



IIM
BODH GAYA

PLACEMENT
BROCHURE
2018-19



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CHAIRMAN'S PROFILE

Uday Kotak is the Founder and MD & CEO of Kotak Mahindra Bank Kotak. The Bank has a consolidated net worth of around US\$7.75 billion and over 50,000 employees. Uday believes that the true measure of performance is value creation. Investors who kept faith with the enterprise over the past 32 years have seen 40% CAGR on their investments.

Today, Kotak is among India's most efficient, high-performing and trusted banks. Uday's strategy for growth is defined by quality, simplicity and prudence. This conviction and a respectable distance from market exuberance has ensured that the bank is well capitalized and its asset book is of high quality. The group has a global presence with offices in key financial markets. The group's vision for equitable prosperity extends beyond banking and financial services. The Kotak Education Foundation works with some of India's most economically depressed communities, attempting to alleviate poverty in a sustainable way through education and livelihood programmes.

Uday is a member of the International Advisory Panel of Monetary Authority of Singapore and the International Advisory Board of the Government of Singapore Investment Corporation (GIC). He has served as Chairman of Securities & Exchange Board of India (SEBI), constituted Corporate Governance Committee, and is Chairman of Advisory Committee on Corporate Insolvency and Liquidation constituted by the Insolvency & Bankruptcy Board of India, and Chairman of Board of Governors of Indian Institute of Management (IIM), Bodh Gaya, among others.

He has been conferred with multiple awards, including the Ernst & Young World Entrepreneur of the Year 2014 Award, ET Business Leader of the Year 2015 Award for Corporate Excellence and Lifetime Achievement Award at the Financial Express Best Banks Award for FY 2015-16.

Uday holds a Bachelor's degree in Commerce and an MBA from Jamnalal Bajaj Institute of Management Studies, Mumbai.

DIRECTOR'S MESSAGE

Welcome to IIM Bodh Gaya, situated in the land of enlightenment, where knowledge and wisdom rests in the soil. We as an institute are striving hard to regain the past glory of this land, we seek to become the next "Seat of Learning" in this part of the world. Our mission is to develop meticulously curious minds into leaders of persevering brilliance who seek to move ahead of time, with an ability to manoeuvre firms through the ever-changing business environment. We seek to honour the responsibility of creating socially responsible managers by blending in the old and the new, the traditional and the technological.

Our curriculum requires these highly motivated and bright students to undergo some mandatory courses in the first year. Once they complete the first year courses, they undergo an internship to learn from corporate life. After completing their internships, these students are allowed to choose from a variety of electives in their second year. Many students choose electives to pursue their industry-specific and/or disciplinary interests. Besides academics, students also learn from their vibrant community life on campus. They manage and take part in a number of co-curricular and extra-curricular activities which provide them opportunities to grow beyond classrooms. Our methods aim at training young ambitious minds into mature business professionals.

We thank our existing Industry Partners for the invaluable support they have extended to us over the past couple of years. We truly value these relationships and would like to nurture them to higher levels. I also take this opportunity to reach out to new Partners to help us serve them, by offering the pool of talented and inspired young minds whom we have nurtured for them. We wish to have a long-lasting and mutually beneficial relationship with Industry & corporate world who are our important stakeholders.

Kindly treat this as a personal Invitation to visit our Campus, looking forward to meet you!

Vinita Sahay
Director, IIM Bodh Gaya

The Indian Institutes of Management have been the archetype of management schooling in India since their foundation after our independence in 1947. IIMs are perceived as the most prestigious and elite B-schools in India which lay emphasis on practical experience and critical thinking rather than stressing on rote learning and conventional academic schedule.

Set up as a 15th institute under the mentorship of IIM Calcutta, the oldest IIM in the country, IIM Bodh Gaya, right from its inception, has meticulously followed its mentor's footsteps. Building on the grand heritage of the IIM brand, IIM Bodh Gaya fosters a culture and curriculum whose sole purpose is to create socially responsible managers and emotionally mature leaders.

In a short span of time, IIM Bodh Gaya has strengthened its position in the corporate world, with its students already working in commendable positions. Apart from the conventional classroom setup, IIM Bodh Gaya lays much emphasis on practical learning. Students are encouraged to take up various industry-based research projects which are subjected to evaluation by the faculty. A dynamic curriculum in consonance with academics and industry experts provides the students with the opportunities to master new skills and explore

diverse perspectives. They partake in the academic rigor for which IIMs are known for. Students are exposed to extensive practical learning along with the basic concepts across various domains of MBA i.e. Marketing, Operations, HR, and Finance through various quizzes, assignments, live projects, interactive sessions, and examinations. In the second year, there are a diverse range of electives which the students can choose based on their key areas of interest.

IIM Bodh Gaya's educational curriculum aims to equip the students with an essence of management skills to help them navigate through the modern business environment across the globe. The institute employs the case study method, made famous by Harvard Business School, in order to give insights into the real world dynamics that render compelling opportunities amidst onerous settings.

The construction of the 119-acre permanent campus is in full swing, with IIM Bodh Gaya temporarily operating from the Distance Education Building of Magadh University. With state-of-the-art classrooms, boys and girls hostel, knowledge database, sports amenities, library, IIM Bodh Gaya promises to be the future of business education, preparing young graduates to become assets to the industry and the corporate sphere.



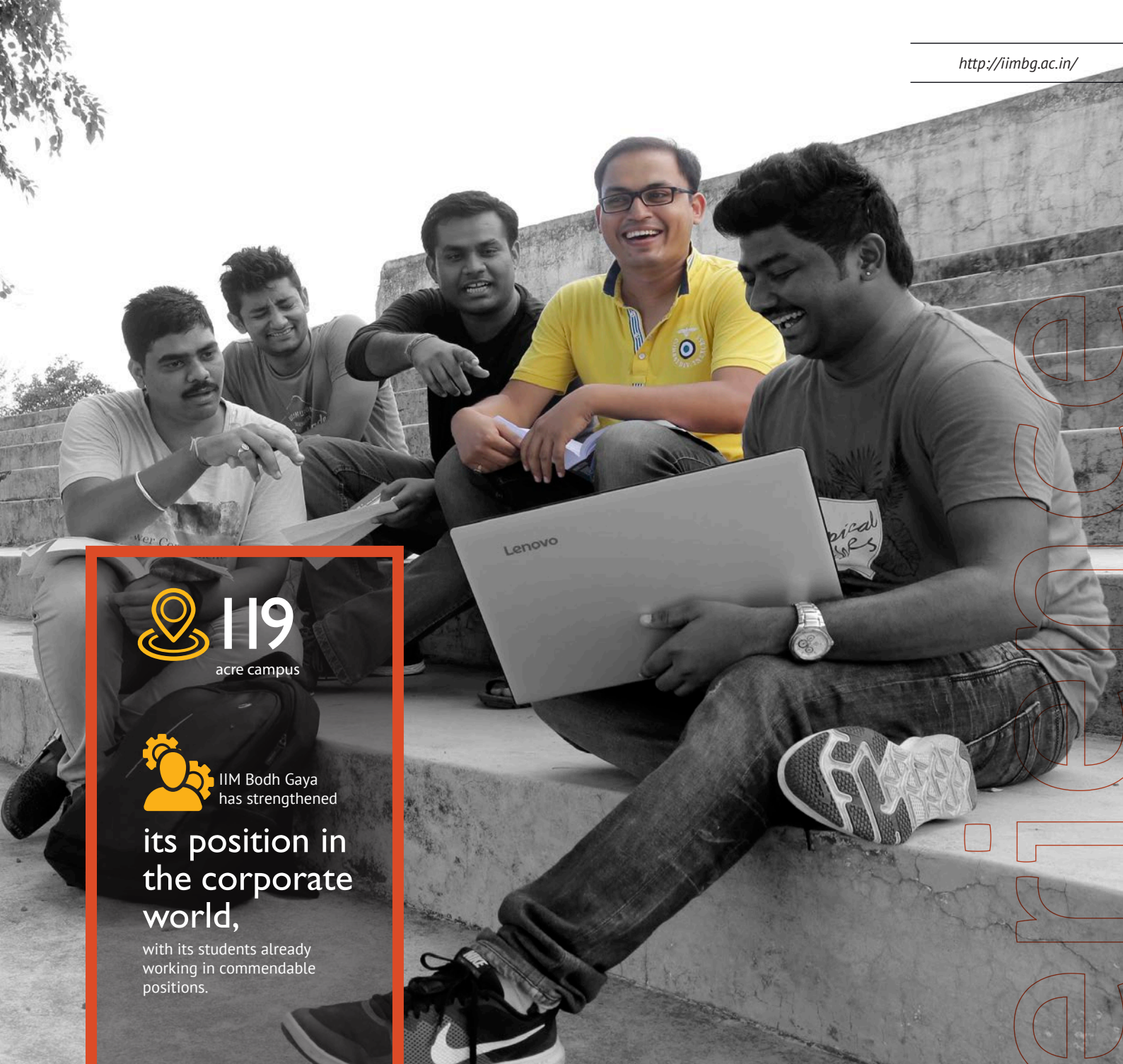
ABOUT IIM BODH GAYA



TESTIMONIALS

Bhaskar Chakrabarti (Professor of Public Policy & Management)

It is quite fascinating to see how often the life of a student is shaped by the environment he/she live in. I think this is quite true for IIM Bodh Gaya where the environment is illustratively linked with the students. Whenever I see them, they emanate a sense of selflessness that I see /witness in the students of IIM Bodhgaya only. This stays with them throughout their life and turns into humbleness and sincerity which is quite fascinating in nature. They are able to do their work selflessly anywhere and this is the uniqueness of IIM Bodh Gaya.



119
acre campus



IIM Bodh Gaya
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Preetam Basu (Professor of Operations)

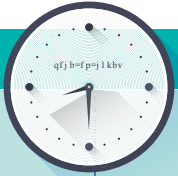
My teaching experience at IIM Bodh Gaya has been quite enriching. I have been teaching at IIM Bodh Gaya for the past three years. With time, the student body has matured and the classroom discussions have been quite lively and engaging. The students have a high quest for learning and with a diverse student body, the classroom discussions involve a plethora of diverse inputs from different perspectives, which certainly helps in classroom learning.

N Sivasankaran (Prof of Finance)

It's always been a privilege for me to come and teach at IIM Bodhgaya as it is established at a place which is of historical significance and where everyone gets peace of mind here, which contributes to the academic environment of IIM Bodh Gaya. I have been teaching the financial reporting course since last two years and I have always found the students to be very promising with a positive attitude, and they have immense interest to learn and cooperate, which makes our jobs easier. I find them to be very committed to excel in the domain of management. And I'm sure that with their interest and commitment they will become corporate leaders in the years to come. I wish them luck for the future. I urge all the stakeholders - recruiters and management aspirants to join IIM Bodh Gaya & contribute to the domain of management.

LIFE @ IIM BODH GAYA

08:30



08:30^{am}



Alarm snoozed!
Few more minutes
of sleep YAY!

08:45^{am}



Hmm... Better go now.

What's TODAY?



Saturday. Capitalization was an intriguing topic....need to ponder over it...I have to read the case. Better ask for help. I think discussing in the mess should be enough.

09.15^{am}

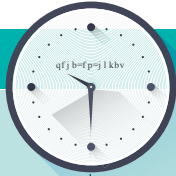


Aloo Parantha along with Capitalization. Should be enough for the class.

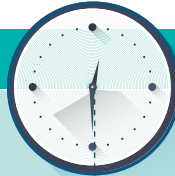
Now RUN!



