A NEW ERA OF LEADERSHIP

ONE-YEAR FULL-TIME MANAGEMENT PROGRAMME FOR EXECUTIVES

PGDEx-VLFM Placement Brochure 2021-2022
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About NITIE, Mumbai

Growing steadfast, under the close mentorship of Ministry of Education, NITIE Mumbai, known as the "Mecca of Supply Chain and Operations", is one of the centers of excellence for Supply Chain and Logistics Management.

Established in 1963, under the aegis of The United Nations Development Programme (UNDP) and the International Labour Organization (ILO), National Institute of Industrial Engineering (NITIE) has been vehemently contributing towards the development of the Industrial sectors in India.

NITIE is an autonomous institution under the Ministry of Education, Government of India, administered through a Board of Governors representing industry, government, labor & professional bodies. With over five decades of affiliation with the industry, NITIE has emerged as one of India’s Ivy-League B-school and has been declared as an Institute of National Importance.

NITIE Rankings

NITIE has been consistently ranked among the top B-School in the country

- **12** Nirf Rank in Management Education 2021
- **68** Impact Ranking (World) in Times Higher Education (THE) 2021
- **3** Impact Ranking (India) in Times Higher Education (THE) 2021
IIT Delhi, established in 1959, is one of the premier engineering institutes in India. Engineering & Technology is IIT Delhi’s strongest field and the Institute has been consistently ranked among the top 70 education institutions globally and top 3 domestically in this category. IIT Delhi has been acknowledged as the center of excellence by the Ministry of Education. It aims to create an ambiance in which new ideas and creativity flourish, thus, promoting research and scholarship to create leaders and innovators of tomorrow.

The institute aims to contribute to India and the world through excellence in scientific and technical education and research, to serve as a valuable resource for industry and society, and remain a source of pride for all Indians.

### IIT Rankings

IIT Delhi featured among the top-100 world institutions for four of its academic programmes in the Engineering

- **2** NIRF Ranking 2021- Technical
- **5** NIRF Ranking 2021 - Management
PGDEx – VLFM is a one-year full-time residential executive Management Diploma Programme jointly conducted by NITIE Mumbai and IIT Delhi to groom the emerging leaders for mid and senior-level Managerial positions. The products of this programme shall be the change drivers, who would provide the strategic impetus over a wide range of verticals such as Operations & Supply Chain Management, Strategic Planning, Business Excellence, Digital transformation, and World-Class manufacturing.

PGDEx – VLFM is a unique programme with rigorous curriculum to build a pool of techno-managerial leaders who can transform India’s manufacturing sector. The programme thrives on peer-learning pedagogy focusing on management, manufacturing technology and leadership. This programme is designed to enable our participants to be adequately equipped and empowered with knowledge and skillsets to have a competitive advantage in the volatile, uncertain, complex, and ambiguous business environment. In addition, the programme creates a government-industry-academia significantly contributing to the Make in India initiative and making India truly Atmanirbhar.

This programme is designed with a philosophy of proactive approach to develop leadership and managerial skills, becoming change agents and globally competitive by leading breakthroughs. It acts as catalyst to create cutting edge manufacturing culture with a focus on inclusive growth.

National and the global economies are facing challenges on a scale we haven’t seen in nearly a century. Amidst the pandemic, the world is moving towards a new era of manufacturing renaissance. The nation is eying to become a global leader by increasing the manufacturing sector’s contribution to national GDP at a growth rate of 25% by 2025, where the new generation of leaders with a vision to envisage the industry needs and zeal to propel the market will play a pivotal role.
The eligible candidates should apply online and register themselves on the Admission Portal.

The selection procedure is a rigorous three-stage process that includes Online application (Leadership Profiling), Aptitude Test and Personal Interview.

Date of selection process will be declared on the admission portal.

Applicants will have to submit a SOP (Statement of Purpose) and two LORs (Letter of Recommendation) along with detailed application form.

Shortlisted applicants will be called for an aptitude test and personal interview conducted by the panel of NITIE Mumbai and IIT Delhi faculty members.

Candidates are evaluated on several parameters (e.g., Industrial background, Domain expertise, progression in career, leadership potential, professional aspirations, academic preparedness, accomplishment, and interpersonal skills) to assess their fitment for the programme.

Final selected candidates will be informed via admission portal.
Director's Message

Prof. Manoj Tiwari - Director, NITIE

National Institute of Industrial Engineering (NITIE) was established in 1963 and has been the pioneer in providing best quality education and training in the field of Industrial Engineering. Since its inception, it has never been on the back foot in delivering to the ever changing needs of the modern industry and has constantly evolved to tackle the complex challenges in the industry through a thriving industry-academia interaction. The diverse engineering backgrounds, from which the students come from, enable them in possessing a cross-functional outlook and in having the aptitude, attitude and determination to succeed at the highest level. I’m indeed happy to introduce you to a very unique program that blends the technology and management aspects in the right proportion to nurture the aspiring professionals to become the next generation game changers of the manufacturing and its associated sectors. With its rich expertise and legacy in providing world class management education NITIE, in collaboration with IIT Delhi, launched a one-year full-time residential Post Graduate Program for Executives-Visionary Leadership for Manufacturing (PGDEX-VLFM) for mid and senior level managers. This program is launched under the Government of India's VLFM initiative driven by the recommendations of National Manufacturing Competitiveness Council (NMCC), Ministry of Education and Confederation of Indian Industries (CII) to contribute to the manufacturing renaissance of the nation. Participants of this course will obtain proficiency in the latest tools and techniques used for enhancing and improving Industrial productivity.

The uniqueness of this program lies in the amalgamation of “Breakthrough Management” and “Five-Step Discovery Process” envisaged by Padmashri Prof. Shoji Shiba along with NITIE’s trademark management approach and latest technological advancements in the manufacturing domains from the stalwarts of IIT Delhi. Thus, development of multiple competencies in students helps them carve a unique identity of their own to fit into the techno-managerial roles and establish them as assets to the organizations they work for as they strive for “Triple Bottom Line”. NITIE is not just an educational institution; it’s an experience that is to be relished all throughout life. The Class of 2021-22 (an average experience of 7.8 years) has been selected on the basis of academic merit and professional achievements through a rigorous admission process aimed at bringing in diversification among the peer group of potential leaders to ensure an effective knowledge sharing environment. The current batch of young leaders worked in executive and managerial roles in industries. I am confident that these young leaders equipped with an enhanced functional expertise and competitive skill set for the upcoming challenges would vibrantly flourish in this dynamic market scenario. By wishing them very great success, I invite you to read this brochure and contribute towards the transformation of their career course and the nation's growth.
It gives me immense pleasure to present to you the Participants of our one-year full-time Executive Programme PGDEx-VLFM of the year 2021-2022. Indian Institute of Technology, Delhi is one of the finest institutions in India, an institution that is ranked among the top 50 in the world for Engineering & Technology in the recent QS world subject rankings.

At IIT Delhi, we are committed to playing a key role in creating an ambience for the creation of new ideas, knowledge and executives who will be market leaders of tomorrow. In doing so, we hope to make significant contributions to the development of the country and to the improvement in quality of life of its citizens. At IIT Delhi we have adopted a simple philosophy: Get the brilliant minds, create the right atmosphere for them to flourish and then step back and watch them grow into visionary leaders.

