

# IMTRANSCEND

**VOL 1 | ISSUE 3**

**IMT GHAZIABAD  
NEWSLETTER**



**Institute of  
Management Technology**  
Ghaziabad, Delhi NCR



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# VISION

To be a leading management institution that contributes to the development of business and society through excellence in grooming leadership, entrepreneurial talent and research.

# MISSION

Create intellectual capital in terms of scholarly and practice-oriented research relevant to its evolving techno-civilization context.

Foster a worldview that promotes diversity, inclusion, and ethical participation in the interconnected world of business.

Forge meaningful partnerships with industry, academia, government, and social sectors such that sustainable businesses are built fulfilling the collective needs of various stakeholders and the society.

Promote a culture of academic excellence benchmarked against the best institutions in its peer group.



# DIRECTOR'S MESSAGE



**PROF. SUBHAJIT BHATTACHARYYA**

**Director  
IMT Ghaziabad**

Alumni are the pillars of strength of an academic institution, more so for a B-School as B-Schools operate in a very competitive space, and their achievements mostly are measured through the accomplishments of their alumni. The brand of a B-School is recognized when its alumni earn laurels consistently over time. IMT Ghaziabad is blessed with a large number of such alumni. Beginning its journey in 1980 with a very small cohort of students, the Institute has grown systematically, both organically and inorganically, to produce a strong team of thirteen thousand plus alumni over the period.

The Institute engages with its alumni on a continuous basis to create a scope for alumni contribution in the growth process of their alma mater in terms of design and delivery of industry-relevant programs, creating immersion opportunities with the corporate world, exploring openings for offering executive education and others. Recently, IMT Ghaziabad has started an Alumni Mentorship Program wherein existing students are being given opportunities to be mentored by their senior alumni. The experience so far has been extremely impactful.

IMT Ghaziabad is proud to have, among its alumni, a large number of torch bearers who, not only are upholding the Brand IMT flag at the highest possible levels, but also inspiring a large number of others, who are following their path on their way up. In this volume of the newsletter, we are capturing only four of them. Here is a promise to have more of these stories in our future volumes. IMT Ghaziabad has over 300 C-Suite Executives among its alumni. These trailblazers have made the Brand IMT possible whatever it is today. We celebrate them.



## FACULTY CORNER



## BHAVANA BHALLA

Prof. Bhavna Bhalla, Assistant Professor, Business Communication, is also the Area Chair, Business Communication area, at IMT Ghaziabad. She received her Ph.D. degree from IIT Kanpur. Bhavna has eleven years of experience in teaching and research.

She has delivered courses and training programs on Professional Spoken and Written Communication, Interpersonal Skills, Personal Branding, Cross-Cultural Communication. Prof. Bhavna's research interests include Personal Branding, Creative and Critical Thinking, and Cognitive Communication. Her research articles appear in reputed peer-reviewed journals. Her industry cases are registered with the International case repositories.

Prof. Rakesh Gupta is a professor in the area of Strategy and Entrepreneurship at IMT-Ghaziabad where he teaches courses in these areas along with a course in Case Writing & Teaching. He is a PhD in Strategic Entrepreneurship from Faculty of Management Studies (FMS), Delhi University and shifted to academics after a brief stint of 8 years in industry. He is a passionate & prolific case writer and loves to teach through cases. He has attended many Faculty Development Programmes including Participant Centred Learning by Harvard Business School (HBS) International Teacher Programme (ITP) at Kellogg School of Management, Symposium of Entrepreneurship Educators (SEE) at Babson College & Design Thinking from Stanford University Design School. His research focuses on strategic entrepreneurship and new venture creation and he has published in reputed academic journals and presented his work at various international forums.

## RAKESH GUPTA



## SACHIN CHOUDHRY

Twenty-two years ago, Prof. Sachin Choudhry took a big hit in his corporate salary to join academics despite some opposition from friends and relatives. Being a management graduate himself, his zeal to make this shift was due to the fact that he would be in the company of the younger lot and be able to contribute something to student development. Prof. Choudhry has 8 years of rich corporate experience including a tenure with Hindustan Unilever Ltd at Bombay. The last position held was in the Senior Management Cadre. Prof. Choudhry has attended a number of national and international seminars, workshops, and conferences and also presented papers at some prestigious institutions like IIM Bangalore. His areas of interest inter alia include Financial Reporting, Financial Statement Analysis, Corporate Finance, and Working Capital Management.



