from President of the company for increasing the production capacity from 9 ton per day to 14 ton per day.
- ? Worked with Bholanath International Ltd. as a Graduate Engineer Trainee (6M, July 2005 – Jan 2006).
- ? Industrial Training: Raj Overseas, Panipat, Hariayana. 30 Days, (January 2005) Project Title: To study the various processes of carpet manufacturing. Effective Result- Designed a flexible frame of Carpet latexing for increasing efficiency and reducing manufacturing cost.

### **Other Achievements**

- ? NGO Internship: TISS HURT Foundation, Mumbai. (30 Days, January'2011).Project Title: "To prepare a feasible business plan for opening a vocational training institute of skill development, certified by Govt. of India" under NSDC, an Initiative of Dr. Manmohan Singh. Effective Result: Selected as the best NGO project 2011 at ITM Business School and Winner of a Business Plan when submitted to a National Level Event.



## STUDENT PROFILES

Major in Finance  
Internship in Maharashtra State Road Transport Corporation Project:  
Financial and operational study  
Qualification: B E (Electronics and Telecommunication)  
Last Employer: TATA Consultancy Services Limited, Mumbai  
Total Experience: 4 years, 3 months  
Minor: Operation

**Sarang Wankhede**  
27 years

31 Months and above category

### Awards and Leadership

- ? Received a customer appreciation certificate from OTIS Elevators, USA for 98% efficiency on the maintenance and support projects during employment in Tata Consultancy Services in 2007.

### Core Competencies and Skill sets

- ? Potential to excel in business processes pertaining to manufacturing sector.
- ? Ability to effectively handle diverse assignments like maintenance, support, testing and development.
- ? Well verse with technical languages like JAVA and applications like SAP, Oracle Aps that are gaining more prominence in today's business environment.

### Key Performance Indicators

- ? Tata Consultancy Services Limited, Mumbai (March 2006 - June 2010) as an Assistant Systems Engineer on Product Lifecycle Management (PLM) based software solutions.
  - ? OTIS Elevators, USA (June 2006 – September 2007) – Team Member
    - i. Worked on Maintenance and Support project – Pegasus
    - ii. Resolved daily issues and error fixation
  - ? MOTOROLA, USA (October 2007 – March 2008) – Module Leader
    - i. Worked with a Testing team on MotoPDM project.
    - ii. Attended training on SAP PLM a module of SAP.
  - ? Honeywell Aerospace, USA (April 2008 – June 2010) – Module Leader
    - i. Worked with a Development and Maintenance Team for AeroPDM Project.
    - ii. Managed a group of 4 resources.
    - iii. My work experience was mainly on maintenance budget and client billing.
    - iv. Also, worked on the PLM system restructuring proposal phase.
  - ? MESCO (January 2011 – February 2011) as a NGO apprenticeship.
    - i. Annual Survey on Food Relief beneficiaries' in Mumbai.
    - ii. Recommendations for the update of beneficiaries database on the basis of current financial status and future plans of every family.
    - iii. Cost cutting structure was submitted according to the basic dietitian rules.
  - ? Maharashtra State Road Transport Corporation (May 2011 - June 2011) as a Summer Trainee.
    - i. Financial and Operational study of Alibaug Division.
    - ii. Profitability improvement analysis for 8 sub-divisions.

### Other Achievements

- ? Completed Diploma in Banking and Finance (DBF) from Indian Institute of Banking and Finance (IIBF) in August 2011.



## STUDENT PROFILES

**Naveen Sahani**  
26 years

Seeking a management position where I can effectively utilize my skills and experience, thus growing both personally and professionally along with the organization.

3.25 years of work experience in IT industry on PLM domain with administrative and support maintenance.

**Major in Finance**

**Internship in SAIL (Bhilai Steel Plant)**

**Project:** To study the Cash Management process of Bhilai Steel Plant.

**Qualification:** B E (Electronics and Telecommunication)

**Last Employer:** L&T Infotech

**Total Experience:** 3 years, 3 months

**Minor:** Operations

**31 Months and above category**

### Awards and Leadership

- ? Awarded for the best project module on Auto Industry Insurance in L&T Infotech during training period.
- ? Organized a commodity trading game 'Vyapari' in ITM Navi Mumbai, for L'avenir, in collaboration with NEN.
- ? Trained and guided a team of 3 for the PLM applications support and maintenance project in L&T Infotech

### Core Competencies and Skill sets

- ? A good team working and Management skills as experience of handling Incident Management and team working in EDS.
- ? I have handled successfully consultancy for Delphi across all its branches both national and international, which has a global presence so had to work in coordination with teams in different nations thus developing my communication skills and team-player spirit.
- ? Hands on experience for the administrative activities on the PLM tools like CM Synergy, Change Synergy, Board Station & Doors.
- ? Ability to analyze the Equity Shares from Technical perspective.

### Key Performance Indicators

- ? Successfully handled more than 1000 incidents and IMAC's during my tenure in L & T Infotech.
- ? Have done testing, up gradation and implementation of the PLM softwares on the servers at different locations.
- ? Successfully convinced more than 30 doctors and medical stores in Navi Mumbai to offer special discounts to 'Dignity Advantage card holders' for the Dignity Foundation NGO.

### Other Achievements

- ? Partner of the business venture Easy-Go under the E-cell ITM Navi Mumbai and generated a revenue of approximate INR 1 lakh.
- ? Successfully completed NCFM- Banking Module.



## STUDENT PROFILES

Seeking for challenging and creative work platform where I can show my potential and hone my professional as well as technical skills.

Designation-Project Lead

**Major in Marketing**

**Internship in Central Security Solution**

**Project:** Branding, Promotion & Business Development

**Qualification:** B E (Electronics and Communication)

**Last Employer:** Maulik InfoTech

**Total Experience:** 3 years

**Minor:** Finance

**Tarang Shah**  
25 years

**31 Months and above category**

### **Awards and Leadership**

- ? Nominated for Best Planning Engineer Award for Feb 2009 in Reliance Communication.
- ? In Six month of joining , I was promoted as a Broadband Feasibility Manager for all over Gujarat.
- ? After 1 year I was appointed as a RF planning engineer for Wimax 802.16d system.
- ? Handled two vendor team (including 20 man powers) for all over Gujarat including work assignment, invoice approval and maintaining SLA.
- ? Worked for Avbodh NGO, where I did survey for dense populated area (125 houses, 400 people) for research purpose with questioner filling and gave suggestion for Rural empowerment in the field of Education, Vocation, Sanitation.