10:30



12:30



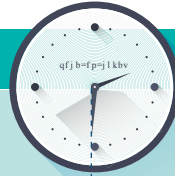
01:00^{am}



Lunch TIME

Phew! PERT and CPM were something! LUNCH TIME! Oh! Today is the last day for the Innovation Challenge, better wrap up the marketing presentation after lunch and not wait till that 11:59 pm deadline. Wait! Today we have a guest lecture at 2:30pm, better get in my business formals!

02:30

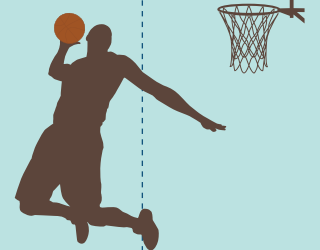


05:00^{pm}

That was interesting, never knew advertisements could have so many facets. What should we play today? Yesterday we played BASKETBALL... Lets go for Volleyball today. Inter-college volleyball is also approaching, so let's get those serves right.



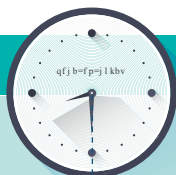
TIME 2 TIME



06:30



08:30



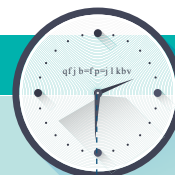
10:30



12:30



02:30



09:00 pm



DINNER time

Let's grab some tasty Chicken Biryani along with Kheer. India vs England Test Match! What is the score? Let's go to the common room.

12:30 am
SUNDAY
Masti

Its midnight and Its Sunday! I hear someone playing Guitar, FIFA and PUBG too.... The perfect way to start the end the week.



04:00 am



What a day!

I can't keep my eyes open any longer. Let's get some sleep...zzz.

07:00 pm



MARKETING CLUB MEETING

... let's decide on the agenda. I think the details of the OB Case Discussion competition should be finalized by today. Can't wait to compete with future managers from other B-Schools.

11:00 pm



Where did I keep my Kotler. I need to go through the Hug me campaign of Coca Cola for Monday's Marketing Quiz as well.

02:00 am

THE ECONOMIC TIMES

That was fun but before I sleep let's have a look at Economic Times since I just had a glance at it in the morning.



CLUBS AND COMMITTEES

Envision (Entrepreneurship-Cell)

Envision, Centre for Industrial Relations & Entrepreneurship Development (E-cell), IIM Bodh Gaya is a non-profit student organization. We aim at manifesting the entrepreneurial spirit of the young students with a vision to promote innovation and good governance. Envision helps in the development of entrepreneurial ecosystem by enabling interaction between its major components like students, entrepreneurs, mentors, angel investors, venture capital firms and the corporate world. We also support them by providing necessary resources such as mentoring, consulting and networking. We enhance the industry exposure of the students by inviting eminent personalities for guest talks and sharing ideas about the latest developments in their respective expertise. We aim to set up mutually beneficial strategic partnerships with organizations looking for a long term relationship with a growing educational institution like ours. By providing hands-on live projects we ensure that students live up to the expectation of ever evolving corporate world.



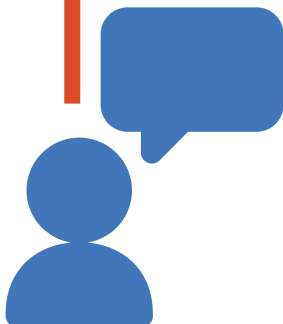
Sports Club

The Sports club at IIM Bodh Gaya is responsible to keep participants in the club indulged in sports and fitness activities. The initiatives from the sports club help maintain a lighter and healthier environment within the campus. The club provides a platform that facilitates make it "club is a platform that facilitates students to participate in various intra-sports tournaments organised for the batch. It also encourages participation and provides opportunities for students to represent IIM Bodh Gaya in different sports festivals conducted by business schools across the country. The POCs of the club ensure that intra college events are organised and played fairly and most importantly enjoyed by one and all.

Comunicación Club

The purpose of Comunicación club is to provide a platform through which students may enhance their communication and leadership skills. This will in turn bolster their personal growth and professional competence which is much needed in today's integrated business world. All students enrolled in IIM Bodh Gaya are eligible to become members of this club. Students who want to be a part of this club may send a mail to e-mail id of the club expressing their interest to be a part of club. The club aims at organizing various events

and provide opportunities which will help members to come out as confident speakers which will help them in their career prospects.



FinIQs

FinIQs, The Finance Club, provides its members with a platform to explore and learn about various aspects of the financial world. The Club provides various opportunities for students to expand their knowledge of finance and the world of business from both a practical and technical perspective. It ensures that the students are well prepared to deal with complexities of outside financial world. The club organizes a multitude of events such as quizzes, workshops and competitions which cover various topics such as investment banking, risk management, private equity, portfolio management, fixed income, and other domains of finance. It connects with industry experts and conducts knowledge sharing sessions to expose students to practical aspects of finance. It also helps students to gain understanding about job opportunities available in the financial marketplace.

Strategy and Consulting Club

Vision - The Strategy and Consulting Club aims to be a student association, which seeks to equip the student body with resources to make informed decisions on consulting careers, tools necessary to build successful careers in consulting and opportunities to promote extra-



curricular excellence.

MaSq : The Marketing Club

MaSq depicting 'Marketing Squad' is the Marketing and branding club of IIM Bodh Gaya. It aims to provide students an all-round experience of marketing through both on-campus activities and industrial exposure. The club is mainly involved in hosting marketing and branding related activities like case study competitions and other events which supplement academic learnings.

Newsletter Club

The Newsletter club is responsible for gathering news and preparing the quarterly newsletter for Students, Alumni, Teachers of IIM Bodh Gaya. It covers all the activities, events, student achievements, Guest lectures and articles by students and teachers.

Explography

Travel makes one modest. You see what a tiny place you occupy in this world. Explography is a special interest group of IIM Bodh Gaya connecting the students to varied cultures and people which helps in providing a broader perspective of

the world. We weave our experiences with photography and videography.

Pragati: The Social Service Club

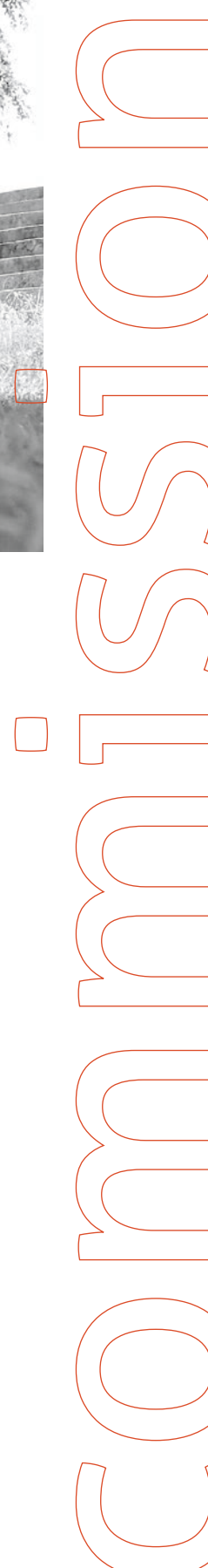
The Pragati inculcates social responsibility in the future managers/leaders. The Pragati aims to promote social awareness and conduct activities focused at educating students about the pressing issues across the globe. It also offers volunteering opportunities, leadership experiences and career exploration.

The club initiates activities like:

- Remedies for social causes like environmental degradation through plantation drive etc.
- Tie-up with local authorities to promote local culture like Pitrapaksha festival and Kalachakra festival
- Blood donation camp, mini marathon to promote healthy lifestyle
- Promote education focusing on financial inclusion.

Catalyst: Public Policy Club

The Pragati aims to get the students to debate public policy issues and come up with innovative possible solutions. It helps students to understand the government initiatives which facilitate and help the students and members about current business environment in the country. The group promotes careers in public policy domain among students. It aims to enhance the knowledge of students by organizing different events like quizzes, crashers, presentations, debates, analysis of policies by different governments and world organizations.



COURSE STRUCTURE



MANDATORY COURSES



ELECTIVE

Finance

- Derivatives
- Investment and Portfolio Management
- Business Valuation
- Bank Management
- Fix Income Market
- International Finance
- Financial Risk Management

Marketing

- Sales and Distribution Management
- Consumer Behaviour
- Strategic Brand Management
- Strategic Management
- B2B Marketing
- Services Marketing
- Integrated Marketing Communication
- Relationship Marketing
- Product Management

Operations

- Project Management
- Logistics & Supply Chain Management
- OR in Marketing
- Revenue Management & Dynamic Pricing
- Operations Strategy
- Strategic Service Management

Sustainability

- Economics of Development



Economics

Econometrics

Strategy

- Competition and Cooperation : Managing in Dynamic Environment
- Mergers and Acquisitions

Organisational Behavior

- Management of Change

IT and Analytics

- Business Data Mining
- Business Analytics
- Marketing Analytics

Public Policy

- Managing Public Private Partnerships



FACULTY

Organizational Behaviour

Abhishek Goel (IIM Calcutta)

Edu: Phd In Management - Fellow (Iim Ahmedabad)

Rajiv Kumar (IIM Calcutta)

Edu: Fellow of Indian Institute of Management, Ahmedabad

Post Graduate Diploma in Forestry Management, Indian Institute of Forest Management (IIFM), Bhopal

Economics

Anup Kr. Sinha (IIM Calcutta)

Edu: University of Southern California, from where he received his Ph.D.

Anindya sen (IIM Calcutta)

Edu: Ph.D., University of Southern California, U.S.A.

Runa Sarkar (IIM Calcutta)

Edu: Fellow of the Indian Institute of Management Calcutta;

Master of Science in Environmental Engineering, University of North Carolina, Chapel Hill, USA;

Statistics

Sahadeb Sarkar (IIM Calcutta)

Edu: Ph.D.: Department of Statistics, Iowa State University, Ames, Iowa, USA

M. Stat.: Indian Statistical Institute, Calcutta, India

PGP Chairman ACADEMIC ADMINISTRATION at IIM CALCUTTA (Dec 2003 – April 2006)

Rahul Murkherjee (IIM Calcutta)

Edu: Ph.D. (Science, in Statistics): 1982: University of Calcutta

Operations

Sanjeet Singh (IIM Caclutta)

Edu: Doctor of Philosophy (PhD) in Operational Research from University of Delhi, Delhi.

Preetam Basu (IIM Calcutta)

Edu: PhD, University of Connecticut;

MS (Applied Mathematics), University of Minnesota;

Sumanta Basu (IIM Calcutta)

Edu: FPM in Production and Quantitative Methods, Indian Institute of Management, Ahmedabad

Megha Sharma (IIM Calcutta)

Edu: Fellow, Indian Institute of Management

Ahmedabad, India;

Rajiv Mishra (XLRI Jamshedpur)

Edu: M.S. (INDUSTRIAL; SUNY, BUFFALO, USA)

Brand management

Harsh Verma (FMS Delhi)

Edu: M.Phil, Ph.D.

Saurav Uboweja

Founder, CEO and chief brand strategist at Brands of Desire

Edu: PGDM, IIM Calcutta

Managing Public Private Partnerships

Bhaskar Chakraborti (IIM Calcutta)

Edu: Ph.D., University of British Columbia, Canada, 2004,

V K Unni (IIM Calcutta)

Edu: Ph.D. in Intellectual Property Law from NALSAR University of Law, Hyderabad;

Ravindran Rajesh Babu (IIM Calcutta)

Edu: Fellow, Centre for Studies, Hague Academy of International Law

Strategy

Biswatosh Saha (IIM Calcutta)

Edu : Ph.D. in Management, Fellow of Indian Institute of Management Calcutta

B. Tech., Mechanical Engineering, Indian Institute of Technology, Kharagpur

Marketing

Vinita Sahay Director (IIM Bodh Gaya)

Edu : Ph.D. (Customer Value) CSJM University, Kanpur

Prashant Mishra (IIM Calcutta)

Edu: Ph.D. in Management from Devi Ahilya University, Indore.