Prof. Sita Mishra has nearly 25 years of experience in teaching, industry and research. She is currently working as an Associate Professor in IMT, Ghaziabad. She started her career with Marketing Division of Steel Company and worked for around 6 years. Subsequently, she joined academics and worked with many prominent B-schools. She has been a guest faculty at Rouren Business School, France, Universidad del Pacífico, Peru and SGH School of Economics, Poland, and has conducted many Executive and Faculty Development Programmes in the area of marketing. Her area of interests includes consumer behaviour, retail marketing and management education. She has published more than 60 papers in various international/national journals, contributed book chapters in various management book and edited a book on Case Studies in Business Management. She has been honoured with 'Outstanding Paper Award' in 2018 Emerald Literati Awards.

## SITA MISHRA



# FACULTY CORNER

## ACHIEVEMENTS / AWARDS

**Prof. P.K. Biswas** has been invited by ASSOCHAM to serve as a Special Jury Member for the ASSOCHAM Sustainability Awards 2020. The ASSOCHAM Sustainability Awards recognizes the companies and business that have employed innovative approaches including policy, practices and compliances to reduce their environmental impact and achieve exemplary results.

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**Prof. Santanu Roy** has been invited by Goa Institute of Management (GIM) to serve as a Member of the External Expert Panel in the Faculty Recruitment Interview process of GIM in POM/IT Area.



# FACULTY CORNER

## JOURNAL PUBLICATIONS

**Garg, P.,** Gupta, B., Chauhan, A. K., Sivarajah, U., Gupta, S., & Modgil, S. (2021). Measuring the Perceived Benefits of Implementing Blockchain Technology in the Banking Sector. Technological Forecasting and Social Change, <https://doi.org/10.1016/j.techfore.2020.120407>

Jain, S., **Mishra, S.** & Mukhopadhyay, S. (2021). Critical Success Factors for Luxury Fashion Brands in Emerging Markets: Insights from a Qualitative Study. Journal of Global Fashion Marketing, <https://doi.org/10.1080/20932685.2020.1845765>

**Nayal, P.,** Pandey, N., & Paul, J. (2021). Examining M-Coupon Redemption Intention among Consumers: A Moderated Mediation Model. International Journal of Information Management, <https://doi.org/10.1016/j.ijinfomgt.2020.102288>

## CONFERENCE PRESENTATIONS

**Sarma, A.D. and Rishi, B.,** "Social Media Marketing's Contributions to Society", MICA's 7th International Communication Management Conference, Ahmedabad, India, January 7-9, 2020.

**Rishi, B.; and Patel, D.C.,** "Instagram Micro-Influencers Driven Marketing and the Purchase Intention of Indian Millennials", Society of Marketing Advances 2020 Virtual Conference, USA, November 5 -6, 2020.

## CASES

**Singh, H** (2020), Boeing versus Bombardier: Conflict over Tariffs, Canada: Ivey Publishing

# TORCH BEARERS



## SUSHIL BAVEJA

Graduating Batch: 1984  
Executive Director-HR  
DCM Shriram Ltd.

Mr. Sushil Baveja is currently serving as Executive Director - Human Resources with DCM Shriram Ltd.

Mr. Baveja joined DCM Shriram Ltd. in October, 2003, bringing with him an experience of a few large Indian and Multinational Companies like Samtel, Cadbury, Gillette and Alcatel.

Apart from driving the leadership development, change management, culture building, organisation development, capability building and related strategic programs & initiatives, he works closely with the various SBUs, supporting them in the delivery of their people and business agenda.

Mr Baveja completed the Advanced Human Resource Executive Program (AHREP) from the Ross School of Business, University of Michigan in 2016.

Mr. Baveja takes keen interest in professional reading and networking and is an active member of various professional and industry bodies including the Society for Human Resource Management (SHRM) and National HRD Network (NHRDN). He is presently the member of the CII National Committee on Leadership and HR and the CII Northern Region Committee of HR & IR. He has also been past Chairman of the Human Capital Committee of Delhi Management Association.



# TORCH BEARERS



## SUMEET NARANG

Graduating Batch: 1993

President,

Bajaj Auto Ltd., Probiking Business Unit

Sumeet Narang works with Bajaj Auto Ltd as President and heads its Probiking Business Unit which deals in premium brand of motorcycles like KTM and Husqvarna. He is a member of the Core Management Committee of Bajaj Auto Ltd.

In career spanning over 27 years, Sumeet has led different roles in sales and marketing across three key industries - FMCG, Telecom and Automobiles. He has worked in leading organisations like Procter and Gamble, Gillette, Coca Cola, Samsung and Bajaj Auto.