### **Core Competencies and Skill sets**

- ? Network Planning for enterprise/high value customers for providing various bouquet of services (LL, Broadband, SME plan, DIA, MPLS VPN), these includes Feasibility Survey, Portal Updating and co-ordination with various verticals for effective and fast delivery of services.
- ? Handling the LOS (Line of Sight) surveys for Microwave, UBR & LMDS technologies for the entire state of Gujarat. This involves performing critical LOS surveys throughout the state & verifying the LOS reports sent by various vendors for BTS & customer connectivity.
- ? Verification of the LOS reports is done with the help of Path Loss Tool, TLP (Transmission Link Planner) thus providing immaculate details regarding the proposed signal route, obstructions, azimuth, terrain & attenuation.
- ? Transport N/W & Metro Transport N/W planning based on traffic calculation
- ? RF Planning for Telsima WIMAX -802.16d system

### **Key Performance Indicators**

- ? Complete a Government Tender in a week for Broadband connectivity at 245 (Collector & Mamlatdar) office of Gujarat and appreciated by CEO of Gujarat.
- ? Working on Portal based system with achieving 1st Rank among all the circle of Rcomm in India for continuous six month.
- ? Design catalogue & print ad for Central Security Solution
- ? Design invoice format in excel which consist 15 different sheet and reduce 3 man power at Central Engineering.

### **Other Achievements**

- ? Appointed as a Placement coordinator in ITM Kharghar



## STUDENT PROFILES

**Sayantan Pande**  
28 years

A self motivated enthusiastic and an astute professional with 3 years of rich experience primarily in Project Management of Large scale Residential & Commercial projects in Real Estate sector

**Major in Finance**

**Internship in Jones Lang LaSalle**

**Project:** Feasibility, Valuation & Best Use Option study of different asset class in Mumbai

**Qualification:** B Arch (Architecture)

**Last Employer:** Unitech Limited

**Total Experience:** 3 Years

**Minor:** Marketing

**31 Months and above category**

### Awards and Leadership

- ? Ranked 79th in Secondary Examination & awarded certificate of merit from the Education board.
- ? Led the Department of Architecture, Jadavpur University in national & zonal level competitions (NASA & ZONASA) in 2003 & 2004.
- ? Was felicitated on number of occasions including the "2nd Best College" award in ZONASA 2004 organized by IIT KGP under my leadership.
- ? Organized & managed Central India Educational Tour in 2004 with a budget of Rs. 3 Lacs.
- ? Was ranked among the top performers in Unitech Limited for 2 consecutive years.
- ? Led the office football team (Unitech Limited) in The Telegraph Cup in 2008.
- ? Won Western Zone Business Quiz, Dare 2010 & represented the college in the Nationals in Delhi
- ? Currently acting as a Team Lead of Placement Committee & responsible for BFSI sector.

### Core Competencies and Skill sets

- ? Key strength includes project planning & development, presentation & visual design, co-ordination & interdisciplinary integration with creativity and innovation.
- ? Adept knowledge in feasibility studies, valuation of different asset class, data analysis & demand estimation, financial modeling, statistical estimation and projections.
- ? Have achieved repute through a synergy of analytical understanding, excellent quantitative & qualitative skills, team spirit, value for time and a constant quest for learning & improvement.

### Key Performance Indicators

- ? Project Architect of Uniworld City, Kolkata(100 Acres, residential project) & Infospace (50 Acres, IT Park).
- ? Responsible for design development, liaison with Government Bodies & various design and service consultants, interfacing with business development & marketing department, site inspection and supervision of work at site.
- ? Worked closely with consultants to define budgeting, scheduling scope and estimation of the project; presenting project particulars to customers and evaluation of customer's feedback.
- ? During 2009 have worked on 11 acres affordable housing project named Vistas in Kolkata. We identified areas of cost reduction & were able to bring costs by 35%. The project was hugely successful & 840 units (1 Million sq. Ft) were sold out in 6 months.

### Other Achievements

- ? Certification in "Equity Research & Investment Banking" from Corporate Bridge Academy.
- ? "Certification in Project Management" from Project Management Certification Institute.
- ? "Six Sigma Green Belt" from Indian Institute of Professional Excellence (IIPE).



## STUDENT PROFILES

**Soundarya**  
25 years

A challenging position in a professional organization where I can utilize my ability to achieve excellence in the field of Finance.

Worked as a core network engineer in Telecom sector with expertise in core network planning, system configuration, troubleshooting, managing network KPI.

**Major in Finance**

**Internship in Investment Banking with EmerCorp Capital Advisors Private Limited**

**Project:** A Study on Sector Analysis and Raising Capital

**Qualification:** B E (Electronics)

**Last Employer:** Huawei Telecommunications Co. Private Limited

**Total Experience:** 3 years

**Minor:** Marketing

**31 Months and above category**

### **Awards and Leadership**

- ? Team Lead in Aircel GSM project Bangalore circle.
- ? Managed Reliance CDMA account all circles centrally from DAKC, Mumbai.

### **Core Competencies and Skill sets**

- ? Worked on core network equipments used in wireless systems.
- ? Performed installation, commissioning, configuration, preventive and routine maintenance of MSC, MGW telecom equipments.
- ? Also performed POI creation, testing, software upgrade, health checkup of telecom equipments.
- ? Knowledge of Telecom Industry -worked in projects for major telecom service providers like Reliance, Tata and Aircel.

### **Key Performance Indicators**

- ? Handled end to end delivery and service of core network NSS equipments.
- ? Maintained KPI of running network and performed troubleshooting in Live network.
- ? Customer interaction and key issue resolution.
- ? Dealt with various telecom vendors and subcontractors for testing, network integration and network management.
- ? Handled expansion of Live nodes (MGW and MSC).

### **Other Achievements**

- ? Handled the entire "Test Bed" setup in Huawei R&D centre, Bangalore for new solution development.
- ? Performed 3G testing in RTIC test lab, DAKC, Mumbai.



**Piyush Kumar**  
27 years

## STUDENT PROFILES

To be a strongest ring in Management chain & to achieve organization's targets with high degree of commitment and to accept unseen challenges & overcome them with speed & accuracy.

34 months of experience in Membrane cell Technology with expertise in handling various equipments like Electrolysers, Compressors, Evaporators, Heat-exchangers, Pumps, Ion-Exchange columns, Drying, Filtration unit, Finish product packing and dispatch with adaptation of Safety norms.