This ensures that our students are groomed to become successful leaders with competence, commitment and conscience. I am certain they will be able to add significant value to your organization. At IIT D, we guide our students with industry-ready course curriculum, interactive classes, and a peer-to-peer learning environment with a great emphasis on cutting edge technological theories and practice and management aspects.

Our PGDEX-VLFM students have come from diverse fields, bringing with them a rich and varied industry experience of at least 5 years. So with their experience, they should be industry ready to take up any assignment in your organization.

I heartily welcome both the recruiters and our executive students to come and get the best out of each other. Through this brochure, I offer a special invitation to all organizations and corporations! Do Come to the campus and test our budding talents, who know and expect nothing less than the best and are not afraid of any realistic challenge. I hope that together firms and our students will create synergies like never before.
Dean's Message (Student Affairs)

Prof. Hema Date - NITIE

As an institute, NITIE has never compromised on its mission of knowledge led productivity growth. The unwavering spirit and continued endeavour of being a symbol of excellence has been the consistent reason for the institute being ranked among the elite business schools of the country. Adapting to the dynamic pace of industry, designing a suitable pedagogy that meets the industry needs and producing world class leaders has always been our forte. With Government of India’s growing emphasis on manufacturing sector in boosting nation’s growth trajectory, our Post Graduate Programme for Executives – Visionary Leaders for Manufacturing (PGDEx- VLFM) stands out as a viable solution to cater to the increasing demand of techno managerial roles to keep up with the pace of industrial growth. With the right mix of NITIE’s managerial outlook and IIT Delhi’s technological inputs enhanced with the participant’s domain diversification, I believe this programme would become much more relevant in the days to come. NITIE has exceptionally churned excellence in all domains of Post Graduate education ever since its inception and certainly, PGDEx-VLFM Class of 2022 are in line with rich tradition of the yesteryears. On behalf of the entire NITIE community, I would like to show my gratitude to the recruitment partners for their participation and continued trust shown in our faculty leaders of the country.

I wish the class of 2022 for a successful career ahead and I am confident that they live up to the legacy that our institutecarries and ensures to take it a notch higher in future.

Dean's Message (Academics)

Prof. Shankar Murthy - NITIE

Explosive growth of technology and applications across different industry sectors world over are leading to a need for matching competencies. Hence, to meet the future’s challenges the education system needs to be supported with culture that primarily mimics the way organizations think, behave and work. Nurturing an environment that continually introduces new ideas or ways of thinking and then translates them into action to solve specific problems or seize new opportunities is very critical for a student’s growth. Meeting these requirements and building a culture of innovation in institutes nowadays is incredibly challenging. In this context, it brings me immense pleasure to introduce you to our unique and futuristic Post Graduate Programme for Executives—Visionary Leadership for Manufacturing (PGDEx-VLFM), a one-year full-time residential programme, jointly offered by NITIE and IIT Delhi under the aegis of Ministry of Education. This programme offers integration of learning and practice at all stages which enables the participants to learn in the best possible way. The participants are offered rigorous, multidisciplinary courses in management and technology at both of these premier institutes along with industry interactions and seminars from thought leaders in wide variety of firms in manufacturing and its allied sectors. This course is designed to be challenging with as much as 1000+ contact hours in one year. I am confident the participants of this course will be partners in your long-term future growth of the organization and fittingly contribute to the manufacturing renaissance that is to happen in the days to come.

Dean's Message (Alum Affairs)

Prof. Shirish Sangle - NITIE

The VLFM programme was started for executives with work experience who are looking for a leapfrogging in their career. National Institute of Industrial Engineering (NITIE) along with IIT Delhi have started PGDEx-VLFM program in 2017 with the vision to create visionary leaders who would drive the manufacturing industry with their enhanced techno-managerial skills.

The uniqueness of this programme stems from the “Do & Demonstrate” philosophy or the 70/30 principle that focuses on skill building rather than conceptual training alone and targets mindset change rather than tools and techniques only. PGDEx-VLFM is a one-year full-time residential executive diploma program jointly conducted by NITIE Mumbai and IIT Delhi to groom the emerging leaders for mid and senior-level Managerial positions. I wish them a great success always to walk the glory road and the highest of hopes, to the windows of opportunities towards transformation of their career course and the nation’s growth.
Dean’s Message (SIRC)
Prof. Vivekanand B. Khanapuri- NITIE

Over the years, since its inception, NITIE has evolved as one of the premier institutes in India with a vision to become the thought leader in Industrial engineering education and research and be a partner in the manufacturing renaissance of the nation. In line with its vision, the Institute launched a one year PGDEx-VLFM program in 2017 to create visionary leaders who would drive the manufacturing industry with their enhanced technon- managerial skills.

As India marches ahead with digital technologies & implementation of Industry 4.0 across the industry, this program at NITIE Mumbai & IIT Delhi offers state of art expertise on the latest evolution taking place all over the globe. By gaining this profound insight, the upcoming leaders would surely pave the way for a better & progressive tomorrow.

Our PGDEx-VLFM, class of 2022 boasts of 20 aspiring leaders with rich domain expertise over diversified backgrounds like oil and gas, power, metals, and mining, white goods products, automobile, consulting, etc. And here at NITIE, they are being groomed to exploit opportunities & explore the uncharted territory and contribute their best efforts.

I am sure that these aspiring leaders will provide the required impetus in achieving the mission of your organization. I am confident that these young leaders are equipped with an enhanced functional expertise and competitive skill set for the upcoming challenges and would vibrantly flourish in this dynamic market scenario. I wish them great success and extend you the invitation to go through this brochure and contribute towards the transformation of their career course and the nation’s growth.

Associate Dean’s Message (Placement and Branding)
Prof. Rauf Iqbal- NITIE

Having an aim to become a successful leader in today’s complex and competitive world coupled with the ‘Make in India’ movement, there is a need to focus on excellence in Supply chain operations and manufacturing, not only to cater for growing domestic needs but also to establish as a front runner in the international market. There is a dearth of industry leaders who have advanced knowledge in operations and possess a high ability to manage and motivate individuals and teams from diverse cultures and backgrounds to excel in business.

The VLFM programme offered by NITIE Mumbai jointly with IIT Delhi molds today's engineers into tomorrow’s global leaders who can initiate, define, design, and lead to business excellence applying next generation concepts and technology. The takeaway of the programme is an infusion of advanced concepts, tools and techniques of management into the mind of the students that enable them to face the diverse business challenges. The programme also includes lectures by international experts in supply chain, authenticity and leadership to enrich knowledge on contemporary issues in the rapidly evolving global landscape. The programme benefits the students in securing a pivotal role in the organization with greater leadership quality and wider and rapid career growth advancements.

We have cherry-picked experienced young minds and nurtured them into high-potential talent who are authentic, capable, multi-dimensional, and grounded in core values, who can hit the ground running. I can confidently say that our VLFM batch has exceeded our expectations and am sure that they will excel in the roles they take up in the future.
PGDEx-VLFM, a one-year full-time residential post graduate programme for experienced professionals, distinctively aims to drive the upcoming manufacturing renaissance of our nation. Embedded within the programme is a perfect amalgamation of NITIE’s specialized management approach and IIT Delhi’s distinguished technical knowhow. This programme provides a blend of experimental and live industrial approach to create future leaders that strive to drive the next generation digital manufacturing and enable them to impact creating factors in the Industry 4.0 while aiming for “Triple Bottom Line”.

