

## Profile of Gold Medalists 2014

Ritesh Agarwal Academic highlights (scholarships received, papers presented at conferences, projects undertaken, contests etc.):

### Academics and Scholarships

- First Rank in the PGP 2012-14 batch at the end of the first year, topped section D in all three terms
- Awarded the Aditya Birla Scholarship 2012 and The Ratan Tata Scholarship 2013
- Final CGPA of 3.86 / 4.00 Competitions won at National and International Level:- National events: Stood first in IIM Kozhikode strategy event, IIM Kashipur entrepreneurship event, eBay business strategy case competition, IIMB Vista Excelsior Marketing, IIMB Vista EMX Product Guru. National Second and Campus First in CK Birla case event. Second in IIMB Vista Mark Guru and third in IIMB Vista Trojan horse
- International level events: Won second place in Consilium- an international consulting case event organized by ISB Hyderabad. We were the 45th finalist among the 300 teams participating in the case event organized by National University of Singapore Areas of Concentration (Specialization): At IIMB, I have developed a keen interest in Marketing, and have taken-up as many Marketing electives as possible. Networking (club & organization memberships, social media highlights - blogs, etc.): Sr. Coordinator and Vertical Head, Students Cultural Committee

Headed the Events Vertical in the Students' Cultural Committee, and was instrumental in scaling Unmaad 2014 to new heights. Senior Coordinator, Dance Club - Taal As a Senior Coordinator in Taal, I played a pivotal role in the dance scene at IIMB. Coordinator, Consulting Club - ICONI sourced industry projects and organized case competitions for the students. Career highlights: At ITC Limited, I worked as a Divisional Coordinator for a large scale modernization project in the Tobacco Division from 2010-2012, and was rated Outstanding (5/5) for my performance. I interned at The Boston Consulting Group during Summer Placements 2013, where I developed a market entry strategy for a large company, and was offered a Pre Placement Offer based on my performance. I will be joining The Boston Consulting Group this year as a Senior Associate. Volunteer work:- Volunteered for One Day @ IIMB initiative conducted by Vikasana, wherein I visited small schools in Bangalore to distribute books on behalf of the DMLs of IIM Bangalore

- Actively promoted several social causes in my capacity as the head of events at Unmaad, in the form of Rang De Pledge, Support for CRY foundation, Tatvaah for women empowerment, sponsored performance by kids in tie up with an NGO

- Tutor for Managerial Economics course under Professor Gopal Naik.

- Volunteered for the hospitality team during final placements of the senior batch (PGP 2011 - 13)Additional Information:- Hometown - Siliguri, a small town in the Darjeeling District of West Bengal
- Electrical Engineering from IIT Bombay
- Schooling in Siliguri, West BengalIshan VishnoiAcademic highlights (scholarships received, papers presented at conferences, projects undertaken, contests etc.):- Awarded Director's Merit List Award for being in the top 5% of the batch in PGP 2012-2014 batch.
- Awarded Section Topper (Section E) for three consecutive terms (Term 1, Term 2, Term 3) in 2012-2013.
- Selected from the PGP 2012-2014 batch for the award of the Ratan Tata Scholarship, 2013.
- Selected (team of 3) to represent IIM Bangalore at Consilium - international case competition at ISB, Hyderabad, and came third.
- Winner (team of 3) in national case competition at Backwaters - IIM Kozhikode's national management festival, 2013.
- Winner (team of 4) in EMX Product Guru - case competition organized during Vista 2013, conceptualized innovative business applications for Rice Husk Ash.
- First Runner up (team of 4) in StratQ - national case competition conducted by C.K. Birla group; Winner of campus round at IIM Bangalore, 2013.
- Winner (team of 3) in case competition conducted by Ebay at IIM Bangalore, 2013.
- Selected among the top 15 teams in the world for Cerebration - international case competition conducted by National University of Singapore for conceptualized new marketing strategy for Lenovo.Areas of Concentration (Specialization):Strategy & FinanceNetworking (club & organization memberships, social media highlights - blogs, etc.):- Team Leader, Sponsorship Team - Cultural Committee, involved in handling the entire sponsorship for Unmaad 2014
  - a. Instrumental in increasing the sponsorship for Unmaad by 33% compared to 2012.
  - b. Core organizing team member for Unmaad 2014, involved in various crucial decisions.
  - c. Organizing team member for Flash 5K run - Night Marathon Run in association with Milind Soman during Unmaad 2014.
  - d. Worked as Junior Coordinator in the Sponsorship vertical of the Cultural Committee for Unmaad 2013.
- Senior Coordinator, ICON - Consulting Club of IIM Bangalore, involved in procuring and handling 6 projects for the students

