



planning

calculating

managing



**Placement Catalogue 2010-2012**  
**PGDM - Financial Markets**  
(AICTE Approved)



**ITM Institute of  
Financial Markets**

# CRISIL GRADING:



## Graded Program: PGDM (FM)

The Institute for Technology and Management (ITM) was set up in 1991 with an academic tie-up with The Southern New Hampshire University (SNHU), USA. It currently offers 15 programs in wide range of subjects, including Financial Markets, Retail, Pharmaceuticals, Healthcare, Risk Management and Human Resources. The ITM group comprises ITM Business School, ITM Global Leadership Center, ITM Institute for Hospitality Management, ITM Institute of Financial Markets (ITM-IFM) and ITM Institute of Health Sciences. ITM-IFM delivers specialized courses in finance. It offers two full time programs – PGDM in Financial Markets (PGDM-FM) and PGDM in Corporate Finance and Investment Banking (PGDM-CFIB). In 2009, the PGDM (FM) program received AICTE approval.

### Curriculum:

Comprises of 33 subjects split into 7 terms with a summer project at the end of the term. Enables the students to appear for international certifications in the field of finance available through arrangements with professional bodies Mentorship program to provide academic and personal guidance to students

### Industry Interaction:

ITM group has dedicated cell that organises Management Development Programs. Annual Alumni meets are organised by ITM. Alumni undertakes prep-classes for students during placements

### Infrastructure:

Library is well stocked with 1490 titles, 2100 books, 15 journals and subscription to 17 periodicals. The institute has a WiFi enabled campus and classrooms are equipped with OHP. The institute provides students with Laptop.

The institute also has a 'business simulation lab' for training students under live market environment

## Best Practices Followed

Business Simulation Lab for training students in the live market environment provides practical exposure Students are encouraged to call for open-house meetings to highlight concerns, relating to academic and campus life, to the institute's management

### Graded Program Details

Program PGDM (FM)	(2 years)
Offered since	2004
Status	Autonomous
Recognition	AICTE (in 2009)
Program Fee	Rs.5.6 lakh
Total Seats	60

### Permanent Faculty

Faculty strength	10
Median teaching experience	6 yrs
Median industry experience	7 yrs
Retention rate	60%
Student-faculty ratio	5
Visiting faculty	9

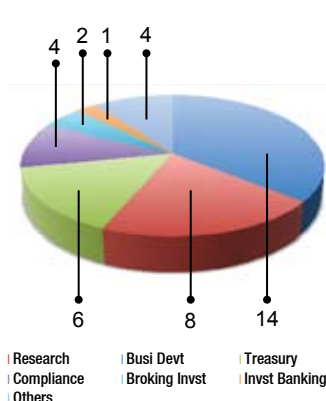
### Students - Key Statistics

Student strength	49
Average age	24 yrs
Average work experience	1 yr
Percentage of female students	15%

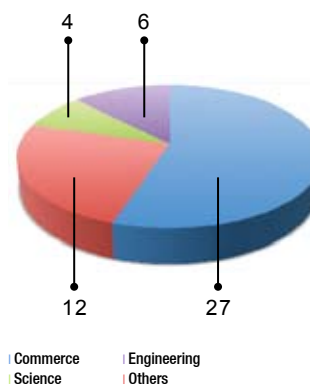
### Student Outcome (2008-10)

Placements	About 85%
Median salary	Rs.3.5 lakh
Maximum salary	Rs.6.0 lakh
Pre-placement offer	-
No. of student clubs	4
Predominant placement region	Mumbai
Key recruiters	JP Morgan Chase, Nomura, HSBC Mahindra Finance, ICICI Securities

### Placement Diversity (2008-10)



### Student Diversity (2008-10)



**Disclaimer:** A CRISIL Business School Grading reflects CRISIL's opinion on the relative ability of the graded institute to impart quality education and achieve the desired outcomes for the Programme. It does not constitute an audit/credit rating of the institute by CRISIL. CRISIL's Business School Grading is based on the information provided by the institute, or obtained by CRISIL from sources it considers reliable. CRISIL does not guarantee the completeness or accuracy of the information on which the Grading is based. CRISIL Business School Grading is not a recommendation to enrol in any program conducted by the institute or to avail any services offered by the institute. The Gradings are revised as and when circumstances so warrant. CRISIL is not responsible for any errors and especially states that it has no financial liability whatsoever to the subscribers / users / transmitters / distributors of its Business School Gradings. For the latest information on any outstanding CRISIL Business School Gradings, please contact CRISIL RATING DESK at CRISILratingdesk@crisil.com or at (+91 22) 3342 3001 - 09



## Greetings from ITM Institute of Financial Markets

Dear Friends,

Financial Markets are rapidly changing the business world in ways that nobody anticipated a decade ago. There are new markets, products and services which have changed the economic landscape of the world as a whole and India in particular. To truly stand out in this time of extraordinary developments in the market place, the impact of which is compounded by the leveling forces of globalisation, a professional who is working in Financial Markets must be ready to react, adapt, improvise and innovate at a faster pace than ever before.

As educators, the ITM Institute of Financial Markets (ITM-IFM) prepares our post graduate students for the future by providing them with critical skills for the 21st century that will allow them to meet the unknown head-on and excel. For this, students are made to understand more than business concepts.

In the process students are taught how to

develop adaptable strategies, how to think creatively and how to apply those skills to any situation that may arise in the new business landscape as the interacting forces of technology and globalisation affect the work place, the market place, new products and new services.

ITM-IFM has equipped the students with thinking and processing tools that will allow them to adapt to the world when it turns out to be different than what everybody thought. As a result our students will be in the game, not left scratching their heads doing things the “old” way, rather they will be innovating and leading.

With the academic rigour, our students are prepared to adapt and innovate as business evolves and they are the choice for meeting the talent shortage in the Financial Markets.