Krishnau Rakshit (IIM Calcutta)

Edu: Fellow in Management, Indian Institute of Management Bangalore

Post Graduate Diploma in Management, IIM Bangalore.

Saravana Jayakumar (IIM Calcutta)

Edu: Fellow of Indian Institute of Management, Ahmedabad (equivalent to Ph.D.)



mentors



Master of Business Administration, Cardiff Business School, UK

Finance

Puroshattam Sen (IIM Calcutta)

Edu: M.b.a, IISWBM

Phd (Fellow Of IIMC) Indian Institute Of Management Calcutta (India)

Chartered Management Accountant, CIMA London

B. B. Chakrabarti (IIM Calcutta)

Edu: Ph.D In Economics, Jadavpur University, Kolkata, India

Mba (Specialization In Finance) IIM Calcutta, India

N. Sivasankaran (IIM Ranchi)

Edu: Ph.D

Mba, Bharathiar University, Coimbatore

Management information systems

Rahul Roy (IIM Calcutta)

Edu: Ph. D, Industrial Management, IIT Kharagpur

M. Tech, System Engineering And Management, IIT Kharagpur

Subir Bhattacharya (IIM Calcutta)

Edu : Ph. D. (Tech), Comp. Sc., University Of Calcutta;

M. Tech, Comp. Sc., University Of Calcutta;

Uttam Sarkar (IIM Calcutta)

Edu: Ph. D. (1994), Department Of Computer Science And Engineering, Indian Institute Of Technology Kharagpur

M. Tech. (1989), Department Of Computer Science And Engineering, Indian Institute Of Technology Kharagpur

SEMINAR & CONCLAVE

DICCI – Dalit Indian Chamber of Commerce & Industry

IIM Bodh Gaya participated in a conference organised by Dalit Indian Chamber of Commerce & Industry (DICCI) on the occasion of their 1st Anniversary. The Chief Guest for the conference was Shri. Jitan Ram Manjhi, ex-Chief Minister of Bihar. Our students gave a presentation on 'Founder's Dilemma' based on the Start-Up culture in India – pivotal reasons for the mushrooming of start-ups in India, problems faced by entrepreneurs, solutions and how IIM Bodh Gaya can help in building and sustaining the start-up culture in Bihar. It was an interactive session where IIM Bodh Gaya constructively interacted with MPs, entrepreneurs and social workers to help and encourage to utilize untapped opportunities in India.



Bodh Gaya Global Dialogues

Delegates from IIM Bodh Gaya participated in 'Bodh Gaya Global Dialogues' organised by Deshkal Society. The panellists hailed from diverse streams of academia and business from top notch global universities and organization's like University of Texas, World Bank, UNICEF etc., with the panel discussions being based on diverse topics such as Academics & Spiritual Ethos, Buddha's Enlightenment & Sustainable Development etc. Students of IIM Bodh Gaya also interacted with distinguished dignitaries such as Dr. Shekhar Dutt IAS, Former Governor of Chattisgarh, Dr. Janice Leoshko, Associate Professor, University of Texas and Ms. Sonia Gomes, CEO of Spaso Zen, Porto, Portugal



#FUTURE - KERALA

Delegates from IIM Bodh Gaya participated in the distinguished summit #FUTURE, conducted in Kochi, Kerala. The two-day event saw the convergence of achievers, professionals, entrepreneurs, academicians, key influencers and other stakeholders in the knowledge industry from across the globe. There were discussions related to emerging trends, ground realities and opportunities that would help individuals, enterprises and entrepreneurs to compete and lead in a digital world.

PAST RECRUITERS

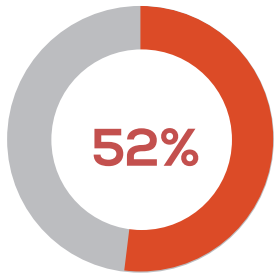


DS GROUP

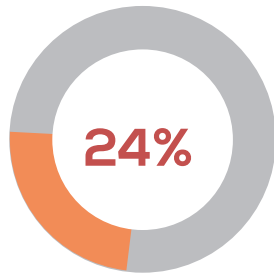


BATCH OF 2017-19

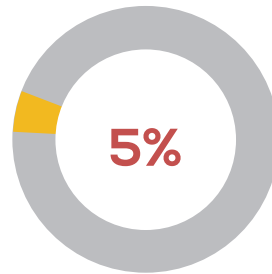
Work Experience



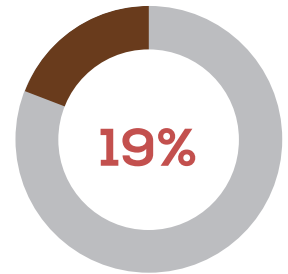
0 to 12 months



13 to 24 months



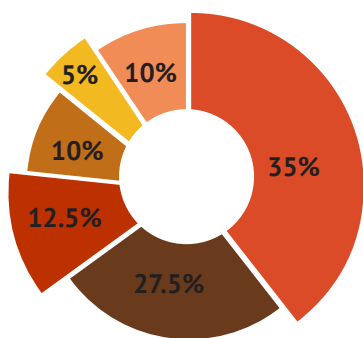
25 to 36 months



>37 months

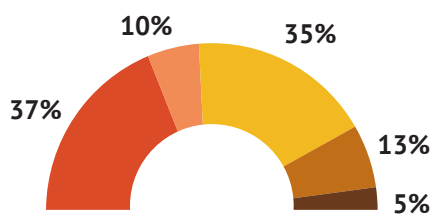


Summer Internship Roles



- Sales & Marketing
- Finance
- Consulting
- Operations
- Analytics
- Branding

Educational Background



- Mechanical Engineers
- Computer Engineers
- Electronics & communication & Electrical Engineers
- Other Engineers
- Non Engineers

Final Placement Salary



Highest Rs. 24 LPA
Average Rs. 10.6 LPA

Summer Internship Stipend



Highest Rs. 1,00,000
Average Rs. 61,935



BISWANATH PRATAP SINGH PEGU**Carpet & Textile Technology**

Indian Institute of Carpet Technology

**Marketing & Operations**

Biswanath Pratap Singh Pegu is creative, enthusiastic, self motivated and value- driven individual who accomplishes his tasks with utmost sincerity.He is very laborious and was elected as Hostel and Mess Representative for IIM Bodhgaya hostel. As a conscientious and reliable individual he has succeeded in bringing a huge change in the mess food and hostel facilities.

Summer Internship: IDBI Federal Life Insurance Co. Ltd.

- Generation of HNI leads
- Market survey for online and offline questionnaires and data collection
- Developing new markets through survey
- Completed Certification in Insurance Regulatory and Development Authority

Position of responsibilities

- Hostel & Mess Representative of IIM Bodh Gaya
- Co-ordinator for Annual fest Elegante at IIM Bodh Gaya

Achievements and other details

- Awarded Anundoram Borooh Award in 2009 by Government of Assam.
- Attended workshop on Content and Digital Marketing 101(CMO Factory)
- Persuaded a three months French language course at IICT, Bhadohi, Uttar Pradesh

**HEMANT KUMAR GUPTA****Industrial & Production Engineering**

College Of Technology, GBPUAT Pantnagar

**Marketing & Operations**

Hemant is a self-disciplined, value driven Individual with strong analytical skills. He has the ability to perform consistently well over the period of time. He is the person who takes the challenges with brevity and puts himself into it to deliver. He looks for the broad perspective of small things and its effect in long run. He has received appreciation on many fronts for his sincerity, diligent work and never giving up attitude

Summer Internship: IDBI Federal Life Insurance Co. Ltd.

Study & Analysis- Holding Period of Desirable Items along with Lead Time of Procurement

- Demand planning of spare items to be procured to minimize the Holding period and thus huge holding cost
- Resource & capacity Utilisation of store department carrying Rs 550 crore inventory
- Indepth analysis of all processes involved in supply chain & recommending changes

Position of responsibilities

- Coordinator Colosseum, COT Pantnagar
- Core member-Cultural Committee & Elegante-maiden fest of IIM Bodh Gaya

Achievements and other details

- Vice Chancellor GOLD MEDAL for the Best Graduating Student in University
- All India Rank 62 in GATE 2016
- Participated and won in many sports events and Athletics

**KSHITIJ MAGRE****B.E.(Mechanical)**

U.I.T. - R.G.P.V.,Bhopal (Autonomous)

**Strategy & Operations**

Kshitij is an exuberant individual aiming to excel in the domain of management consulting. Focusing on learning by probing and multi-dimensional analysis of problems, he bets high on his analytical and communication skills. His internship experience in a global management consulting firm endorses him as an initiator and a quick learner.

Summer Internship: CGN Global

- Analysing the supply chain management for food and beverages industry
- Identifying the major challenges for the entire supply chain and selecting the scope of the SIP, Creating project charter
- Identifying KPIs for inventory management for Regional distribution centres
- Creating a KPI dashboard
- Testing the framework, dashboard using dummy data

Position of responsibilities

- Placement Cell Representative, IIM Bodh Gaya
- POC E-cell, IIM Bodh Gaya
- Team leader, suspension, UITRGPV, BAJA 2015

Achievements and other details

- 1st Prize, International business quiz by Trade and Beyond, IIM Bodh Gaya , 2017
- Final round contestant for Knappily marketing competition, IIM Bodh Gaya, 2017
- Intermediate level R programmer certificate from Datacamp, IIM Bodh Gaya, 2018
- 2nd Prize, Regional level, World Environment day presentation, 2011



KUNAL BHADRA



B.Tech EEE

IIIT Bhubaneswar

Kunal brings best of both worlds- engineering and management. His key traits are commitment and diligence. Marketing and strategy are his area of interest. He keeps himself updated with skills and tools which are required in industry. He values time and human resource. While dealing with people he strives for long term and sustainable relationship. He likes to take responsibilities and perform his best while delivering them.

Summer Internship: : IDBI Federal

- Conducted lead generation activity
- Performed comparative analysis of different financial products
- Customer targeting and segmentation based on their profile

Position of responsibilities

- Representative of Alumni Committee in IIM Bodhgaya
- Core member of Students' Affair Committee - IIIT Bhubaneswar
- Coordinator and organiser in IIIT Bhubaneswar annual festival - ADVAITA

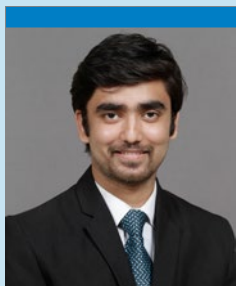
Achievements and other details

- Worked on the project of "Customer Research of Uzbekistan Market for Personal Care Segment" for Hermedics Healthcare Private Limited.
- Worked for Qrius (formerly The Indian Economist) as Marketing Analyst
- Certified in Digital Marketing by Google Digital Unlocked and Internshala
- Well versed in using Google Analytics and Blogger



Marketing & Strategy

MOHD SARIM



Industrial & Production Engineering

I.E.R.T Allahabad

Sarim is a diligent person who likes to strategize things and optimise tasks for optimum use of resources by using operational tools & concepts in real life situations. He has received appreciation for his contribution as an Adcom member for his role in branding of the Institute which helped to increase the intake of bright students in the new batch.