Innovation in marketing and deep consumer understanding have been hallmarks of Sumeet's marketing success. For work led by his marketing and advertising teams, he has won 5 Lions at the Cannes Marketing Festival and the Grand Prix at the Effies.

Sumeet was born in Delhi and has completed his undergrad from Shri Ram College of Commerce, Delhi and MBA from IMT, Ghaziabad. He currently lives in Pune with his family and is passionate about painting, golf, fitness and scuba diving.



# TORCH BEARERS



## SURENDER MEHTA

Graduating Batch: 1996  
Group CHRO  
Nykaa

Mr. Surender Mehta is an HR professional with more than 20 years of experience across industries and spanning MNCs and family businesses. He is currently serving as the Group Chief Human Resources Officer in Nykaa.

On the education front, Mr. Mehta went on to do an advanced management programme from Harvard Business School in 2014.

His stint with Vodafone began in the year 2001, and he has held various positions for almost seven years before becoming the VP-Corporate HR. In this position, he was Head of India COE for rewards, performance, organisational effectiveness, and policies. He was also the lead for integration of HR policies, compensation and structure, post the merger and acquisition of Hutchison & Vodafone in India. In October 2016, he took on the position of Director and Head, HR, VOIS.

In his long and successful career, he has led and executed strategic, specialist and generalist HR roles in blue chip companies at various business life-cycle stages. Mehta is passionate about building culture, inclusion and talent vitality and working for the society.



# TORCH BEARERS



## R MAHALAKSHMI

Graduating Batch: 1997

Head HR India

Mondelez International (Cadburys, Tang, Oreo)

R Mahalakshmi is Director- Human Resources at Mondelez India (a company known for its brands like Cadbury's, Tang, Bournvita, Oreo and more). She is a member of their Asia Middle East & Africa HR Leadership Team and the India Country Leadership Team. Over the last five years she has been at the heart of enabling the Turnaround for Mondelez India: embedding a winning growth culture, and defining the talent strategy to propel growth.

With over 23 years of experience, Maha has worked across business consulting and HR; and in industries ranging from FMCG, Telecom, Pharma and consulting with names like Hewitt, Andersen, EY, Airtel and Ranbaxy. She has anchored several business transformations and M&A in her career - and worked with talent from over 50 nationalities in her various roles.

A certified life coach, winner of many women in leadership awards for her work on Business Transformation and Business Impact; Maha is active on twitter (@mahasworld) and loves to write - with her last articles published for Mint, Economic Times, Times of India & People Matters. She enjoys writing short stories for kids and painting



## Alumni Connect

### Distinguished Alumni Award Winners

Mamta started her career as a management consultant after completing her Post Graduation Diploma in Business Management from IMT. She then moved to CRY – Child Rights & You. In her tenure of nine years at CRY, Mamta held various prestigious positions including Member of the Management Committee, Head – Resource Mobilization and Head – Global Operations.

Mamta is now the Chief Executive Officer of Bharti Foundation, the philanthropic arm of Bharti Enterprises. As the CEO of Bharti Foundation, Mamta has played a key role in project expansion and enhancement of quality standards and system efficiency, while constantly keeping the team's morale high to deliver their best in the challenging ground conditions. She has led the development of organization's education programs at primary, elementary and senior secondary schools. Under her leadership, the Satya Bharti School Program, the flagship initiative of the Foundation, provides free quality education to around 40,000 children from marginalized communities in rural areas, through its 183 schools across six Indian states.

Mamta has led the conceptualization of a new program which transfers the learnings and good practices of the Satya Bharti School Program to Government schools through the Satya Quality Support Program, as per the vision of Bharti Foundation's Trustees. The aim is to improve the overall quality of the schooling experience for students, teachers as well as parents. Under her leadership, the Foundation has broadened its scope from running its schools to engaging deeply with the Government and mentoring Government schools to enhance the quality of education as well as the overall schooling experience.

Mamta has served as the Chair of SAFRC and has been on the Board of Resource Alliance, UK. Mamta has been honoured as 2019 Influencer Leader by AACSB International. She was also among the 100 Women Achievers of India (2015-16) under an initiative by the Ministry of Women & Child Development. She has been conferred the Karmaveer Puraskaar: National Citizen Awards for Social Justice & Action. She has authored a book titled "Money matters... People Too". The book is based on the issue of self-reliance in the Indian NGO sector and was released in Germany in June 2005.



