



INDIAN INSTITUTE OF FOREIGN TRADE  
NEW DELHI



INTERNATIONAL  
BUSINESS  
MANAGEMENT

**ARMED  
FORCES  
PROGRAM**

CORPORATE BROCHURE 2022 - DGR-8

# INDIAN INSTITUTE OF FOREIGN TRADE NEW DELHI



To be an academic Centre of Excellence in International Business research, training and education.

VISION

MISSION

To create and foster a learning environment that enables participants to be leaders in International Business with sensitivity towards society.

# ARMED FORCES PROGRAM

## INTERNATIONAL BUSINESS MANAGEMENT

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### Corporate Brochure Team

Wg Cdr Bhavna  
Lt Col Arun Venugopal  
Col Ashish Jaiswal



INDIAN ARMY



INDIAN NAVY



INDIAN AIR FORCE



*Together, we shall,  
Together, we will...*

# 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.

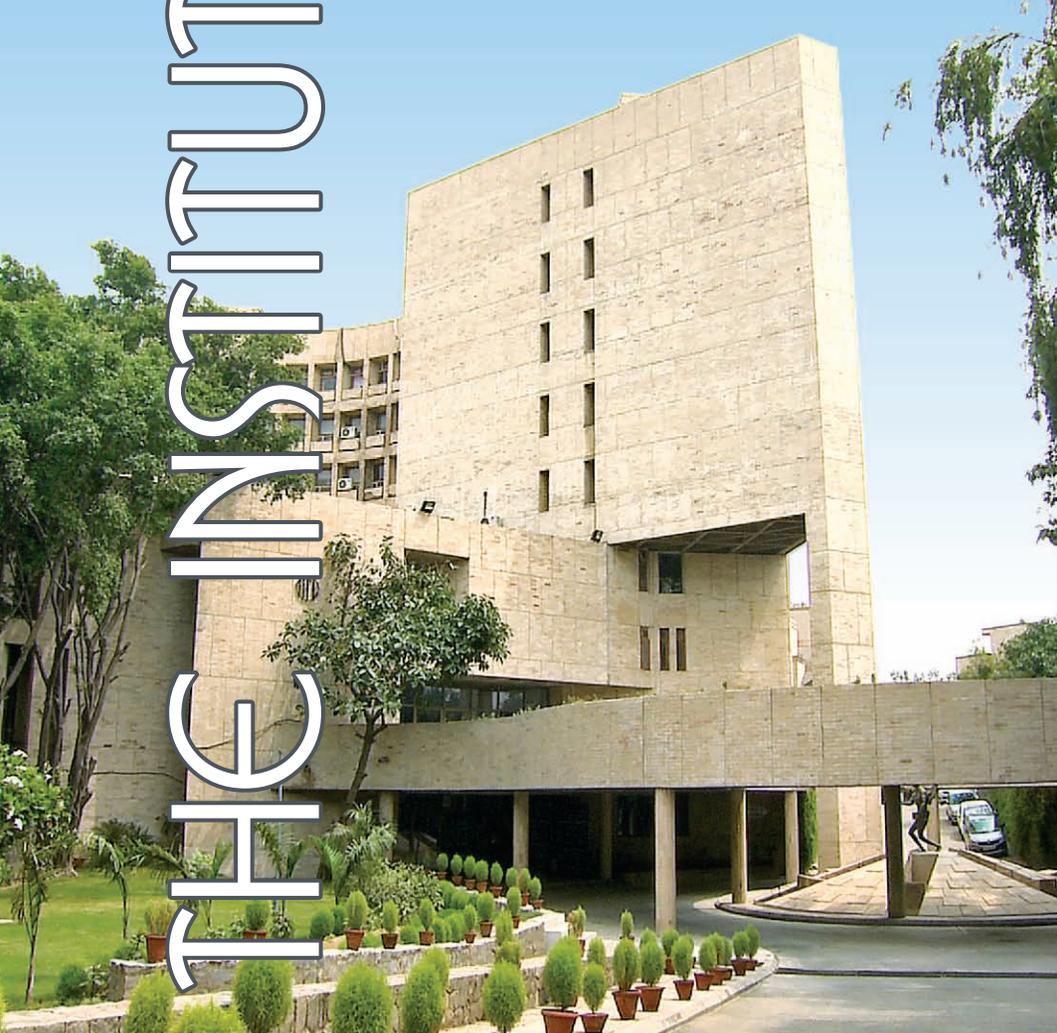
This symbiosis is also indicative of the steadfast progress companies are making towards building a diverse, equitable, and inclusive workplace, and subsequently, positively impacting the country, at large. For the corporate sector, there is the growing realization that the dexterous military veteran 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 unfavourable or disadvantageous environment with equal elan, is rudimentary quality of any soldier. They understand that the organisation 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 / ENTREPRENEURSHIPS BY IMPARTING THEM WITH KNOWLEDGE AND CURRICULUM OF INTERNATIONAL BUSINESS MANAGEMENT WHICH IDEALLY COMPLEMENTS THEIR VAST SERVICE EXPERIENCES.

# 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.

# ABOUT

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

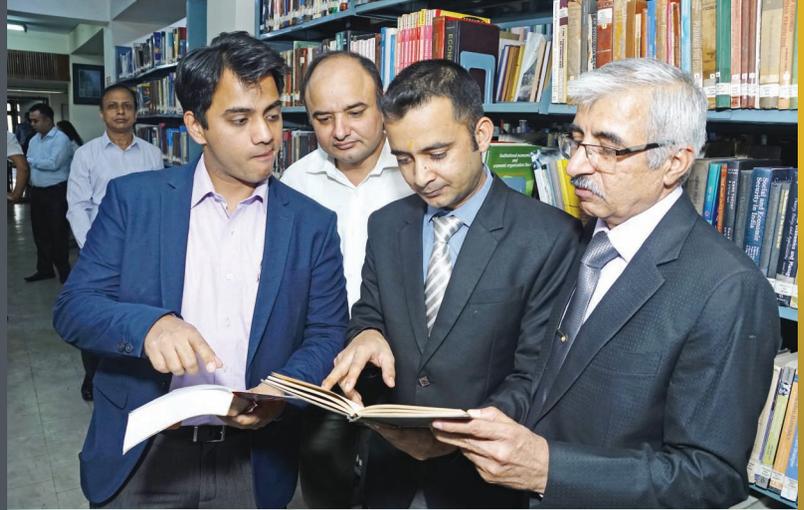
- Academy of International Business (AIB).
- International Association of Trade Training Organizations (IATTO).
- The European Foundation for Management Development (EFMD).
- The Association of Advance Collegiate School of Business (AACSB Global)

## INTERNATIONAL BUSINESS MANAGEMENT (2022) ARMED FORCES PROGRAM (DGR - 8)

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 THE VICE CHANCELLOR



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

It gives me immense pleasure to introduce the eighth 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 the 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.