### Major in Operations

#### Internship in Rourkela Steel Plant, Rourkela

**Project:** Computerisation of PPC Department in RSP.

**Qualification:** B E (Chemical)

**Last Employer:** Aditya Birla Chemicals (India) Limited.

**Total Experience:** 3 years

**Minor:** Marketing

**31 Months and above category**

### Awards and Leadership

- ? Among the top performers in the organization, with a rating of EE (Exceeds Expectation) for 2 consecutive financial years.
- ? An active member of "core member team" of erection and commissioning of 5th generation Electrolyser.
- ? Successfully managed the working of various departments independently in the absence of plant- in charge.
- ? Responsible for Engg. drawings for site modifications and review of structural & equipment drawings.
- ? Took charge as a site controller as shift in-charge (after office hours).
- ? Efficiently handled blue collar workmen during shift jobs.
- ? Imparted training to the newjoinees in production department.

### Core Competencies and Skill sets

- ? Handled market exploration of various technologies (UHDE and AKCC) for automation & clubbing of primary brine Section for Grasim Chemical Division
- ? Presented the project on primary brine clubbing for annual planning and budgeting with projection of workforce involvement and power consumption required.
- ? Achieved the agreed production targets.
- ? Involvement in first trial of equipments and machinery.
- ? Handled maintenance and compliance of QC Process Table, Work Instruction, Critical Quality Check Points and Self Assurance Check sheet by respective processes on a regular QC patrol and spot check.
- ? Responsible for trouble shooting of a continuous process plant and using analytical approach in carrying out the analysis of plant and machine parameters.
- ? Ability to interpret technical drawings and make plant layouts.

### Key Performance Indicators

- ? Maintained brine quality, control of differential pressure, caustic concentration, feed flow rates for extending the life of membrane to 5 years from 4 yrs.
- ? Responsible for Multi skilling of operators and soft floor employees, thus saving overtime.
- ? Ensure WCM procedure are followed strictly in plant area.
- ? Ensure Corrective actions are taken against non conformities, during the offloading of Raw Material & Chemicals would take place smoothly as per production need.

### Other Achievements

- ? Experience in Pre commissioning / commissioning activities and DCS Experience in project and site work for Chlor-alkali plant.
- ? Paper published on Relevance of Supply chain metrics in ITM supply chain magazine (ISSN 0975-7015).
- ? Prepared process flow diagrams, process and instrumentation diagrams and process data sheets of column, vessels, pumps, heat exchangers, etc
- ? Six-sigma green belt certified and project management certification done.



## STUDENT PROFILES

**Tanya Kapoor**  
27 years

Aspiring a career in Retail/FMCG/Consultancy sector where I can challenge my own capabilities and shape my future.

Worked in diversified sectors and profiles, from Hospitality to ITES.

**Major in Marketing**

**Internship in Reliance Home Products Limited, Reliance Retail.**

**Project:** Brand/Channel Management through Direct To Consumer Marketing.

**Qualification:** B. Com (Hons)

**Last Employer:** Aptech Learning Services, Mumbai

**Total Experience:** 3 years

**Minor:** Finance

**31 Months and above category**

### **Awards and Leadership**

- ? Awarded "Employee of The Year" Award 2004 at Radisson Hotel Varanasi, from amongst 550 employees, within a span of a year.
- ? Appreciated by Mr. Ninu Khanna, CEO Reliance Home Products Limited, Reliance Retail for taking Reliance Retail's Direct to Consumer project forward, considerably.

### **Core Competencies and Skill Sets**

- ? Easy representation of complex data. Created Training Guides and Process Descriptions manuals with visual representation of crude data.
- ? Rigorous knowledge of Web Designing software [Photoshop CS2, Flash, Dreamweaver] and basic HTML.
- ? Channelizing resources for optimum utilization of time to achieve a desired and acceptable deliverable of 50 TGs per group member in 40 hours/week.
- ? Creative content development.

### **Key Performance Indicators**

- ? Involved in pre-launch campaign of Direct To Consumer module of Reliance Retail. Conducted competitive analysis and presented the operations of 4 biggest players in the field
- ? Involved in Technical Writing and Presentation of various process operations for development of Training Guides and Process Descriptions manuals for key Oil and Gas Process Platforms.
- ? Good at training - Conducted Training sessions ["Yes I Can"] at Radisson Hotel Varanasi.
- ? Conducted Quality Check on the concept sheets, to minimize defects to the permitted limit [5%]

### **Other Achievements**

- ? Professional Certificate in Web Designing Arena Multimedia, Mumbai.



## STUDENT PROFILES

**Sohini Sinha**  
26 years

Seeking a position in a customer focused and innovation oriented company wherein I can utilize my analytical skills combined with a post graduation diploma in management with finance specialisation.

My prior work experience involved making financial adjustments in the form of chargeback or re bill to the accounts of American Express Cardholders after analysing the supports sent by respective merchants in support of the card member's query.

**Major in Finance**  
**Internship in Axis Bank**

**Project:** Contrarian Investment Strategy

**Qualification:** B.com, PGDM (Finance)

**Last Employer:** Fidelity Information Services

**Total Experience:** 2.75 years

**Minor:** Marketing

**31 Months and above category**

### **Awards and Leadership**

- ? The only team member who was part of the new software launch in the company.
- ? Received certificate of appreciation from FIS for 4QFY2008 and 3QFY2009.
- ? Awarded "BEST RTF SCORER" for being amongst the top 5 scorers for the month of June 2009 and May 2010 from American Express.

### **Core Competencies and Skill sets**

- ? Understanding of the entire process cycle of credit card dispute resolution.
- ? Analyzing evidences in support of individual credit card disputes and taking a decision regarding the validity of the claim.
- ? Identifying the parameters that are relevant for pursuing growth, value and contrarian investing in the Indian Stock Markets.
- ? Understanding the equity advisory services provided to high net worth individuals.

### **Key Performance Indicators**

- ? Have not only achieved 100% efficiency levels but also maintained an average of around 110-120%.
- ? Pursued a two month SIP with the investment advisory department of Axis Bank and conducted a study on the feasibility of contrarian investing in India and prepared a project report on the same.
- ? Attended analyst meets and conference calls of various organizations during summer internship.
- ? Downloaded annual reports and prepared excel sheets for the research team at Axis Bank.
- ? Resolved around 35 credit card disputes on a daily basis at an UPH (units per hour) of 3.9 cases (backend).

### **Other Achievements**

- ? Cleared CA level 1 Exam.
- ? Cleared the basic financial markets module exam of NCFM.



