



IIM NAGPUR

PLACEMENT BROCHURE

PGP

2018-2020

Self-growth is tender; it's holy ground.
There's no greater investment.



About IIM Nagpur

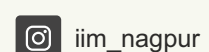
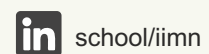
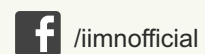
The Indian Institute of Management Nagpur (IIMN) was established in the year 2015 by the Ministry of HRD, Government of India, with an aim to facilitate a multi-faceted management knowledge generation and dissemination through ethical and value-based learning while catering to the needs of the emerging Indian economy. The institute started its operations under the mentorship & guidance of one of the most renowned management institutes in India, IIM Ahmedabad.

IIM Nagpur offers an exemplary on-campus learning opportunity that facilitates intensive participation and extensive teamwork through critical thinking and decision-making. Presently located in VNIT campus, the institute inaugurated its upcoming world class campus in the heart of Nagpur's MIHAN SEZ in the presence of its Hon'ble Chief Minister, Mr. Devendra Fadnavis. As a rapidly growing new generation IIM, IIM Nagpur is well poised for capacity and capability building among the students while also striving to meet global academic standards and nurture young leadership with its extensive use of case study methodology, industry visits, guest sessions, Field Immersion Module and classroom lessons. The institute believes in sustaining a positive bias towards excellence in thought and action. It promotes lifelong learning through practices such as frugal innovation and entrepreneurial approach.



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Director's Message

Greetings from IIM Nagpur!

The fourth batch of our post Graduate Program (PGP 2018-20) is a vibrant batch coming from all over India representing about 20 states. It is quite a diverse batch across dimensions of caste, degree, and gender with an average work experience of 30 months. Most of them have experience in engineering/IT sectors. There are also students with experience in Automobiles/Auto-ancillaries, Banking/Financial Services, Fast moving consumer goods, Pharmaceuticals/Healthcare, and Retail sectors.

Our post graduate program in management is specially designed with a specific emphasis on developing critical thinking among the students. Our PGP Curriculum offers a wide range of options to choose from in their second year of the Program as electives. Besides Summer Internship, our curriculum also offers our students opportunities to engage in immersive learning experience through field immersion module, international immersion module. We are in the process of building our international collaborative networks to expand our exchange programs. Our faculty have excellent track record of research and teaching. Through various pedagogical means, faculty constantly interact with students to make learning most effective and are very appreciative of our students.

Currently we are housed in our transit campus located in VNIT premises. Though small, it is a nice self-sufficient campus. The construction of our permanent campus is on the way; and soon we hope to move into our sprawling 130-acre world-class campus.

"Our students are very dynamic, energetic, inquisitive and proactive", Besides curricular activities, they also actively take part in co-curricular and extra-curricular activities through various student clubs and activities. That's what makes them develop a well-rounded personality and prepares them to become excellent professionals.

IIM Nagpur is passionately committed to contribute to the performance of corporates by developing high quality managerial human resource. I believe that our students emerge as the leaders of tomorrow, who would not only make a valuable contribution to the corporate world but to the society as well. All our summer and final placement processes have been gratifying. Organizations from various sectors have recruited our students in various roles and functions ranging from strategy and consulting to marketing and operations and finance. In the past few years, the industry has given an unmistakable signal of their increasing appreciation of our students by way of their visits to interact with our students and also to make offers of employment. We are grateful to them and assure them we shall live up to the expectations they reposed in us.

I welcome corporate world & recruiters to come and visit us and interact with our students. I wish all our students a great professional journey ahead.

Prof. L S Murty
Director, IIM Nagpur

Faculty Speaks



Prof. Arnab Mukherji

“IIM Nagpur students are bright, engaged in academic & extracurricular activities & most importantly imaginative in their approach to real-world problems. With a tightly run program at IIM Nagpur & a strong business immersion program these students are well prepped for a future in the corporate space.”



Prof. Danesh Gojer

“I have had the pleasure and privilege of teaching the IIM Nagpur 2018-2020 batch “Managerial Communication” this past academic year. Managerial Communication is an extremely demanding course as it requires & compels students to think and communicate like Managers. Adding to the rigour was the fact that I was more stringent with each successive assignment & evaluation. However these students not only mastered this very steep learning curve but also did so with unbridled energy and enthusiasm. Therefore I have no doubt that they will continue to demonstrate this high level of zeal & talent throughout their careers & both benefit to and from any organization they join.”



Prof. Jayanthi Iyer

“The PGP batch of 2018-20 of IIMN are an enthusiastic set of students. They were motivated to learn & came prepared for the class. The diverse viewpoints, lively discussions & interactions of the class enriched the learning experience. I greatly enjoyed teaching the batch.”



Prof. V Anand Ram

“I had a very pleasant experience teaching at IIMN. The students displayed a great capacity to look at strategic issues in organizations. The level of preparation for the cases and the participation in the classroom was a refreshing change for me compared to the other institutions where I taught the same course. I am sure they will make substantial contribution to the companies they ultimately work for.”



Prof. V Nagadevara

“I have taught this batch during the very first term, when they had just entered the Institute. The batch is enthusiastic, energetic & has a deep hunger to learn. My course on quantitative methods is not only very demanding but involves deep understanding of the techniques with major emphasis on application of concepts in real life. I had found the students rise to the challenge & some of them even raising the bar much higher. I see that the class discussions are of high quality with a superior level of individual contributions leading to cross learning across the students. I can say that this is one of the best batches that I have taught across several IIMs. I wish them all success in all their future endeavors.”

Permanent Faculty



Prof. Atul Arun Pathak
BE, PGDM (IIM Calcutta),
FPM (IIM Ahmedabad)



Prof. Avina Mendonca
FPM (IIM Ahmedabad)



Prof. Deeparghya Mukherjee
FPM (PhD IIM Bangalore), FRM
((GARP) USA), MA (Econ, DSE)



Prof. Gunjan Tomer
FPM (IIM Indore), B.Tech (UPTU)



Prof. Kapil Kaushik
FPM (IIM Indore)



Prof. Kinshuk Saurabh
FPM (IIM Ahmedabad)



Prof. LS Murty, Director
FPM (IIM Ahmedabad),
BTech (JNTU)



Prof. M V Shivaani
CA (ICAI), B.Com (SRCC),
M.Com (DU), PhD (IIT Delhi)



Prof. Neerpal Rathi
Post-Doc (INU South Korea),
PhD (IIT Roorkee)



Prof. Prakash Awasthy
ME (IIT Kanpur),
FPM (IIM-Bangalore)



Prof. Rahul Kumar Sett
FPM (IIM Ahmedabad)



Prof. Sayantee Jana
PhD (McMaster University)



Prof. Saroj Kumar Pani
FPM (IIM Bangalore)



Prof. Thiagu Ranganathan
PGDM (IIM Bangalore),
PhD (IIT Bombay)



Prof. Varsha Khandker
Fellow (IIM Ahmedabad)



Prof. Tapan Kar
Bsc, MSc in Mathematics,
FPM (IIM Bangalore)

Visiting Faculty

Apart from the permanent faculty, IIM Nagpur has one of the finest visiting faculties from distinguished institutes and organizations across the country. Most of the visiting faculty have rich prior experience in eminent B-schools and are distinguished academicians in their respective areas with involvement in research and development. Also, many of the visiting faculty has wide exposure to industry as well as consultancy in practicing management. Exposure to such prominent faculties establish the highest standards of pedagogy at IIM Nagpur.



Prof. Ajay Pandey
IIM Ahmedabad
BE (IIT Rourkee),
FPM (IIM Ahmedabad)



Prof. Anand Kasturi
Consultant Trainer
B.Tech (IIT Madras),
PGDM (IIM Bangalore) and PhD
(The University of Buckingham, UK)



Prof. Arnab Mukherji
IIM Bangalore
MA Economics (JNU), Mphil
(Pardee RAND Graduate School),
PhD (Pardee RAND Graduate School)



Prof. Jayanthi Iyer
IIM Bangalore
CA, ICWAI



Prof. Madhchhanda Das Anudhe
Senior Research Scientist, Infosys
BE (NIT Rourkela), FPM (IIM Bangalore)



Prof. MS Sriram
IIM Bangalore
PGDRM (IRMA),
FPM (IIM Bangalore)



Prof. Prakash Bagri
IIM Bangalore
B.Tech (IIT Kharagpur),
PGDM (IIM Bangalore)



Prof. Prantosh Banerjee
IIM Ahmedabad
B.Tech (IIT Kharagpur), PGDM
(IIM Calcutta), FPM (IIM Ahmedabad)



Prof. Pratap Giri
IIM Bangalore
B.com., F.C.A., F.C.S, MIOD



Prof. Prem Chander
IIM Ahmedabad
FPM (IIM Ahmedabad)



Prof. Sachin Jayaswal
IIM Ahmedabad
M.Tech (IIT Bombay),
PhD (University of Waterloo, Canada)



Prof. Sankarshan Basu
IIM Bangalore
Bsc Honours, MSc (IIT Kanpur),
PhD (London School of
Economics & Political Science)



Prof. Saurabh Pandya
XLRI
MBA (NMIMS),
FPM (IIM Bangalore)



Prof. Sunil Chandran
PGDBM (XLRI Jamshedpur)



Prof. Sunil Parameswaran
IIM Bangalore
UG (St Stephen's),
PGDM (IIM Bangalore), PhD (Fuqua
School of Business, Duke University)



Prof. Suresh Bhagavatula
IIM Bangalore
BE, Shivaji (University, Kolhapur),
MS (University of Flensburg),
PhD (Vrije Universiteit, Amsterdam)



Prof. Suryanarayana Valluri
Co-Founder,
Trilliant Digital and Cimpfyfive
BE (Osmania University),
PGDM (XLRI Jamshedpur)



Prof. Uday Ranpara
IIM Ahmedabad
CA, M.Com,
Dip IFR. (ACCA UK)



Prof. V Anand Ram
IIM Bangalore
PGDM (IIM Ahmedabad),
FPM (IIM Ahmedabad)



Prof. V Nagadevara
IIM Bangalore
PhD (Iowa State University)



Prof. Vinay Kaul
Founder, Kaul & Associates
B.Tech (IIT Bombay),
M.Tech (IIT Bombay)

About PGP

The Post Graduate Program (PGP) at IIM Nagpur offers a unique learning experience to its students with its innovative pedagogy involving case studies, field immersion and interactive classroom sessions, thus, breaking the barriers of conventional teaching and ensuring seamless flow of information. The rich and integrated approach allows the Institute to source the best knowledge available across the globe, be it the elite faculty from well-known B-Schools or the Industry Experts from different sectors around the world. Each year, we are adding new perspectives to managerial skills, projecting the Institute's assurance towards developing leaders with a view attuned towards fostering excellence.

We are proud to have a very inquisitive and talented pool of students who come from diverse academic backgrounds, out of which some have graduated from premier institutes of India and some have international exposure. Having an average work experience of 30 months, most of our students are well acquainted with corporate culture and policies, hence will prove to be an asset to the organizations they will get associated with.

Our students' strong association with cultural and sports activities further fosters unity amongst the batch. Enthusiastic involvement of students and faculties alike in various academic and cultural events, be it Ganesh Chaturthi, Eid, Onam, Diwali, Dussehra or Christmas leads to a campus life buzzing with vitality and spiritedness.

Courses offered

Students at IIMN experience a rigorous coursework over the two years. The program is divided into six terms and summer internship in-between the two years. Terms I, II and III have compulsory courses while electives are offered in Terms IV, V and VI of the second year.

TERM- 1

- Quantitative Methods - I
- Financial Accounting
- Managerial Economics
- Marketing Management
- Managing People & Performance in Organizations
- Managerial Communication - I
- Personal & Corporate Ethics (Workshop)

TERM- 2

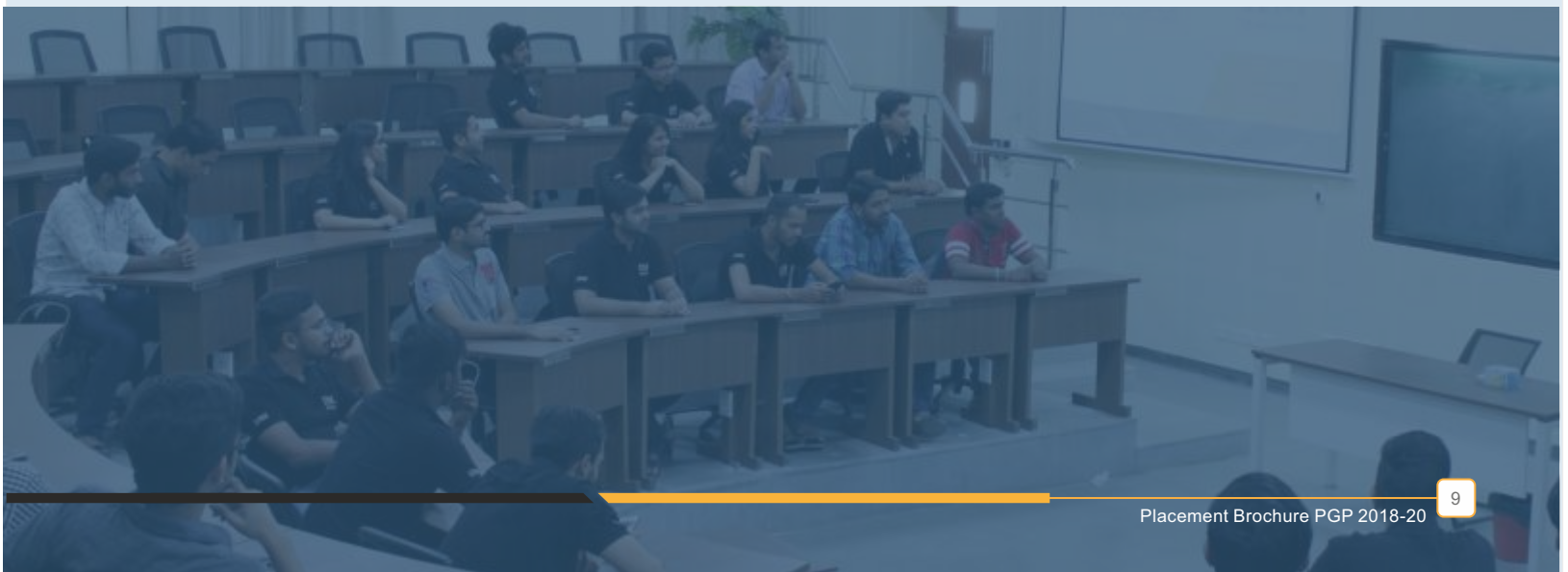
- Corporate Finance
- Managerial Communication - II
- Quantitative Methods - II
- Understanding Entrepreneurship
- Management Accounting
- Managing Organizations
- Introduction to Strategy

TERM- 3

Business Government & Society
Management of Information Systems & Technology
Operations Management
Research for Marketing Decisions
Macroeconomics
Strategic Management

TERM- 4

Business Data Mining & Decision Models
Sales & Distribution Management
Corporate Valuation
Operations Strategy
Services Marketing
Econometrics
Investment Banking
Supply Chain Management
Project Appraisal & Financing
Brand Management
Managing the Entrepreneurial Organization
Innovative & Disruptive Business Models
International Business
Investments
B2B Marketing
Retail Management



TERM- 5

Marketing Applications of Behavioral Science
Mergers, Acquisitions & Corporate Restructuring
Banking, Financial Markets & systems
Project Management
Derivatives
Hi-Tech & Innovation Marketing
Financial Statement Analysis
Digital Marketing & E-commerce
Conflict Management & Negotiation Skills
Marketing at the Bottom of the Pyramid
International Finance
Management Consulting
Strategic Leadership
Services Operations Management
Advanced Analytics
Business Model of Entrepreneurial Firms (Workshop)
Design Thinking, Innovation & Creativity (Workshop)
Valuation of Startups (Workshop)
International Immersion

TERM- 6

Game Theory for Managers
Behavioral Economics & Managerial Decision Making
Strategic Marketing
Mathematical Models for Managerial Decisions
Comprehensive Tax Management (Business Taxation)
Integrated Marketing Communication
Financial Modelling
Management Control Systems
IT Consulting
Foundations of Operations Excellence
Creative, Critical & Design Thinking
Enterprise Systems-ERP & Beyond
The World Economy & India
Capstone Business Simulation
Holistic Strategy Implementation through Balanced Scorecard

Field Immersion

IIM Nagpur distinctly captures the identity of being the first B-School to introduce the 'Field Immersion Module'- an innovative platform for Industry-Student Interaction. For about 3 weeks, the students apply their classroom learning in real-life scenarios at MSMEs and NGOs including government, agricultural & environmental organizations. This opportunity gives the students hands on experiences of organizational challenges, strategies driving different organisations and industry specific insights. At the same time, organisations get a chance to involve fresh minds and perspectives in their quest for achieving excellence. While imbibing the practices & culture of the organization, our students in groups perform various levels of analysis for achieving a predefined objective. They apply their managerial skills and expertise in varied projects including but not limited to identifying control deficiencies & probable risk factors, re-defining standard operating procedures, formulating divisional strategies, increasing resource utilization & conducting market research that help organizations in consequential decision making. This program thus makes Vidarbha a direct beneficiary of the students' expertise as well as a medium for students to showcase their managerial potential.





International Immersion

Alongside its first of a kind Field Immersion Module, IIM Nagpur has also introduced 'International Immersion Module' as an elective course in term 5 of its flagship PGP curriculum. The objective of the module is to broaden the horizon of the students from a national to a global perspective. As a part of this module, field visits are arranged for students to countries like Japan, France, Singapore, South Korea and UAE. Students visit key industrial touch points with sessions from top corporate professionals. To enhance the learning from this module, academic sessions from world renowned academia based out of these locations are also conducted wherein students are given a broad overview of the country's economy, culture and prevalent developments. At the same time, students are given the opportunity to explore cities and communicate with the local population to understand the socio-cultural nuances of those respective countries. At the end of the module the students are required to make presentations about their learnings both from cultural & business perspectives. And also about different business practices and values that can be inherited and the business opportunities that those countries might have to offer keeping in mind the current business scenario & the needs of the respective populations.