Mamta Saikia



## Alumni Connect

### Distinguished Alumni Award Winners



Pratik Gupta

An alumnus of the 2008 batch, Pratik started his professional journey as a Consultant with PwC and worked there for four years, primarily helping clients in transforming themselves digitally. In 2011, when eCommerce was starting, he got the opportunity to join Jabong as a part of the founding member pre-launch team and witnessed Jabong become the #1 online fashion retailer in India. At Jabong, he learned how to build a start-up and got the opportunity to meet investors who later helped him set up the next venture.

In 2015, Pratik moved to Dubai and started Wadi with two other co-founders and seed investment from rocket internet. In a span of 1.5 years, Wadi raised a series A funding of \$67m, continued to grow, and in 2018 and raised a series B of \$30m and successfully became the #1 online grocery player in the region. Soon after, in 2019, it got acquired by Carrefour (Majid Al Futtaim). Pratik won the IMT Young Alumnus Achiever Award in the year 2019.

Presently, Pratik is associated with Marico Limited as Head Digital and leading creation and expansion of digital brands business through direct to consumer and e-commerce, globally.

Pratik's message to his fellow IMTians "always make the most of each moment by focussing on learning, enjoying thoroughly every day and never fearing to take the risk and going for it when you really believe in something."



## Alumni Connect

### Guest Talks



**Mr. Sandeep Dhar (Batch of '88)**  
CFO, President - Customer Experience  
Transformation at Hexaware  
Technologies  
Talked about "Customer Experience  
Transformation & Execution", on 12th  
October 2020.



**Mr. Kshendra Narain (Batch of '02)**  
Head of Sales Operations at Swarovski  
Elaborated on "Challenges of Sales  
Process in Luxury", on 16th October  
2020.



**Mr. Avishek Somani (Batch of '15)**  
Finance and Controlling Head/M&A  
and Corporate Strategy at Dalmia GSB  
Refractories GmbH - Germany/India  
Expressed his views on "M&A  
Process, Modelling and Valuation",  
on 18th October 2020.



**Mr. Tarun Puri (Batch of '05)**  
Vice President - Business at Hugo Boss  
& Michael Kors  
Expressed his views on "Luxury Brand  
Management in the Ever Evolving  
Indian Market", on 30th October  
2020.



**Mr. Ashish Jain (Batch of '08)**  
Vice President, Right Management  
Spoke about the topic "Designing  
Performance Management System"  
on 3rd November 2020.



**Dr. Puneet Mehta (Batch of '12)**  
Deputy General Manager- International  
Projects, Apollo Hospitals  
Gave his insights on "Marketing of  
Healthcare Services" on 8th  
November 2020.



**Ms. Sumita Behl (Batch of '05)**  
Founder, Saarthi  
Spoke about the topic "  
Performance Coaching" on 9th  
November 2020.



# YOUNG ACHIEVERS



## ANUJ JAIN (PGDM)

Graduating Batch: 2012

Present Designation/Company: Head,  
Group Corporate Office/Sobha  
Reality, UAE

I have never been able to reconcile to the fact how the two years at IMTG were over so quickly. Committee Activities / Classes / Quizzes / Projects / Internship / Fest/ Sports / Placements - one was always busy. However, still being able to manage all the party and movie nights and walks on lover lane - IMTG really teaches you time management 😊. IMTG holds a special place in my life as it is the place where I met and shared two years with my better half and so many friends, who are still ready to leave everything to be there for you just with one call.

Mine was a rocky start post graduating from IMT, I took a job off-campus as Technical Assistant to the regional director of Sobha Ltd (Delhi - NCR). Although that was no fancy designations, the exposure was something which helped me get a 360-degree view of the business and enabled me to contribute to every function of the company be it Sales/Marketing/HR/Procurement/Finance. After 2 years in India, I got the chance to move to Sobha Dubai, an entity different from Sobha Ltd but founded by the same promoter and founder. I have been working with Mr. PNC Menon (a Forbes-listed billionaire and Founder and Chairman of Sobha Group) for the past 5 years, currently driving the strategy for Dubai business as the Head of Group Corporate Office.