Summer Internship: DAKS INDIA INDUSTRIES Pvt. Ltd.

- Analysed the procurement process, gained insights about price trend of cotton fabric, Used industrial management tools like SIMO chart, Process chart & Micromotion analysis to optimize the entire manufacturing process.
- Worked on the Inventory Management and EOQ model to better regulate the inventory levels and optimize orders for raw materials and learnt ERP and billing system.

Position of responsibilities

- Students Representative of Admissions Committee, IIM Bodh Gaya.
- POC of MaSq, Marketing and Branding club, IIM Bodh Gaya.
- Event Coordinator of UDBHAV2015, college fest

Achievements and other details

- AIR-204 in GATE (Graduate Aptitude Test in Engineering) from P.I branch.
- AMUL Vidhyashree Award and Gold Medal in Academics for the year 2010.
- Selected for Hindustan Pratibha Samman scholarship given by Hindustan Times.



Marketing & Operations

P CHANDRA PRIYAN



B.A Economics (Hons.)

Ramjas College, University of Delhi

Chandra Priyan is independent, hardworking and self-disciplined. He has a diverse academic background and has consistently performed well in academics and extra-curricular activities. In college, he has taken up various responsibilities, in which he has been contributing creatively and has taken various initiatives with an inclusive motive. He has a keen interest in reading and writing academic papers covering diverse topics.

Summer Internship: Kotak Mahindra Bank

- Analysed Trends of asset allocation of HNI Clients Post Demonetisation & GST
- Visited hospitals and trust funds and profiled potential HNI Clients via questionnaires
- Comprehensive study of Consumer Behaviour and banking requirements of HNI Clients
- Did a comprehensive study of asset classes- equity, real estate etc.
- Created a comprehensive database of Doctors & Trust Funds and fixed appointments

Position of responsibilities

- PR & Media Cell Representative, IIM Bodh Gaya
- Designing-In-Charge - Member of Core Organising Team, Elegante'18
- Content Writing Head, 14th Annual Winter Conference, Ramjas College
- Editor, The Journal of Economics Society, Ramjas College
- POC of 'Investor Wars' - Mock Stock Event, Ramjas College

Achievements and other details

- Finalist in V-Guard Big Idea Contest, 2017
- Designed Logo, Brochure and Catchphrase for College Fest - Elegante'18
- Co-founded 'Inquisitive' - College Magazine, IIM Bodh Gaya
- Received 'Prize of Accessit' Trophy for Academic Performance, SXCS
- Gold Medallist in District Level 'Blue & White Invitational' Running Relay, SXCS



Marketing, Strategy, Finance

PIYUSH TRIPATHI**Mechanical Engineering**

Jaypee University
of Engineering and
Technology



Marketing, Sales and Consulting

A creative, value driven individual who is warm, generous and fun to work with. He is naturally curious and has a multidimensional approach to problems. He loves to work in a team and is a great at leading teams. He is never shy to the challenge coming his way and is always eager to perform. He is outgoing and enthusiastic. He is always full of positive energy and is a great person to work with.

Summer Internship: VLCC

- Key Account Management : Hunting and Ploughing
- Market Research To Identify A-Grade Stand Alone Salons
- Market Analysis To Identify Current Status, Problems and Opportunities
- Competitor Analysis to develop Necessary Insights to crack A-Grade Salons
- Actual Conversion Of Salons Into Our Key Accounts

Position of responsibilities

- Co-Ordinator, Cultural Wing, JUET Youth Club, Jaypee University
- Volunteer, Cultural Wing, JUET Youth Club, Jaypee University
- Cultural Secretary, Cultural Committee, IIM Bodhgaya

Achievements and other details

- Certificate of Excellence for outstanding academic performance in AISSE 2010
- 1st Position in Dramatics Competition in Annual Cultural Festival of Jaypee University
- Managing and Creating content for a community of writers (9000+ followers)

**PRADEEPAN N****B Tech Mechanical Engineering**

Government Engineering
College Kozhikode



Marketing & Strategy

Pradeepan is an entrepreneur at heart. He has tried to apply this entrepreneurial spirit in all his activities. He has a wide range of experience through his extra-curricular activities. He firmly believes that the internet will play a bigger role in our lives. He is confident that with his experience and interest, he will be able to contribute well in this area.

Summer Internship: Myra

- Categorized 2934 FMCG SKU's into 9 categories based on sales revenue.
- Determined the Myra's market share in each categories by data analysis
- Calculated the projected cost, revenue for acquiring new customers through Ad words
- Made the frame work with metrics for monitoring the sales in each category
- Made recommendations for cross selling & remarketing of products in Myra app

Position of responsibilities

- Initiated and created a database of alumni of IIM Bodh Gaya
- Raised funds from the alumni for Elegante the maiden fest of IIM Bodh Gaya
- Organised city meets in major cities with alumni and prospective candidates of IIM BG
- Designed innovative sponsorships offerings which would benefit the firm and Elegante
- Logistics coordinator of the 'RIOGA' National level Techno Managerial Festival

Achievements and other details

- Founded P & A consulting, marketed & sold academic books worth Rs 1 lakh
- Organized a tree plantation campaign among school students in IIMBG on Ozone day

**RAVITEJA DASARI****B-Tech in ECE**

CVR college of
engineering (JNTUH)



**Finance, Operations,
General Management**

Raviteja is a dedicated individual with good analytical skills and diverse academic background. He is known for his efforts as a team member and an organizing head for various initiatives in the college. His adaptable behavior helps him perform well in every challenge he faces. He is a motivated person who strives to deliver tasks efficiently.

Summer Internship: Shree Cements

- To know about the individuals' perception on life insurance sector and knowledge of financial products. An online market survey was conducted among various work classes to know about their financial literacy and knowledge about insurance sector.
- Listed and compared various top investment avenues with respect to their features, benefits and returns etc.

Position of responsibilities

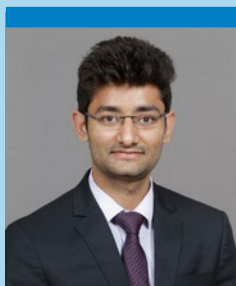
- Representative of Cultural committee of IIM Bodh Gaya(2018-19)
- One of the Organiser of Elegante'18 – Management and Cultural fest of IIM Bodh Gaya
- Handled Social media pages of Elegante'18 and Cultural committee of IIM Bodh Gaya.
- Team lead in "Android controlled robotics" workshop of VIGYANTRAM'16 conducted by JNTUH in association with IIT Kanpur

Achievements and other details

- Secured First class with distinction in undergraduate degree (2017)
- Cleared "Navodaya Entrance Examination" and availed full tuition fee concession(INVG) from GOI (2007-2009)



ROHIT YADAV



B.Tech in Mechanical Engineering

Dronacharya college of engineering



Marketing, Operations, Analytics

Rohit always wants to explore new dimensions. Whether it be taking an active part in sports activities or be it contributing to the society through social work or even learning a new language. He loves interacting with new people as one can always learn something from everyone. He also has command on German language. He has a B1 certification in German Language.

Summer Internship: : VLCC

- Understanding the category of products & gaining knowledge about products & territories in grocer and chemist segment.
- Analysing the market and finally helping in putting the right product in right place at the right time which will finally result in driving sales in grocers and chemist segment in kolkata region.

Position of responsibilities

- Representative of International Relations Committee at IIM Bodh Gaya.
- Organizer of Markit Competition (All India online marketing competition).

Achievements and other details

- Secured 1st position in Mega Rocketry Challenge organised by Aqua Rock (2014)
- Enthusiastic participation in the India Innovation Programme workshop organised in the campus for 3 days.



SHASHANK KHORWAL



B.E.(Electrical)

National Institute of Technology Kurukshetra



Marketing and Strategy

Shashank is a self-disciplined individual with strong analytical skills. He possesses a voracious desire to learn forever and performing above par consistently and raising the bar higher. Well versed in handling social media marketing and building lasting connections with people at every rung of the ladder. He keeps an eye for detail, a nose for business and an ear to the ground so as to perfectly fit the bill

Summer Internship: IFB Industries Ltd.

Responsible for the exclusive brand stores of IFB in Delhi NCR.

- Support sales team by providing area insights by coordinating requirements with the relationship managers and local vendors.
- Conducting market research and performing business analysis
- Organizing events, product exhibitions and monitored performance of COCO stores.

Position of responsibilities

- Representative of PR & Media Cell, IIM Bodh Gaya
- Member of Core organizing team, Elegante'18, IIM Bodh Gaya
- Publicity-in charge, Photography Club, NIT Kurukshetra

Achievements and other details

- Runner-up in IPL Auction:organised by Cumunicacion, IIM Bodh Gaya
- Founded official college magazine and launched the first issue of 'Inquisitive', Nov 17
- Winner, B-Plan Competition-THE PITCHERS, Techspardha 2016, NIT Kurukshetra, among 32 teams



SHASHWAT ARORA



Mechanical Engineering

BTKITDwarahat



Marketing and Finance

Pressure is something that brings the best out of Shashwat. Be it making short notice arrangements or taking the mic without preparation, Shashwat is a person who makes things happen. In his previous college he organised the non existent cultural fest which no one expected to happen.

Even during his internship his efforts were of great help for the organization. He played a crucial role in organising Elegante, the Management fest of IIM Bodhgaya

Summer Internship: CP Milk and Food Products Pvt LTD. (Gyan Dairy)

- Devised Auditing framework to evaluate the potential and performance of New and Existing Outlets.
- Detailed 'Standard Operating Procedure (SOP) Manual' was made.
- Created 'Customer Interaction Guidelines' for better customer support.
- Overseeing the launch of new product - Mango Lassi.

Position of responsibilities

- Hostel and Mess Committee, IIM BodhGaya.
- Organizing Committee, "Scintilla", BTKITDwarahat
- Organizing Committee, "Elegante", IIM Bodhgaya

Achievements and other details

- AMCAT All India Topper for the Quarter Aug-Oct 2016.
- Google Certified for Adwords Fundamentals and Adwords Mobile Certification.
- Hosted a radio show for local radio station 'Janvani', Pantnagar.



SHISHIR RAJ SINGH**UG Specialisation**

Roorkee Institute of
Technology



Marketing and Finance

Shishir is a responsible person and has positive attitude towards life. His involvement in extra-curricular activities has made him open to new ideas and enhanced his imagination. He is passionate about serving society and has worked with non-profit organisations like Rotary Club.

Summer Internship:

- At the outset, a literature review was done to understand various factors contributing or hindering the viability of a BC agent and how can these factors be used to design a rating tool so that we can confidently say one BC agent as performing better than the other on the basis of score they get based on these factors; special focus was placed on Customer Service Providers (CSPs or agents), their marketing activity, client relationship, risk management and existing business volume.

Position of responsibilities

- Cultural Committee Representative, IIM BODHGAYA
- Organising Committee, Elegante, IIM BODHGAYA
- Placement Coordinator, RIT Roorkee
- POC, Social Responsibility Club, IIM BODHGAYA

Achievements and other details

- 'Best Research Paper award' in International Conference on Advances in Engineering and Technology 2014
- Certificate of Honour in Android Application Development Challenge(AADC) in association with IIT- Indore 2014
- Secured 2 nd rank in Technical Project Competition at Roorkee Institute of Technology (RIT)

**SHIVANSH AGARWAL****B.Tech
(Civil Engineering)**

NIT Uttarakhand



Sales and Marketing

Shivansh is a patient and hard working person who puts organisational interests over personal interests. He contributes to the tasks given to him with dedication and try to bring out the best in everything. He is a quick learner with an appetite for calculated risks and proven his mettle as placement coordinator and head of his institute's fest.

