



INDIAN INSTITUTE OF FOREIGN TRADE NEW DELHI



AACSB
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ARMED FORCES PROGRAM, DGR
INTERNATIONAL BUSINESS MANAGEMENT #09

2022 - 2023

CORPORATE BROCHURE

ARMED FORCES PROGRAM

INTERNATIONAL BUSINESS MANAGEMENT

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CORPORATE BROCHURE TEAM

COL KAPIL OBEROI
WG CDR RICHA VARSHNEY
LT CDR DHURUV ARORA
MAJ PAVNIT SINGH
MAJ VINAY CHANDRAN



COMBAT BOOTS TO CORPORATE SUITS

Indian Armed Forces veterans, with years of experience in serving the nation and overcoming tumultuous challenges in various phases of their profession, offer expertise that is an unparalleled addition to Corporate India. The military veterans' ability to brave the formidable odds, adapt, and rethink while innovating and improvising makes them a prized asset to the organization. For the skilled ex-servicemen, the opportunity of continuing their work in an area that values, respects and utilizes their experiences also enables them to serve the organisation with the same dedication and vitality.

This symbiosis is also indicative of the steadfast progress companies are making towards building a diverse, equitable, and inclusive workplace, and subsequently, positively impacting the country, at large. For the corporate sector, there is the growing realization that the dexterous military veteran pool of talent is a valuable resource, one that brings diversity in experience and world view to the organization, thereby strengthening the organization manifolds. Then there are skills that are built with a career in the military. These include excellent general management, people management, and the ability to deal with conflicts in the most adverse conditions. The ability to articulate clearly and get a message across efficiently and without ambiguity is a useful skill learned from military career. In addition, most seasoned soldiers by their nature of service are highly adaptable and very quick learners. Working with momentum, time management and problem solving abilities along with ingenuity in a more resource constrained and unfavorable or disadvantageous environment with equal elan, is rudimentary quality of any soldier. They understand that the organization is more important than the individual so they serve with unquestionable integrity and a sense of pride supporting the company's success. All such qualities are desirable and resonate in the corporate sector as well.

For the veterans, the interest of the corporate world lies in the possibility of a new job that utilizes their talents, the potential for a relatively smooth reintegration into the civilian society and a second career innings. They bring in a wealth of experience and diverse talents that are an incomparable addition to companies which are constantly looking for leaders who can invent, think big, have a steady vision, not to dither in taking calculated risks and take ownership, committed and diligent, and deliver results. These principles reverberate with 'WE' veterans who have served our country in the armed forces.

Experienced and hardened soldiers are a reservoir of skills that could be harnessed including, engineering, aerospace, maritime, supply chain management, communication, technology, cyber security, project / program management, human capital, etc. Corporate India will benefit from the diversity of thoughts that we military veterans experience in leading people, ability to make quick decisions and consistently deliver results while propelling our efforts to continuously deliver the best under any circumstances. Moreover, being dependable fits seamlessly into the collaborative aspect of any company. A winning combination.

Towards this end, it has been the earnest endeavour of IIFT, New Delhi in collaboration with Directorate General of Resettlement, IHQ of MoD to re-orient, prepare and assist the armed forces officers for corporate jobs / entrepreneurship by imparting them with knowledge and curriculum of international business management which ideally complements their vast service experiences

ABOUT THE INSTITUTE

The Indian Institute of Foreign Trade (IIFT) was established in 1963 as an autonomous body under the Ministry of Commerce & Industry to contribute in the skill building for the external trade sector of India. It has come a long way to successfully develop into a unique institution involved in imparting knowledge through research and training in international business and trade. The Institute was granted "Deemed to be University" status in 2002. The National Assessment and Accreditation Council (NAAC) has recognized IIFT as Grade 'A' Institution in 2005 as well as in 2015. Over the years, IIFT has emerged as a national university with focus on International Business Management and Strategy, and such focus is reflected in all three major activities of the Institute: Research, Training and Education. The Indian Institute of Foreign Trade was granted the prestigious AACSB Accreditation on 17th November, 2021. With this the IIFT figures amongst the top 900+ Business Schools of the world which have earned this accreditation. Only 19 Business School in India figure in this list.

OBJECTIVES & ACTIVITIES

- Impart professional education in modern management techniques relevant to international business.
- Enable the participants to appreciate the inter-relationship between the diverse and complex tasks of international business.
- Develop capacities among business executives for improved understanding of various trade and economic issues.
- Conduct high quality research that addresses domestic as well as world trade and business issues.

INTERNATIONAL COLLABORATIONS

In order to retain its position as a top B-School and a highly rated research organization, IIFT has been successfully strengthening its relationship with regional as well as international institutes.

MEMBERSHIP

- Academy of International Business (AIB).
- International Association of Trade Training Organizations (IATTO).
- The European Foundation for Management Development (EFMD).
- The Association of Advance Collegiate School of Business (AACSB Global)



INTERNATIONAL BUSINESS MANAGEMENT (2022-23)

ARMED FORCES PROGRAM (DGR-9)

Armed Forces Program by Indian Institute of Foreign trade, New Delhi is a 24 weeks full time comprehensive course, specially constituted for the officers of the armed forces at par with the institute's flagship executive MBA program. This specialised course with a vision of smooth transition for officers from the military to corporate. It is an industry-focused program which addresses the need of highly skilled officers with the following key objectives:-

- A holistic perspective of the current business realities.
- An ability to recognize and seize opportunities in International Trade & Logistics.
- An assurance of commitment towards betterment of the society.
- A mindset towards global sensitivity.

Divided over two terms, the course provides a blend of foundation and specialised subjects to ensure that the participants are exposed not only to the current business environment, but also, chisel their conceptual and analytical abilities in the field. Case based pedagogy, augmented with projects and assignments, port visits and interactions with the leaders in the industry are facilitated. Further, hands-on work culture gears them to comprehend and manage complex business solutions with relative ease.

COURSE CURRICULUM

TERM - I

- Marketing Management
- Business Ethics & Sustainability
- Business Economics
- Global Business Environment & Political Economy
- Accounting for Managers
- IT Applications in Management
- Business Communications
- Designing & Managing Organizations
- International Trade Logistics
- International Trade Operations & Documentation
- Financial Management

TERM – II

- Supply Chain Management
- Strategic Management
- Legal & Regulatory Framework of International Business
- International Financial Management
- International Marketing
- Business Analytics
- Entrepreneurship Development
- Management of Global Sourcing
- International Trade Finance





MESSAGE FROM VICE CHANCELLOR

Prof Manoj Pant

It gives me immense pleasure to introduce the ninth batch of officers from the Armed Forces Program undergoing 24 weeks fulltime Management Development Program in International Business Management. I consider it as a feather in the cap for this premier institute to be trusted by our armed forces to skill and prepare their officers for smooth transition to the corporate world. The armed forces officers intrinsically bring on the table very unique yet robust skill sets such as strong leadership, uncompromising ethical fibre, contextual resilience and discipline which is the need of the hour in today's business ventures.

This program is specially designed to provide the officers a holistic exposure on important aspects of doing business and then going a step deeper into key nuances. It imparts knowledge of contemporary management practices and provides them with the conceptual and analytical tools to be effective and relevant in the present and emerging international business environment. I am confident that the highly professional and experienced faculty at IIFT has provided tremendous value addition to the skill sets of the batch.

While interacting with these participants, I observed spark and genuine urge to learn and gain knowledge. Participants have utilised collaborative discussions and brainstorming sessions to sharpen their theoretical knowledge base, analytical skills and problem-solving capabilities. As part of the curriculum, the Industry and Port visits have further given an insight to witness, participate and comprehend domestic and international trade operations.

I urge the Industry to collaborate with us at IIFT in harnessing the true potential of these proven leaders from the armed forces. I wish the participants success in the years to come and foresee them as torch bearers of excellence in their endeavours.

"This program is specifically designed to provide the officers a holistic exposure on important aspects of doing business..."



MESSAGE FROM DEAN

Dr (Mrs) Satinder Bhatia

IIFT has steered successfully through several decades in delivering business education that is righteous, relevant and rewarding. It is a matter of pride for us to introduce the batch of dynamic officers from the Armed Forces, who are ready to take their positions of prominence in the corporate world.

Each participant has rich experience and possesses proven expertise in the specific areas. Across the batch, these areas range from Project Management, Operations, Supply Chain Management, Finance, Accounting, Law, Human Resource Management and Security. Their ability and expertise have been suitably supplemented by the program structure and thus empowered, the participants to manage more complex business situations.

Our faculty and Industry specialists bring cutting edge curriculum and learning into the classroom which exposes the participants to the current and global best practices in the field of International Business. Additionally, the participants learn from the success stories and strategies of various business models and leaders. Our specialised training goes a long way in enabling them to put theory to practice and seamlessly assume the mantle of leadership in the future.

I am confident that this group of professionals will be of great value to your organisation and strongly recommend the batch for your consideration.



MESSAGE FROM DGR

**Maj Gen Sharad Kapur, YSM, SM
DG, Resettlement**

It gives me immense pride and joy to introduce the ninth batch of defence general international business management programme. The 50 vibrant participants represent a group of professionals equipped with varying work experiences, transitioning from their career in the Armed Forces to embracing the challenges thrown by the corporate world.

The Officers of the Indian Armed Forces are a heterogeneous group of highly committed professionals with homogeneous values and unparalleled ethics coupled with significant experience of working under challenging circumstances, performing a plethora of tasks under high-pressure situations, and yet delivering superlative results. Add to these the insurmountable pillars of discipline, focus, perseverance, resourcefulness, adaptability, and courage, and we have an enviable pool of highly talented individuals of colossal worth in the corporate world.

I invite the Captains of the Industry and Corporate Sector and strongly recommend this batch for your consideration, secured in the belief and knowledge which they will propel your organization to higher growth trajectory.



MESSAGE FROM HEAD MDP DIVISION

Dr Asheesh Pandey

It gives me immense pride and joy to introduce the ninth batch of defence general international business management programme. The 50 vibrant participants represent a group of professionals equipped with varying work experiences, transitioning from their career in the Armed Forces to embracing the challenges thrown by the corporate world.

The program focuses on developing leaders who excel in the rapidly changing business environment, become agents of change and are charged with a customer centric orientation. Our participants are constantly groomed by a team of top National & International faculty members and Industry professionals in business discipline. They are equipped with necessary analytical skills to deal with changing business demands and lead organisation with highest ethical standards. They also manage and take part in a range of co-curricular activities, be it sports, societies, entrepreneurial activities or volunteering which help them grow beyond classrooms.

Armed forces are widely known for their leadership, loyalty, high moral values and aptitude for learning skills, attributes which have been validated repeatedly under the most challenging circumstances. The batch represents an enthusiastic group of mature leaders ready to mark their position in the corporate world.

It gives me immense pleasure to present the profile of course participants or rather I should say next generation business leaders. They will be the torch bearers of your organisation and society and I recommend them strongly for your consideration.

"The program focuses on developing leaders who excel in the rapidly changing business environment."



MESSAGE FROM HEAD, CRPD

Dr Rohit Mehtani

Indian Institute of Foreign Trade has a rich legacy of working in tandem with the organizations in the public and the private domain. The executive programs of the Institute have a pride of a place in the management training space as is its flagship MBA International Program in the Business School landscape. IIFT's collaboration with the Directorate General of Resettlement in training the officers of the defence forces is an endeavour to harness the Institute's strength in executive training to fine tune the highly motivated, competitive, and disciplined personnel of the nation's three forces for taking up responsible positions in the corporate sector.

The group of officers presented in this brochure are undergoing an intensive and highly specialized program in International Business at the institute and are getting ready for assignments in the corporate sector on completion of their tenure in the defence establishment. The program being offered at IIFT benefits from the vast repository of the experience and resources possessed by the Institute in this field. While the officers attending the program bring with them valuable experience by virtue of being a part of the most respected and professional establishment of the country, the training at IIFT has moulded their distinguished expertise for use in the corporate world. No wonder then, the result is astonishing. If the defence forces have inculcated a deep sense of responsibility and strategic vision, the training program at IIFT has instilled business leadership acumen in them.

As the Nation salutes these officers for their dedication and service, you in the corporate sector now have the chance to come forward to assimilate them in your teams and benefit from their varied experience and skill sets in your journey to growth. The firms operating in hyper competitive global markets need the same spirit of giving-it-all and winning- at-any-cost that these officers are well endowed with.

"IIFT has moulded their distinguished expertise for use in the corporate mould..."



ESTEEMED FACULTY

Marketing Management	Dr Ravi Shanker
Business Ethics & Sustainability	Dr Shallini Taneja
Business Economics	Dr. Neha Jain
Global Business Environment & Political Economy	Dr. Rohit Methani
Accounting for Managers	Dr. Anju Goswami
IT Applications in Managements	Dr. Parul Singh
Business Communications	Dr Sarita Pasricha
Designing & Managing Organizations	Dr. Pooja Lakhanpal
International Trade Logistics	Mr. Ashok Advani
International Trade Operations & Documentation	Dr. Charu Grover
Financial Management	Dr Asheesh Pandey and Dr Sheeba Kapil
Supply Chain Management	Dr Rajesh Sikka
Strategic Management	Dr Shiladitya Das Gupta
Legal & Regulatory Framework of International Business	Prof Rohit Mehtani
International Financial Management	Dr Asheesh Pandey
International Marketing	Dr Umesh Rao
Business Analytics	Prof O P Wali
Entrepreneurship Development	Sh Naveen Coomar
Management of Global Sourcing	Prof Waris Imam
International Trade Finance	Prof M P Singh

FACULTY SPEAKS



Prof Ravi Shanker
International Marketing
IIFT

To help the participants in understanding the marketing issues in international business, I offered a course on Marketing Management. I was impressed with the level of interest the participants had in the subject as they were not only coming prepared for the sessions but took active interest in the discussions. Their involvement in the course was in no way short of the level of interest demonstrated by participants of other executive programmes and I am confident that given an opportunity, they will live up to the expectations of the corporate sector.



Dr Sheeba Kapil
Financial Management
IIFT

The participants have been very enthusiastic in understanding the corporate finance issues in international business. I offered the course of corporate finance and I was highly impressed with high involvement, learning and participation by them. They provided fresh perspectives to case studies, innovative approaches to problem solving and always cohort with team spirit. I am really proud to be associated with the batch. These enthusiastic participants can contribute enormously, imparting value to your organizations. I endorse their potential and capacity in delivering, as useful contributors to organizational growth.



Dr Charu Grover
International Trade
Operations
IIFT

The participants have been very enthusiastic in understanding the International Trade Operations and Documentation issues in International Business. I was highly impressed with high involvement, learning and participation by them. They provided fresh perspectives to case studies, innovative approaches to problem solving and always cohort with team spirit. I am really proud to be associated with the batch. These enthusiastic participants can contribute enormously, imparting value to your organizations. I endorse their potential and capacity in delivering, as useful contributors to organizational growth.

Boots on Ground



IIFT DGR ALUMNI SPEAK



Cdr Nanda Kumar Das
Global Leader for Bids &
Proposals Commercial
Contracts Genpact

"When it comes to International Business Management, I believe that IIFT is a front runner in providing a wholesome exposure to the participants. The outstanding faculty, and the curriculum including Industrial visits, ensured that the learning was well-rounded. I give considerable credit to IIFT for the seamless and impactful transition that I could pull off into the corporate domain. The soft skills imbibed in the military and the hard skills acquired at IIFT have stood me in good stead."



Col Ramit Arora
Senior Vice President
NewSpace Research and
Technologies

"The Managerial Development Program at IIFT is a specially curated program for the defence officers transitioning into the corporate domain. The world-class faculty with an abundance of corporate experience behind them gave us a first-hand view of the work culture and ethos of the industry and their expectations from the transitioning veterans. The program with special emphasis on the modalities of International Business has been a game-changer, as it equipped me with the wherewithal to transform my military skill set into value addition for the organization that I joined immediately after the course. My best wishes to all the participants of the DGR 9 batch and I am sanguine that their choice of the institute will definitely be an enabler when they step into their respective corporate roles in the near future. God Speed and Happy Landings always."



Col Tarun Vohra
Senior Operations
Manager, Amazon
IIFT DGR Batch 2

"The six months International Business Management course at IIFT is a highly effective program that equips armed forces officers with the essential corporate seasoning for making them business-ready. Insights provided by the highly experienced and acclaimed faculty of the Institute go a long way in setting strong management aptitude and analytical outlook. The skill sets ingrained into me have enabled a smooth transition into the corporate role and helped fuel unending professional growth possibilities. Wishing IIFT, its faculty, and the present batch all glory and success in the coming years."

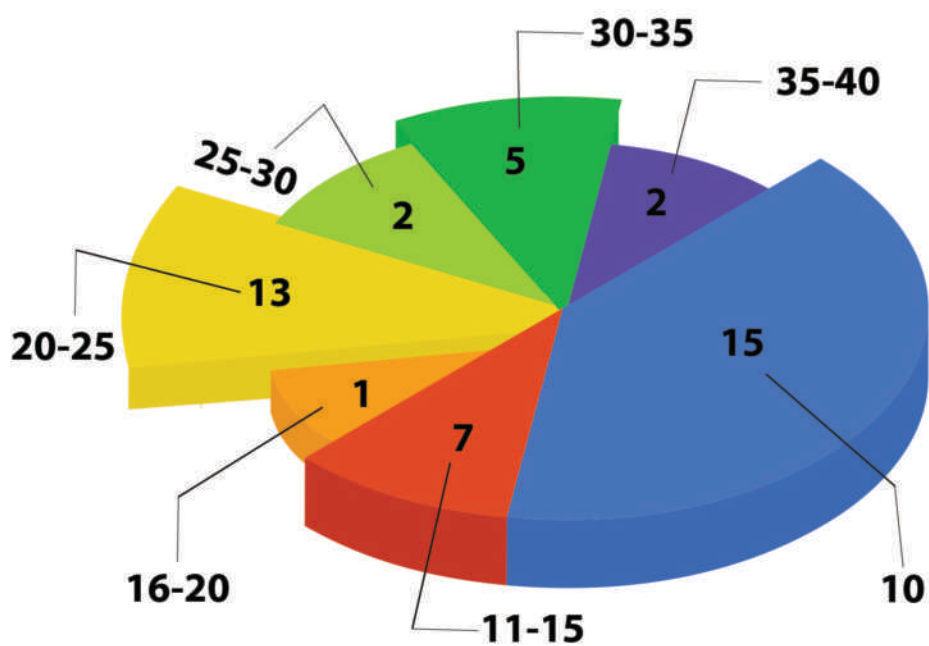
Montage



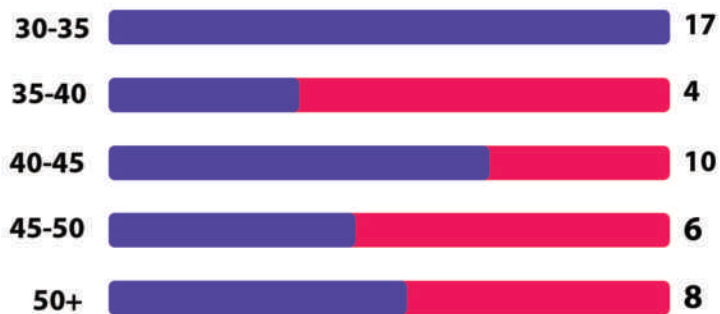
SERVICE BACKGROUND



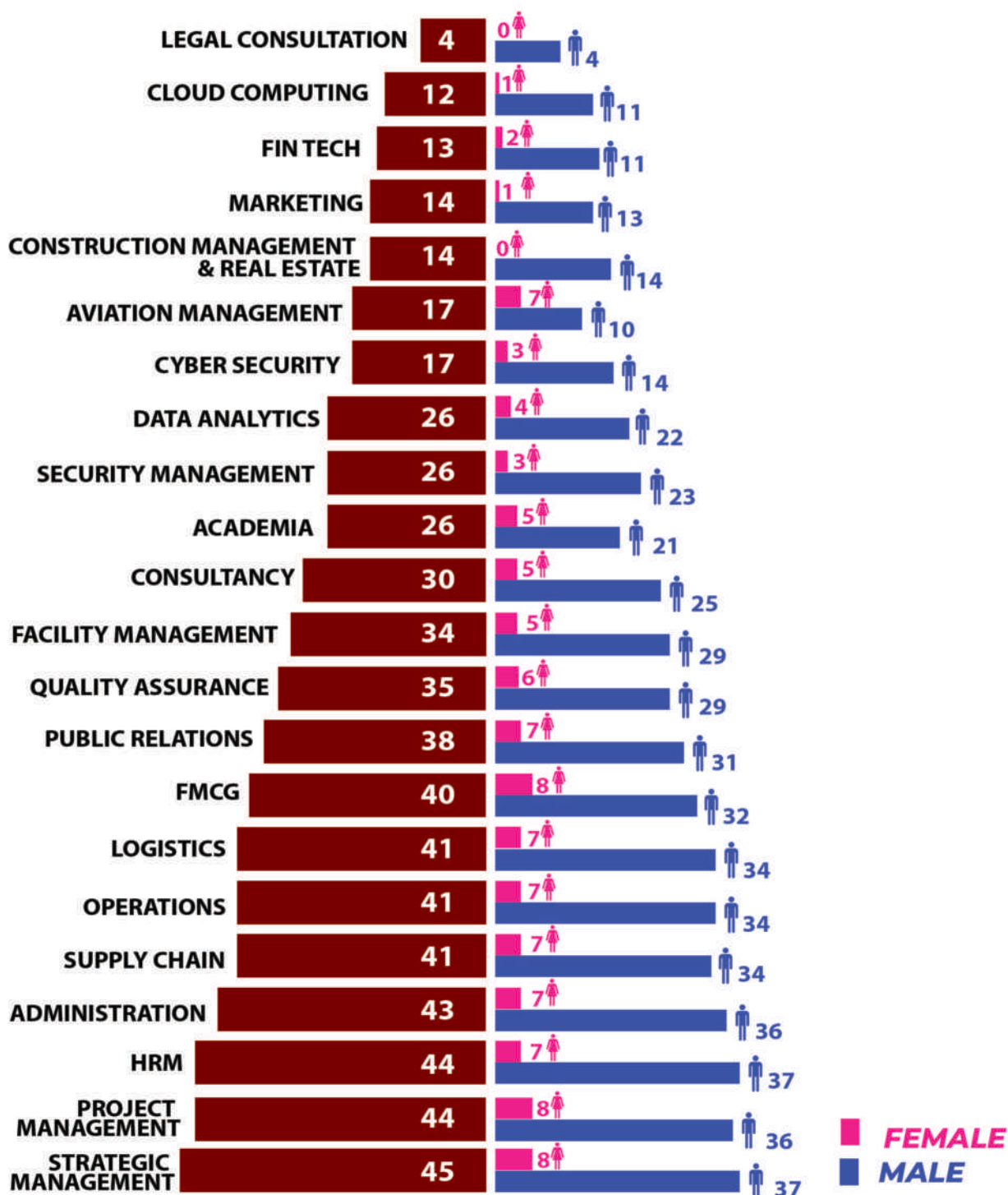
WORK EXPERIENCE



AGE CATEGORIZATION



FUNCTIONAL PREFERENCE



FUNCTIONAL PREFERENCE

SL NO	RANK	FULL NAME	OPERATIONS	HRM	ADMINISTRATION	PROJECT MANAGEMENT	CONSTRUCTION MANAGEMENT & REAL ESTATE	FACILITY MANAGEMENT	MARKETING	SCM	LOGISTICS	QUALITY ASSURANCE	DATA ANALYTICS	CONSULTANCY	ACADEMIA	SECURITY	STRATEGIC MANAGEMENT	LEGAL CONSULTATION	PUBLIC RELATIONS	AVIATION	FMCG	CYBER SECURITY	CLOUD COMPUTING	FIN TECH
1	MAJ	VINAY CHANDRAN J	◆	◆	◆	◆				◆	◆		◆	◆	◆	◆					◆	◆	◆	◆
2	MAJ	A P SINGH	◆	◆	◆	◆		◆		◆	◆	◆					◆		◆		◆	◆		
3	MAJ	SORING LUIKHAM		◆	◆			◆								◆	◆							
4	MAJ	RAMNEEK SINGH KAPOOR	◆	◆	◆	◆		◆	◆	◆	◆	◆	◆	◆	◆				◆		◆			
5	MAJ	NAVJOT SINGH	◆	◆	◆	◆			◆	◆	◆	◆	◆		◆	◆	◆		◆		◆	◆	◆	◆
6	SQN LDR	AAKASH KUMAR VISHWAKARMA	◆	◆	◆	◆		◆		◆	◆	◆				◆	◆		◆					
7	LT CDR	KRIKA SHARMA	◆	◆	◆	◆		◆		◆	◆	◆	◆	◆	◆		◆		◆	◆	◆	◆	◆	◆
8	LT CDR	SAUMYA BAHADUR	◆	◆	◆	◆				◆	◆	◆	◆	◆		◆	◆		◆		◆	◆	◆	◆
9	LT CDR	GOURAV RAMPAL	◆	◆	◆	◆		◆		◆	◆	◆	◆	◆	◆	◆	◆				◆	◆	◆	◆
10	SQN LDR	NUPUR JAIN	◆	◆	◆	◆		◆		◆	◆	◆	◆	◆	◆		◆		◆	◆	◆			
11	SQN LDR	MONICA MALIK	◆	◆	◆	◆		◆		◆	◆	◆	◆	◆	◆	◆	◆		◆	◆	◆	◆		
12	SQN LDR	PARUL TIWARI	◆	◆	◆	◆						◆	◆				◆			◆				
13	LT CDR	KARAN KALRA	◆	◆	◆	◆		◆		◆	◆	◆	◆	◆			◆		◆		◆	◆	◆	◆
14	MAJ	NAVIN KUMAR	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆		◆	◆	◆	◆		◆		◆	◆		
15	LT CDR	INAYAT SINGH	◆	◆	◆	◆			◆	◆	◆	◆					◆		◆		◆	◆		
16	SQN LDR	ARATI B RANJAN	◆			◆				◆	◆						◆		◆	◆	◆			
17	MAJ	PAVNIT SINGH		◆	◆	◆			◆		◆			◆			◆		◆			◆	◆	◆
18	CDR	VARUN GUSAIN	◆	◆	◆	◆		◆		◆	◆	◆	◆	◆			◆		◆		◆			
19	CDR	YATEESH SINGH BONAL	◆	◆	◆	◆		◆		◆	◆	◆	◆		◆	◆	◆				◆			
20	LT CDR	DHRUV ARORA	◆	◆	◆	◆			◆			◆	◆				◆		◆		◆	◆	◆	
21	WG CDR	DIVYA BANSHTU		◆	◆	◆		◆		◆	◆	◆		◆	◆	◆	◆		◆	◆	◆			◆
22	WG CDR	RICHA VARSHNEY	◆	◆	◆	◆		◆		◆	◆			◆	◆	◆	◆		◆	◆	◆			
23	WG CDR	AJMER SINGH	◆	◆	◆	◆		◆	◆	◆	◆	◆	◆	◆	◆	◆	◆		◆	◆	◆	◆		
24	WG CDR	NAVRENDER KANWAR	◆	◆	◆	◆		◆	◆	◆	◆	◆	◆	◆	◆	◆	◆		◆	◆	◆			
25	WG CDR	DALVIR SINGH BAIRWAL	◆	◆	◆	◆		◆	◆	◆	◆	◆		◆	◆	◆	◆		◆	◆	◆			
26	LT COL	ANOOP A P	◆	◆	◆	◆		◆		◆	◆	◆		◆			◆				◆			
27	LT COL	VIKAS SINGH BISHT	◆	◆	◆	◆		◆		◆	◆	◆		◆	◆	◆	◆		◆		◆			
28	COL	AWINASH KUMAR	◆	◆	◆	◆		◆		◆	◆			◆	◆	◆	◆		◆		◆			
29	LT COL	NALINESH KUMAR SINGH	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆		◆	◆	◆	◆	◆	◆	◆	◆		
30	LT COL	ARUN CHAUBEY	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆		◆	◆	◆		◆	