Industry Outreach

ILLUME 2K18

Prominent Speakers

- ❖ **ARVIND BALI**
Chief Executive Officer,
Videocon Telecom
- ❖ **ADHIR MANE**
CHRO, Lifestyle,
Raymond LTD
- ❖ **TANAY KEDIYAL**
Country Manager, CAO & Sr VP
Wells Fargo
- ❖ **AMIT VAISH**
Director & Head of HR
Barclays
- ❖ **S SUBRAMANYESWAR**
Chief Strategy Officer
Lowe Lintas
- ❖ **TRIVIKRAM KAMATH**
Executive Vice President
Kotak Securities Limited
- ❖ **PRASENJIT ROY**
Chief Marketing Officer
NTT Com
- ❖ **VIPUL CHANDRA**
Head - Treasury
L & T Limited
- ❖ **RAJESH HURKAT**
Head HR, INDIA & South Asia
Mattel Inc

IIM Nagpur organised its third industry-academia interaction meet – ILLUME'18, IIM Nagpur's Annual Flagship Event in July 2018 aimed at harnessing industry experience and to nurture relationship between the industry and the Institute. The event witnessed participation from 17 eminent industry leaders across various sectors including organizations such as Wells Fargo, Oracle, Barclays, ThermoFisher, L&T, Mattel to name a few. The central theme for this year's event was **"Collaborative efforts between academia & industry to enhance agile learning"**. The experiences, inspiration & learnings from previous summits encouraged the institute to plan this year's event with much grandeur & value-addition with 4 sub-themes categorized under various functional domains, namely:

- ❖ **Leadership/Strategy:**
"Collaborative efforts between academia and industry to enhance agile learning"
- ❖ **Marketing:**
"Enabling paradigm shift towards customer personalization"
- ❖ **Finance:**
"Embracing technological advances in financial services"
- ❖ **Human Resources:**
"Establishing project-based team beyond organizational boundaries"



Prominent Speakers

- ❖ **RUPESH H. ACHARYA**
Chief Financial Officer
IDFC Asset Management
- ❖ **RAJESH SAHAY**
Global Head, Human Resources
Wipro Consumer Care
- ❖ **CHAITANYA VADDI**
Founder & CEO
CV Corp
- ❖ **SUNIL MAKHARIA**
President - Finance
Lupin Limited
- ❖ **SUBODH JINDAL**
Senior Director
Thermo Fisher
- ❖ **ABHINAV CHOPRA**
CHRO & EVP
Viacom 18
- ❖ **MAKARAND PADALKAR**
Chief Financial Officer
Oracle Financial Services
- ❖ **MIHIR DESHPANDE**
Director, Marketing
Thermo Fisher



Guest Sessions

- ❖ **Mr. Anoop Kumar**
Divisional commissioner, Nagpur
- ❖ **Mr. Manik Seth**
Director for Consulting & Analytics, Capgemini Consulting
- ❖ **Mr. Kenko Sone**
Minister of Economic Development, Embassy of Japan
- ❖ **Mr. Anil Dalvi**
GM Operations, TATA SKY
- ❖ **Alexandre Ziegler**
Ambassador, France
- ❖ **Abhay Kumar**
CMO, Reliance Capital
- ❖ **Mr. Samar Singh Sheikhawat**
Former CMO, United Breweries Limited
- ❖ **Balu Srinivasan**
Sr. Vice President & Chief Information Officer,
TVS & Sons
- ❖ **Rajendra Ramrao Nimbhorkar**
Lieutenant General, Indian Army
- ❖ **Mr. Abhinay Choudhari**
Co-Founder, BigBasket
- ❖ **Mr Saurabh Khanna**
Vice President, Bank of America
- ❖ **Vijay Nair**
Director Analytics, Lowe's India
- ❖ **Mr. Anurag Dikshit**
Director Analytics, WNS Global Services
- ❖ **Amit Kasliwal**
India Head - Corporate Sales, Ford Motors Ltd.
- ❖ **Ms. Shivangi Kamath**
Head Quality Management & Process Improvement,
TATA AIG






Corporate Competitions



L&T OutThink

Organised By	Postion	Team Member		
 LARSEN & TOUBRO	NATIONAL FINALIST, TOP 20 IN INDIA	Harishankar L	Akash K Sugunan	Rahul M R



Reliance The Ultimate Pitch

Organised By	Postion	Team Member			
 Reliance	ZONAL RUNNERUP	Ankit Sharma	Kavya Madineni	Madhur Jain	Bharath Turlapaty




Legrand Foster Challenge

Organised By	Postion	Team Members		
 LEGRAND & IDEFI	NATIONAL FINALIST	Upasana Ghosh	Ankita Joshi	Shushanth T



Siemens Digital Transformation Challenge

Organised By	Postion	Team Members	
 NITIE Mumbai	NATIONAL FINALIST, TOP 6 IN INDIA	Abhishek Sheth	Kushagra Shah




TATA Crucible Quiz

Organised By	Postion	Team Members	
 TATA	TOP 4 REGIONAL ROUND	Aditya Prakash	Rishav Raj



Yes Bank Transformation Series

Organised By	Postion	Team Members		
		Team 1	Team 2	Team 3
 YES BANK	CAMPUS WINNERS	Shivangi Tripathi	Rishav Raj Aditya Prakash Shankhabrata Misra	Tanya Malhotra Diksha Deora



Credit Research

Organised By	Postion	Team Members			
 Association of International Bank Management of India	ZONAL WINNERS	Kushagra Shah	Abhishek Sheth	Saurabh Bhatia	Ankita Joshi

Certifications

by Batch



CFA Institute

Chartered Financial
Analyst
L1, L2 Candidates



Lean Six Sigma
Green Belt - KPMG



Six Sigma
Yellow Belt



FLIP -
Finance and Banking
Fundamentals

NCFM

NCFM -
Investment Analysis and
Portfolio Management



NCFM - FLIP
Certified in
'Equity Research Module'



Google Ads

Google
Adwords



Google Analytics

Google
Analytics



Advanced
Google Analytics



CCNA
(Cisco certified
Network Associate)



The International
Software Testing
Qualifications Board
(ISTQB) certification



American Board
of Internal Medicine

ABIM
Tower Certification

FinShiksha

FinShiksha -
Finance Essentials:
Banking and Markets



R programming



python

Python



NSE Academy Certified
Capital Market
Professional (NCCMP)



Tableau

ORACLE

PRIMAVERA

PRIMAVERA

Clubs & Committees



ALUMNI COMMITTEE

The Alumni Committee of IIM Nagpur is a student-driven body, established in 2018, to foster and sustain this ever-strengthening bond between our esteemed alumni and the Institute. The purpose of the committee is to provide a platform that enables students to learn from the alumni, through their experiences by giving them the stage to share. With weekly interactive sessions under the banner "Alumnus of the Week", the Committee arranges for an alumnus to speak on the contemporary topics of the week like choosing electives, summer internship experiences and industry relevance of the pedagogy. Moreover, through the official social media platforms, the Committee keeps alumni abreast of the latest events on campus & facilitates instantaneous feedback to improve the effectiveness in communications.

ANALYTICS CLUB

The Analytics club of IIM Nagpur provides a platform for students to apply the knowledge on real-world solutions to enhance their skills. The primary purpose of the club is to provide analytics knowledge and its applications in the real world to the future managers by involving students of IIM Nagpur. The club has conducted various college and national level events, which includes quiz competition and case study challenge to propel the competitiveness of students. Also, Club has hosted many renowned industrial experts of the analytics domain as a part of a guest session series to guide students and enhance their analytical knowledge.



COMMUNITY OUTREACH CLUB

Ummeed is an initiative by IIM Nagpur which aims at spreading awareness about various social causes, sensitizing the minds of today's youth and developing a sense of social responsibility among them. It envisions to help and to empower the underprivileged and differently-abled through its unique and compassionate approach to social issues. To this end, the club organizes events such as Blood Donation Drive, Donation Drive for slum dwellers, Teaching differently-abled kids, Cleanliness campaign, NGO visits, Women's day celebration in the campus among others.

CULTURAL CLUB

Culture is an important part of our lives. It influences our views, values, humor, hopes, loyalties, worries and fears. So when we are studying or working with people and building relationships with them, it helps to have some perspective and understanding of the varieties of cultures. Abhyudaya, the cultural club of IIM Nagpur, since its inception has worked to enhance cultural awareness, self-awareness, and innovative thinking by conducting team building events and celebrating festivals with grandeur on the campus. The club always strives to add vibrancy to the campus life of IIM Nagpur.



Clubs & Committees

E-CELL

E-Cell proactively seeks to engage with the industry to inculcate in students the entrepreneurial mindset, create networking opportunities and avenues to help fledgling entrepreneurs with their business ventures. Staying true to this spirit, E-Cell conducted the first edition of its flagship event, Entro-Mile, a startup conclave. It successfully helped create opportunities for entrepreneurs and students who pitched their ideas to seasoned investors and industry stalwarts. Apart from this, E-Cell conducted guest sessions graced by founders engaged in the social sector, cross-border e-commerce to online retail sector. These associations have helped students engage with multiple startups through live projects.



FINANCE CLUB

The Finance club of IIM Nagpur provides a platform for students to explore the different areas of finance domain and be able to apply their knowledge on real-world problems to enhance their skills. The club has conducted various in-house and national level events like creating IB Pitchbook, Financial Budget 2019 analysis and Stockmind, which provided a virtual trading platform to get the close to actual feel of trading, etc. Also, the club has hosted many renowned executives in the industry, who gave insights about the current industry trends, opportunities and challenges and hence, helped in bridging the gap between academia and industry.

HR CLUB

The HR SIG is the newly formed SIG at IIM Nagpur which aims to provide an in-depth understanding of Human Resource Management (HRM) through industry interaction and knowledge enhancement. The HR SIG plans to conduct various activities and competitions which will ensure interactive learning of different aspects of HRM. The SIG will enable HR enthusiasts to learn from industry professionals through various guest sessions and workshops. They will work in tandem with other clubs in the institute to explore the organizational aspect of different areas. The SIG also shares periodic newsletters and articles to spread awareness about the recent trends in HR.



INFRASTRUCTURE COMMITTEE

Infrastructure committee has provided continuous support to all clubs and committees in dealing with all the infrastructure related issues ranging from accommodation to transportation of students, faculty and guest speakers. Apart from these, we are working day and night to raise and resolve issues which students face during the day to day life related to hostel etc. We aim to provide world-class facilities to students and faculties through a proper communication channel to make their stay more comfortable.

Clubs & Committees

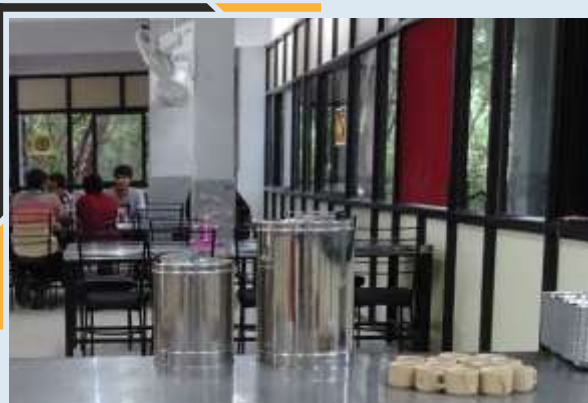


MARKETING CLUB

MarX, the marketing club of IIM Nagpur, through club activities aims at connecting marketing concepts to real-world applications and being a resource for students looking to pursue a career in Marketing. To achieve this twin objective, the club has conducted national events consisting of an ad-making competition - AdWise 3.0, and two case-study event which tested formulation of marketing strategy, namely Marketing Crusader and Marketing Blitzkrieg. The club also conducted an in-house event which compelled students to apply Guerilla marketing concepts, practically. With an aim to connect industry and academia to bridge the gap between the two, the club got a privilege to host guest sessions by various industry experts.

MEDIA & PR CLUB

The Media and PR Club of IIM Nagpur is responsible for building, maintaining and enhancing 'Brand IIM Nagpur'. Some of the key activities that the Club executes across the year start with 'City Meet', an effort to connect with CAT aspirants to share the taste of IIMN culture, curriculum and life. The club handles IIM Nagpur's presence across social media handles and maintains the relationship with all stakeholders by facilitating institute's online as well as print media presence. Merchandising, functioning as an official communication channel during PGP admissions and branding are other critical roles within the club's forte.



MESS COMMITTEE

Mess-committee of IIM Nagpur is established with the vision of giving its students the authority to manage food services on the campus. The committee is firmly adhered to maintain quality, hygiene and good service throughout. The responsibilities of the committee involve liaising between the administration and Service-provider on one side and students on other to address issues that students come across and to plan necessary actions accordingly. Despite the diverse demography of the batch, the committee ensures to serve varied range of cuisine to increase level-of-satisfaction in student-community along with a number of special dinner and events on various occasions.

MOVIE CLUB

Cineastes conducted events like "Intern of the Year," where the focus was on converting the abstract concept of popularity for monetary conversion. Another Event was "CineMaestro," an all India event where students showcased their movie making skills and made a short film on the theme "The General Election 2019". We also showcased various movies and documentaries to the students and faculty of IIM Nagpur. We conducted events like "BaatCheet", a movie discussion platform where we discussed the impact of movies like "Period. End of a Sentence". We also conducted "Oscar Frenzy" where the participants had to bet and predict the 91st Academy Award Winners in various categories.



Clubs & Committees

OPERATIONS CLUB

OPEX, the operations club at IIM Nagpur strives to foster students' interest in Operations and Supply Chain Management. During the academic year 2018-19, the club organized events like Op-Tde 2.0 - Induction event. Similar events like Op-Wiz, Maze-X etc. had been organized by the club which were met with remarkable vigor and enthusiasm. Through these events, the club has tried to engage students and align their interests towards Operations Management and SCM. The club currently has members from diverse backgrounds who bring valuable industry experience. OPEX also organized various guest sessions on an interactive forum with industry stalwarts to discuss industry paradigms and relevant problems. Guest sessions also focused on sensitive topics like Green Supply Chain. The sessions intend to bridge the gap between classroom learning and practical application in the field of operations.



SPORTS CLUB

Sports Club of IIM Nagpur acts as a medium for busting the stress of the students by facilitating them with various sports equipment and organising events like Intra-College Sports Fest "Rhapsody" and "War of Sections". It acts as a mentor which helps the participants to pour out their talents and enthusiasm on various sporting stages. Here in IIM Nagpur, one can demonstrate the fitness and zeal in sports by participating in "Nagpur Marathon", as well as, can judge their sporting skills by participating in the Inter College Tournaments of Football and Cricket.

STRATEGY & CONSULTING CLUB

Eques, the Strategy & Consulting Club, being the youngest club of IIM Nagpur and with great aspirations, wishes to become the most sought-after club of the college in terms of spreading and gaining knowledge and skills. It is the most diverse club in terms of industry experience with members. Eques enables the environment to learn from each other and to augment their knowledge in terms of strategy & consulting. Eques publishes monthly newsletters for the students covering the intricate aspects of an industry, to develop an understanding of that sector. They conduct case competitions and guest sessions to give students a chance to develop their consulting skills and bringing industry exposure.

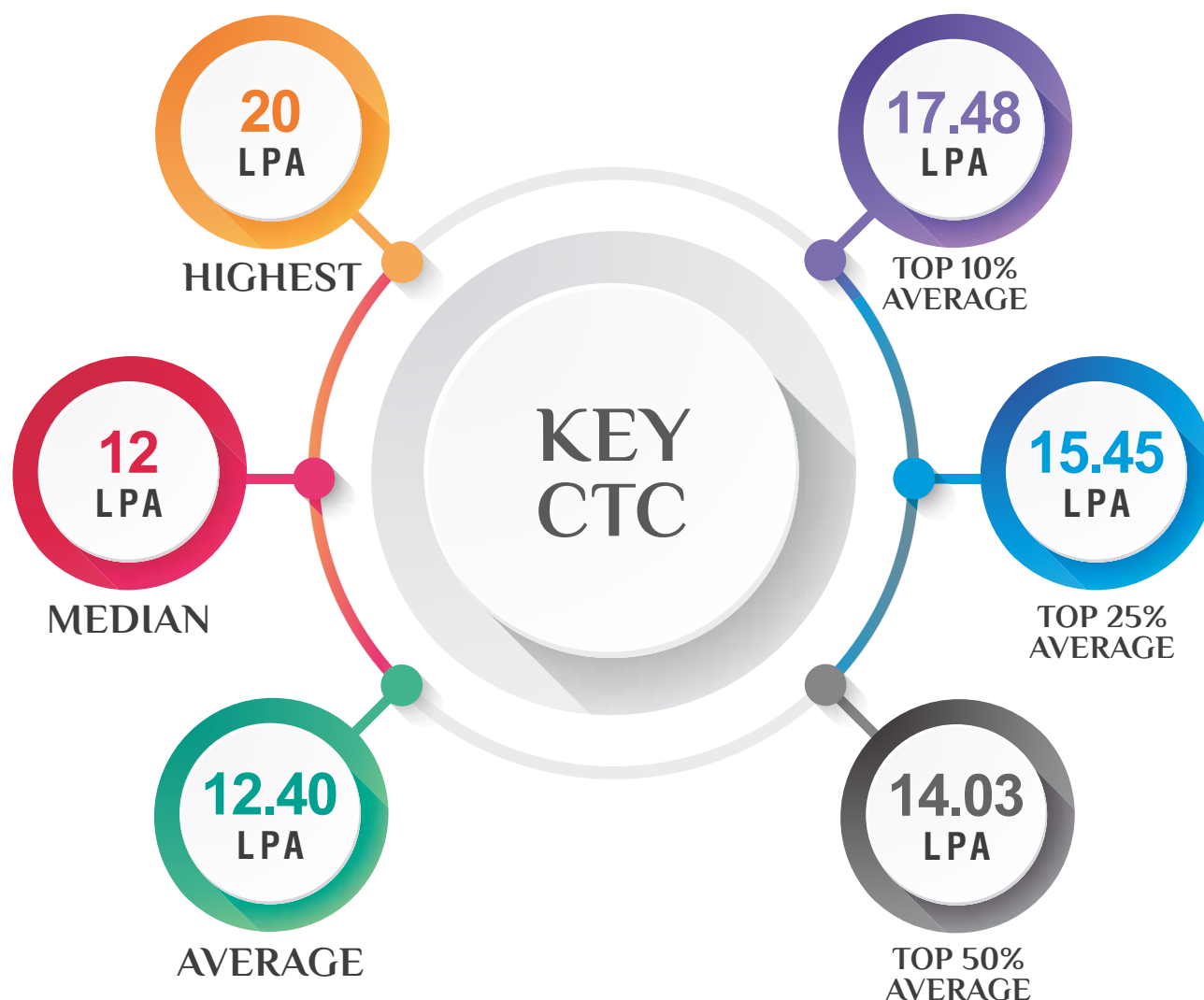


TOASTMASTERS

Toastmasters IIM Nagpur club leveraged the well-defined base of Toastmasters International, by introducing innovative formats like sales pitch, round robins etc as part of its regular meetings to enhance the communication and leadership skills of the batch. The 30 member Toastmasters IIM Nagpur club, conducted two club contests and the winners represented the IIM Nagpur club in area level international speech contest. The club officers initiated the training series as part of development of public speaking, evaluation as well as group discussion skills under the guidance of industry leaders of toastmasters community.