**Dr. K. S. Murthy**  
**Director**  
**ITM - Institute of Financial Markets**



## Internal Faculty

Dr. Latha Chari  
Prof. Subbarao Peteti (Ex-ED, Punjab & Sind Bank)  
Prof. K.S. Iyer  
Prof. Kishor Kalyan Mushrif  
Prof. Manohar Lal  
Prof. Sharad Jha  
Prof. Sabyasachi Mukherjee  
Prof. Chandra Shekhar  
Prof. Nandkishore Patil  
Prof. Prasenjit Yesambare  
Mr. Niranjana Subramanian

## Visiting Faculty

Mr. Venkateshwarloo, (Ex.) Dy. G.M (Training & Development) Indian Oil Corporation.  
Dr. Shirang Joshi and Mr. Hemant Kale, Director, MAIA Financial Services Ltd.  
Shri Dilip Jain & Shri Sajit Pisharodi - Director, Innovision Solutions  
Shri Ravishankar Mantha, Director - Agrisk Research Technology  
Mr. N. K. Gupta, (Ex.) AGM & Head-Treasury, Dhanlakshmi Bank Ltd.  
Mr. Jignesh Sanghvi  
Ms. S. Sudha, Visiting Faculty.  
Mrs. Priyanka Mohan, Visiting Faculty.  
Mr. Ramakar Jha, Managing Partner, Bulls n Bear Ltd.  
Mr. K. Subramanyam, Trainer, CD Equisearch Ltd.  
Dr. Prakash Singh, Asst. Prof - IIM, Lucknow  
Dr. Kiran Kumar, Asst. Prof - NISM  
Dr. Ramakrishnan, Chief Executive - IBA  
Mrs. Gayatri Joshi, Trainer



## Distinguished Visitors

- Mr. Sundarramanan - Vice President, National Stock Exchange
- Mr. V.R. Narsimhan - Senior Vice President, NSDL
- Mr. B. Narsimhan - Whole Time Director
- Shri. U.K. Sinha - CMD, UTI AMC Ltd.
- Smt. Chitra Ramakrishna - Joint MD, National Stock Exchange Ltd.
- Mr. M.S. Sahoo - Whole Time Member, SEBI
- Shri. L. P. Aggarwal - CFO, Bombay Stock Exchange Ltd.
- Mr. Nipun Mehta - Executive Director & Country Head, Societe Generale
- Mr. Prakash Gaba - Technical Analyst
- Prof. Brian Scott-Quinn - Chairman ICMA Centre, University of Reading UK
- Prof. John Board - Director, ICMA Centre, University of Reading UK
- Mr. David Millar - COO, Professional Risk Managers' Industry Association (PRMIA), USA
- Mr. Nick Bannister - Senior VP & MD -International Affairs and Services, NASD, FINRA
- Dr. Madhu Kalimpalli - Associate Professor (Finance) Director, Wilfrid Laurier University, Waterloo.
- Mr. Janki Ballabh - Chairman- UTI Trustee Company of UTI Mutual Fund Former Chairman, State Bank of India
- Prof. K. Subramanian - Asst. Professor of Finance, EMORY Univesity, USA
- Mr. Shailesh Haribhakti - Managing Director & CEO, Haribhakti Group
- Dr. H Sadhak - CEO, LIC Pension Fund Ltd.,
- Mr. James Shapiro - Head (Market Development), Bombay Stock Exchange
- Mr. M.S. Sahoo - Whole-Time Member, SEBI
- Mr. C.V.R. Rajendran - MD, Corporation Bank
- Mr. Girish VS - CEO & Managing Editor, The Banking & Finance World.
- Dr. Peter.de Gijssel - Dean Director, Maastichi School of Management, The Netherlands
- Ms. Helmy Koolen - Sr. Manager Outreach Education & Operations, Maastichi School of Management, The Netherlands

# About ITM Group of Institutions

Any serious effort in management education is characterized by a unique duality-constant, unrelenting change supported by unwavering fundamentals. At Institute for Technology and Management, this duality is evidenced on the one side - by the sheer pace of operational growth and infra-structural expansion, the constant re-invention of academic offerings, and on the other side- by the commitment, honor and endurance of that group of individuals who make up the ITM Family.

In September 1991, ITM was founded by Dr. P. V. Ramana, with a singular objective- to prove the idea that a fully private, unaided Business School could survive and thrive in the exclusive world of Management Education in India. 18 years on, the ITM Group of Institutions enjoys the approval and patronage of the Indian Industry, Academicians and the thousands of students & alumni who carry the reputation of ITM on their shoulders.

ITM is at heart, an Entrepreneurial operation established as a result of the commitment to the Ideal that a private, non-aided business school could survive and thrive in the mostly

regulated environment of education in India. In that venture, ITM has achieved the status of a pioneer among private business schools in India.

In the 20 years since its inception in 1991, the ITM Group of Institutes has earned the recognition of Academia and Industry. Recent national business school rankings have placed ITM among the Top 25 B-Schools in India. ITM Campuses in Banglore, Chennai, Hyderabad, Mumbai, Navi Mumbai, Nagpur, Raipur & Warangal offer a range of master programmes in diverse fields such as International Business Information Technology, Retail Management, Human Resources, Financial Markets, Pharmaceutical Mangement, etc.

ITM Institute of Financial Markets started its first batch in 2004. The PGDM financial Markets program has taken years of development & collaboration in its creation. ITM is proud to be among ample of schools the world over & the very first in India to have the technology & academics required to offer this program.

**Ranked 5th among MBA aspirants by BT 2005**

**Ranked A++ by Business India 2007**

**Ranked 'A' by AIMA 2007**

**Ranked 24th by CSR-GHRDC 2007**

**Ranked 25th by Outlooke 2007**



## **ITM Institute of Financial Markets**

As the global environment of financial markets becomes more complex, the knowledge demand placed on professionals, operators, brokers, traders, employees of the banking or insurance industries, including compliance professionals - makes it imperative to know the products and markets and the mathematics that explain it. As new markets open up internationally, they must understand all of this from a complex global perspective.