**Prof. Manoj Pant**  
Vice Chancellor  
IIFT, Delhi

## MESSAGE FROM THE DEAN



“ *Our faculty and Industry specialists bring cutting edge curriculum and learning into the classroom...* ”

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 has 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. 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.

**Dr(Mrs) Satinder Bhatia**  
Dean  
IIFT, Delhi

## MESSAGE FROM THE HEAD, MDP



*“ The program focuses on developing leaders who excel in the rapidly changing business environment...”*

**M**anagement Development Program (MDP) for the Armed Forces officers is customised to develop a competent cadre of business executives to meet the country's growing requirements for trained personnel in the field of International Business Management.

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, aptitude for learning skills and high moral values. Apart from this, all the attributes have been validated repeatedly under 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.

**Dr Asheesh Pandey**  
Head, Management Development Programme  
IIFT, Delhi

## MESSAGE FROM THE HEAD, CRPD



*IIFT has  
moulded their  
distinguished  
expertise for use  
in the corporate  
world ...*

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 senior 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 a valuable experience of being a part of the most respectable 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 establishment has 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, the corporate sector now has the chance to come forward and make them a part of their team to embark on a 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.

**Dr Rohit Mehtani**

*Head, Corporate Relations & Placement Division  
IIFT, Delhi*

# ESTEEMED FACULTY

• Marketing Management	-	Dr Ravi Shanker
• Business Ethics & Sustainability	-	Dr Shalini Taneja
• Business Economics	-	Mrs Neha Jain
• Global Business Environment & Political Economy	-	Dr Rohit Methani
• Accounting for Managers	-	Dr Shegorika R
• IT Applications in Management	-	Dr A R Singla
• Business Communications	-	Dr Tuhina Mukherjee
• Designing & Managing Organizations	-	Prof Raju Ahluwalia
• International Trade Logistics	-	Capt Sarabjit Butalia
• International Trade Operations & Documentation	-	Dr Charu Grover
• Financial Management	-	Dr Sheeba Kapil
• Supply Chain Management	-	Dr Rajesh Sikka
• Strategic Management	-	Prof Naveen Coomar
• Legal & Regulatory Framework of International Business	-	Dr Rohit Metahni
• International Financial Management	-	Dr Asheesh Pandey
• International Marketing	-	Prof Ravi Shanker
• Business Analytics	-	Dr A R Singla
• Entrepreneurship Development	-	Prof S K Jain
• Management of Global Sourcing	-	Capt Sarabjit Butalia
• International Trade Finance	-	Dr Satinder Bhatia



## FACULTY SPEAKS

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.

**Prof Ravi Shanker**  
International Marketing  
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 Sheeba Kapil**  
Financial Management  
IIFT

I offered a course on Business Communication. I was fascinated with the level of interest and zeal the participants had in the subject. Their level of inquisitiveness and related keenness took the classes to new levels of teaching and learning experience. I am confident that given a prospect, their contribution for leadership roles will be meaningful and impactful.

**Dr Tuheena Mukherjee**  
Business Communications  
IIFT



# BOOTS ON GROUND



Creating impressions worldwide ...

## IIFT DGR ALUMNI SPEAK...



"The Professional Development Program (PDP) for Armed Forces officers at IIFT, New Delhi provides a unique platform to refine the immense experience and knowledge gained while in uniform for a smooth transition to a corporate career or to be an entrepreneur. The academic curriculum with emphasis on international business management backed by an excellent faculty enables the participants to understand the nuances and gain the confidence to be an enabler in any organization."

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**Brig Binuraj Padmanabhan**

Ex Associate Editor DEFSTRAT, Ex AVP Admin Security & CSR, Welspun flooring, Ex- Associate Editor, South Asia Defence & Strategic Review, Ex-Director of Operations, Invento Robotics & presently Consultant & Associate Director (Freelance)

**IIFT DGR Batch 1**

"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 during my corporate innings and I am sure that it would make these veterans, a force to reckon with and a value add to any organization that they join"




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**Cdr Nandakumar Das**

Director, Bids & Proposal, Commercial Contracts, Analyst Survey Management and Governance, Genpact

**IIFT DGR Batch 1**



"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 8 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"

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**Col Ramit Arora**

VP Business Development, Solar Industries India Limited

**IIFT DGR Batch 1**

"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"