Final Placement Report

PGP 2017-19



JOHN MATHEW SEBASTIAN
Manager - HR, V-Guard Industries Ltd



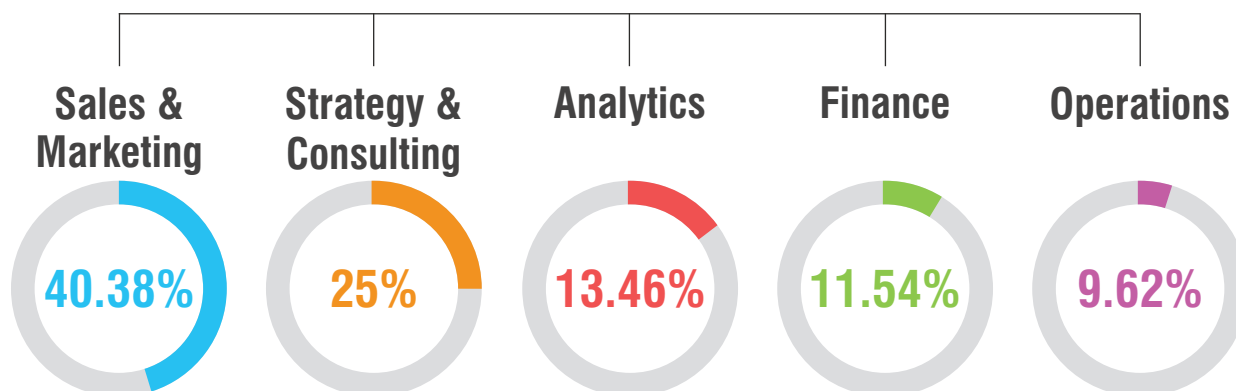
Testimonial

“This was the first time we were visiting IIM Nagpur and was really impressed by the quality and exuberance of the students. I am sure IIM Nagpur will be among the Top Tier Institutes shortly. The placement team should deserve all the kudos for their excellent support and follow up throughout the process.”

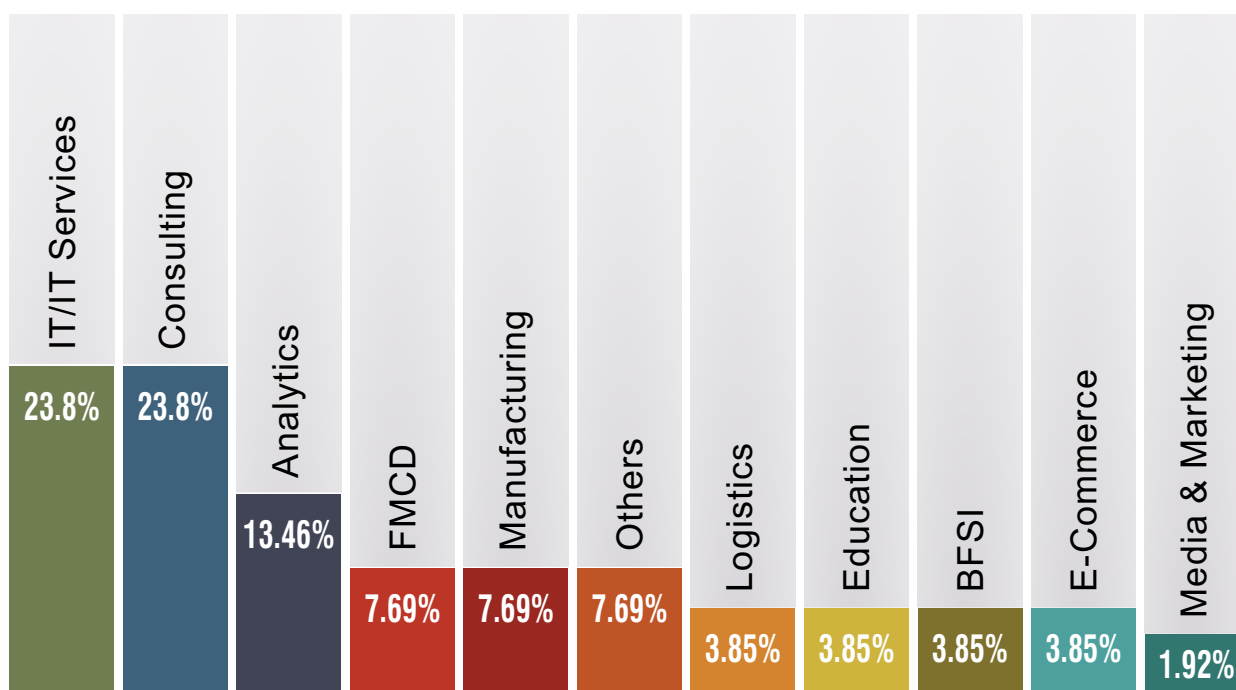
Final Placement Report

PGP 2017-19

Functional Area

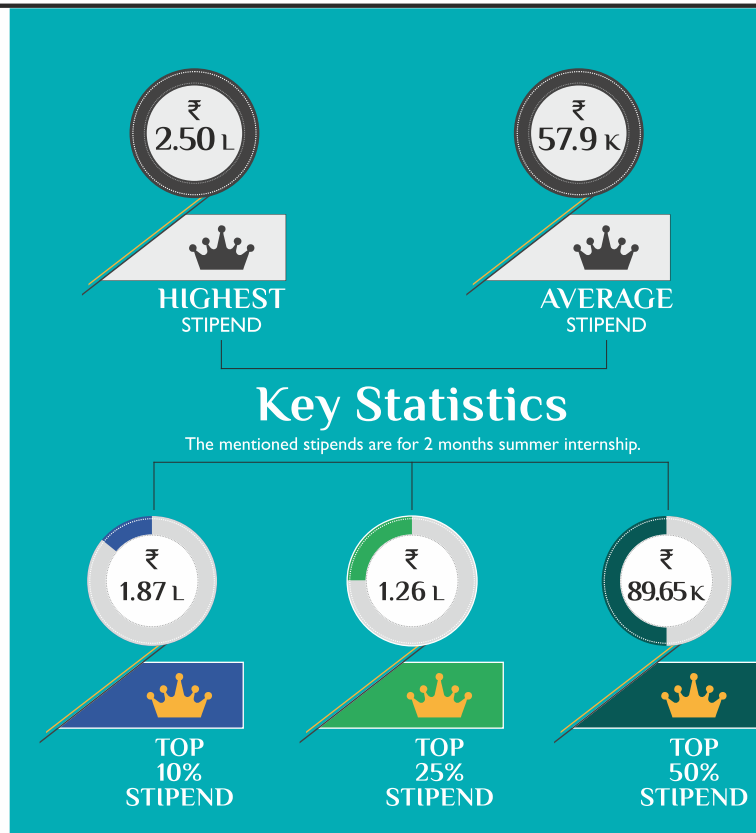


Organization Sector

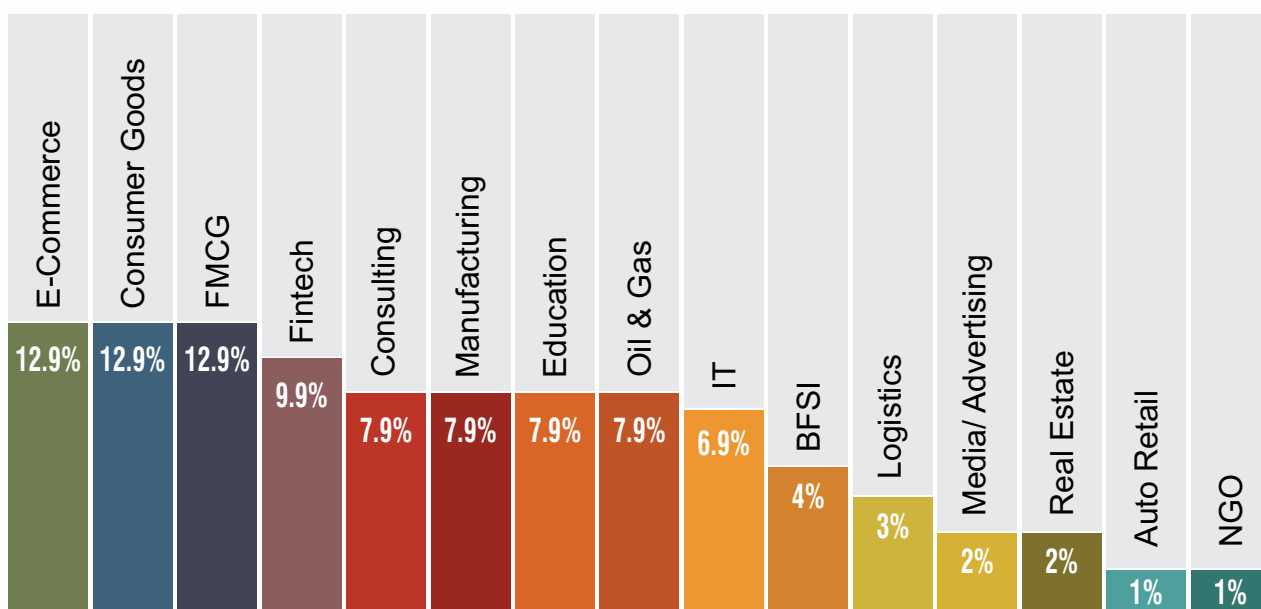


Summer Placement Report

PGP 2018-20



Organization Sector



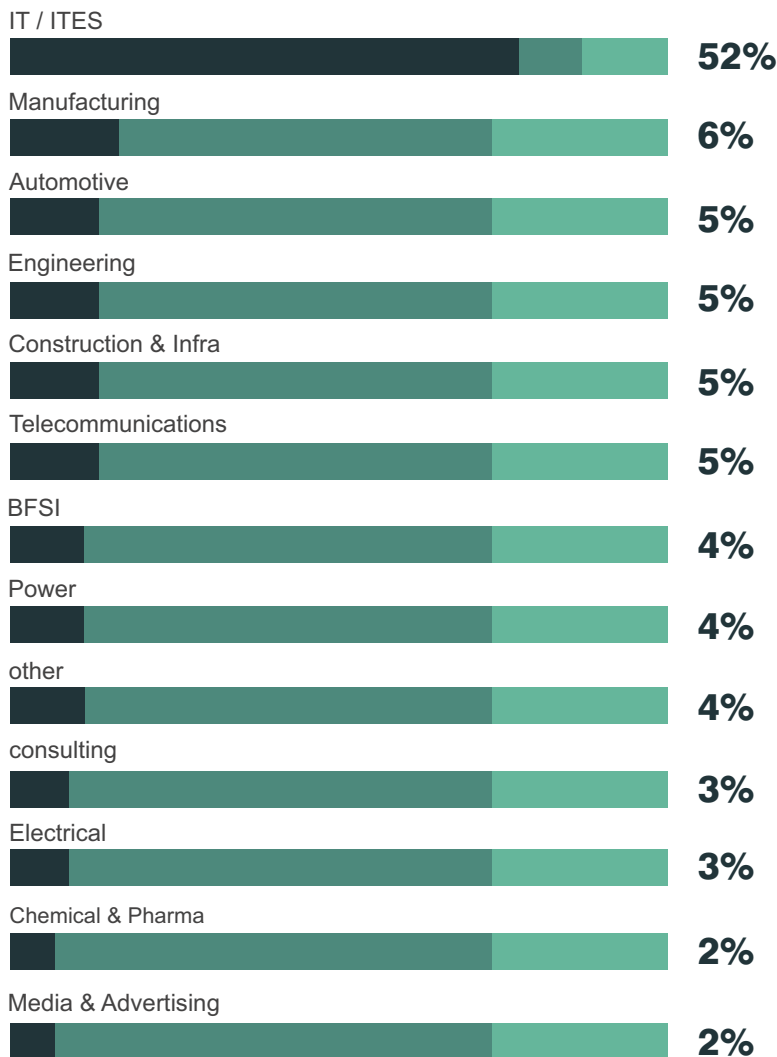
Key Participants

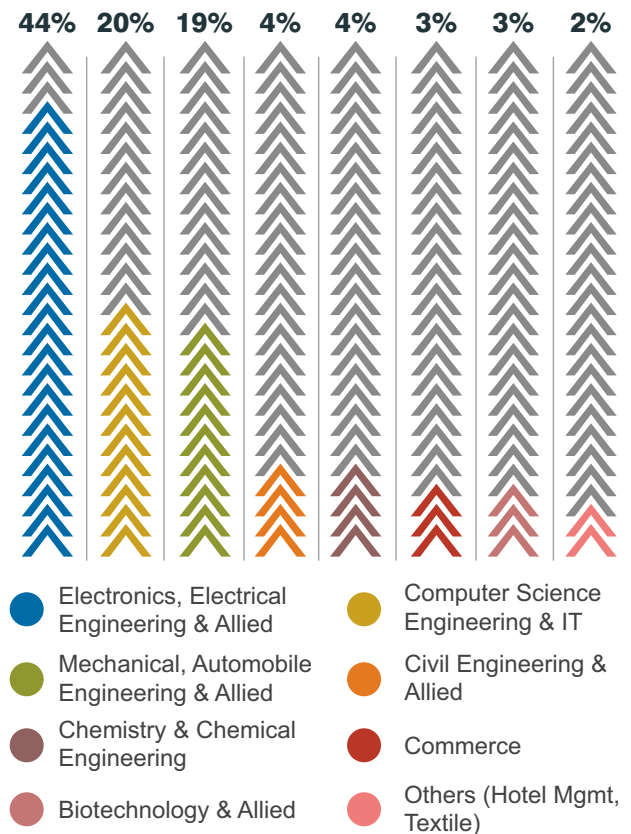
Batch Profile

PGP 2018-20

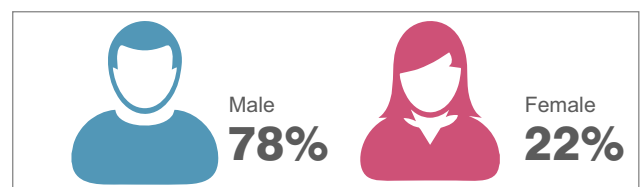
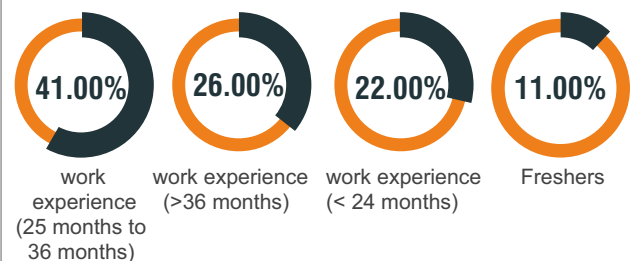
Industry details



Academic Background



Work Experience





**PRIYANKA
AGGARWAL**

Work Experience in Months : 33

Work Experience : HCL Technologies

Summer Internship Company : Indegene Inc.

Undergraduate Specialization : Computer Science

- ❖ As an executive committee member of Eques-Strategy and Consulting Club at IIM-N, Priyanka conducted intra-college competitions & published the Knowledge Quest-monthly newsletter for the club.
- ❖ As an executive member of Toastmasters International at IIM-N, she conducted weekly meetings and GDs to harness her colleagues' public speaking skills.
- ❖ She led and mentored a team of 20+ colleagues at HCL Technologies where she worked as senior analyst in the Centre of Excellence team.
- ❖ She Analyzed the situation of Nagpur Municipal Schools and designed a marketing strategy and action plan for the development of the schools.
- ❖ During SIP, she worked with Strategic Initiatives team of Indegene to design strategic roadmap for integration of AI/ML by analysing competitors to gain competitive advantage.



**SREE HARSHA
AINAPURAPU**

Work Experience in Months : 34

Work Experience : Tata Consultancy Services

Summer Internship Company : V-Guard Industries

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Sree Harsha won First place in implementing innovative project on Smart Home with different Technologies in IoT at EIS Technova, TCS.
- ❖ He has been elected as an Executive Member of Academic Council at IIM Nagpur and was also a part of the Alumni Committee.
- ❖ He was awarded first place in FinQ conducted by Finance Club, IIM Nagpur and was the finalist in On-the-Mark event conducted at IIM Kozhikode.
- ❖ He underwent Field Immersion at TRACT, performed analysis on research data and recommended a strategic plan for the conflict mitigation between human and wild-life.
- ❖ During his SIP, he developed a standard procedure for costing and performed quality testing on products to provide better insights for R&D.



**BHUSHAN PRAKASH
BAMANE**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : HPCL

Undergraduate Specialization : Chemical Engineering

- ❖ Bhushan is Lean Six Sigma Green Belt Certified Professional from KPMG (2016).
- ❖ He has qualified GATE - 2016 and completed his Masters in Chemical Engineering from Institute of Chemical Technology, Mumbai (2016-18).
- ❖ He completed six months summer training at Galaxy Surfactants Ltd. and received excellent feedbacks on BCT reduction, Heat recovery, BPCS and ESD in EGDS Plant(2017).
- ❖ Bhushan secured first rank and received Gold Medal in "Post Graduate Diploma in Process Engineering" (2016).
- ❖ He did Market Research for HPCL to analyse factors affecting sales, identify bulk customers for HP Gas and increase market share in commercial LPG sector.



**SRIPARNA
BANERJEE**

Work Experience in Months : 43

Work Experience : Infosys Ltd.

Summer Internship Company : EazyDiner

Undergraduate Specialization : Instrumentation and control Engineering

- ❖ Sriparna was a Java developer and handled several clients while working with Infosys.
- ❖ She is certified in C and C++ from NIIT, interned in NTPC and also went through training in PLC.
- ❖ She created advertising strategy to CEO, NSSCDCL to speed up negotiations between stakeholders of Nagpur smart city project by improving awareness and communication, during FIM.
- ❖ She analyzed the strategies behind different social mediums of EazyDiner to discover- At what time what type of post will perform better on each medium.
- ❖ During SIP, she also worked on deciding content that will work best for each medium, the difference in demographics and target audience between each medium.