The grind and rigor that is required to make a mark in the competitive environment of IMTG makes you ready for anything in your career. Although what you learn in B-school and what you actually do on the Job are very different. However, things which IMTG has given me which has really helped in my career are-

- Ability to not shy away from Hard Work
- Carry confidence on shoulder
- A Strong foundation in Business
- A peer network to whom you can fall back to for any solution



# YOUNG ACHIEVERS



## BIJAYETA PATI (PGDM)

Graduating Batch: 2020  
Present Designation/Company:  
Management Trainee/PepsiCo

I always believe having a vision combined with strong passion and taking challenges head-on is what grooms us for critical roles in the professional career. IMT Ghaziabad; with its world of transformative business education, immersive experiences, an array of opportunities in form of corporate competitions & exciting collaborations with live projects, built the foundation of that vision.

I looked forward to solving business cases we discussed in academics & showcasing those skills by actively seeking out corporate competitions. In the span of two years, I won Reliance TUP 4.0, DCM Shriram "Future On" & also became India finalist in competitions of Colgate, Google, Reliance 5.0. But perhaps the biggest success was my win in the International round of PepsiCo Dare to Do More 2019. From winning my first competition to winning maximum in a year led me to be awarded as India's 6th competitive leader by CNBC & Dare2Compete.

With juggling assignments & taking on new-age business electives like data-driven business strategies, I learnt different facets of business with each course. With my summer internship with IBM's Global Marketing Center, I learnt driving productivity, growth in the tech-industry's marketing campaigns with key projects. Post IMT, I have joined as a management trainee in PepsiCo in 2020. With stints in sales, marketing & an international assignment with different geographies is transforming me into a holistic young leader in the organization. Reflecting on my two-year journey, IMT Ghaziabad had always provided the opportunities that groomed me to be a pragmatic business leader in any sector.



# YOUNG ACHIEVERS



## KARAN RAZDAN (PGDM)

Graduating Batch: 2012  
Present Designation/Company: Vice  
President/Barclays, UK

The two years in IMTG are one of the best experiences of my life. The concept of every student (even those from NCR) living on campus fostered a level of camaraderie which extended from the academic block to the hostels and the mess hall to the amphitheatre. One key thing which I learnt very early at IMTG was that the ability to take decisions is sometimes more critical than any academic or technical skills. The student driven culture at IMTG is at the heart of this learning. This is evident from the plethora of academic, cultural, and sports events which are managed by the students. This experience has not only broadened my horizons but also helped me grow in every sphere of my life.

I started working with Barclays Shared Services (Noida) in 2012 as a business analyst within Global Business Transformation team. My role involved working with business units in UK to increase efficiencies of internal processes to provide better customer experiences. In 2015, I moved to Barclays Bank UK (Manchester) as a Project Manager to lead the delivery of the Bank's paperless agenda. We delivered new age technology solutions to improve the digital adoption of paperless correspondence among our customers. Currently, I am working as a Program Manager with the Barclays US Consumer Bank. My role is to deliver strategic & digital initiatives to transform the way the Bank provides new products and services to our customers efficiently, intuitively and using the most optimum communication channels.

During the Personality Development Plan (PDP) sessions which take place in the 1st week of IMTG, one of our seniors mentioned that - *MBA isn't an academic qualification, rather it is a professional qualification* - meaning that our expectation as students should be to learn and hone the skills with an aim to continuously improve ourselves in every professional or personal aspect of our lives. The key phrase here is - *continuous improvement*. Because even if we may never become perfect, we should always endeavour to improve steadily and keep learning.



# YOUNG ACHIEVERS



## NIKHIL PANDIT (PGDM)

Graduating Batch: 2011

Present Designation/Company:  
Global Brand Director/ NIKE, USA

The 2 years spent at IMTG were truly memorable and instrumental in shaping my future self, both on a personal and professional level. I was fortunate enough to gain a number of diverse and valuable experiences during my time there. Whether it was being part of ALCOM, planning different activities with the team; or spending my time in rural Bihar for my summer internship with Britannia; or getting my first global exposure in Korea on student exchange; or simply rocking out with our band at the Amphitheatre. There were a lot of unforgettable experiences jammed into those 2 years.

And even academically and professionally, IMTG was critical for me to be able to make that transition from a Software Engineer to a Brand Marketer. Not just through the support and guidance of the faculty, but also through tangible opportunities during Summer Internships and Final Placements. Joined Bacardi India as a Brand Manager straight out of Campus. That was my first gig as a marketer. Spent a couple of years in Bacardi working with a fantastic team working on a bunch of exciting projects including the NH7 Weekender.

Couldn't resist the temptation to join Nike when the opportunity came along. A brand that I had admired throughout my life. Closing in on almost 8 years at Nike, where I first joined Nike as a Category Brand Manager for India, then moved on to leading the Brand Planning function for South East Asia. Fortunate to have spent the last couple of years working out of the Nike WHQ in Portland, as part of the Jordan brand team for Asia Pacific-Latin America markets. And will be moving to the Global Jordan team to lead the 365 Marketing team at the beginning of 2021.