## STUDENT PROFILES

I want to utilize my experience, knowledge and skills in formulating innovative marketing ideas & tactics that will be aligned with the company's strategies & targets with a continuous effort to create new business opportunities for the company.

Designation-Assistant System Engineer & Role - Business Analyst

Worked on J2EE chordiant application for a UK based client-Lloyd Banking Group, TCS.

**Major in Marketing**

**Internship in Böhler High Performance Metals Pvt. Ltd**

**Project:** Exploratory market research on plastic moulding steel market in North India.

**Qualification:** BSc (Electronics)

**Last Employer:** Tata Consultancy Services

**Total Experience:** 2.6 years

**Minor:** Finance

**Gaurav Sharma**

25 years

**31 Months and above category**

### Awards and Leadership

- Among the top 10% of the employees by value at TCS to achieve a rating of 5/5 including the confirmation rating, for 3 consecutive financial years.
- In less than a year of joining, promoted to the management section of the team, managing J2EE defects, tracking & reporting the team performance to senior management.
- Appointed as Business Analyst within 2 years, profile for which only MBAs are preferred.
- As a business analyst, assigned the responsibility of 'Payment system module' team lead, managing & monitoring 4 associates which developed my leadership, management & client interaction skills at a very early stage of my career.
- Awarded 'star of the month' award for the month of June 2009.

### Core Competencies and Skill sets

- Developed business analytical & problem solving skills through managing, analyzing & communicating client's software requirements to offshore development & testing team.
- Certifications in General, US Banking & DB2 from NIIT while working with TCS.
- Worked as "production support executive", fixing J2EE software defects on chordiant tool.
- Conducted both exploratory & empirical research for Böhler & NGO - Helpage India to upgrade their physiotherapy center using advanced tools as a part of SIP & NGO project respectively.

### Key Performance Indicators

- On an average, saved 2.5 man hours per week while working for TCS by creating tools in MS Excel on regular basis to automate various BAU processes.
- Maintained the Backlog management index of 100% throughout my tenure with utmost efficiency.
- Recommendations to Böhler for advertising their products on certain B2B websites & "low cost direct marketing promotion strategy" were approved by the director of the company.
- Upgraded 10-15 % of Helpage India's paper work to Google docs & MS excel which has helped them save 1 man hour per week.

### Other Achievements

- Associated with the TCS's HR in conducting various employee engagement programmes.
- Critical positions held in the following students driven committees at ITM Kharghar:  
President-MaCrInno, ITM Marketing forum | Founder & President-Tempest, ITM Theatre Soc  
Strategic Planner - ITM's Placement Committee | Coordinator - Entrepreneurship Cell, NEN
- Directed & acted in an information security movie for TCS's Information Security Management (ISM) department in 2008 which was premiered across all the centers of TCS around the globe.



## STUDENT PROFILES

Major in Finance  
Internship in GEPL Capital Limited  
Project: Online Mutual Fund service  
Qualification: BBI (Finance)  
Last Employer: SBICAP Securities Limited  
Total Experience: 2 years  
Minor: Marketing

**Sonal Vaja Prakash**  
23 years

18 – 30 months category

### Core Competencies and Skill sets

- ? Analytical Thinking
- ? Fostering Teamwork
- ? Managing Change
- ? Flexibility
- ? Building Collaborative Relationship
- ? Calculus and Computer Skill

### Key Performance Indicators

- ? As an Associate Business Development: Experienced working of different profiles in E- Broking Department. Worked Hard in achieving KYC Targets set by SBI.
- ? As a Customer Care Executive: Worked as an Active Non Dealer. Handled and solved client queries effectively and efficiently. Successful in maintaining good relationship with customers.

### Other Achievements

- ? Achieved operational targets during job tenure.
- ? Winner of Mock Trading Competition held by Rotary Club of India – Navi Mumbai.
- ? Certified for completing CDSL Training Program.



## STUDENT PROFILES

Passionate about working in IT/ITES / Automobile/ Manufacturing/ Shipping Logistics Industry with preferable domains being IT Operations, SAP, Manufacturing & Logistics as a Business Analyst/ Operations Manager apart from being open to considering other areas.

2 years experience in IT industry with expertise in SSIS packages & batch job execution, handling offshore team and clients requirements through efficient coordination with the onsite team.

### Major in Operations

Internship in Agility Logistics Private Limited, Mumbai

Project: Return Load Transport Yield Improvement.

Qualification: DME, B E (Mechanical)

Last Employer: Cognizant Technology Solutions Private Limited

Total Experience: 2 years

Minor: Marketing

**Mahesh Satesh Gaikwad**

26 years

18 – 30 months category

### Awards and Leadership

- ? Worked for Dunn & Bradstreet (D&B) UK Client in Cognizant, Coimbatore under the Information, Media and Entertainment (IME) domain with details here under:
  - a) Successfully completed the DNB-IBIS Stabilization project for DNB-UK Back Office through teamwork of 5 members. Appreciation received from 'DNB' onsite team for contributing error free execution of batch jobs and SSIS packages within time.
  - b) Worked for DNB-UK service improvement project and Oracle to SAP migration project for Italy market being a part of the Best Team comprising 3 members & received salary hike by 20%.
- ? Appointed as the Batch Representative of AJ-29 i.e. Advance Java Batch of Programmer Analyst Trainees in Cognizant, Pune during December, 2007 & headed the wining team in MFRP i.e. My First Real Project & Empowered event during company induction.
- ? Chairperson of social events being a part of Rotaract Club of Navi Mumbai Sunrise mainly CDEP (Cultural Development Exchange Programme), Joyfest & MUNA (Model United Nations Assembly).

### Core Competencies and Skill sets

- ? Secured first class in assessment of Core Java, Advanced Java, PL/SQL, MySQL, Software Testing, DBMS, RDBMS and Software Technology.
- ? Cognizant Certified Professional (CCP) in Core Java and Banking, Financial Services (BFS)-LO level with 70%.
- ? Possess expertise in SQL Server 2005 in the areas of SSIS packages and batch job execution.
- ? Sun Certified Java Programmer SCJP 1.5 with 79%.

### Key Performance Indicators

- ? Initiated the implementation of SSIS packages i.e. SQL Server Integration Services for effective and efficient execution of SQL queries to accommodate the usage of batch jobs and generate timely reports as well.
- ? Proactively managed to adapt to diverse work cultures across Cognizant Pune, Chennai & Coimbatore corporate offices.