Summer Internship: IFBIndutries Ltd.

- Organized promotional activities in the catchment area to increase store visibility
- Conducted competition analysis of COCO stores and market analysis of new products
Devised strategies to increase brand visibility
- Organized events and product exhibitions to increase footfall in stores

Position of responsibilities

- Facilitating a smooth channel of communication between students and faculty members as PGP Representative of IIM Bodh Gaya
- Liasoned with companies to give job offers, organised career development workshops as Placement Coordinator of NIT Uttarakhand
- Managed a team of team of 100 members, budget of Rs 25 Lacs and secured sponsorship of Rs 8 Lacs from various companies as Head of institute festival

Achievements and other details

- Research paper selected for a poster presentation at ICCGE 2016 conference Achieved 3rd position in bridge gearing competition during Cliffesto

**SIDHANT W. MADAVI****B.E. (Mechanical)**

Dr. D. Y. Patil College
of Engineering, Akurdi,
Pune



Marketing &
Operations

Sidhant is proactive and self-driven person. He is committed to building something larger and who puts aside personal gain for the well-being of the group. Being a member of PR & Media cell in IIM Bodh Gaya he exhibited his networking and multitasking skills. He believes in learning from experience.

Summer Internship: IDBI Federal Life Insurance Co. Ltd. Kolkata

- Completed training in all 3 modules i.e. Marketing, Finance and Team Management.
- Completed certification of Insurance Regulatory and Development Authority.
- Training on products of the company along with client prospecting.
- Conducted a market surveys though online questionnaires and data collection.

Position of responsibilities

- PR & Media Cell representative of IIM Bodh Gaya.
- Responsible for making contents on all the social media platforms of IIM Bodh Gaya.
- Executive member of the photography club of IIM Bodh Gaya.
- Co-ordinator for annual management fest (Elegante) of IIM Bodh Gaya.

Achievements and other details

- Certified with National IT Talent Search Exam, a national level, 400+ participants.
- Finalist (1 of 5/231) for B-School competition conducted, ICAR-NAARM, Hyderabad.
- Hobbies: Bike riding, making and uploading travel videos on youtube.



SREEKAR J P



Chemical Engineering

N.I.T Jalandhar



Sales and Marketing Operations

Sreekar is a Marketing Enthusiast who possesses good analytical and interpersonal skills. He is always appreciated by his colleagues for his efforts as a team player and for his broader perspective. He is an avid reader. His interest in different cultures and love for travel makes him proficient in different languages (Regional and French).

Summer Internship: C.P Milk and Food Products Pvt. Ltd. (Gyan Dairy)

- Devised Auditing framework to evaluate the potential and performance of New and Existing Outlets.
- Detailed 'Standard Operating Procedure (SOP) Manual' was made for smoother daily activities in Gyan Fresh Stores and at the launch of new stores.
- Created 'Customer Interaction Guidelines' for better customer support.
- Active part in devising Market Strategies for the launch of new product - Mango Lassi and evaluating customer response.

Position of responsibilities

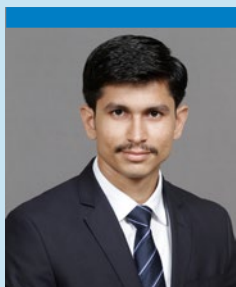
- Student Coordinator at International Relations Committee, IIM Bodh Gaya
- Organizing Committee Member at Elegante (Management Fest), IIM Bodh Gaya
- Student Coordinator at Students Alumni Relations Cell, NIT Jalandhar

Achievements and other details

- Finalists of V-Guard Big Idea Contest, 2017
- Awarded 3rd position in Voice of NITJ, 2015
- Finalist in National Children's Science Congress, 2009



VIVEK NANASAHEB BEDSE



B.E. (Mechanical)

Pune Vidhyarthi Griha's College of Engineering and Technology



Operations (Logistics and Supply Chain Management), Marketing

Vivek is a soft-spoken individual. He works well in a team as well as on his own. He sets goals for himself which he wants to achieve. He is well organized. He adheres to strict deadlines. He is determined and decisive. He is task oriented and focuses on getting things done. He is adaptable to all challenging situations. He is reliable & dependable.

Summer Internship: IDBI Federal Life Insurance Co. Ltd.

- Learnt about the life insurance industry in India
- Exposure to various investment products. Financial planning & calculations
- IRDA training and certification. Training on products on the company
- Conducted survey to understand consumer buying behaviour

Position of responsibilities

- Lead a team of 4 in marketing research project

Achievements and other details

- Participated at the national level SUPRA'2015 championship organized by SAE India.
- Represented IIM Bodh Gaya in Cricket tournament held at IIM Ranchi Festival.
- Winner of 'PRATIKROZA' an IPL auction event conducted by IIM Bodh Gaya.
- Secured 1st rank in Sadhana English Medium School in class X Board Exam



S KRANTHI KUMAR

Bachelor of Technology in
Electronics and Computer
Engineering

Sreenidhi Institute of
Science and Technology



Finance

Kranthi is a meticulous planner and smartly executes the responsibilities assigned to him. He works towards his objectives with utmost sincerity. He possesses strong analytical skills and problem solving skills, having won in various competitions in chess. He worked for Amazon handling customer relations. He is good natured and strives for his firm convictions.

Work Ex: 3 months (Amazon)

- Worked as a Customer Service Associate in Amazon
- Handled customer inquiries, complaints, return and refund requests
- Handled inquiries by understanding, researching, gathering and forwarding
- Handled about 350 inquiries in any week with consistent speed, accuracy and volume

Summer Internship: Basix Consulting and Technology Services Limited

- Worked for a World Bank aided project named 'Jeevika' by engaging in a comprehensive research on need assessment of Digital Financial Literacy to Self-Help-Group (SHG) women in Vaishali district of Bihar.
- Recommended various channels that can be used for disseminating digital financial literacy to SHG women living in rural areas of Bihar.

Position of responsibilities

- Representative of Student Regulatory Affairs Committee in IIM Bodh Gaya
- Coordinator of Innovision' 12 fest in Sreenidhi Institute of Science and Technology
- Coordinator of Sreevision'12 fest in Sreenidhi Institute of Science and Technology
- Volunteer of Adastra'11 fest in Sreenidhi Institute of Science and Technology

Achievements and other details

- Stood first in chess competition held by IIM Bodh Gaya for Elegante'18
- Awarded merit scholarship by Government of Andhra Pradesh for distinction in SSC
- Got a medal and a merit certificate from Unified Science Academy in Mathematics olympiad organized in 2004.

**HITESH KUMAR**

B. Tech. (E & C Engg.)

NIT Surat



Marketing

Hitesh is a determined, goal oriented and focused individual with a keen eye on details. He is a hardworking individual and has helped organize management events and guest lectures in the institute. He is appreciated on many occasions by his batchmates, director and administration for his troubleshooting, photography and designing skills.

Work Ex: 8 months (Rescon Partners)

- Worked on analysing and forecasting revenue and growth for retailers worldwide
- Analysed retailers based on EIC & Porter's Five Forces framework
- Ensuring business related knowledge creation and sharing in the team on a daily basis
- Executed a project which contributed to company's 20% of a month's revenue
- Introduced tools which increased the efficiency of the analysis process

Summer Internship: Heritage Foods Ltd.

- Analysed brand equity of Heritage Foods, Reliance and 'Dairy Life' in North India
- Data analysis on sales data of past two years of Heritage Foods Ltd was done
- Market survey of consumers, distributors and retailers was conducted in 4 cities
- Analysed brand perception of Heritage Foods as compared to the competitors
- Analysed various tools to increase the brand awareness of Heritage Foods Ltd

Position of responsibilities

- Point of contact for IT committee at IIM Bodh Gaya
- Ensuring proper maintenance of internet infrastructure of IIM Bodh Gaya's campus
- Point of Contact for managing and updating the IIM Bodh Gaya's website and database
- Co-ordinator for annual management fest at IIM Bodh Gaya

Achievements and other details

- Online Certification of 'Marketing in a Digital World' by University of Illinois
- Gold Medallist in National Bio-Tech Olympiad 2011 with national rank of 13
- Hobbies: Online multiplayer gaming, photography, reading manga, internet research



AKSHAY KIREET ELLANDULA



B.Tech (Mechanical)

Kakatiya Institute of Technology and Science



Marketing, Operations and General management.

Akshay has worked hard to become a well qualified marketing specialist. He has completed a challenging internship with Saince INC by supporting the firm in designing marketing strategies to launch their mobile health care application. He is dedicated towards his work and loves to take challenging tasks, during his time at IIM BG he has learned to be a good team player and a leader. He has organised many marketing events in the college & was the head of the organizing team for the college festival.

Work Ex: 12 months (HnB Consulting)

- Worked under CEOs and GM's of multiple clients for IT sales and marketing.
- Worked with multiple clients under the domain of market research for IT sales.
- Worked on intelligence decks for IT sales which are escalated by the C-level officers.
- Handled social media marketing and market research of multiple clients.

Summer Internship: Saince Inc

- The project focused on designing the Go-To-Market strategies of the application
- Conducted surveys to design a user friendly application for general users
- Practice management survey was conducted to design the doctor friendly mobile practice management application.

Position of responsibilities

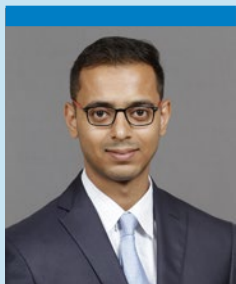
- Founder and Head Organiser: Elegante'18 the cultural fest of IIM BG
- Founded and introduced "Open Mic", the public speaking event of IIM Bodh Gaya
- Organised Technical and cultural fest at Kakatiya institute of technology and science
- School Captain, St.PetersCBSE School.

Achievements and other details

- • Awarded first by "OAKS India hotels" for case study on marketing & branding.
- • Awarded state second by SAE India for project on "Cryogenic gryinding".
- • Certified in Hubspot for Inbound marketing fundamentals in 2016



PARTH MISHRA



UG Specialisation Information Science

UG College The National Institute of Engineering Mysore



Finance and Strategy

Parth is a numbers lover finance enthusiast. He likes to research and learn different investment strategies. Being Computer Science graduate, he takes keen interest in coding and emerging technologies too. Parth is known for his oratory skills in college and has participated/anchored at various such occasions. He likes to be physically fit and is passionate about basketball.

Work Ex: 9 months (Deloitte USI Consulting)

- Worked for a public-sector client in US to develop a data intensive web application
- Worked for the market leader in virtualization to develop an end to end project
- Interacted with client on daily basis to understand the problem and suggest solutions
- Volunteered in recruitment activity of the firm, facilitated the recruitment drive
- Organised wellbeing day in the office, facilitated fitness sessions for practitioners
- Lead a team to teach in a public school as a part of the firm's social commitments
- Managed the firm's fund, logistics and security of the team during the activity

Summer Internship: Heritage Foods Pvt Ltd

- Studied the challenges faced by company in making profits inDelhi/NCR market
- Studied entire value chain of the business to find out the data points concerned
- Performed cost benefit analysis on each data point to determine value created
- Proposed recommendations to senior management based on data

Position of responsibilities

- Served as Placement Representative in B.E college for Information Science branch
- Served as Placement Representative in IIM BG for the year 2017-18
- Handling corporate relations and building liaison with the industry for placement

Achievements and other details

- Merit Certificate holder in Youth Money Olympiad-2018, scoring more than 75%
- Convened annual college fest "TechNIEks" for the year 2015-16



MUDIT PATHAK

**Mechanical
Engineering**

*National Institute of
Technology (NIT) Silchar*



**Finance, Operations,
Consulting**

Mudit is a highly energetic, motivated and an initiator by character, who has been working on for making better changes, whether it is his past academic institutes, Workplace or a recent Internship Organization. He is highly inclined toward Finance and Consulting domain of Business Education.