FUNCTIONAL PREFERENCE

SL NO	RANK	FULL NAME	OPERATIONS	HRM	ADMINISTRATION	PROJECT MANAGEMENT	CONSTRUCTION MANAGEMENT & REAL ESTATE	FACILITY MANAGEMENT	MARKETING	SCM	LOGISTICS	QUALITY ASSURANCE	DATA ANALYTICS	CONSULTANCY	ACADEMIA	SECURITY	STRATEGIC MANAGEMENT	LEGAL CONSULTATION	PUBLIC RELATIONS	AVIATION	FMCG	CYBER SECURITY	CLOUD COMPUTING	FIN TECH
31	LT COL	K ANURAAG SINGH	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
32	LT COL	GIRISH KUMAR GANDHI	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
33	LT COL	ABHINAV SHARMA	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
34	LT COL	MANEESH SENGAR	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
35	LT COL	MAYANK GUPTA	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
36	LT COL	ASHOK KUMAR SINGH	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
37	LT COL	SANJAY M MUKHERJI	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
38	CAPT(IN)	NK RAINA	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
39	COL	KAPIL OBEROI	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
40	COL	ASHISH MOHAN TRIKHA	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
41	COL	KARANDEEP SINGH TULSI	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
42	COL	MADHAV JHA MASTANA	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
43	COL	ANURAG SAKSENA	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
44	CAPT(IN)	JK SINGH	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆
45	CMDE	SUMANT SINGH	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆	◆

PLACEMENT PROCEDURE



The Placement Committee (PLACOM) is coordinating all activities associated with the placement process. For administrative convenience each interested firm will have a dedicated member from the PLACOM to coordinate with respect to the domain / candidate(s) of interest for that particular firm. Companies are welcome to communicate with the assigned members of the PLACOM (contact details below) on any issues of concern.

JOB APPLICATION & COMMUNICATION

Companies are requested to provide application process and job description on available openings.

In response to the Job Descriptions floated by companies, **interested candidates would apply through PLACOM** with their detailed resumes / CV.

On the basis of candidates' applications, companies are requested to send acknowledgment with a list of short-listed candidates to PLACOM a week prior to their planned interviews for necessary information flow and record keeping.

PLACEMENT METHOD

Companies can choose the preferred mode of placement (online/ on-campus), although they are encouraged to visit the campus for the placement process which include pre-placement talks and selection interviews. Companies desirous of campus placement drives are requested to indicate their convenience to the PLACOM for arranging a specific time slot and necessary administrative arrangements.

Over and above this period, Batch is open for placement from 01st December onwards over mutually convenient time. Companies can also call candidates to their respective office for interview process through PLACOM.

OFFER & ACCEPTANCE

Companies are requested to communicate the following details to PLACOM via email (with copy to the candidate):-

- Indication that an offer has been made.
- Confirmation / rejection of an offer by a candidate.
- Candidates are solely responsible for finalising offer details, including salary package directly with the companies.

CONTACT DETAILS OF PLACOM :-

Placement Committee (PLACOM) mail id: placement_dgr9@iift.edu

Anurag Saxena	+91 9810471746	saksena.anurag@gmail.com
Kapil Oberoi	+91 8979567070	col.kapiloberoi@gmail.com
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Vinay Chandran	+91 60046450718	vinaychandranj@gmail.com





PROFILE , COMPETENCIES & WORK EXPERIENCE



VINAY CHANDRAN

Major
Indian Army
Experience - 10 Years
Age - 34 Years

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SKILLS

- Machine Learning
- Data Analysis
- IT Ops
- Programming : Python, .NET
- Leadership
- Critical Thinking
- Stakeholder Management
- Training and Assessment

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- **M Tech Computer Tech**, JNTU, Hyderabad
- **B Tech ECE, SCTCE**, Kerala University

CERTIFICATIONS

- CSM
- Lean Six Sigma Green Belt
- Machine Learning (Coursera – Stanford University)
- Google Data Analytics Professional Certificate (Pursuing)
- AWS Solutions Architect Associate Training
- Google Data Analytics (Pursuing)
- Officers Advanced Computer Technology Course

AWARDS & RECOGNITIONS

- Best Student in Officers' Advanced Computer Technology Course

ABOUT ME

A technically sound, performance driven Military leader with expertise in Equipment management, Administration, IT Ops, Cyber Security and Operations. Currently seeking roles involving systems approach and analytical skills with opportunities to grow and contribute towards achievement of organizational goals.

IT OPERATIONS MANAGER

- Achieved near 100 % uptime of Data Centre with end to end network support over three different types of network to 2000+ users.
- Facilitated and provided maintenance support to 2000+ IT assets at 5 different locations. Improved and provided technical support for the **ERP system** of MCME with 2000+ users and 12 workflows.
- Created and updated internal **information security** compliance policies, procedures and standards resulting in reduction of non-compliance by 37%.
- Evaluated vulnerability alerts from third-party sources and analyzed potential impact to organization, identified appropriate stakeholders and mitigated exposure.

PROJECT MANAGER

- Steered **machine learning** and **deep learning** projects including facial recognition based attendance system, intelligence generation through sentiment analysis of Tweets, prescriptive analytics of armored fighting vehicles and computer vision based drone detection.
- Developed Military Equipment Detector with 87% accuracy from Aerial and Thermal Images from a small dataset. Demonstrated capability to distinguish between similar objects (2018-2020).
- Developed Change Detector from Aerial and Satellite Images with rotation and resolution invariance.
- Implemented bluefield project of a network of 2000+ active and passive IT components with OFC backbone of 20 Kms.
- Web development using IBM **Websphere Commerce**.

EQUIPMENT MANAGER

- Identified design shortcomings of critical equipment and managed multiple stakeholders at BEML, Godrej & Boyce Mfg. Co. Ltd and ECIL to ensure required modifications resulting in enhanced capability of equipment by 33% and reduction of deployment time by 15%.
- **Innovated repair technique** of satellite communication equipment with limited resources in operational area to restore 100% equipment availability during COVID Lockdown.
- Formulated Maintenance Planning Matrix for sustaining vintage Ground Support Equipment resulting in 20% extension of life.
- Instituted best practices to achieve 96% availability of a range of 20+ equipment.

LOGISTICS & SUPPLY CHAIN MANAGER

- Collaborated with multiple agencies and improved the availability spare parts of critical Ground Support Equipment. Reduced the lead time by 40%.
- Headed Joint Receipt Inspection (JRI), acceptance and induction of critical equipment worth 270 Crores (INR).
- Forecasted demands, negotiated contracts & procured items worth crores after tendering processes through e-procurement portal; ensured optimal spare availability at all times

HR MANAGER

- Managed full spectrum of HR operations systems & programs including training, welfare, incentive programs & payroll of cross functional team of 200+ members of diverse cultural backgrounds.
- Redesigned training curriculum and Trained 50+ mid-level officers in MTech Computer Technology and Computer Science and Engineering.
- Formulated training curriculum for Agniveers under Systematic Approach to Training.
- Introduced innovative physical training program resulting in improvement of fitness standards by 10% in 3 months.
- Automated internal documentation as an initiative towards paperless office.





A P SINGH

Major
Indian Army
Experience - 10 Years
Age - 34 Years

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SKILLS

- Program / Project Management
- Strategic Management & Implementation
- Process Improvement
- Scrum
- Agile Methodologies
- Operations Management
- Risk Management
- Communication
- Stakeholder Relationship
- Team Building
- Leadership
- Change Management

EDUCATION

- Executive Programme in International Business Management – IIFT, New Delhi
- B Tech (IT), BVP Pune
- PG Diploma (Radio Communication), Savitribai Phule Pune University

CERTIFICATIONS

- PMP - PMI, 2022
- Lean Six Sigma Green Belt – OTIFAS, 2022
- Certified Scrum Master – Scrum Alliance, 2022

AWARDS & RECOGNITIONS

- Brigade Commander's appreciation letter, 23(I) Armd Bde – 2020
- Sector Commander's appreciation letter, 5 Sector Assam Rifles – 2019

ABOUT ME

Effective communicator, strategic planner & innovative leader with ten years of experience in Operations, Project Management, Supply Chain & Logistics Management in varied VUCA situations across the country. Recognized amongst peers as an active decision maker with a knack for stirring process improvements to scale-up efficiencies, reducing manual dependencies and automating outdated procedures. Influential presenter & people motivator, proficient in leading diverse teams and directing functional budgets to uplift standards of performance to empower both, people & processes.

PROGRAM/PROJECT MANAGEMENT

- Pioneered induction of modern DRDO CNR radio sets on all tanks in the unit with project budget worth **INR 8 Cr** and enhanced communication effectiveness by **55%** & survival rate by **90%**.
- Delivered training infrastructure project worth **INR 10 Cr** inclusive of 3 religious setups, 210 mud houses, 10 multi-level buildings and saved **INR ~8 L** via stringent control on logistics & project delivery before the due date.
- Developed software with a team of 5 technical specialists to automate documentation related to personnel management, eliminated manual hours, improved performance by **60%** and saved **INR 20 L** p.a.
- Devised an attack plan approved by higher HQs after on ground demonstration for improving winning rate by **90%** and reducing risk by **50%**.
- As Project Manager Streamlined career progression for the team by conceptualizing a **5-year** promotion matrix and accordingly nominating the team members for upskilling or supporting a change of role.

OPERATIONS MANAGEMENT

- Scaled up transportation capacity by 50%, innovated matrix to enable advance winter stocking and competently chosen for working closely with Air Force to manage air maintenance for Ladakh region.
- Analyzed & prepared operational reports, recced and identified induction route for supporting 3-month long **1st ever** induction of tanks at **14500 ft** and presented strategic roadmap approved by HQs.
- Advised cross-functional teams on inventory management, technical matters, supply chain forecasting & demand and allotted priority to vehicle repair projects.
- Yielded **15%** reduction in manpower by implementing control measures, recovered damaged vehicles via proactive liaison with stakeholders and successfully led column of 80 army vehicles through VUCA environment (approx **450 Kms in 4 days**).
- Elevated logistic operational readiness to over 95% via upgrade of aging vehicle fleet and initiated replacement of 3 outdated battle tanks for improving performance efficiency.

LEADERSHIP

- Conduct comprehensive team training as preparation for inter-department recce troop competition and catapult efficiency by 70%; team won the competition after **7 years**.
- Collaborated for joint operations with BSF & State authorities and efficiently maintained zero incidents through severely sensitive operations.
- Organized Under-19 Women Football Championship for the Northeastern States to participate in games at Diphu, Assam, Kohima & Nagaland attended by the Chief Minister of Nagaland as the chief guest.
- Collaborated for joint operations with BSF & State authorities and efficiently maintained zero incidents through severely sensitive operations.





SORING LUIKHAM

Major
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Experience - 10 Years
Age - 34 Years

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SKILLS

- Security
- Administration
- Human Resource Management
- Leadership & Teambuilding
- Adaptability

EDUCATION

- **Executive Programme in International Business Management, IIFT, New Delhi**
- Diploma in Defence and Strategic Studies, University of Madras
- **BA, Delhi University**

CERTIFICATIONS

- Certified Protection Professional (CPP) - ASIS International (Pursuing)
- Airline Passenger Profiling Course, Aviation Security Training Institute, CISF Delhi

AWARDS & RECOGNITIONS

- General Officer Commanding-in-Chief Commendation Card 2019



ABOUT ME

A Diligent and Dynamic Army Officer with 10 years of diverse experience in Operations, HR management, Administration, Logistics, Security and Training related positions. Seeking challenging assignments to look after the scope of HR Management, Corporate Security and General Administration.

HUMAN RESOURCE MANAGEMENT

- Handled manpower planning, recruitment, training, performance counseling, appraisal, grievance handling and discipline for large multi skilled work force of more than 800 personnel.
- Ensured optimum and effective utilization of material and human resources by providing congenial work environment.

LEADERSHIP & TEAM MANAGEMENT

- Served in India's only Counter Hijack & Sky Marshalling unit - NSG. NSG is a federal contingency world class zero error force to deal with anti-terrorist activities in all its manifestations.
- Conducted training, briefing and movement of Sky Marshals to carry out an efficient implementation of Sky Marshal Operations PAN India.
- Collaborated with Civil Airlines for 'zero error' conduct of Sky Marshal Operations on 50+ routes.
- Led a team of 200 commandos responsible for the security of the Rashtrapati Bhavan during US President Donald Trump's visit in 2020.
- Commanded an Infantry company of 120 personnel, handled critical operations in High Altitude and Counter Terrorist environment while adhering to safe and sound work practices.

LOGISTICS MANAGEMENT

- Supervised all logistics and supply chain operations with inventory and warehouse management of war like stores, fuel-oil-lubricants, food items (perishable and non-perishable) of more than 800 combatants and civilians.
- Implemented and conducted comprehensive audits on safety and security protocols to safeguard Personnel, Equipment and Cyber assets.
- Administered winter cut off posts for 7 months with systematic planning and deliberation for 120 men team in a hostile environment at sensitive location achieving 100 % sustainability, survivability, safety and security.
- **NSG (2021)** - Rationalization of Critical equipments for NSG thereby increasing overall efficiency of operations.
- Managed fleet of 50 heavy vehicles and 30 light vehicles including high-end tactical vehicles.





RAMNEEK S. KAPOOR

Major
Indian Army
Experience - 10 Years
Age - 36 Years

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SKILLS

- Project & Program Management
- Logistics, Operations & Supply Chain Management
- Effective communication, Leadership & People Management
- Disaster Management, Security & Risk Management
- Networking & Cross Functional Coordination
- Leadership, Teambuilding & Conflict management

EDUCATION

- **International Business Management, IIFT**, New Delhi (Pursuing)
- MBA (Marketing/Operations) IBS Mumbai/ICFAI University.
- BTech, Civil Engineering, JNU, 2018
- PG Diploma in Defence Management and Strategic Studies, Madras University, 2013
- B.Sc, HNBBG University, Dehradun

CERTIFICATIONS

- PMP (Pursuing)
- PG Diploma in Armament Technology (Tank Gunnery T-72), ACC & S, Ahmednagar
- Combat Team Cdr Course, ACC & S, Ahmednagar

AWARDS & RECOGNITIONS

- Insignia by the GOC (14 RAPID DIV) for utmost Hard Work & Dedication.
- 'Best Project in Civil Engineering Degree Course on Retractable Roofing System.

ABOUT ME

Dynamic and highly proactive leader adept in managing multiple cross functional teams to deliver large scale programs while leveraging a multi-faceted experience as a tenured military combat engineer, responsible for executing engineering, operations and infra management projects in security sensitive terrains, as well as a business development manager in a corporate organization.

LOGISTICS, OPERATIONS & SUPPLY CHAIN MANAGEMENT

- Owned the end-to-end management of Unit Run Canteen (URC) by ensuring effective inventory management, smooth supply chain and efficient management of the URC accounts.
- Ensured effective utilization of inventory by identifying unit needs for approx 800-1000 personnel, procuring the apt equipment, maintaining critical equipment & data to reduce expenses
- Analyzed the demand and coordinated the supply management of ration, equipment, and ammunition for the unit and subunits
- Planned and executed 30 construction and infrastructure maintenance projects.
- Executed 20+ civic action programs for the social welfare, empowerment of women and youth and upliftment of the local population (Highlighted in ANI/Economic Times etc.) as well as activities and projects of NGO AWWA.
- Led the hiring of recruits and semi-skilled combatants for strategic projects.
- Managed and ensured road worthiness of military equipment worth ~100 crores by ensuring preventive maintenance and conducting timely inspections.
- Created quarantine facility with a capacity of 1000+ and framed and implemented SOPs during the pandemic.
- Owned logistic support to troops on the Line of Control in High Altitude including advance winter stocking as a logistics manager in J&K

SECURITY MANAGEMENT

- Spearheaded operational moves with contingency planning in highly active counter terrorism operations in sensitive and remote areas of J&K (population of ~11000 citizens)
- Planned, coordinated, and executed cross-functional and cross-organizational defense operations to negate illegal and anti-national activities.
- Collaborated with other security & law enforcement agencies in J&K to counter the adversary's espionage, subversion & sabotage attempts.
- Owned the standardization of security drills, installation and maintenance of latest security related equipment and monitored strategically important installations, vehicles & facilities

HUMAN RESOURCE MANAGEMENT & TRAINING

- Managed HR operations for 800 military personnel including team optimization, documentation, legal issues, training, and welfare.
- Managed OJT selection and timely rotation of teams as per the tasks assigned.
- Collaborated with various agencies like SOG, J&K Police, IB, and BRO/GREF across the organization to drive maximum utilization of human resources and effective operations.
- Conducted Technical/Ops training in both desert and plains involving 200-8000 men during Combat Engineering Training cycle/Ex with Troops.
- Led troops in harsh weather conditions and conducted training cycles to operate successfully in CI/CT environment while monitoring security of teams and equipment
- Streamlined implementation of SOPs, promotion policies, welfare schemes and training policies of the organization.
- Mentored junior leaders and commanders of the team to deliver results in operations thus improving operational efficiency of the unit/subunit.

CORPORATE EXPERIENCE

AKZONOBEL DULUX PAINTS, Mumbai, India (APR 2009 – JAN 2012) **Business Development Manager**

- Led the business development, sales & brand management for products & services to HNI clients
- Collaborated with 14+ retail dealers to increase the product/brand outreach across the target market resulting in 12% increase in sales.

KANSAL NEROLAC PAINTS, Mumbai, India (APR 2008 - JUN 2008)

- Interned within Sales & Marketing Management team during MBA course





NAVJOT SINGH

Major
Indian Army
Experience - 10 Years
Age - 33 Years

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SKILLS

- Operations Management
- Project Management
- Supply Chain & Logistics Management
- Effective Polyglot Communication
- Disaster Management, Security & Risk Management
- Cross Functional Team Leadership & Teambuilding

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- PG Diploma in Human Resources Management
- PG Diploma in Advance Weapon Systems
- PG Diploma in Weapon Systems
- PG diploma in Defence Management and Strategic Studies
- Bachelor of Engineering (Computer Engineering)

CERTIFICATIONS

- Certified Scrum Master
- Lean Six Sigma Green Belt
- Multiple Udemmy and LinkedIn Certifications in the Human Resources and Project Management Domains

AWARDS & RECOGNITIONS

- Director General Assam Rifles Commendation Card for Multiple operations in the intensely sensitive region of North East India.
- Awarded Gold Medal in PGDM HR Course

ABOUT ME

- **11 years of extensive cross-functional experience in the fields of Strategy, Operations, Logistics, Project Management, Security, Human Resources and Administration in the Indian Army.**
- **Effectively handled several functions at all administrative levels for important projects worth millions of rupees. Adept at improving Operational stability, efficiency and profitability of the organisation through innovation. Highly resourceful and committed professional driven by optimism with emotional maturity skilled at managing high valued projects, multi-faceted teams under adverse conditions and minimise waste to achieve desired goals.**
- **Possesses excellent communication, emotional and collaboration skills to manage stakeholders, recruit, train, and lead cross-functional teams across multiple locations to peak efficiency and productivity by integration of operational requirements with the latest technical tools. A perfect fit for today's digitally inclined Corporate scenario.**

SOFTWARE DEVELOPMENT

- Internship with **E-Consultancy FZC** a Dubai based company in Ahmedabad. Was involved in development of multiple apps on multiple mobile operating systems.

PROJECT MANAGEMENT

- Undertook several projects to **automate HR functions** at unit level.
- Undertook Army Level **Cyber Security Video Project.**
- Was **Project Officer** for **production of Training Film** of a Russian Rocket System at Army Level.
- Was assistant **project manager** for **3 AI based projects** aimed at automation of Tactical Military Data Driven Decision Making which conserved manpower and reduced decision-making time by **30%.**

OPERATIONS AND HUMAN RESOURCES MANAGEMENT

- Was in charge of smooth conduct of **Tactical and Administrative Operations** during 2014-2015, 2016-2018 and 2020-2022.
- Was responsible for implementation and compliance of **SOPs** and **Policies** of the organization.
- Employed effective interpersonal communication to collaborate with multiple agencies within organization to drive seamless human resources operations and ensuring Risk Mitigation.
- Managed **Strategic and Administrative HR operations** for **450-1100 military personnel** including manpower optimization selection of manpower for the task, documentation, legal matters, training and welfare. Activities were aimed at **aligning HR deliverables** with strategic goals of the organization.
- Was part of the **Talent Acquisition** team for hiring of **348 Technical employees.**

SECURITY AND LOSS PREVENTION

- Spearheaded multiple operations in highly sensitive region of North East India. **The Security and Threat Mitigation Operations** resulted in apprehension of warlike stores for which **Director General Assam Rifles Commendation** was awarded.
- Planned and executed cross functional Security and Threat Mitigation Operations to negate and contain anti national activities and also counter espionage, sabotage and subversion attempts.
- Was responsible for security cover and coordination of conveyance of state dignitaries.
- Was responsible for security and rescue of election observers during Nagaland assembly polls.
- Assisted effective implementation of National policies at highly remote areas of North East India in coordination with state administration and Law enforcement Organisations.

LOGISTICS & SUPPLY CHAIN MANAGEMENT

- Ensured efficient Logistics and Supply Chain Management in multiple terrain and security conditions.
- Ensured Business excellence through implementation of sound supply chain principles and creation of value for stakeholders by analyzing and improving profitability of multiple commercial ventures.
- As Logistics manager, Planned and Executed Logistic operations to ensure timely supply of Rations, Equipment and Ammunition at the Indo- Myanmar International Boundary.
- On basis of thorough analysis of inventory, ensured its effective utilization, identified critical demands and facilitated timely supply of the same while reducing expenses.





AAKASH KUMAR VISHWAKARMA

Squadron Leader
Indian Air Force / Aeronautical
Engineer (Mechanical)
Experience - 10 Years
Age - 34 Years

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SKILLS

- Program / Project Management
- Operations Management
- Leadership
- Administration
- Risk Management
- Cross Functional Coordination
- Strategic Planning
- Conflict Resolution
- Decision Making
- Training & Mentoring
- Security

EDUCATION

- Executive Program in International Business Management, IIFT, New Delhi (Pursuing)
- PG Diploma in Management (Operations), IMT Ghaziabad
- PG Diploma (Aeronautical Engineering), Visvesvaraya Technical University, Belgaum
- B E (Mechanical)

CERTIFICATIONS

- Lean Six Sigma Green Belt
- Certified Scrum Master
- Pro-E Wildfire 2.0, IGTR Indore

AWARDS & RECOGNITION

- First in order of merit in Guided Weapons Specialization Course

ABOUT ME

A dynamic and result oriented leader with 10 years of experience in executing and managing cross functional teams, driving continuous improvement through process driven methodologies in the field of combat, missiles, vehicles, maintenance, security, weapon systems and administration. A quick learner and a multitasker who likes challenges and takes initiative to meet organizational goals.

PROGRAM/PROJECT MANAGEMENT

- From Dec 2018 onwards looking after the preparations and successful implementation of Air Defence cover for **Delhi - NCR** during events of National Importance like **Republic Day** and **Independence Day** Celebrations.
- Ensured timely availability of end product in a complex **supply chain** of Indigenized Explosives, Missiles and Repairs between **Air Force Field Units, Repair Depots and Ordnance/Ammunition Factories** spread across the country.
- Ensured efficient **Office Administration** functioning of a temporary **hospital** setup by Air Force Station Rajokri, at Gurugram during the second wave of **Covid-19** pandemic.
- In Nov 2019, defended the Indian Air Force single handedly against the Ammunition Factory **Khadkee, Pune** for defect investigation for faulty explosives. Ammunition Factory Khadkee accepted their lapse and replaced all explosives worth **INR 5 crore** for free and at priority.
- As the Admin head looked after Maintenance and upkeep of **technical, combat and administrative infrastructure**.