### Other Achievements

- ? Selected as a Deputy Engineer in Hindustan Machine Tools Limited, Hyderabad during the year 2010.
- ? Awarded 100% Scholarship for studying PGDM by ITM, Navi Mumbai during the year 2010.
- ? Coordinator in SUPPLY CHAIN INDIA MEET 2011 held in Mumbai & headed by Dr.Ranjan Ghosh.
- ? Coordinator in the 6th Supply Chain Colloquium-2011 held at ITM, Navi Mumbai.
- ? Volunteer in Higher Education Forum Event-2011 & in Discipline Committee of Cultural events held at ITM, Navi Mumbai.



## STUDENT PROFILES

To increase technical know-how and to thrive on professional credentials and seek a challenging position in a reputed organization to integrate my personal skills in the industry.

Worked as a consultant doctor in franchise clinic. Also handled Finance, Marketing and Human resource department of the franchise clinic.

### **Major in Finance**

#### **Internship in Fusion Advisors Private Limited**

**Project:** Alternate Strategies for an over leveraged company

**Qualification:** BAMS

**Last Employer:** Vaidya Sane Group

**Total Experience:** 2 years

**Minor:** Marketing

**Dr. Meghana Raghunath Raut**  
28 years

18 – 30 months category

### **Leadership**

- ? Developed the team with training and proper guidance, the team improved its individual performance which also helped to improve the franchise clinic.

### **Core Competencies and Skill sets**

- ? Team working - Able to use own initiative and work as part of a team.
- ? Flexible - Willing to try new things and am interested in improving efficiency on assigned tasks.
- ? Attention to Detail - Concerned with quality. Produce work that is orderly and attractive. Ensure tasks are completed correctly and on time.

### **Key Performance Indicators**

- ? Successfully achieved the monthly target of Rs. 90000 revenue from Rs.30000 within one month.

### **Other Achievements**

- ? Achieved business development.
- ? Proven leadership skills, including managing and motivating staff to achieve objectives of clinic.
- ? Successfully done marketing of the clinic.

### **Additional Qualifications**

- ? PGDCRP - Post Graduation Diploma in Clinical Research and Patent(2008)
- ? CCH, CGO certification(2007)
- ? Computer proficiency – MS-CIT(2008)



## STUDENT PROFILES

To reach the highest echelon of the corporate world.  
24 months in HR Consultancy sector with expertise in corporate relationship management.

**Major in Finance**

**Internship in SBICAP Securities Ltd**

**Project:** Macro economic analysis of Real estate market of India

**Qualification:** BBA (Petro-Marketing)

**Last Employer:** WorldCo Job Consultancy

**Total Experience:** 2 Years

**Minor:** Marketing

**Monish Singha**  
24 years

18 – 30 months category

### **Awards and Leadership**

- ? Organized Industry Interaction and Interference league at ITM, Navi Mumbai as a Co-ordinator of III committee.
- ? Successfully executed and supervised various marketing campaigns for Project "Akraman ", as a student trainee at Indian Oil Corporation Limited

### **Core Competencies and Skill sets**

- ? Have an understanding of the petroleum product's retail market in the northeast region of India.
- ? Successfully developed and implemented result oriented strategies for marketing of oil products in the northeast region of India.
- ? Cleared the " Finitatives certification exam ", conducted by Finitatives Learning India Private Limited, in the area of Finance and Banking Fundamentals (India).
- ? Completed NSE's NCFM Equity research module.
- ? Completed IRDA training, with Tata AIG Life Insurance Company Limited, for Insurance Advisor.



## STUDENT PROFILES

**Sharief Khan**  
23 years

To acquire skills and knowledge in the concerned field of work in the shortest possible time, where I can put my ideas into creative action by exercising and utilizing my skills optimally for the benefit of the organization. My greatest asset is my sincerity, honesty and dedication, which help in tackling the challenges to a meaningful conclusion. 24 months of experience in Deutsche Bank London and Bangalore with expertise in training, trade booking and settlement and transition of process

**Major in Marketing**  
**Internship in Puranik Builders, Mumbai**

**Project:** Branding Puraniks

**Qualification:** B Com

**Total Experience:** 2 Years

18 – 30 months category

### **Awards and Leadership**

- ? Awarded “star of the month” (Nov 2007) for successfully handling the entire team of NBM (New Business management) in the absence of the superiors and also helping the team in reducing a full time employee.
- ? Head of corporate events at Deutsche Bank.
- ? Head of cultural committee in the college and a member of the inter-college event in the college.
- ? Successfully handled process transit from London to Bangalore without the help of superiors at Deutsche bank London.
- ? Started an NGO Wings Foundation® when was studying my graduation.

### **Core Competencies and Skill sets**

- ? Possess Good Communication, Impressive Presentation and good negotiation Skills.
- ? Managing college events such as Frisson and other All India level Forums. (HEF-cultural part)
- ? Won awards for debate and essay competitions.

### **Key Performance Indicators**

- ? Transition of a process from London to Bangalore and trained the entire new team in Bangalore
- ? Helped the company in reducing an FTE (Full time Employee) in the process.
- ? Recorded “NO” errors during the settlement and processing of trades.
- ? Managed corporate event side
- ? Received appreciation from all the departments in London for the excellent communication skills processed.

### **Other Achievements**

- ? Proud owner/member of an NGO named Wings Foundation® in Bangalore which works for poor and destitute.
- ? Treated cataract operation free of cost for various schools in Bangalore and also conducted free eye camps for kids and adults in rural areas with Tie up with Lions eye charitable hospital
- ? As head of cultural committee(2010-12 batch) conducted various events throughout the year
- ? Worked with Wockhardt Foundation® Mumbai and also proud to be part of all their programmes
- ? Member of E-cell , ITM Kharghar.



## STUDENT PROFILES

**Anand Kumar S**  
25 years

To seek a successful career in BFSI sector in order to further enhance my knowledge. Worked as a testing engineer and performed product testing during my employment and analyzed equity futures, commodities from Technical Analysis perspective during my Summer Internship.

**Major in Finance**

**Internship in Crown Consultants Private Limited**

**Project:** Technical Analysis for Equities, Commodities and Futures.

**Qualification:** B E (Electronics and Communication)

**Last Employer:** Incedo Solutions Private Limited

**Total Experience:** 2 years

**Minor:** IT

**18 – 30 months category**

### **Awards and Leadership**

- ? Organized Blood donation camp as part of Corporate Social Responsibility programme during my employment.

### **Competencies and Skill sets**

- ? Worked on a variance tracking system for Total Testing Process.
- ? Ability to analyze the Equities from Technical Analysis perspective.
- ? Performed back testing of historical data of Equities, Commodities using Meta Stock and Advance Get (Technical Analysis Software).