Work Ex: 12 months (Sterlite Technologies Limited)**Operations Engineer :**

- Operations and Maintenance Engineer, with the KRA of maintaining the up-time of the Plant and Shift-wise Production.
- Handling and Leading a team of Diploma Engineer trainees and Contract workers in the Operations Department
- Creating Purchase order and enabling the fulfillment of the necessary engineering equipments required from Vendors

Summer Internship: VLCC Healthcare Limited**VLCC Future Leaders Program (FLP):**

- Competition mapping in different areas
- Building of a Robust Doctor's Referral Program
- Detail analysis of Customer Journey at VLCC
- Generating Leads by co-ordinating with Below the Line Marketing Activities.

Position of responsibilities

- Admissions Committee, IIM Bodhgaya – Executive Member and Point of Contact.
- Strategy and Consulting Club – Founding Member and Point of Contact
- Gyansagar, NIT Silchar – Executive Member of the Social Initiative by NIT Silchar

Achievements and other details

- Summer Internship at Honda Motorcycle and Scooter India Limited, Manesar with project on Leakage control in Assembly line
- FLIP certification for Wealth Management with courses on Financial Planning

**RAHUL MITTAL**

B.B.A.

Kurukshetra University



**Finance, Strategy &
Marketing**

Rahul is a self motivated individual who has always been praised for being patient and a consistent performer. He is a quick learner and strives to keep on learning constantly. He is enthusiastic about his work and makes every effort to stand out in whatever project is allotted to him.

Work Ex: 13 months (Family Business (Mittal Roller Flour Mills))

- Managed an entire manufacturing business unit in all its business activities
- Handled end to end sales & collection from approximately 100 B2B customers
- Kept track of accounts, cash, inventory, production on a daily basis
- Introduced 3 new products with the existing 4 & handled market execution for them
- Reduced CCC to improve working capital turnover ratio & handle capital efficiently

Summer Internship: NestAway Technologies Pvt. Ltd.

- Part of team to start SaaS for Co-Housing Projects as a new vertical in Bangalore
- Conducted a pre-check on projects across the 13 zones shortlisting 122 properties
- Part of a PMS deal adding GMV of INR ~800,000 in rent per month and 168 beds in it
- Created a go to market strategy & scope of services to be provided under the project
- Quoted cost to convert 14 unfurnished flats to semi-furnished to fit NestAway model

Position of responsibilities

- Vice President of FinIQS- The Finance & Economics Club at IIM Bodh Gaya
- Head at Hospitality Team, Elegante'18- The Annual Fest at IIM Bodh Gaya
- Coordinator in Informal Events Team at Maestros'16- The Annual Fest at P.I.E.T.
- Coordinator in Carbundle'15- The Annual Freshers at P.I.E.T.

Achievements and other details

- Winner of Pratikroza- IPL Auction- with 200 participants held at IIM Bodh Gaya
- 50% Scholarship on Merit on tuition fees for 3 years in undergraduation college
- Represented the Chess Team at Rush 2.0, The Annual Fest held at IIM Ranchi



NIRMAL SINGH



B.E. in Mechanical Engineering

G.H.Raisoni College of Engineering and Management



General Management, Consulting

Being an army brat, he has infused himself with the traits of discipline and punctuality. His bend towards strategy subjects could be backed by his exposure of working in an start-up. He is quick in adapting to any work environment. He is passionate about singing and cricket. He likes to engage in social causes which involves creativity and innovation and aspires to do something valuable for the society.

Work Ex: 14 months (Good Teach)

- Worked as Business Development Executive in Good Teach
- My Key Responsibility Area was to identify new leads and potential new markets
- Contacting potential clients via email or phone to establish rapport and set up meetings
- Was also involved in developing efficient content for mathematics

Summer Internship: Way2Cloud

- Channel exploration for generating leads
- Connecting with prospective clients through cold calling and cold emailing (MailChimp)
- Assisting the team leader with Business Blogging
- Hands-on with SCM software (Tranzact), Data Management software and Hubspot
- Brand Engagement -Content writing and marketing via social media
- Brought 16 appointments and 4 closures to Way2Cloud's portfolio

Position of responsibilities

- PGP Representative of batch 2017-19 at IIM Bodhgaya
- POC of Pragati (Social Responsibility Club) at IIM Bodhgaya
- Organiser of MarkIt (All India Online Marketing Competition)

Achievements and other details

- Certificate of Academic Excellence and Gold medal for coming 1st in 2nd year of Engg.
- Passed Bachelor of Engineering with First Class with Distinction
- All India Merit Scholarship in class 10 under Scholarship Scheme for Army Personnel



AMITABH SINGH



Btech in ECE

GITAM University



General Management, Consulting

Amitabh is an organised, detail oriented and conscientious person. He has the aptitude and attitude to succeed in the task undertaken and ability to adhere to stringent deadlines to deliver superior business results. His time management and self-structure have enabled him to perform effectively in diverse roles.

Work Ex: 16 months (Wipro Technologies)

- Worked as a Network Engineer at Wipro Technologies Bangalore.
- Trouble shoot to solve the customer issues and raise different fulfilment incidents.
- To act as a single point of contact between customers and technical team.
- To monitor various customer links and provide resolution.

Summer Internship: Meril Life Sciences Pvt Ltd

- Objective: Understanding the Diagnostic medical device industry and its seasonal product market, mapping the competitor's marketing strategy in the market and formulating a strategy for Meril Diagnostic seasonal rapid product.
- Outcome: Assessed the marketing strategy of 8 competitors, analysed the market of diagnostic medical device industry and recommended 12 dimensions for business development.

Position of responsibilities

- Placement Representative, IIM Bodh Gaya
- Vice Curator, Global Shapers Community, Gaya, an initiative of WEF.
- Rotary Club member, GITAM University

Achievements and other details

- Winner of GIS Wipro Table Tennis Competition and Wipro Cricket League Mysore, 2016 and represented Wipro in Corporate cricket matches.
- Represented the institute at IIM Ranchi Table Tennis Competition.
- Elected as the Vice Curator for Global Shapers Community, Gaya, an initiative of WEF.



NINAD VICHARE

**Mechanical
Engineering**

BVCOE



**Operations, Strategy,
Finance, Marketing**

An empathiser, a business enthusiast, a reader. Ninad is a career driven individual who embraces challenges and gives a 100% every time. He boasts the citizenship behaviour and is a self-starter. Ninad looks forward to be an intrepid business leader who will motivate through charisma while enacting transformational leadership.

Work Ex: 16 months (Uber)

- Lead a team of 7 PSR's for the Onboarding process at Mumbai Green Light Centre.
- Held meetings with clients with larger fleets and provided support to them after Onboarding.
- Successfully Completed Re-engagement process for the churned partners with Retrieval Rate of 55%.

Summer Internship: VLCC Wellness Centre - Vanity Cube

- Competition mapping of Beauty/Hair based on Price/Package/Product/Salary etc.
- Analysing the Customer Journey with detailed SWOT.
- Social Media Marketing and Digital plans of Vanity Cube Vs Competition.
- How to we build a robust Beautician referral programme.
- How to tap the Bridal market

Position of responsibilities

- Placement Committee Representative at IIM Bodh Gaya, 2017.
- Librarian at Bharati Vidyapeeth College of Engineering, 2010 – 14.
- POC for Finance club at IIM Bodh Gaya.

Achievements and other details

- Passed Mathematics Scholarship Exam in 2004 and 2007.
- Topper for Theory of Machines-2 in the batch of 120.

**VIVEK KUMAR RAY**

**B.Tech
(Mechanical)**

*Asansol Engineering
College*



Finance and Operations

Vivek is an academically sound student with a knack for Finance and Operations. His work experience and internships have made him an organised and punctual person with better abilities in planning and managing. His analytical approach to a problem sets him apart from others. Additionally, he is passionate about learning new technologies.

Work Ex: 17 months (Tata Consultancy Services Ltd.)

- Assisted in development of various platforms for a multinational BFSI firm
- Worked with different technologies like J2EE, Oracle, JSP, TIBCO and .NET
- Assisted in development of a loan creation and sanction portal that recorded customer information and delivered documents electronically
- Helped in designing and developing system to merge various documents into one PDF for user convenience

Summer Internship: Kotak Mahindra Bank

- To identify the business and banking requirement of companies related to export-import activities in Kolkata and recommend financial solutions to them
- To study and analyse consumer behaviour, and do a competitive analysis of the market.

Position of responsibilities

- Member of Student Regulatory Affairs Committee, IIM Bodh Gaya
- POC for Catalyst-Public Policy Club, IIM Bodh Gaya
- Was member of brochure designing team and conducted online events for Elegante'18.
- Member of FinIQs-Finance Club, and Pragati-Social Service Club

Achievements and other details

- School and City topper, State rank 8th in Maths Olympiad
- Winner of various quiz competitions and bronze medalist in 200m race.
- An avid reader and a Wikipedia editor. Knows various computer technologies



PRANAV DAUND



B.E in Extc

R.A.I.T, Mumbai



Finance and Operations

Pranav Daund aims to develop management expertise and a functional skillset with major focus on Finance and Operations. One of his distinguishing characteristics is his diverse interest and experiences. He is a value driven person having experience in working in a Global business model.

Work Ex: 22 months (Tata Consultancy Services)

- Worked in Banking and Financial Services (North America) Domain.
- Primarily worked on vbscript , UNIX, MS SQL, T24 core banking and Windows servers.
- Interacted with business clients, operations team and application vendors
- Coordinated meetings, instrumental in acquiring 2 new projects
- Automated daily activities improving operational efficiency by 75%

Summer Internship: QuantArt Market Solutions

- Worked on Foreign Exchange advisory, macroeconomic study of various sectors and strategized on new possible markets for the firm.
- Prepared a comprehensive report on FOREX crisis with focus on Indian economy with a detailed presentation and quantitative model.
- Study of Derivatives and how QuantArt uses hedging techniques to service FOREX advisory clients.
- Prepared strategy to approach potential clients in South Asian countries.
- Comprehensive report on Indian Currency covering recent trends macroeconomic factors and forecast.

Position of responsibilities

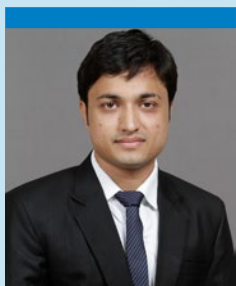
- As Treasurer of IIM Bodhgaya, - Efficiently carried out all aspects of financial administration within the student body.
- Co-ordinated inter and intra college sports events as POC of Sports committee

Achievements and other details

- Successfully completed a Live Project with GloxoSmithKline , Sept 2017
- Completed 4-day National Level advance trekking and adventure camp organized by Air India sports division, 2007
- Lead and Co-ordinated Annual dormant account closure activity and reporting to Central Bank for a client bank based in Carribean



AMIT GARG



Instrumentation and Control

NIT Jalandhar



Finance, Operations, Data Analysis

Amit Garg is passionate about his work and fulfills his responsibilities with full dedication. While he was working at Emerson, he learned the importance of working as a team and how the synergy between the team members can help the team accomplish more than everyone can achieve individually.