**HARSHITA
BANSAL**

Work Experience in Months : 34

Work Experience : Infosys Ltd.

Summer Internship Company : OLX Group

Undergraduate Specialization : Computer Engineering

- ❖ Harshita is the Executive member of cultural club, IIM Nagpur and Executive member of the Events committee responsible for organizing flagship events at IIM Nagpur.
- ❖ She was the national finalist in analytics event, Prabandhan'18 conducted by IIT Kanpur and Enigma conducted by IIM Nagpur.
- ❖ She suggested customer retention strategies to marketing team of the firm by recommending enhancements in the customer service application during FIP.
- ❖ At Infosys she developed and maintained an application for a large US based client using agile framework and saved team efforts by 30% through automation.
- ❖ During her SIP at OLX, she interacted with different stakeholders and formulated ways to streamline the core business processes and increase the client base.



**SAURABH
BHATIA**

Work Experience in Months : 32

Work Experience : ZS Associates, Rescon Management Consulting LLP

Summer Internship Company : EazyDiner

Undergraduate Specialization : Civil Engineering

- ❖ Saurabh worked on HCP & consumer quantitative studies like ATU Trackers, Trust & Value measurement for US clients in pharma industry.
- ❖ He analyzed marketing research data using SPSS based tool "Delaunay" and R; presented insights & recommendations in form of a story.
- ❖ He analyzed & Forecasted revenue for retail companies based on 'Economy-Industry-Company' framework; evaluated key trends affecting different retail segments in US.
- ❖ As a CFA Level-2 candidate and Coordinator of the Finance club at IIM Nagpur, he conducted events/activities at national level like creating IB Pitch-book.
- ❖ During SIP, he devised strategy for Business Development at EazyDiner to achieve exponential growth for increasing market share by 10x by performing critical analysis.



**SOHAM
DAS**

Work Experience in Months : 33

Work Experience : Rane Diecast Division (A Div of Rane Madras Ltd.)

Summer Internship Company : EarlySalary

Undergraduate Specialization : Mechanical Engineering

- ❖ As an executive member of Opex (Operations club at IIM Nagpur), Soham helped in conducting guest sessions and national level competitions.
- ❖ He reached final rounds of National Level Competitions organised by IIM Kashipur (selected in final 30 across India) and IIM Udaipur.
- ❖ He suggested methods and techniques which helped in streamlining internal systems (production, quality, PPC, etc) and marketing strategy during FIM at Sangkaj group.
- ❖ He has experience in improving operational effectiveness by implementing Lean Production Systems and Quality Control Tools.
- ❖ During SIP, he worked on structuring the internal operational processes to improve inbound and outbound customer service and to increase loan disbursal rate by 10%.



**DIKSHA
DEORA**

Work Experience in Months : 37

Work Experience : Delhivery Pvt. Ltd.

Summer Internship Company : Value Labs

Undergraduate Specialization : Textile Technology

- ❖ Diksha led the project which aimed at expanding the last mile reach to tier III/IV cities spanning over 5,000 pincodes (contributing 20% to revenues).
- ❖ She was the General Secretary for Departmental society-Tex-Styles also the Co-head for the publicity team for the cultural fest, 'UTKANSH-2014'.
- ❖ She conceptualized and organized IIM Nagpur's flagship event Entro-Mile'19, a startup investor meet; hosting multiple venture capitalists, angel investors and early stage start-ups.
- ❖ During her SIP she devised the Go-to-Market Strategy to increase ValueLabs penetration in Utah County (US West Coast) and develop sales strategy for IT services.
- ❖ At ValueLabs, she worked on IT consulting and end-to-end B2B sales of IT services like Testing, AI, ML, Block-chain, scale-up via cloud solutions and co-product development.



**SHIVANI
DONGRE**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : Pladis Global
(United Biscuits Limited)

Undergraduate Specialization : Computer Engineering

- ❖ Shivani participated as a delegate at Harvard-US India Initiative (HUII) and TEDx.
- ❖ She is currently an Executive member of the Community Outreach Club in IIM Nagpur and is responsible for publicity and branding of the club events.
- ❖ During FIM at Anandwan, she identified key stakeholders to bridge the cost-revenue gap in the Healthcare department and suggested strategies to carry out the Livelihood activities.
- ❖ As an intern at Plan The Unplanned, she was responsible for carrying out the digital marketing activities and suggested ideas to increase digital presence.
- ❖ During her summer internship with Pladis Global, she formulated ways to gain market share in the competitive environment of modern trade in the FMCG industry.



**DUNGROTH
SAI VINAY**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : Solar Industries

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Sai Vinay is selected as an executive member of HR SIG of IIM Nagpur, primarily to connect the students with the industry and to conduct competitions.
- ❖ During Field Immersion, he formulated the go-to-market strategy and diversification strategy for new products with estimated potential revenue of 22cr.
- ❖ Being a technology enthusiast, he has participated and won accolades in national level technical events across various colleges.
- ❖ He conducted a project on "Extra High Voltage and High Voltage Transformers" and learned about the Operations of devices in NTPC.
- ❖ During SIP he was responsible for developing the system in operations of outbound logistics and integration of supply chain management at Solar Industries.



**DIVYANSHU
GARG**

Work Experience in Months : 40

Work Experience : JSW Steel Limited

Summer Internship Company : Calderys India
Refractories Limited

Undergraduate Specialization : Metallurgical Engineering

- ❖ As a part of Field Immersion Module, Divyanshu conducted Gap Analysis between the standard offering of Infonic ERP and the HR process requirements of ZIM Laboratories.
- ❖ Being a Co-Ordinator of Sports Club at IIM Nagpur he facilitated and conducted annual sports events by managing an annual sports budget of INR 1,20,000.
- ❖ He has been certified "Yellow Belt" in Six Sigma Certification Program.
- ❖ During SIP he formulated the strategies for expanding the reach and generating leads for the B2B firm digitally across various social media platforms.
- ❖ He also structured the end market data and derived market insights of Indian Cement, Aluminium and Sponge-Iron Industry.



**HIMANSHU
GAUTAM**

Work Experience in Months : 34

Work Experience : L&T Infrastructure Engineering Limited

Summer Internship Company : Pladis Global
(United Biscuits Limited)

Undergraduate Specialization : Civil Engineering

- ❖ Himanshu has designed Substructure, Superstructure and led a design team for bridges and helped in reducing JDA project cost by 10%.
- ❖ He has drafted deliverables like Pre-Feasibility report, DPR, Handled Tender Engineering, Prepared BOQs and liaised with approval authorities.
- ❖ He has Analysed the current revenue model, Conducted Secondary market research on Electric Vehicles & Identified Potential Client during Field Immersion at Grindmaster.
- ❖ He is the Vice President- Public Relations of Toastmasters Club and Vice-captain of a sports house at IIM Nagpur.
- ❖ During SIP he was responsible for benchmarking Competition Distribution & Competitor analysis to drive sales growth.



**SAAHIL
HINGORANI**

Work Experience in Months : 36

Work Experience : Ramco Systems Limited

Summer Internship Company : EazyDiner

Undergraduate Specialization : Electronics and Communication

- ❖ Saahil has three years of work experience as a Presales Consultant in the ERP industry.
- ❖ At Ramco, he handled end to end presales process for Human Capital Management(HCM) solution and successfully demonstrated its capabilities to the prospects and customers.
- ❖ Saahil is the founding member and coordinator of HR SIG at IIM Nagpur.
- ❖ During his Field Immersion, at Bajaj Foundation, he analyzed the working of Farmer Producer Organization(FPO) and suggest recommendations towards building sustainable FPOs.
- ❖ During SIP, Saahil played a key role in providing insights to the Delhi sales team by conducting primary research on food courts.



**IJANAGIRI
SUSAANTH**

Work Experience in Months : 16

Work Experience : Concentrix Daksh Services Pvt. Ltd., Pankanis Technologies Pvt. Ltd

Summer Internship Company : Mapro Foods Pvt Ltd

Undergraduate Specialization : Mechanical Engineering

- ❖ Susaanth has a diverse experience in the service sector, designed and maintained web pages at Pankanis technologies, and as an operations representative in Concentrix daksh.
- ❖ He assisted head design engineer using AutoCAD and Catia during his internship at RINL Visakhapatnam.
- ❖ He has worked on SAP moderation and critical masters analysis during his field immersion module with Sanjeev Auto Pvt. Ltd.
- ❖ In his Summer Internship Program, he has designed and coordinated in conducting experiential marketing to increase brand visibility and sales.
- ❖ During SIP he has dealt with the dealer, retailer and customer trio, to understand and increase sales numbers for Mapro in the area he was assigned with.



**MADHUR
JAIN**

Work Experience in Months : 47

Work Experience : Maruti Suzuki India Limited, Mahindra and Mahindra Limited

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Automobile Engineering

- ❖ Madhur is a Member of Media and PR Club, Admissions Committee and Branding Committee of IIM Nagpur.
- ❖ He is the winner of 2 National level Mahindra Rise Awards for Alternative thinking and Accepting no limits and 6 zonal/regional awards.
- ❖ He has won awards in marketing and entrepreneurship competitions including being Zonal Runner-up in Reliance TUP competition.
- ❖ As part of FIM, he worked with Central Railways on the project for Increasing non-fare revenues.
- ❖ During SIP he conducted Market Research & analysis and developed Marketing Strategy for 3 product lines - fans, wires, and pumps.



**SONIL
JAIN**

Work Experience in Months : 23

Work Experience : Tata Consultancy Services

Summer Internship Company : Bulls Eye Investment Advisors

Undergraduate Specialization : Production Engineering

- ❖ Sonil is the Executive Member of the Placement Committee at IIM Nagpur and was the Member of Science and Humanities Society during graduation.
- ❖ She conceptualized and developed Digital Enhancements Modules for a leading Insurance client, handling Confidential Information Database as part of TCS project.
- ❖ She conducted Market Research for growth prospects of B2B Material Handling Equipment and designed framework for People-Centric Excellence during Field Immersion.
- ❖ She secured 2nd rank in Zero One Infinity, an IT Consulting case study conducted by IIM Indore and scored 99.09% in CMAT'18.
- ❖ During her SIP, she worked on options strategy formulation to generate alpha yield from blue-chip stocks and reduce downside risk using hedged portfolio for HNIs/UHNIs.



**ANKITA
JOSHI**

Work Experience in Months : 33

Work Experience : Tata Consultancy Services

Summer Internship Company : EarlySalary

Undergraduate Specialization : Electrical Engineering

- ❖ Ankita is an internationally certified ISTQB software tester and led L3 support team in TCS; also conducted KANBAN process in software project.
- ❖ She is TCS certified in ITIL, IoT and Big Data and has proposed process improvement leading to 95% manual effort reduction.
- ❖ She is an executive member of Marketing Club, IIM Nagpur; General Secretary of SPIC MACAY, Pantnagar and Junior diploma holder in Kathak.
- ❖ She is the winner of National level case study competition in IIM Kashipur; Semifinalist in AIWMI credit research challenge 2019.
- ❖ During her SIP, she worked in business development domain and formulated segmentation and targeting strategies for EarlySalary by market research analysis.



**PRITAM
KAJALE**

Work Experience in Months : 23

Work Experience : Tech Mahindra

Summer Internship Company : Xpress Minds
Edutainment Pvt Ltd

Undergraduate Specialization : Electronic Engineering

- ❖ Pritam worked as Business Analyst, where his key responsibilities were Business Requirement gathering, Process discovery and Process modelling.
- ❖ During his Field immersion module, he worked on KPI identification and also developed dashboards for monitoring of the same.
- ❖ He completed FLIP certification in Finance and Banking Fundamentals with a score of 65%.
- ❖ He is an executive member of Sports Club at IIM Nagpur and is interested in various sports like Cricket, Badminton and Table Tennis.
- ❖ During his SIP, he worked as Business Development Associate, where he identified business prospects and developed sales & marketing strategy for 2 districts of Maharashtra.



**KAMAL
KHURANA**

Work Experience in Months : 37

Work Experience : Reliance Jio Infocomm Limited

Summer Internship Company : Infiloom India Private Ltd

Undergraduate Specialization : Electronic and
Communication Engineering

- ❖ Kamal is an Executive Member of Academic Council at IIM Nagpur.
- ❖ He won the National level Marketing event 'Get Set Innovate' during Avenues, the annual fest of SJMSOM, IIT Bombay.
- ❖ As a Deputy Manager at Reliance Jio, he managed Jio's Network monitoring solution for 4G LTE and Voice services and contributed to use case development for IoT services.
- ❖ As a part of the FIP at the Directorate of Textiles, GoM, he analysed the gaps with the Cooperative Cotton Spinning Mill model in reaching full production levels.
- ❖ During his SIP at Infiloom (Renfro India), he explored Infiloom's socks business potential and suggested a launch plan for Delhi/NCR markets through market research.



**RAHUL
MR**

Work Experience in Months : 33

Work Experience : Cognizant, Temenos

Summer Internship Company : Berger Paints India Ltd

Undergraduate Specialization : Electronics and
Communication Engineering

- ❖ Rahul is the Coordinator of Ummeed-Community Outreach Club of IIM Nagpur.
- ❖ He has worked as a Programmer Analyst in Cognizant with Fortune-500 client in the Insurance sector.
- ❖ He was the Campus winner in L&T Outthink 2018 and National Level Winner in the case study competition conducted by IIM Ranchi.
- ❖ He was a member of the college student council and organised technical and arts fest with a participation of over 1000 students.
- ❖ He has done market research on Painting tools during his summer internship.



**TANYA
MALHOTRA**

Work Experience in Months : 35

Work Experience : EY

Summer Internship Company : MakeMyTrip

**Undergraduate Specialization : Accountancy,
Economics and Business Studies**

- ❖ Tanya as a Coordinator of marketing club, spearheaded marketing events and industry interaction in the marketing domain.
- ❖ She was awarded as the "Campus Ace" for winning the campus round under YES BANK Transformation series.
- ❖ In the Field Immersion Module, she did a market research to identify a potential industry for diversification, for a leading defence equipment manufacturer in India.
- ❖ She designed & executed substantive procedures and control mapping for risk mitigation of Fortune 500 companies; was also awarded "exceptional client service" under quarterly performance review.
- ❖ During her SIP, she revisited Go-MMT group's strategy in social media marketing and product portfolio in light of emerging trends in the e-commerce industry.



**ANIKET R.
MANJREKAR**

Work Experience in Months : 34

Work Experience : Tata Consultancy Services

Summer Internship Company : Albert David Limited

Undergraduate Specialization : Computer Engineering

- ❖ Aniket worked at TCS for a European Investment Banking client, where he helped the client save up to 14 Million Euro per annum.
- ❖ He was awarded 'On the Spot' awards and also completed domain specific certifications in Banking at TCS.
- ❖ He is FLIP certified in Finance and Banking Fundamentals, Campus Runner-up in Bullseye and Bizquiz competitions conducted by XLRI.
- ❖ During Field Immersion, he conducted market research and formulated a marketing strategy, providing packaging solution for the partner's new product.
- ❖ During his Summer Internship, he was involved in commercial activities where he worked in areas like accounting, auditing, budgeting, and costing.



**SHANKHABRATA
MISRA**

Work Experience in Months : 35

Work Experience : ITC Limited, Foods Division

Summer Internship Company : Rubique

**Undergraduate Specialization : Food Technology and
Biochemical Engineering**

- ❖ Shankha handles the responsibility of Coordinator-Mess Committee, IIM Nagpur and was Ex-Placement Coordinator-F.T.B.E, Jadavpur University.
- ❖ As Production Planner in ITC, he was POC for 4 functional verticals, devised strategies for savings of 0.91 crore and stock out reduction by 71% in FY'18.
- ❖ He was the campus winner in 'Yes Bank Transformation Series'-2018 and was awarded with 1st prize in National level case competition at SJMSOM, IIT Bombay.
- ❖ During FIM with CII, he conducted primary market research with managers from Reliance Power and TCS to analyse client satisfaction.
- ❖ During his SIP, he worked on product mapping of financial institutions like, cooperative banks and NBFCs, with Credit Decision Engine of Rubique to find out potential strategic alliance.



**MOUNIKA
MOGALAPALLI**

Work Experience in Months : 31

Work Experience : Tata Consultancy Services

Summer Internship Company : EazyDiner

**Undergraduate Specialization : Electronics and
Communication Engineering**

- ❖ Mounika is an Executive Member of PREDIXION, the Analytics Club of IIM Nagpur.
- ❖ She has completed her certification in Banking and Finance Fundamentals, a FLIP course.
- ❖ At work place, she has been awarded as "Outstanding Performer-Junior" for her contribution towards JPMC project.
- ❖ During FIM, she designed an activity-based costing template and documented the detailed variance analysis strategy to improve accountability and productivity at SMS Envocare.
- ❖ During her SIP, she designed a process improvement model for accounts receivable management and developed strategy for capital funding management.



**SAPTARSHI
PAUL**

Work Experience in Months : 24

Work Experience : HT Media Ltd.,
Bestseller Retail India Pvt Ltd

Summer Internship Company : EarlySalary

Undergraduate Specialization : Hotel Management

- ❖ Saptarshi helped set-up an English learning center for women near Mathura as part of CSR under Atulya Gram project by the Hindi-daily Hindustan.
- ❖ He also worked as a professional freelancer with Hindustan Times Learning Centres for an assignment on User Acceptability Test (UAT).
- ❖ He has undergone training at ITC Maurya, Delhi in F&B, front office and housekeeping departments.
- ❖ He was National Runner-up in Consulting event at IIM-Indore, and among top 8 finalists in the Annual HR competition at XLRI.
- ❖ During his SIP at EarlySalary, he worked on generating and leveraging organic traffic through SEO, ASO and driving content focus.



**PRIYANK
PAWAR**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : Astron Era (AEII Pvt. Ltd.)

Undergraduate Specialization : Electronics and
Communication Engineering

- ❖ Priyank worked in the domain of National Internet Backbone during his under graduation summer internship at BSNL.
- ❖ He has attended a course on Developing Web Applications with PHP and MySQL at NIIT.
- ❖ During his Field Immersion at Info-Environ Studies and Research Centre, he did a financial assessment to ensure a parallel cost effective waste collection and disposal system.
- ❖ During his SIP, he recommended cost cutting measures, process improvements, budget management, efficiency in IT and writing reports on business activity.
- ❖ He also developed and planned digital and social media marketing strategies on a global level for the company finding avenues to receive affiliation.