ITM Institute of Financial Markets was established with this very purpose in mind: to train the next generation of Indian and International capital markets professionals and to provide access to the latest knowledge and tools in use globally.

The Institute offers a range of educational programs catering to the needs of fresh students as well as experienced professionals in the broad field of finance, Capital Markets, Insurance and Risk Management .

ITM IFM programs are conducted in our spacious, well-appointed classrooms and conference suites, fully equipped for modern pedagogical methods, at the ITM campus in Kharghar, Navi Mumbai, with extensive utilisation of our modern, Business Simulation Lab and training facility at Vashi, Navi Mumbai. The Business Simulation Lab is a part of the ITM Center of Excellence in Financial Markets, a dedicated Industry focused center at Vashi, Navi Mumbai.

ITM IFM's mandate to provide specialized and advanced Financial markets education is evident in the academic infrastructure of the Institute. Starting with a dedicated finance and business library, full-text online archives provided by EBSCO, CMIE Prowess and the Harvard Business Review, students have unprecedented access to research and publications to support their classroom learnings.

Besides intensive classroom learning in specially designed classrooms with a full complement of A/V facilities, students are exposed to the real world culture and environment of financial markets operators.

The technology component of the programs at ITM-IFM is of special importance. A campus wide Wifi network offers seamless intranet and internet connectivity. ITM's Student Laptop Program ensures that all students are provided with laptop computers.

Dedicated Televisions and data displays stream current financial market news and analyses in our student lounges and laboratories. The most significant technological advantage however is the Business Simulation Lab, which provides real-world trading simulations. Read more on the Business Simulation Lab in the following pages.







## BusinessSimulationLab

What makes the Financial Markets program unique is the live Business Simulation Lab (Securities Dealing Room) that forms the center-piece of this program. This Business Simulation Lab gives our students the ability to hone their trading and analytical skills in a realistic market environment, using the very same software and tools that are in use at modern dealing rooms the world over.

Business Simulation Lab is the first of its kind in India, and the 6th in the world, for training Program Participants in a real-time, live market environment simulation.

The Lab provides hands-on, real-world training in Securities, Derivatives, Commodities and Foreign Exchange Trading. rting tools from Spider Software.

### Technology Setup

Today's financial market participants are faced with the challenge of dealing with large volumes of real-time information and data from market conditions, industry & company news, and analyst updates to constantly changing market data. The Institute has recreated this information-rich environment, using the latest in computing and network technology.

### Business Simulation Lab Features

- High-end dedicated data server, loaded with over 10 years of tick-by-tick market data, allowing for realistic simulations of historical markets
- Instructor workstation, with ability to supervise the trading activity, set risk & exposure parameters etc.
- High-speed dedicated Internet access through a wireless leased line, connected to all terminals through a closed LAN subnet.
- Wide-screen plasma and LCD T. V. screens to display market news and updates.

### Software Setups

- XSTRADE: The Exchange administration Software platform of the National Stock Exchange (NSE), installed by NSE. IT, their technology subsidiary
- NEATixs: The trading workstation software platform used by NSE traders
- Live data feeds of Equities, Derivatives, Futures and Options create real-time market conditions from Reuters and Spider Software.
- Online Technical Analysis and Charting: World standard software Installed by Spider Software (Pvt.) Ltd.
- Real-time news and analysis data streams from Reuters, and CRISIL Market Wire
- Live market news and updates via CNBC, Bloomberg TV etc.



## PGDM: Financial Markets

PGDM: Financial Markets (AICTE Approved, full time) has been designed in collaboration with industry experts from Exchanges, Financial Institutions, other market participants and such market leaders as NSE.IT, Moneyline +Telerate and Spider Software keeping in mind the demand within the financial Markets for individuals having superior knowledge about Financial Markets than those coming out of the other regular Business schools. The Program will equip the students with a deep understanding of the markets.

The program provides an intellectual framework for understanding how financial markets are structured, regulated, and interconnected in this country and around the world. The program objective is to educate and train students in the operations of modern financial markets, with a focus on Equities, Derivatives, Forex & Commodities markets, in Indian and International Context.

We understand, too, that employers coming to campus are looking to hire for real world business opportunities and needs. We keep abreast of changes in the financial market place and update our curriculum Industry relevant accordingly through interaction with the Industry Experts, feedback from our graduates, the lessons learned from our professors on their various consulting engagements, our many opportunities to exchange ideas with market practitioners through our periodic meetings with the Advisory Board, comprised of senior executives from the Industry.

Other Certification attached to PGDM: Financial Markets.

- CISI: Certificate in International Investment Management
- CISI: Certificate in Derivatives

Conducted at ITM Institute of Financial Markets and certified by the Chartered Institute for Securities & Investment (CISI, UK).

The Chartered Institute for Securities & Investment is the largest and most widely respected professional body for those who work in the securities and investment industry in the UK and in a growing number of major financial centres round the world. Evolved from the London Stock Exchange, CISI have more than 40,000 members in 89 countries. In the past year, CISI set almost 40,000 examinations in over 70 countries, covering a range of vocational qualifications

Designed specifically for Individuals who wants to equip with the academic knowledge for a variety of roles in the investment industry and Derivative Markets like: Private client asset management, Investment bankers working in asset management houses, Asset managers, Fund managers, Private Client stock brokers, financial derivative and Commodity Markets etc.

- FPSB: Investment Planning (IP)
- FPSB: Retirement Planning and Employee Benefits (RPEB)

Certified Financial Planner Certification is a mark of excellence granted to individuals who meet the stringent standards of education, examination, experience and ethics. It is the most prestigious and internationally accepted Financial Planning qualification recognized and respected by the global financial community. CFP is the highest level of Certification worldwide in the field of Financial Planning.

The CFP Certification wins trust and presents opportunities worldwide. In this era of super specialization, the Professional Certification – Certified Financial Planner (CFP) Certification, gears career aspirants for giving comprehensive financial advisory services to individuals and make a satisfying career in the financial services industry.