Government of India’s VLFM initiative aims to create the new age market leaders to drive the manufacturing sector, which is recognized as a key thrust area in 12th Five Year Plan (2012 -2017). This programme has been designed at NITIE and IIT Delhi to kindle the spark of leadership and create an environment for manufacturing innovation. The curriculum is strengthened with theories, tools and models of “Breakthrough Management Approach” and “Five Step Discovery Process” envisaged by Padmashri Prof. Shoji Shiba with gurukul workshop-oriented learning from CII, domestic and international industrial visits and an 8-week summer internship programme. It not only brings about a change in the thought process from small m to big M but also provides a vision to look at the invisible future through the third eye.

Technocrats with 5-12 years of domain expertise in large scale manufacturing sectors have been handpicked through a rigorous selection procedure that involves their evaluation based on multiple parameters like academic background, professional achievements, Essays, and recommendations through industry experts. This process again is followed by a screening examination consisting of analytical case studies and thorough personal interview by a panel of academic & industry experts to assess the participant’s attitude, aptitude, and appetite to learn the process of evolution and transformation.

With the spirit of “Atma Nirbhar” that is now sought to be infused, I am hopeful that these emerging leaders will transform to become the next generation visionaries and aid the process of nation’s transformation.

We extend a warm welcome to you for another season of successful recruitments and interactions with our participants of PGDEx-VLFM program. This distinct program that is envisaged with the vision to create potential impact makers in the rapidly growing manufacturing and allied domains, poses to be a vibrant prospect for the future in the light of the government identifying it as a key thrust area to boost the nation’s economic growth.

This program seems even more relevant to the needs of the industry with initiatives such as “Make in India” trying to pace up the growth of the manufacturing sector. We have taken utmost care in selecting the best candidates from the pool of enthusiastic professionals enriched with excellent domain expertise to bring out the best possible diversity and quality to this Class of 2022. The well structured course curriculum, which is further enhanced with the insights from faculty of NITIE and IIT Delhi, is bound to prepare the participants for the challenges that come their way and enable them to be the change agents they are expected to be. With an average age of 29.5 years and an average experience of 7.8 years, Class of 2022 symbolizes the experienced young generation. I am sure they will be able to match your interests with the right combination of technical and managerial skills. I confidently invite you for an impactful interaction with this Class of 2022. We wish to extend our full cooperation in this regard and expect your insights and feedback to take this program a notch higher in coming times. Hoping for a memorable association with you.
Message from the HOD (Mechanical)
Prof. M.R.Ravi - IIT Delhi

It's an immense pleasure to introduce the 2021-22 batch of PGDEx-VLFM, the one-year full-time Executive Post Graduate Diploma Programme in Visionary Leadership For Manufacturing. The 2021-22 batch of PGDEx-VLFM encompasses of a distinct group of 20 high eminence well-experienced professionals, all from engineering backgrounds, diverse functional roles, and diverse industries. Our PGDEx-VLFM programme prepares students to become management leaders in future as academic curriculum, combined with rigorous research inputs by our outstanding faculty. Businesses nowadays are facing more and more competition in the data driven environment. Our curriculum with heavy emphasis on data analytics, offers a perfect programme with industry relevant curriculum. As we are a part of IIT system, it adds to our strengths. Our students get unique opportunity to learn in technological and multidisciplinary environment. IITD and AIA have jointly set up a fully integrated Smart Manufacturing and Learning Facility for discrete and hybrid manufacturing segments such as Automotive, Consumer Durables and Processed Foods, etc. These segments are fast growing and compete with global brands on Innovation, Quality and Customer loyalty, which is also an integral part of VLFM curriculum. I am sure that the PGDEx-VLFM participants are worthy of earning leadership positions in the industry and "I am wishing them all the very best for their future endeavours".

Programme Coordinator’s Message
Prof. Sudarshan Ghosh - IIT Delhi

Growth of manufacturing sector is very crucial for the development of a country like India because not only it adds to GDP of the country, but it also creates employment opportunities and simultaneously plays a pivotal role in making- India, the fastest growing economy in the world. In an extremely competitive global environment, the Indian manufacturing sector cannot grow only on the shoulders of a few manufacturing establishments. Therefore, the PGDEx-VLFM programme has been designed with a philosophy of proactive approach to the manufacturing paradigms and to create the change agents who would provide the strategic impetus to manufacturing, supply chains & operational excellence in India. The strength of the programme includes the structured learning of emerging technologies & manufacturing strategies at one of the premier technological institutes, Indian Institute of Technology Delhi (IIT Delhi), with a vision to transform the aspiring technocrats to visionary leaders for manufacturing management.

At the outset, I understand that the pervasive diffusion of techno-managerial skills to the students of the PGPEX-VLFM programme offered by NITIE Mumbai and IIT Delhi fully prepares students to serve the manufacturing industries with a clear vision of improving products and processes and hence contribute to the growth of the nation.
The joint VLM Programme of NITIE and IIT Delhi is truly a remarkable programme crafted in line with MIT Sloan's Visionary Leaders for Manufacturing. I have always had a great sense of pride as a 3rd batch student from IIM Calcutta and indeed very elated to provide my testimonials. I continue to hold this programme on a very high pedestal for its ability to infuse and inculcate world class thinking in the minds of young professionals. It is a very rigorous programme that packs in tremendous amount of punch in just one year. With a global exposure to key topics and tools and the wide array of ammunition, what is provided to the graduates of this programme includes the time tested manufacturing principles and along with a focus on New Age Digital Technologies and entrepreneurship. There also is tremendous impetus for Industry collaboration, which creates a diving board for students to plunge back into the Industry, after the programme, which helps to create value in their respective domains through a clear vision for themselves as well as for the community.

I wish you the very best of health, happiness and wellness. Seek more and you will get more.

Prashanth Murali Kaivar
AVP and Global Practice Head of Supply Chain, Tech Mahindra

The joint VLM Programme of NITIE and IIT Delhi is truly a remarkable programme crafted in line with MIT Sloan's Visionary Leaders for Manufacturing. I have always had a great sense of pride as a 3rd batch student from IIM Calcutta and indeed very elated to provide my testimonials. I continue to hold this programme on a very high pedestal for its ability to infuse and inculcate world class thinking in the minds of young professionals. It is a very rigorous programme that packs in tremendous amount of punch in just one year. With a global exposure to key topics and tools and the wide array of ammunition, what is provided to the graduates of this programme includes the time tested manufacturing principles and along with a focus on New Age Digital Technologies and entrepreneurship. There also is tremendous impetus for Industry collaboration, which creates a diving board for students to plunge back into the Industry, after the programme, which helps to create value in their respective domains through a clear vision for themselves as well as for the community.

I wish you the very best of health, happiness and wellness. Seek more and you will get more.