a. Conceptualized and organized IConClave 2014 - IIM Bangalore's national strategy symposium where 20+ colleges participated across India.

b. Part of a live project team that worked on redesigning the marketing strategy of a major women fitness chain in Bangalore.

c. Worked as a Junior Coordinator in ICON during the year 2012-2013.

d. Maintain a blog for random musings: [www.kuchlikhnekadilkiya.blogspot.com](http://www.kuchlikhnekadilkiya.blogspot.com) Career highlights:- Selected for internship at Boston Consulting Group (April-May, 2013), awarded Pre-placement Offer.

- Worked as software developer for 10 months at Oracle India Pvt. Ltd., Bangalore.

- Awarded silver medal at BITS Pilani- K.K.Birla Goa Campus (B.E (Hons) in Computer Science) for securing Second rank in the batch of 2011.

- Awarded merit scholarship (100% fee waiver) for 4 consecutive years for being in top 10 out of class of 600+ at BITS Pilani K.K. Birla Goa Campus.

- Awarded Dhirubhai Ambani scholarship for being ranked Second in state in CBSE 12th Board Examination.

- Recognized as NTSE Scholar by Govt. of India in 2005 Volunteer work:- Donated 100% of book grant received as a part of the DML award to Vikasana - social service initiative of IIM Bangalore; grant used for procuring books for under-privileged students in Bangalore.

- Volunteered for mentoring and helping students of the PGP 2013-2015 batch in academics

- Volunteered for taking tutorials for PGP 2013-2015 batch in Financial Accounting.

- Moderated and organized the panel discussion on "Future of Managerial Careers" for the PGP 2012-2014 students during the Reorientation programme; panellists included Prof. J Ramachandran, Mr. Aarif Aziz (General Manager - HR, GE) and Dr. Vishal Shah (Leadership Team, Wipro).

- Conducted workshops on "How to crack consulting interviews?" for the PGP 2013-2015 batch students for preparing them for Summer Placements 2013.

- Helped in conceptualizing "One Day at IIMB - Junior" with Vikasana for under-privileged children in Bangalore during Unmaad 2014.

- Volunteered as a part of the Hospitality team during Summer Placements 2012, Final Placements 2013, Summer Placements 2013 and Final Placements 2014. Additional Information: Dance- Winner of dance competition at IIMB's Got Talent - Inter section cultural competition, 2012.

- Choreographed and represented IIM Bangalore in Footloose - national group dance competition at Unmaad 2013, awarded Fourth place out of 30+ teams. Drama- Portrayed the character of Agashe from

the play "Party", written by Mahesh Eklunchwar, in the first ever commercial IIMB's dramatics performance at Alliance De Francaise in 2013

- 1/20 selected from IIM Bangalore for immersive theatre workshop conducted by German experimental theatre group 'Flintheatre', conceptualized and performed a play on 'Life at IIMB' in front of faculty and students of IIM Bangalore  
Others  
1. Awarded First Runner-up at national debating competition 'Drishtikone' as part of Vista 2013

2. Awarded Second place (IIM Bangalore Fashion Team) at national Fashion Show event at Unmaad 2013; designed, choreographed and walked for the team in the event