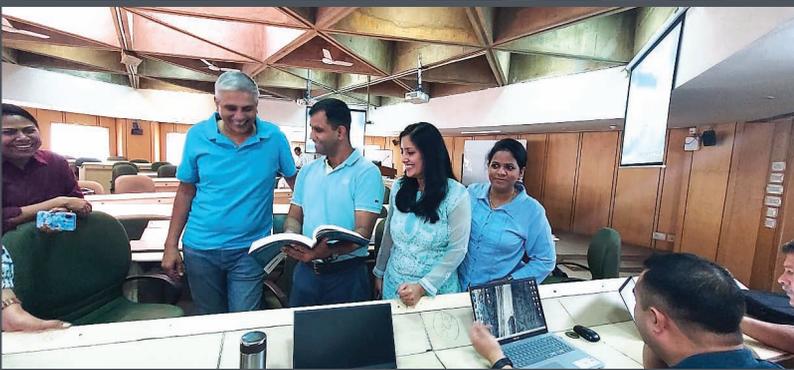

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**Col Tarun Vohra**

Senior Operations Manager, Amazon

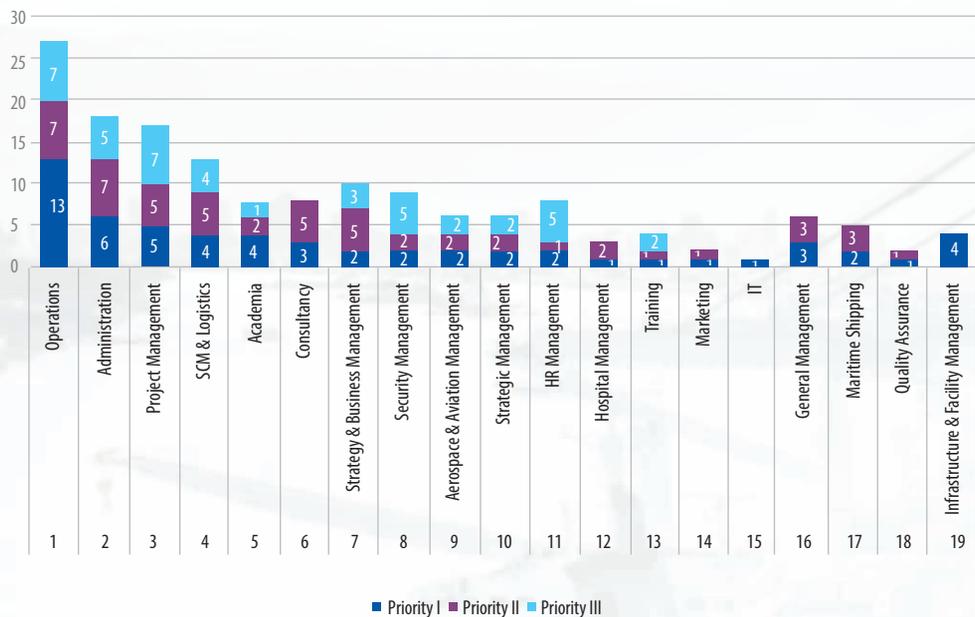
**IIFT DGR Batch 2**

# KALEIDOSCOPE

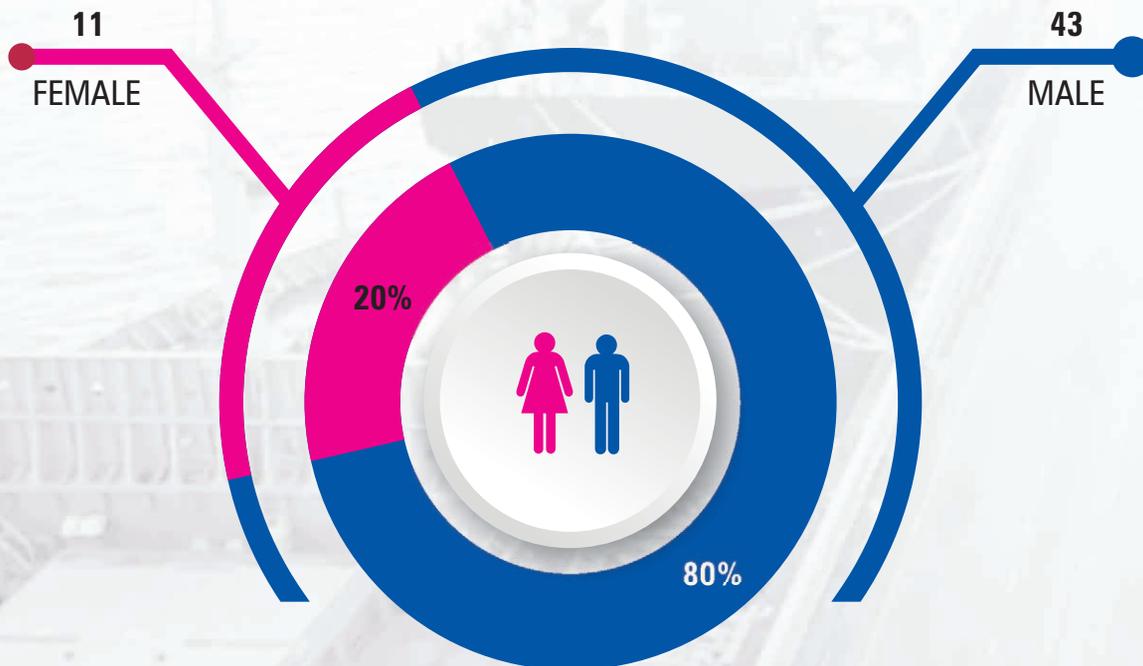




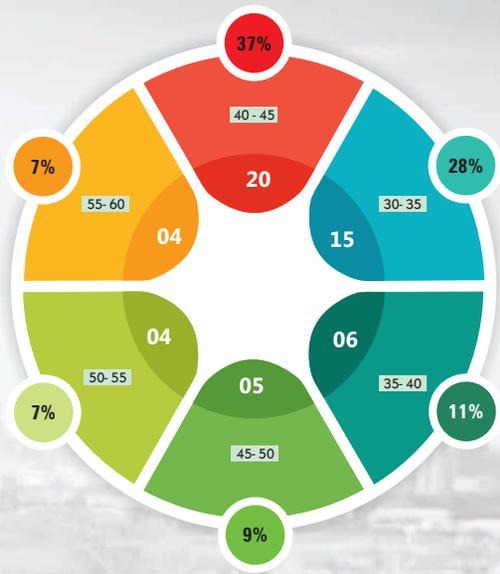
## BATCH STATS



## ROLE PREFERENCE

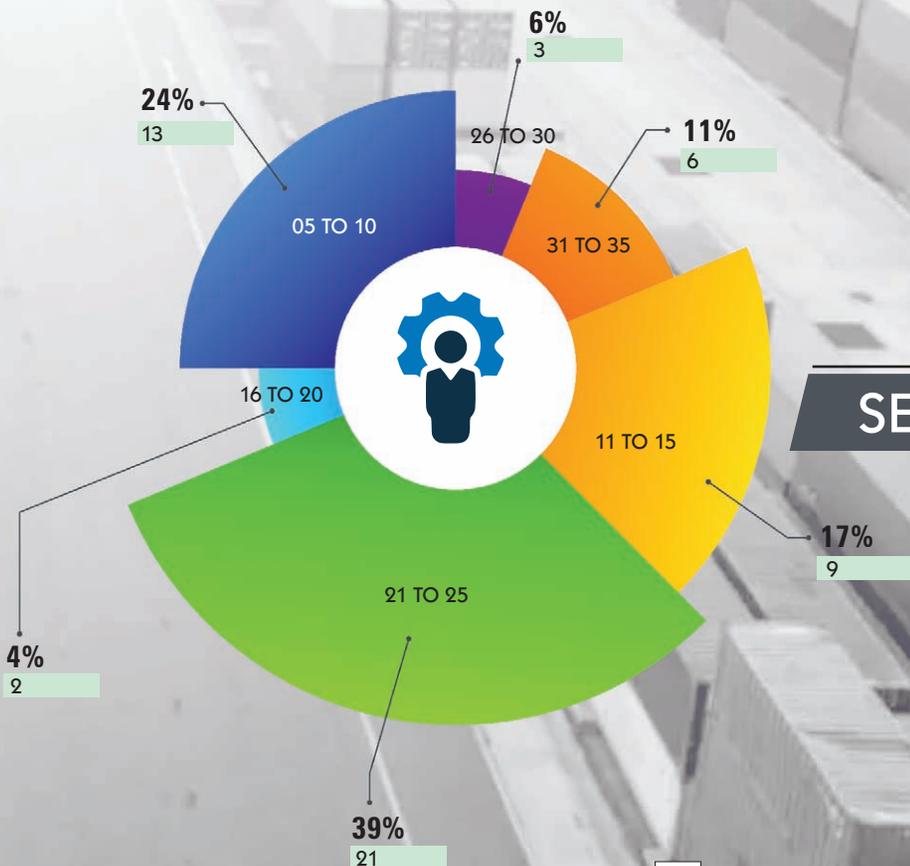
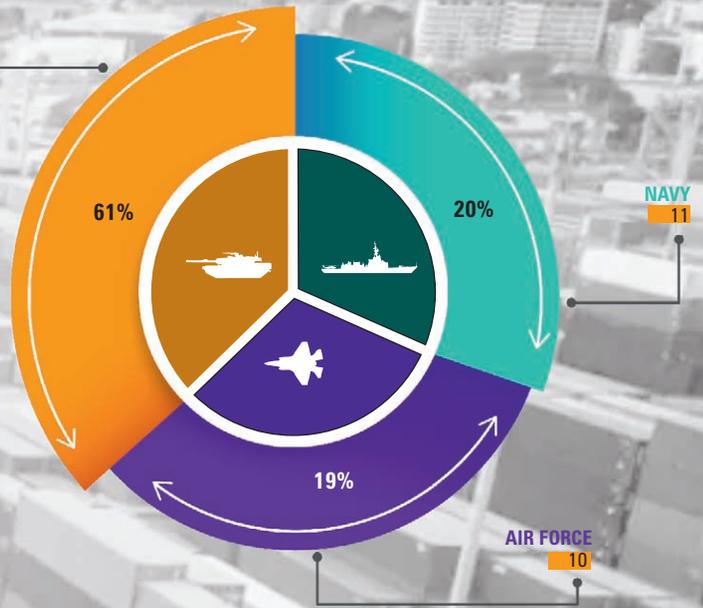


## GENDER DIVERSITY



## AGE DIVERSITY

## SERVICE DIVERSITY



## SERVICE BRACKET

# 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 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 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 20th July 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 (copied 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 are:-

• Placement Committee (PLACOM) mail id:	placement_dgr8@iift.edu
• Raman K Choudhary	+91 9530996631 ram.choudhary27250@gmail.com
• Mayank Sahai	+91 9871393199 sahai.mayank@gmail.com
• Dhawal Sachdeva	+91 9999999682 dhawalsachdeva@gmail.com
• Pawan Joshi	+91 7042276999 pawanjoshi603@hotmail.com
• Anjali	+91 9034394550 anjali.sindhu@gmail.com
• Vikas Tyagi	+91 9479937159 tyagivikas921@gmail.com



**INDIAN ARMY**



**INDIAN NAVY**



**INDIAN AIR FORCE**



**PROFILES,  
COMPETENCIES &  
WORK EXPERIENCE**



## Aarti Sharma

Delhi

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aartisharma.navy@gmail.com

<https://linkedin.com/in/aarti-sharma-91842b201>

### Rank: Commander

Arm: Aviation / Indian Navy

Exp : 14 Years

Age : 38 yrs

### SUMMARY

A result-focused and goal oriented officer, offering with a total of 16+ years of experience (14+ years in Indian Navy and 3+ years of experience in academics), of combined multi-disciplinary diverse experience in re-aligning cross-functional teams and driving strategic initiatives across Airport management, operations and project management, HR & training, offering an extensive cross-functional experience in the field of operations, finance and facility management.

### CORE COMPETENCIES

- Operation Management