### **Key Performance Indicators**

- ? Software Testing in Telecom and Retail domain.
- ? Created test cases and executed the same.
- ? Maintained bug history in Bug DB and monitored the same.
- ? Performed Technical analysis for Equities, Commodities and Futures in Summer Internship Programme.
- ? Analyzed the historical returns and predicted suitable methodology for trading.
- ? Suggested strategies (considered the most weighted scripts from NIFTY index), which in turn were used for new portfolio creation.
- ? Proposed strategies and the same were successfully implemented for maximizing profit.
- ? Conducted survey with the objective of determining the economic position of about 250 poor families based in Mumbai for including them in the poverty relief program handled by MESCO.
- ? Suggestions were used by the NGO to modify the beneficiaries' list.

### **Other Achievements**

- ? Secured 1st position in the Inter School Level Quiz Competition conducted by Student Welfare Association of my taluk.
- ? Acknowledged for providing 100% attendance continuously for three years during my academics.
- ? Secured 2nd position in SOLUTTE- a case study competition held as part of FRISSON TWENTY 10.



## STUDENT PROFILES

Seasoned strategic, creative and innovative marketer with a robust experience in mobile messaging solutions and in developing product positioning, customer engagement, Branding, Viral and Online marketing Strategies.

Experience in business development in a start up environment where the lead generation, meeting and presentation is extremely tough and challenging

**Major: Finance**

**Minor: Marketing**

**Internship in Waybeo Technology solutions Private Limited**

**Project:** Analysis and design of strategic marketing for a newly launched communication product

**Qualification:** B Sc (Mathematics)

**Last Employer:** Waybeo Technology solutions Private Limited

**Total Experience:** 2 years

**Hari Shankar M S**  
24 years

18 – 30 months category

### Awards and Leadership

- ? Awarded as the Star Performer of organisation for the FY 2009-10 for increasing the revenue by 45% by redefining the channel strategies and redesigning the reseller's panel of the Bulk Sms platform
- ? Developed and managed a sales team for a new product from scratch by scaling up the team from 1 to 7 in a span of 2 years across India
- ? Appreciated by the Director board for reaching a customer base of 19000 from 230

### Core Competencies and Skill sets

- ? Experienced in Digital/Online marketing (Google AdWords, AdSense, Google Analytics, SEM, SEO) execution.
- ? Experienced in developing and implementing Customer engagement strategies, viral marketing techniques and customer retention strategies
- ? A person with a potential of framing cost effective marketing strategies using creative and innovative ideas

### Key Performance Indicators

- ? Development and execution of sales plan, process, and overall sales strategy through sales channels, customer acquisitions, customer retention, cold calling, sales presentations and sales forecasting and reporting.
- ? Developed email based customer engagement strategy which generates weekly reports on all the campaign done in each customer accounts and was sent to resellers and it helped them to promote the same among their customers. This made us to generate 45% increase in revenue from renewals and helped to build a brand image among our customers by providing great service and delivering promises
- ? Experienced in developing SEM and digital marketing plan
- ? Identifying keywords and value kernels for the solution in generating customers via search engines

### Other Achievements

- ? Created a 20 min short film on a topic "Results of bad HR policies" and an 1 hr 20min movie about "Organization Behavior" which will be used as a study material in the upcoming academic years.



## STUDENT PROFILES

**Manas Kesarwani**  
26 years

Seeking a rewarding and challenging position in field of Corporate Finance, Banking or IT/ITES; being considerate to other domains too.

1.5 years in Manufacturing sector in the Quality Control dept for a Copper manufacturing unit and 3 months in Telecom sector- RF Survey and Audit team.

**Major in Finance**

**Internship in Telecommunications Consultants India Limited, New Delhi.**

**Project:** Fundamental Analysis Of the Telecom Sector.

**Qualification:** B Tech (Electronics and Communication)

**Last Employer:** Chandra Metals Limited

**Total Experience:** 1.7years

**Minor:** Marketing

18 – 30 months category

### Awards and Leadership

- ? Trained and guided a team of 4 under the Quality Control Department in Chandra Metals Limited.
- ? Assisted in organizing the Alumni Meet for the college as a member of the Alumni Committee at ITM.
- ? Partner of I- Homez - to help students find accommodation in the College region.

### Core Competencies and Skill sets

- ? Understanding of testing of Copper based products used in the making of Transformers.
- ? Certification in "Cellular Theory And its Implementation" - RF Survey, at Infinite Telesolutions Private Limited, Gurgaon, thereby equipped with the basics in Telecommunication domain.

### Key Performance Indicators

- ? Worked as Assistant Manager in the Quality Control department in Chandra Metals Limited.
- ? Helped the company to avoid losses to the tune of 20 Tonnes of Copper being supplied to BHEL during one of the consignments.
- ? Worked as Engineer (Projects) at Infinite Telesolutions Private Limited –covering the remotest of the areas in Rajasthan as part of the Project.
- ? Project monitoring and control ( PMC) project for Ericsson India Private Limited in Rajasthan.
- ? Covered over 70 sites in a span of 30 days, covering 20,000 kilometres as part of the Survey process with the Audit team.

### Other Achievements

- ? Helped the Organization to upgrade their database as far as the present set of beneficiaries was concerned as an Intern in MESCO- NGO project.
- ? Helped the NGO include the items which were not being provided earlier in Ration Support .
- ? Covered nearly 150 slum dwellers in various parts of Mumbai as part of the Project.
- ? Member E-cell, ITM Kharghar.



## STUDENT PROFILES

Desire to furnish a carrier in the field of Corporate Finance domain, broadly in Risk Management Apart from being open to work in other domains too.

1.7 years in Telecom sector with expertise in Value added Services operation and Billing Support System

**Major in Finance**

**Internship in HDFC AMC, Mumbai**

**Project:** Portfolio management and Channel Sales in Mutual fund

**Qualification:** B E (Information Technology)

**Last Employer:** Tata Teleservices Maharashtra Limited

**Total Experience:** 1.7 years

**Minor:** Marketing

**Prashant Kale**

25 years

18 – 30 months category

### Awards and Leadership

- ? Was Awarded the Best Employee of the year 2009 in IT Infrastructure Department at Tata Teleservices Maharashtra Limited.
- ? Led the IT team in CRBT Roll out and Migration of Customer base from one platform to new platform at Tata Teleservices Maharashtra Limited. The Platform has 7.5 lac customer base and revenue generation of Rs 2 crore per month.
- ? Led the IT team for the Tata Docomo Launch in VAS operation services for Tata Teleservices Maharashtra Limited.