**YOGESH
PODDAR**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : Mapro Foods Pvt Ltd

Undergraduate Specialization : Accounting and Finance

- ❖ Yogesh worked as a consultant to audit department, government of Maharashtra during his Field Immersion Program.
- ❖ He suggested implementation of Tally along with JLTB to increase financial transparency and achieve savings of Rs 100 crores.
- ❖ He was the Campus Runner-up in Bullseye and Bizquiz competitions organized by XLRI as part of Gnosis'18.
- ❖ He worked as a management intern to Mapro and helped the organization to improve its efficiency and competitive advantage over its rivals.
- ❖ He did extensive market research to understand the preferences of customers and devised & advised strategies to Mapro to improve customer satisfaction during his SIP.



**ALOK
PRADHAN**

Work Experience in Months : 36

Work Experience : Cognizant Technology Solutions

Summer Internship Company : AMUL

Undergraduate Specialization : Electrical Engineering

- ❖ Alok was the recipient of multiple awards for successful implementation of CRM in Salesforce cloud technology for the clients at Cognizant.
- ❖ He coordinated with key stakeholders of the project and led the planning phase of project deployment at Cognizant.
- ❖ He also facilitated effective communication between the administration and the students as the elected Class Representative of the batch at IIM Nagpur.
- ❖ He was the national winner and national finalist of 2 Marketing events at IIT Bombay and national runners-up in the Media event at IIM Nagpur.
- ❖ In his SIP, he identified and negotiated for the product placement across various channels and develop promotional strategies for newly launched AMUL products.



**ADITYA
PRAKASH**

Work Experience in Months : 36

Work Experience : Parker Hannifin India Pvt Ltd

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Mechanical Engineering

- ❖ At Parker Hannifin, Aditya was awarded for "Highest Individual Sales Growth in FY17" as part of the Hydraulics team handling major OEM's and distributors.
- ❖ Active participant in case competitions, he is Campus Ace for Yes Bank's Transformation Series and National winner for a Marketing case competition at IIT Bombay.
- ❖ He secured the University "3rd Rank" and received successive scholarships for academic achievements during his undergraduate studies.
- ❖ An Avid quizzer, he is the winner of the National level quiz "Engineeria" receiving a Tata Nano as a prize and the regional finalist at Tata Crucible.
- ❖ At V-Guard Industries, he conducted market research to develop channel partners and devised strategies to increase market share of V-Guard products in the Mumbai region.



**SOMESH
RATHOD**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : OLX Group

Undergraduate Specialization : Computer Science and Engineering

- ❖ Somesh served as a Junior Executive Member in Indian Cultural Association club at NIT Calicut.
- ❖ He volunteered for the On-Campus event 'KiteFest' organized by ICA, NIT Calicut.
- ❖ He won 3rd prize for debate round in Swamy Vivekananda Event held by Literary Club of Kakatiya Institute of Technology.
- ❖ During his FIM, he worked on Project scheduling and monitoring with SAP portal as a part of the global sourcing activity of Endress Hauser.
- ❖ At his SIP he formulated marketing strategies to increase leads and customer engagement at OLX Cash My Car retail stores.



**SUSHANT
RAUT**

Work Experience in Months : 46

Work Experience : Mindtree. Ltd

Summer Internship Company : XpressMinds

Undergraduate Specialization : Computer science

- ❖ As a Performance Engineer at Mindtree, Sushant has handled Performance Engineering for Multinational Clients including Wholefoods, Intralinks, AIG, SITA, CCD.
- ❖ He is an Executive member of the Events Committee responsible for organizing flagship events at IIM Nagpur.
- ❖ He is working for eVidyaloka as a rural teacher and as a content developer; he also enjoys endurance running and has completed several marathons of distance 21km & 15 km.
- ❖ During his FIM at Sula Vineyards, he worked on improving assembly-line efficiency and developing forecasting models to forecast sales of different Wine brands for better inventory management.
- ❖ During his SIP, he was responsible for business development, client onboarding and developing sales and marketing strategy for the 3 districts by identifying business prospects.



**SADHANA
SOMASUNDARAM**

Work Experience in Months : 36

Work Experience : Iva Tek Pvt. Ltd.

Summer Internship Company : Ernst & Young Pvt Ltd

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Sadhana is an Executive member of OPEX - Operations Club of IIM Nagpur.
- ❖ A Flip certified personnel in Finance and Banking Fundamentals, she has also completed Coursera certification on basic Python from University of Michigan.
- ❖ She was the winner of QuantQuest event organised by the Analytics Club of IIM Nagpur.
- ❖ A sports enthusiast and a Table-Tennis player, she has been recognised as "The Most Valuable Player" by the sports club of IIM Nagpur.
- ❖ She worked as an intern under the Business Advisory team for performance improvement at Ernst & Young Pvt. Ltd.



**ABHIJIT
SAHOO**

Work Experience in Months : 35

Work Experience : Reflexis Systems

Summer Internship Company : SIDBI

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Abhijit is an Executive Member of Nexus - Media and PR Cell handling Branding and Admissions for IIM Nagpur.
- ❖ He worked as a developer in the Research and Development team and designed the store distribution business logic for two products of the company.
- ❖ A marketing enthusiast, he was the runner up in Reliance TUP 4.0, a national level B-school competition for pitching business ideas.
- ❖ He has completed Harvard Business Publishing certifications in Finance, Spreadsheet modelling, Quantitative Methods and Udemy certification in Advanced Excel.
- ❖ He worked on "Adequacy of Credit Appraisal and Risk Assessment in ensuring Credit Quality" at SIDBI during his internship.



**ASWIN
SAJEEV**

Work Experience in Months : 41

Work Experience : Aricent Technologies

Summer Internship Company : XpressMinds

Undergraduate Specialization : Computer Science and Engineering

- ❖ Aswin is a member of Placement Committee at IIM Nagpur and held various positions of responsibilities during under graduation.
- ❖ As part of field immersion module, he developed a digital marketing strategy for Sun Enviro Technologies.
- ❖ He was awarded twice with Aricent excellence award for constant learning and strictly meeting deadlines.
- ❖ He is experienced in different phases of Software Development life cycle specifically Development, Testing, and support.
- ❖ During SIP, he was responsible for business development in 4 districts by identifying business prospects and develop sales and marketing strategy.



**NAVIN
SANJEEV**

Work Experience in Months : 12

Work Experience : SunTec Business Solutions Private Ltd.

Summer Internship Company : XpressMinds

Undergraduate Specialization : Mechanical Engineering

- ❖ Navin is the Coordinator of Cineastes – Movie SIG of IIM Nagpur and was the Technical Events Coordinator during Engineering.
- ❖ He has worked in projects optimising Transaction Business Management System – Finance for Multinational Financial Institutions.
- ❖ He secured 1st Runner-up and 2nd Runner-up positions in the competitions organised by Analytics and Finance Clubs of IIM Nagpur respectively.
- ❖ During his internship at Xpress Minds, he was responsible for onboarding clients by taking up grassroot level activities according to beat plan.
- ❖ He was also responsible for the business development and for coming up with the Sales and Marketing strategy of two districts.



**KAMAL
SARAOGI**

Work Experience in Months : 45

Work Experience : Tata Consultancy Services

Summer Internship Company : Tata Advanced Systems Limited

Undergraduate Specialization : Information Technology

- ❖ Kamal is a diligent PMO Lead with 3+ years of experience in Project Management Office, managing 250+ employees across different geographies.
- ❖ He has received multiple awards and accolades for streamlining and improving various processes during his stint at TCS.
- ❖ He identified critical metrics and KPI's for MIS, provided recommendations for improving the overall efficiency and effectiveness of the ERP system during Field Immersion Program.
- ❖ He is an avid follower of strategic online gaming, and also has interests in equity stock trading and brand management among many others.
- ❖ He devised long term strategic sourcing plan and performed industry benchmarking of financials to reduce the working capital requirement during SIP at TASL.



**ANKIT
SHARMA**

Work Experience in Months : 13

Work Experience : Verity knowledge Solutions,
MyWorkForce Technologies

Summer Internship Company : Yes Bank

Undergraduate Specialization : Electrical and
Electronics engineering

- ❖ Ankit is the Executive member of the Placement Committee, IIM Nagpur and was the Technical Secretary at the Students' Council, NIT Jamshedpur.
- ❖ He worked as an investment banking analyst at Verity Knowledge solutions, carrying sell side research for the healthcare team of a US-based bulge bracket investment bank.
- ❖ He was the Zonal Runner-up in Reliance TUP 4.0, a national level B-school competition for pitching business ideas.
- ❖ He managed the digital marketing and content team consisting of 12 members, responsible for launching a new product for Myworkforce Technologies.
- ❖ During his SIP, he worked with customer experience team on competitive analysis and benchmarking of instructions on different parameters, for both digital and physical customer touch points.



**KRATI
SHARMA**

Work Experience in Months : 39

Work Experience : Tata Consultancy Services

Summer Internship Company : Quick Ride

Undergraduate Specialization : Electronics and
Communication Engineering

- ❖ Krati organized various events as the Coordinator of the Operations Club and the House Vice-Captain of the Sports Team at IIM Nagpur.
- ❖ She worked as a Marketing Research and Sales intern at Dicksons Eng. Pvt. Ltd during Field Immersion Program.
- ❖ A TCS certified ITIL, Agile, UI development and Design Thinking professional, she developed applications and designed UNIX scripts for Multi-National Clients.
- ❖ She is the winner of Buzzet – an event conducted by Finance club and 1st Runner up in Consumer challenge conducted by Marketing club at IIM Nagpur.
- ❖ As a B2B Marketing and Sales intern at Quick Ride, she was responsible for finding new business opportunities and working on them for business expansion.



**SHUSHANTH
T**

Work Experience in Months : 22

Work Experience : Sword Global, Symantec-Pro Unlimited

Summer Internship Company : Reliance Jio

Undergraduate Specialization : Computer Science
and Engineering

- ❖ Shushanth has worked in Research & Development with AI Customer Care, Cyber-Security, Stock Market Analysis Dashboard, Bank Voice-bot and Alexa.
- ❖ He also completed a live project in studio-uniforms for Market Sizing & Strategy and has won multiple National Level competitions at various IIM's.
- ❖ During the FIM at Sahyadri Farms, he completed market research for Demand-Supply Problem using R and analysed sales data for trends in FMCG products.
- ❖ As the VP-PR and VP-Education of Toastmasters at IIM Nagpur, he also completed certifications on Digital Marketing and Analytics Techniques in R, Python and Excel.
- ❖ Shushanth worked with Reliance Jio to create a business proposal for a multi-sided platform to aggregate content creators and created IMC campaigns for brand and celebrities.



**HARSH
SINGH**

Work Experience in Months : 22

Work Experience : Daimler India

Commercial Vehicles pvt ltd

Summer Internship Company : OLX Group

Undergraduate Specialization : Mechanical and
Automotive Engineering

- ❖ Harsh is an Executive Member of the Cultural club - "Abhyudaya", and has conducted numerous festivals, events and activities in and outside IIM Nagpur.
- ❖ He was selected as an Intern for UNDP India, in the field of Youth Employment Services at YES centre-Nagpur.
- ❖ He was involved in the Successful Planning, Coordination and Execution of vehicle level projects at Daimler India Commercial Vehicles Pvt Ltd. (DaimlerAG).
- ❖ He Co-founded INFERNO DTU - the "Go kart" team of Delhi Technological University (formerly Delhi College of Engineering) which further enhanced his candidature for DaimlerAG.
- ❖ Harsh worked with the OLX Group to improve the efficacy of Inspection product and process at OLX Cash My Car.



NIKHIL KUMAR SINGH

Work Experience in Months : 36

Work Experience : Capgemini

Summer Internship Company : Quick Ride

Undergraduate Specialization : Biomedical

- ❖ Nikhil worked as a Senior Analyst at Capgemini and was frequently applauded and appreciated by clients across the globe.
- ❖ He has completed courses on Tableau, Data Analytics using R, Customer Analytics and SQL with certifications on Google Analytics and Sales Forecasting.
- ❖ During his tenure at Vinod Rai Engineers for Field Immersion Program, he implemented an improved and updated marketing strategy to capture new markets.
- ❖ Nikhil was a part of one of the top 8 teams across India to qualify for Strategikon, a Strategy and Consulting event at XLRI Jamshedpur.
- ❖ Nikhil handled responsibilities such as Interpreting data, Analysing Results using Statistical Techniques, Understanding the database, data collection system and Data Analytics during his internship at Quick Ride.



AKSHAY I. SONKUSARE

Work Experience in Months : 24

Work Experience : Thermax Ltd.

Summer Internship Company : HPCL

Undergraduate Specialization : Power Engineering

- ❖ Akshay coordinated with various departments of the company for executing activities as per planned schedule while working in the construction industry.
- ❖ He has been rewarded by the GM of Thermax Ltd. for conducting OHSAS surveillance audit successfully at site.
- ❖ During Field Immersion Program, he suggested the partner company with minimum stock level to be maintained in store to avoid stock-out of inventory.
- ❖ Apart from having interest in philosophical readings, he has interest in world political affairs.
- ❖ Akshay conducted Market Research to determine factors influencing consumption of B2B products of HPCL & prepared strategy to increase the customer base for B2B products of the company.



AKASH K SUGUNAN

Work Experience in Months : 30

Work Experience : Tata Consultancy Services

Summer Internship Company : OLX Group

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Akash is the Placement Coordinator for PGP Batch of 2018-20 at IIM Nagpur.
- ❖ He has expertise in E-Commerce & Supply Chain in Retail Domain and was also a part of the GST Implementation Team.
- ❖ He emerged as a Top-20 National Finalist at L&T OutThink Case Study Challenge 2018 and has won a National Level case competition held at IIM Ranchi.
- ❖ A marketing enthusiast and a sports fanatic, he is a TCS certified Big Data & Hadoop and Oracle PL/SQL professional.
- ❖ Akash worked with OLX Group to devise Micro-level Strategies, Branding and Marketing Techniques to improve the performance of Cash My Car Retail stores.



BHARATH TURLAPATY

Work Experience in Months : 44

Work Experience : Cyient

Summer Internship Company : Tata Advanced Systems Limited

Undergraduate Specialization : Mechanical Engineering

- ❖ Bharath is elected as President of Students' Affairs Council of IIM Nagpur and custodian of Rs.36.15 Lakhs of student welfare funds.
- ❖ He devised expansion strategies for BAPL to realize its revenue target of 100 crores by 2020 from 17 crores (CAGR: 142.53%).
- ❖ He was a runner-up in the Reliance TUP 4.0 Campus Face-off for presenting an innovative business model of a firm.
- ❖ He was recognized with various awards like 'Associate of the Month' at Cyient and certified lean six sigma green belt.
- ❖ During his internship at TASL, he developed strategies for indigenization of parts and a sub-assembly of an aircraft from a U.S based supplier to India.



**UNDI
SUNDEEP**

Work Experience in Months : 24

Work Experience : Infosys Limited

Summer Internship Company : XpressMinds

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Sundeep as Member of Media & PR club co-ordinated several events and organised several Workshops as Member of IEEE-CBIT and Makers of India, CBIT.
- ❖ Through Perception Survey, he analysed the effects of air pollution by applying the concepts of Market Research for CFSD.
- ❖ He worked on several modules on ServiceNow Platform like Asset Management, AD Orchestration, Service Portal and Creation of Dashboard to meet the client deliverables.
- ❖ He is certified by BSNL in the Basic Telecom Module and won a paper presentation competition in "Aakruthi'15" conducted by Osmania University.
- ❖ He worked as a Business Development Associate, responsible for business development in 3 districts of Telangana by identifying the business prospects.



**AJITH
ANTONY V H**

Work Experience in Months : 19

Work Experience : Mother Media

Summer Internship Company : Kochi Metro Rail Limited

Undergraduate Specialization : Mechanical Engineering

- ❖ During his Tenure at Mother Media, Ajith was responsible for controlling the ATL marketing of the clients using billboards and hoardings.
- ❖ He developed digital marketing strategy at Mother Media which increased customer inflow by 15%.
- ❖ He secured 2nd runner up for intra college competitions conducted by finance club and analytics club of IIM Nagpur.
- ❖ He was the Publicity Co-convenor of cultural fest Dhvani'15 at CET, that had a footfall of 5000.
- ❖ During his internship at Kochi Metro Rail Limited, he worked on improving the financials of the organization.



**PRANAV
VARMA**

Work Experience in Months : 22

Work Experience : SAP Labs, Mercedes Benz R&D India

Summer Internship Company : EarlySalary

Undergraduate Specialization : Computer Science Engineering

- ❖ Pranav was Responsible for Enhancements and Maintenance of SAP Portfolio Project Management and also Successfully handled critical issues faced by various Fortune 100 companies.
- ❖ As Member of the cultural club at IIM Nagpur, he co-ordinated the concert organized by IIMN in collaboration with SPIC MACAY.
- ❖ He was the Co-founder of a start up ' Campus market '— online marketplace for second -hand books.
- ❖ During his tenure at SAP labs, was involved in creation of curriculum on cloud companies which was floated across SAP AIS India.
- ❖ He worked on building a new referral program at Early salary and defining the marketing strategy and the KPI's for the program.



**AJAY
KUMAR**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : HPCL

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Ajay got state rank 58 and 122 in class X and XII in Himachal Pradesh School of Education Board.
- ❖ He worked on MATLAB in final Year project for the simulation of controller for bioreactor system and robot manipulator.
- ❖ He interned at BBMB during under-graduation and studied about 33 kv transmission substation in electrical workshop division.
- ❖ He was a runner-up in the snooker event conducted by Neelkanth Boys Hostel in NIT Hamirpur.
- ❖ During his internship at HPCL, he performed market research to increase the per capita consumption of the LPG cylinders under Pradhan Mantri Ujjwala Yojana (PMUY).