### **Benefits of the CFP Certification:**

- You have met the global benchmark for competency, ethics & professional practice standards to provide comprehensive Financial Planning services.
- Enhanced career and employment opportunities with Financial Services companies. Your Services are sought by banks, distribution houses, AMC, Insurance Companies, Equity Broking and Financial Planning firms.

### **Associate PRM Certification Course**

The Associate Professional Risk Manager Certification program offered by PRMIA (Professional Risk Managers' International Association) enhances the risk management skills of our students in all disciplines. It covers the core concept of Risk Management, allowing non-specialists to interpret risk management information reports, to make critical assessments & to evaluate the implications and limitation of such results.

## Course Structure

### TERM-I

- ▶ Financial Accounting
- ▶ Management Accounting
- ▶ Quantitative Methods I
- ▶ Technical Communication & Organization Behavior
- ▶ Managerial Economics
- ▶ Financial Services
- ▶ Economic Environment and Policy
- ▶ Business Simulation Lab Session (Half Credit)
- ▶ Life Style Management - I (Half Credit)

### TERM-II

- ▶ Fundamental Analysis
- ▶ Quantitative Methods II
- ▶ Equity Markets
- ▶ Debt and Money Markets
- ▶ Foreign Trade & Forex Markets
- ▶ Corporate Finance I
- ▶ Business Simulation Lab
- ▶ Life Style Management - II Session

### TERM-III

- ▶ Technical Analysis
- ▶ Financial Planning I
- ▶ Investment & Portfolio Management
- ▶ Financial Derivatives
- ▶ Commodity Markets
- ▶ Financial Management
- ▶ Research Methodology
- ▶ Business Simulation Lab Session
- ▶ Life Style Management - II Session

### TERM-IV

Summer Project

### TERM-V

- ▶ International Trade & Finance
- ▶ Risk Management
- ▶ Derivatives
- ▶ Investment Banking
- ▶ Mergers & Acquisition
- ▶ Securities law
- ▶ Management of Mutual Funds
- ▶ Business Simulation Lab - Session IV

### TERM-VI

- ▶ Commercial banking
- ▶ Risk Management
- ▶ Marketing of financial services
- ▶ Business Simulation Lab Session V
- ▶ Capstone Project Phase II - First Presentation

### TERM-VII

▶ Capstone Project / Grand Viva Phase III  
(Final submission, presentation & Evaluation)





## ITM-IFM & RBS (Netherlands): International Students Exchange Program

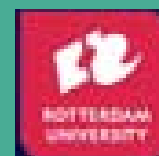
The basic objective behind International Students Exchange Program (ISEP) is to provide student an International learning & knowledge platform which takes them towards understanding of an array of different cultural and community perspectives, awareness and adoption of alternative, multi-faceted approaches to learning. All benefits put together enhance the self-confidence & self-esteem of the student which makes ISEP a valuable proposition for students to undergo.

Keeping the above benefits into consideration, ITM- Institute of Financial Markets has started ISEP with Rotterdam Business School (RBS), The Netherlands where our PGDM: Financial Markets students have spent 4 weeks training in understanding the financial markets of Europe.

RBS aims at preparing students for a career in business domestically and internationally. It works closely with partners in the business and education communities in Europe, Africa, Asia and the America. Over 40 different nationalities are represented among its students community. Together with its partners it is able to offer students the global outlook that they strive for.

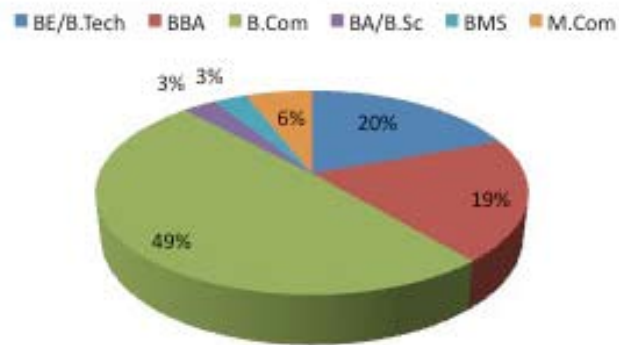
The subjects that were focused at the students exchange program were Global Business Strategy and Strategic Innovation Management. The pedagogy of teaching included classroom sessions, study tours, case studies and presentation by the students.

The program has helped the students to get an edge in the international business and also gave them an understanding of the culture thereby helping them to learn and work in the European countries.