OPERATIONS MANAGEMENT

- As Head Technical team, ensured adherence to technical SOPs and **Established TQM** as culture & integral part of all functions to **meet critical maintenance timelines**.
- Spearheaded routine and surprise **audits** of Weapon Storage Area **infrastructure** spread over **500 acres** and stored commodities to ensure **100 % accountability** of explosives, ammunition and machinery.
- Renewed servicing schedule manuals/restructured servicing schedules, **introduced lean methodologies** to achieve highest planned, executed and co-ordinated maintenance and repair activities with external agencies like Repair Depots, overhaul agencies and OEMs.
- Provided perimeter security and was at the forefront during the Pathankot terrorist attack. Led a team of **70 Airmen** to safeguard the assets of National Importance successfully with no casualties/injuries.
- **Managed 75 specialized and vintage Russian vehicles** with their lines of critical spares for their availability during operations and mobility.

LEADERSHIP/HR MANAGEMENT

- Handled **CSD-QD Funds** in excess of **INR 1 crore** for Welfare activities/procurement.
- Deployed and Operationalized the Air Defence Missiles along with all administrative facilities with **200 Airmen** at a remote and geographically challenging terrain during the **Galwan Valley** conflict within a very short span of time.
- Single handedly looked after documentation and all administrative issues pertaining to **200 Airmen** in terms of personal issues, welfare and leave percentage.
- Disposal/Demolition of Life Expired Explosives at SK Range, Halwara for three years with a team of **100 Airmen** with **no accidents/incidents**.
- Imparted training to more than 50 Airmen on **Explosive Ordnance Disposal, Denial and Quality Control** for missile preparation and maintenance.





KRITIKA SHARMA

Lieutenant Commander
Indian Navy
Experience - 10 Years
Age - 34 Years

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SKILLS

- Negotiation and Collaboration
- Program and Project Management
- Cross Functional Coordination
- Leadership & Teambuilding
- Communication and conflict management
- Inventory and Accounting Management
- Strategic planning and innovation

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- M.Sc, Applied Meteorology, 2014-2016
- MBA, Human Resource Management 2013-2015
- B. Tech, Computer Science Engineering 2007-2011

CERTIFICATIONS

- Data Science & AI, IIT Madras (Jan 23)
- Certified Scrum Master (CSM) Scrum Alliance, 2022
- Certificate of Merit in NWP, Indian Navy, 2022
- ISO 9001-2008 certified in Educational & Training Technology, 2013

ADDITIONAL

Technical: Python, SQL, Tableau, Excel, Power BI
Languages: Hindi and English

ABOUT ME

A dedicated, fervent and proficient Military Leader with 10 years of cross-functional experience in Project Management, Team Management, Operations Management and Data Analytics. Handled equipments of worth of Rs. 101 million, led multicultural teams for multi-tier projects and trained 1000s of trainees of varied age groups on various subjects/technologies with an endeavour to increase throughput of the organization, ensuring compliance to policies/regulations towards achieving organizational goals within available resources and deadlines.

TECHNICAL MANAGER

- Installed and configured **weather forecasting model** as per organization's requirement. Trained staff of 20 personnel on deriving **visualization products using python** code from the WRF model.
- Streamlined warehousing, in-house servicing, comparing and calibration of **instruments of worth Rs 50 lakhs** by indigenization, resource planning and inventory management thereby increasing the serviceability rate of instruments by 60% leading to accurate data recording.
- Analysed and improved supply chain of **40 hydrogen cylinders** while ensuring compliance with govt. laid testing procedures and incorporating safety procedures thereby increasing **asset availability by 75%** and zeroed down the vendor cost by indigenisation.
- Maintaining **20 yrs climatological** data of a station after applying data cleaning using **Advanced Excel** so that it is readily available for analysis, **feature engineering** and **predictive modeling**.

PROJECT MANAGER

- Supervised installation of a technical **project of 100 million** comprising of 7 instruments installed at two runway ends that includes emplacement, operation management in compliance with aviation regulations thereby digitising data recording and increasing **accuracy of forecast by 20% using validation technique**.
- Streamlined asset management, **risk management**, defect rectification, harnessed demand forecasting ensuring digitised accounting and augmentation of workforce to **increase balance creditor of accounts by 200% in a year**.
- Spearheaded **environment project** of installation of rain water harvesting system, solar lights and vertical gardens **worth of Rs.50 lakhs** that includes site survey, market survey, budgeting and liaison with military engineering services within stipulated time.
- Initiated and furnished multiple **projects worth Rs.30lakhs** related to fire safety in a **special school** that involved liaison with multiple agencies, projecting budget estimates, installation of equipment, testing, regular training of personnel and handled **account books of 1.5Cr** for the augmentation and maintenance of facilities/services in school.

ASSOCIATE MANAGER

- Conceptualised, designed and imparted **defence warfare module** in form of seminars, CBTs and hard scripts for **600 young military officers** to introduce them with modern art of war.
- **Supervised a team of 26 members** to accomplish a ministry ordered district level project that includes liaison with state govt, state police, local media, district eminent personalities, other armed forces and members of naval regimental system.
- Engaged as major stakeholder in collaborating with tri-services, government universities towards **generating actionable insights** in various affected areas while changing academics degree from **BSc to B Tech**.

SOFTWARE DEVELOPER

- Developing, maintenance and testing of an inventory management system based on **Core Java and SQL**. Client interaction at Panama region including assessment of user requirements, live upload of sub modules with a team of 6 as team leader.

PROJECTS/ RESEARCHES

- Performance evaluation of WRF model using various physics schemes to analyse moderate rainfall event during Post Monsoon season 2021 and onset of monsoon 2022 over INS Shikra using **python**.
- Effect of trough in Easterly Wave over INS Parundu on a decadal data (2011-2020) and Study of Atmospheric energy conversion characteristics over heavy rainfall regions during 2011-2015 using **opengrads and gfortran**.
- Conducted skill score study over 3years to validate the accuracy of weather forecast using Microsoft **Excel** to take strategic decisions to improve the score.





SAUMYA BAHADUR

Lieutenant Commander
Indian Navy
Experience - 10 Years
Age - 33 Years

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SKILLS

- Operations
- Project Management
- People and Process Management
- Cross Functional Coordination
- Leadership & Teambuilding
- Communication and conflict management
- Adaptability
- Strategic planning and innovation

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- **Electrical Specialisation Course (MSc)**, INS Valsura, CUSAT Cochin
- **B.Tech (ECE)** SRM Univeersity
- **Basic Submarine Course**, INS Satavahana

CERTIFICATIONS

- **Certification Course in Lean Six Sigma-Green Belt**, KPMG
- **Certification Course in Leadership and Behavioural Studies**, Centre for Excellence, Leadership and Behavioural Studies
- **Certification in Project Management**, PMI(Pursuing)
- **Certified Scrum Master**, Scrum alliance

AWARDS & RECOGNITIONS

- Received unit citation for Most Innovative Department in Squadron

ABOUT ME

An insightful leader with 10+ years of experience in Operations and Project Management in the Indian Navy. Specialized in technical operations and experienced in handling multiple projects and liaising and leading diverse teams. Adept at improving operational stability, efficiency, profitability and logically concluding tasks. Expert in maximizing team knowledge, staff development process, productivity improvements and curriculum design for varied requirements.

PROJECT MANAGEMENT

- Proposed, designed, and did technical calculations for the installation of a new state-of-the-art **Communication system** in the most efficient and economical way; liaised with external agencies and had a pivotal role for developing of Pilot Project for integration of Satcom with existing system onboard submarine.
- As the **Project Coordinator** supervised 14 refits of the ships and submarines and provided analysis and written technical input to support the resolution of **engineering deficiencies** and failures.
- Monitored project progress schedule, and quality checks and handled contractors and sub-contractors for steering the completion of all pre-requisite **acceptance trials**, quality checks and Safety audits to ensure timely commissioning.
- Idealized, conceptualized and operationalized **Indigenization** of vintage Russian spares via sourcing of required components and their in-house assembly thereby reducing cost and dependency.
- **Pioneered** the setup of an in-house Gun Mount testing facility thereby reducing turnaround time for repairs of spares leading to 25% cost saving.
- Mobilized resources for the development of an in-house system for checking the accuracy of EWS thereby reducing dependency on OEMs leading to cost and **manpower savings by 30%**.
- Led a team of 16 and planned and did a feasibility study on a project to modernize submarines.
- Ensured operation of equipment by completing preventive maintenance requirements following manufacturer's instructions, troubleshooting malfunction and calling for repairs as required for various Weapon Systems and their Control Systems of **70+ warships and submarines** of Western Naval Command.
- Planned and executed meetings, designed, and developed project documentation, created roadmaps, and conducted acceptance trials while overseeing timelines and budget for successful completion of upgradation of weapon package including BRAHMOS.

OPERATIONS MANAGEMENT

- Ensured **100% serviceability** of electrical, electronic warfare and communication equipment on-board naval ships and submarines through effective planning and execution of periodic maintenance and overhaul activities with given resources (both manpower and spares) and thereby optimizing the utilization.
- Channelized overall management of Procurement Process, Cost Reduction, Contract Negotiation, Vendor Relations, Deliveries and Vendor development.
- Ensured business continuity by performing scheduled operations, **root cause analysis** of defects and oversaw the restoration of operations during breakdown and improvement of existing systems.
- Recognized as the emergency handling specialist for prompt responses and effectively providing inhouse **innovative** resolutions thereby handling multiple critical situations like issues in generator, firing circuit of Torpedo Tubes, control system Submarine's diving and surfacing system etc.
- Proficient with the Defence Procurement Procedures (DPP), preparation of RFIs/ RFPs/ RFQs, price negotiation, processing of supply orders and contingent bills.
- Analysed and reconciled consumption patterns of equipment spares; forecasted demands to always ensure **Minimum Stock Levels** as the appointed Electrical Officer.

LEADERSHIP & TEAM MANAGEMENT

- Conducted system evaluation required for procurement, optimizing accounting, timely payment and distribution of medicines thereby making recommendations for improvements that streamlined availability while eliminating the backlog as the **Joint Director- ECHS**.
- Responsible for making financial business decisions, strategic planning for use of public funds, bagged approval of INR 600cr for construction of new Polyclinics at 12 locations Pan-India.
- **Examined proficiency** & cleared personnel for career progression; ensured job rotation & dual trade concept.





GOURAV RAMPAL

Lieutenant Commander
Indian Navy
Executive Branch
Experience - 10 Years
Age - 33 Years

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SKILLS

- Strategic Planning & Analysis
- Operations Management
- Procurement Management
- Conflict Resolution
- Human Resource Management
- Python
- C# | MVC | Asp.Net 3.5, 4.5
- JavaScript | JQuery | Ajax
- MS SQL Server 2012 R2
- Azure & AWS Cloud Practitioner

EDUCATION

- **Executive Programme International Business Management**, IIFT, New Delhi
- **MBA(HRM)**- Manipal Jaipur University, Jaipur
- **B Tech (IT)**, ACET, Amritsar

CERTIFICATIONS

- Lean Six Sigma Green Belt, KPMG
- Certified Scrum Master
- Work smarter with Microsoft Excel, Microsoft
- AI for Everyone, DeepLearning.AI
- Business Implications of Artificial Intelligence, EIT Digital
- Oracle Certified Associate, Oracle
- Centre of Excellence in Ethics Leadership and Behavioral Studies, Kochi
- MPN, MSP, Microsoft

AWARDS & RECOGNITIONS

- Coordinated HADR Operations during Cyclone Hud-hud, ANC, IN
- Gold medalist Inter-Services Marathon (2016-20), ANC, IN
- Provide launch support for MS Visual studio 2010, MS Office 365, Win 7 in collaboration with Microsoft product launch team.
- Best Student of Year 2009, Indian Society for Technical Education

ABOUT ME

A dynamic and skilled strategist who cost-consciously transforms plans into workable solutions through appropriate use of available resources and business strategies, with 10 years of experience in the Indian Navy and 2.8 years of Corporate Experience. Familiar with Business Principles, Project Management, IT, Data Analytics, Agile Frameworks, Operations Management, Supply Chain management, Administration with an ability to adapt, improvise, and excels in a challenging environment.

PROJECT MANAGEMENT

- As Delivery Head organized various state level and National Level camps for cadets, involving E2E planning in close liaison with the Government authorities, impacting 3% hike in Armed forces selection in UP.
- As Chief Project Manager executed multiple asset building and other projects worth more than INR 5 Cr including vendor management, contract and cost negotiations
- Reduced dead Inventory by 34% by refurbishing products and adapted Kanban strategies to minimize waste and curtailed holding costs by 9%.
- Administered collective projects to maintain tenable supply chain worth 27 Cr, undertook procurement via GeM & e-tendering by successful price negotiation resulted 19% cost-saving to Government of India.
- Spearheaded team of 80+ in containment of COVID crisis by setting up 150 Bed Quarantine Facilities in a VUCA environment.

OPERATIONS MANAGEMENT

- As Sr. Operations Officer ensured safety of both men and material while maintaining operational availability and management of assets worth INR 250 cr. Planned and accomplished operational tasks for several critical missions.
- As Navigating/Operations Officer of an Indian Naval Warship, coordinated multi-dimensional operations, including planning and execution of vivid naval exercises, involving close collaboration with all stake holders onboard.
- Officiated project on lean management plan of Indian Navy accounted for 32% man-hour saving.
- As Assistant Operations Officer coordinated disaster relief activities ensuring safe evacuation and delivery of relief whilst reducing lead time by 50%.
- As Project Risk Manager efficiently managed identification, qualification, and monitoring of risk. Regularly facilitated risk planning by involving concerned project teams and team leaders to achieve best resolution.

LEADERSHIP

- As Administrative Head of NCC streamlined training plan of 3000+ personnel by establishing objectives, identifying necessary activities and optimal sequencing ensuring effective utilization of resources.
- Collaborated with UP government authorities for various social service activities and community programs.
- Guided administrative and HR functions including daily staffing schedules, payroll supervision, innovative training sessions, standardization & execution of SOPs, etc.
- Instrumental in job enhancement, appraisals, rewards and recognition, conflict management and addressing grievances at work place.
- Spearheaded recruitment drive for Sailors for Indian Navy.
- Successfully ensured workforce optimization of 250+ employees in a hybrid working environment during COVID pandemic.
- Successfully organized numerous official and social events for Indian Navy both in India and foreign countries.

IT PROJECTS

- Talygen-2012
 - Oversaw a team of 8 to write scalable code for Web application, accounted for revenue generation by 31% using Agile methodology
- Boeing-2011-12
 - Assisted in development and enhancements of current suite using unity pattern to boost engagement by 15%





NUPUR JAIN

Squadron Leader
Indian Air Force /
Administration Branch
Experience - 10 Years
Age - 32 Years

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SKILLS

- Human Resource Management
- Leadership
- Resource Management
- Stakeholder Management
- General Administration
- Advanced MS Excel

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- Bachelors of Technology in Electronics and Communication

CERTIFICATIONS

- Appraisal Report Workshop
- Estate/Construction Planning and Management course
- Emergency/Contingency/Disaster Management Course
- National Cadet Corps 'A', 'B' and 'C' level certificate

AWARDS & RECOGNITIONS

- Awarded Air Officer Commanding in Chief Commendation in Jan 2022 for exemplary work during Covid-19 Pandemic



ABOUT ME

A zealous, innovative and goal-oriented officer with displaying excellent communication/interpersonal skills offering 10+ years of multi-disciplinary administrative experience in Human Resource Management and Stakeholder management. Expertise in executing the projects and facilitating the operations through team building and synergized use of human and material resources, thereby optimizing operational capabilities and achieving common organizational goals. An energetic leader known for ability to envision, create and successfully lead teams to deliver positive results.

HUMAN RESOURCE MANAGEMENT

General administration:

- 10 years of experience in administration, man management, duties delegation, team building.
- Planning personnel and professional matters with efficiency and flexibility.
- Enforcement of discipline for smooth functioning minimizing loss of property, men and information.
- Formulation of SOPs, policies, statutory compliances and government relations.
- Headed security and administration aspects of men and material in Counter Insurgency Area.
- Delivered performance reviews/appraisals, recommended additional training or advancement and recommending corrective actions and lead time actions to resolve issues of 500 personnel.
- Training & Development of the human resource to ensure zero error delivery of tasks with high level of motivation.
- Planning and execution of special operations, managing a highly skilled team of fighter pilots of the Indian Air Force.
- Motivating the team to ensure zero error, while managing the costly assets of the organization.
- Team management and capability building of highly skilled human resources.
- Specialist in Skill Development programs, training and conducting employee engagement activities.
- Automated internal documentation as an initiative towards paperless office.
- **CSR initiative:** As an officer in-charge of various welfare association, handled various administrative aspects of events like blood donation camp, yoga classes, hiring of teachers for Air force Schools in CI area, Medical Camp, Food and clothes distribution in villages, Run for Fun activity, cycle expedition etc.
- Coordinated various events for over 500 personnel by managing internal resources and funds.
- Pioneering experience in providing logistical support to 1000 soldiers, shortage management; managed supply chain for distributing food, medicines and basic need items to covid patients thereby, managed contingency situation during COVID-19 in CI area.

Procurement:

- Carried out hiring of casual labours for the remotely located naxalite prone disturbed area by doing the tendering process as per Defence Procurement Manual.
- Managed and supervised public funds of over 5 Cr for conducting price negotiations with vendor, prioritizing needs and initiation of procurement through GeM portal.





MONICA MALIK

Squadron Leader
Indian Air Force /
Administration (Fighter Controller)
Experience - 10 Years
Age - 32 Years

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SKILLS

- Operations & Administration
- Human Resource Management
- Risk Mitigation
- Performance Management
- Team Building
- Training & Development
- Organisational Skills
- Data Analysis
- Project Management

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- **Masters in Aviation Law & Air Transport Management**, NALSAR Law University, Hyderabad
- Masters in Public Administration, IGNOU
- BTech (Electrical Engineering)

CERTIFICATIONS

- **PMP (Pursuing)**
- **Certification Course in Administrative Management**, Air Force Administrative College, Coimbatore
- Certification in Renewable Energy resources, TERI
- O Level IACCS certification

AWARDS & RECOGNITIONS

- Awarded first position in command level Intelligence and Security quiz in 2017.
- Awarded 'Best in Ground Subjects' in Air Defence College in 2013

ABOUT ME

A competent professional with 10 years of operational experience in air battle management, critical decision making, tactical mission planning through risk mitigation and data analytics. Efficient in Human Resource Management including various HR activities like manpower planning and optimizing their performance levels towards organizational goals, objective appraisal, recruitment, performance management and their continuity training. Looking forward to work in new environment and use my skills for personal and organizational growth and development.

OPERATIONS AND PROJECT MANAGER

- Entrusted with **coordinating** the aerial security of New Delhi during a **sensitive ceremony** wherein large number of dignitaries, both foreign and national were present.
- Implemented the **safety framework** and displayed high level of situational awareness, for Delhi air space defence management during Prime Minister's address on Independence Day and Republic day.
- Coordinated and **controlled** various **fly-pasts** with multiple kinds of aircraft and ensured smooth fly-pasts.
- Conceptualized and **implemented** standard operating procedure for detection, identification and neutralization of threat arising from sub-conventional aerial threat.
- Conducted seminars for training of **500 personnel** of various security forces on sub-conventional warfare.
- Optimized system output resulting in improvement in system performance by approx 50 %.
- Planned and practiced varied air exercises with live and simulated weapon handling. Orchestrated and participated in various international and national level network centric operations.
- **Trained** and assigned mentors to address the roadblocks in implementation of electronic-office, thus improving the system efficiency by 100 %.
- Conceptualized, developed and successfully implemented comprehensive **training programmes** for 100+ personnel, resulted in **100 % success** during headquarter level inspection.
- **Analyzed intelligence** data and updated intelligence/tactical database and SOPs. Collaborated the data in planning critical missions and deriving important lessons.
- Formulated plan for **development** and estimated cost of construction of an Online Test Examination System; the project was completed under **strict timelines** adhering to defined scope.
- Deployed, installed and operationalized surveillance system at difficult geographic location, while taking into consideration the **risk, safety and quality** measures.
- Leveraged competent leadership skills to remove constraints and enhance efficiency.

HUMAN RESOURCE MANAGER

- **Evaluated performance** and proficiency of **50 personnel** during career progression examination board.
- Advised the chief operations officer on key issues and acted as an interface between **management and operations** for implementing policies, systems and procedures in line with organizations objectives.
- Supervised and Coordinated **recruitment drive** for about **500 candidates**. Conducted the selection of candidates based on job profile.
- Scrutinized approx. 100 **performance review reports** and recommended deserving professionals for reward and recognition.
- Managed the financial & administrative aspects of Air Force welfare association organization, an NGO consisting of various ventures. Organized various welfare activities such as counseling, providing monetary & in-kind help to specially disabled children at various schools etc.
- **Organized** and **coordinated** various events and visits by important dignitaries, including the NSA and all three Chiefs of Armed Forces





PARUL TIWARI (RETD)

Squadron Leader
Indian Air Force /
Administration(ATC)
Experience - 10 Years
Age - 32 Years

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SKILLS

- Aviation and Operation Management
- Project Management
- Leadership
- People and Resource Management
- Risk Management
- Communication
- Crisis & Emergency Management
- HR Management
- Critical Decision Making
- General Administration

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- B Sc (life science), DU
- MA (ENG), IGNOU

CERTIFICATIONS

- C LABS LEADERSHIP COURSE
- APPRAISAL REPORT WORKSHOP
- AIR TRAFFIC SURVEILLANCE COURSE
- CIPHER COURSE

AWARDS & RECOGNITIONS

- COURSE TOPPER IN GRADUATION AT DU
- REPUBLIC DAY PARADE 2015

ABOUT ME

Versatile, high-energy seasoned professional with 10 years of rich & extensive experience in Aviation operations, Air traffic Management Airport Management in Indian Air force. Proficient at planning, analysing and executing with dexterity in time management, resources utilization and risk management. Seeking challenging managerial position where leadership, adaptability, collaborative skills, systematic approach and analytical skills contribute towards the achievement of organizational goals

OPERATION MANAGEMENT

- Accomplished 20,000 hours of accident/incident – free Air Traffic Controlling across the spectrum of Air Operations.
- Experience in managing high – magnitude combat Air Operations in various joint exercise like – Iron fist, Balakot strike.
- Strategic planning and dynamic implementation of human resources operations in challenging condition to keep the air field active round the clock for operations regarding scraping of Article 370 (Jammu) and CASEVAC.
- Enhanced operational safety as Chief Risk Assessment Officers and Station Fire Officers for assets of worth crores by continuous training to more than 500 firefighters by involving expertise from industry and external agencies.
- Designed, scheduled and planned uninterrupted Air operation and fly past involving 88 types of various aircraft during Aero India, Presidents Colours, Republic Day Parade flypast, activation of expressway for fighter landings.
- Issued 500+ NOCs to various government and civil organizations for the construction of masts and various buildings as per extant regulation for aviation activities in and around air field.
- Handled officers' institute regarding food, accommodation and property ensuring rationing, procurement, efficient planning of accommodation, warehousing, maintaining proper record of property, management of working staff and general administration
- Participated for selection of Air warriors, conduct of various service like AFCAT exams. Collaborated with multiple agencies and handled the operation in 2-3 states, conducted exam successfully involving 30 lakh + applicants.
- Meticulously planned and efficiently executed VVIP movements involving PM, President, State Governors.
- Involved with live operation like terrorist attack at Sanjuwan (Jammu) 2018, Manipur attack (2015).

PROJECT MANAGEMENT

- Project head from Indian Air Force for Modernization of Air field Infrastructure (MAFI) worth 300 Cr for ensuring timely execution and quality work.
- Executed and commissioned various Airfield infrastructure projects like runway resurfacing, tarmac repair and widening of taxi track by effective utilization of resources.
- Cipher officer in cipher section which involved timely and efficient processing and dissemination of top-secret information to concern agencies in encrypted and secretive form
- Handled CSD canteen as officer-in-charge with 200 staff. Looked after warehousing, legal disputes, supply chain management, sales, procurement, general administration, financial aspects.

LEADERSHIP/HR MANAGEMENT

- Led and managed a workforce of 100 + personnel in terms of processing confidential employee records, career progression, performance counselling, general feedback, discipline, grievance handling, leave, reward and welfare.
- Planned, conducted and introduced modern training techniques like simulations, and online continued training programs for focused training of new officers and 300 air warriors.
- Guided administrative and HR functions including daily staffing schedules, innovative training sessions, standardization & execution of SOPs, etc.
- Facilitated training of over 300+ air warriors towards handling various aircraft emergency of various military aircrafts like AN-32, Jaguars, MIG-21 and also civil aircraft in close liaison with AAI and other civil operators.





KARAN KALRA

Lieutenant Commander
Indian Navy
Electrical Branch
Experience - 11 Years
Age - 32 Years

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SKILLS

- Program / Product Management
- Stakeholder management
- Risk Assessment
- Cyber Security
- Agile product Management
- Fiscal management
- Risk Management
- Cross Functional Coordination
- Strategic Planning
- Vulnerability Management
- Leadership

EDUCATION

- Executive Programme in International Business Management, IIFT New Delhi
- Chevening Cyber Fellowship, Cranfield University- UK
- MBA- IT & Systems, ICFAI University
- B.Tech (Computer Engineering)- MMEC, Ambala

CERTIFICATIONS

- **Certified Lead Auditor- ISO 27001**
- **CDPSE – ISACA**
- **LSSGB**
- **ISO 27701**
- Certified Scrum Master
- CEH – Certified Ethical Hacker

AWARDS & RECOGNITIONS

- Chevening Fellowship -UK (2022)
- Commendation for Devotion to Duty (2016)
- Silver Medal Pistol Shooting Championship (2015)

ABOUT ME

A passionate and performance-driven technocrat with a decade plus experience in leading cross-functional teams across Project management, Cyber Security, IT Operations, Program Management, and Fiscal management. Capable of delivering results in VUCA environments and bridging gaps between performance and potential. Adept in infusing cohesiveness, synergy, and collaborative working culture with geographically dispersed teams achieving desired output efficiently.