Sathya Narayanan
Associate Director, Cognizant

I had an opportunity to interact with the brilliant students of 4th batch of the PGDEx – VLFM of NITIE via my lecture on Supply Chain trends during April 2021. I could sense the maturity of an experienced professional and curiosity of a student during my interaction with them. In addition, the course curriculum seems to polish the student’s knowledge with both the fundamental theory combined with practical industry knowledge via the e-Drona Leadership Talk Series. I wish the students all the best in their career.

Colin Mendes
Head of Human Resources, VoltasBeko

Super fun interacting with the students of PGDEx-VLFM of NITIE Mumbai & IIT Delhi. You all brought a different dimension to our interaction brimming with loads of creativity. Applaud your energy & brilliance.
Coming from an experience of 5 years, this PGDEx-VLFM programme has given me an invaluable and enriching experience working through case studies and real-life business problems with excellent professors and peers from various industries. This programme has enhanced my critical thinking, problem solving skills and helped me understand different facets of business. I take this as an investment in knowledge to build one’s brand equity.

Arindam Sarangi - Senior Manager, FHCS

The course structure offers a holistic overview of the business ecosystem and the VLFM modules ensure to build up a whole different decision making perspective based on factual analysis of qualitative inputs. I am very much amazed by the approach of this programme which is so cohesively structured that the entire curriculum looks like a painting once all the pieces fall in place. I wish the class of 2022 all success on their way ahead.

Tejaswi Monangi - Manager, Apollo 24|7

Attending NITIE & IIT Delhi through the PGDEx VLFM programme has shaped me into an independent and tenacious individual. The Professor has challenged our academic and professional abilities during the course which results in enhancing our conceptual, interpersonal and technical skills. The course is a blend of everything through which one can assess the situation in 360. NITIE & IIT Delhi was one of the best decisions I ever made.

Tanuj Agrawal - Senior Manager, Grofers

The one year of PGDEx VLFM programme provides a blend of experimental and live industrial approach to create future leaders that strive to drive the next gen digital manufacturing. Most of the learning is derived from case studies, knowledge sharing with peers, industrial trek and live industrial projects. This programme not only brings about a change in thought process from small m to Big M but also provides a vision to construct new horizons.

Siddharth Dhall - Senior Consultant, EY
Programme Design

To achieve the VLFM philosophy, the programme structure is based on three pillars: Technology, Process and Management.

Experiential learning and practice-based curriculum along with classroom lectures, guest talk series, industrial visits, and group exercises help enhance the intellectual capabilities, enabling students to broaden their perspectives and launch themselves into new avenues of critical thinking, problem solving and decision making.

Techno-Managerial courses tailored at the institutes instills technical skills and managerial outlook which are crucial towards transforming the manufacturing edge of modern India.

Case-study based learning approach encourages students to develop growth mindset and open thought process and emerge as a visionary leader who is capable of maneuvering unstructured and dynamic real-life situations.
"The process is more important than the result"

MS Dhoni
Through this flagship talk series, Eminent Industry Speakers & Leaders with extensive domain expertise across various sectors are invited to discuss ideas and share experiences that add value to the participants of this programme. These lectures serve as motivation and help the participants understand the style, perceptions and the methodologies adapted by the industry leaders to face real life challenges. These talks also act as the bridge between academia and industry, motivating and encouraging the participants to think big. Participants get to inculcate managerial outlook and new-age business perspectives that are much needed to stay relevant in the changing market scenarios and prepare them for tomorrow.

**Confederation of Indian Industry (CII) Module**

As a part of the curriculum, batch attends CII Workshops in three modules through the course of the program. During these three modules, they are exposed to the path breaking philosophies of VLFM program that develop new perspectives among the participants.

**Module – 1: Orientation & Breakthrough Management**

The participants are exposed to the path-breaking paradigms of Breakthrough Management and are introduced to the Five Step Discovery Process that enables their thoughts to move from the level of abstract to the level of facts. They learn to prepare quick FSDPs that help to quickly and effectively evaluate the operational processes during the series of industrial visits.

**Module – 2: Expanding the Horizontal Perspective & Vertical Exploration of Customers’ Latent needs**

By Kano’s Questionnaire, the participants are made to understand the customer’s latent needs without even letting them know what they are seeking for. They are made to conceptualize unique product/service options with attractive features that cater to customers latent needs. They are encouraged to work on the lines of “Jumping out of the fish bowl” methodology and thereby to think out of the box.

**Module – 3: New Business Development & Realizing Business Results**

The participants gather insights on developing strategy and business plans for a new product/service through a six step strategy development process. Further they are made to prepare a comprehensive business case for the new product/service through a nine step business development process.

**Drona Leadership Talks**

Through this flagship talk series, Eminent Industry Speakers & Leaders with extensive domain expertise across various sectors are invited to discuss ideas and share experiences that add value to the participants of this programme. These lectures serve as motivation and help the participants understand the style, perceptions and the methodologies adapted by the industry leaders to face real life challenges. These talks also act as the bridge between academia and industry, motivating and encouraging the participants to think big. Participants get to inculcate managerial outlook and new-age business perspectives that are much needed to stay relevant in the changing market scenarios and prepare them for tomorrow.
International Trek

As a part of this module, the batch visits international destinations which are at the forefront of 'operational and business excellence', giving a new approach towards manufacturing to optimize concept generation, production, and logistics with the help of advanced information and emerging technologies.

It’s important to understand how the manufacturing landscape is evolving at a rapid rate in a VUCA world. The trek covers industrial and technological giants where the batch gains valuable insights regarding the smart manufacturing processes, strategies and value chain addition that meets stringent quality standards with innovation and digital makeover.

VL^2 (V Learn - V Lead)

Taking peer learning to new heights, VL^2 is a weekly connect for the batch, in which participants interact with the entire batch on subjects that vary from technical to behavioral, and stories from professional to personal. This not only helps the individuals to tune their skills but the group also gains a lot from the vast and diverse experiences that the batch brings as a whole.
PGDEEx VLFM is a one-year full-time residential programme jointly conducted by NITIE Mumbai and IIT Delhi. The programme is designed to serve current industry requirements and unrelenting support from the renowned faculties helps mould students into future managers with leadership capabilities. Courses such as data analytics, artificial intelligence, machine learning and smart manufacturing aim to groom students to be digitally capable and future ready.

The programme prepares students to lead larger teams and take wider responsibilities through interactive methods of teaching, case studies, international industry treks, leadership talks, CII workshops and industry internships. At NITIE, each student is encouraged to be associated with at least one student committee. This helps students develop leadership acumen that demands taking on additional responsibility amidst academic rigor.