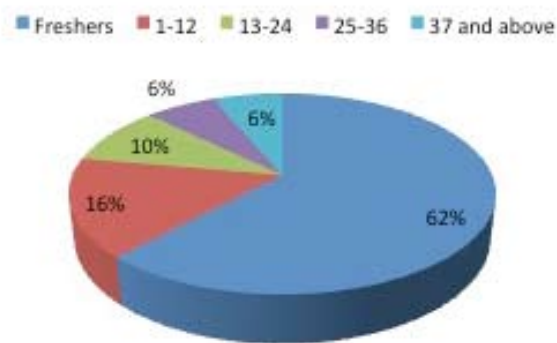


# Students Demographic Profile

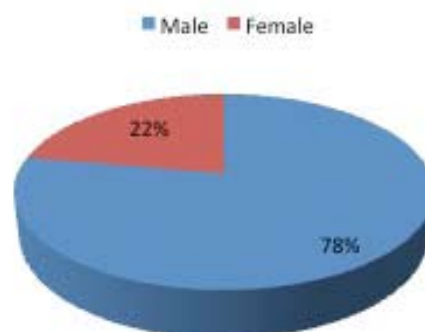
## Background Qualification



## Work Experience (in months)

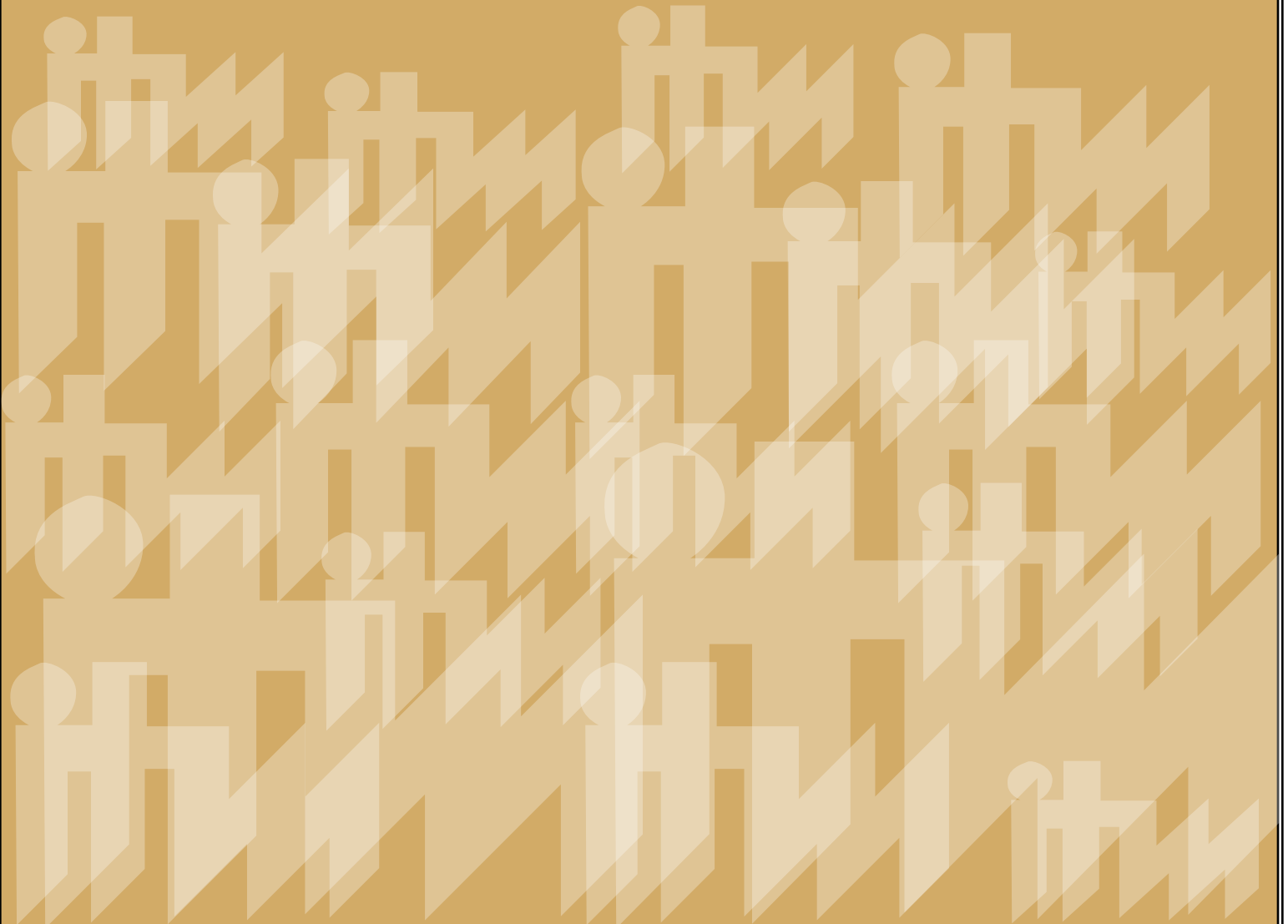


## Gender Ratio





PGDM - Financial Markets (2010-12)  
**Students Profile**





**Name** : Aanchal Parker  
**Date of Birth** : 24th Oct,1986  
**Qualification** : BE  
**PGDM** : PGDM - Financial Markets  
**Experience** : 3 months  
**Last Job** : TATA Indicom  
**Summer Project** : DCF Valuation of Govind Commercial Company Ltd.  
**Company** : Ashika Capital



**Name** : Abhishek Biswas  
**Date of Birth** : 30th March,1986  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Portfolio Management  
**Company** : Kotak Securities



**Name** : Aditi Anant Kulkarni  
**Date of Birth** : 24th Jan,1989  
**Qualification** : BBI  
**PGDM** : PGDM: Financial Markets  
**Experience** : 6 months  
**Last Job** : ICICI Lombard  
**Summer Project** : Wholesale Banking Operations  
**Company** : Thane Janata Sahakari Bank



**Name** : Aditya Ravindra Sinha  
**Date of Birth** : 19th Nov,1984  
**Qualification** : BBI, M.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 yr. 9 months  
**Last Job** : RBS  
**Summer Project** : Financial Inclusion and role of NABARD  
**Company** : NABARD



**Name** : Akhil Paul  
**Date of Birth** : 10th Sep,1984  
**Qualification** : BE  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 yr. 5 Months  
**Last Job** : TCS  
**Summer Project** : Stock Broking in India: Constraints and Opportunities  
**Company** : Matalia Stock Broking



**Name** : Alam Khubaib  
**Date of Birth** : 1st July,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Company Valuation  
**Company** : ITM-IFM (Research Cell)



**Name** : Alpana Yadav  
**Date of Birth** : 2nd Jun,1989  
**Qualification** : BBI  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Microfinance in India  
**Company** : ITM-IFM



**Name** : Ankit Mehta  
**Date of Birth** : 4th Oct,1987  
**Qualification** : BE  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Corporate Business & Credit Appraisal  
**Company** : State Bank of Mauritius



**Name** : Ankur Jain  
**Date of Birth** : 22nd Aug 1988  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 yr 9 Months  
**Last Job** : Navpad Pens  
**Summer Project** : Currency Derivatives  
**Company** : United Stock Exchange



**Name** : Annmarie Dsouza  
**Date of Birth** : 5th Oct,1988  
**Qualification** : B.Sc-IT  
**PGDM** : PGDM: Financial Marekts  
**Experience** :  
**Last Job** :  
**Summer Project** : Course work - Global Business Strategies & Strategic Innovation  
**Company** : Rotterdam Business School, The Netherlands