Most importantly IMTG gave me the freedom to make my own choices and take the responsibility for my actions. From academics to extra-curricular activities, I had complete ownership of my time spent there. Additionally, the diverse experiences and opportunities at IMTG helped me tremendously in my personal & professional growth and influenced my journey ahead. And lastly, the invaluable connections with friends and faculty; that go well beyond the walls of that campus.



# YOUNG ACHIEVERS



## SAIYAM ARORA (PGDM)

Graduating Batch: 2016  
Present Designation/Company: E-  
Commerce Key Account  
Manager/L'Oreal

IMT G was a dream run where my team and I got the same opportunities as other Top B schools to participate in all prestigious competitions like Mahindra War room, L'oréal Brandstorm, SABMiller Brew a career, etc. The kind of peer learning and network that IMT has helped me with is unmatched. Grateful to my Alma mater for this.

Got a PPO from L'oréal India after performing well in Brandstorm. From becoming a Management Trainee to leading sales for Loreal's Bangalore business to my current role in handling Loreal's Ecommerce business, it has been an amazing journey so far!

IMT provides everyone with a great chance to learn from a world-class faculty as well as build a network with future top minds of the industry. All national-level competitions have PPI on offer and have immense learning in store for everyone. Couldn't have done without IMT.



# YOUNG ACHIEVERS



## SUCHIT ROUT (PGDM-PT)

Graduating Batch: 2010  
Present Designation/Company:  
Director, Global Strategic  
Marketing/Barco USA

My time at IMTG was the definitive crucible to acquire new functional skills and pivot from technology management to marketing management in the B2B technology space. I was intentional about my academic journey at IMTG and sought out the faculty and the more experienced leaders in my cohort to chart out my pre-and-post-IMTG career trajectory. In addition to the academic skills, it was a time to observe and learn from other established leaders in my own cohort as well as my adjacent cohorts.

Since my graduation from IMTG, I've been able to effectively communicate and efficiently apply the acquired skills in a variety of functions, within my current organization, such as product marketing, market development, product management, segment marketing, business development alliance management, and strategic marketing. In addition to the functional pivots that I was able to realize, I also grew as a multi-cultural, multi-lingual, and international people leader, applying my learnings from IMTG and optimizing my personal leadership journey as I moved from India to the US. My global role allows me to experience different work cultures and learnings from IMTG help me navigate these very effectively.

My time at IMTG was a pivotal point in my career narrative. The resources on campus were invaluable for me to develop and grow myself as a business leader. The mentorships from members of the faculty and my cohort are well-cherished to date and serve as constant reminders of the conscious choice our cohort made to embark on our leadership journeys. IMTG activated a level of self-awareness that continues to fuel, even today, my growth mindset.





# INDUSTRY CONNECT - LEADERSHIP SESSIONS

## LEADERS OF TODAY FOSTERING THE LEADERS OF TOMORROW

**LEADERSHIP TALK**

**DEBUNKING MYTHS ABOUT  
SALES AND THE ART OF  
A GREAT SALES PITCH**

1 NOVEMBER 2020 • 2:00 PM



**SUJIT KUMAR PATEL**  
ZONAL MANAGER  
SAMSUNG

**LEADERSHIP TALK**

**IT/ENGINEERING OUTSOURCING BY FORTUNE  
500 COMPANIES AND THE 9 YARDS TO WIN  
THE LARGE OUTSOURCING CONTRACTS  
AND THE ROLE OF VARIOUS BUSINESS  
FUNCTIONS IN WINNING THESE DEALS**