- People & Resource Management
- Security and Risk Management
- Project Management
- Leadership & Training
- Conflict Management

### EXPERIENCE

#### Leadership & Decision Making

As Senior-most Officer (Airport Management & Airside Operations) at command level, coordinated various VIP/VVIP visits including foreign dignitaries.

#### Operations

- Ensured 24\*7 facilitation of Air Navigation, Rescue and fire-fighting and Air traffic Services for conducting smooth round the clock air operations;
- Ensured Regulatory Compliance as defined in International Civil Aviation Organization and other local/ organizational orders;
- Conducted Acceptance trials, performed quality checks and suggested corrections before acceptance of a new project/procedure.
- Executed the Search and Rescue operations during National High Alert; experience in Data Analysis, Operational Planning and Execution.

#### Project Management

- Headed maiden operation of HALE RPA over oceanic airspace.
- Presently, Officer-in-charge of multi-crore runway resurfacing project and modernization of airfield infrastructure project at Naval Airport, Kochi, Kerala; involving massive coordination between the stakeholders
- Single handedly prepared the case for parallel taxi track at Dabolim International Airport, Goa.

#### HRM & Training

- Formulated and directed aviation policies, ensured overall welfare of officers and men.
- Instrumental in appraisals, rewards and recognition, conflict management and addressing grievances for 200+ number of employees at workplace.
- Trained and mentored 500+ men and 50+ ATC officers.
- Recruitment of sailors/ defense civilians for various cadres as part of recruiting board.

#### Security & Risk Management

- Executed Assessed, Regularized and Implemented Safety Management system and procedures in Air operations at naval airports.
- Executed Assessed and Regularized the Security Exercises and Fire Fighting exercises.
- Formulated internal regulations to ensure compliance of INFO SEC Policies, secured and safeguarded the higher classification data.