**KESHAV
KUMAR**

Work Experience in Months : 46

Work Experience : Reliance Jio Infocomm Limited

Summer Internship Company : Tosh Innovations

Undergraduate Specialization : Computer Science and Engineering

- ❖ Keshav, as a Deputy Manager at Reliance Jio achieved Cost Saving of millions by replacing the vendor's product with in-house developed PCRF.
- ❖ He got Appreciation from MD, Yeshshree Group for the proposed solutions regarding Product Mixing, Invoice Mismatch and High Attrition Rate.
- ❖ He served as Rural Coordinator of ALIEN in Flood Relief, Program Coordinator in NIT Patna, Student Coordinator of school sports tournament.
- ❖ He secured 'Badge of Excellence' in FLIP Finance and Banking Fundamentals certification & stood 2nd in competition of Legal Rights For Women by NCW.
- ❖ During his internship at Tosh Innovations, he did corporate research for Blockchain Council and formulated Marketing strategies for the company.



**RISHAV
RAJ**

Work Experience in Months : 35

Work Experience : Deloitte

Summer Internship Company : OLX Group

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Rishav is an Executive member of the Placement Committee at IIM Nagpur and was a core committee member of the Science Club in his Undergraduate.
- ❖ Awarded a top performer at Deloitte, he worked as a SAP consultant and handled the CMMI certification for different multinational projects.
- ❖ He was the Campus winner for Yes Bank's Transformation series, Zonal finalists for Tata Crucible and National winner of IIT Bombay's marketing case competition.
- ❖ During his FIM, he conducted interviews of CXOs and leadership of 23+ firms to devise strategy for electronics manufacturing industry in Aurangabad.
- ❖ At OLX, he prepared the RCSA Matrix, streamlined the process of Internal Audit, automated various processes and performed statistical analysis to devise the marketing strategies.



**ROBIN
JOHN**

Work Experience in Months : 43

Work Experience : Tata Consultancy Services, Synergy Oceanic Services Limited

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Mechanical Engineering

- ❖ Robin Spearheaded a 12-member onsite team for transition of Banking & Financial Service project-Unicredit GES Run to Tata Consultancy Services.
- ❖ He was honoured with Best Process Improvement Award for dedicated efforts & contribution towards automation of various Manual jobs.
- ❖ He had received certificate of Appreciation for achieving operational and Functional Excellence in Q1 FY1T at Tata Consultancy Services.
- ❖ He is an Executive member of the Movie SIG of IIM Nagpur - Cineastes.
- ❖ During his internship, he developed a standard procedure for product Costing and performed quality testing on products to provide a better insights for R&D.



SNEHA

Work Experience in Months : 45

Work Experience : Tata Consultancy Services

Summer Internship Company : EarlySalary

Undergraduate Specialization : Computer Engineering

- ❖ Sneha is the Executive member of the Infrastructure Committee at IIM Nagpur.
- ❖ She was the Winner of a National Level Marketing and Pricing Competition at SJMSOM, IIT Bombay.
- ❖ Sneha received 'Special Initiative' and 'On the Spot' award for outstanding effort, dedication & commitment at TCS.
- ❖ She has published a research paper on 'Outlier Detection' at 'International Journal of Engineering Research and Application (IJERA)'.
- ❖ She interned in business development domain in EarlySalary to streamline the process for tracking business development and improving B2B sales performance.



VIKAS

Work Experience in Months : 13

Work Experience : Infosoft Digital Design and Services

Summer Internship Company : AMUL

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Vikas administered Control & Monitoring of AGL facilities through CMS stations installed at Delhi International Airport Ltd.
- ❖ He coordinated with Site HSE Officer for necessary safety clearance/permissions, safety assessment in his workplace.
- ❖ He maintained and monitored Airfield Ground Lighting Systems Improvement works at Terminal 1, 2 & 3.
- ❖ He had led College Music Band and participated in cultural events at Galgotias College of Engineering & Technology.
- ❖ He identified and negotiated for the product placement across various channels and developed promotional strategies for newly launched AMUL products during his SIP.



RISHI AGARWAL

Work Experience in Months : 36

Work Experience : Schneider Electric India Private Ltd

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Electrical Engineering

- ❖ As a Senior Sales Engineer at Schneider Electric, Rishi handled a target of INR 110 Million and achieved it with 10% YoY growth for Panel builder profile.
- ❖ As an Executive member of Eques-Strategy and Consulting SIG, prepared and circulated Knowledge Quest, a monthly industry-specific newsletter series and conducted competitions within the batch.
- ❖ He was among the final 8 teams for a national competition MarQ-Witty conducted by MDI, participated in other competitions on D2C platform and has received certificates of recognition.
- ❖ He underwent Field Immersion at TRACT Nagpur, performed analysis on primary data and recommended a strategic plan for man-animal conflict mitigation.
- ❖ During the SIP, he analyzed the 400Cr potential fan market for Rajasthan region by conducting market research for V-Guard and devising strategies to increase market share.



PAYAL AMBADE

Work Experience in Months : 12

Work Experience : Ordnance Factory Ambajhari, Nagpur

Summer Internship Company : Astron Era (AEL Pvt. Ltd.)

Undergraduate Specialization : Electrical Engineering

- ❖ While employed at Ordnance factory, Payal worked upon the solar power project for the electrical maintenance department.
- ❖ During her FIP at Nagpur Police, she designed a document tracking system to reduce the time required for solving complaints/grievances of the employees.
- ❖ She was a finalist at the 'My campaign' marketing event of IIM Indore.
- ❖ During her internship at Astronera, Payal has developed marketing strategies for their online courses and carried out competitor analysis.
- ❖ She has also analyzed customer engagement on social media and the portal of Astronera and also suggested strategies to increase the same.



ABHISHEK ANAND

Work Experience in Months : 36

Work Experience : SKF Bearings Ltd.

Summer Internship Company : Bluestar

Undergraduate Specialization : Mechanical Engineering

- ❖ Abhishek worked as a Territory Sales Manager in SKF India Ltd., Responsible for handling sales & marketing for North region. Managed a business of 10MINR and won multiple awards for business development.
- ❖ He did mechanical engineering from NIT Silchar, where in he served as core member of BAJA team and did internship in Mahindra & Mahindra sales.
- ❖ Currently working as an executive member of E-CELL in IIM Nagpur and he beholds the position of sports captain for intra sports tournament.
- ❖ He did his field immersion program in BIOCARE, where in his core task was to conduct indepth study of Biocare and make strategies of penetration in cotton value chain.
- ❖ During his SIP he conducted market research in Pharma sector and formulated marketing and project acquisition strategies for Pharma clients.



**SHAILESH
BHATWALKAR**

Work Experience in Months : 32

Work Experience : Tata Consultancy Services

Summer Internship Company : Pladis Global
(United Biscuits Limited)

Undergraduate Specialization : Mechanical Engineering

- ❖ Shailesh received multiple awards and certificates for "Leadership" and "Business Analysis" during professional career.
- ❖ He organised multiple events while working as "General Secretary" of Mechanical Engineering Students Association and "Placement Coordinator" during undergraduate.
- ❖ He was appreciated by principal and placement Officer for proactiveness, decision making, and leadership skills during undergraduate.
- ❖ He attained NCCA certificate for holding the rank of "Sergeant" and has attended NCC training camps during School and College.
- ❖ During his SIP he worked as a Sales Officer Intern associated with the leading FMCG organization to increase the width and depth of emerging channels in FMCG.



**PROMA
CHOWDHURY**

Work Experience in Months : 39

Work Experience : Ericsson global india pvt ltd

Summer Internship Company : Hyrefox

Undergraduate Specialization : Electronics and
Electrical Engineering

- ❖ As a Network Engineer at ericsson, Proma was engaged in optimization of sites and network from remote location.
- ❖ She was selected in the main audition round of Indian Idol-2016.
- ❖ She has organised and participated in IYF (International Youth Festival)-2013 at KIIT University, Bhubaneswar.
- ❖ She performed in the juvenile section of All India Radio (Centre - Kolkata).
- ❖ She was involved in devising a digital marketing strategy for Talsuite (an applicant tracking software) during her SIP.



**AGNIVA
DAS**

Work Experience in Months : 29

Work Experience : Phoenix Robotix Private Limited

Summer Internship Company : Hyrefox

Undergraduate Specialization : Electrical Engineering

- ❖ Agniva engaged with Municipal Schools in Field Immersion Program (FIP) recommending vital budget allocations to Nagpur Municipal Corporation for educational upliftment.
- ❖ He actualized the role of Executive Membership in Academic Council preceded by Executive Membership role in Entrepreneurship Cell of IIM Nagpur.
- ❖ He is certified in Finance Essentials: Banking and Markets course from FinShiksha along with the Basic Google Analytics course.
- ❖ He co-founded a successful startup named Phoenix Robotix Pvt. Ltd., playing the role of Director and Chief Business Development Officer (CBDO).
- ❖ During his SIP, he conducted extensive market research, growth potential and competitor analysis of Applicant Tracking Software in Indian and Global market.



**DIPANKAR
DAS**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : EazyDiner

Undergraduate Specialization : Civil Engineering

- ❖ Dipankar is an executive member of Cineastes SIG and along with his team conducted panel discussions on short movies & documentaries.
- ❖ He did market research of Indian online and offline coaching industry and devised a brand expansion strategy for Breakspace Consulting.
- ❖ He participated in Android App Development workshop, and also has AutoCAD and STAADPro Certification.
- ❖ He is also passionate about capital market and is also certified by NSE.
- ❖ During his SIP, he analyzed CRM and cloud telephony data to identify deficiencies in current concierge processes and suggest improvements for the same.



**PERVEZ AKASH
DUDEKULA**

Work Experience in Months : 23

Work Experience : Tata Consultancy Services

Summer Internship Company : XpressMinds

Undergraduate Specialization : Computer Science and Engineering

- ❖ Pervez was a Team Leader & offshore Scrum master in the scaled agile team and awarded with 'Star Team' award.
- ❖ He received many accolades like 'Applause for Team' and 'On the Spot' and also trained in 'Agile way of Working'.
- ❖ He is the Coordinator for Eques, a SIG of Strategy and Consulting in IIM Nagpur and a member of SAC.
- ❖ He prepared a feasibility analysis report for Field immersion partner to make its international presence and expansion in Maharashtra.
- ❖ He is responsible for business development in 2 districts by identifying business prospects as part of his summer internship.



**JOMY
GEORGE**

Work Experience in Months : 24

Work Experience : Amec Foster Wheeler India Private Ltd

Summer Internship Company : Berger Paints

Undergraduate Specialization : Mechanical Engineering

- ❖ Certified communicator and leader from Toastmasters International, Jomy has served as the President of Amec Foster Wheeler India Toastmaster's Club.
- ❖ He has represented NIT Calicut in Athletics and Games and has won a National Championship in Handball representing the college.
- ❖ He is an executive member of Cultural-Club IIM Nagpur and organized several cultural events FY 2018-'19.
- ❖ As a part of Field Immersion Program, he designed and implemented solutions related to Operations and Managing Organization.
- ❖ He has conducted market research for developing new products and services for Berger Paints India Ltd. during his SIP.



**UPASANA
GHOSH**

Work Experience in Months : 22

Work Experience : Nalco Water - Ecolab

Summer Internship Company : EarlySalary

Undergraduate Specialization : Chemical Engineering

- ❖ As Technical Engineer in Nalco, Upasana saved million gallons of water by recommending treatment programs and collaborated with global sales team.
- ❖ As Live Project Intern in Mondelez, she strategized the growth opportunities of 16 Stand Alone Store, performed market research and recommended solutions.
- ❖ She has completed certification of Kraftshala's Marketing and Sales Foundation Program - Batch of 2018.
- ❖ She has also won National-Level Case Study Competitions in GTM, Brand Revival Strategy and BPCL case study in IIM-Lucknow, IIM-Raipur and JBIMS respectively.
- ❖ She worked in business development/marketing domain in EarlySalary to improve branding and consumer communication to get higher leads/adoption at promotional/corporate sites.



**RAJAT
GOYAL**

Work Experience in Months : 45

Work Experience : Wipro Technologies

Summer Internship Company : Ashiana Housing Limited

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Rajat worked as a consultant to audit department, Government of Maharashtra during FIM & proposed a saving of INR 100 crores.
- ❖ He has worked on a live project which revolved around understanding market, product design & cost structure analysis of dry premix concrete.
- ❖ He has international work experience of 9 months & his team saved an additional 470K Euro for Wipro during his stint.
- ❖ He has published a research paper at IEEE during his internship at Texas Instruments, Bangalore.
- ❖ During his SIP, he analyzed the changing profile of clients and designed high quality & impactful product differentiation strategy to attract the target audience.



**SHUBHAM
GUPTA**

Work Experience in Months : 21

Work Experience : Cognizant Technology Solutions

Summer Internship Company : Seedworks International Pvt. Ltd.

Undergraduate Specialization : Electronics and Telecommunications

- ❖ Shubham worked at Cognizant as a Programmer Analyst for a US based client and was ranked amongst top performers in the Healthcare domain.
- ❖ He is a R certified professional and a national finalist in analytics events, Prabandhan'18, IIT Kanpur as well as Enigma, IIM Nagpur.
- ❖ He Identified bottlenecks in production processes by data analysis and recommended an effective marketing strategy for the firm during FIP.
- ❖ During his internship, Shubham analyzed the possible areas of Digital Intervention and built a Digital Transformation roadmap for the company.
- ❖ He Interacted with Senior Leadership Team and other business heads from multiple departments to identify business gaps in the company.



**DILEEP
HV**

Work Experience in Months : 36

Work Experience : Empower Web solutions Pvt Ltd, Genser Aerospace and IT Pvt Ltd

Summer Internship Company : Century Real Estate

Undergraduate Specialization : Mechanical Engineering

- ❖ Dileep organised Entro-Mile, IIM Nagpur's first investor-startup meet of IIM Nagpur through the Entrepreneurship cell.
- ❖ He qualified to the second round (top 70) of French Tech Ticket season 1 start-up incubation competition (722 applicants).
- ❖ He was incubated at Genser Aerospace for a start-up on design and manufacture of drones.
- ❖ He captained the football team that won VTU tournament (An inter collegiate Tournament).
- ❖ During his SIP he worked on the development of Technology Strategy & Implementation Roadmap for Century Real Estate.



**SWAPNIL
JAIN**

Work Experience in Months : 27

Work Experience : Infosys

Summer Internship Company : HPCL

Undergraduate Specialization : Electronics and Instrumentation Engineering

- ❖ Swapnil worked as an SAP technical consultant to develop one of the critical areas of a government project.
- ❖ He identified and reported bugs in the apps of Bigbasket and Freecharge.
- ❖ He has a keen interest in analytics and has completed courses like The Analytics Edge by MIT, Advanced Google Analytics.
- ❖ He started a Facebook page 'Dinner Story' where he has written more than 50 short stories of different genres.
- ❖ Swapnil identified the market for Sulphur and formulated the strategy for HPCL to target this market in the Nagpur region during his SIP.



**STEFFI ROSE
JOSEPH**

Work Experience in Months : 41

Work Experience : Infosys

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Steffi is a member of Placement Committee, at IIM Nagpur. In her graduation, she served as event manager.
- ❖ At Infosys, she handled web-infrastructure operations for leading European automobile company and collaborated with clients on requirements with 100% SLA.
- ❖ In FIP, she studied demand-supply problem of Onions and developed Arimax forecasting model for forecasting trend using R & Python.
- ❖ Steffi is a trained Bharatanatyam dancer. She is also an entrepreneur and manages a small-scale horticulture business.
- ❖ During her internship with V-Guard, Steffi formulated strategy for digital brand building through experiential marketing using impactful digital assets.



**ABRAR
ABDULLA K K**

Work Experience in Months : 40

Work Experience : HCL Technologies Ltd

Summer Internship Company : Mapro Foods Pvt Ltd

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Abrar secured college level first-runner up position of ICICI bank 'StockMind' trading championship and is an Executive member of finance club of IIMN.
- ❖ As part of FIM with Rucha Engineering, he conducted Primary and secondary market research on Indian Railways, comparative Product Analysis & studied growth prospects of company in Railways.
- ❖ He was among top 1% in All Kerala Engineering Entrance Exam KEAM and also held the Publicity Co-Convener position during under graduation.
- ❖ He qualified as one of the top 8 participants across India for XLRI Flagship event Ensemble Valhalla 2018.
- ❖ During his SIP he increased the market share of Mapro foods in retail sector by upselling to existing accounts and generating new leads for client acquisition.



**HIMANI
KESWANI**

Work Experience in Months : 34

Work Experience : GMMCO Ltd

Summer Internship Company : ValueLabs

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ As Senior-Engineer at GMMCO-Ltd, Himani handled end-to-end project deliverable of Caterpillar Engine installations, managed vendors & Techno-commercial estimation, coordinated SAP-ERP implementation with Accenture.
- ❖ She is an executive member of Placement Committee, IIM Nagpur & Winner of 'Mercatus', a strategy event in 'Aarohan', Annual fest, IIM Lucknow.
- ❖ Certified Competent Communicator and Competent Leader at Toastmasters International, she won Star Toastmaster award. As Vice-President Membership, increased membership by 25% & published quarterly newsletter of club.
- ❖ During Field-Immersion Module with Confederation of Indian Industry, she collaborated with senior-management from TCS, Reliance-Power, Persistent & council members to design web-page layout & improve CRM functioning.
- ❖ During her SIP she worked on Designing & Executing Go-To-Market Strategy to Improve ValueLabs' IT Services Market Penetration in Melbourne & Adelaide, Australia region.



HARISHANKAR L

Work Experience in Months : 35

Work Experience : VA Tech Wabag Ltd.

Summer Internship Company : EazyDiner

Undergraduate Specialization : Mechanical Engineering

- ❖ HariShankar is a Placement Committee Member at IIM Nagpur and a Rajya Puraskar Awardee from the Governor in the past.
- ❖ He was honoured with EXTRA MILER, Quarterly Team Award and Early Bird Award at Wabag for his proficient performance.
- ❖ He converted Major Breakthrough orders at his workplace and had participated in the Management Development Programme focused on Basic Leadership Skills at XLRI, Jamshedpur.
- ❖ He Emerged as Campus Winner in L&T Outthink 2018, & Winner in the Sankriya, a National case study contest conducted by IIM Ranchi.
- ❖ He devised strategy for Business Development at EazyDiner to achieve an exponential growth of increasing the market share by 10x by performing Critical Analysis.