With more than five years of work experience in renowned companies, the class of 2022 has deep functional expertise and keen understanding of business challenges. We strongly believe that the batch has necessary skills and capabilities required to take diverse responsibilities in organizations. It gives us immense pleasure to invite recruiters to the Campus Recruitment Programme to experience and evaluate the dexterity, competencies, potential and capabilities of the visionary leaders in the making and absorb them into respective esteemed organizations.
**Previous Batch Statistics**

- **Highest**: 20
- **Top 25%**: 20
- **Median**: 16
- **Average**: 16.6

**Last Batch Placement Statistics** (Salary in INR Lacs Per Annum)

**Companies associated**

![Companies List]

**Profiles Offered**

- Business Consultant
- Supply Chain Analyst
- Technology Consultant
- Risk and Analytics Manager
- Sourcing and Procurement Manager
- Project Manager
- Operation planning Manager
- Business Excellence Manager
- Operational Excellence Manager
- Business Strategy Consultant
- Supply Chain Manager
- Management Consultant
- Integrated Planning Manager
- MDM Consultant
- Programme Manager
- Product Manager
**Current Batch Statistics**

**Average Age**
- **29.5 Years**

**Batch Strength**
- 20

**Work Experience (Years)**
- 35% 7-9
- 40% 5-7
- 25% 9-12

**Gender Diversity**
- 16 Male
- 04 Female

**Domain Experience**
- 35% Operations
- 25% Supply Chain Management
- 10% Project Management & Planning
- 10% Engineering Consulting
- 5% Consulting

**Industry Experience**
- 20% Oil & Gas
- 15% Power
- 10% Chemical
- 10% Automobile
- 10% Metals & Mining
- 10% Food
- 5% Telecom
- 5% Packaging
- 5% EPC

**Batch Highlights**
- 85% of the batch is well versed with ERP
- 80% of the batch had been involved in Inventory Management
- 75% of the batch had used data analytics to solve real-time problems
- 45% of the batch had been part of six sigma projects
- 40% of the batch led new product/service launch projects
<table>
<thead>
<tr>
<th>Name</th>
<th>Work Ex. (In years)</th>
<th>Last Company</th>
<th>Industry</th>
<th>Domain</th>
<th>Key Skillset</th>
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<td>Jubilant Foodworks</td>
<td>Food</td>
<td>Supply Chain Management</td>
<td>Demand &amp; Supply planning</td>
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</tbody>
</table>
MANU SHREE SOOD

Career Highlights

Supply Chain Management
- Monitoring & managing the entire Supply Chain activities with Logistics & ware housing in organization.

Projects
- Execution of all plant activities of Green field Project of New Solvent Extraction Plant (worth 1000cr).
- Led three brown field capex projects (worth 800cr); plant expansions for increasing plant capacities, utilities expansion, various energy conservation projects (worth 19cr), execution of CI projects.

Technology transfer
- Technology transfer from UK to India for Chloride rig. Was to UK by the organization for Designing, installation and commissioning of the same

Leadership
- Headed the operations, engineering & procurement departments of the plant & trained the team on Process Operations, Process safety, Engineering & Operational excellence.

Operational Excellence
- Implemented Lean, SS, TPM, Kaizens etc. methodologies in plant.
- Reduced inventory by 7% using ABC analysis.
- Full cycle SAP PM utilization and implementation.

Certifications
- Six sigma black belt by ISI.
- IMS Internal Auditor by SGS
- Global Digitization Supply chain by NITIE and MIT.

K ARUNRAJAN

Career Highlights

Project Management
- Led End to End Project Management, Monitoring, and Billing for "ACC Extension Project to improve Performance" worth ₹ 5.9 Cr
- Managed EPC contract for on-time project completion of Electrical Balance of Plant of Thermal Power Plant Project worth ₹ 600 Cr

Operations Management
- Supervised O&M Contractor as Shift in Charge and achieved Lowest Heat rate (2850 kCal/kWh) through Performance tracking & Analysis – savings of ₹ 5.25 Cr
- Coordinated with EPC, Projects and O&M teams for Commissioning, Successful Synchronization and completion of PG tests of Power Plant (2*80 MW)

Business Excellence
- Drove various Business Excellence initiatives like SS, Six Sigma Projects, SGA and Kaizen
- Spearheaded the team for Implementation & Certification of Integrated Management System (QES) & Energy Management System – cost savings ₹ 10 L
- Headed and Implemented Asset Optimization (World Class Manufacturing and Maintenance practices) framework in the Plant

Planning, Efficiency & Performance Improvement
- Completed Projects on "Zero Breakdown Analysis", "Inventory Analysis and NMI Reduction" – savings of ₹ 2.25 Cr
- Implemented various IT (Digitization/ Automation) initiatives in SAP

Rewards & Recognitions
- "Best Performing Single Point Accountability Member" LOTOV Implementation
- "CEO Kitty" Reward for all Management Systems Implementation at TPP

Certified Lead Auditor
- Lean Six Sigma Black Belt
ARNAB KUMAR MODAK

Career Highlights

Business Strategy
- Achieved 17.57 MMTPA Refinery Crude Throughput within given target of 20.67 MMTPA, for FY20, by 100% availability of Delayed Coker Unit for refinery margin.
- Consumed required materials within 100% available inventory, keeping eye on budget v/s consumption, thereby maintaining departmental material budget within ₹ 1.3 Cr.
- Optimized vendor service visits by attending instruments with the remote support of vendors, keeping departmental service budget within ₹ 0.5204 Cr.

Process Improvement
- Proposed an OPEX MOC, where rather than updating the PLC hardware and SCADA software, all signals were transferred to DCS and ESD, implemented within a week span, and saved approx. ₹ 0.65 Cr.
- Attended three major turnarounds from DHDS area, Utilities area and Delayed Coker area.

Operational Efficiency
- Achieved 9.79% Refinery SRFT Fuel & loss (wt.%) within given target of 9.14%, for FY-20, by proper planning, and execution of timely preventive and predictive maintenance.
- Achieved zero down time of DCU (Delayed Coker Unit) for FY20, FY19, and FY18.

Certifications
- Tableau Fundamentals, DataCamp.
- MIT CTL SCox: Supply Chain Analytics. edX MITx Certification.
- Harvard PH125.1x: Data Science: R Basics. edX Harvardx Certification
- Brand Management: Aligning Business, Brand and Behavior, University of London

Area of Interest
- Playing Guitar & Exploring music
- Sketching & Painting

ARPITKA SRIVASTAVA

Career Highlights

Supply Chain Planning
- Demand and Delivery Planning of 200+ SKUs for 20+ B2B partners across Europe/Russia CIS
- Engaged with stakeholders for Demand Shaping through robust S&OP process while ensuring timely order servicing and acting on the variabilities.
- Led MIS system to track Annual Business estimates and ensured monthly deliveries in line with sales plan.
- Led EU and Russia Serialization project from SCM to ensure transition of 800 SKUs to be serialized and tamper proof without supply disruptions.
- Acted as SPOC for B2B partners and smoothed stressed relations that led to improved KPIs adding to customer delight and business growth.

Process Improvement and Resource optimization
- Co-ordinated batch size increase project to ensure higher productivity, minimized cost by 5%
- Optimized slab dimension to reduce scrap generation, led to saving of ₹2L/day.
- Recommended tail reduction and enabled site transfer for better capacity utilization.
- Implemented processes to reduce TAT, resulting in OTIF improvement by 40%.