12 NOVEMBER 2020 • 5:30 PM



**RAJAN BEDI**  
Associate Vice President & Global Head  
Pre sales Engineering and R&D Services  
HCL Technologies

**LEADERSHIP TALK**

**DIGITIZATION,  
NEED OF THE HOUR**

12 NOV 2020 • 2:00 PM



**PALLAVI VERMA**  
VICE PRESIDENT - HR  
OBS LEARNING

**LEADERSHIP TALK**

**WHY, WHAT AND HOW OF JOURNEY  
TO THE WORLD OF B2B TECHNOLOGY  
MARKETING IN FAANG COMPANIES**

25 NOV 2020 • 7:30 PM




**APURV BHATNAGAR**  
HEAD OF MARKETING  
INCEDO INC.

**LEADERSHIP TALK**

**WASTE AS A RESOURCE  
FOR THE FUTURE**

17 NOV 2020 • 6:00 PM



**MS. SHAGEENA NIRANDAS**  
OPERATIONS MANAGER - RECYCLING DEPARTMENT  
SUEZ

**LEADERSHIP TALK**

**STARTUP VS MNC  
CULTURE**

19 NOV 2020 • 2:30 PM



**ASEEM GOYAL**  
BUSINESS HEAD  
GRADEUP (GRADESTACK LEARNING PVT. LTD.)

**LEADERSHIP TALK**

**NUANCES OF SELLING  
SAAS PRODUCTS AND  
CORRESPONDING  
CAREER PATH**

06 NOV 2020 • 4:30 PM



**PRAKHAR JAIN**  
DIRECTOR GLOBAL SALES  
WHATFIX



# INDUSTRY CONNECT - LEADERSHIP SESSIONS

**LEADERSHIP TALK**

**THE ART OF PERSONAL BRANDING**

1 NOVEMBER 2020 • 5:30 PM



**GAURI DAS**  
HEAD OF HUMAN RESOURCES  
INDIA FACTORING AND FINANCE  
SOLUTIONS PVT. LTD.

**LEADERSHIP TALK**

**HOW TO VIRTUALLY ACE ANY INTERVIEW**

16 NOVEMBER 2020 • 7:00 PM



**MR. RAKESH V**  
A/P, BUSINESS OPERATIONS  
SWIGGY INSTAMART

**LEADERSHIP TALK**

**LEADERSHIP, WEALTH MANAGEMENT AS A CAREER, DO'S AND DON'TS IN CAREER BUILDING, IMPORTANCE OF LEARNING ON THE JOB**

8 NOVEMBER 2020 • 5:30 PM



**ROHIT SURI**  
EXECUTIVE DIRECTOR & DESK HE  
NORTH REGION  
AVENTUS CAPITAL

**LEADERSHIP TALK**

**ROLE OF TECHNOLOGY IN LAST-MILE DELIVERIES**

20 NOVEMBER 2020 • 12:00 PM



**PIYUSH SHARMA**  
DIRECTOR - SALES  
LOCUS.SH

**LEADERSHIP TALK**

**LAYING THE FOUNDATION OF A SUCCESSFUL ENTREPRENEURSHIP | | CORPORATE CAREER IN TIMES OF A GLOBAL PANDEMIC**

28 NOVEMBER 2020 • 4:00 PM



**SHAKIL CHANDRA**  
FOUNDER - CEO  
KRISSAR ENGINEERING SERVICE

**LEADERSHIP TALK**

**"SUCCESSION PLANNING IS LIKE AN AMALGAMATION OF SEVERAL PEOPLE PROCESSES, INCLUDING PERFORMANCE MANAGEMENT AND CAREER PLANNING"**