**ARJUN
LAMAY**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : Credit Sudhaar Services Pvt. Ltd.

Undergraduate Specialization : Mechanical Engineering

- ❖ Arjun did his training at TATA STEEL LTD, Jamshedpur, in analysing the performance of High-Pressure Water Jet system of 2 different batteries. Assigned to Iron-Making Mechanical Maintenance Department.
- ❖ He is honored with Excellent grade certification in CAD using CATIA V5R18 software.
- ❖ He was awarded Certificate of Achievement from Indo-Danish Tool Room, Jamshedpur.
- ❖ During his academic Project in college B.I.T. Sindri, he collaborated with the Mechanical department and completed the project, examined the working mechanism of the vapour absorption refrigeration system.
- ❖ During his SIP, he worked on development of Effective Sales Process of Credit Product for SME.



BINOY M T

Work Experience in Months : 34

Work Experience : Thyssenkrupp, Associate Engineers

Summer Internship Company : Teach For India

Undergraduate Specialization : Electrical & Electronics Engineering

- ❖ Binoy is the Executive member of E-cell at IIM Nagpur.
- ❖ He had led a team of 20 at Thyssenkrupp and executed various installation projects.
- ❖ He was a part of Vidyuth - a Project undertaken by Kerala State Electricity Board also an active participant in inter-college technical events.
- ❖ He created scorecard for ~800 unique vendors on industry competitiveness in terms of lead time and unit price during FIP in Bajaj steel.
- ❖ During his SIP, Binoy researched on 84 companies and shortlisted 20 that could be potential supporters/donors for Teach For India.



**KAVYA
MADINENI**

Work Experience in Months : 37

Work Experience : Tata Consultancy Services

Summer Internship Company : BPCL

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ At TCS, Kavya received internal certification of BDA : Foundation certificate in banking.
- ❖ She is an executive member of Ummeed- community outreach club at IIM Nagpur.
- ❖ She was runner-up in the Reliance TUP 4.0 Campus face-off for presenting an innovative business model of a firm.
- ❖ At India post, she analysed organizational functioning and did performance analysis of the firm, Suggested marketing strategies and methods to improve operational performance.
- ❖ During her internship at BPCL, Kavya, studied current automation architecture and recommended the wireless automation opportunity for retail outlets.



**ROHIT
MHAISKAR**

Work Experience in Months : 54

Work Experience : Forbes Marshall Pvt. Ltd.

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Instrumentation Engineering

- ❖ Roit, as a Sales & Marketing Executive, Rohit was certified by Dale Carnegie & Associates in 'Sales Presentations That Win Business'.
- ❖ He worked on a live project with Proteach Consultants on feasibility of dry premix concrete which involved understanding market and product design.
- ❖ He was appointed as Coordinator of Alumni Committee and formulated profile portfolios of 162 graduates to strengthen alumni relations.
- ❖ As part of FIM, he analysed the relative efficiencies of the three CETP plants, using Data Envelopment Analysis for SMS Envocare Pvt. Ltd.
- ❖ At V-Guard, he performed market-research & competitor analysis to design growth-strategy for Inverter-Batteries and increase brand awareness.



**RAAJITHA
MIDDI**

Work Experience in Months : 26

Work Experience : Tata Consultancy Services

Summer Internship Company : Reliance Jio

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Raajitha worked on automation testing for 26 months in TCS in agile environment and on PLSQL database as part of testing.
- ❖ She is the student representative of Gender Issues Committee at IIM Nagpur, Assistant School Leader during 2007-08, cultural committee coordinator during graduation.
- ❖ During Field Immersion Program with Nagpur Municipal Corporation, she identified potential revenue sources for bazar department within existing facilities.
- ❖ She won OPTIDE 2.0 conducted by OPEX club, first runner up in Intern of the year event by SIG Cineastes.
- ❖ Raajitha worked on Research and Strategy development for new product development and its Integrated Marketing Campaign Creating intellectual property in Celebrity Branding.



**ANANYA
MISRA**

Work Experience in Months : 46

Work Experience : Tata Consultancy Services

Summer Internship Company : Flywidus

Undergraduate Specialization : Mechatronics

- ❖ Ananya is the co-ordinator of Abhyudaya, the cultural club and organized 15 events in the calendar year 2018-2019.
- ❖ He strategized and successfully carried out roll-out of 131 locations for Himachal Pradesh State Electricity Board and trained 32 end users.
- ❖ He worked as Director, Community Contact Programme, Rotaract Club, Manipal and organized trips to old age homes and orphanages.
- ❖ During his SIP, he evaluated new digital technologies and used Web analytics tool optimize marketing campaigns, email marketing, social media, display and search advertising.
- ❖ Ananya, developed, implemented and managed marketing campaigns that promoted company and enhanced brand awareness and drove website traffic and acquired leads.



**ANUJ
MOHAN**

Work Experience in Months : 24

Work Experience : Wipro Technologies

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Anuj worked as a Project Engineer at Wipro Technologies for 24 months and received appreciation from the leadership team.
- ❖ He is the Executive member of Sports-Committee at IIM-N and has received "Certificate of Appreciation" from FIFA for contributions during U-17 FIFA World Cup.
- ❖ During FIP, he worked as consultant for RL Steels and identified bottlenecks and proposed strategic recommendations, action plan to resolve the same.
- ❖ He was awarded the "Certificate of Excellence" for outstanding all round performance in college during the academic year 2011-15.
- ❖ Anuj worked at V-Guard, in the GTM strategy team to identify & prioritize startups which will help increase company revenue, operational efficiency and throughput.



**NIRAJ
MUNDHADA**

Work Experience in Months : 38

Work Experience : Duck Creek Technologies India LLP, Accenture Services

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Electronics Engineering

- ❖ Niraj is the Executive Member of the Sports Club and Events Committee, and the Winner of 1st Induction Event of Operations Club at IIM Nagpur.
- ❖ Identified 6 Key Performance Indicators and developed a basic dashboard using excel for monitoring it during Field Immersion Module.
- ❖ Acted as Point of Contact, coordinated logistics and accommodations for 42 students in Aurangabad for Field Immersion Module.
- ❖ Being a Software Engineer Analyst in his work experience, he Performed Automation and Manual Testing of Web-Based Application in Duck Creek Insurance.
- ❖ Performed Market research and Market analysis (Market potential, Segmentation, Competition Analysis and Channel dynamics) for two product categories in Chhattisgarh State during SIP.



**KRIPA
NAGARAJAN**

Work Experience in Months : 33

Work Experience : S&P Global Market Intelligence

Summer Internship Company : Century Real Estate Holdings Pvt. Ltd.

Undergraduate Specialization : Commerce

- ❖ Kripa received LOR from her reporting manager and 4 Bronze ACE awards for contributing towards the Business Continuity Plan of S&P Global Market Intelligence.
- ❖ She was elected as an Executive member of the Placement Committee, IIM Nagpur from a batch of 111.
- ❖ She conducted Market Research and Financial Assessment of a parallel system of waste collection in the Dhantoli region of Nagpur.
- ❖ During her internship, Kripa developed a Product Standardization strategy based on company defined quality standards & external bench-marking.
- ❖ She was responsible for Business Planning & Financial Model Development for a Mixed Use Development in North Bangalore.



**SOUMYA
OJHA**

Work Experience in Months : 28

Work Experience : Tata Consultancy Services

Summer Internship Company : ValueLabs

Undergraduate Specialization : Computer Science and Engineering

- ❖ Soumya has completed TCS Leadership program ASCENT and configured a cloud-based application project that managed human capital.
- ❖ She has received appreciation from International client's Vice president for teamwork and professionalism and was awarded 'On the spot award'.
- ❖ She is executive member of Analytics club and has won 1st prize in Buzzet 2K19 conducted by Finance club of IIM Nagpur.
- ❖ She received appreciation from GM of Walmark for formulation of low-cost branding strategy for Walmark adult diapers during Field Immersion.
- ❖ During Summer internship, she formulated Go-to-Market strategy for building IT strategic partnerships with the clients in the U.S. Central region.



**MOHANAKRISHNAN
P**

Work Experience in Months : 34

Work Experience : India Yamaha Motor Pvt. Ltd.

Summer Internship Company : BPCL

Undergraduate Specialization : Mechanical Engineering

- ❖ Mohanakrishnan is a member of the Placement Committee and was an Executive Member of Marx, Marketing Club, at IIM Nagpur.
- ❖ In Yamaha, he has worked in Production & Engineering team as part of major projects like NPD, capacity expansion, Export shop establishment etc.
- ❖ As Shop Manager, he headed Kaizen shop, Indirect material stores and was project head for OEE enhancement & export engine quality assurance.
- ❖ He was finalist in National case study competitions conducted by IIM Kozhikode, IIM Kashipur & XLRI.
- ❖ During his summer internship at BPCL, he devised effective mechanisms to process and commission new Retail Outlet applications efficiently.



DHALMI P S

Work Experience in Months : 32

Work Experience : Infosys

Summer Internship Company : HPCL

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Dhalmi has received "Most Valuable Player" award in Infosys for outstanding performance in project during 2016-17.
- ❖ During Field Immersion, he analysed and interpreted the air pollution data collected from the sensors installed by the Organization using Google Analytics.
- ❖ Dhalmi is currently an Executive member of the Finance Club-IIM Nagpur.
- ❖ He is also an Investor in Equities and an Option trader in Share market(NSE and BSE).
- ❖ During his internship, Dhalmi conducted Market Research on the potential of Double Bottle connection and its financial viability.



**PREYANSHU
PANDURANG PATIL**

Work Experience in Months : 23

Work Experience : Vilas Patil and Associates, Slabs Engineering Private Limited

Summer Internship Company : Pladis Global

Undergraduate Specialization : Civil Engineering

- ❖ Preyanshu worked as a BIM Engineer and Senior Design Engineer in the construction industry.
- ❖ He is the Executive member of Mess Committee and Campus Design Committee.
- ❖ He devised an improved and updated Marketing and Data Management Strategy which was later implemented by the FIM partner.
- ❖ Preyanshu, mentored salesmen and stockists and assisted the sales officer to drive up sales output and productivity of stockists resources during SIP.
- ❖ He increased the market share and counters serving McVitie's by up-selling to existing accounts and generating new leads for client acquisition.



**ABHAY
PRAKASH**

Work Experience in Months : 40

Work Experience : IBM

Summer Internship Company : Sutherland

Undergraduate Specialization : Biotechnology

- ❖ Abhay has received Manager's Choice Award twice for demonstrating the practice of "Show personal interest" and "Put the client first" at IBM.
- ❖ He spearheaded the planning phase of project & coordinated with key stakeholders during entire software development life cycle at IBM.
- ❖ He worked as an Educator for Unacademy, conducted live sessions to facilitate understanding of key concepts for CAT Aspirants.
- ❖ He conducted national events and facilitated student's interaction with industry experts as an executive member of Analytics club at IIM Nagpur.
- ❖ During his Summer internship at Sutherland, he researched on Sutherland service offerings which could generate value for client, thus increasing revenue.



**ROHAN
RAWAT**

Work Experience in Months : 36

Work Experience : ALSTOM Transport India Limited

Summer Internship Company : ValueLabs

Undergraduate Specialization : Mechanical Engineering

- ❖ Rohan is currently the President of Toastmasters International IIM Nagpur and has been elected as the executive member of Events Committee (ILLUME 2019).
- ❖ He led Ecodesign discipline for Alstom, APAC region in coordination with 40 Suppliers, 20 design engineers & 20 buyers.
- ❖ National Finalists in Technovision conducted by ISB, Hyderabad and won 1st prize in E-Conjecture conducted by IIM Indore in 2018.
- ❖ During FIP, he presented strategy to CEO, NSSCDCL to speed up negotiations between various stakeholders of smart city project, Nagpur.
- ❖ During his summer internship at ValueLabs, he devised a GTM strategy for building IT strategic partnership with clients for Germany region.



**SNIGDHA
BASU RAY**

Work Experience in Months : 35

Work Experience : Toxics Link, ETI Dynamics Pvt. Ltd.

Summer Internship Company : Neoniche

Undergraduate Specialization : Chemistry

- ❖ Snigdha worked with Central Railways during the Field Immersion Programme to suggest scalable and sustainable solutions for increasing their non-fare revenues.
- ❖ She won the Runner's Up position in Consumer Challenge-3.0 competition conducted by Marx, IIM Nagpur.
- ❖ She was elected as an Executive Member of the Mess Committee among 21 applicants.
- ❖ During her summer internship at NeoNiche, she carried out competitor analysis and made recommendations for new client acquisition.
- ❖ She assisted NeoNiche in conducting large-scale events for Amazon Web Services and Microsoft.



NITISH S

Work Experience in Months : 45

Work Experience : Sankalp Semiconductor Private Limited, Accenture Services Pvt Ltd

Summer Internship Company : BPCL

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Nitish is an executive member of E-Cell, the entrepreneurship cell of IIM Nagpur.
- ❖ At Sankalp Semiconductor, he was rated top performer for taking initiative in designing complex blocks and delivering on-time.
- ❖ He received multiple team and individual awards while at Sankalp Semiconductor for on-time delivery and quality.
- ❖ He was part of the team that was national finalist in Societas, an XLRI event.
- ❖ During summer internship at BPCL, he worked on digital transformation of service experience at RO by understanding consumer preferences and suggesting recommendations.



**AJITESH
SAHOO**

Work Experience in Months : 24

Work Experience : Electrosteel Steels Limited

Summer Internship Company : Tosh Innovations

Undergraduate Specialization : Mechanical Engineering

- ❖ Ajitesh, at Electrosteel Steels Limited, single-handedly managed inventory planning, workforce and performed maintenance of 1050m3 blast furnace.
- ❖ He achieved zero breakdowns throughout the 2 years in Blast Furnace.
- ❖ Winner in the event 'Get set Innovate' conducted at Shailesh J.Mehta School of Management, IIT Bombay.
- ❖ During his Internship at HAL, he minimized the defect rate of components of AL-31-FP ENGINE.
- ❖ During his summer internship at Tosh Innovation, he did corporate research for Blockchain Council and formulated marketing strategies to increase sales.



**SWAYAM
PRAKASH SAHOO**

Work Experience in Months : 9

Work Experience : NVS, MHRD

Summer Internship Company : Allevvents.in

Undergraduate Specialization : Chemistry

- ❖ Swayam has worked as a mathematics faculty in NVS, under govt. of India.
- ❖ He cleared CTET as one among the 17% candidates out of 8 lakh applicants.
- ❖ He has won Enigma, Optide 2.0, Innowize events at IIM Nagpur.
- ❖ He has participated at in National Children Science Congress as a guide to the students.
- ❖ During his summer internship at Allevvents.in, he was responsible for business development by identifying business prospects in Delhi NCR.



**SHREYA
SETH**

Work Experience in Months : 33

Work Experience : TATA Power Delhi Distribution Limited

Summer Internship Company : Bluestar

Undergraduate Specialization : Electrical Engineering

- ❖ Shreya is Executive Member of Finance club, IIM Nagpur and was Coordinator in Avishkar (National level Techno-Managerial Fest), NIT Allahabad.
- ❖ At Tata Power, she worked as Quality & Innovation Engineer-Operation Services, TA- District Manager, won Business Excellence awards, presented research papers.
- ❖ At BlueStar, she executed opportunity mapping, competitors and projects key metrics analytics, methodized brand boosting, provided strategic plan and business development recommendations.
- ❖ During Field Immersion at Anandwan(NPO), she formulated proposals with Impact and Cost Estimation, devising recommendations for Financial and Operational Efficiency Enhancement.
- ❖ She was awarded by CMD-NTPC for Boards performance, holds Senior Diploma - Classical singing, 2nd position in YPC(Tata), Finalist-AIMAQuiz



**KUSHAGRA
SHAH**

Work Experience in Months : 45

Work Experience : Larsen and Toubro Limited

Summer Internship Company : Gati Kintetsu Express Private Limited

Undergraduate Specialization : Mechanical Engineering

- ❖ Kushagra is a member of the Placement Committee, at IIM Nagpur and was Executive Committee Member of OPEX-Operations Club.
- ❖ He was rated as a top performer at L&T with a proven academic record and is a certified Six Sigma Yellow Belt.
- ❖ He contributed as a project planner in EPC Project Management and appointed as a digital champion in L&T Power.
- ❖ He was a National Finalist in Siemens Digital Transformation Challenge 2018 and National Semi-finalist in Credit Research Challenge by AIWMI.
- ❖ At GATI-KWE, he identified customer expectations and recommended ways to enhance the customer experience and to delight the customers.



**SHAIK ABDUL
ZABBAR**

Work Experience in Months : 18

Work Experience : Accenture Solutions Private Limited

Summer Internship Company : EazyDiner

Undergraduate Specialization : Mechanical Engineering

- ❖ Abdul, during Field Immersion at Simplex Chemopack, transitioned HR department by formalizing HR policies and developing KRA/KPI based appraisal system.
- ❖ At IIM Nagpur, he is an Executive Member of the Mess Committee and winner of Aaramb, a social awareness competition.
- ❖ At Accenture, he coordinated with the client on software testing modules, defect tracking and requirement analysis for an Agile project.
- ❖ During his under graduation, he was Convener of National level fest and was an intern for a defence project at ASL, DRDO.
- ❖ During his summer internship, he developed strategies to reduce outstanding payments and improve defaulter client's behaviour & also enforced HR management systems.



**ABHISHEK
SHETH**

Work Experience in Months : 35

Work Experience : GE Power (General Electric)

Summer Internship Company : TATA Advanced Systems Limited

Undergraduate Specialization : Electrical Engineering

- ❖ Abhishek is the Coordinator of Predixion-Analytics club and elected as a core member of Events Committee 2019 at IIM Nagpur.
- ❖ In GE, he coordinated with suppliers for procurement and implemented streamlined cable grouping methodology for risk assessment and cost optimization.
- ❖ He worked on international project at GE office, Paris and won 'GE Above and beyond award' for his contribution.
- ❖ He is the national finalist in Siemens Digital Transformation Challenge 2018 and national semi-finalist in credit research challenge by AIWMI.
- ❖ During SIP, he devised long term sourcing strategy for company by industry benchmarking of financials and reducing working capital requirement.



**HARSH
SHUKLA**

Work Experience in Months : 44

Work Experience : Cognizant Technology Solutions

Summer Internship Company : Sahyadri Farms

Undergraduate Specialization : Computer Engineering

- ❖ Harsh is elected as class representative and acting as effective & hassle-free channel between students & concerned authorities.
- ❖ He has cultivated an amateur skill in piano playing as a hobby and likes to engage in cultural activities.
- ❖ He led a team of 4 to complete a complex project with strict deadlines at Cognizant.
- ❖ He had successfully conducted variety of events and fun activities within company and CSR of cognizant called OutReach.
- ❖ Being an entrepreneurial intern, he analysed and conducted experiments to increase the business profitability at Sahyadri farms.