### Core Competencies and Skill sets

- ? Testing Experience in – Unit, Functional, Performance, Preparation of testing documents, Reporting defects.
- ? Experience in Kenan BP Reports in different work area including usage and revenue.
- ? Hands-on experience in configuring different telecom Tariff plans, deposits, schemes, handsets through Product Portfolio Management (PPM).

### Key Performance Indicators

- ? Was Majorly roped into Deployment of Data warehouse for Content site [www.digitalmumbai.in](http://www.digitalmumbai.in) . Efforts were recognized by TCS and TTML Infrastructure Team for deployment of datacenter in short span.
- ? Single point of Contact for Information Technology and Technology Team for Value added services operation in Tata Teleservices Maharashtra Limited.

### Other Achievements

- ? Certified Radware Network Solution Engineer.
- ? Started a small startup venture in tourism sector “Sagar Travels” (monthly turnover of Rs 10K)
- ? Secretary of Rotaract Club of Navi Mumbai Sunrise, Kharghar 2011-2012.
- ? Member of E-cell, ITM Kharghar.



## STUDENT PROFILES

Inclined upon working in BFSI sector as Credit analyst, Equity Researcher as well as keenly interested in Corporate Finance, Project Financing, It being my area of interest.

1.7 Years of IT Experience, with area of working being java programmer& tester for the banking & Insurance Sector (precisely for clients Rabobank Netherlands, Hartford life Insurance USA)

**Major in Finance**

**Internship in Reliance Industries Limited, Mumbai**

**Summer Internship Project:** Project financing of 4G Reliance Infotel using DCF method and also the breakeven analysis for the same.

**Qualification:** B Tech (Electronic and Communications)

**Last Employer:** Cognizant Technology Solutions

**Total Experience:** 1.7 years

**Minor:** Marketing

**Shreya Choudhary**  
26 years

18 – 30 months category

### **Awards and Leadership**

- ? Module lead (Interface) project VIPSTAR, client-Hartford life insurance USA.
- ? Awarded appreciation letters from client end (VIPSTAR)
- ? Insurance level 1 Certified (According to company standards)
- ? Have worked with ITM Marketing team in an ITM survey project(was selected on merit basis)

### **Core Competencies and Skill sets**

- ? Displayed good Leadership skills during my roles as module lead while working for CTS.
- ? Have good communication skills that have been displayed in internal activities.
- ? Sound Analytical skills

### **Key Performance Indicators**

- ? Hands on experience in Java Programming, Testing and understanding the business Requirements.
- ? Posses good team worker and leader skills as was appreciated by client for my efficiency involvement and leadership during my working tenure

### **Other Achievements**

- ? Lead the case study competition in Frizon(college annual fest)



## STUDENT PROFILES

**Baijul Raval**  
25 years

Desire to excel in positions of Sales, Product management and Branding portfolio in the marketing field.

18 months in Product Management Team with expertise in Organizing an ISP, Brand Launch, Sales Team Management, planning of Promotional Inputs, VA etc.

**Major in Marketing**

**Internship in Aventis Pharma Limited**

**Project :** Competitive Intelligence in Pharmaceutical Industry

**Qualification:** MSc ( Biotechnology)

**Last Employer:** The Aventis Pharma Limited

**Total Experience:** 1.6 Years

**Minor:** Finance

18 – 30 months category

### Awards and Leadership

- ? Managed the manufacturing sales of Real Diamond Jewelry at “Divya Diamonds” with a turnover of 4.45 lakhs( Yr 2008-09).
- ? Awarded with the PN Singh Foundation Trophy for year 2010 for a Presentation Competition at Intercollegiate level.
- ? 1st Price winner at a presentation completion for “Strategies during Turbulent Times”, Central Bank .
- ? Team Lead in the placement cell of ITM Navi Mumbai handling the internal processes and procedures pertaining to internships and final placements of 2010-12 batch.
- ? Lead a team of 35 members in arranging an International Speaker Program.

### Core Competencies and Skill sets

- ? Displayed good communication skills both written and verbal through the roles Team Lead in placements, ITM Navi Mumbai and at work place as well during my complete tenure.
- ? Have been the common managerial point for the Product Management Team of 3 Product Managers and an Associate Director , worth a product portfolio having 4 products and in total valuing 42 crore.
- ? Expertise in ERP system for Promotional Inputs purchase and liaising the same with Purchase department ( on an average benefiting 24 hr of manpower and manual follow ups.)
- ? Sales report preparation on monthly basis from SAP(secondary and primary), for the GM’s report.
- ? Managed the Direct Mailing activity of a brand ( Broductum) worth 4lakh and for a span of 6 months.
- ? Handled Management and accounts P&A account worth 30crore .

### Key Performance Indicators

- ? Vendor management (45vendors) and logistics management (7 Regional offices, 7 CnF’s ,2 Hubs and 121 sales force) have been a key area of performance.
- ? Launch Logistic Management at 9 location (Pan India level) worth 40 lakh.

### Other Achievements

- ? Post Graduate in Grading and Trading of Polished Diamonds from IGI.
- ? Diploma in Colour Stones grading.
- ? Guest Faculty at “ Divya Diamond Classes”.
- ? Awarded participation certificates on corporate training programs in Excel training, HR and Personality development.



## STUDENT PROFILES

**Lalitkumar Gangwar**  
24years

Desire to work in Corporate Finance and Banking sector and any other sector which provides good learning and growth opportunity.  
Worked in Godrej & Boyce Manufacturing Company Limited as Sr. Executive – Purchase. Hands on experience on BaAN ERP and conducting online reverse auctions. Ability to negotiate and develop new vendor.

**Major in Finance**

**Internship in Birla Sunlife Insurance Company Limited**

**Project:** Mutual Fund Analysis; wherein I studied about the mutual fund industry in India and did a comparative analysis of Birla Sunlife Balanced fund with other Balanced fund in the Industry.