**Name** : Arpan Laha  
**Date of Birth** : 21st Dec,1988  
**Qualification** : BA  
**PGDM** : PGDM: Financial Markets  
**Experience** :  
**Last Job** :  
**Summer Project** : Credit Operations  
**Company** : State Bank of Mauritius



**Name** : Dhananjay Limaye  
**Date of Birth** : 18th May,1987  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1.25 year  
**Last Job** : Wipro Ltd.  
**Summer Project** : Course work - Global Business Strategies & Strategic Innovation Management  
**Company** : Rotterdam Business School, The Netherlands



**Name** : Divas Singhal  
**Date of Birth** : 10th Nov,1989  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Investment Strategy by using Technical Analysis  
**Company** : Market Rahasya



**Name** : Divya Nangia  
**Date of Birth** : 30th Oct,1987  
**Qualification** : B.Com, M.Com, CS  
**PGDM** : PGDM: Financial Markets  
**Experience** :  
**Last Job** :  
**Summer Project** : Course work - Global Business Strategies & Strategic Innovation Management  
**Company** : Rotterdam Business School, The Netherlands



**Name** : Gananjay Dalvi  
**Date of Birth** : 7th Sep, 1986  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : 3 years  
**Last Job** : HDFC Bank  
**Summer Project** : Equity Research  
**Company** : Corporate Bridge Consultancy Pvt. Ltd.



**Name** : Gautami Rayapudi  
**Date of Birth** : 6th Sept,1987  
**Qualification** : B.Tech  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Forex Front Room Dealing Operation  
**Company** : Union Bank of India





**Name** : Gurnath Narahari Dalvi  
**Date of Birth** : 19th Jan,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Credit Appraisal in Corporate Banking  
**Company** : IDBI Bank



**Name** : Harsh Trikamlal Dhanani  
**Date of Birth** : 26th Oct,1987  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Capital Budgeting  
**Company** : SAIL



**Name** : Imran Ahmed Siddiqui  
**Date of Birth** : 11th Apr,1988  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 year  
**Last Job** : Nano web Technology  
**Summer Project** : Fundamental Analysis  
**Company** : Religare Securities



**Name** : K.Nagaraja Sai Krishna Kopparthi  
**Date of Birth** : 8th Dec,1988  
**Qualification** : B.Tech  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Deregulation of Suger Industry  
**Company** : Somayajuly & Co. Ltd.



**Name** : Khirod Swain  
**Date of Birth** : 1st Jun,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Corporate Finance  
**Company** : National Aluminium Company Ltd. (NALCO)



**Name** : Mandheer Arora  
**Date of Birth** : 10th Jan,1989  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : BRLM & IPO  
**Company** : Department of Disinvestment, Ministry of Finance



**Name** : Manit Singh Rakhroy  
**Date of Birth** : 2nd Dec 1984  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : 3.5 years  
**Last Job** : Indiabulls Securities  
**Summer Project** : Credit risk Management  
**Company** : State Bank of Mauritius



**Name** : Manoj Navlani  
**Date of Birth** : 3rd Oct,1986  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : 3 Years  
**Last Job** : Ford Rhodes Parks & Co  
**Summer Project** : Fundamental Analysis  
**Company** : Venus Advisory



**Name** : Mrugen Shah  
**Date of Birth** : 2nd Mar, 1988  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : 6 Months  
**Last Job** : Resham Dresses  
**Summer Project** : Equity Research, IT & Reality Sector  
**Company** : Matalia Stock Brocking Pvt. Ltd.



**Name** : Nandan Shashikant Shah  
**Date of Birth** : 18th Apr, 1987  
**Qualification** : BE, CFA (Level-1 Cleared)  
**PGDM** : PGDM: Financial Markets  
**Experience** : 2 years  
**Last Job** : Rekhav Securities  
**Summer Project** : Sector Analysis, Power  
**Company** : MAIA Financial Services Pvt. Ltd.



**Name** : Neeraj Rajgarhia  
**Date of Birth** : 20th Jun,1987  
**Qualification** : B.Tech  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 year  
**Last Job** : IXIA Datalabs  
**Summer Project** : Sector analysis  
**Company** : Denip Consultancy Pvt. Ltd.



**Name** : Nikkitasha Kothari  
**Date of Birth** : 30th Aug,1987  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Debt Restructuring  
**Company** : IDBI Capital



**Name** : Omkar Vaman Natu  
**Date of Birth** : 30th Jun,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Banking Operations & Risk Management  
**Company** : Janakalyan Sahakari Bank Ltd.



**Name** : Pankeshwar Jangid  
**Date of Birth** : 10th Aug,1986  
**Qualification** : B.Tech  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Credit Appraisal of Industrial Fianance for SME's  
**Company** : Union Bank of India



**Name** : Pawan Thakare  
**Date of Birth** : 25th Sep,1985  
**Qualification** : BE  
**PGDM** : PGDM: Financial Markets  
**Experience** : 2 yrs 6 Months  
**Last Job** : Mahindra Satyam  
**Summer Project** : Managing Credit Risk  
**Company** : Union Bank of India



**Name** : Pooja Chetan Shah  
**Date of Birth** : 20th Dec,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Corporate Finance in Pratibha Industries  
**Company** : Geld Advisory Services



**Name** : Prema Murti  
**Date of Birth** : 14th Aug,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Mutual Fund & Banking Department  
**Company** : Kotak AMC



**Name** : Priyanka Kumari  
**Date of Birth** : 20th Dec,1988  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Derivatives  
**Company** : Kotak Securities



**Name** : Rajan Parihar  
**Date of Birth** : 30th Jun,1988  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 Year  
**Last Job** : Bank of America  
**Summer Project** : NDB Operations  
**Company** : Royal Bank of Scotland



**Name** : Rakesh Harishchandra Amin  
**Date of Birth** : 23rd Sep,1989  
**Qualification** : BBI  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : To determine the Methodologies banks use in estimation of expected loss  
**Company** : Aptivaa Consulting Solutions Pvt. Ltd.