Reward and recognition
- Bagged Annual Achiever’s Award for customer excellence in FY21, team excellence in FY20 and Operational Excellence in FY19 and FY18
- Awarded “Best Performer Award” for FY15

Certifications
- Kinaxis Integration Consultant Level 1 Certification
- Global online certification course on Supply Chain Digitization and Management- Nitie, Mumbai 2021
- Enrichment through Training and development- UTS Global
PARIOL SINGH

Career Highlights

Operations Management
- Handled production planning, scheduling, and implementation of short and long-term projects.
- Established the entire logistics support to ensure smooth operations, aligned FG inventory & achieved 100% Delivery Supply Rating for all the Customer OEMs for consecutive three years.
- Implemented SAP PP & SD module as SPOC across Business Unit. Process & Cost Optimization

Process & Cost Optimization
- Handled manpower planning, monitored DMC cost and achieved DMC 0.40% against the budgeted target of 0.45%.
- Prepared Process sequence plan for critical robotic welding stations and standardized operation to get a saving of 4.5 lakh/year
- Maintained zero or minimum non-moving FG material inventory to increase cash flow.

Learning & Development
- Created Knowledge Management Module & conceptualized 4 Step training method to enhance the Learning and Development outcomes of the teams.

Rewards and Recognitions
- Six Time Best Employee awards “SHABASH” for Process excellence, Safety, Productivity & Quality improvement projects.
- Won first Prize in Best kaizen under Safety category in CII Kaizen Competition

Certifications
- Lean Six Sigma Green Belt – KPMG.

VIKRAM TANGRARG

Career Highlights

Supply Chain Management
- Led the monthly S&OP process to minimize the demand and supply gap in coordination with cross-functional teams.
- Formulated the monthly distribution plan across 90 warehouses in the northern region for the monthly vol. of 8 Lacs MT from 7 manufacturing units.
- Led the supply network optimization planning to maximize the overall contribution to the organization.
- Designed S&OP KPIs to monitor the service level and improved the overall S&OP score by 4%.

Logistics Excellence and Cost Optimization
- Led a team of 5 people for distribution planning & executing dispatches as per the sales plan.
- Improved Indirect distribution compliance by 3%, resulted in a savings of INR 27 million annually.
- Improved direct dispatches by 10%, resulted in a saving of INR 48/MT by introducing the mix load strategy.

Digital Transformation and Process Improvements
- Spearheaded the implementation of SAP S4H for Logistics within DFPCL.
- Developed the Gate Module in SAP to track inhouse vehicles movement.
- Designed and implemented the Green Logistics & Paperless Transactions during covid-19 to minimize the direct contact between stakeholders.

Rewards and Recognitions
- Represented DFPCL and won Supply Chain Innovation Award on “Yard Management” organized by NASSCOM.
- Certificate of appreciation for successful implementation of SAP S4H in DFPCL.
- Represented regional team in Ambuja cements and received appreciation for Best S&OP performance.
VASUDEVA NM

Career Highlights

**Leadership**
- Spearheaded mechanical maintenance team of 30 associates & employees as In-charge for Cold Rolling Mill, responsible for operational excellence.
- Acted as department SPOC in JSWs Deming Award in FY19.
- Led the project team for the YMS (Yard Management System) Equipment erection & commissioning worth ₹200Cr.
- Led team for Automation and Digitalization projects of YMS equipment and attained level 2 automation.
- Trained the semi-skilled and unskilled workforce on Industrial Safety, 5S, and basic TQM tools with 100+ contact hours.

**Project Management & Operational Excellence**
- Initiated and administered the 5S approach in the Central Maintenance Department and continuously audited with the TQM core committee for sustainability.
- Worked actively on Lean Six Sigma Black Belt project to enhance YMS equipment availability from 97.19% to 98.55%, resulting in ₹2.23Cr benefits annually.
- Planned yearly capital shutdowns to attain operational excellence.
- Conceptualized perpetual inventory system on the shop floor for accessing real-time spares status using cloud data management for stakeholders.
- Drafted and updated SOPs, VSOPs, Job Cycle Check and Risk Assessments for operational activities.

**Rewards and Certifications**
- Exemplary Work Award 2019 for the in-house project initiation & completion to attain operational excellence.
- Top 50 Exemplary e-Learners Award across the organization, 2020.
- Lean Six Sigma Green Belt, KPMG.
- J1+ Analytics Programme (Level 1 Problem Solving expert) - JSW Steel Ltd.

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RANJITH R

Career Highlights

**Project Management**
- Managed EPC contract for on-time project completion of Integrated Diecasting and Machining facility project worth Rs. 150 Cr.
- Managed EPC contract for on-time project completion of Piston Rod manufacturing Facility worth Rs.300Cr.
- Piloted EPC contract for on – time project completion of Automated Reverse Osmosis & Effluent Treatment plant worth Rs.70 Cr.

**Business Excellence**
- Lead a Team for Implementation and certification of IATF 16949:2016 in the plant.
- Lead a Team for Implementation and certification of ISO 14001 (Environment Management System) in the plant.
- Implemented TE Operating Advantage into manufacturing operations, Reduced Mean Time To Repair from 2Hours to 30min.

**Operational Excellence**
- Implemented Low cost Automation in Sub Assembly line. Improved Operations Availability from 70% to 90%.
- Installed UPS for the Entire Machine shop and Sub assembly line, Saving Rs.5L / month.
- Implemented Total productive maintenance in Machine shop and Sub assembly line, Improved Operations Availability – 90%.
- Performed Risk Assessment in Shop floor, Prepared Hiyari Hato report and Integrated Quality control circle into manufacturing operations.

**Certifications**
- Lean Six Sigma Green Belt from Var Sigma Consulting.
CHEENU BHARDWAJ

Career Highlights

Process Optimization

- Led Team for INR 350 Cr Catalyst Manufacturing Project and reduced lead time for DE Phase-I by 25%.
- Developed analysis for Regulatory compliance in Fertilizer Project and reduced lead time by 15%. Feasibility analysis for project costing approx. INR 20 Cr.
- Improved Capacity Utilization by 10% for Fertilizer Plant by debottlenecking in Process System.

Process Improvement and Vendor Development

- Led team for INR 280 Cr Oil & Gas Project during execution on site.
- Managed smooth procurement & Vendor development with timely resolution of regulatory gaps responding 80 queries per week for 25+ Vendors.

Leadership and People Management

- Created performance benchmarks and coached 30-40-member team.
- Trained/provided internship to 6 undergraduate students.
- Created new scripts for the team to identify client issues faster and improved team education.

Rewards and Recognitions

- Represented PDIL twice in International Conference organized by FAI (Fertilizer Association of India) in 2013-14 and 2015-16.
- Exemplary Work recognition and recognized as Best Employee in 2017-18 and 2018-19.

Certifications

- Fundamentals of Project Planning & Management from University of Virginia.
- Certified Lean Six Sigma Green Belt from KPMG.
- Global Online Supply Chain Digitization and Management- NITIE & MIT.

Area of Interest

- Writing poems, story writing, thought writing, dancing.