**Qualification:** BE - Electrical

**Last Employer:** Godrej & Boyce Manufacturing Company Limited

**Total Experience:** 1.6 years

**Minor:** Marketing

**18 – 30 months category**

### **Awards and Leadership**

- ? During my tenure in Corporate Procurement department, I was able to save the company 3 lakhs monthly, using my negotiation skills and online reverse auctions.
- ? Handled procurement management for better quality products and discounts for the Company.
- ? Got appreciation for the liaisoning with MSEDCL and suppliers for getting the approval of items required in the Infra Project at Ratnagiri.
- ? Was among the top 5 rankers in BE in Fr. C. R. I. T., Vashi.
- ? Was among the top 3 rankers in SSC in my school.
- ? Awarded distinction for “BE, HSC and SSC”

### **Core Competencies and Skill sets**

- ? Good understanding of the Purchase module of BaAN ERP
- ? Knowledge of procurement procedures for domestic and international markets
- ? Good knowledge of Online reverse auctions

### **Key Performance Indicators**

- ? Successfully reduced procurement cycle by constant follow up with the suppliers.
- ? Vendor logistics management
- ? Knowledge of punching orders in BaAN.

### **Other Achievements**

- ? Started a business “Sagar Travels” with two partners.
- ? Member of the Alumni Committee and lead in organizing the Alumni Meet.
- ? Participated in the Collage Competition “World within India” organized in the 8th Annual HR conference.



## STUDENT PROFILES

**Sumit Mukherjee**  
24 years

18 – 30 months category

Seeking positions in the Marketing field that will optimize my knowledge in Management studies and expertise in PR skills, resulting in a positive contribution to the organization.

1.5 years of work experience at the Front desk in ITC Hotel, The Sonar Kolkata, The Luxury Collections.

**Major in Marketing**

**Ogilvy and Mather Advertising, Hyderabad**

**Project:** Client Servicing

**Qualification:** B.Sc. (Hospitality and Hotel Administration)

**Last Employer:** ITC Limited (Hotels Division)

**Total Experience:** 1.5 years

**Minor:** Operations

### Awards and Leadership

- ? Runners-up of MAVERICK, the hunt for the best Marketing Brain, ITM Navi Mumbai.
- ? 1st prize winner of "Round Table", a marketing event at D.Y.Patil Mgt. College, Navi Mumbai.
- ? 1st prize winner of "Sell a Product", a marketing event at ITM Navi Mumbai, organized by the Rotract Club.
- ? Mentored a group of 3 new Front desk Associates under the "Workplace Buddy" System at ITC Hotel, the Sonar Kolkata.
- ? Leader for the Reception CANDO team under Six-Sigma at ITC Hotel, the Sonar Kolkata. Led a team of 12 people, worked towards the improvement of operations. Also monitored the reduction of wastage of electricity and resources saving approximately 4.2 Lakh Rupees pa.
- ? E-cell Convener for ITM Business School, Navi Mumbai. Organised various inter and intra college events like- Diwali Bazaar, Prayaas, L'avenir, leading teams of various sizes. Also represented ITM E-cell in the 2 Days NEN E-Leaders work shop at SPCE-SPIT, Mumbai.
- ? Coordinator of PR & Brand Management committee of ITM 2010-12 Batch. Involved in various Relation Building activities, Advertizing and Sponsorships in various events.

### Core Competencies and Skill sets

- ? Public relations and Guest Handling. Appreciated for good work by the Department as well as Guests. Helped the team achieve a WOW Score (calculated from guest feed-back) of 90+.
- ? A good public speaker and presenter. Appreciated during various presentations.
- ? Creativity and unconventional thinking. Chosen as the creative head of FRISSON (ITM's annual fest). Created posters, banners and brochures for various events in ITM and assisted the Art Director of Ogilvy and Mather Advertising, Hyderabad on a couple of Ad-Campaigns.

### Key Performance Indicators

- ? Thorough with the all the processes at the Front desk (taking reservations, room allocation, check-ins, check-outs and cashiering).
- ? Trained in Softwares like- Property Mgt. Systems and Complaint Mgt. Systems.
- ? Conversant with the Client Servicing process and the Photoshop Software.
- ? During the SIP, I did a research on "The Effect of 3G on the current Telecom-users trend in India" and the reports and recommendations were presented to the Client- Vodafone.

### Other Achievements

- ? 2nd prize winner of the "Role Play" competition at 7th National HR Summit at ITM Navi Mumbai.
- ? Co-founder and owner of the Business Venture "Easy-Go" under the E-Cell, ITM Navi Mumbai.



## STUDENT PROFILES

I am interested in pursuing an investment banking analyst position apart from being open to considering other areas.

Through my internship experience of working directly with clients and analyzing financial statements, I have developed analytical skills and honed my knowledge of accounting and finance.

I also had the opportunity to work in manufacturing sector for a period of 18 months with exposure to lean manufacturing concepts, scheduling and product improvisation.

**Major in Finance**

**Internship in Styled Apparels, Colaba**

**Project:** Financial Study of Styled Apparels

**Qualification:** B.E. (Production)

**Last Employer:** Zenith Industrial Rubber Products Private Limited

**Total Experience:** 1.5 years

**Minor:** Information Technology

**Mundayathveetil Vivek Chandran**

24 years

**18 – 30 months category**

### **Awards and Leadership**

- ? Accolades awarded by Owner of Styled Apparels for successful implementation of financial modeling design.
- ? Certificate awarded by CEO in Zenith Industries for successful implementation of 5'S activities in shop floor.
- ? Headed a team of 30 workers in Zenith Rubber Industries wherein I was responsible for achieving the daily targeted production in Curing Department.
- ? Headed Quality Circle group of 10 members in Zenith Rubber Industries under which we reduced material changeover time by 20 min per machine thereby increasing revenue by Rs. 1,75,45,642 annually.

### **Core Competencies and Skill sets**

- ? Exhibited problem solving and decision making skills while heading Quality Circle group of 10 members. (Co. – Zenith Industrial Rubber Products Private Limited)
- ? Displayed good communication and interpersonal skills by being a part of Alumni committee wherein I was responsible to coordinate with alums and make them a part of the meet.
- ? Proficient in MS Office and had programmed a sales analysis program for Co. Styled Apparels also had programmed defect analysis program for Co. Zenith Industrial Rubber Products Private Limited.
- ? Good at analytical skills and manpower handling.

### **Key Performance Indicators**

- ? Hands on MS Office, Study of financial statements, Comparative analysis, financial ratios, SWOT Analysis.
- ? Sales comparison through use of pivot table for Styled Apparels.
- ? Increase in productivity of machines through reduction in machine downtime.
- ? Increase in OEE (Overall Equipment Efficiency) of machines through decrease in defects.

### **Other Achievements**

- ? Compiled a list of poems in multilingual languages for Mumbai Mobile Crèches, a nonprofit organization which works with children living on construction site.
- ? Secured 59th rank in Mumbai University in Production Engineering branch in B.E. 2007 – 08.