3. Passionate about Disc Jockeying (DJing), have performed as a DJ in campus on 6 occasions  
Bhuvana Ramachandran  
Areas of Concentration (Specialization): Marketing & Strategy  
International exposure (onsite or offshore): Regional marketing for countries in the APAC region  
Current Profile: Product Marketing Manager in Cisco Systems  
Career highlights: Telecom industry: Worked in technology and management positions in startups and MNCs.  
Shamik Bhattacharya  
Academic highlights (scholarships received, papers presented at conferences, projects undertaken, contests etc.):  
- Second Rank in PGSEM 2011 batch

- Awarded Director's Merit List

- Second Rank all over IIM (PGP, PGSEM all batches) for Student Exchange Programme 2012

- Selected for top Exchange University - London Business School (International Exchange 2013)  
Networking (club & organization memberships, social media highlights - blogs, etc.):  
- Founder of 'PGSEM Friendship Cup' event - spearheaded planning to execution with 13 volunteers. Recorded 78 participants across PGSEM alumni- 2011, 2012, 2013 batch

- Initiated PGSEM 2011 Class Outing (1 day event @ MangoMist)

- Memento distribution to PGSEM administration office (December 2013)

- Integral member of Peהל 2011- Presentation team

- VISTA 2012 - Corporate Czar 2012 Finalist (presentation - Microsoft, Apple & Nokia - winning strategy)

- Finalist at CSITM 2012 - 'Business Idea for connecting the masses' event

- Participated in Next Big Idea 2013 Business Idea Competition organized by NSRCEL

- Represented IIMB (Guide: Professor Kanagal) in LIME Case Competition organized by Unilever

- Ranked Seventh in Eximius 2012, 2013 - Beat The Market competition  
Publication:- Co-authored the paper - 'Benefiting the two worlds - Winning the supply chain' - Integrated supply chain with web based customer interface

-Represented IIMB at the London Business School and wrote a short story on life at IIMB making the school attractive for exchange students from LBS.

- NASSCOM Product Conclave - product leadership conference 2013 - Marketing Track member (in collaboration with NASSCOM - IIMB participant) Volunteer Work:- Offered project work for PGP 2012 batch participants - PiE program (Collaboration with NSRCEL)

- Guided junior batch (2012, 2013) with Exchange Program information and selection.

- Connecting batch members for cultural events & informal batch photographs (for year book)

- Graduation Dinner & Farewell - Co-ordination & Planning Administrative Responsibilities:- Elected in PGSEM SAC 2013 Elections - SAC Advisor (current SAC member)

- PGSEM Alumni Connect & Tech Talk Series - SAC initiative (member)

- PGSEM BnCC member (Branding & Communications Cell - 2011)

- London Business School Club Affiliation: VP, Partnerships - India Business Forum

Club. Entrepreneurship: Co-founded 3 companies - 'smsllp.com', 'Vogue24x7', 'Envisage Studio' Additional Information:- Captained and won PGSEM House Cup 2011 (19 member team)

- PGSEM Friendship Cup 2014 - 2 Gold Medals (Cricket, Volleyball), 2 Silver Medals (Badminton, Basketball) Rajnish Kumar Sinha Academic highlights (scholarships received, papers presented at conferences, projects undertaken, contests etc.): - BE in Mechanical Engineering from NIT Allahabad and M.Tech from IIT Delhi

- Self-authored paper 'Changing public policy paradigms on Government Procurements' was presented at Maxwell School of Public Policy (Syracuse University, USA) in 2012.

- Another of my paper 'Strategies for PPP's for Indian Railways' was selected for presentation at the annual day of IRILMM, New Delhi in 2007 Areas of Concentration (Specialization): An Indian Railway Officer (of the level of Joint Secretary to Govt. of India) specialized in Procurement. Networking (club & organization memberships, social media highlights - blogs, etc.): A Member of Indian Railway Institute of Logistics and Materials Management International exposure (onsite or offshore): Visited Germany, France, South Africa, Singapore, Malaysia, and the USA on official assignments and have been trained at institutions like INSEAD and HEC. Career highlights: - Handled some of the largest contracts entered by Indian Railways like new design high powered locomotives and lightweight weight coaches.