Work Ex: 22 months (Emerson Process Management)

- Ensuring the quality of products delivered to the customer by doing numerous tests on products
- Writing detailed test procedures to cover various functional aspects of the product
- Worked towards effective utilization of resources of OSD project; Increased efficiency by 30%

Summer Internship: Daks India Industries Pvt. Ltd.

- Analysed the procurement process and gained insights about the price trend of cotton fabric in order to better plan the procurement process.
- Worked on the inventory management system to better regulate the inventory levels in order to bring down the overall cost of inventory without disrupting the production process.

Position of responsibilities

- As a POC of Envision cell IIM BodhGaya, working towards fostering industrial relations and development of the entrepreneurial ecosystem.
- As a core member of Students council NITJ

Achievements and other details

- Currently 3rd rank holder in PGP 2017-19 batch at IIM BodhGaya.
- Completed a course on Data Analysis using MS Excel provided by Microsoft
- Won a prize worth RS.5000 in B-Plan competition while competing against 42 teams in Techniti'13 at NIT Jalandhar



PULKIT GARG

**Btech in Electronics
& Communication
Engineering**

IET Lucknow



Finance, Operations

A calm and composed person by nature, Pulkit has the zeal to learn new things. His two years of experience in Wipro Technologies has made him capable of handling complex situations. He has won 'Prodigy Award' for his outstanding contribution to his organisation. He has the ability to look at a situation from different perspectives. He possesses strong acumen for Finance and has cleared CFA Level 1.

Work Ex: 22 months (Wipro Technologies)**Responsibilities**

- Responsible for IT support and maintenance of critical Production Planning system
- Experience of working on Database Systems such as Oracle and IBM Bluemix Cloud
- Estimation of work hours for the required code change and negotiating it with clients
- Communicating with clients about difficulties faced and providing them a solution

Summer Internship: Heritage Foods Private Limited

- Project was to study the transport cost involved in the dairy supply chain
- Travelled in milk vehicles in Punjab to understand milk collection processes
- Studying the impact of using different types of vehicles on the transportation cost
- Calculation of current capacity utilisation to optimize the transportation system

Position of responsibilities

- Representative of Student Regulatory Affairs Committee in IIM Bodh Gaya
- Point of Contact for FinIQs, finance and Economics club, IIM Bodh Gaya

Achievements and other details

- Received the Prodigy Award in Wipro Technologies in Q2 FY 16'17
- Passed CFA level 1 in first attempt

**RITESH DHAKAR**

**Electronics and
Communication**

*SRM University, NCR
Campus*



Sales and Marketing

Ritesh is logical, rational and objective in approach to solving a problem. In his previous organisation, he has experience in analysing the needs of user /clients and coming up with optimal solutions to meet those needs. Ritesh always looks at the big picture, spots patterns or trends. He is a sports and fitness enthusiasts and has represented IIM BodhGaya in Cricket and Football at inter-college competitions.

Work Ex: 23 months (Infosys Ltd.)

- Worked on different domains of SAP like SAP production and quality management.
- Coordinated and attended meetings with clients to get insight about their requirements.
- Executed performance tuning and made recommendations to improve technical practices.
- Managed firm's logistics and fund during the activity as a part of firms' social commitments

Summer Internship: Meril

- Developed a understanding of seasonal medical devices industry,
- Mapped the competitors' strategy and devised a strategy for Meril diagnostics Elisa product.

Position of responsibilities

- As a member of Admissions Committee of IIM Bodh Gaya worked towards getting an extraordinary bunch of students and facilitated a smooth channel of communication between aspirants and college Administration.

Achievements and other details

- Won Gold medal in cricket in Kurushetra at SRM University Sports Festival 2013
- Participated in National Conference on Mathematical Analysis and Modelling (NCMAM)



VAIBHAV PANDEY



**B.tech-
Computer Science**

*Krishna Institute of
Engineering & Technology,
Ghaziabad*



Finance, Marketing

Vaibhav is a value-driven individual who strives to accomplish the set objectives with utmost sincerity. He is a very practical person who is result oriented. His key traits are commitment and diligence. His dedication is what sets him apart from anybody else. As the previous workplace can be considered as a testimony for this. He has inclination towards Finance and Analytics domain.

Work Ex: 22 months (MAQ Software Pvt. Ltd)

- Worked for Fortune 500 company to develop and manage their portal
- Involved in entire end to end software development cycle
- Trained new team mates and reviewed their daily code push and tasks
- Awarded the Best Year-End Rating in 2017 given to top 10% employee
- Received Spot Award for automating the production script which improve project productivity

Summer Internship: The Money Roller

- Worked as a derivative research intern InTMR.
- Performed In-depth study of Zinc commodity and NSE listed stock.
- Framed a trading strategy for a NSE listed stock futures by doing a detailed analysis about its Futures, Basis, OI and Spread.
- Strategy on stock gave annualized return of 23%.

Position of responsibilities

- Point of Contact of Strategy & Consulting club at IIM Bodhgaya
- Acquaint students about contemporary issues in strategic management

Achievements and other details

- Completed an 'Online Marketing Fundamentals' certification from Google digital
- Completed Microsoft certified Professional certification in 2016
- Among top 8 finalist (out of 550+ candidates) at 'Sanchalan' IIT Kanpur
- Secured 1st prize in Quiz-O-Thon conducted by Public policy SIG at IIM-BG
- Awarded 2nd prize in quiz conducted by Trade and Beyond at IIM-BG (August 2017)



MASNA SAI BHARATH



**B.Tech - Information
Technology**

*Gokaraju Rangaraju
Institute of Engineering
& Technology*



**Operations, Finance and
General Management**

Sai Bharath is self-driven, enthusiastic and diligent. He ensured quality deliverables and creates a positive impact always. He challenges himself by digging into the technicality on how to get it to work and getting it done right. His logical & analytical skills made him devise innovative IT solutions. His Project Management initiatives and Business level improvements were commendable. He loves playing cricket.

Work Ex: 25 months (Tata Consultancy Services Ltd)

- Offshore Team Lead - Application Maintenance & Support (AMS) InfoVista Team, ensuring more than 95% CSI and no SLA Breaches.
- Application Developer using InfoVista Toolkit 5.0 for Performance Management System (PMS) providing OSS Service Assurance to Telecommunication Domain Customers.
- Automation Support Analyst for AMS-IV which involved BAU activities, Scripting & Optimization, Debugging of client tickets and Improvement deliverables.

Summer Internship: IDBI Federal Life Insurance Co Ltd

- Comparative analysis of IDBI Life Insurance policies and various Investment tools.
- Fundamentals of Insurance Industry and Policies, Insurance Regulatory & Development Authority of India Training and Certification.
- Market Surveys (Offline & Online), Product Branding activities and Leads Conversion.

Position of responsibilities

- IT Committee Representative at IIM - Bodh Gaya
- Organising Member Eloquent National Level Fest at IIM Bodh Gaya - 2018
- Program Coordinator of Centre for United Nations (ICUN) - IYSTD - 2017
- Co-ordinator of Street Cause NGO in GRIET division 2014-15

Achievements and other details

- The Applause Award by Tata Consultancy Services Ltd in 2017
- The Best Team Award for GDC Portal by Tata Consultancy Services Ltd in 2017
- State Rank of 120/72448 in TS-ICET State Level Examination 2017



VIVEK JAIN**B.E.,E.C.E.**

Netaji Subhas Institute
of Technology, Delhi

**Finance and Strategy**

Possession of good analytical and communication skills helps Vivek in effectively optimizing his work and presenting it in all its glory. Utilising his work experience and interactive nature, he has helped IIM BG add a lot of corporates to the list of recruiters. He is also sports enthusiast with an inclination towards games like poker and snooker, that require a strong mental resolve.

Work Ex: 24 months (A&M Insurance Broker)

- Responsible for managing addition of new clients, and facilitating policy renewal of existing clients in the Automobile Segment.
- Assisted the Director to maintain relationships with 6 key clients.
- Created internal processes to reduce turnaround time for client.
- Increased the monthly automobile insurance premiums by 87.5% in a duration of 2yrs

Summer Internship: Centrum Group

- Gained experience in functioning of Centrum group. Learnt about 4 different businesses of the company in the process namely Broking, Debt, Wealth and Support.
- Tried to help all the business teams with their routine work. For instance, calculation of net cash inflow from each client individually during that financial year; pitching to HNI clients to meet with me along with associate VP, who would then push them to manage their wealth with the Centrum's help.

Position of responsibilities

- Representative of Placement Cell, IIM Bodh Gaya.
- Work includes handling corporate relations and building liaison with the industry; and ensuring that the rules and regulations governing the placement process are followed.

Achievements and other details

- Poker- Winner, Live and online tournaments. Attempted to lay out the theoretical foundation for Pot Limit Omaha playing bot.
- Interests include playing snooker, table tennis, badminton and cubing.

**SOURAV AGARWAL****B.Tech Mechanical Engineering**

IIT Roorkee

**Finance, Operations**

Sourav is a goal oriented person who is highly focused on achieving benchmarks. He has a strong analytical ability which aids him in solving complex problems. He has always received accolades for being a consistent performer. He has an adventurous spirit and likes to explore new places.

Work Ex: 25 months (PA Projects Pvt. Ltd.)

- Supervised the Mechanical Erection of Blast Furnace Project of Jindal Steel and Power Limited
- Resolved the Technical issues and oversaw the Accuracy of Calculations and Mechanical Drawings
- Monitored the Workforce and efficient Supply of Raw Materials and ensured that the Deadlines are met

Summer Internship: Heritage Foods Limited

- Visited various Chilling Centre and Plant and studied the entire process from Milk Procurement to Delivery
- Cost Analysis of all the Three Legs of Transport was done separately
- Significant Cost reductions were achieved by providing necessary recommendations

Position of responsibilities

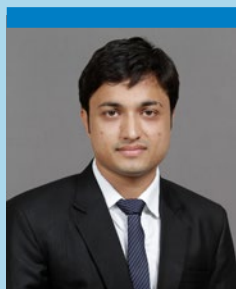
- As a member of Admissions Committee, was entrusted with the responsibility of bringing best talents to the college and assisting the aspirants with relevant information and ensuring smooth process of Admissions

Achievements and other details

- Currently the First Rank holder of the batch
- Ranked Cadet of N.C.C at IIT ROORKEE and participated in its various activities
- Secured A.I.R 79 with 99.42 percentile in 12th National Science Olympiad
- Indulges in the game of Poker and is an adventure enthusiast



PRANAV KISHOR BAVISKAR



BE (E&TC)

Sinhgad Institute of Technology, Lonavala



Finance, Data Analytics, Operation

Pranav is diligent person who understands the importance of consistency and sincerity. He is socially responsible and has worked with a lot of community organizations to achieve collective goals. He is highly interested in machine learning and automation. He has keen interest in traveling and this experience has helped him acquire a diverse view.

Work Ex: 28 months (Accenture, Stylus Events Pvt. Ltd.)