Program/Project Management

- As high-power selection committee member (top-level stakeholder) for Defence India Startup Challenge (DISC) evaluated and selected potential startups for developing indigenous technologies.
- As Project Officer for NCN (Naval Communication Network) spearheaded multiple contracts and projects worth INR 24000 Cr in liaison with multiple stakeholders including domestic/foreign OEMs and government agencies.
- As Program Manager for Innovation in Defence Excellence (IDEX) by the Ministry of Defence, mentored a startup to indigenously develop high assurance resilient cyber systems saving INR 15 Cr to the exchequer.
- As a Program Manager steered numerous high-level engagement programs with various Friendly Foreign Countries (FFC's) to develop Bilateral engagement frameworks, identifying concrete steps to increase synergy, bolster interoperability and coordination, strengthening foreign cooperation.
- Studied and analyzed the Qualitative Requirements of two Maritime Information Systems and unified their development post tweaking the GUI's thereby reducing dual development efforts and accruing a cost savings of INR 50 Cr.
- As core committee lead, coordinated with high-level stakeholders from State and District Administration for the successful culmination of IFR (International Fleet Review) hosting foreign delegates of 95 warships from 50 Navies around the world and VVIPs including Presidents and Prime Ministers.
- Designed, developed, and implemented a continuing education, awareness, and training program for Naval personnel thereby instituting on job training for special duties, reducing out-sourcing expenditure by 50 percent and building inhouse expertise supporting continuous operational tempo.

IT Operations / Operations

- Conception, procurement and delivery followed by life cycle support of IT infrastructure to 300+ Strategic Business Units (SBU's) under regional headquarters HQWNC
- Formulated IT vision roadmap with inputs from industry and internal stakeholders, ensuring effective utilization of funds for induction of future technologies.
- Digitized all HR processes of the organization and sub organizations under it serving close to 30000 service personnel and 10000 civilian personnel.
- Conceptualized, Designed, and implemented e-Office with enhanced infosec measures capable of handling classified information. Additionally, tailored the system for SBUs by understanding their organizational hierarchy increasing organization efficiency manifolds.
- Successfully initiated and completed procurement under revenue and capital routes following complex procurement procedures, reducing long lead times through proactive Liaison and stakeholder management.
- Spearheaded projects for office automation and Secure Communication application within the Indian Navy. The project involved hardened android build on commercial hardware for utilizing secure messaging and voice calls app akin to WhatsApp.

Information Security

- Conducted independent security audits of close to 100 SBUs annually conducting gap analysis and mitigation measures safeguarding critical infrastructure.
- Formulation and execution of security policies, as part of top-level management, to ensure governance and risk compliance.
- Conducted Risk analysis, audit gap closure, and mitigation for field-level hardware.
- As CERT-IN team lead responsible for network incident handling and VA. Imparted basic training on Information security to Officers and sailors leading to 80% increase in Infosec compliance.
- Lead a team of diverse experienced individuals to setup and manage a Security Operations Centre (SOC) responsible for enforcing infosec policies and incident handling.
- Led a team of specialists managing Security Operations Center monitoring more than 27000 endpoints.





NAVIN KUMAR

Major
Indian Army
Experience - 24 Years
Age - 42 Years

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SKILLS

- Program / Project Management
- Strategic Management & Implementation
- Business Analysis
- Operations Management
- Risk Management
- Procurement Management
- Team Building | Leadership
- Event Management
- General Administration

EDUCATION

- Executive Programme in International Business Management Course, IIFT, New Delhi
- Executive PG Diploma in SCM & Logistics Management, Alliance University, Bengaluru.
- Diploma in Accounting and Office Management.
- PG Diploma in Catering and Hospitality Management
- B.Com, Pilani University (Raj)

CERTIFICATIONS

- Computer Operations – NIIT, Delhi-2009
- Strategic Installation (IGNOU) 2011
- Certificate in SCM & Logistics Management including transport management, ASC Centre and College, Bengaluru-2017
- Inventory and Material Management

AWARDS & RECOGNITIONS

- Chief of the Army Staff Medal -2021
- General Officer Commanding, HQ Delhi Area during Republic Day Parade & Beating the Retreat Ceremony of Ministry Of Defence for the Year 2021
- General Officer Commanding, HQ 22 RAPID-2021

SPORTS

C. K NAIDU under 19,
(Cricket) Haryana State

Command level – Basketball & Volleyball



ABOUT ME

Senior logistics officer with high-energy seasoned professional with 24 years of rich & extensive experience in Operations, Logistics & Supply Chain Management, Conclusion of Contracts and finalization of various RFPs and General Administration in Indian Army. Adept Project Management, Operations and Supply Chain Management proven testimony of resource utilization, procurement, execution and controlling. Expertise in working with ambiguous situations and delivering time-bound results.

PROJECT / OPERATIONS MANAGEMENT

- Vast experience of working with Project Management Organization of Ministry of Defence - **converting user requirements into technical specifications**, RFP, finalization of contract with various foreign agencies like France and Israel for project development.
- **Led strategic planning** initiatives to ensure timely availability of ration, fuel, oil and lubricants in operational areas of J&K to users via regular updates, smooth communication with supplier and user. Ensured smooth supply of ration and fuel for troops deployed in forward most areas during lockdown time at the time of COVID-19.
- Encouraged 5+ new vendors to participate in the procurement process and reduced the cost of procurement by 10%, saving approximately 2.8 Cr.
- Active technical member in RFP formulation of centrally procured items of contracts worth 200 Cr and spearheaded technical screening of 20+ suppliers and minimizing the domino effect.
- Developed and **optimized maintenance strategy** for critical equipment deployed along the forward areas of East of The East Arunachal Pradesh (KIBITHU).
- **Coordinating** with various **stakeholders** including **Budget, Planning & Operations Teams** and external stakeholders – **OEMs & local vendors** for procurement of ration, communication equipment etc.

LEADERSHIP/HR MANAGEMENT

- Led a team of **250+ technical & non-technical multi-disciplinary members** and managed assets like land, buildings, special ration, fuel, oil & lubricants, transport, KSPs, issue, receipt of various stores and maintenance of records **worth INR 500+ Crores** spread over Kishtwar, Doda, Bhaderwah, Banihal and Dharmund in J&K.
- **National Event**, coordinated the flawless management of manpower and transport during Republic Day Parade and Beating the Retreat Ceremony of Min of Def. Guided **administrative and HR functions** including daily staffing schedules, payroll supervision, innovative training sessions, standardization & execution of SOPs, etc.
- **Enhanced capability of technical team** through **planned training cadres** on maintenance of records, repair & maintenance of vehicles, equipment & weapon systems.

LOGISTICS & SUPPLY CHAIN MANAGEMENT

- Conducted capacity & performance audits of supplies based on criteria such as percentage of rejections, quality improvement, timely delivery, credits terms etc.
- Performed routine reviews of the inventory, budget, statistical forecasts, plannings scheduling and procurement with an emphasis on meeting strict deadlines in the operational environment.
- Handled supply chain for Army rations and Fuels to include warehousing, inventory management, transportation and distribution.
- Controlled rail and road move as Senior Logistic Officer from India, budget worth more than **INR 20 Cr for over 10000 troops**, equipment/ stores during training exercise of multilateral countries in **Russia**.

HR Manager

- Handled full spectrum of HR functions including SOPs (standard operating procedures) formulation, career mapping, talent management, performance appraisals, dissent management and conflict resolutions.
- Expertise in conducting multiple training in team building of Rescue operations Teams and flood relief team.
- Achieved rise in motivational levels by implementing policies for performance monitoring, rewards and recognition by of personal indulgence.





INAYAT SINGH (RETD.)

Lieutenant Commander
Indian Navy
Experience - 11 Years
Age - 34 Years

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SKILLS

- Supply Chain Management
- Project Management
- Contract Negotiations
- Liason and Public Relations
- Leading and Motivating Teams
- Human Resource Management
- Vendor Management

EDUCATION

- Executive Programme in International Business Management Course, IIFT, New Delhi
- Naval Logistics Course - Dec 2012
- B.Tech Electronics and Communications, Punjab Technical University, 2007-2011

CERTIFICATIONS

- LSSGB (KPMG)
- CSM (Scrum Alliance, pursuing)

AWARDS & RECOGNITIONS

- Mentor for TTM (Talk To Me) program for Nai Disha Foundation (Apr 22-Aug 22)
- Commendation by Vice Chief of Naval Staff for devotion to duty – 2019
- Nominated on radio as a speaker to educate and motivate youth for various entries in the Indian Navy (2018)
- Completed half marathons (21Km) – SCCM 2016/2017

ABOUT ME

An accomplished Naval Logistics Officer with eleven years of service experience having diverse cross functional involvement across all Supply Chain and Procurement stages, Recruitment and Administrative Duties. Analytical thinker, quick on the go, versatile, high energy seasoned professional with an innate ability to adapt to any domain and deliver outcomes. Eager and confident to take on challenging roles and assignments.

SUPPLY CHAIN MANAGEMENT

- Executed contracts from tendering to post award upwards of INR 20Cr with major PSUs like BHEL, BEL and private firms.
- Headed inventory management of approx. 5000 fast moving and high turnover stores to the effect of ~INR 30 Cr for Naval ships and establishments through Sybase based ERP systems.
- Effective stakeholder management especially vendor relations.
- Prioritized and ensured cost saving by detailed negotiations and effective vendor management bringing down costs by 5-7%.
- Forecast annual budget and ensured utilization of actual budgets received with meticulous planning and procurement strategies.
- Materialised critical and emergency requirements in a timely manner to afloat units.
- Ensured proper storage in warehouses while monitoring shelf life as well as minimum stock requirement resulting in on time delivery to afloat and shore units.

PUBLIC RELATIONS / HUMAN RESOURCE MANAGEMENT

- Initial screening and selection of approximately 2500 young Officers through University Entry Schemes.
- Relationship building expertise while motivating young students to join the Indian Navy through interviews and group discussions.
- Raised awareness among rural children about Armed Forces in Porbandar.
- Undertook performance appraisals, grievance redressal, training and development of cross functional teams comprising of sailors and contractual staff.

PROJECT MANAGEMENT

- Assisted ~CEO in carrying out a critical Ministry of Defence Project.
- Have been a part of ongoing project of setting up afloat support center for operational ships in Western Naval Command.

INTERN TRAINEE AT PANASONIC, NOIDA (Jan 11 - Jun 11)

- Assisting technicians on the product assembly line.





ARATI B RANJAN (RETD)

Squadron Leader
Indian Air Force /
Logistics Branch
Experience - 10 Years
Age - 34 Years

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SKILLS

- Logistics Operations and Supply Chain Management
- Negotiation and Collaboration
- People and Process Management
- Cross Functional Coordination
- Leadership & Teambuilding
- Communication and conflict management
- Adaptability
- Strategic planning and innovation

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi (Pursuing)
- **MA HRM**, Jamia Milia Islamia, New Delhi
- **Masters in Aviation Law & Air Transport Management**, NALSAR Law University, Hyderabad
- **BCA**, Bhavans' Vivekananda College, Hyderabad

CERTIFICATIONS

- **Graduate Diploma in Material Management**, IIMM, Mumbai
- **Certification Course in Materials Management**, Material Management Institute, Airforce Station Devlali
- **Certification Course in Administrative Management**, Air Force Administrative College, Coimbatore
- **LSSGB (KPMG)**
- **CSM (Scrum Alliance, Pursuing)**

AWARDS & RECOGNITIONS

- Team awarded 'Best in Provisioning & Related Procurement Activities' in 2018

ABOUT ME

A dynamic and result oriented professional with 10 years of rich & extensive experience in Logistics Operations, Supply Chain Management, Project Management and General Administration in Indian Air Force. Excellence in leading, managing and monitoring projects with respect to time, cost, resource deployment and quality compliance to ensure satisfactory execution in a VUCA environment. Proven capabilities in monitoring and improving overall functioning of processes to maximize customer satisfaction levels. Team building and leading capabilities for achieving set goals & objectives.

LOGISTICS & SUPPLY CHAIN MANAGEMENT

- Performed duties in accordance with all applicable standards, policies and regulatory guidelines to promote safe working environment.
- Managed spares inventory consisting of lines ranging from 4000 to 50,000.
- Improved customer satisfaction to 99% by proactively issuing mission critical spares pan India towards full peace time operationalization and all-round serviceability.
- Procurement and contract management, optimizing the operations with lean methodology and process improvement, leading to increase in efficiency, effectiveness and customer satisfaction.
- Managed and maintained extensive business relations with Hindustan Aeronautics Ltd for procurement of mission critical aviation spares to maintain 100% fleet operationalization.
- Was an active part of the logistics operations core team at a Mother Depot responsible for the supply chain management of mission critical aviation spares to fleet maintenance teams at various locations within the country Exercise GaganShakti-2018.
- Earned a profit of 20% to the exchequer through auction of downgraded stores.
- Monitored and complied with strict budgets by negotiating freight in alignment with needs and specifications.
- Formulation, implementation and review of Standard Operating Procedures.
- Managed over Rs. 2K Cr in inventory and 200 employees.
- Streamlined the internal documentation process by managing information flow and getting various internal agencies onboard the logistics ERP, reducing the lead time of Procurement & Repair Orders by 25%.
- Meticulously conducted Joint Receipt Inspection, acceptance and Commissioning of the warehouse, aircraft and aircraft stores from Logistics perspective.

PROJECT MANAGEMENT

- Formulated plan and scope of work for the upgradation of aircraft spares warehouse (Rs.100 Crores approx.) incorporating state-of-the-art safety features and ambient temperature facility.
- Conducted Stakeholder requirement analysis and effectively communicated matters related to the project at all levels of leadership, stakeholders and technical experts.
- Formulated plan for installation of state-of-the-art vertical racking system in 6 warehouses with approx. 1300 sq yd area for easy identification and swift issue of aircraft stores to operating units.
- Revamped the warehouse infrastructure, office space and hygiene factors in the workplace to improve the employee productivity.

LEADERSHIP & TEAM MANAGEMENT

- Administered a cross-functional workforce of 200+ employees of diverse cultural backgrounds in a mission-oriented, technology-driven environment.
- Recruitment, planning, coordinating and conduct of training, counselling, guidance and grievance redressal for personnel.
- Conducted regular On-the-Job training of newly inducted Logistics/Equipment Assistants.
- Enhanced capability of logistics team through planned training cadres on in-service ERP for logistics and supply chain related activities.





PAVNIT SINGH

Major
Indian Army
Experience - 12 Years
Age - 34 Years

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SKILLS

- Project Management
- Bid & Proposal Management
- Human Resource Management
- Vendor Management
- Operations Management
- Stakeholder Management
- MS Office (Excel, Word, PPT)

EDUCATION

- International Business Management - IIFT, New Delhi
- Post Graduate Diploma in Military Studies and Defence Management, Gharwal University - 2011
- B Tech (EEE), GGSIPU, New Delhi - 2010

CERTIFICATIONS

- Lean Six Sigma Green Belt - KPMG
- Project Management Certificate - Google
- Human Resource Management : HR for People Managers - University of Minnesota
- Advance Computer Course, MCEME, Secunderabad - 2016

AWARDS & RECOGNITIONS

- Appreciation letter by Additional Director General, Administration & Coordination Directorate (AHQ) - 2022
- Appreciation letter by Commandant, 3 EME Centre - 2019
- Team Manager for the Gold Medal winning Army Kabaddi Team in the Tri-Services Kabaddi Competition - 2019

ABOUT ME

An Indian Army officer with over 12 years of diversified leadership experience across multiple geographies while managing multiple cross functional teams and driving operational efficiency, risk & crisis management and high stakes project management. An enterprising technical professional having senior stakeholder management skills along with excellent collaborative, relationship and people management skills, vendor management and negotiation skills coupled with analytical mind.

PROJECT / PROCUREMENT MANAGEMENT

Successfully completed more than 200 projects with combined worth of ~INR 40 crores starting from raising requisition to floating of RFP / Tenders, scrutiny of Technical & Commercial Bids, negotiations, and contract conclusion.

- As the Project Officer, initiated and operationalized project including vendor selection and management for 'Automated Surveillance and Intrusion Detection System' worth ~INR 5 crore resulting in the improvement of the overall security infrastructure of one of the largest open cantonments of Indian Army thereby successfully reducing the trespassing and untoward incidents by 50%.
- As the Technical Training Officer was instrumental in improving the overall quality of training by 20% by identifying the correct requirements, planning and executing the procurement of training and IT infrastructure worth ~INR 20 crores.
- As the Sports Officer and Team manager achieved 25% improvement in performance of athletes from 15 different sports teams including 05 'Army Sports Nodes' by identifying the gaps, planning and procuring the required sports infrastructure worth ~INR 10 crores.

Proven track record of working in close association with senior civil administrators while managing end to end project life cycle for novelty projects.

- As the Project Officer successfully facilitated the approval of design, selection & hiring of consultants and all relevant clearances within a span of 6 months for 'Swarnim Vijay Monument' at National War Memorial Complex to commemorate 50 years of '1971 Indo-Pak War', coordinating closely with all three Service Chiefs and collaborating with members of Central Vista Committee (CVC), New Delhi Municipal Corporation (NDMC), Heritage Conservation Committee (HCC) and Delhi Urban Art Commission (DUAC).
- As the Project Officer facilitated the selection & hiring of event manager for the launch of web portal 'Maa Bharti Ke Sapoot' by Defence Minister, CDS and all three service Chiefs at National War Memorial. This was aimed to revive 'Armed Forces Battle Casualty Welfare Fund' by attracting contributions from eminent personalities belonging to diverse background.

OPERATIONS MANAGEMENT

As the Deputy General Manager played varied mid and senior management roles and ensured increase in operational capabilities at all levels.

- Ensured increase in production output by more than 50% by reducing the lead time in repair and maintenance of the plants and machineries worth ~INR 75 Crores.
- Ensured maintenance and upliftment of infrastructural assets worth ~INR 200 Crores leading to hygienic and healthy environment for more than 1800 workforce.
- Spearheaded mapping of more than 700 IT assets and ensured proper cyber hygiene by putting them on safe network resulting in reduction of cyber violations by 66%.

HUMAN RESOURCE & STAKEHOLDER MANAGEMENT

Proficient in planning and managing large scale events at short notice.

- As the Sports Officer at Training Establishment, Bhopal, worked closely with Civil Administration including Urban Development Ministry and Sports Ministry and got land released for Army Water Sports Node resulting in better infrastructure availability for athletes and improving their performance in long run.
- As the Team Manager to 15 different sports teams including 10 Corps and 05 Army Sports Nodes under 'Army Sports Control Board' ensured right selection of talent and performance management of athletes representing Indian and Indian Army Teams respectively at various International and National level events resulting in improvement of medal tally by 33%.
- As the Officer in Charge, planned and executed International Bilateral Kabaddi matches between Indian Army and Bangladesh Army Kabaddi Team at 3 EME Centre, Bhopal involving clearances from Military Intelligence and approval as Government Sanction Letter by Military Training Branch.
- As Officer in Charge, ensured seamless conduct of high profile events such as Army Day Celebrations, Army Commander's Conference etc at Army House (Chief of Army Staff Residence) involving VVIPs like President of India, Prime Minister of India, Defence Minister etc.





VARUN GUSAIN

**Commander
Indian Navy
Experience - 13 Years
Age - 36 Years**

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SKILLS

- Program / Project/ Technical Management
- Operations Management
- Strategic Management & Implementation
- Procurement Management
- Team Building
- Leadership
- General Administration

EDUCATION

- Executive Programme in International business Management, IIFT, New Delhi
- M Tech (Thermal & Fluid), IITB
- Post Graduate Diploma in Marine Engineering (CUSAT)
- BE (Automobile) (Univ of Raj)

LINKEDIN CERTIFICATIONS

- Digital Transformation in Supply Chain
- Project Resource Management
- Project Management: Technical Projects
- Cert Prep: PMI Agile Certified Practitioner (PMI-ACP)
- Learning Excel: Data Analysis
- Six Sigma: Green Belt
- Lean Foundations
- Scrum: The Basics

AWARDS & RECOGNITIONS

- Establishment awarded unit citation for exemplary works and dedication to duty during pandemic- 2020.

ABOUT ME

Born as a highlander, strength and determination come naturally to me. Serving in the field of defence instilled discipline, planning abilities and leadership skills. Being a Submariner possess quick, rational and lifesaving decision-making skills developed in a critical working environment against the forces of nature. A mechanical/ marine engineer by profession with the experience of a Technical Manager, Project Manager, Program Manager, and Operations Manager. Having the capability to handle Supply Chain, Logistics, Rate Contracts, Contract Negotiation, and Vendor Development. A dynamic leader with a high degree of adaptability and the ability to face, understand and overcome any kind of situation coming my way.

PROGRAM/PROJECT/ TECHNICAL MANAGEMENT

- Achieved quality repairs and completion of HATs/ SATs of 50+ Ships and Submarines with advanced Hydraulic systems, valves, pipes, high-pressure air-operated systems and Fire Fighting systems in a time-bound manner over a span of 03 years.
- Field Design Officer for the construction of six indigenously built submarines as part of the Project (Scorpene) between Indian Navy and M/s Naval Group, France at Mazagon Dock Shipbuilders Ltd (Project Cost: \$ 4.5 billion approx). Responsible for the elimination of engineering/ structural non-conformities in the construction of an indigenously built Scorpene Submarine (French Collaboration).
- Liaised with team members, stakeholders and vendors to coordinate activities, resource provisioning, environment setup, risk mitigation and follow-up.
- Superintended availability of assemblies starting from FATs up-till HATs and SATs towards ensuring LEAN methodology thereby cutting down inventory cost.
- Maximized productivity by keeping detailed records of daily progress and identifying and rectifying areas for improvement.

OPERATIONS / FACILITY MANAGEMENT

- Led team of 03 Officers and engineering sailors in conducting day-to-day operations of the submarine, ensuring operational availability of 36 complex engineering systems, 15 major equipment, 3500 spools and 4 km of pipelines running in the submarine.
- Performed operations and PPM of Diesel engines, HP air compressors, AC plant, piping, pumps and Auxiliary systems.
- Lead operations in accordance with applicable standards, policies and regulatory guidelines to promote a safe working environment.
- Developed and implemented performance improvement strategies and plans to promote continuous improvement.
- Prepared and concluded procurement/repair cases for equipment and machinery; liaison with various vendors for completion of work within stipulated timelines.

LEADERSHIP/HR MANAGEMENT

- Administered and coached an industrial team of 6 Supervisors and 150 workers in the implementation of new repair strategies, improving operations, and exceeding plan quantity and productivity goals over 30% of the time.
- Administered 50+ sailors borne onboard, manpower and leave management performance evaluation, allocation of duties, planning and executing short-term and long-term goals

SUPPLY CHAIN / LOGISTICS/ PROCUREMENT

- Handling spares inventory of around 60 ships and submarines present on the east coast of India.
- Streamlining inventory management of indigenously built Nuclear submarines.
- Prepared procurement/repair cases for equipment and machinery; liaison with various vendors for completion of work within stipulated timelines.





YATEESH SINGH BONAL

Commander
Indian Navy
Submarine Technical Branch
Experience - 13.5 Years
Age - 34 Years

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SKILLS

- Program/Project Management
- Stakeholder management
- Human Resource Management
- Leadership and Team Building
- Crisis and Risk Management
- Operation Management

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- M-Tech in Radiological Safety Engineering, Homi Bhabha National Institute Mumbai (2018)
- MSc in Electronics and Tele Communication, CUSAT Cochin (2012)
- B-Tech in Electronics and Communication, Motilal Nehru National Institute of Technology, Allahabad (2009)

ABOUT ME

An astute professional with 13.5 years of experience in operations, project planning, technical management, human resource management, and a history of working on multimillion government projects as a head of the department. Proficient in the completion of objectives within time bound manner with limitation of budget and manpower. Currently, looking for an opportunity where I can capitalize on my skills for the growth of the organization and help leverage my current skill sets.

PROGRAM/PROJECT MANAGEMENT

- **Conceptualized, promulgated, and ensured 100+ periodic planned preventive maintenance schedules** for critical systems onboard Nuclear and Conventional Submarines which led to 50% reduction in system downtime.
- Successfully fulfilled the **responsibility for conducting Acceptance Trials** with stringent quality control for **10+ different types** of indigenized critical systems by collaborating with **10+ OEMs and Designers**.
- Warranted judicious maintenance and procurement of **50+ critical cutting-edge technological equipment worth crores**.
- As a **Subject Matter Expert**, prepared, scrutinized, and conceptualized **10+ Engineering and safety documentation, standard operating procedures, Regulatory guides, and policies** for the Indian Navy which helped in achieving 100% safe operation of the platform.
- **Collated and analyzed** a huge set of operational data to forecast and root cause analysis of multiple issues leading to **100% risk mitigation** and **enhancing operational efficiency by 50%**.

STAKEHOLDER MANAGEMENT

- Achieved successful planning and **execution of trials & installation of safety systems worth crores** by effective stakeholder management and **collaboration with 5 different agencies comprising 50+ members** onboard nuclear platform, in time bound manner.
- **Collaborated with a cross-functional team of 100+ professionals** for safe and sustainable operation and maintenance of National Strategic Assets worth crores which led to an **increase in productivity and availability by 50%+ figures**.
- Spearheaded a dynamic team of 100+ Naval and Defense civilian personnel towards round-the-clock support for 10000+ hours in terms of Safety and Emergency Management for the Strategic Assets of the Indian Navy.
- **Ensured stakeholder management and scope management** during the design and development of indigenized critical systems with **strong liaisoning with 3 different agencies**.