### EDUCATIONAL QUALIFICATIONS

- Global MBA(Pursuing), Deakin Business School
- Certificate in International Business Mgmt, IIFT, Delhi
- PG Program in Management- Business Analytics, IMT Ghaziabad
- M.Phil (English), CDLU, Sirsa
- MA (English), KUK
- B.Ed, KUK
- BSc (Computer Applications), KUK

### ACHIEVEMENTS

- Crafted 'Vision & Mission' statement for ATC, first in IN
- Awarded 'Golden Eagle', for professional competence
- Awarded 'CAT A', highest ATC Officer competency rating
- Awarded 'Torch' during initial training for academic Excellence
- Appreciation by Command Inspection Teams for outstanding performance

### CERTIFICATION

- Flexible Use of Airspace (FUA) Training
- AAI Aerospace Safety Mgmt Course, IAS, Delhi
- Operational Training in Aerospace Medicine, AFA
- Air Traffic Management & Aviation Laws course- AFA, Hyderabad
- Air Traffic Surveillance Services course, AFA, Hyderabad
- Leadership Course, Indian Navy



## Aarushi Beri

Gwalior, Madhya Pradesh

+91 9501530866

aarushi.beri@gmail.com

<https://www.linkedin.com/in/aarushi-beri-699015124/>

### Rank: Squadron Leader

Arm: Indian Air Force

Exp : 10 Years

Age : 32 Years

### SUMMARY

A self-driven multilingual professional with decade long experience in frontline operations, aviation aids maintenance, forecasting, project management ,training of subordinates and resource allocation.

### CORE COMPETENCIES

- HR management
- Operations Management
- Resource Management
- Airfield navigation aids maintenance
- Strategic Planning
- Quality assurance

### EXPERIENCE

#### Operations and Project Management

- Head of technical team tasked to provide HF,V/UHF radio telephony in far flung areas of Arunachal Pradesh to enable safe flying operations for delivery of rations and medical supplies(2018-2019).
- Spearheaded team of 80 multi-cultural experts for effective forecasting, procurement and provisioning of resources for the operations and maintenance activities of communication and radar assets worth 50 Cr.
- Delivered zero error performance of Surveillance radars, communication equipment, DG/PG sets, mobile lighting trolleys, aircraft batteries and ground batteries during pan IAF exercise 'Gagan Shakti' and Balakot strikes.
- Headed the technical team for implementing Project Monitoring IT systems 'E-MMS' and 'E-Office' within well-defined timelines to enable digital documentation and audit of maintenance assets.
- Successfully led and supervised project MAFI for modernization of airfield with CAT II navigational equipment in a premier fighter base.
- Initialized and executed Project Helipad lighting for a helicopter base.
- Conducted periodic reviews, internal audits and mid-course corrections through a system of feedbacks to ensure achievement of critical timelines for continuous process improvement in maintenance activities.
- Successful stakeholder management of agencies like BEL, M/s TATA SED, ELTA for quality assurance upgradation and testing of communication equipment.

#### Human Resource Management and Administration

- Managed HR functions for 10 years including Recruitment, Training and Development, Performance Appraisal, Promotions, Grievance Handling, Discipline and Administration.
- Effective management of various NPFs including welfare of wives and children, canteen, movie theater with digital transactions and effective vendor management thereby increasing profits by 4% in 2020-2021.
- Supervised preparations of budgetary assessments and finances of the annual budgets for planned and non-planned activities.
- Formulated development plan and cost estimation for construction of an airmen's mess under strict timelines to accommodate permanent induction of 300 personnel.

### ACHIEVEMENTS

- Published a paper on Fifth Generation Fighter Aircraft in National Research symposium
- Appreciation by Air officer Commanding in Chief for Innovation of protective sleeve of Navigation Aid
- Certified National Institute of Water Sports(NIWS) Windsurfer
- A2 level German certified
- Senior National Handball Player

### EDUCATIONAL QUALIFICATIONS

- PG Diploma in Aeronautical Engineering: VTU, Belgaum
- B.Tech (Elec and Commn): UIET, Panjab University, Chandigarh

### CERTIFICATIONS

- German Language - A2 Level
- Digital marketing : Google
- Data analysis with Excel
- SAPEAM Software System
- PYTHON
- Executive Programme in International Business Management, IIFT, New Delhi (Pursuing)



## Anit Sharma

Chandigarh

+91 7018643788

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<https://www.linkedin.com/in/anit-sharma-53053622b/>

### Rank: Wing Commander

Arm: Indian Air Force

Exp : 22 Years

Age : 46 Years

### SUMMARY

Senior technology leader and influential communicator, with a dynamic career of 21 years in the high-tech environment of the Indian Air Force, known for leading key projects to strengthen operational capabilities and capacity. Expertise in sophisticated electronic equipment such as defence radar systems, UAV/Drones and communication networks. Experienced in qualifying vendors for indigenisation and production of high-quality technical equipment and components Adept at developing capable teams, optimising coordination, and managing government and private-sector stakeholders. Skilled at improving processes, SOPs and infrastructure, managing RFPs, bids and negotiations, and mitigating risk.

### CORE COMPETENCIES

- Project Management
- Operations Management
- Technology and Engineering
- Project Planning
- Global Vendor / OEM Management
- Contract Negotiation | HRM

### EXPERIENCE

#### Operations

- Directed project management plans to maintain sensitive electronics equipment, including vital missile systems, UAV systems ensuring maximum readiness and optimum security for seamless operations.
- Communicated effectively with internal and external stakeholders while driving RFPs, pre-bid meetings, technical and field evaluations, cost benchmarking, and negotiations with Indian and foreign vendors.
- Set up specialised technical infrastructure for missiles and aircraft from planning to delivery with a team of 250 technical experts, enabling timely completion within budgets and SLAs through process improvements.
- Oversaw execution of projects worth more than 50 Crore INR, establishing upgraded capacity and infrastructure for maintenance of high-value assets, while ensuring capability development, quality management and risk control.