Education

- PDIIT- Chemical Engg. IIT, Bombay
- B.Tech- Chemical Engg. Harcourt Butler Technological Institute, Kanpur

IRISHA NIDHI

Career Highlights

Strategic Procurement

- Part of strategic procurement team handling PAN India Technology procurement worth spend of INR 1000 Cr+; achieved annual cost savings of 6%
- Partnered with global suppliers; responsible for supplier selection, evaluation, onboarding and governance

Supply Chain Operations

- Managed supply chain operations for 70+ installation and service providers
- Achieved zero calls on hold through end-to-end inventory management
- Led a 9-member team as Circle Manager to meet customer demand by collaborating with sales and field service teams

Project Management

- Delivered timely commissioning of Viscose section for greenfield project (valued at INR 3300 Cr)
- Worked as a core team member for implementation of SAP PM module
- Represented SCM in cross-functional Consumer Discovery Project; VOC and competitor benchmarking to address pain points of consumers

Rewards & Recognitions

- Advanced circle rank to No.1 for first time ever in national SCM scorecard
- Awarded for enhancing customer satisfaction score by 30% through reduction in order cycle time over a time span of 3 months

Positions of Responsibility

- Student Placement Co-Ordinator- PGDEx-VLFM, NITIE
- Vice-President, Systems Society of India- Manipal Student Chapter

Education

- EPGD- HRM
  Tata Institute of Social Sciences, Mumbai
- B.Tech- Instrumentation and Control
  Manipal Institute of Technology, Manipal
NAINESH KUSRAM

Career Highlights

Operations Excellence & Strategic Planning
- Successfully managed operation by maintaining process parameters, data analysis & preparing execution strategy.
- Partnered with strategic planning group to develop mid to long-term Supply/Demand Forecast and strategized the Plant production planning accordingly.
- Successfully maintained optimum plant inventory level through SAP MM Module.

Project Management
- Led cross-functional team for successful commissioning of greenfield project Utilities and offsite Units worth ₹3600 Cr.
- Spearheaded a cost-saving project of 48 hrs storage facility to successful completion and thus saving the cost of overall ₹ 2 Cr. annually.

Procurement and Contract-Commercials
- Successfully dealt with Contract Closures, final amendments worth 170 Cr and closing the same in SAP system.

Leadership & People Management
- Implemented IMS (ISO 9001, 14001, 45001, 50001) and Performed Internal Audits for the Energy management system as a Certified Auditor.
- Performed Vital role as Plant Safety Officer to maintain safe working environment.

Rewards & Recognitions
- Awarded for significant contribution in energy conservation by OPaL, 2019.

Certification

Area of Interest
- Sports enthusiast, avid traveller

Education
- B.Tech- Chemical Engg. NIT, Surat

Experience: 91 Months
ONGC Petro Additions Ltd.

NITIE PGDEx-VLFM Placement Brochure 2021-22
DHEERAJ MITTAL

Career Highlights

Operations
- Implementation various Outage Management System (OMS) functionalities in TATA Power-DDL like Trouble Call Management, Asset Management, Crew Dispatch, Job Scheduling, Analysis & Prediction.
- Worked as Electrical/Instrumentation Shift In-Charge in Bake Oven, BALCO.
- Troubleshooting and maintenance of various Electrical Equipment installed in Bake Oven like Control & relay Panels of Circuit Breakers, Furnace Tending Cranes & Fume Treatment Plant.

Leadership
- Surveyed 354 Electrical 33/11 kV Power Sub Stations in JBVNL & approved the Detailed Project Report (DPR) with communicable relays (BCPU) & float the Request for Proposal (RFP) for implementation of Sub-Station automation for 108 Cr.
- Led a team of 30 engineers for survey of 33/11kV sub stations in Jharkhand for automation project.
- Led a team of 10 Production Operators and 20 Contractual manpower to run manufacturing activities to fulfill the business plan.
- Led a team of 5 members of cross functional of Quality, Production, HR, Stores and Maintenance.

Awards
- Won Silver medal in Quality circle convention

Certification
- Lean Six Sigma Certification by KPMG
- Supply Chain Operations and Disruptions Management in NITIE

Education
- B.Tech- Electrical Engg. NIT, Kurukshetra

Experience: 87 Months

Tata Power
Bharat Aluminium Company Ltd.

LinkedIn: linkedin.com/in/dheerajmittal-12

NEERAJ THAPLIYAL

Career Highlights

Operations Management
- Successfully Commissioned installation of Styrene Tank (250 m3) in a record time of 6 months
- Increased output of product packaging line by 35%
- Reduced the average cycle time of high mix/low volume batch process by 6% and increased the yield by 2%
- Reduced the consumption of DM Water by 50% and achieved net savings of 1.2Million INR.
- Reduced downtime by 25% and achieved a maximum efficiency of 95.8% in batch emulsion polymerization reaction
- Reduced the customer complaints by 25% from (2018Q1-2019Q1) using CAPA tool.

Leadership
- Led Annual Plant shutdows and reduced the time of completion by 15%
- Led SCM initiatives, inventory control, and flexible operating practices, which enhanced CSAT by 20%

Rewards and Recognitions
- Certificate of Appreciation for reducing UL by 18% and meeting highest production for Sept 2020
- Employee of the Month (November 2020) Award for achieving outstanding performance in Quality

Certifications
- Analyzing data with SPSS from KPMG
- SQL Fundamentals from Simplilearn
- Exploratory Data Analysis and Machine Learning Essentials from Coursera.

Area of Interest
- Playing chess & Singing

Education
- B.E.- Chemical Engg. LD College Of Engineering

Experience: 81 Months

BASF India Ltd.

LinkedIn: linkedin.com/in/ntpl/
AYUSH SHUKLA

Career Highlights

- Codified MRO spares & updated their BOM in SAP to administer automatic stock level calculation
- Achieved 30% reduction in procurement cost by developing new domestic vendors for indigenize production of compensators
- Reduced shutdown time by 25% by parallel job identification & by implementing routine inspection of equipment in each shift
- Automated material feeding system which enhanced efficiency by 50%
- Managed the maintenance of Iron Making Furnace (1.41 MTPA capacity) by leading a team of 20 engineers & 70 associates, ensuring maximum availability of equipment, improve efficiency and reduce wastages due to improper handling of goods and equipment by 35% (saving of 2 million INR/Annum)
- Identified key bottlenecks in the logistics system of coal & ore and reduced the cycle time by 15%.

Rewards & Recognitions

- Adjudged Steel Star Award for completion of charging system repair with a saving of 2.5 mil INR
- Awarded Star performer of the month for ensuring continuity of business operations in the initial month of lockdown.

Certification

- Excel Specialization from Macquarie University
- Supply Chain specialization from Rutgers University
- Tableau and SQL fundamentals from coursera.
- Six Sigma Green Belt from KPMG.

Area of Interest

- Playing Guitar, singing songs.

Education

- B.Tech- Mechanical
  Kalasalingam University

KUNAL GHODMARE

Career Highlights

Product Development

- Collaborated with Global Team to Develop and Implement Honeywell’s Connected Offering on Honeywell Forge Platform using Agile methodology.
- Contributed to Sales and Product Line Team to identify new features that can be added into the existing Digital Solutions.
- Integrated Products like APM, Process Monitor in the connected offering portfolio with a 25% increase in customer engagement.

Strategy & Leadership

- Involved with Strategy & Leadership team to improve development & implementation of Honeywell's Connected Offerings.
- Planned strategy to improve the business diversity for Equinox Software and Service team by bringing diverse product integration approach which led to increase in the business opportunity.

Project & Operation Management

- Delivered a major Oil and Gas Operator Training Simulation (OTS) Project worth $1.2M as a project manager.
- Deputed to South Korea for Project Kick-off and completed entire Project cycle.

Process Improvement

- Led a team to Build various Automated Tools to establish process improvement goals in Honeywell and decreased project implementation downtime by 30-35% over the Project cycle.