HUMAN RESOURCE MANAGEMENT

- **Experience in handling and accountability** for manpower planning, training, performance counseling, appraisal, grievances handling, discipline, and emotional well-being of **1000+ multi-skilled and diverse workforce in a span of 5 years**. **Ensured effective utilization of limited Human and material resources** by implementing the idea of **"Minimum input and Maximum Output"** ideology.
- Edified and mentored teams of 40+ technical manpower for ensuring the combat readiness of weapons and sensors throughout meeting all operation requirements including **supply chain management of 50+ critical spares** and other logistics.

LEADERSHIP AND TEAM BUILDING

- **Trained and provided leadership & direction to 1000+ Naval and civilian personnel** on various aspects of Safety & Regulatory Guidelines and system-specific knowledge.
- As a Head of the Department **led a dynamic team of 50+ trained professionals** on multiple occasions of critical emergency response exercises/ drills and **100+ critical evolutions**.
- **Led a team of 100+ professionals** for successful implementation of best **"work practice standards"** for Nuclear and Radiation Safety onboard Strategic Facilities resulting in **nil observations** during inspections and audits.





DHRUV ARORA

Lieutenant Commander
Indian Navy
Experience - 14 Years
Age - 35 Years

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SKILLS

- Project/ Program Management
- Agile/ Scrum Methodologies
- Data Analytics
- Python
- Advanced MS Excel
- IT Operations Management
- Stakeholder Engagement
- Operations Management
- Servant Leadership
- Vendor Management
- Business Negotiations
- Training and Mentoring

EDUCATION

- **Executive Programme in International Business Management IIFT**, New Delhi
- **Master in Business Administration** ICFAI, Tripura, 2020
- **B.E Electronics & Communication** Lingaya's University Faridabad
- **Electrical, Electronic & Weapon Specialisation** Indian Naval Unit, Valsura

CERTIFICATIONS

- **Project Management Professional (PMP)** - PMI, USA
- **Certified Scrum Master**- Scrum Alliance
- **Lean Six Sigma Green Belt** - KPMG

AWARDS & RECOGNITIONS

- Commendation for dedication to duty (2015)
- Silver Medalist in 25m Pistol Firing Pan Navy (2012)
- Aced in Technical Competency Board (2010)

ABOUT ME

Performance-driven technocrat in Indian Navy with 14 years of demonstrated experience in Project Management, Agile/ Scrum, IT, Data Analytics, and Operations. Deadline-oriented professional with experience of managing multiple agile/waterfall projects in a VUCA environment involving multiple stakeholders and geographically distributed cross-functional teams. A quick learner with excellent analytical, interpersonal, and communication skills, as well as demonstrated experience in human resource management and coaching individuals to success.

PROGRAM/PROJECT MANAGEMENT

- Spearheaded multiple Contracts and Projects for an advanced Defence Infrastructure Project worth Rs 13,000 Cr as Work Package (WP) manager.
- Led 4000 Acres of Land Acquisition from State Govt worth Rs 1400 Cr for construction of a greenfield Naval Base.
- Executed end-to-end consultancy contract for IT Network and electronic surveillance at Naval Base and prepared Detailed Project Report (DPR) with M/s TCE worth Rs 110 Cr.
- Spearheaded teams of IT professionals at regional level for deployment of Pan-Navy IT projects like Identity Access Management, Rights Management System, Online Feedback Management System.
- Identified process bottlenecks at PMO, and implemented PMP framework viz change management, risk mitigation, lessons learned, and communication procedures which lead to reduction in variation orders and 30% increase in working efficiency.
- Planned the scope, budget, resources, and risks leading to removal of technical and cost impediments resulting in saving of 3 lakh manhours/year and 10% reduction in delivery time
- Analytically derived and executed an innovative project to prevent flooding of weapon compartments, leading to a reduction in equipment downtime by 10% and a cost saving of Rs 2 Cr.
- Undertook thorough study with SMEs and accomplished in-house repair of damaged underwater sonar mounting assembly instead of fresh procurement, saving Rs 30 Cr to the ex-chequer.

OPERATIONS MANAGEMENT

- Spearheaded the commissioning, installation and acceptance trials of maiden state-of-art multi-sensor Surface & sub-surface security system worth INR 472 Cr and undertook 24/7 dynamic operations of coastal surveillance.
- Employed Kanban and Just in Time methodologies to revamp spare stowage for efficient inventory management resulting in space-saving by 20% and OpEx reduction by 10%.
- Collated and analysed operational data to forecast risk and conducted root cause analysis of issues leading to 100% risk mitigation and enhancing operational efficiency by 50%.
- Undertook data driven analysis to evaluate performance metrics, discovering contractual infringements by AMC firm; initiated negotiations, leading to cost savings of Rs 50 Lakhs.
- Led and administered a cross-functional team of 80 personnel, to accomplish technically complex, manpower-intensive, multi-task-oriented mid-life upgrade of warship costing Rs 670 Cr.
- Undertook needs analysis, employed Six Sigma techniques, implemented the First Line Maintenance (FLM) schedule and standard operating procedures (SOP) to reduce equipment downtime from 6% to 2%.
- Headed a team of 15 members for Process Improvement and reduced the downtime of weapons system by 20% and improved serviceability from 70% to 90%.

ADMINISTRATION/HR MANAGEMENT

- Provided administrative support to 250+ personnel for management of service documents, leave records, roster scheduling for duties, welfare, counselling and grievance handling.
- Planned and organized various professional seminars, workshops and Management Development Programs (MDPs) that required collaboration and cohesion with civil authorities and foreign OEMs.
- Managed complete training aspects in the field of maintenance and quality management to more than 40 Trainees for preparing them to assume independent roles in their respective postings.
- Responsible to process confidential employees records, generated feedback reports and suggested improvements; examined proficiency & cleared personnel for career progression and job rotation.





DIVYA BANSHTU

Wing Commander
Indian Air Force / Aeronautical
Engineer (Electronics)
Experience - 14 Years
Age - 37 Years

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CORE COMPETENCIES

- Operations Management
- Project Management
- Strategic Planning
- Leadership & Team-building
- Training & Development
- Stakeholder Management
- Research & Analytics
- General Management & HR Skills

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- Post Grad Diploma, Aeronautical Engg. VTU, Karnataka
- B. Tech, Computer Science, H.P.U

CERTIFICATIONS

- Certification Course in Aerospace Safety and Accident Investigation, Institute of Aerospace Safety
- Maintenance Engineer's courses in Advanced light Helicopters MK I/ MK III and Chetak/Cheetah/ Cheetal helicopters
- Leadership and Behavioral Sciences capsule course at AFAC Coimbatore

AWARDS & RECOGNITIONS

- Appreciation by Western Air Command on 100% helicopter serviceability in Unit in 2022 and 2021
- Team conferred with Presidents' Standards Award in 2014
- Team conferred with Best Helicopter unit award 2013



ABOUT ME

A resolute and outcome oriented technical leader with 14 years of experience in the Indian Air Force. Proven experience in Aircraft Maintenance, Operations Management, Project Management, Leadership, Training & Development and General Administration. Adept in aircraft maintenance procedures, filling documentation, improving processes and gaining operational efficiencies by using innovative thought processes. Excellent time management skills combined with superior technical knowledge. Skilled at establishing and maintaining excellent communication and relationships with several stakeholders.

OPERATIONS MANAGEMENT

- Improved availability of aircraft for operations by 15% in a highly dynamic environment by effective fault analysis and defect rectification, accurate planning and mobilizing technical teams.
- Effectively planned and executed aircraft maintenance plans through foresight of challenges, resulting in increased availability of aircraft to more than 80% on all occasions to 100% on certain occasions
- Analysed aircraft data periodically for finding average serviceability percentages and carrying out defect trend analysis. Carried out record keeping for monitoring life of components enabling critical decision making for overall maintenance targets.
- Monitored operations, data collation and analysis of flying, maintenance and servicing of over 50 aircrafts on a daily basis through interaction with various stakeholders.
- Successfully reduced the accident probability factor by carrying out maintenance audits, technical workplace inspections and surveys for risk factors, and implementing mitigating actions.
- Created a comprehensive database of various incidents and operational hazards in the work domain and implemented preventive measures.

PROJECT MANAGEMENT

- Shaped fighter aircraft operations by carrying out installation of equipment (arrestor barrier) in unfriendly terrain by redesigning the entire circuit, without technical support, in a limited timespan
- Led procurement and set up of a battery charging facility for both acid and alkaline batteries, while effectively liaising with other teams within 2 months, resulting in error-free inspection from AF HQ
- Reduced aircraft downtime by over 10% by analysing aircraft performance patterns for projecting resource requirements and planning maintenance processes
- Implement a robust feedback system by analysing errors, to train the technical team on both behavioural and environmental factors, to reduce human errors in maintenance and servicing
- Change management: Successfully transitioned the Unit from one aircraft to another through planning, training cross functional teams and formulation of new SOPs, in 2011 and 2015
- Spearheaded the relocation of the entire maintenance unit consisting of 14 aircrafts and technical inventory through proper strategy formulation and timely execution
- Led the digitization of documentation processes from paper to e-documentation while mitigating challenges of w.r.t training and limited timespan
- Fund Management: As a fund manager, managed spend data and procurement of complete IT infrastructure and services, including conducting market surveys, drafting technical specifications, obtaining sanction for expenditures, aligning technical viability products vis-a-vis requirements
- As supply chain engineer, initiated and closed the procurement of operational items for helicopters, i.e. portable battery power pack system laptops, fire extinguishers and test bench for hydraulic systems etc.

LEADERSHIP & TRAINING

- Led cross-functional teams of over 100 technical workers through effective communication and 'discipline as virtue' for maintenance and operational readiness of technical assets
- Served as the servant leader for extensive interaction with internal and external stakeholders for various repairs and upgradation projects of helicopters
- Formulated and implemented procedures related to onboarding of new recruits, performance management, skill management, talent mobility, and a reward and recognition system for higher workforce engagement
- Formulated and implemented accurate talent strategy by identifying future skill requirements and gaps in various domains. Understood how key roles and skills are evolving within multiple fields through analysing the workforce and operations data; and used it to get the right people in the right domain at the right time





RICHA VARSHNEY

Wing Commander
Indian Air Force /
Logistics
Experience - 14 Years
Age - 39 Years

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SKILL

- Strategic supply chain management -ERP enabled
- Logistics management -Lean , automated & 3PL
- Warehouse & Inventory management
- Procurement - Forecasting & Budgeting
- Contract -Vendor Management & negotiations
- Risk mitigation & Crisis Handling
- Facility management & Process Improvement- Six sigma
- People's manager

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- MBA (Logistics & SCM)- UPES, Dehradun (Pursuing)
- PG Dip Journalism & Mass Com.
- Masters of Arts in History

CERTIFICATIONS

- Basic & Advanced Logistics Professional Course in Materials Management, Material Management Institute , Devlali
- Basic & Intermediate Air staff Course in Administrative Management, Coimbatore
- Executive capsule on Accounting standards and GST ,IIM Shillong
- Executive capsule on Financial Management and Public Procurement ,IIM Shillong
- Leadership and Behavioral Science course ,CLabs
- Appraisal System
- Ration Management course from, Army Supply corps Centre & College, Bangalore.
- Integrated Materials Management online system (IMMOLS – ERP) – System Administrator, New Delhi

AWARDS & RECOGNITIONS

- Featured as face of Logistics IAF in promotional video 'AZADI KA AMRIT MOHATSAV'- 2022
- Chief of Air staff Commendation for exemplary leadership and professionalism-2021
- Conferred Best Equipment Depot in IAF as Chief Logistics Officer-2019
- Conferred Best Logistics Section in EAC as Senior Logistics Officer-2017
- Speaker in Leadership Seminar at Maintenance Command-2014
- Appreciation by AOC-IN-C for conduct of Commanders Conference & CSR Initiatives-2012.
- Appreciation by AOC for Induction (Customs & Immigration) AWACS-2010



ABOUT ME

A result oriented professional with 14 years of rich experience in Logistics Operations, Supply Chain Management, Project Management, Human resource and General Administration in Indian Air Force. Managed directly 50+ cross-functional professionals on various project. Effective liaison, Team player, generating out of the box solution and proactive.

SUPPLY CHAIN MANAGEMENT & OPERATION LOGISTICS (2008- till date)

- **Specialized in Management of Pre & Post - Contract Obligations** of foreign OEMs. (Dassault, Thales, SAE, Embraer, Boeing, Rolls Royce, SAE, ELBIT, IAI ELTA, etc) .||worth around multi million dollars.
- **Inventory Management**- Data analysis of existing inventory, forecasting future requirements and reduced inventory carrying cost by weeding non- moving stock. || 30,000+ lines.
- **Warehouse Management** – Process management, periodical checks, quality assurance, and implementation of best practices and training of handlers. ||Approx. area of storage 1000 SQ MTR.
- **Procurement and Provisioning** – 14 years' experience in designing Agreement, SOWs and RFP. Conduct of Contract Negotiation and vendor management ||Worth around 50 CR. Operationalization of procurement process smoothly of Government e-Market & central procurement portal procurement process smoothly. | Worth around 30 Cr.
- **Adhered & streamlined Documentation** – Proper documentation of supply chain as per provision on ERP through Integrated Material Management Online System (IMMOLS) the internal documentation process by managing information flow and getting various internal agencies onboard the ERP. | Reducing the lead time of Supply Chain by 25%.
- **Transportation** – skillfully managed a robust multimodal, completely automated and VUCA driven scenario by vision, understanding, clarity and agility. Meticulously conducted Joint Receipt Inspection, acceptance and Commissioning of the new systems (Ex-Import). Close coordination with 3PL.
- **Training of team** and Execution on new-ERP for Maintenance repair and operations (MRO) and general administration (e-MMS and e-Office).

PROJECT MANAGEMENT

- Instrumental in handling projects in - collaboration with Indian Railways for logistics supply of critical resource. | Weight 1000 TONS.
- **Facility & warehouse infrastructure planning** and execution and Prioritization - State of the art warehouse, Advance systems, Automated facilities, Centralized Air conditioning, Automated Fire alarm warning and dispensation system , wall claddings, CCTV surveillance system, standalone critical power supply system. | Project cost Rs. 100 Cr.
- Responsible for driving the complete **door to door repair contract** project for three elite fleets of IAF | worth 250 Cr .
- Initiated procurement under Make in India drive, under Aatm Nirbhar Bharat. Registered vendors were educated and promoted for spare supply, thereby **reduce dependency on foreign OEMs and supply lead time** | 50% cost reduction.
- **Orchestrated resources** for Tableau during Republic Day Parade for consecutive 3 years. Sourcing of specialized Vehicles for mounting Tableau, painting, complete maintenance, and wooden platform | Project Cost: Rs 200 lakhs (approx.).
- Executed **supply chain functions** of project for integrated command and control system at Shillong. Operational work station, Data wall, Accounting, Joint Inspection, Post contract management, Distribution. | Project Cost: Rs 150 Cr.
- Automation of warehouse system for highly sensitive stores. **Preparation of statement of case** with detailed technical specs and procurement of modernized vertical carousel storage system having robust comprehensive including AMC| Project Cost: Rs 4 Cr.
- **Distribution and accounting** of UN mission (SUDAN & CONGO) repatriated stores. Successfully utilized and distributed all UN mission stores after return to India to pan IAF base | Project Cost: Rs 5 Cr.
- **e -Auction** through MSTC for Salvage inventory | Project cost: 2 Cr.

LEADERSHIP & TEAM MANAGEMENT

- Administered a **cross-functional** workforce of 200+ employees of diverse cultural backgrounds in a mission-oriented, technology-driven environment.
- Recruitment, planning, coordinating and conduct of training, counselling, guidance and grievance redressal for 200+ personnel.
- Formulation and implementation of standard operating procedures for subordinates
- Structured and accomplished effectively multiple **CSR activities** at various bases in IAF.





AJMER SINGH

Wing Commander
Indian Air Force / Aeronautical
Engineers (Electronics)
Experience - 37 Years
Age - 56 Years

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SKILLS

- Maintenance management of ground-based & airborne Radars/ Communication, Airfield systems Navigational-aids, SATCOM, LOS Data Links, Avionics, Surveillance / EW & Mission Systems
- Management of Depot Level Repair/ Production Facility
- Management of Technical Training establishment
- Project Management & Monitoring
- Systems Development
- Administration and Human Resource Management
- Adventure Flying (Instructor and multiple Records Holder)
- Physical Fitness & Sports Training
- Electrical/ Fire/ lightning safety and contingency planning

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- Aeronautical Engineer (**Topper**)
- B. Com

CERTIFICATIONS

- Ground Communication and Radio Nav-aids maintenance (**Topper**)
- Course on Information Technology from IIT Kharagpur
- Signals Intelligence (**Topper**)
- Mission System Avionics (**Topper**)
- Leadership & Org behavior
- Technical supervisor course
- Advanced Professional knowledge
- International Humanitarian law

AWARDS & RECOGNITIONS

Commendations by:-

- Chairman Chiefs of staff committee
- Chief of the Air Staff~
- Air Officer Commanding-in-Chief (Four times)



ABOUT ME

- A dynamic and result oriented professional with 37 years of rich & extensive experience in maintenance management of Ground-based and Airborne Communication systems, Navigational-aids, SATCOM & LOS Data links, Mission Systems Avionics, Project Management, Training and General Administration in Indian Air Force.
- Excellence in leading, managing and monitoring projects with respect to time, cost, resource deployment and quality compliance to ensure end-user satisfaction.
- Proven capabilities in monitoring overall functioning of processes, identifying improvement areas and implementing adequate measures to deliver desired outcome.
- Administered a cross-functional workforce of 185+ employees of diverse cultural backgrounds in a mission-oriented, technology-intensive environment.
- Proficient in building and managing teams for achieving set goals & objectives.
- Avid adventure flyer with National and International records; holding instructor examiner rating.
- State & Services level sportsman in boxing, athletics and body-building. Firm believer in physical fitness and healthy life-style.

PROJECT MANAGEMENT

- Closely associated for over six years with DRDO's prestigious indigenous airborne systems development project (worth over Rs 3500 Cr).
- Part of the consecutive joint projects 'Post Development Support for Airborne Systems' (Rs 400 Cr) and 'Maintenance and Obsolescent Management for Airborne Systems' (Rs 360 Cr) respectively.
- Lead user rep during installation of diverse systems under project 'Modernization of Airfield Infrastructure'(MAFI).

TECHNICAL MAINTENANCE, PRODUCTION & TRAINING MANAGEMENT

- Meticulously conducted operational evaluation, joint receipt inspection, equipment take-over (ETO)/ acceptance and commissioning of newly developed state of the art indigenous airborne systems.
- Ensured strict compliance to all applicable standards, policies and regulatory guidelines to promote safe working environment.
- Formulation, review and implementation of various Standard Operating Procedures (SOPs).
- Forecasting and projecting timely requirement of critical spares to ensure minimum down-time of mission critical systems.
- Analysis of defects/ failures followed by prompt logistics actions and feedback towards enhancement of system performance within constraints of time.
- Managed and maintained extensive business relations with various wings of DRDO, BEL and many other associated agencies for systems development, installation, and operationalization of mission critical aviation systems.
- Managed major/ higher order complex maintenance schedules in most effective and coordinated time-bound manner to ensure enhanced operational availability of systems.
- Record high production of ground-based radio communication and navigational aid equipment while managing a Depot level repair facility as Senior Technical Officer (STO) during 2009-2012. Also conducted regular command level technical training courses for field units commensurate with role of the establishment.
- Organized workshops, reviewed technical publications.
- Ensured IT security, Electrical/ fire safety, Lightning protection along with meticulous contingency planning.

LEADERSHIP & TEAM MANAGEMENT

- Administered a cross-functional workforce of 185+ employees of diverse cultural backgrounds in a mission-oriented, technology-intensive environment.
- Planning and coordinating for smooth accomplishment of highly demanding Intermediate & Depot level (Third & Fourth line) technical maintenance activities on ground-based and airborne systems.
- Planning and successful execution of mission-oriented tasks at remote locations on short notice.
- Conducted regular On-the-Job training of newly inducted technical manpower.
- Enhanced capability and skill of the team through planned continuity training.





Navrender Kanwar

Wing Commander
Indian Air Force /
Flying Branch
Experience - 17 Years
Age - 42 Years

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Navrender-Kanwar-097347250

SKILLS

- Cockpit Resource Management
- Operations Management
- Facility Management/ Assets Management
- Security
- Human Resource Management
- Administration
- Facility/ Assets Management
- Risk Management
- Crisis Management
- Strategic planning and Analysis
- Team Building & Coordination
- Investigation
- Vendor Management
- Inventory Management
- Training and Mentoring

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- Bachelor of Science

AWARDS & RECOGNITIONS

- Mentored and led team of air warriors for sea operations in Bay of Bengal. The team successfully executed its envisaged role and received Chief of Air Staff commendation on two different occasions.
- Commendation by VCAS

ABOUT ME

Accomplished officer and a Pilot with 17 years of distinguished service. Planned and executed crucial projects under "Aatm Nirbhar Bharat" as an apex decision making authority. Possesses diverse and multifaceted experience in operations, consultancy, facility/infrastructure management, threat analysis, security, human resource management, administration, training, resource allocation and supply chain and inventory management. Specialises in team building, cross functional leadership, operational/strategic planning and management of operations with end product processing and analysis. A highly motivated team leader, trained to perform under pressure in VUCA world and produce positive outcomes in unexpected situations.

OPERATIONS

- Collaborated across functions in different civil organizations to realise shared goals under "Aatm Nirbhar Bharat". Conceptualized and successfully executed development trials of indigenously developed UAV/Missile systems.
- Managed development, implementation and execution of strategic plan to achieve organizational goals. Negotiated with senior managerial leadership of external agencies/departments to leverage maximum benefit to organisation.
- Maintained and managed thirty (30) strategic facilities/ operational infrastructure spread over area of 2000 acres. Ensured clarity around priorities and goals for the entire functional area through first line managers and supervisors.
- Carried out security assessment to ascertain capability of security systems/procedures to safeguard key facilities and VIP areas from ground and aerial threats. Equipped security infrastructure with modern facilities for effective surveillance of large area spread across different states. Formulated goal-oriented policies for broader function and worked with managers to ensure that objectives and responsibilities cascade to all workers.
- Well versed with flying, aerodrome and air-transported logistic supply chain operations. Experienced in flying and cockpit resource management in Fighters, Transport and UAV fleet.

CONSULTANT & ANALYST

- As a consultant led research and provided solution to a leading civil organisation for two years. Created research reports and laid foundation for logical decision making in strategic matters.
- As geo-spatial analyst carried out data analysis of satellite/aerial photography/GIS raw data and processed information to a presentable report for dissemination to users.

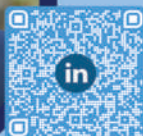
HRM/ADMINISTRATION

- Managed HR and administration functions for 15 years. Handled repository of critical reports/documents, discipline, performance appraisal, counselling, promotions, grievances redressal, welfare, training, professional development, rewards and appreciations.
- Coordinated the development of key performance goals and tactical programs for groups to pursue targeted goals and objectives. Supported the development of a healthy internal culture to retain key employees and encouraged their professional development.
- Guided talent identification and development processes for the group. Designed new recruiting procedures and managed recruitment to hire qualified permanent employees to meet organizations current and future needs.
- Forecasted training requirements and articulated training plans for Tri-services personnel. Successfully imparted training to more than 500 combat crew/ personnel of Indian Army, Navy and Air Force over a period of 4 years.
- Managed ventures, institutional/government funds and vendors through resource allocation and budget monitoring.

CERTIFICATIONS

- Certified Scrum Master
- LSSGB (KPMG)
- HRM/Administration Course- Air Force Administrative College.
- Leadership training and behaviour sciences, IAF.
- Masters in Intelligence, Surveillance, Reconnaissance.
- Fighters, Transport and Remotely Piloted Aircraft (RPA/UAV) operations training.
- Survival (Jungle & Snow)
- Certified Para-sailing Instructor.





Dalvir Singh Bairwal

Wing Commander
Indian Air Force /
Administration Branch
Experience - 37 Years
Age - 54 Years

📍 Delhi

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SKILLS

- Administration and Leadership
- High Level Security Management
- Human Resource and Development
- Infrastructure Development
- Facility Management
- Vigilance and Investigations
- Operations Management

EDUCATION

- M.A.(Economics) - CCSU Meerut
- MBA (Marketing)
- International Business Management (Ex-Pro), IIFT New Delhi.

CERTIFICATIONS

- **Courses at Air Force Intelligence School, Pune.**
 - Advance Security and Intelligence
 - Provost and Security Course
 - Cyber Crime Course
- **Courses undergone at Air Force Administrative College, Coimbatore**
 - Advance course on administration
 - Intermediate Air Staff Course
- **Leadership and Organisational Behaviour – Hyderabad**
- **Civil Administration – New Delhi**
- **Fighter Controller Course - Lucknow**
- **Six Sigma Black Belt**

AWARDS & RECOGNITIONS

- Commendation by Air Officer Commanding-in-Chief for seamless security of sensitive installations.
- Commendation by Chief of the Air Staff for contribution in maintenance of excellent fire services and environment.
- Commendation by Commander in Chief Strategic Forces Command 2021 for smooth conduct of movements for international military exercises.
- Appreciation by Russian Embassy for smooth conduct of visit of President Mr **Vladimir Putin** on 06 Dec 2021 for Indo-Russia Summit



ABOUT ME

- **Versatile and result oriented Air Force Administrative Officer** possessing skills of strategic planning, analytical and forecasting future challenges. Contributed for 37 years in Security, Administration, Infrastructure Development, Management of Facilities, Human Resource, inventory and steering various facets of Logistics.
- **Substantial multi-level security experience** as Zonal Head, Regional Head and Security Manager. Headed security and protocol for **VVIP Airport Terminal**, provided security to **VVIP of Indian and International stature**. Rich experience in Physical Security, Vigilance, Threat Analysis, Risk Management, Security Audit, Crime Control and Security Solutions.
- **Proficient in Budgeting, Fund Allocation, Cash Flow Management and Procurement.**
- **Administered responsibility** as Zonal Head Sports and Human Resource, Deputy Zonal Head of Infrastructure Development and Administrative Head of a station.