### EXPERIENCE CONTINUUM

#### Project management

- Headed project management for indigenisation of diverse electronic components of foreign origin with budget of 5 Crore INR, including ICs, PCBs, control trolleys and batteries, ensuring testing (NABL) and 100% airworthiness.
- Established an MRO laboratory to drive projects for life extension and repair of CBRN (chemical, biological, radiological and nuclear) equipment, involving close association with agencies such as DRDO and BARC.
- Transformed the unit's commercial facility by improving infrastructure and increasing working capital, leading to 200% growth in annual sales in 3 years

### ACHIEVEMENTS

- Commended by Chief of Air Staff for great dedication and professional skills in year 2017
- Stood in merit in Senior Engineers Management Orientation Course at Air Force Technical College

### EDUCATIONAL QUALIFICATIONS

- Post-graduate diploma in Aeronautical Engineering – Electronics | Air Force Technical College, 2001
- Bachelor of Technology (B. Tech.) – Electrical Engineering | NIT, Hamirpur, 1999

### CERTIFICATIONS

- Pursuing Project Management Professional (PMP) from PMI, 2022
- Global Satellite Navigation (UN Curriculum), ISRO
- Leadership and Behaviour, 2008 IAF
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Anjali

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### Rank: Squadron Leader

Arm: Indian Airforce

Exp : 10 Years

Age : 31 Years

### SUMMARY

A dynamic, versatile and passionate Airforce Officer with hands-on experience of ten years in cross-functional and multilevel co-ordination in executing the projects and operations through team building and synergized use of human and material resources, thereby optimizing operational capabilities and achieving organization goals.

### CORE COMPETENCIES

- Operations management
- Project Management
- Supply chain management
- Resource planning & productive management
- Analytic thinking and decision making
- Finance management

### EXPERIENCE

#### Operations and Project Management

- Lead installation of Pechora combat simulator to reduce critical running hours of the equipment by procuring infrastructure, training crew to operate simulator, resource allocation worth Rs 50 lacs
- Headed the team to make replica of base operations center by making procurements and innovative thinking worth Rs 1 Cr.
- Spear headed the implementation of Project EMMS (Electronic maintenance management system) by allocating resources, ensuring crew training, raising and addressing faults.
- Co-ordinated organization of categorization exams with over 200+ candidates while taking care of their accommodation, transportation and operational requirements.
- Supervised multiple times deployment of missile firing unit while looking after administrative requirements and setting up camps for 200+ personnel.
- Conducted trend analysis of defect reports, periodic maintenance reports for risk identification and mitigation to reduce down time of Combat equipment by 20%.
- Conducted operational performance reviews, continuous process improvement and effective implementation of correct maintenance practices.
- Managed stockholding and ensured smooth supply chain of 10,000 spares and critical items of Guided weapon system including, sourcing, procurement, inventory control and client and vendor coordination.
- Successfully led the team for live firing at Guided Weapon Range by showing leadership as well as team coordination.

#### Human Resource Management and Administration

- Managed HR functions for 10 years including Recruitment, Training and Development, Performance Appraisal, Promotions, Grievance Handling, Discipline and Administration.
- As Adjutant of the Squadron, headed 250+ cross-functional and multi-cultural experts for effective utilization in various roles and managed administration and discipline.
- Co-ordinated organization of various events for over 500 personnel by managing resources, raising funds.
- During Covid lockdown, coordinated retrieval plan of 2000 soldiers by systematic planning, forecasting and efficient management.
- Formalized war plan for the squadron for smooth execution of activities, seamless co-ordination between sections and effective resource utilization.
- Carried out hiring of casual labors for the Station by doing the tendering process, advertising, opening and evaluating bids as per Defense Procurement Manual.

#### Finance

- Headed finance and HR of over 08 ventures profitably, supervision of financial accounts, financial budget planning, demand and procurement.
- Managed funds of over 2 Cr by formulating procurement plans, conducting price negotiations with vendors, prioritizing needs and budgeting.

### ACHIEVEMENTS

- Chief of Air Staff Commendation
- First woman Technical Officer to achieve highest skill level 'A'
- Appreciation by Air Defence Operations Western Air Command for exemplary Combat Skills
- Examiner for Guided Weapon Categorization Board

### EDUCATIONAL QUALIFICATIONS

- PGD in Aeronautical Engineering
- B.Tech in Computer Science

### CERTIFICATION

- PMP (pursuing)
- Python
- SAP-EAM
- Agile Scrum Master
- AWS-Cloud
- POSTGRE SQL
- Data analysis : MS Excel
- Executive Program in International Business management, IIFT New Delhi (Pursuing)

# INTERNATIONAL BUSINESS MANAGEMENT



## Anupriya

Delhi

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<https://www.linkedin.com/in/Anupriya-kajla-520120237>

### Rank: Squadron Leader

Arm: Indian Airforce

Exp : 10 Years

Age : 32 Years

### SUMMARY

An enthusiastic administrative officer with an experience of 10 years in Indian Airforce who predominantly contributed in the discipline of Aerospace Safety besides methodical steering of various facets of human resource management, security of information, Air Defence Operations, Risk Management and strategic planning. With a deep understanding of organization specific processes and the ability to think strategically and tactically, have been able to lead huge task force with high level of operational readiness and execution of task with full efficiency.

### CORE COMPETENCIES

- Trouble Shooting and Problem Resolution
- Strategic Planning
- Operations Management
- People and Resource Management
- Administration
- Analytical Thinking
- Training and Development
- Soft Skills
- Aerospace Safety
- Project Management

### EXPERIENCE

#### Aerospace Safety and Operations

- Fortified control of flying operations pertaining to aerospace safety and ensured incident/accident free working environment.
- Indulged in strategic orchestration of allocating resources for enhanced embattling surveillance.
- Contrived various standard operating procedure to circumvent ambiguities in Air Defence Operations.
- Designed training programs for implementation and execution of various SOPs for improved finesse.
- Worked in network centric operational environment with an ability to handle multiple concurrent deadlines and mitigated operational risks by working closely with staff members and assessing performance.
- Carried out close monitoring of vital asset dispersal and mobility dealing large scale movement of troops and equipment during pan India exercise Gaganshakti.

#### Project Management

- Orchestrated and implemented a catering service project for 800 guests during Pan India Exercise Vayu-Shakti-2019 with strict timeframes and budget constraints by solving complex problems and working closely with senior leaders.
- Procured contracting arrangements with sub-contractors and service providers for infrastructural development as per operational requirement at one of the premier Airforce base. Accelerated progress by continually reviewing performances, budget and project timelines.
- Managed cost and monitored performance while handling various projects like procurements under various code heads.
- Spearhead of site acceptance test project for operational utility (GUI check ) of a newly inducted operating system.