**Name** : Ritika Khare  
**Date of Birth** : 24th Jan,1987  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Universal Banking in India  
**Company** : Axis Bank



**Name** : Rituraj Laad  
**Date of Birth** : 14th Jan.1988  
**Qualification** : BE  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 Year  
**Last Job** : Tikona Digital Networks  
**Summer Project** : Infrastructure Equipement Financing  
**Company** : SREI Infrastructure Finance



**Name** : Rohit Kakati  
**Date of Birth** : 14th Mar,1985  
**Qualification** : BMS  
**PGDM** : PGDM: Financial Markets  
**Experience** : 3 yrs 4 Months  
**Last Job** : United Securities LLC  
**Summer Project** : PMS & Analysis of its business  
**Company** : MAIA Fiancial Services Pvt. Ltd.



**Name** : Rohit Sawant  
**Date of Birth** : 5th Sep,1985  
**Qualification** : BE  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 Year  
**Last Job** : Reliance  
**Summer Project** : Post Investment Analysis  
**Company** : BPCL



**Name** : Sandeep Agrawal  
**Date of Birth** : 26th Sept,1988  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Risk Managment  
**Company** : Aptivaa Consulting Solutions Pvt. Ltd.



**Name** : Sandeep Singh  
**Date of Birth** : 26th May,1986  
**Qualification** : B.Tech  
**PGDM** : PGDM: Financial Markets  
**Experience** : 2 years  
**Last Job** : Oracle Financial Services  
**Summer Project** : Credit Risk Management  
**Company** : Punjab National Bank



**Name** : Sandhya Samaranayake  
**Date of Birth** : 6th May,1983  
**Qualification** : B.Com, M.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : 5 years  
**Last Job** : WNS  
**Summer Project** : Analysis & Valuation of Indian Media & Entertainment Industry  
**Company** : ITM - IFM (Research Cell)



**Name** : Shahab Ahmed  
**Date of Birth** : 21st Jun,1988  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Knowledge of Banking Operations (Mutual Fund Investment)  
**Company** : Standard Chartered Bank



**Name** : Sharad Sharma  
**Date of Birth** : 6th Oct,1987  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Asset Liability Management  
**Company** : Rajasthan State Co-operative Bank



**Name** : Siddharth Kumar Singh  
**Date of Birth** : 12th May,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : What is Corporate Banking  
**Company** : ITM - IFM



**Name** : Siddharth Vaid  
**Date of Birth** : 19th Nov,1988  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Valuation using DCF Model  
**Company** : Punjab National Bank



**Name** : Subhamoy Maity  
**Date of Birth** : 2nd April,1988  
**Qualification** : B.Tech  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Wealth Management Products  
**Company** : Standard Chartered Bank



**Name** : Steven Wilson Fernandes  
**Date of Birth** : 11th Jul,1988  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Fundamental Analysis, Cement Industry  
**Company** : Denip Consultancy



**Name** : Sumit Chakraborty  
**Date of Birth** : 1st Jan,1988  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : CDR  
**Company** : Brics Securities



**Name** : Sunny Jain  
**Date of Birth** : 6th Dec,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Course work - Global Business Strategies & Strategic Innovation Management  
**Company** : Rotterdam Business School, The Netherlands



**Name** : Suseem Dhaneshwar  
**Date of Birth** : 27th March,1987  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Industry Analysis, Banking Sector  
**Company** : MAIA Financial Services Pvt. Ltd.



**Name** : Sushil Kumar  
**Date of Birth** : 8th Nov,1988  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Interest Rate  
**Company** : State Bank of Mauritius



**Name** : Swapnaja Deshmukh  
**Date of Birth** : 19th Nov, 1988  
**Qualification** : BMS  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Letter of Credit  
**Company** : Abhyudaya Bank Co-operative Ltd.



**Name** : Thivya Jagannathan  
**Date of Birth** : 24th Dec,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Forex & Derivatives  
**Company** : ESSAR Investement Ltd.



**Name** : Vaibhav More  
**Date of Birth** : 16th July,1987  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : 1 Year  
**Last Job** : CMS Securitas Ltd  
**Summer Project** : IT Sector Analysis  
**Company** : IIFL





**Name** : Varun Parekh  
**Date of Birth** : 13th May, 1984  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : 4 yrs  
**Last Job** : Premier Engineering Company  
**Summer Project** : Debt Research Analyst  
**Company** : Geld Advisory Pvt. Ltd.



**Name** : Vaibhav Salish Gupte  
**Date of Birth** : 7th Sep,1980  
**Qualification** : B.Com, DMS  
**PGDM** : PGDM: Financial Markets  
**Experience** : 5 yrs, 5 Month  
**Last Job** : L & T Capital Ltd.  
**Summer Project** : Equity Research  
**Company** : MF Global



**Name** : Vibha Kalra  
**Date of Birth** : 12th Sept,1989  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : An insight into personal finance  
**Company** : MAIA Financial Services Pvt. Ltd.



**Name** : Vidya Rajagopal  
**Date of Birth** : 14th,Nov,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : 8 months  
**Last Job** : HTMT  
**Summer Project** : Forex Management  
**Company** : Union Bank of India



**Name** : Virat Doshi  
**Date of Birth** : 24th Aug,1989  
**Qualification** : B.Com  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Derivatives  
**Company** : Daulat Securities Ltd.



**Name** : Vivek Agarwal  
**Date of Birth** : 8th Jun,1989  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Fundamental Analysis  
**Company** : Denip Consultancy Pvt. Ltd.



**Name** : Yogesh Kumar  
**Date of Birth** : 7th Jan,1989  
**Qualification** : BBA  
**PGDM** : PGDM: Financial Markets  
**Experience** : -  
**Last Job** : -  
**Summer Project** : Technical Analysis  
**Company** : Market Rahasya



## Placement Team

ITM Institute of Financial Markets strives to provide an efficient, professional and productive environment for both visiting companies and ITM students in their efforts to find the perfect Person-Position Fit. The Placement Cell offers a broad range of expertise, services, programs and resources to assist students with their career development and job searches. Concurrently, we enjoy the dynamic relationships with our recruiting “partners” - the hundreds of organizations across the country that work with us.