SECURITY

- **Head Security and Protocol, VVIP Airport Terminal.** Commanded team of over 500 security personnel. Collaborated with multi-agencies security forces, ministries and embassies for flawless security and smooth movements on more than 1400 occasions to VVIPs/VIPs including Indian/Foreign Prime Ministers/Presidents. Budgeted, Procured and Operationalized multi crore security systems. Headed **Crisis Management Cell**. Conducted vigilance activities and improvised processes. Reduced theft cases to zero.
- **Zonal Head.** Directed security managers and regional heads of **zone spread over six states**. Oversaw functioning of **three AF Police HQs**. Redesigned security processes post **Balakot Surgical Strike**. Created Automated Security Infrastructure and reduced Human Dependency. Supervised installation and operationalization of **Integrated Security System** of 166 crores. Provided security to air asset during **Defence Expo-2020**. Carried out Security audits in **Naxalite Zone** and provided security solutions.
- **Regional Head.** Commanded **AF Police HQs Mumbai** spread over in **26 Districts of three states** and three UTs. Executed tasks of Law Enforcement, Threat Analysis, Asset Protection, Security Audit, Crime control, Liaison, Security Investigations and VVIP security in seven stations. Provided security to AF asset mobilized during **Exercise Gagan Shakti**. Designed and enforced new processes post **Terrorist attack at Pathankot Air Base**. Conducted vigilance activities as **Regional Vigilance Officer**.
- **Security Manager.** Spearheaded security and vigilance operations at three establishments; identified vulnerabilities and redesigned processes.

ADMINISTRATION

- **Deputy Zonal Head Infrastructure – East.** Supervised construction of projects worth 1700 Crore including six **Advance Landing Ground**, Carried out audits and improved processes by PERT and CPM. Managed Budget, Fund Allocation and Cash Flow. Organised conferences/seminars on facility development and maintenance.
- **Administrative Head.** Supervised functions of Infrastructure Projects, Maintenance, Emergency and Catering Services; Security, Conferences/Seminars/Events, Shopping Complexes, Hiring and procurement of necessities of AF Station spread in 700 acres.
- **Establishment Head – Fire Services.** Managed Fire Services of largest ammunition depot spread in 15000 acre. Provided Fire Services and Training to units under Air HQs in NCR (Approx 400 Fire Points). Started effective Mutual Aid and cross training with Delhi Fire Services.
- **Zonal Head Sports (Eastern) Zone and Secretary Golf Course.** Conducted prestigious **Vazra Sports Games** for Defence and Para-military forces. Budgeting and procurement of sports gears. Conducted Coaches and Sports Officers Seminar. Headed Golf Courses and organised inter services golf tournament at Chennai, Allahabad and Amla. Headed and coordinated for **CSR and welfare activities** for the troops at three major stations covering approximately 5000 families.

HUMAN RESOURCE MANAGEMENT/TRAINING

- As **Zonal Head (HR)** responsible for HR services to approx. 27000 troops in Eastern Zone.
- Managed HR matters in three IAF bases (6 years) for strength up to **CHRO to 4800 personnel**.
- As **Faculty Head** commanded a team of 62 instructors and passed out 2376 trained professional of firefighting, disaster management and environment support services.





ANOOP A P

Lieutenant Colonel
Indian Army
Experience - 21 Years

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SKILLS

- Project Management
- Operations Management
- Logistics & Supply Chain Management
- Facility Management
- Human Resources Management
- General Administration
- Technical Management
- Integrity & Ethics
- Strategy & Leadership

EDUCATION

- Executive Programme in International Business Management from IIFT, New Delhi
- 1 yr Advanced Course in Radars, MCEME, Secunderabad
- Diploma in Defence Management, Devi Ahilyabai University, Indore
- BTech (Electronics), JNU (MCEME)
- BSc, JNU (National Defence Academy)
- Sainik School Kazhakoottam, Kerala

CERTIFICATIONS

- PMP (Pursuing)
- Scrum Master (Pursuing)
- Missile Orientation Course, Strategic Forces School, Secunderabad
- Certification course in Introduction to Space Technology, IIST, Thiruvananthapuram

AWARDS & RECOGNITIONS

- Member of a team that raised & operationalised the first Strategic Forces Ballistic Missile Unit from 2012-14.
- Member of a team that was awarded 'Unit Citation' by the Army Commander, Western Army Command for the best unit in the Command in 2018-19.

ABOUT ME

A self-motivated, dynamic and result oriented professional with 21 years of diverse experience in Project Management, Operations Management, Logistics & Supply Chain Management, Facility Management and Human Resources Management in the Indian Army. Led multiple, multifarious workforces of 150+ employees of diverse cultural backgrounds in mission-oriented, technology-driven, inclement VUCA environments across the country. An astute leader with hands-on experience in enhancing Business Processes, Policy Formulation and Optimising Resource Utilisation while Improving Productivity & Operational Efficiency. Proven capabilities in leading, managing and monitoring projects in terms of time, cost, resource deployment and quality compliance to ensure satisfactory execution. Strategic-minded leader and ethical problem-solver with rich and varied experience in analytical, communication & negotiation skills.

PROJECT MANAGEMENT

- **Formulated, Planned & Conducted** the Technical Maintainability Evaluation Trials of multiple **Telecommunication, Radar, Counter-Improvised Explosive Device and Network-centric equipment**, altogether worth more than **4000 Crores**, contracted for induction into the Indian Army.
- **Prepared technical training manuals** and **Planned training of personnel** in collaboration with DRDO labs & scientists, to aid a **cross-functional & diverse team** to achieve the **first operational launch** of a long-range **ballistic missile**.
- **Formulated, Planned & Executed** the Engineering support plan for the **smooth and incident free** operations of **Flycatcher radars and L-70 guns** of an Air Defence Regiment during the Strike Corps exercise, "**Operation Vijayee Bhava**" in the **Thar desert**.
- At very short notice, **Conceptualised and Executed** the Engineering support plan for maintaining **95%** operational efficiency of **200+** Bulldozers, JCBs and other earth levelling equipment, for construction of an **Aviation Base**.
- **Formulated** an Engineering support plan and ensured a **smooth and incident-free** conduct of field firing of **T-72 & T-55 tanks**, in the **desert ranges** & their **deep fording** & recovery in the **riverine terrain of Punjab**, for 4 years, in 2 different tenures.
- **Formulated, Planned & Executed** the Engineering support plan for **smooth and incident-free** conduct of **high-altitude (10,000 ft +) field firing of Bofors and Field guns** & the **in-situ replacement** of the **barrel of a Bofors gun**, with limited resources, for 2 consecutive years.

OPERATIONS MANAGEMENT

- As **Chief Maintainability Engineer**, led a highly specialised team of multi-specialist domain experts in **evaluating technical suitability & maintainability** of varied electronic eqpt and recommended the range & depth of spares to be scaled and procured, for multiple echelons of repair based on **statistical analysis of wastage patterns**.
- As **Officer Commanding**, led multiple, cross-functional teams of **150+** men for **10+** years providing close engineering support both in **peace-time** and **operational** roles to **multiple categories of eqpt**, both electronic and mechanical, exhibiting a high degree of **adaptability, flexibility, resilience, agility** and **creative problem solving skills**.
- As the **Technical Officer-in-Charge**, ran the **technical operations, training** and **stakeholder management** with **multiple DRDO labs** involved in the **transfer & induction of sensitive vehicles, equipment, technology and ballistic missiles** to the Indian Army, in the process of **raising the first ballistic missile unit** of the Strategic Forces.
- Led a team of specialists to ensure a **smooth retirement process** for superannuating and premature retirees by involving **multiple external stakeholders** responsible for **error-free** completion of **documentation**, grant of authorised **emoluments**, issue of **experience and education certificates** from affiliated universities and providing re-employment opportunities with recruiters.
- Led **multiple long-range (15+ days)** cross-functional patrols of **30+ men**, involving **multiple border agencies and other stakeholders**, along the disputed Indo-Chinese border in Arunachal Pradesh, for **border domination and intelligence gathering roles**, for almost a year.

LOGISTICS & SUPPLY CHAIN MANAGEMENT

- As **Officer Commanding**, ran multiple and multifarious workshop facilities, **organised the spares and warehouse management**, ensured a **steady and continuous flow of spares, training and testing equipment, oils and lubricants, rations** and a **timely replacement of essential technical manpower**.
- **Convoy management** and technical support in multiple, **inclement VUCA environments**.





VIKAS SINGH BISHT

Lieutenant Colonel
Indian Army
Experience - 22 Years
Age - 45 years

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SKILLS

- Operations & Administration
- Human Resource Management
- Security
- Procurement and Vendor Management
- Logistics and Supply Chain Management
- Infrastructure Project Management

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- B.Sc - DSB Campus Nainital, Kumaon University, Uttarakhand
- M.Sc - Radars and Weapon Systems - Berhampur University, Orissa

AWARDS & RECOGNITIONS

- Corp Commanders certificate of appreciation for Civil -Military liason.



ABOUT ME

Dynamic and time bound result oriented, with almost 22 years of experience in Leadership, Logistics, HR, Admin, Security and Operations Management. My forte is determination, flexibility, adaptability, and team spirit in challenging and unforeseen circumstances.

Program Manager / Director: Logistics, Supply Chain Management, and Infrastructure Project Management

- As the Principal Logistics Officer of an Independent Army Formation, having 3000 plus troops, was responsible for planning and executing, the routine & time bound move of supplies and war waging equipment, from production locations to sensitive operational zones involving movement by road, rail and air.
- Ensured the handling of repairs, establishment of recovery grids and contingencies thereof, for a fleet of 700 plus transport and weapon platforms during various stages of mobilization from peace locations to inclement and hostile terrains.
- Planned infrastructure projects worth INR 500 crores in Punjab, Jammu& Kashmir and did seamless networking for execution of the same, between multiple agencies ie Military, Civil Bureaucracy and Government Contractors, involving peculiar innovative methods and negotiations, in a highly volatile counter terrorism grid of Srinagar J&K.
- Handled the demand and supplies inventory of 9 CSD canteens having a turnover of more than INR 13 crores.

General Management/Executive Officer

- As Principal Staff Officer Administration of Independent Mechanized and Air Defence, Army Formations, was responsible for handling complex HR issues for 3000 troops from multicultural, multilingual backgrounds with diverse expertise, while keeping organizational goals at the forefront, in conjunction with individual aspirations.
- Ensured an in depth insight with an eye for minor details, while handling administration and HR issues for 200 troops in direct military operations, to counter terrorism, in Jammu and Kashmir, Nagaland and Manipur which were the principle drivers, in achieving national objectives and implementation of vital government programmes and policies.

Security

- Organized, trained and led troops for 06 years in extremely volatile, precarious and inclement conditions in J&K and North East India while ensuring the establishment of active and passive security grids, having electronic, smart and human interface, at critical military installations.





AWINASH KUMAR

Colonel
Indian Army
Experience - 22 Years
Age - 45 years

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SKILLS

- Operations and Project Management
- Human Resource Management
- Financial Planning
- Security and Risk Management
- Strategic Planning and Innovation
- Mass Communication and Conflict Management
- Administration and Facility Management

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- **Masters in Communication Studies**, Pune University, Pune
- **MA HRM**, Jamia Milia Islamia, New Delhi
- **Masters in Defence and Strategic Studies**, Madras University
- **BSc (Electronics)**, Hislop College, Nagpur

CERTIFICATIONS

- **MDP in Financial Planning**, NIFM, Faridabad
- **PMP**, PMI (Pursuing)
- **SCM Pro**, CII Institute of Logistics (Pursuing)

AWARDS & RECOGNITIONS

- General Officer Commanding in Chief Commendation Card
- Chief of Army Staff Commendation Card
- General Officer Commanding in Chief Unit Citation

ABOUT ME

A natural leader with proven credentials of taking up challenging assignments and managing cross functional teams to execute complex projects. A critical thinker with an eye for detail, perpetual optimist, ready to challenge the status quo, simplify complex problems and find innovative solutions. A strategic thinker who operates with empathy, respect and objective clarity of organisational goals. In 22 years of military service as a combatant in the Army, executed several operations and projects with a strong sense of integrity, ownership and risk-taking ability. Able to translate business requirements into functional requirements judiciously. Can anticipate future impediments and take prompt yet sound decisions in ambiguous scenarios, amidst conflicting priorities. Possesses excellent communication and collaboration skills to manage stakeholders. Seeking new challenges to complement the professional acumen and rich operational experience with willingness to learn and add value to the organization.

OPERATIONS AND PROJECT MANAGEMENT

- Monitored project management activities involving multiple stakeholders, ensuring task completion within stipulated timelines and prevented cost overruns.
- Formulated SOPs for safe and timeline execution of Projects and deliverables of resources.
- Formed Project management teams, prepared role descriptions of team members and mentored them to mature their skills.
- Analyzed plans and requirements for sustained day to day operations by reviewing work forecasts, prioritizing, determining timelines and partnered with contractors/vendors to execute the tasks.
- Worked on new Projects & Start Up in the organisation with time bound achievable targets, attaining remarkable success.

HUMAN RESOURCE MANAGEMENT

- Shaped up the future of Young Officer's by imparting Tactical Acumen and Strategic thinking in consonance with environment.
- Resolved conflicts between various teams to execute the functions efficiently and to the required standards.
- Conducted daily briefings and debriefs, weekly meetings with cross functional teams on business development and operational aspects and also with multiple external stakeholders.
- Demonstrated strength in handling multifarious HRM functions such as documentation, discipline, grievances handling, performance review, citation and policy implementation.
- Undertook Infrastructure Development initiatives to impart realistic training and development.

FINANCIAL PLANNING

- Annual budgeting and planning process for a fund of about Rs 100 crores; administering and reviewing all financial plans and comparing to actual results with a view to identifying, explaining and correcting variances as appropriate.
- Oversaw all financial project/ programme and grants accounting; ensuring timely expenditures consistently aligned with mandated framework and achieving utmost financial propriety and prudence.
- Headed a team to oversee all accounts, ledgers, and reporting systems ensuring compliance with appropriate standards and regulatory requirements.
- Managed organizational cash flow forecasting by working in partnership with the Project Heads; collaborating with Programme Heads to assess the financial efficacy of programme operations and establish finance and administrative systems to support programme operations.

SECURITY AND RISK MANAGEMENT

- Successfully mitigated the security functions through significant organisational changes.
- Deft at implementing B2B security strategies, security risk assessment and alleviation.
- Innovative thinker with strong delivery focus. Proven ability to solve problems and reduce security risks through understanding business drivers.
- Planning, updating and supervising security services and correcting any shortcoming for smooth functioning.





NALINESH KUMAR SINGH

Lieutenant Colonel
Indian Army
Experience - 22 Years
Age - 42 years

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SKILLS

- General Management & HR Skills
- Fleet Management & Logistics
- PnL Management
- Strategic Planning
- Financial Accounting
- Leadership & Team-building
- Organisational Skills
- Training & Development
- Security & Vigilance
- ERP software
- Accounting Software

EDUCATION

- **Executive Programme in International Business Management, IIFT**
- **Master of Military Science** - Air Defence Technology and Electronic Warfare - Berhampur University
- **Bachelor of Science** - JNU

ABOUT ME

Highly motivated, dynamic military officer with 20 years of diversified experience in the Ministry of Defence. Rich cross-functional experience in Military leadership, Business Operations, General administration, Security, Training & Development, and Logistics. Demonstrated ability in Strategic Planning, Financial Accounting and Project Management for high-stake, cross-functional projects. Proven entrepreneurial skills with a farm-based startup with annual turnover of INR 50+ lacs.

BUSINESS OPERATIONS

- Managed complete operations and accounts including cost estimates, demand assessment, procurement, rationing, wastage prevention, for army canteen, guesthouse and cafeteria in cantonment area for 5 years.
- Managed PnL and operations of gas station and petrol pump in Pune in 2014.
- Forecasted demand, managed budget and monitored execution of security projects for enhancement of security of high value assets worth INR 2.5 Cr.
- Created RFPs, tenders, placement of purchase orders and post contract management of security projects worth INR 1.96 Cr.
- Audited installations for security systems and provided vital inputs for reformulating security policies leading to reduction of 18% manpower.

LOGISTICS & FLEET MANAGEMENT

- Managed a transport fleet of 150 vehicles of various types efficiently and ensured sustainability for over one year.
- Inventory management, warehouse management and induction of equipment worth INR 500 Cr.
- Effectively handled and administered infrastructure creation worth INR 500 Cr in West Bengal.

LEADERSHIP & TEAM MANAGEMENT

- Supervised a unit of 800 personnel as Officer Commanding, looking after their health, welfare, deployment, training and development in extremely challenging environments in J&K.
- Coordinated and liaised with government officials during natural calamities and rendered Humanitarian Assistance and Disaster Relief (HADR) in Gujarat.
- Served as Training Officer of specialised crew for induction and training on new equipment (such as radars).

SECURITY & VIGILANCE

- Ensured safe, secure and smooth movement of VVIPs/VIPs including, Prime Minister, Defence Minister, NSA and Senior Military Officers in Punjab and JnK.
- Supervised investigation processes involving loss of equipment and violations of rules to arrive at logical conclusions and formulated SOPs thus achieving 25% reduction in such incidents.
- Led a sub-unit in intense Counter Insurgency Operation in erstwhile J&K and HP; led operations of over 800+ men.
- Coordinated with intelligence agencies such as IB, Police, BSF, RAW, etc. for intelligence sharing and information dissemination.
- Actively participated and co-ordinated in saving a national asset from militant attack on multiple occasion.

ENTREPRENEURIAL EXPERIENCE (AUG 2020 - Present)

- Run a mushroom farm worth INR 2 Cr with annual revenues of INR 50+ lac, with a team 5 people.
- Drive sales by liaising with local and inter-state wholesalers.
- Identifying and implementing innovating ideas to sustain and increase mushroom crop's output to grow the business.





ARUNCHAUBEY

Lieutenant Colonel
Indian Army
Experience - 22 Years
Age - 46 years

📍 Delhi

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SKILLS

- Growth Enabler
- Office Administrator
- Strategic Leadership
- Operational Risk Management
- Customer Relationship Management
- Inventory Management
- Security Manager

EDUCATION

- Executive Programme in International Business Management-, IIFT ,New Delhi
- BSc in Electronics - Osmania University
- B. tech in Electronics - JNU, Delhi
- Automated Data Processing (System Analyzing and Programming)- MCEME, Secunderabad
- Specialization course in Radars - MCEME, Secunderabad
- M. Tech in Electronics - JNU, Delhi
- Management Development Program in tri-services logistics – College of Defence Management, Secunderabad

ABOUT ME

A management leader with over 22 years of rich experience in Planning, Administration, Operations and Business Analysis, Logistics and maintenance of wide variety of military equipment. Has planned and led over 100 troops in military operations and various exercises in deserts, plains and high altitude areas. Has been involved as technical expert for overhaul and depot level repairs of critical military equipment like Air Defence guns and Radars. Orchestrated Engineering Support Planning, negotiations and trials of new procurement of equipments of Indian Army. A focused leader with positive attitude whose analytical mind ensured reaching correct decisions keeping in mind the overall goal of the project.

PROGRAM/ PROJECT MANAGEMENT

- Planned, Collaborated and coordinated with police and Industry, Civil administration and conducted the biggest annual technology fest 'North Tech Symposium' in Jammu and Kashmir providing platform for over 100 firms to showcase Defence related products from 2017 to 2019.
- Planned and conducted 'Idea and Innovation competition' for Northern Command in Jammu and Kashmir. More than 30 units participated in the event.
- Handled Procurement, Negotiations and ensured Engineering Support Package of military equipments worth over Rs 20000 Cr from various national and international firms for more than two years from year 2020 to 2022.

OPERATIONS

- Planned and executed repair, logistics and maintenance of over 100 mission critical military equipment during various tenures in plains, mountains and deserts for over 10 years.
- Applied innovative ideas in capacity building of repair capability, increasing output and efficiency and ensured more than 99% serviceability and availability of military equipment to include vehicles, guns, radars, communication and IT assets.
- Coordinated and collaborated with various stakeholders in ensuring adequate availability of resources, budget and skilled manpower for overhaul of Air Defence Guns, Radars,
- Communication, Quadcopters and Counter IED equipment and ensured timely delivery with 100% satisfaction of user.
- Was responsible for procurement of spares, tools and other administrative requirements and their inventory management which involved forecasting, budgeting, procurement, quality control, and storage as per the policy and ensuring full satisfaction to the end user. With correct data analysis forecasting, Budgeting, timely Demand, Supply, Quality Control and warehousing of spares, tools, material and logistic requirements in of military equipment covering around 50,000 square feet area and saving lacks of currency of exchequer.

LEADERSHIP / HR MANAGEMENT

- Collaborated and ensured safety and security of over 10 acres of defence land with the help of personnel, IT assets, local police and other paramilitary forces in area of Jammu and Kashmir.
- Led and maintained a motivated team of over 100 technical personnel and achieving completion of the task assigned in time involving new management methods and ensured incidence free environment by following standard operating procedures.
- Has successfully implemented the welfare activities towards personnel and their families which ensured high morale among troops and achieved leading a motivated and volunteer team.





K ANURAAG SINGH

Lieutenant Colonel
Indian Army
Experience - 22 Years
Age - 44 years

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SKILLS

- Administration, HR & Facility Management
- Project Management
- Security, Vigilance & Law Enforcement
- Risk Analysis & Loss Prevention
- Crisis Planning & Emergency Response Management
- Intra Departmental Liaison within Government
- Communication Skills & Media Engagement

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- MA English, Jhansi
- BSc Bhopal

CERTIFICATIONS

- Certificate Course in International Humanitarian Law
- PMP (Pursuing)
- Certificate in Information Warfare & Media Management – College of Telecom & Engineering, Mhow
- Diploma Weapon Systems- Pune
- Management program on Operational Research & System Analysis, CDM, Secunderabad

ABOUT ME

An experienced & seasoned HR analyst, administrator, organiser, planner with 20 years of military experience in security & administration of large cantonments, residential & commercial complexes, sensitive establishments, hospitals. An expert in overseeing smooth implementation of Administrative, HR & Security policies by planning induction, orientation & development of employees and in planning formulating and implementing a systematic training program with a view to achieve organizational goals seeking senior level assignments in a growth oriented organisation where initiatives, experience & decision making abilities are valued.

ADMINISTRATION

- Headed administration of Delhi Cantonment & its pockets with over 25000 houses, hundreds of sensitive military establishments & over a Lakh residents.
- A vital cog in the security apparatus of Republic Day, Independence Day & Army Day Parade etc involving multiagency, multi-force co-ordination & intra governmental liaison.
- Responsible for administration & provisions at several large facilities, 98 residential colonies, three large & eight small commercial shopping complexes, Army Golf Course, sports stadium, two large hospitals.
- Carried out liaison with Gurugram administration for establishment of country's first COVID facility in Manesar & implementation of COVID control measures in Delhi cantonment during nationwide lockdown.
- Carried procurement worth 12 crores yearly and handled institutes with monthly turnover of worth 7.5 crores.
- Managing the security, transportation and handling large functions. Ensuring statutory compliance at all levels involving liaison with external agencies, Govt authorities & offices etc.
- Guided improvements in training methods, equipment maintenance inventory, administrative process and automation to various operational establishment.
- Setting up and coordinating transport, security, cafeteria, housekeeping, fire fighting services in the organization.
- Vendor management – introduction of new vendors for ensuring timely delivery of required infrastructure and services in compliance with quality standards and purchase of inventory from Govt e Market Place.
- Managing and conducting visits of foreign delegations and very senior dignitaries including their reception, accommodation, transport and coordination.
- Planning and Conduct of Medical Camps in Remote Areas of Sikkim and conduct of earthquake relief operations in Sikkim.

SECURITY/ SAFETY MANAGEMENT

- As staff officer in operations & Intelligence, liaised with Police, IB/ R&AW, in risk & threat assessment matrix & it's collection, collation, synthesis, interpret & dissemination of the information across verticals of government.
- Advisor to senior military commanders on operational & intelligence matters of strategic threat assessment & ensured risk mitigation by prophylactic & physical prevention and institutionalizing security audit for prevention of human, financial & material loss.
- Instrumental for establishment of access control & biometric measures in cantonments including security of \$2 Billion strategic weapon systems.
- Anticipating threats, formulating and implementing stringent counter measures for the safety of high value assets. Monitoring Security services and checking legal compliance within the organization.
- Devised methods, Standard Operating Procedures and revised same at Intervals for effective control over the security situation.
- Maintained high level of security for a Brigade level force in highly active counter insurgency area for the security of guns, 1000 personal, more than 500 vehicles, clothing, logistic & ammunition.

LEADERSHIP & TEAM MANAGEMENT

- Overseeing smooth implementations of HR policies for manpower planning, recruitment, induction, orientation & development of new employees in the organization.
- Development and administration of performance management programme in the organization.
- Effective & proven leader of a team of more than 700 men in stressful/ military operational situation.
- Overseeing smooth implementation of Administrative, HR & Security policies by planning induction, orientation & development of employees.
- Planning formulating and implementing a systematic training program with a view to achieve organizational goals.
- Performance appraisals of staff including middle and junior level managers and ability to pitch right man for right job, based on understanding of assignments vis a vis individuals potential.