#### Human Resource Management and Administration

- Grappled HR functions which includes aiding colleagues, managers and junior personnel through regular communication.
- Delivered performance reviews, recommending additional training or advancements, troubleshoot employee concerns and recommended corrective actions to resolve issues for about 250 personnel. Oversaw recruitment of Non Combatants and Multi task services civilians as member of the recruiting committee.
- As Officer I/C of a welfare association for Airforce wives, shouldered grievances redressal, sales and earnings from AFWWA ventures and conducted women empowerment events as well as undertook contractual recruitment of vocational vacancies for various AFWWA ventures like Airforce Play School, tuition classes, Yoga Classes etc.
- As Mess secretary handled mess finance and general administration of Officers' mess.
- As Adjutant standardized office structure and processes to promote collaborations and increased performance as well collected, validated and distributed information to employees. Also handled various budget code heads like OCG, ATG, Office Equipment etc.

### EDUCATIONAL QUALIFICATIONS

- Associate of Arts-Master's degree in English literature.
- Basic staff course from AFAC, Coimbatore.
- Basic professional knowledge course, AFAC, Coimbatore.(HR and Administration).
- Course on behavioral and leadership studies.
- O level IACCS course.

### CERTIFICATIONS

- Lean Six Sigma
- HR analytics
- HR Management and Leadership Specialization
- Course in International Business Management, IIFT (Delhi) - Pursuing



## Anurag Rathore

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**Rank:** Colonel  
Arm : Indian Army  
Exp: 25 Years  
Age : 47 Years

### SUMMARY

A self-motivated, experienced and process driven professional with Electronic Warfare (EW), Telecom and IT background. Having 25 Yrs of rich experience in Planning, Operations and Management of Integrated Ground Based Electronic Warfare Systems, Telecom and IT networks. Have experience and exposure in Planning and implementing training and trial processes of a large organisation in EW, IT and Telecom domain in association with senior teams of DRDO (DLRL) and PSUs. An aspirant for a senior leadership role requiring vision, formulation, strategizing and implementation of organisational objectives with technology as the core enabler.

### CORE COMPETENCIES

- Operations Management
- Network Management
- Strategy Management
- IT Management
- Strategic Planning
- Recruitment Training and Skill Development

### EXPERIENCE

- Managed operations of a geographically spread Ground Based Electronic Warfare System (Communication) exercising full control over its network integration and NMS, sub system operations, GIS enabled command and control system achieving its peak performance output under complex operating conditions.
- Headed an organisational setup to plan, strategize, execute and coordinate pan India deployment and operations of Electronic Intelligence units and groups to optimise for maximum output in a 24 by 7 operational environment.
- Worked in close coordination with government intelligence agencies to initiate and lead the analysis setup to incorporate and integrate multi governmental intelligence agencies and systems data for coherent and integrated ELINT picture for Indian Army during eastern Ladakh crisis. Instrumental in initiating and planning for optimisation of ELINT resources to reduce duplication in procurement and expenditure for Indian Army.
- Led the Army trial team and worked in close coordination with DRDO (DLRL Hyderabad) team for development, trials and induction of state-of-the-art Electronic Warfare System in Indian Army resulting in successful development of India's first integrated ground based electronic warfare system.
- Managed operations of fully integrated voice, video and data enabled IT networks of a widely spread-out training area facility enhancing the organization's capability to achieve remote conduct, monitoring and assessment of variety of training events.
- Worked as team leader to plan, design OFC media network for multi crore communication project of Indian Army and Led the process and consultation for selection of Industry partner and system integrator for the project.
- Managed an automated recruitment, evaluation and placement system and setup for manpower enrolment in Indian Army.

### ACHIEVEMENTS

- Vice Chief of Army Staff Commendation Card for efficiently settling a long pending telecom contract and saving 30 Cr for the organization.

### EDUCATIONAL QUALIFICATIONS

- MTech (Communication Engineering) - IIT (Mumbai)
- BTech (Electronics and Communication) - Military College of Telecom Engineering
- Senior level Defence Management Diploma

### CERTIFICATIONS

- MDP - IIM Indore
- MDP ( Net Assessment) - College of Defence Management Hyderabad
- DGR MDP - IIFT Delhi



## Arun Venugopal

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**Rank : Lieutenant Colonel**

Arm : Indian Army

Exp : 23 Years

Age : 44 Years

### SUMMARY

A Combat Engineer with 23 years of rich experience in leadership roles in Operations, logistics, Supply Chain, Infra Development, and Vendor engagement. The Army has given me the best of opportunities to hone my knowledge, leadership and team building skills which has resulted in a self-driven result oriented and professional approach to problem solving and achieving targets. A strategic planner with strong analytical skills, capable of operating in extremely demanding and high pressure situations. My competency lies in managing operations at the micro and macro level while collaborating with all the stakeholders and delivering continuous value to the organization.

### CORE COMPETENCIES

- Strategic Leadership and Teamwork
- Operations Management
- Supply Chain & Logistics Management
- Procurement & Vendor Management
- Risk and Cost management
- Process Analysis & Resource optimization

### EXPERIENCE

- Managed end-to-end operations for the execution of infrastructure projects in the Indian Military Academy.
- Managed operations for planning, executing, and completing all Infrastructure works for the visit of the Hon'ble President of India through additional budgeting from management reserves.
- Collaborated with the Management team for creating an inflow of capital budget as funding for the establishment for the next three years.
- Responsible for end-to-end activities of all projects from conceptualization, cost management, stakeholder engagement, execution, and delivery.
- Responsible for end-to-end activities of all infrastructure projects on the islands, from conceptualization, cost management, stakeholder engagement, execution, and delivery.
- Managed Operations and execution of projects of high value in Port Blair and neighboring islands overcoming challenges of inclement weather & supply chain disruptions.
- Operated as Managed projects related to facility maintenance, sustenance, and the creation of new infrastructure worth in the North Eastern Sector
- Operated as an independent entity in Jammu and Kashmir, managing supply chain activities and construction of high-value projects in support of operations of the army.

### EXPERIENCE CONTINUUM

- Managed end-to-end operations for the execution of infrastructure projects in the Indian Military Academy.
- Managed operations for planning, executing, and completing all Infrastructure works for the visit of the Hon'ble President of India through additional budgeting from management reserves.
- Collaborated with the Management team for creating an inflow of capital budget as funding for the establishment for the next three years.
- Responsible for end-to-end activities of all projects from conceptualization, cost management, stakeholder engagement, execution, and delivery.
- Responsible for end-to-end activities of all infrastructure projects on the islands, from conceptualization, cost management, stakeholder engagement, execution, and delivery.
- Managed Operations and execution of projects of high value in Port Blair and neighboring islands overcoming challenges of inclement weather & supply chain disruptions.
- Operated as Managed projects related to facility maintenance, sustenance, and the creation of new infrastructure worth in the North Eastern Sector
- Operated as an independent entity in Jammu and Kashmir, managing supply chain activities and construction of high-value projects in support of operations of the army.