- Responsible for procurements of drugs and pharmaceuticals under World Bank funding for national health programs like National Rural Health Mission (NRHM) and Reproductive and Child Health (RCH) and Pulse Polio.

- Part of the team which implemented electronic procurement technology on Indian Railways. Chirag Sanghani Academic highlights (scholarships received, papers presented at conferences, projects

undertaken, contests etc.): - Gold Medalist and Merit Scholar in Executive Post Graduate Programme in Management

- Stood Third (B.E. Information Technology) in University of Mumbai. Ranked First in the college all the four years

- Merit Scholarship at IIM Bangalore

- J.R.D Tata and Ratan Tata Scholarships for Engineering

- Led the international consulting assignment for Siemens, Singapore to design the business model and Go-To-Market strategy for penetrating the Energy Efficiency Market

- Product Strategy and Marketing for TataSky DTH product portfolio w.r.t upcoming digitization phase and competition from DTH players and Digital Cable operators.

- Designed growth strategies of Mahindra & Mahindra group by leveraging its corporate advantage and analyzing the key diversifications (M&A, alliances)

- Evaluated B2B marketing strategies and its effectiveness against established & proven B2B marketing models of IT services company

- Marketing Research (Primary and Secondary) on Mini-SUV Segment in India identifying the need, comparative evaluation of offerings and recommended marketing communication for Ford Eco-Sport

- Selected for Google Get.Set.Online 2013 programme & case competition which focused on Digital advertising sales and marketing operations  
Areas of Concentration (Specialization): Strategy and Marketing  
Networking (club & organization memberships, social media highlights - blogs, etc.): Member of the Conquest Club at IIM Bangalore  
International exposure (onsite or offshore): - USA (California, Chicago, Michigan)

- Switzerland (Zug, Zurich)

- Singapore Consulting, Primary and Secondary Research for Business Plan and Go-To-Market Strategy.

Pre-sales and Pursuit management for prospects

Program Status Updates, Review and Planning Meetings

Project Delivery and Knowledge Transition & Sign-Offs  
Career highlights: Global experience in business development, consulting, R&D and product engineering for multiple Fortune 50 companies

Business Development and Consulting - Managed cross-functional teams including sales, solutions and delivery for pursuits ranging \$0.1M - \$35M across US, UK and Japan with ~60% win rate.

- Led embedded engineering solution team for annual business planning, solution strategy, proactive selling, analyst interactions, etc. in consumer electronics and automotive domains
- Played key role in incubating new mobility offering - creation of solutions, business model, and go-to-market strategy resulting in \$0.5M+ revenue in year 1
- Delivery Management- Led India operations (25+ members and ~\$2M/year) of global program across 3 countries (using Agile methodology) for a German multinational engineering and electronics conglomerate
- Distinguished Achievements- Mentored by top management (CXO's) in Fast Track program (~50 of 27000 employees) since 2010 for next generation leadership roles
- Promoted 5 times in 9 years (~4 years ahead of batch mates) for consistent top 5% performance

#### Key Competencies

Client Liaison and Relationships Embedded product engineering Agility and Adaptability

Proposals & Client Presentations      Mobile applications      Financial and Business acumen

Solutions & Architecture      Agile (Scrum) Development      Persuasion and Negotiation

Volunteer work:- Counselor, Mentor & Panelist at Vrajsukh charitable trust - awarding scholarships for undergraduate students

- Volunteer at Jain Youth Group - supporting homeless & street dwellers

- Actively Participated in Prayas Day including 'Jaipur Foot Camp', 'Eye Donation Camp' and 'Blood Donation Camp' at IIM Bangalore.