GIRISH KUMAR GANDHI

Lieutenant Colonel
Indian Army
Experience - 22 Years
Age - 44 years

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TECHNICAL SKILLS

- Project Management
- STAAD
- AutoCAD
- Smart & Green Buildings
- Structural Health Monitoring & Rehabilitation
- Process Improvement

SOFT SKILLS

- Negotiation and Collaboration
- Stakeholder Management
- Cross Functional Team Management
- Strategic planning & innovation

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- **Post Graduate Executive Management Programme**, SP Jain Institute of Management & Research, Mumbai, 2021
- **Master of Technology in Civil Engineering** (Structures), IIT Kanpur, Kanpur, 2015
- **Bachelor of Technology (Civil Engineering)**, College of Military Engineering (JNU), Pune, 2007
- **Bachelor of Science**, National Defence Academy (JNU), Pune, 1999

CERTIFICATIONS

- **LEED Green Associate & Associate Professional (BD+C)**, (Pursuing), 2023
- **Lean Six Sigma Green Belt**, KPMG India, 2021
- **Negotiation Skills**, Direction One, 2021
- **Industrial IoT on Google Cloud Platform**, Google Online Training, 2020
- **Machine Learning for Business Professional**, Google Online Training, 2020

ABOUT ME

An experienced Civil Engineer with 22+ years of demonstrated history in managing diverse real estate and infrastructure development projects in varied terrains. Skilled in Green Building concepts, Smart Building Designs and undertaking cost effective rehabilitation of distressed projects. Extensive experience in successfully leading cross functional teams in Military Engineering Services, Border Road Organisation and Defence Research and Development Organisation. Adept in synchronal execution of spectrum of tasks in VUCA environment. An avid learner with consistent yearning for knowledge and excellence.

ENGINEER PLANNING AND DESIGN

- Designed a number of industrial sheds with crane facilities of a cumulative worth of ₹60 Crores approx. for DRDO.
- **Prepared Structural design** of a new smart multistorey office complex for DRDO worth approx. ₹85 Crores. Conducted **Structural Health Monitoring** of distressed buildings and rendered technical expertise in preparation of **Structural Rehabilitation Plan**.
- **Formulated and executed plans for design, procurement and logistics** of more than 300 multipurpose operational shelters in remote and inaccessible areas.
- **Prepared Detailed Project Reports** for conversion of 90 KMs mountainous roads from SH to NH and supervised maintenance of 230 KMs of road.

CONSTRUCTION/ PROJECT MANAGEMENT

- **Revived and delivered distressed** Accommodation Project of 1300 dwelling units worth more than ₹300 Crores (estimated as on Year 2010) within the stipulated time.
- **Redesigned and implemented** efficient area drainage system for a catchment area of 3 sq km worth approx. ₹30 Lakhs to prevent flooding of residential areas.
- **Established 02 COVID Quarantine Facilities**, of 600 beds cumulative capacity, in coordination with local authorities during peak lockdowns while safeguarding the health of more than 500 labourers at the project site.
- **Constructed 03 multi-span concrete bridges**, worth ₹45 Cr, in remote Naxalite areas.
- Accomplished conversion of 120 KMs of State Highway to National Highway (Double Lane) in highly sensitive Naxalite areas.
- **Planned, designed and executed construction** of state-of-art Under Ground Operations Room having aerial blast resistance capability to augment operational capabilities.
- Designed, fabricated and erected 02 steel sheds of unsupported span of 15m under **constrained resource environment**.
- **Supervised construction and managed logistics** of more than 500 permanent defence structures in remote areas spread over more than 15 KMs.

OPERATIONS/ RESOURCE MANAGEMENT

- **Implemented and ensured digital transformation** of procurement processes in all Headquarter/ Subordinate offices under control and improved transparency and speed of execution of contracts by almost 40 percent.
- **Optimized inventory management** with timely planning and procurement of stores worth in excess of ₹25 Cr for all offices under the control of Headquarters.
- **Modernized office communication systems** leading to streamlined maintenance and improved serviceability by more than 30%.
- Organized **safe de-induction** of road construction company (BRO) from Naxalite areas and induction into mountainous regions without any casualty of manpower or equipment.

RECOGNITIONS

- Awarded Best Project for Designing Collection of Area Surface Precipitation using Geospatial Data (B. Tech), 2007.
- Best Student Award in Graphics (B. Tech), 2007.
- Chief of Army Staff Commendation Card for Excellence in Minefield Operations, 2003





ABHINAV SHARMA

Lieutenant Colonel
Indian Army
Experience - 22 Years
Age - 45 years

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SKILLS

- Administration
- Foresight and planning
- Leadership & Teambuilding
- Communication
- Grit & Perseverance
- Innovation & desire to learn
- GIS (Global Mapper)
- MS Access
- MS Excel
- Vendor Management
- Business Relations Management
- Resource Allocation
- Coordination
- Adaptability
- Basic French

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- **BSc**, Jawaharlal Nehru University, New Delhi

AWARDS & RECOGNITIONS

- Awarded 'Sena Medal' in 2006

ABOUT ME

A professional with more than two decades of working experience in leadership, man & material management, problem solving and professionalism. Motivated and managed multicultural teams in creating sustainable reporting process on key result areas. Mentored and directed teams in dynamic environments to meet deadlines. A clear and concise communicator and team player with perseverance and desire to excel. Experienced in monitoring overall process, identifying and implementing improvements and maximizing customer satisfaction levels. Communicator, analytical & perseverant.

ADMINISTRATION, LEADERSHIP, TRAINING, GRIT, COORDINATION & COMMUNICATION

- Monitored & maintained a large town and seven villages with total population approx. 28,000 spread over approx. 30 sq. Kms, in a conflict prone zone.
- Handled independent operational and intelligence charter. Organised training seminars and brainstorming sessions for strength ranging from 8 to almost 100 and published proceedings of the same.
- Lead in periodic isolation a strength of about 120 men in a hostile and inhospitable terrain (altitude of 13,500 ft+).
- Trained and administered a strength of about 1600.
- Monitored and coordinated planned movements. Coordinated tasks between various departments and drafted/ proofread a large number of policies, letters and papers as well as interpreted macro policies.

VENDOR & BUSINESS RELATIONS MANAGEMENT

- Monitored finances and accounts for my organisation (with almost 1000 personnel). Could provide savings of almost 15% by vendor negotiations.
- Managed and procured all kinds of items for the regiment with an approx. savings of almost 20%.
- Managed and monitored major part of finances and procurements, within budget, of almost 250 officers and men of varied hierarchy with an average increase of 10% in the budgetary allocation.

MS ACCESS, MS EXCEL & GIS

- Designed and operationalized the Point of Sale software (MS Access based) for a store.
- Designed an employee details database (MS Access).
- Created digital maps with vectors and attributes, from raster data and created a database of the details.
- Designed and operationalized an expenditure state of multiple heads (MS Excel) with auto generation of documents for billing.
- Designed a database for monitoring, recording and coordinating planned annual movements.

MISC

- Conceptualised and fructified a restaurant cum clothing store on minimal profit basis for a strength of almost 2000 and generated revenue at almost 40%.
- Monitored, deciphered and advised on confidential legal issues as well as daily functioning of a school.
- Appointed as part of Indian Army delegation to handle the intelligence matters in an Indo-US joint exercise Yudh Abhyas at Fort Shafter in Hawaii in 2008.





MANEESH SENGAR

Lieutenant Colonel
Indian Army
Experience - 23 Years
Age - 43 years

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SKILLS

- Operations and Project Management
- Human Resource Management
- Security and Risk Management
- Administration
- Facility Management

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- BA (Advertising and Sales Promotion)
- Diploma in Defence Management

CERTIFICATIONS

- Certificate in Financial Management, AJNIFM
- Certificate in Avalanche and Natural Hazards Management
- Certificate course in Weapon Technology

AWARDS & RECOGNITIONS

- General Officer Commanding in Chief Eastern Command Commendation Card
- General Officer Commanding in Chief South Western Command Commendation Card

ABOUT ME

A natural leader with proven credentials of taking up challenging assignments and managing cross functional teams to execute complex projects. A critical thinker with an eye for detail, perpetual optimist, ready to challenge the status quo, simplify complex problems and find innovative solutions. A strategic thinker who operates with empathy, respect and objective clarity of organisational goals. In 22 years of military service as a combatant in the Army, executed several operations and projects with a strong sense of integrity, ownership and risk-taking ability. Able to translate business requirements into functional requirements judiciously. Can anticipate future impediments and take prompt yet sound decisions in ambiguous scenarios, amidst conflicting priorities. Possesses excellent communication and collaboration skills to manage stakeholders. Seeking new challenges to complement the professional acumen and rich operational experience with willingness to learn and add value to the organization.

OPERATIONS AND PROJECT MANAGEMENT

- Monitored project management activities involving multi stakeholders, ensuring task completion within stipulated timelines and prevented cost overruns.
- Formulated SOPs for safe and timeline execution of Projects and deliverables of resources.
- Formed Project management teams, prepared role descriptions of team members and mentored them to mature their skills.
- Analyzed plans and requirements for sustained day to day operations by reviewing work forecasts, prioritizing, determining timelines and partnered with contractors/vendors to execute the tasks.
- Worked on new Projects & Start Up in the organisation with time bound achievable targets, attaining remarkable success.

HUMAN RESOURCE MANAGEMENT

- Shaped up the future of Young Officer's by imparting Tactical Acumen and Strategic thinking in consonance with environment.
- Resolved conflicts between various teams to execute the functions efficiently and to the required standards.
- Conducted daily briefings and debriefs, weekly meetings with cross functional teams on business development and operational aspects and also with multiple external stakeholders.
- Demonstrated strength in handling multifarious HRM functions such as documentation, discipline, grievances handling, performance review, citation and policy implementation.
- Undertook Infrastructure Development initiatives to impart realistic training and development.

SECURITY AND RISK MANAGEMENT

- Successfully mitigated the security function through significant organisational changes.
- Implementing B2B security strategies, security risk assessment and mitigation.
- Inventive thinker with strong delivery focus. Proven ability to solve problems and reduce security risks through understanding business drivers.
- Planning, updating and supervising security services and correcting any shortcoming for smooth functioning.
- Planning and implementation of security measures in disturbed areas of Jammu & Kashmir, Rajasthan, Assam, Punjab, Sikkim and Army Garrisons.
- Commanded troops in Jammu & Kashmir, Assam during various operations.
- Formulating and implementing strategy for high level security of men, material and information including IT security.
- Anticipating threats, formulating and implementing stringent counter measures for the safety of high value assets.
- Managing the security, and handling large functions. Ensuring statutory compliance at all levels involving liaison with external agencies, Govt authorities & offices etc.
- Devised Standard Operating Procedures and revised same at regular and relevant Intervals for effective control of establishments and garrisons having manpower of over 5000 men.





MAYANK GUPTA, SM

Lieutenant Colonel
Indian Army
Experience - 23 Years
Age - 46 years

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SKILLS

- Project Management
- Operations Management
- Material Management
- Leadership and Team Building
- General Administration

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi.
- Advance Material Management Diploma, CMM Jabalpur
- Bachelor's of Arts, Rohilkhand Univ, Bareilly
- MBA in SCM (pursuing), Rani Durgavati Univ, Jabalpur

CERTIFICATIONS

- LSSGB

AWARDS & RECOGNITIONS

- Awarded **"SENA MEDAL" for Gallantry**
- Awarded **"VICE CHIEF COMMENDATION CARD"** for improvising and achieving max user satisfaction in SCM thus accruing **saving to the Organisation worth "INR 2 Crores"**.
- Appreciations from Commanders and dependant units.
Speckless 23 Years of service to the Nation with **"UTMOST HONESTY AND SINCERITY"**.



ABOUT ME

A result-oriented, dedicated, disciplined, and seasoned professional with domain specialization in SCM, HRM, and Administration. Experienced in leading diverse teams and achieving path-breaking results. Expertise in optimization, value addition, and working in field conditions with limited manpower and resources. Eager to pursue a carrier in Organisation that works on similar ethos and values that I have imbibed from the army.

CORE COMPETENCIES

Supply chain and Material Management, HRM, Administration, Security, Risk Mitigation, Operations Management and Strategic leadership.

SUPPLY CHAIN MANAGEMENT

- Successfully procured Aviation spares up to Rs 3 Billion in the past three years.(2019-2022)
- Ensured 100% serviceability of large inventory of range 4500 and depth approx 2 lakh items worth Rs 125 cr.(2019-2022)
- Planned and executed middle and last mile delivery for advance winter stocking for forward most posts of the Army which remains cut off for six months from the rest of the country(2013-2016)
- Supervised reverse logistics for 550 army units.(2006-2008, 2013-2016)
- Ensured strict quality control on all procurements.

PROJECT AND OPERATIONS MANAGEMENT

- Supervised raising of the state of art infrastructure worth 90 crores.(2010-2012)
- Planned and independently inspected ammunition of over 150 units for safety and 100% worthiness.(2016-2018).
- Successfully carried out recruitment in a hostile environment in J&K (Kupwara) (2015).
- Improved facilities, infrastructure, and profits manifolds of garrison institutes. (2002-2008,2016-2018).
- Responsible for end-to-end administration of the most advanced Technical unit of the Indian army. (2010-2012).

HUMAN RESOURCE MANAGEMENT

- 23 years of rich experience in the training, discipline, and welfare of personnel and civilian staff ranging between 200 to 800.
- Formulated safety programs and ensured compliance with the policies and achieved 100 % incident-free environments.
- Revised the policies and standard operating procedures for identifying shortcomings and there after including best practices available.





ASHOK KUMAR SINGH

Lieutenant Colonel
Indian Army
Experience - 23 Years

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SKILLS

- Strategic Thinking
- Personnel training
- Negotiation

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- **MA History**, JNV Vyas University, Jodhpur, 1995
- **Bachelor of Education, Barkatulla University**, Bhopal, 1997
- **PG Diploma in Human Resources**, IGNOU, 2005

CERTIFICATIONS

- **Leading High Performing Teams**, eDX, Harvard University 2021
- **Resilient Leadership in Challenging Times**, Coursera Harvard University

AWARDS & RECOGNITIONS

- Unit awarded Chief of Army Citation, Battle Honour and Theatre Honour and Punjab Government Citation-1999
- Appreciation letter from Chief of Operations, Sector-2016
- Appreciation Letter from Head of Department, NCC Delhi-2017
- Appreciation letter from Delhi University-2018



ABOUT ME

Officer in Indian Army with 23 years of leadership experience, including as member of United Nations Mission in Lebanon, operational logistics advisor to force commander, and Director (Education) in Delhi administration. Led culturally diverse group of people and collaborated with stakeholders, participated in several modern military operations in J&K and North Eastern frontier, and managed complex human resource management and supply chain / logistics operations.

DIRECTOR EDUCATION, EAST DELHI MUNICIPAL CORPORATION, DELHI

- Performed the roles of Head of the Department of Education in Delhi administration – defined goals, introduced and implemented policy refinements and control frameworks, leveraged technology for smart classes and online administration, and managed performance reviews. Oversaw a 10% increase in overall admission in schools.
- Led procurement of additional fund of INR92 crores for infrastructural development such as procurement of classrooms furniture, CCTVs and contractual support staff. This initiative resulted in 35% increase in admission of girls to primary school.
- Managed capital and revenue budget of INR 8000 crores on yearly basis for short-term and long-term goals of the department.
- Managed procurement of software support from corporate houses – E&Y provided software support for the project of enabling teachers to use digital technology in the classrooms of 400 government schools.
- Led program to provide English Language training to 20 teachers in Regional College of Education, Ajmer. Selected 60 Mentors for serving as resource pool to help the students to take informed decision in academic quest.
- Implemented the Government's Direct to Bank system of disbursement of INR 7 crores to 1.7 Lakh beneficiaries and ensured timely procurement quality control and cut the risk of losses.
- Implemented Citizen Charter to increase transparency and accountability for product and services of the department (comprising of 55 officers, 10000 staff and services provided to 44 lakh people).
- Formulated appraisal formats of 365 Head of Institutions which led to increased objectivity in process of auditing officers and staff performance.
- Managed negotiations and led resolution of employee unions concerns, and reinstated 8-hour work duration on daily basis for education department employees.
- Conducted online recruitment of 2000 teachers and procurement of worth INR100 crores of products and services through GEM.

INDIAN ARMY

- Performed the role of team leader for 800 trained personnel in Operation Vijay, Operation Prakaram, and Operation Rakshak (on five occasions). Provided operations and administrative leadership to multiple levels of hierarchy in hostile and high-altitude areas, managed high value assets and equipment, and ensured morale and training of the team.
- Served as Operational Logistics advisor to Force Commander commanding nearly 40000 employees that were deployed in counter insurgency combat roles in Eastern frontier of India.
- Performed the role of team leader for 450 employees employed in counter intelligence operations, and produced outputs to specialist for further decision making.
- Performed duties as liaison Officer between Army and Airforce in Kargil Operation covering area of 14000 sq. km, and coordinated communications to facilitating effective working. Worked as Head of training department of NCC Directorate, Delhi. In two years, the project team improved its performance, and their ranking at the national level from 17th (last) to 8th.
- Performed as interview panelist for selecting students from NCC trained pool category for admissions to Delhi University.

UNITED NATIONS MISSION (LEBANON)

- Served in United Nations Mission in Lebanon and was assigned the roles of single point contact between Indian contingent and other Nations contingents, preparing minutes of meeting aimed at cooperation, collaboration and effectiveness of achieving United Nations mandate.
- Achieved 95 % of UN mission mandate of observing and reporting to Force Headquarters resulting in sustainable peace along 11 km border between Israel and Lebanon.





SANJAY M MUKHERJI

Lieutenant Colonel
Indian Army
Air Defence
Experience - 24 Years

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SKILLS

- Business Operations
- Logistics and Supply Chain Management
- Negotiations
- People and Process Management
- Leadership & Teambuilding
- Conflict Management and Resolution
- Adaptability
- Strategic Planning
- Financial Accounting
- Project Supervision and Management

EDUCATION

- **Executive Programme in International Business Management**, IIFT, New Delhi
- **Second Assistance and Protection Course for Instructors** (United Nations), Czech Republic (2016)
- **Master of Military Science (Air Defence Technology & Electronic Warfare)**, Berhampur University (2007)
- **Diploma in Personnel And Security Management**, Pune University (2007)
- **Diploma in Junior Level Defence Management**, DAVV, Indore (2007)
- **BA English** (Hons), Delhi University (1996)

CERTIFICATIONS

- **Certificate Course on Supply Chain & Trade Logistics**, IIFT, New Delhi (2023)
- **Microsoft Excel**, Udemy (2022)
- **CSM**, scrum.org (2022)

ABOUT ME

Dynamic, result oriented professional with 24 years of experience in Army with highest level of Integrity, Bravery, Dynamism & Sincerity. Seasoned administrator with variegated, rich & extensive experience in Leadership, Business Operations, Logistics, Project Management, Vigilance, Disaster Management and General Administration. Demonstrated ability in Strategic Planning and Supply Chain Management in inclement VUCA environment. Ace Negotiator for construction contract, vendor management and settlement of legal disputes. Proven capabilities in monitoring processes, identifying improvement areas, implementing adequate measures, team building and managing teams for achieving set goals. Problem-solver with analytical approach, communication & negotiation skills.

PROJECT MANAGEMENT & BUSINESS OPERATIONS

- **Increased annual turnover** of CSD canteen from **INR 9 Cr to 12.4 Cr** (2012-14). Increased weekly footfall from 800 to 1200 customers and orchestrated movement of CSD stores laden on 35 to 40 trucks every month. Improved customer satisfaction to 99% by **planning and revamping the warehouse infrastructure**. Administered complete operations including **sales, accounts, demand assessment and forecast, procurement, rationing, wastage prevention**. Re-designed the office space and ensured hygiene factors in the workplace to improve the employee productivity.
- **Managed the Estate and negotiated** usufructs contracts worth **INR 1 to 1.5 Cr** in Odisha, while liaising with local vendors, private contractors and district administration.
- **Estate management** including maintenance, furnishing, accounts and allocation of Guest House complex worth **INR 2 Cr** having 45 guest rooms (05 VVIP and 10 VIP) at Army AD College, Odisha.
- As Trials & Evaluation Officer at Pune, orchestrated **the planning, designing and procurement** of stores for the Chemical Wing Faculty worth **INR 1 Cr** in liaison with DRDO, DRDE and local vendors.
- **Executed the conversion** of a newly constructed building into Army School Jhansi as per CBSE guidelines involving procurement of classroom infrastructure worth 40 lakhs and landscaping of open spaces for various sports fields, in a record time of 45 days.
- **Executed survey and construction** of a 13.6 km security wall at Udampur along with installation of security infrastructure over a period of 12 months through Army resources and contract.
- **Conceptualised and completed** the construction of open air Amphitheatre in 7 months worth **INR 42 Lakhs** and **revamping** the existing Auditorium at Ludhiana Cantonment, worth **INR 11 Lakhs**.

LOGISTICS & SUPPLY CHAIN MANAGEMENT

- Round the clock **management, maintenance, servicing and deployment of a fleet of 100 vehicles** utilised for the movement of manpower and stores over a period of 2.5 years.
- **Executed seamless and incident free** movement of 12 military special trains and 8 road convoys (over 2000 km) containing specialised arms, ammunition, secret documents and equipment. **Formulated and reviewed Standard Operating Procedures** for move of military special trains and strategic weapon system road convoys.

DISASTER MANAGEMENT

- **Led preparation activities pre-cyclone 'Phailin'** involving **mass movement** of 9 villages, construction of food and water storage facilities and pre-positioning of life-saving equipment.
- **Completed post-cyclone 'Phailin'** restoration of the Army Establishment and 9 adjoining villages while orchestrating and provisioning medical stores, food, water and reconstruction material.
- **Created COVID quarantine and treatment** facility through army resources at 4 locations in Ludhiana worth **INR 20 Lakhs** in 20 days. Transshipped medicines, vaccination and oxygen cylinders worth **INR 10 Lakhs**.

LEADERSHIP & TEAM MANAGEMENT

- **Led a workforce of 750 employees** with diverse backgrounds in Jammu & Kashmir. Entrusted with their health, wellness, training, deployment, performance, appraisal and salary disbursement in a mission oriented environment.
- As Staff Officer (Legal Duties) **ensured code of law, moral conduct** of soldiers in marital disputes, civil/criminal cases in coordinating with counselors, lawyers, police and civil administration.
- As Instructor of NBC Warfare and Disaster Management at Pune, **imparted training to 62 courses**, evaluated and administered 1700+ personnel of tri services, IAS, IPS, CRPF, BSF and NDRF.

SECURITY & VIGILANCE

- As **Officer Commanding Troops** in J&K, Kargil and Leh, improved the living standards, well-being, training and deployment of troops, without a single casualty over 2.5 years.
- **Executed placement and integration of security apparatus** i.e. CCTVs, Drone Surveillance, high surveillance posts, barriers and blockades to reinforce the security of Dhar Road Cantonment.





NARESH KUMAR RAINA

Captain
Indian Navy
Electrical Branch
Experience - 31 Years
Age - 55 Years

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SKILLS

- Technical Management
- Operations
- Quality Assurance
- Contract Management
- Project Management
- Administration & HR management

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- BE (Electronics & Communication)
- MBA (HRD) - Jamnalal Bajaj Institute of Management Studies, Mumbai
- Electrical Specialization Course - INS Valsura

CERTIFICATIONS

- PGDBM - Jamnalal Bajaj Institute of Management Studies, Mumbai
- Technical Management Course - College of Naval Warfare
- EMI/EMC course - ACE, Mhow
- Quality Assurance/ Quality Control course at Defence Institute of Quality Assurance (DIQA) Bengaluru

AWARDS & RECOGNITIONS

Awarded Flag Officer Commanding-in-Chief commendations on two occasions

ABOUT ME

A result oriented, goal focused and self-driven Naval Officer with leadership experience of 31 years in cross-functional and multilevel co-ordination in project management, operations, contract management, Quality Assurance and HR management. A professional with diverse experience in cross functional teams and driving strategic initiatives with analytical thinking and an innate ability to adapt to evolving situations to deliver desired results.

OPERATIONS/ TECHNICAL MANAGEMENT

- As head of the Electrical Department in the ship, spearheaded all phases of ship maintenance and repair by taking ownership, meticulous planning, estimating resources and close monitoring of jobs.
- Undertook analysis of electrical and weapon system defects and ensured timely resolution, thereby ensuring 100% asset availability for exploitation
- Encouraged innovation culture in the team and successfully resolved critical shipborne system defects using innovative procedures, thereby saving costs.
- Ensured extended overseas deployment of the ships on two occasions for 120 days touching around 12 ports each with immaculate provisioning of men and material and ensured defect free voyages and leading to successful completion of the envisaged operational plans.

PROJECT MANAGEMENT/CONTRACT MANAGEMENT/QUALITY ASSURANCE

- Formulated a plan for embodiment of fleet wide ship modifications and software upgrades by working closely with OEM teams
- As a head & member of the team, proactively engaged in frequent contractual cum technical negotiations and working level discussions with OEMs for conclusion of maintenance rate contracts with a win-win objective for all stakeholders. Availability of these rate contracts for maintenance support ensured 100% availability of the shipborne systems with minimal downtime.
- Supervised and managed team of more than 100 technically skilled executives during highly critical ship operations at both afloat and ashore. This included work allocation, performance appraisal, training and grievance management
- Executed and successfully executed indigenous development of missile launchers for the first time in India with collaboration of private industry (L&T Ltd). This involved formulation of various Quality Assurance Plans (QAPs), liaising with the development firm, planning periodic inspections including coordination with foreign domain experts.
- Was instrumental in movement of the personnel across locations stranded due various phases of lockdown during COVID to the parent units from across India.