Reward and recognition

- Awarded Honeywell Bravo Recognition

Certifications

- Lean Six Sigma Green Belt by KPMG
PUSHPENDER MISHRA

Career Highlights

**Strategic Procurement and Supply Chain**
- Managed overall spend of €100Mn for Directs category for the client Bayer Ag by implementing end-to-end solutions across the supply chain and procurement domain including interactions with the demand planning, manufacturing, logistics, R&D, vendors & other external agencies. Region managed was EMEA
- Worked on various RFx’s and eAuctions strategies for agrochemical intermediates and FTL projects

**Should Cost Analysis & Market Intelligence**
- Extensively worked on Should Cost Modelling and price benchmarking of Chemical intermediates and desk negotiations.
- Executed Complex and strategic sourcing projects for Chemicals and worked on various comprehensive Market Intelligence reports, detailed analysis of the spend data, Supplier Dossiers and Market Watch for commodity chemicals.

**Vendor Management**
- Conducted supplier profiling, financial risk assessment and detailed analysis of the spend data for the Global suppliers.
- Strategically conducted desk Negotiations and managed on time delivery with the Global vendors.

**People Management**
- Led the Global team with FTE based out of Costa Rica, NA, Romania, Prague and India.
- Conducted regular trainings and knowledge sharing sessions with the team
- Recognized for providing continuous training programs to entire GEP Bayer Team on Directs category

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RACHIT BANSI沃尔

Career Highlights

**Procurement Operations**
- Executed EPC (Engineering, Procurement & Construction) related projects -Acted as SPOC for Vendor development, Rate analysis and Procure to Pay (P2P) cycle.
- Managed approximately INR 1 Billions spend through Techno-Commercial feasibility analysis and Achieved significant Cost optimization by using Strategic negotiation techniques.

**Manufacturing Excellence & Leadership**
- Managed outsourced contracts and vendor development, Led large teams (more than 60) for regular and improvement jobs
- Expertised in 4*600MW Power plant operations & Prepared Business Plan (BP), Monthly Operational Review & MIS reports.
- Managed electrical related CAPEX & OPEX ordering of INR 500 million.
- Monitored & scheduled all type of Maintenance activities using SAP PM Module.
- Achieved Budgetary Maintenance Plan through Cost tracking mechanism, Optimizing Inventory and spare planning using SAP MM module.

**Strategy & Planning**
- Monitored & formulated the strategic plans to improve the performance of assigned SBU in the 12 module framework of Asset Optimization
- Reduced inventory cycle by 15 days through streamlining procurement, supply chain and execution, resulting in 15% improvement in cash flow.

**Rewards and Recognitions**
- CEO Kitty Award for Reduction of SCC in 2016 for saving INR 120M/annum
- Certification Course on Supply Chain Digitization and Management
- Machine Learning by Stanford University from Coursera.
- Data Visualization with Power BI, Advance Excel from Udemy
VINAY KUMAR

Career Highlights

Operations Management
- Managed manufacturing activities, production planning, execution of nutrition products of Signutra Inc., USA for supplies to global markets
- Executed production planning of 80 SKUs monthly, planned for capacity allocation of production lines, and devised CAPEX Plan to cater to the strategic business expansion
- Led projects of OEE improvement, zero defect and continuous improvement
- Managed raw and packing material planning, buffer stock of over 250+ SKUs to meet the business demand
- Partnered with different functions like procurement, supply chain, finance, maintenance, quality, HR, projects and R&D to achieve plant business objectives.

Project Management
- Commissioned a new greenfield manufacturing facility of nutritional project of Signutra Inc, USA of 2000 MT capacity/year of worth ₹50cr
- Achieved new facility certification ISO 9001:2015, FSSC 22000 V 5.0, HALAL
- Piloted 12 new product on site trials, prototype development, improvement, Process Optimization, and development to commercialize
- Managed Procurement of raw material, parts and components required in New Product manufacturing and commercialization.

Leadership Skills
- Led a team of union, contractual workforce of 140+ to meet the demand
- Led a team and accomplished a global compliance audit for export approval.

Certifications
- Certified as Lean Six Sigma Green Belt from TUV SUD
- Data Visualization and Dashboards with Excel and Cognos from IBM
- Capstone: Applying Project Management in the real world from Google.

GAURAV DUBEY

Career Highlights

Supply Chain Planning & Strategy
- Led Category Planning of INR 500+Cr Annual Spend. Central SPOC for end to end business activity
- Led Demand, Supply and Distribution Planning of a Complex Supply Chain. 150+ Tier-1 suppliers, 300+ SKUs, 11 sites, 1300+ Stores, all A class Items Perishable and of 3 different Storage Conditions

Business Excellence & Leadership
- Represented Supply Chain Planning in monthly S&OP of an emerging brand; led team to achieve 99+% Item Fill Rate and 70% less Expirecs
- Initiated Business Trend Analysis with real time POS data for Material Planning of QSR industry; wMAPE decreased by 2%
- Responsible for Budgeting of Inward Logistics (~20Cr annual), 3PL Storage & closure of COGS
- Delivered 50+ hour Training on Material Requirement Planning (MRP) & Forecasting
- Led team of 26 towards 95% Inventory Accuracy in 15,000 SKU and 24*7 e-commerce operation

Cost Optimization
- Designed a Scenario Planning model during COVID-19 for Expiry Analysis; through Optimization model, helped saving INR 7Cr of expires
- Developed Scientific Inventory Norms for Dominos; led to 9% better ILA
- Led Automation & Digitalization projects of Auto-MRP, Exception Reports

Achievements
- 5 time awardee of "Employee of the Quarter" & 3 year awardee of "Distinguished Performer"

Certifications
- Supply Chain Micro-master from MIT-CTL, USA
- Data Science in R from Harvard University, USA
- Business Model Innovation from HEC Paris, France
Life@Campus

Life at NITIE is nothing short of a roller coaster ride. NITIE Campus has got the perfect amalgamation of modern architecture with the lush green ambiance. Dotted with assignments, quizzes, projects, end terms and presentations at one end, the campus is abuzz with a myriad range of activities at all hours. Classroom or no classroom, learning never stops. Be it sports or extra-curricular activities, NITIEzens strive to excel at every activity they take up. The various clubs operational at the institute provide platforms to the NITIEzens to prove their mettle. As one takes the 96 stairs, the legacy of this eminent institute inspires every individual to live up to the glorious history.
Contact Details

Faculty Coordinators

Prof. K.S. Ranjani - NITIE Mumbai
+91-9869269250
ksranjani@nitie.ac.in

Prof. Sudarshan Ghosh - IIT Delhi
+91-98681 10565
ghosh@mech.iitd.ac.in

Prof. Ravindra Gokhale - NITIE Mumbai
+91-9503003157
rgokhale@nitie.ac.in

Programme Coordinators

Placement Coordinator

Student Placement Committee

Placement Committee Email Id:
gpex.placements@nitie.ac.in

Nainesh Kusram
+91-9099007528

Irisha Nidhi
irisha.2107008@nitie.ac.in

Gaurav Dubey
+91-8318218366
“Without strong visionary leadership, no strategy will be executed effectively.”