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 Placements staff will handle the entire process and all paperwork related to your recruitment activity at ITM Institute of Financial Markets.

### Ms. Romita Roy Choudhury

Placement Manager

Mob. 9867914558 / 022 2781 1278

E-mail: romitac@itm.edu

ifmplacements@itm.edu

### Student Co-ordinator:

Dhananjay Limaye: 99700 02866

Mrugen Shah: 97689 34892

Divya Nangia: 99207 79947

Aanchal Parker: 90048 22867

Neeraj Rajgarhia: 97687 82582

## Our Recruiters

Admisy Commodities Ltd.

Adventity

Allahabad Bank

Andhra Bank

Angel Broking

Apollo Munich Insurance

ARM Research Pvt. Ltd.

Bank of Baroda

Birla Sunlife Wealth Management

Bombay Stock Exchange

Bonanza Portfolio Ltd.

Caliber Point

Citifinancial

CNBC Awaaz

Colliers International

DE Shaw

Deutsche Bank

E-Clerx

Edelweiss Capital Ltd.

Epitome Global Services

Evalueserve

FIMMDA

First Global

Gupta Equities Ltd.

HDFC AMC

HDFC Bank

HSBC Ltd.

ICICI Bank

ICICI Bank Ltd.

ICICI Prudential Asset Management

ICICI Securities Ltd.

IDBI Bank

India Infoline

Indiabulls Securities Ltd.

Indistock Securities

ING Vysya Bank Ltd.

Insync Analytics

Jain Investments

JM Morgan

JP Morgan Chase

Khandwala Securities Ltd.

Kotak Life Insurance

Kotak Securities

KR Choksey

M F Global

Mahindra Finance Ltd.

Maia Financials

Met life Insurance

Motilal Oswal Securities

Motwani Group

Nirmal Bang Ltd.

Nomura

Northbridge Capital

Peerless Mutual Fund

Reliance Capital

Reliance Life Insurance

SBI Caps

Share Khan

Standard Chartered Bank

Sunidhi Investments

Toshniwal Equities

Total Securities

Transparent Value

Unicorn

Yen Management

# Students Activities

## Board of Students

The “Board of Students” of the Institute organizes seminars, workshops, contests and discussions on issues related to the world of finance. Prominent members of financial community come regularly to address the club members.

## Tourism Club

An organized body creating opportunities for tomorrow’s professionals to sharpen up their knowledge and skills through quizzes, lectures, seminars, educational and cultural tours, trekking and fetes.

## Cultural Club

An outlet for the creative students to channelize their energy through extra-curricular activities leading towards Self Development.

## Personal Development / Growth Lab

PD is a continuous process and is accomplished through mentoring, counseling, conducting special programs on etiquettes, soft skills, negotiation skills, presentation skills, growth, lab etc., by faculty mentors, dedicated faculty and trainers from the Industry. In the fourth and fifth terms, intensive, compulsory modules related to personality development with a special focus on placement will be organized by trained faculty.

## Current Affairs Club:

The current affairs discussions and debates is the latest initiative

by the students. In these sessions, the students discuss national and international current affairs for 30 minutes every day. The club analyzes the quality of content discussed, suggests ways to improve and ensures participation of each member. The students often participate in corporate quizzes and debate competitions so as to update their knowledge in the domain of current affairs and markets.

## Corporate Social Responsibility:

CSR Project is a novel initiative undertaken by the ITM students. Financial literacy would be the main theme under this project for the students of ITM – IFM. This activity basically has been taken to engage students in organizing and managing various courses, extra-curricular and co-course activities by joining in the various UTKARSH (Unleashing The Knowledge And Reaching Starry Heights) Committees. The participation will help the students in “Learning Management by Doing” and will be able to strengthen their emotional & intellectual quotient which in turn will help them become good value driven responsible corporate citizens.

## Evaluation of CSR activities:

The performance of the students in the CSR projects will be evaluated at 3 levels wherein the students will be evaluated by the faculty guide, their participation and through a presentation that will be made at the end of third term. The students will be awarded a separate certificate with a suitable grade for their participation and performance.







# Management Development Programme (MDP)

**ITM-IFM offers short-duration programmes of 1 to 5 days duration on various topics for meeting the in-house training requirement of corporate at their respective premises. Some of the indicative titles of training programmes on offer include:**

- Advanced Financial Statement Analysis.
- Advanced Valuations.
- Asset and Liability Management.
- Behavioral Finance.
- Corporate and Financial Restructuring.
- Essentials of Accounting for Finance Professionals.
- Financial Derivatives.
- Fixed Income Investment.
- Foundation of Finance.
- Mergers and Acquisitions.
- Negotiation Dynamics.
- Portfolio Management.
- Private Equity: Restructuring Assets & Liabilities.
- Project Modeling in Excel.
- Risk Management.
- Securities Analysis.
- Trading on Simulated Securities.
- Valuation.
- Valuation Modeling in Excel.

**Recently ITM-IFM has conducted the training, workshop & MDP as follows:**

- One day programme on Trading on Simulated (TOSS) Securities for newly appointed SEBI officers
- Six days programme on Trading on Simulated Securities (TOSS) for NISM,
- Ten days programme on Certificate Course in Valuation & Financial Modeling for ICICI Securities,
- Two days workshop on Quantitative Finance Workshop in collaboration with Indira Gandhi Institute of Development Research (IGIDR), Mumbai, INDIA; Indian Institute of Technology, Kanpur (IIT Kanpur), INDIA and Rensselaer Polytechnic Institute, USA.

Please send your enquiries to: Dr. K.S. Murthy, Director,  
Email: [ksmurthy@itm.edu](mailto:ksmurthy@itm.edu),  
Tel: 022 – 65135002 / 22930172, Fax: 022 - 27814772



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