- Developed banking application software on mainframe
- Resolved incidents within SLA time and finding the permanent fix of incidents
- Worked for service requests and patch deployments according to client requirement
- Co-ordinate with UK based client's technical team to make sure smooth business run
- Developed automation tool, saving 45 minutes of daily work

Summer Internship: QuantArt Market Solutions Pvt. Ltd

- A comprehensive report on Euro Area economy: Mainly macro parameters
- Report on South Korean Won: The report was solely devoted to the South Korean currency won and how various factors affect the currency.
- Developed a vb.net macro to send mass emails.(35 leads generated)
- Sentiment Analysis using python to monitor and trade around 400 US stocks

Position of responsibilities

- Cultural Committee(2017-18 IIM BG)
- Finance Manager (e-SITizen's Club)
- Volunteer at MAHER and PBMA (Pune based blind men association)
- Member Envision Club (IIM Bodh Gaya)

Achievements and other details

- Awarded "Accenture Star Performer Award" for resolving 96% of incidents within SLA
- Received "Accenture Ace Award" for developing automation tool to reduce daily efforts
- Awarded "Certificate of Contribution" for donating more than 190 hours for CSR team



SAI PRASAD S N



B.E in Mechanical Engineering

Don Bosco Institute of Technology Bangalore



Finance, Strategy and Analytics

Being one of his kind from a modest family, Sai Prasad had no option but to be venturesome and resilient to evolve. He likes rules. But at the same time, he doesn't shy away from challenging status quo when required. He is thoughtful, industrious and candid. He is driven by optimism and curiosity. Often he is complimented as a natural leader.

Work Ex: 30 months (Tata Consultancy Services Ltd)

- Was part of a team responsible for Merger of SBI with its 5 Associate Banks
- Developed scripts to automate tasks to avoid manual error in production environment
- Worked in tandem with database, development and DR (disaster site) teams in different locations across India
- Optimized major scripts to reduce the total run time of report generation

Summer Internship: DS Group

- Forecasting and Regression Analysis for sales of "Catch Meat and Chicken Masala"
- To identify key retailers using survey data and geolocation co-ordinates and develop a mechanism to accumulate tertiary sales data. Used Tableau for the same
- Used ARIMA and Holt-Winters forecasting model for forecasting using R programming
- Project was well received by Management and was approved to implement in 40 cities

Position of responsibilities

- Representative of Placement Committee, IIM Bodh Gaya
- Lead a team of 12 for conducting online events as a part of Elegante'18
- Elected president of communication club of IIM Bodh Gaya (2017-18)
- Founded annual IPL auction event 'Pratikroza'; developed an app using VBA for event
- Co-founder of 'Dimension - The Analytics Club' of IIM Bodh Gaya

Achievements and other details

- Received awards in under graduation for securing 'First Class with Distinction' in consecutive academic years (2013,14)



ASHRAF ALI

**B.E. in Electronics and
Telecommunication
Engineering**

*K.J. Somaiya College of
Engineering*



**General Management,
Operations, Finance**

Ashraf is a very good listener. He makes sure that whatever opinions have been put forth are certainly paid attention to before taking any decision. He is a proactive team player and believes in learning and growing inclusively with the team. He loves to actively participate in college activities and contributes constructively to them. He has a keen interest in Event Management and has contributed to several social events.

Work Ex: 34 months (Infosys Ltd.)

- Requirement gathering, analysis, design, and development of BI Projects
- Requirement analysis and Functional & Technical Design document creation
- Reporting and Visualisation using IBM Cognos and Tableau for client RICOH
- Data quality check and ETL of Business data using Informatica for client ATRADIUS

Summer Internship: QuantArt Market Solutions Pvt. Ltd.

- Report on Fed Rate hike and its effect on the Global economy
- Report on Indian Rupee: What factors affect the currency
- Analysis of South Korean Economy and Chinese Economy
- B2B Marketing for QuantArt: Made an intro video for the firm

Position of responsibilities

- Editor, Newsletter, IIM Bodh Gaya
- Head, Executive Committee, Toastmasters Club, IIM Bodh Gaya
- President, Communication Club, IIM Bodh Gaya
- Head, Event Management Team, IETE, K.J. Somaiya College of Engineering
- Executive, Innovation Wing, Bloombox E-Cell, K.J. Somaiya College of Engineering

Achievements and other details

- Scholarship in HSC and SSC from Army Welfare Education Society
- Tutor: Project Smile, Kartavya, Social Wing of Bloombox, K.J. Somaiya COE
- Organised a mega fund raiser 'Gang Rush' for viable technical ideas.
- Organised events for collegiate and departmental festivals

**AKHIL PRAKASH**

**B.Tech
(Mechanical)**

*TKM College Of
Engineering*



**Marketing, Sales &
Operations**

Akhil Prakash is a proactive, result driven person who is dedicated to growth and development. In his previous job, he was highly appreciated for his performance & maintaining excellent customer relationship. He is a self starter & his skills in handling tough situations is a true indicator of his leadership skills for which he was rewarded the opportunity to head the student council of IIM Bodhgaya for the year 2018-19.

Work Ex: 55 months (KSEDC Ltd., Keltron Controls)

- Prepared monthly execution and rolling plan for Pneumatic Group based on budget.
- Executed INR 6.2 Crores worth domestic & international project in FY 2016-17.
- Coordinated manufacturing activities and reviewed & analyzed monthly production.
- Customer interactions related to order execution, customer grievance, payments.

P J VARGHESE ASSOCIATES

- Represented major general insurance companies in insurance surveys & valuations.
- Handled INR 40 Lakhs worth total loss & other claims under an A-Category surveyor.

NCK ENGINEERING PVT. LTD.

- Sales & Marketing of various Heating Ventilation & AC systems of Hitachi AC Units
- Organizing & managing client meetings & monitoring daily progress of work.

Summer Internship:**VLCC Personal Care Limited**

- Conducted market & distributor survey for market mapping & analysing performance.
- Benchmarked competition by studying VLCC & competitor staff, distributors & salons.
- Analysed margin structure, schemes & ROI of distributors of VLCC & competitors.
- Recommended good practices for ideal distributor & steps to reduce market return.

Position of responsibilities

- General Secretary (Head of Student Council) of IIM Bodhgaya for the year 2018-19.
- Treasurer of Student Council of IIM Bodhgaya for the year 2017-18.
- Head of Sponsorship committee of Elegante, the maiden fest of IIM Bodhgaya

Achievements and other details

- Gold medal winner in badminton during Elegante, inter-college fest of IIM Bodhgaya



ALUMNI TESTIMONIALS



Miraj Makadiya PGDM 2016-18

Two roads diverged in a wood and I, I took the one less travelled by, and that has made all the difference". These words from Robert Frost truly describes my experience at IIM Bodh Gaya. IIM BG has given me an invaluable and enriching experience working through case studies

and discussions on real-life business problems with professors and peers from various industries. It is the place that has given me an environment of infinite opportunities. I have made memories of a lifetime from this experience and I feel honoured to be a part of the history.



Ankita Gaurav PGDM 2016-18

I feel proud that I am a student of IIM Bodh Gaya. It is a perfect platform to polish one's skills and calibre and also nurture their talents. The college has helped me gain knowledge and solid experiences in fields of business, ethics, personality and professionalism. My doubts and queries were always welcomed by lectures and

led to healthy discussion which motivated me to develop curiosity and in-depth thinking. A Big thanks to all my faculty and friends for this amazing journey at IIM BG!



Pinky Paliwal PGDM 2016-18

In the beginning, I was very sceptical about joining IIM Bodh Gaya, but the moment I came to this college, I was met with nothing but energy and enthusiasm. It has been a great experience at IIM Bodh Gaya, be it learning new courses, interacting with faculties and guest speakers,

engaging with batch mates, getting help from our humble seniors, and enjoying with fun-loving juniors. I found the environment at IIM Bodh Gaya very supportive and conducive to intellectual thinking and learning, which significantly contributed towards my success. To anyone thinking about making into IIM Bodh Gaya, I'd say 'just go for it', because it's well worth it in the end.



Dnyaneshwar Karande PGDM 2016-18

I started this journey of management education at IIM Bodh Gaya with full scepticism as I was getting into a new IIM which is still in the recognition of industry; an IIM whose intelligent students were yet to prove their skills in the corporate world. However, on the other hand, my inner instincts were compelling me to ride on this bumpy path.

It would be of no surprise to say that the journey at IIM Bodh Gaya has uplifted me not only in terms of inculcating management education but also in overall personal development too. There are so many lessons that I learned by remaining in this cloud of wonderful, intellectual students with diverse backgrounds.

The crucible of Buddhism, Bodhgaya was where Prince Siddhartha attained enlightenment beneath a bodhi tree 2600 years ago and became Buddha (the 'Awakened One'). In terms of blessedness, this tiny temple town is to Buddhists what Mecca is to Muslims. Bodh Gaya lies 13 km. south of Gaya beside the river Phalgu. At the centre of the Bodh Gaya stands the elegant Mahabodhi Temple, rising to the lofty height of 55 metres. Inside the temple, a single chamber holds a large glided image of the Buddha.

At the rear of the temple to the west lies the large Bodhi tree beneath which the Buddha gained nirvana.

In Bodh Gaya, almost every nation with a Buddhist following has its own monasteries – Bhutan, China, Japan, Myanmar, Nepal, Sri Lanka, Cambodia, Thailand, etc. Besides, there are monasteries belonging to the lesser known sects of Indian Buddhism. All these are within an easy walking distance of the Mahabodhi temple. Each temple has its own architectural style. Each offers visitors a unique opportunity to peek into different Buddhist cultures and compare architectural styles.

The Indosan Nipponji Temple is an exercise in quiet Japanese understatement compared to the richly presented Bhutanese Monastery nearby, which houses some wonderfully colourful and intricate frescoes. The most impressive of all the modern monasteries is the Tergar Monastery of the Karmapa school of Tibetan Buddhism. It's a glory of Tibetan decorative arts that will leave you slack-jawed as you enter. A none-too-distant runner-up is the impressive Thai Temple, a brightly coloured wat with gold leaf shimmering from its arched rooftop and manicured gardens. Meditation sessions are held here mornings and evenings. The Tibetan Karma Temple, with double-dragon brass door knockers, and Namgyal Monastery, contain large prayer wheels. Monasteries are open sunrise to sunset. Bodh Gaya attracts thousands of pilgrims from around the world every year, who come for prayer, study and meditation. They spend weeks, even months here, practising meditation techniques or enrolling for introductory courses in Buddhist teachings or learning to read Pali, the language of the ancient commoners and of the Buddha.



ABOUT BODH GAYA





Air: Bodh Gaya has an international airport served by Druk Air, Thai Airways and Air India. Alternatively, one can fly to Patna (110 km away) and take a train, luxury bus, or a taxi to reach Bodh Gaya. The nearest airport is at Gaya 7 Kms and Patna 135 kms. Indian Airlines and Sahara Airlines connect Patna to Calcutta, Bombay, Delhi, Ranchi, Lucknow and various other cities.

Road: Bodh Gaya is well connected by road to Gaya (17km), Nalanda (101 km), Rajgir (78 km), Patna (135km), Varanasi (252 km), Calcutta (495km)

HOW TO REACH



Local Transport: Taxis, Tongas, Auto Rickshaws, Cycle Rickshaws are available.

Bus: Regular direct bus services are available from Gaya, Patna, Nalanda, Rajgir, Varanasi. Bihar State Tourism Development Corporation run buses from Patna- Bodh Gaya route twice a day.



Rail: Gaya is a major Railway junction on the Grand Chord line served by express, superfast and Rajdhani express trains. The nearest railway station is Gaya (17km).



PLACEMENT TEAM

Senior Placement Team:

Amitabh Singh : +919969277433
Kshitij Magre : +919752728346
Sai Prasad S N : +919620539969
Vivek Jain : +919650117754

Junior placement Team:

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Shubham Motiwale : +917506635757
Vipul Pandey : +918587802807