MS. SOWMYA SARATHY  
SENIOR HR BUSINESS PARTNER  
AMAZON

**LEADERSHIP TALK**

**SALES EXCELLENCE**

09 DEC 2020 • 7:00 PM



**SAKET JAIN**  
PRESIDENT AND BUSINESS HEAD  
FENESTA BUILDING SYSTEMS

**LEADERSHIP TALK**

**GROWTH HACKING WORKSHOP**

13 DEC 2020 • 6:30 PM



**ANKIT GOSWAMI**  
PRODUCT GROWTH MARKETING LEA  
AIRTEL X LABS



# INDUSTRY CONNECT - LEADERSHIP SESSIONS

**LEADERSHIP TALK**

**DEMYSTIFYING GLOBAL PRIVATE MARKETS**

29 OCTOBER 2020 • 7:00 PM



**KANAV KALRA**  
CHIEF SALES AND MARKETING OFFICER  
OXANE PARTNERS

**LEADERSHIP TALK**

**HOW TO BE PREPARED FOR THE PROFESSIONAL INDUSTRY**

5 DECEMBER 2020 • 7:00 PM



**DIPANJAN DUTTA**  
VICE PRESIDENT OF ENGINEERING  
RADISYS CORPORATION

**LEADERSHIP TALK**

**MAHINDRA RISE- THE SCORPIO STORY**

8 DECEMBER 2020 • 2:00 PM



**PRAHALADA RAO**  
SENIOR VICE-PRESIDENT - STRATEGY  
PLANNING AND MANAGEMENT  
MAHINDRA AND MAHINDRA LIMITED

**LEADERSHIP TALK**

**MAHINDRA RISE- THE SCORPIO STORY**

8 DECEMBER 2020 • 2:00 PM



**MANOJ CHUGH**  
PRESIDENT - GROUP PUBLIC AFFAIRS &  
MEMBER - GROUP EXECUTIVE BOARD  
MAHINDRA AND MAHINDRA LIMITED

**LEADERSHIP TALK**

**BUILDING YOUR CAREER WITH CONFIDENCE**

22 DECEMBER 2020 • 4:00 PM



**MS. DEEPSHIKHA MUKERJEE**  
REGIONAL HR DIRECTOR - INDIA  
ABBOTT



# INDUSTRY CONNECT - EXPERIENCE SHARING

Partha Samai

EVP & Group Head- Human Resources,  
AGS Transact Technologies Ltd

Piyush Choudhary

Deputy General Manager, ONGC

Pulkit Trivedi

Director, Google Pay India

Ramlal Waghray

CEO & Co-Founder, Predlytics

Sanjay Banga

President - T&D -Tata Power Company  
Limited

Vijay Sethi

Chief Information Officer, Chief Human  
Resources Officer & Head Corporate  
Social Responsibility, Hero MotoCorp Ltd

Vinodhini Ranganathan

Data Scientist, CISCO





## **NISTHA DIWAKAR** PGDM (Marketing)

The feeling of being back on campus has finally sunk in. It feels like a blessing to get back on college life.

## PGDM (Marketing) **MADHUR MITTAL**

All the students are elated to be back on campus.

## **TANAY MENGHANI** PGDM (Marketing)

The staying in the hostel rooms of an extremely lively campus has been nothing less than fascinating.

## PGDM (Ex) **PIYUSH MATHANKAR**

My Experience at the hostel has been very engaging since I got on board. We are adhering to the SOP provided to ensure a smooth transition.





**DR. SANTANU ROY**

**Professor  
IMT Ghaziabad**

A key area where the blockchain technology is likely to play an increasing and significant role in the coming days is in the domain of international trade and logistics. The blockchain technology, banking on its three primary pillars of distributed ledger technology (DLT), immutable records, and application of smart contracts, can truly usher in a new era for international business transactions. Deloitte's 2020 Global Blockchain Survey brings this out in no uncertain terms. Blockchain's standing as a top-five strategic priority continued in 2020 with a clear majority of respondents. A staggering 85% of the respondents believed that their suppliers, customers, and/or competitors were discussing or working on blockchain solutions to current challenges in the value chain, and a high 83% of the respondents were of the opinion that their organizations or projects would lose a competitive advantage if they do not adopt blockchain technology. The top three key benefits of DLT are transparency between all parties, gains in speed and efficiency, and real time overview of transactions (TFG, ICC, and WTO Blockchain for Trade Survey, October 2019). At the same time, concerns remain in terms of interoperability, integration into back office systems, and difficulty in choosing between various DLTs.

Regarding the critical issue of interoperability, one specific approach being discussed within the blockchain community consists of creating an inter-ledger notarization system to allow authorized parties to verify transactions, irrespective of which ledger they are created on (UN/CEFACT, 2018). The Blockchain Research Institute and the Blockchain Interoperability Alliance are attempting to develop globally accepted standards that would promote greater connectivity and interoperability between the disparate blockchain networks.

Proper identification of a trade counterpart when a transaction is initiated is crucial. Championed by the G20 and the Financial Stability Board (FSB), the Global Legal Entity Identifier Foundation (GLEIF) has created a global legal entity identifier, LEI for the legal identification of the economic actors involved in financial transactions, thus greatly facilitating the processing of blockchain-based transactions. The data is registered and regularly verified according to protocols and procedures established by the LEI Regulatory Oversight Committee. To add to this initiative, the World Customs Organization (WCO) has developed a set of guidelines, including technical standards, and a recommendation on Trader Identification Number (TIN) to support a globally harmonized approach to the assignment, exchange and identification of TIN for economic operators. The objectives of the development of these guidelines are to strengthen Customs-to-Customs cooperation in particular and international trade transactions in general.

Multifaceted challenges abound confronting blockchain applications in trade and these need to be surmounted. It is worth mentioning in this context that in February 2018, the European Commission announced the launch of an EU Blockchain Observatory and Forum that would be an open forum for blockchain technologists, innovators, citizens, industry stakeholders, public authorities, regulators and supervisors, to discuss and develop new ideas and directions.



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