**AKSHAY KUMAR
SINGH**

Work Experience in Months : 41

Work Experience : HCL Technologies Ltd

Summer Internship Company : Mapro Foods Pvt Ltd

Undergraduate Specialization : Computer Science and Engineering

- ❖ Akshay was rated as "Distinguished performer" continuously for 2 years in HCL while working as SAP UI5 Associate consultant.
- ❖ He received recognition from manager for developing integral applications for sapphire 2017 and SAP-hackathon events during 2017-18.
- ❖ He served as a core member of photography club at HBTI Kanpur and won awards in intra-sports tournament held at IIM Nagpur.
- ❖ He has increased the market share of Mapro foods in retail sector by up-selling to existing accounts and generating new leads for client acquisition.
- ❖ He analyzed different levels of sales force of Mapro and suggested optimization for the same.



**AKANSHA
SRIVASTAVA**

Work Experience in Months : 35

Work Experience : PricewaterhouseCoopers

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Computer Science and Engineering

- ❖ Akansha is an executive member of the Placement Committee at IIM Nagpur and was also an active core committee member of the Debate Society at VIT, Vellore.
- ❖ As an SAP functional consultant at PwC, she delivered an "S/4 Hana" ERP implementation for a yarn manufacturing client and implemented GST for an international airline.
- ❖ She conducted market research, industry competitor analysis and devised brand expansion strategy for a coaching company as part of live project.
- ❖ She is also a "Visharad" (B.A) holder in Hindustani Classical Music from the prestigious Gandharava Mahavidhyalaya in Mumbai.
- ❖ In her internship with V-Guard, Akansha devised product positioning, marketing content and digital customer acquisition strategies for launching water purifiers on e-commerce platforms.



**SURAJ
TIWARY**

Work Experience in Months : 34

Work Experience : Tata Consultancy Services

Summer Internship Company : Calderys India Refractories Limited

Undergraduate Specialization : Computer Science and Engineering

- ❖ Suraj worked as a System Engineer in TCS and was awarded "On the spot award" for excellent client handling skills.
- ❖ He performed Market Research in a Live Project with Mondelez India and Strategized the growth opportunities in SAS store.
- ❖ He is FLIP certified in Finance and Banking Fundamentals, endorsed by Leading Banks.
- ❖ He formulated the Strategies for expanding the reach and generating leads for the B2B firm digitally across various social media platforms.
- ❖ In his internship, he structured the end-market data and derived market insights of Indian Cement, Aluminium & Sponge-Iron Industry.



**SHIVANGI
TRIPATHI**

Work Experience in Months : 35

Work Experience : Verizon Data Services India Pvt. Ltd.

Summer Internship Company : Mapro Foods Pvt Ltd

Undergraduate Specialization : Information Technology

- ❖ At Verizon, Shivangi was recognised as a star employee, has won Employee of the month and Spotlight award as a Cloud Product Developer.
- ❖ She is a winner of Yes Bank Transformation Series Campus round and was among the top 10 teams in TATA Crucible Campus Quiz, Nagpur.
- ❖ She identified KPIs for Management Information System of a B2B pipe manufacturing firm, provided recommendations and corresponding action plan for ERP implementation.
- ❖ Executive member of Media Club at IIM Nagpur, interned at NewsGram as a content writer, she is a passionate debater and loves to express opinions.
- ❖ She managed HoReCa sales for Mapro Foods by upselling to the existing accounts and generating leads for client acquisition during her SIP.



**KARTHIK KUMAR
VAGGE**

Work Experience in Months : 12

Work Experience : I4 Global Information Technologies

Summer Internship Company : Modulus Lab

Undergraduate Specialization : Electrical & Electronics

- ❖ Karthik was involved in providing product demo of retail analytic solutions to clients.
- ❖ He took part in developing a retail solution to a Retail giant which was critical in the progress of the company.
- ❖ During summer internship, He worked with the core team to create and execute new initiatives and strategies.
- ❖ While interning, he had driven digital marketing discussions and budgets with a focus on brand opportunities.
- ❖ He analysed and shared active feedback about the customer behavior, market demands and competition to marketing team of Modulus Lab.



**YASWANTH
RAM VELLANKI**

Work Experience in Months : 25

Work Experience : Computer Sciences Corporation, India
Summer Internship Company : TATA Advanced Systems Limited

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Yaswanth is an Executive Member of Alumni Committee and an elected representative of core Events Committee at IIM Nagpur.
- ❖ During Field Immersion at BAPL, he devised expansion strategies to reach revenue target of 100 crores by 2020 from 17 crores.
- ❖ He developed the Administrator Module and streamlined the testing process with innovative Test Cases for the application of EU Insurance giant.
- ❖ He is a sportsperson; the badminton men's singles champion out of 48 contestants at Rhapsody, IIM Nagpur and a marathoner.
- ❖ In his internship, he determined and analysed industry benchmark metrics of global supply chain management (SCM) service providers to suppliers and OEMs.



**TOSHIT
VERMA**

Work Experience in Months : 40

Work Experience : Infosys
Summer Internship Company : XpressMinds

Undergraduate Specialization : Chemical Engineering

- ❖ Toshit received Insta Award - Certificate of Appreciation for Material Online Shop Module, handled the entire back-end of this module at Infosys.
- ❖ He developed a digital marketing strategy for Sun Enviro Technologies Pvt. Ltd., to maximize customer engagement for the company.
- ❖ As an executive member of Cineastes the Movie SIG of IIM Nagpur, he conducted events like CineMaestro, OscarFrenzy & Baatchet.
- ❖ He built Hydrogen Fuel Cell & Hybrid Vehicles at MIT Manipal, 1st Runner-Up in Consumer Challenge 3.0 by MarX at IIM Nagpur.
- ❖ During his SIP, he was responsible for business development in 6 districts. Developed a sales and marketing strategy and was responsible for the on-boarding of clients.



**PIYUSH S
WAGHMARE**

Work Experience in Months : 95

Work Experience : Power Grid Corporation of India Ltd
Summer Internship Company : Pukhraj Capital and Share Broking Pvt Ltd.

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Piyush ensured efficient Operations, Maintenance and Testing of 2x500 MW Back to Back HVDC Substation and 400kV AC Substation.
- ❖ He co-ordinated with the Regional Load Dispatch Center and Regional Power Committee as part of Central Power Coordination Committee.
- ❖ He also worked in Regional Asset management department and performed procurements, technical evaluations, equipment analysis, O&M Budgets.
- ❖ He was the coordinator of the Publicity Committee in Currents, a national level technical symposium, conducted by the EEE department of NIT Trichy.
- ❖ In his internship, Piyush worked as Equity and Mutual Fund Advisor in Franchise office (Pukhraj Capital & Share Broking Pvt.Ltd., Nagpur) of Motilal Oswal Securities Ltd.



**AKASH
KUMAR**

Work Experience in Months : 36

Work Experience : Infosys
Summer Internship Company : JK Technosoft

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Akash is an executive member of Opex – the operations club of IIM Nagpur and Coordinator of cultural and tech team in graduation.
- ❖ Working with Infosys, he designed and developed applications for Supply Chain Integration projects for the world's leading technological giant.
- ❖ He was a national finalist in analytics events Prabandhan (IIT Kanpur) & Enigma (IIM Nagpur) and Vaad Vivaad, an economics event of IIM Udaipur.
- ❖ In his internship, Akash formulated pre-sales strategy to help C-level executives to create inroads.
- ❖ He also researched about application of Industry 4.0 technologies such as AI, Blockchain & IoT to enhance business growth across various industries.



ARUN

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : Solar Industries

Undergraduate Specialization : Information Science Engineering

- ❖ Arun is the Executive of the HR SIG at IIM Nagpur.
- ❖ He secured 2nd position in the event 'Intern of the Year' conducted at IIM Nagpur.
- ❖ During his Field Immersion at Sahyadri Farm, he achieved an increment of 21% in sale of FMCG products and an increment of 8% in overall sales.
- ❖ He worked as a volunteer for Venue team and Sessions team for ILLUME'18 IIMN industry interaction program.
- ❖ During his internship, Arun developed the system in inbound logistics and integration of supply chain management in Solar Industries Pvt Ltd.



**DORIS
M KUMAR**

Work Experience in Months : 0

Work Experience : Fresher

Summer Internship Company : Raam Group

Undergraduate Specialization : Electronics and Communication Engineering

- ❖ Doris worked as the Corporate head of Society of Robotics' technical fest: EXCELSIOR 17.
- ❖ He received certificate of merit from Kendriya Vidyalaya Sangathan for securing 10 CGPA in Xth standard.
- ❖ He was a member of ECE cricket team and secured 2nd position in the annual sports fest of DTU, ARENA16.
- ❖ During Field Immersion, Doris conducted market research of global electric vehicles market, analysed key parts for procurement of EV's and identified suppliers for those parts.
- ❖ In his internship, he implemented efficient Lead Management Processes to enhance customer acquisition for luxury car brands; Mercedes Benz and Morris Garages Motors.



**GOPU
RAJAN**

Work Experience in Months : 36

Work Experience : Tata Consultancy Services

Summer Internship Company : XpressMinds

Undergraduate Specialization : Electrical and Electronics Engineering

- ❖ Gopu is an executive member of Strategy and Consulting SIG at IIM Nagpur.
- ❖ He has received "Spot award" for on-time delivery and compliance of Pharma-analytics project at TCS.
- ❖ He has researched on agile methodology & implemented BigData project for a Fortune-500 client at TCS.
- ❖ He has received the prestigious "Certificate of Appreciation" for outstanding all-around performance in the academic year 2012-13 at Amrita college.
- ❖ During his internship, he worked with Xpress Minds and Zee Entertainment and was responsible for business development by identifying business prospects across Ernakulam district.



**KUMAR
ABHIJEET**

Work Experience in Months : 46

Work Experience : Cognizant Technology Solutions

Summer Internship Company : EarlySalary

Undergraduate Specialization : Information Technology

- ❖ Abhijeet worked as a User Experience Designer, where he followed User-Centered Design (UCD) process to conduct research and provide design solutions.
- ❖ For his excellent performance he was appreciated by customers on several occasions, and was also awarded as the "Associate of the quarter".
- ❖ As the coordinator of Academic Council at IIM Nagpur, he assists the administration in all matters related to academics.
- ❖ He organized multiple events and workshops in college, and worked as Head of publicity team for REVA (Welfare society), at BIT Mesra.
- ❖ In his internship, Abhijeet developed a holistic marketing strategy for EarlySalary products through competitive analysis, User Research, and creating User Personas.



**MD TAFSIR
ALAM**

Work Experience in Months : 35

Work Experience : Reliance Industries Limited

Summer Internship Company : Beardsell Limited

Undergraduate Specialization : Electrical Engineering

- ❖ Tafsir worked as a manager in Reliance Industries Limited and led the team of 15 members.
- ❖ He performed market research in a live project with Mondelez India and strategized the growth opportunities in SAS store.
- ❖ He is trained in six sigma methodology and supply chain management through various online courses.
- ❖ He is Co-founder and Electrical Coordinator of DTU formula Hybrid, a student chapter.
- ❖ In his internship, Tafsir worked on competitor and customer analysis for expanding the reach for the firm by developing marketing strategies and materials.



PRIYANK

Work Experience in Months : 22

Work Experience : Actonate IT Solutions pvt ltd, AHA Taxis

Summer Internship Company : V-Guard Industries Ltd

Undergraduate Specialization : Electrical Engineering

- ❖ Priyank has experience in diverse domains like Marketing, Sales (B2B, B2C), Business Development Strategy, Customer Relationship Management & Operations.
- ❖ He is the author of 'I am dead but my heart beats' (2014), 'God and his girlfriend' (2016); Debut novel acclaimed as National-bestseller.
- ❖ He is the Co-ordinator of Media & PR Club, IIM Nagpur, member of PGP Admissions Committee; handles institute's media presence & branding activities.
- ❖ At B.I.T Sindri (UG), he was a member of Placement Committee; he also handled Public Relations for institute's official techno-management fest.
- ❖ At V-Guard, he performed market-research & competitor analysis to design growth strategy for Fans and increase brand awareness.

Class of 2018-20





About Nagpur

Nagpur, located at the heart of the country, has marked its presence as one of the fastest growing cities in India. Popularly known as the Orange City, Nagpur has shown tremendous growth in terms of infrastructure development attracting investments from different parts of the globe. MIHAN (Multi-modal International Airport and Hub at Nagpur) Project, said to be the largest infrastructure development in Asia, has put Nagpur on the world map. Soon-to-be the first large-scale integrated smart city of the country, Nagpur is easily accessible to all the major cities across the country. All the major highways and railways trunk routes pass through Nagpur, making it potentially the biggest logistics hub in India.

Nagpur is an educational hub in Central India which has attracted the Government's attention to setup premiere institutes in and around the city. Surrounded by five forest reserves, Nagpur attracts wildlife tourism and has been named as the 'Tiger Capital of India'. Surging industrial growth, fast-growing infrastructure, strong connectivity and best-in-class educational institutions are some of the key factors that make Nagpur one of the most sought-after cities in the country.



Indian Institute of Management Nagpur campus, located in the plush green VNIT campus, is 6 km from Dr. Babasaheb Ambedkar International Airport & 7 km from the Nagpur Railway Station.

Well connected by Air, Road & Rail to all the major cities in the country, Nagpur has efficient public transport within the city like cabs, buses & the upcoming Nagpur Rail Metro.

Pre-paid taxi & Cab aggregations are available 24*7 in Nagpur.





Upcoming Permanent Campus at MIHAN

The permanent campus of IIMN is being constructed at Dahegaon Mauza, MIHAN, 9 km from the Dr Babasaheb Ambedkar Nagpur International Airport.

Built to cater to 600 students, the new 132-acre-campus has been designed to minimize the environmental footprint while facilitating learning both inside and outside the classroom. The campus will be developed in three phases.

Phase 1 covers approximately 60,000 sq. m of the site, and includes the construction of a state-of-the-art academic complex, library, administrative block, student hostels, sports complex and faculty housing. The campus will also house a Management Development Centre for the institute's Executive Education Programme (EEP) and IIM Nagpur's entrepreneurship incubation centre, InFED, in addition to allied infrastructure.

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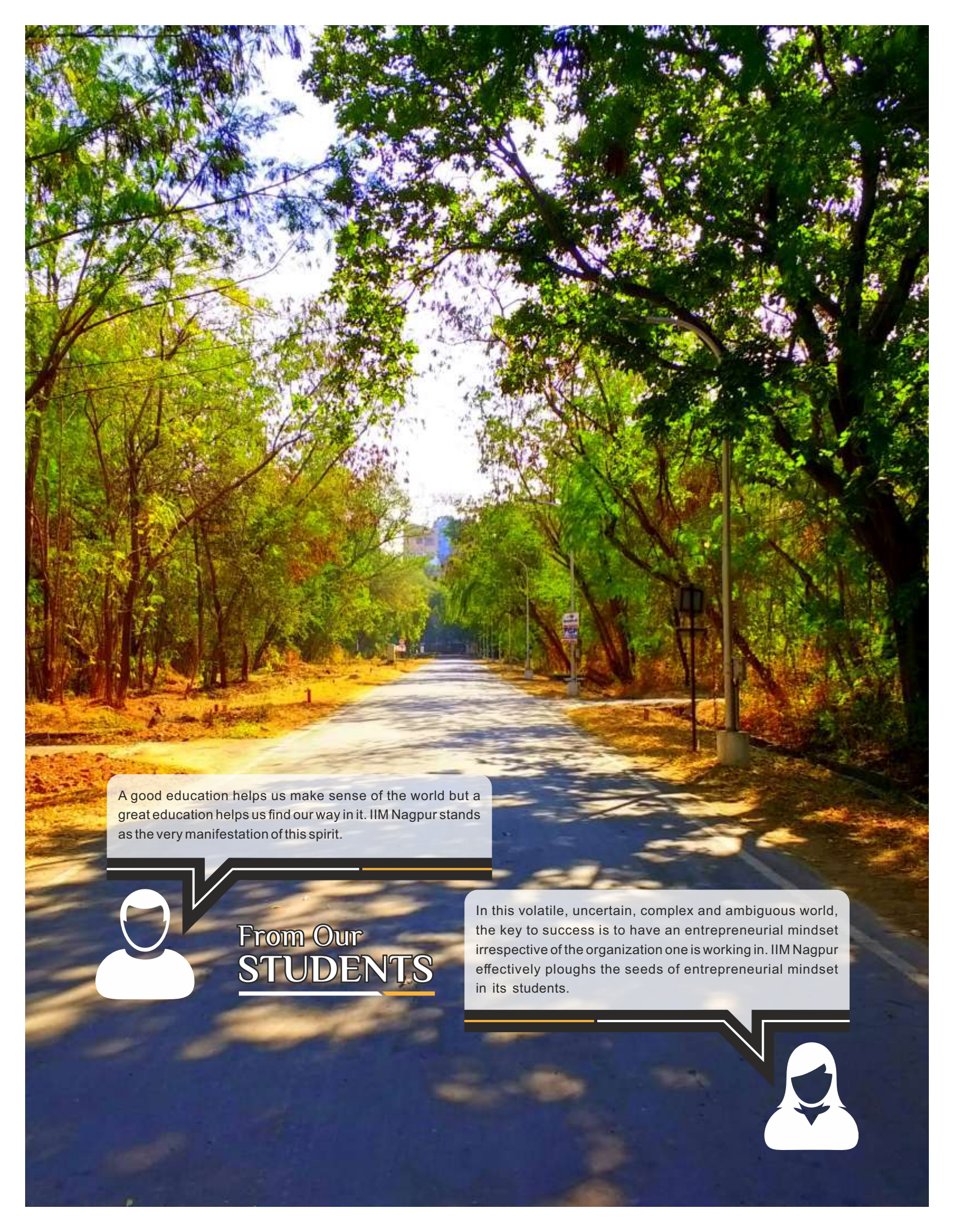
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A good education helps us make sense of the world but a great education helps us find our way in it. IIM Nagpur stands as the very manifestation of this spirit.



From Our STUDENTS

In this volatile, uncertain, complex and ambiguous world, the key to success is to have an entrepreneurial mindset irrespective of the organization one is working in. IIM Nagpur effectively ploughs the seeds of entrepreneurial mindset in its students.





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Upcoming
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