LEADERSHIP & TEAM MANAGEMENT

- Supervised and managed team of more than 100 technically skilled executives during highly critical ship operations at both afloat and ashore. This included work allocation, performance appraisal, training and grievance management.
- Administered a cross-functional workforce of 200+ employees of diverse cultural backgrounds in a mission-oriented, technology-driven environment.
- Conducted regular On-the-Job training for newly joined personnel in the Electrical department enabling continuity of operations through smooth knowledge transfer.
- Was instrumental in training of the 100 officers and 400 sailors from the electrical branch of the Navy for 02 years and ensured planned training schedules and training aids.
- Was instrumental in maintenance and operations of the data center and LAN across different locations in Delhi area for HQIDS ensuring various cyber security aspects through a team of 30 service and hired civilian IT personnel thereby enabling continuous availability of the IT infrastructure.
- Held regular HR policy reviews, performance counselling, appraisals, training activities, disciplinary reviews and implemented agile decisions for 120+ personnel.

KEY ACHIEVEMENTS

- Led a team of officers and sailors for commissioning of a newly constructed ship for the Navy, ensuring transfer of expertise of the ship systems, taking over the complete inventory for the shipborne stores, drafting of SOPs for systems operation thereby successfully ensuring the operation for the successive deployments.
- Was instrumental in complete quality assurance by making the quality assurance plans and executing various time bound inspection schedules for indigenously designed and built missile launchers for the first time in India with collaboration of private industry.





KAPIL OBEROI

Colonel
Indian Army
Experience - 25 Years
Age - 47 years

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SKILLS

- Program / Project Management
- Strategic Management & Implementation
- Business Analysis
- Operations Management
- Risk Management
- Communication
- Procurement Management
- Team Building
- Leadership
- General Administration

EDUCATION

- Executive programme in International Business Management, IIFT, New Delhi
- MTech (IT), IIT Roorkee
- BTech (Electronics)

CERTIFICATIONS

- PMP (PMI, 2022)
- PSM (scrum.org, 2022)
- Exploratory Data Analysis (EDA), INSAID - 2022
- Google Project Management Certificate – Coursera, 2022
- Google Agile Project Mgt Certificate - Coursera, 2022
- LSSGB (KPMG)

AWARDS & RECOGNITIONS

- Awarded Army Commander's Commendation for Program / Project Management in 2020 and 2012 respectively
- Establishment adjudged as Best Logistics Entity in 2016 & 2017

ABOUT ME

Award winning trendsetter, turnaround specialist & effective collaborator with 25 years of progressive leadership in the Indian Army, championing Technical Operations, Administration & Project Program Management in inclement VUCA environments across India. Innovative change catalyst inspiring cross-functional teams with the ability to lead 20+ substantial projects, efficiently collaborate with premier IITs to enhance project performance, drive 99% operational availability of mission critical equipment and stir 30% cost savings to yield profitable results.

PROGRAM/PROJECT MANAGEMENT

- **Formalized Project Charter** in sync with the **strategic aim** of the organization - to **provide state of the art, cost-effective simulators** to the Army units.
- **Captured project requirements** from internal/external stakeholders including Army Headquarters, Army Training Command and end users - **converting user requirements into technical specifications** for project development.
- **Collaborated with multiple cross-disciplinary teams** including Officers, technical support staff and vendors as per project requirements across multiple Indian cities towards realization of project goals within set time and budget.
- As **Program Manager** (2017-2021), **spearheaded successful development and deployment of 06 x mock up based simulators**, software-based training solutions, **05 x Virtual Reality and Augmented Reality based simulators** and **02 x Artificial Intelligence based projects** worth approx **INR 5+ CR.**
- As **Project Manager** (2009 - 2012), involved in **successful development of 1st of its kind Small Arm Training Simulator at 1/3rd cost (production cost Rs 26,00,000/-)** of similar product available ex-trade in India **for training Officer Cadets and Soldier Recruits in Indian Army.**

OPERATIONS MANAGEMENT

- **Led strategic planning** initiatives to ensure timely availability of weapons & equipment in war scenario to users via regular updates, smooth communication with spare part vendors and technical manpower.
- **Planned and executed** timely & effective responses to **ensure critical mission availability of war fighting machinery.** Effectively attained **operational availability of 99% critical war equipment.**
- Identified **schedule, cost and operational risks** and their **handling** through incident related **escalation matrix and event trees.** Ideated, developed and **optimized maintenance strategy** for critical equipment deployed along the Line of Control in winter cut off posts along the Machil Sector in J&K
- Oversaw a diverse team of **125 personnel** for projects worth **INR 500 Cr** in collaboration with Border Road Organization, prioritize repair & maintenance for fleet of **800+** construction vehicles, heavy equipment and road building plants
- Propel **98%** equipment availability by **coordinating** with various **stakeholders** including **Budget, Planning & Operations Teams** and external stakeholders – **OEMs & local vendors** for procurement of spares, construction material, cement, steel etc.

LEADERSHIP/HR MANAGEMENT

- Led a team of **700+ technical, multi-disciplinary members** and managed assets like land, buildings, repair tools & equipment **worth INR 250+ Crores** spread over Kota, Jaipur, Alwar and Lalgarh Jattan.
- **Orchestrated various tasks** pertaining to maintenance, operations, logistics, administration, personnel, automation, training and infrastructure. Guided **administrative and HR functions** including daily staffing schedules, payroll supervision, innovative training sessions, standardization & execution of SOPs, etc.
- **Enhanced capability of technical team** through **planned training** cadres on repair & maintenance of vehicles, equipment & weapon systems





ASHISH MOHAN TRIKHA

Colonel
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Experience - 27 Years
Age - 50 years

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SKILLS

- Strategic Infrastructure Project Management
- Operations Management
- Procurement and Vendor Management
- HR & Administration
- Infrastructure Development

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- MBA Finance (First Class), I K Gujral Technical University, Punjab
- Short Capsule in Defence Management, IIM Indore, 2010
- MSc (Strategic Studies and Armament Technology) (First Class) 2005
- B.Tech Civil (First Class), Punjab Engineering College, Chandigarh, 1994

CERTIFICATIONS

- Commando Course, National Security Guards, Manesar
- Defence Financial Management Course (online), NIFM
- Cyber Security, CBI Academy (Ghaziabad)
- International Association of Bomb Technicians & Investigators, Canberra, Australia

AWARDS & RECOGNITIONS

- Unit Citation by the Chief of Army Staff (2014).
- Unit Citation of Army Commander (2015).



ABOUT ME

Accomplished and result oriented technical leader with 27+ years cross functional experience and recognized for handling multifarious assignments in Project Management, Infrastructure Development, Procurement and Vendor Management and Operations. My collaborative approach stems from the ability to work within multi-disciplinary teams on works across various geographies.

PROFESSIONAL EXPERIENCE

Program Manager/ Director Projects and Facilities

- **Planning, driving and execution of strategic infrastructure projects** in stipulated time frame worth INR 300 Crore to include habitat, helipads and bridges.
- **Proactive and skillful negotiation** with agencies like NHIDCL, BRO etc. for execution of specialized and technical works.
- **Spearheaded Environmental Clearance** for projects in forward Areas.
- **Financial Planning** and budget allocation for various executing agencies to utmost accuracy.

General Management/ Executive Officer

Responsible for a 900 strong **multicultural and cross functional team**, handling complex HR functions, team development with focus on common goals and working towards them.

- **Lead team of 300 in Disaster Management operation during natural calamity in Himachal Pradesh in 2013.**
- **Formulated and spearheaded development** of infrastructure in inhospitable terrain in a record time of one year.

Senior Project Manager and Facilities Manager

- **Ensured execution of Prefab Steel Structures** worth INR 120 Crores with uncompromising standards of quality assurance and safety.
- **Excelled in facility management works** worth INR 100 crores for technical/ Office buildings, medical facilities along with residential areas spanning over 5000 acres
- **Lead team of 800 personnel** in execution of combat and civil engineering projects like security infrastructure and bunkers construction along International Borders in Kashmir.





KARANDEEP SINGH TULSI

Colonel
Indian Army
Experience - 27 Years
Age- 48 years

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SKILLS

- Strategic Planning
- Security & Risk Management
- Operations
- General Administration
- Logistics Management
- Learning & Development

EDUCATION

- Executive Programme in International Business Management - IIFT, New Delhi
- Diploma in Psychological Assessment - DIPR (DRDO)
- Senior Level Defence Management - Army War College
- Bachelor of Commerce - Govt College, Chandigarh

TENURES

- Chief Security Officer DRDO 2019-2022
- Dy Director (3500 troops) 2017-2019
- Chief Operations Officer 2015-2017 (Training & Ops)
- Chief Executive Officer 2011-2015 (Multiple locations)
- Dy Director (Counter Insurgency) - 2008-2011
- Assessor and Tech Officer Services Selection Board 2006-08
- Chief Security Officer Vulnerable Areas: 2003-06
- Operations and Security Officer 2001-03
- Team Leader - Operational Areas 1995-01

AWARDS & RECOGNITIONS

- Vice Chief of Army Staff Commendation
- GOC-in-C Commendation
- Unit Citation
- Nominated to conduct foreign Army Training Teams

ABOUT ME

- A veteran with 27 years of experience of frontline functioning under challenging, adverse and sensitive conditions.
- Selected and recognized a number of times for producing results in delivering operational objectives while leading multiple teams.
- Specialised in carrying out planning and execution of security operations, negotiations at National level, risk management, selection of officers to include psychological evaluation, training and administration of 3000+ personnel and operational logistics.

PROFESSIONAL EXPERIENCE SECURITY OPERATIONS AND RISK MITIGATION

- Managed security of large Civil areas, Personnel, Projects and Critical assets amidst adverse situations over a period of Twenty Years at various levels. Responsible for assessing the security threats, risks and deploying resources and counter measures with the help of modern systems.
- Successfully produced, analysed and acted upon intelligence and managed all areas of physical and information security of very large and sensitive installations, projects and critical assets.
- Actively involved in designing the security layout of operational bases and constantly evolving its design according to changing needs, circumstances and potential threats.
- Analysed extant policies developing innovative solutions to augment the security of operational area undercharge by identifying and sealing vulnerable points and platforms.
- Qualified and experienced in handling response to Disaster Management Scenarios and worked out procedures for risk mitigation and response scenarios.

OPERATIONS MANAGEMENT

- Expertise in planning and execution of field operations and logistics activities involving demand estimation, sourcing, and vendor management. Facilitated end-to-end material flow to provide an unbroken chain of inventory with a focus on elimination & minimizing waste and losses.
- Planned and executed numerous field operations in combat zones while leading multiple teams.
- Experience as part of Indian Delegations to represent the country for strategic negotiations.
- Expertise in on-site monitoring, conducting root cause analysis of failures and streamlining operations to minimize downtime.
- Channelized overall management of Procurement Process, Cost Reduction, Contract Negotiation, Deliveries Management, Vendor Relations and Vendor development.

ADMINISTRATION AND GENERAL MANAGEMENT

- Managed overall administrative functions which included manpower planning, coordination, training, career progression, physical & mental well-being, counselling & grievance handling, vigilance, discipline and awards for personnel and ensured a healthy working environment.
- Consistent achievement in motivating and engaging employees, built up top-performing teams and improving cross-functional working.
- Presented various status reports at senior management reviews to realign policy decisions and ensure operational readiness.
- Responsible for making financial decisions for use of public funds, forecasting & budgeting. Developed policies & procedures to improve operational and administrative support systems.

TRAINING AND DEVELOPMENT

- As Director, assessed training needs, compiled training resources, conducted courses, revised syllabus and evaluated the effectiveness of programmes.
- Experience of psychological evaluation and overall coordinator for selection of officers at Services selection Board.
- Responsible for delivering training, designing and writing courses, leading teams of trainers, and directing enterprise initiatives.
- Conducted foreign training teams to exchange, adapt and implement innovative training strategies.
- Assessed and created specialized training plans for the subordinates considering their abilities.





MADHAV JHA MASTANA

Colonel
Indian Army
Experience - 35 Years
Age- 53 years

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SKILLS

- Conceptual skills and strategic leadership.
- Analytical thinking, creative problem-solving, and decision-making.
- Planning, training, and development.
- Team building and organizational skills.
- Talent management
- Academia and Administration
- Financial management

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- MBA – Dr. APJ Abdul Kalam Technical University, Lucknow
- PGDM - Symbiosis Institute of Management Studies
- Diploma in Engineering – E&IT, Air Force

CERTIFICATIONS

- Leadership for India Inc. - Practical Concepts and Constructs - IIT, Madras (12 Weeks)
- Leadership and Team effectiveness - IIT Roorkee (12 weeks)
- Talent Acquisition and Management - IIT Roorkee (12 weeks)
- Training of Trainers -IIT, Roorkee (12 Weeks)
- Certificate of Instructor - Defence Institute of Advance Technology, Pune.
- Diploma in Defence Management - Devi Ahilyabai University, Indore
- Certificate Course in Defence Management - Devi Ahilyabai University, Indore
- Courses on handling, usage and characteristics of following-
- Communication & Electronic equipment
- Power House and Air conditioning equipment
- Anti-personal weapons



ABOUT ME

A passionate, dynamic, self-driven, quality consciousness, and result-oriented professional with over 35 years of diversified leadership experience in promoting a team's effectiveness and individual competence. Identification and achievement of key objectives by forming and leading integrated, cohesive, objective-oriented rationalization and optimized team in a dynamic or uncertain environment.

EXPERIENCES

- Closely worked with the Ministry of Defence, Ministry of External Affairs, Ministry of Youth Affairs and Sports, Home Ministry, Sports Authority of India, and various other organizations.
- Directed Youth Exchange Program by the government of India.
- Managed recruitment, selection, training, succession planning, and exit of talent.
- Organised and imparted post-graduate level training to officers of the Indian army.
- Trained soldiers of Gorkha Rifles, Assam Rifles, and Lakshadweep Police. Trained teams for Subroto Cup, Jawahar Lal Nehru Cup, and National Shooting Competition.
- Controlled, monitored, and directed training and operations of an organization comprising fifteen lakhs talents.
- Worked with the talent of diverse backgrounds, ethnicity, language, gender, functional area, and profession.
- Handled finances of a few institutions.
- Ability to effectively lead talent of foreign nationality





ANURAG SAKSENA

Colonel
Indian Army
Experience - 32 Years
Age- 53 years

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SKILLS

- Operations Management
- Strategic Implementation
- Project Management
- Leadership & Teambuilding
- Risk Management
- Telecommunication
- General Administration

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- M Tech (CS)
- MSc (Applied Psychology)
- B Tech (Elect & Telecom)
- BSc

CERTIFICATIONS

- Graduate Certificate in Public Policy (Advanced Public Policy, Defense & Foreign Affairs)
- MDP (Network Security)IIM, Ahmedabad
- MDP (Project Management) IIM, Indore
- Diploma in Advanced Computing, CDAC, Pune

AWARDS & RECOGNITIONS

- Awarded Army Commander ARTRAC's Commendation for IT Project Management.
- Awarded Army Commander Southern Command's Commendation for coordination of Flood Relief Operations in South Maharashtra.

ABOUT ME

A professional with three decades of extensive experience in Leadership, Strategic Operations, Project Management, Telecommunications, Human Resource and Law Enforcement. Handled complex strategic tasks with high degree of Innovation and Resourcefulness to meet challenging requirements in real time. Executed high technology niche projects involving leading and monitoring project implementation to ensure effective execution. Able Communicator with excellent Team building, Conflict resolution and Risk management skills to achieve set goals & objectives; Dynamic problem-solver with strong Analytical, Communication & Negotiation skills.

STRATEGIC OPERATIONS MANAGEMENT

- Headed a **Strategic** Telecommunications network having 37 Microwave backhaul links and over 2900 kms of Optical Fibre Cable deployed across 3 States in tough mountainous terrain encompassing 23 dispersed communication nodes providing **Failsafe, Secure Broadband** communication to the Indian Army.
- **Member of a Core** Team specially selected by Army HQ for **Operationalization** of a **Strategic Weapon** system. Planned Multi-tiered Communication in a Second-Strike scenario. Evaluated efficacy of Real Time Launch Control software.
- Instrumental in field testing and deployment of **Integrated Multi-spectrum Communication Intelligence** (COMINT) system developed for DRDO by M/s BEL.
- Responsible for **Radiation Mapping** of entire Western and Northern borders of the country, thereby identifying numerous viable sources of **Signal Intelligence** which had direct impact on National Defense.

PROJECT MANAGEMENT

- **Instrumental in planning and Project Layout** of a greenfield **PAN India Strategic OFC based Telecommunication Network** valued over INR 21000 Crores in the states of J & K & Himachal Pradesh.
- Responsible for Project Design and formulation of specifications for redundant, multi-tiered, failproof communication plan for mission critical missile launch operations.
- Developed a project for induction of **AI based Speed Detection** system using Frame rate change detecting IP cameras with **License Plate Recognition** ability for Ambala Military cantonment.
- Responsible for Project Management of 23 Capital procurement projects of strategic Signal Intelligence equipment valued over INR 16700000 for the Tri services.
- Responsible for steering IT budget allocation and monitoring for 25 Major Training Institutes of the India Army under the HQ Army Training Command (ARTRAC) in addition to IT Project Management of HQ

LEADERSHIP/HR MANAGEMENT/ LAW ENFORCEMENT

- As **Director Recruiting of Army Recruiting Office** was responsible for recruitment of soldiers in the Indian Army from 8 Major districts across **three** states having an average footfall of 60,000 candidates in each iteration. Was primary custodian of recruitment and candidate biometric data generated and used in all stages of recruitment, preventing a single case of fraudulent enrolment. Undertook close coordination with DC, Police authorities and all major stakeholders across various state departments to ensure fair and transparent recruitment.
- As CO of NCC battalion was responsible for training of over 1600 NCC cadets including preparation for Republic Day Camp and ensuring participation, training & kitting of over 27,000 NCC cadets in rural areas of Uttar Pradesh for the First International Yoga Day in 2015.
- In the capacity of **Station Commander, Kolhapur** during 2019 floods, ensured coordinated rescue of affected populace and organized distribution of Flood relief to the vast affected areas using the pooled resources of Army, Navy and Air Force. Averted loss of a single life and was responsible for personally ensuring safe transportation of 27,000 litres ATF critical for sustaining helicopter Rescue and Relief operations across flooded river channel by innovative use of resources.
- As Commanding Officer of a Military Provost unit was responsible for Security of strategic military organizations by ensuring **Law Enforcement**, Movement of Operational and Logistic vehicle columns in mission critical timeframes. **Crime scene investigation, Cyber and Social media monitoring**.
- Created a Web radio interface to increase outreach to troops to prevent Stress related social issues and foster a feeling of **Wellbeing, Self-belief** and organizational connect.





JITENDAR KUMAR SINGH

Captain
Indian Navy
Experience - 34 Years
Age - 55 Years

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SKILLS

- Programme /Project Management
- Stakeholder Engagement
- Risk Management and Analysis
- Requirement Analysis
- Team Process Enhancement
- Cross functional Team building & Management
- Responsible leadership practice

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- BSc - Punjab University

AWARDS & RECOGNITIONS

- Awarded CNS commendation in 2014

ABOUT ME

A Senior Program Management professional with hands on experience, leading complex strategic program with effective leadership. Have systematically allocated resource and engaged proactively with all stakeholders to mitigate risk and meet the organisational goal effectively and efficiently.

Program/ Project Management

- Planned, Executed, Monitored and concluded Strategic Projects for Indian Navy (over Rs 6000 crore between 2008 to 2014) with effective Program Management procedures and processes, including optimal utilisation of budget and cost reduction measures of about 500 cr to complete projects on time.
- Effectively planned and proactively co-ordinated with multiple stake holders the execution, monitoring and conclusion of critical trials of sensors and weapons in allotted time mitigating risk of cost and time overrun (1997 to 1999 and 2016 to 2017).
- Ensured Major and timely overhaul project of submarine (1998-2000), ensuring safety of men and material, leading to effective integration into mainstream naval operations.
- Planned and executed training project at Visakhapatnam (2018 till 2021, worth 60 crore) with M/S TCS, Pune for Indian Navy and DRDO. Proactively engagement with all stakeholders helped timely completion of project avoiding cost and time overrun despite the pandemic (COVID 19).

Quality & Risk Management

- Undertook scope validation trials of submarines, including machinery equipment , weapons and sensor systems for Indian Navy and DRDO with timely assessment and mitigation of risk affecting the projects

Operations and Supply Chain

- Effectively provided the logistic and supply chain support to a strategic submarine for its commissioning into Indian Navy in foreign port and during passage through international waters for timely integration with the concerned fleet.

Leadership / HR Management

- As nodal head of a specialised wing, planned and executed recruitment profile (age, numbers, talent and training requirement) for next 4 years. Selected three set of submarine crew (allotment of talent resource) to meet three distinct requirements abroad.
- Ensured high motivational level while meeting high operational tasking in Far East, East Coast and West Coast.
- Provided active support to Naval and civil administration to deal with aftermath of cyclone HUD-HUD in Oct 2014 without affecting operations on East coast.





SUMANT SINGH

COMMODORE
Indian Navy/ Executive (Logistics)
Experience - 34 Years
Age - 55 Years

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SKILLS

- Contract management
- Contract negotiations
- Procurement
- Capability building

EDUCATION

- Executive Programme in International Business Management, IIFT, New Delhi
- B.Sc from JNU

CERTIFICATIONS

- Specialisation in Logistics Management from INS Hamla, Mumbai for one year
- Naval Higher Command Course

ABOUT ME

Highly energetic, seasoned professional with 34 years of rich & extensive experience in Contract management, Procurement, Negotiations, Budget management and General administration in the Indian Navy. Proven track record of consistently ensuring timely conclusion of contracts following the principles of 4Rs- Right item at the Right cost at the Right time following the Right procedures over this period. An inclusive leader with vast experience in leading and carrying along teams of diverse fields in order to achieve common goals. Collaborated with the industry to continually improve upon procedures and bottle necks as well as ensure "value for money" so as to also have a healthy buyer- seller relationship. Rich experience in the field and art of negotiations to achieve "value for money". Always maintain a positive outlook with the motto "the end user's requirement's must be met" with a strong belief of inclusive working wherein all team members have the right to express their opinion for constructive growth and capability building. Staunch believer in "out of the box thinking" for providing solutions in all fields of expertise. Rich experience in administration of large organisations with a diverse workforce and multi-functional roles. Forward-focused Leader with talent in building and managing teams for achieving set goals & objectives; problem-solver with strong analytical, communication & negotiation skills.

MAJOR EXPERIENCE - CEO/Material Superintendent, Stores Depot, Kochi

- **Handpicked by top mgt to head and run a large store depot at Kochi** and entirely responsible for the complete functioning of the depot encompassing a workforce of nearly 500 personnel and 47 warehouses.
- **Formulated and spearheaded tactical and strategic plans for the operations of the depot** including planning, procurement, contract management, negotiations, inventory control, warehousing, effective supply and delivery chains PAN India with an annual budget of 300 Crs.
- **Successfully installed ultra-modern ASRS- Auto storage retrieval systems in the depot** as well as other highly space intensive racking systems thereby drastically reducing footprint, getting nearly one lakh type of items under one roof, efficient handling of stores, reduction in manpower and full automation of the inventory control process thereby making huge savings in inventory carrying costs.
- **Responsible for an annual budget of more than 300 Crs and negotiated contracts** annually worth 100 Crs. Through intense negotiations achieved approx. 7 Crs per annum savings
- **Set up infrastructure for ultra-modern end to end solutions for providing stationary** to the entire Kochi and co located areas thereby achieving a very high level of efficiency, reduction in manpower, time and customer satisfaction.
- **Attained an annual growth of 10% in purchase of stores and expenditure year on year. Completely transformed infrastructures for tapping alternative sources of energy** thereby reducing carbon footprint whilst saving annually approx. 7 lakhs on energy.

COO/Chief Staff Officer Logistics and Administration at Goa Naval Area

- **Spearheaded the entire logistics supply chain** for different types of stores at Goa and adjoining regions.
- **Formulated and executed plans for the complete supply chain for rations in Goa area** for the first time and effectively negotiated rate contracts worth 25 crores year on year without a single break in services. **Completely transformed the transport contracts** which had fallen apart and concluded rate contracts worth 7 Crs annually after intense negotiations ensuring lowering of rates year on year and effectively breaking the cartels formed and hence resulted in huge savings.
- **Set up infrastructure for ultra-modern end to end solutions** for providing stationary to the entire Area thereby achieving a high level of efficiency, reduction in manpower, time and customer satisfaction. **Set up infrastructure for an ultra-modern, eco-friendly retail outlet of the Canteen services at a minimal cost of 5 Crs.** The building being the first of its kind in the Navy of a "mall" concept which in fact increased the footfall and doubled the sales.

COO/Principal Director Clothing and Rations

- **Formulated and implemented strategy for improved management and rationalisation of the entire inventory** of uniforms PAN Navy thereby achieving reduction in huge amount of inventory resulting in savings to the tune of 20 Crs annually. **Formulated and implemented a number of policies** for efficient handling of uniforms and rations PAN Navy. **Spearheaded the team for revision in the quality of uniforms** resulting in better competition and cost savings and end user satisfaction.
- COO/Director of Procurement at Naval Headquarters.**

COO/Director of Procurement at Naval Headquarters

- **Instrumental in concluding contracts with Indian and foreign firms worth about 100 crs with intense negotiations** thereby achieving huge savings and at the same time ensured timely conclusion of contracts. **Spearheaded the team involved in policy formulation** of the defence procurement procedures for the entire three services on behalf of the Indian Navy.



Montage



Montage





INDIAN INSTITUTE OF FOREIGN TRADE DEEMED TO BE UNIVERSITY

(Set up by Ministry of Commerce & Industry, Govt. of India)

DELHI CAMPUS

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