### ACHIEVEMENTS

- Awarded Commander in Chief award for effective project management and completion within a record time of 3 months.
- Awarded Chief of Coast Guard award for collaboration with knowledge partners and completion of a project on a remote island under adverse circumstances of time and resource.

### EDUCATIONAL QUALIFICATIONS

- B.Sc from Jawaharlal Nehru University
- BTech (Civil) Jawaharlal Nehru University
- PGDBA (Operations Management): Symbiosis, Pune
- MTech: Indian Institute of Technology, Madras

### CERTIFICATIONS

- Registered Scrum Master, Scrum Inc.
- PMP (Pursuing)
- Program in International Business Management from IIFT Delhi (Pursuing)
- LSSGB (Pursuing)
- LSSBB (Pursuing)

# INTERNATIONAL BUSINESS MANAGEMENT



## Ashish Jaiswal

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**Rank : Colonel**

Arm: Indian Army

Exp : 24 Years

Age : 46 Years

### SUMMARY

A result oriented, dedicated and disciplined professional with 24 years of experience in Operations, Administration, Logistics & Human Resource Management in the Indian Army. Adept at raising and training teams and creating essential operating procedures from scratch in multicultural environments; has successfully handled human behaviour and reactions under the most stressful circumstances and environments, coupled with administrative challenges and logistic constraints. Seeking an appropriate position that effectively harnesses skills acquired from live and actual ground experiences in the armed forces and contributes towards organisational goals.

### CORE COMPETENCIES

- Operations Management
- Administration
- Logistics & Supply Chain Management
- Cross-functional Team Leadership
- Human Resource Management
- Risk Mitigation & Crisis Handling

### WORK EXPERIENCE

#### Administrative Commandant ( Operations & Administration) 2020 to till date

- Administration and Security of Ahmedabad Cantonment. 14,000 combatants & civilians.
- Planning & execution of development projects with Municipal bodies and Govt depts.
- Co-ordinated and initiated projects in excess of Rs 750 Crores.
- Maintained cantonment as a green bubble throughout the COVID pandemic: saving lives.
- Welfare and medical coverage to 62,000 veterans and dependents.
- Swachh Bharat '3 Star Garbage Free City' certification for Ahmedabad cantonment.
- Ministry of Housing & Urban Affairs(GOI) Award for 'India's Cleanest Cantonment' in 2021

#### Deputy Brigade Commander (Operations & Logistics) 2018 -2019

- Operations in sub-zero extremities of high altitudes in Eastern Ladakh above 18,000 ft.
- Remote logistics coverage, including coordinated air droppings and casualty evacuations.
- Teams planning, re-aligning field & operational strategies and implementations for 5000 men .
- Conducted & oversaw border meetings, briefings and debriefings with foreign armies.
- Oversaw all aspects of administrative and personnel needs of ground operations.

#### Staff Officer, Colonel A (Operations & Human Resource Management) 2016- 2017

- HR, budget & finance, legal and welfare cover for 15,000 combatants in 40 different sub units.
- Ensured compliance and widened the scope of both vertical & horizontal communications.
- Outreach program to connect with over 1,00,000 veterans of Haryana & Rajasthan.
- Established a model Veterans Helpline, which was replicated in other stations too.
- Carried out SOP integrations and policy revisions for streamlining processes.

#### Commanding Officer (Operations, Training & Administration) 2013 - 2015

- Planned and led numerous successful Counter Terrorism Operations with 900 plus combatants.
- Ensured 'Zero' operational casualties to own troops under command.
- Instituted measures for realistic on the job training for troops in real operational situations.
- Improvisations with use of local resources for enhanced sustenance in uncongenial terrain.
- Identified and strengthened grey areas in communication & logistics for operational efficiency.

#### Joint Director, Movements (Operations & Logistics) 2011 - 2013

- Management, prioritisation, allocation and employment of Army HQ transport fleet at New Delhi.
- Instituted measures to reduce downtime, expedite repairs & fleet preservation for 600 plus vehicles, worth over Rs 75 Cr in equipment and infrastructure cost.
- Ensured adherence of applicable standards & regulatory guidelines for safe working environment.
- Devoted special emphasis on punctuality, outstanding attendance and crew motivation.

#### Younger Years in Army (Operations, Training, Administration & HRM) 1998- 2010

- Multiple tenures in Counter Terrorism operations with zero casualty record.
- Raised two new infantry battalions from scratch as part of the core raising team.
- Operationalised two establishments of 800 men each valued over Rs 100 Cr in equipment, infrastructure and training cost.
- Successfully lead cross-functional and cross-cultural teams in actual risk prone operations.
- Qualified as Micro-light aircraft pilot.

### EDUCATIONAL QUALIFICATIONS

- International Business Management - IIFT, New Delhi. (Pursuing)
- MA (HRM), 2018 - Jamia Milia Islamia University, New Delhi
- B.Sc (JNU), 1997 - National Defence Academy, Kahdakwasla
- Schooling - Birla Vidya Mandir, Nainital

### CERTIFICATIONS

- Lean Six Sigma (Black Belt) - IMC
- MDP (Financial Management) 2016 - NIFM, Faridabad
- Professional Terminal Management Program 2022 - CLT (India)
- Project Management Professional - (pursuing)



## Ashish N Kulkarni

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### Rank: Major

Arm: Infantry (Indian Army)

Exp : 13 Years

Age : 36 Years

### SUMMARY

A veteran of National Security Guard with 11 years of hands-on experience in the Indian Army leading diverse cross functional teams in security sensitive and arduous terrains across the country as an astute commander. Spearheaded end-to-end functions of security, personnel management, teamwork & leadership, strategic planning, crisis management, talent acquisition, training & development, operations, project execution, facility management, procurement, logistics & supply chain management in varied challenging scenarios.

### CORE COMPETENCIES

- Leadership & Teamwork
- Operations Management
- Risk Mitigation & Compliance
- Conflict Management & Resolution
- Communication & People Management

### EXPERIENCE

#### Operations & Security

- Functioned in conjunction with other stakeholders to provide expertise in envisioning and crafting strategies to execute complex task viz. combat operations in jungle & built-up areas, crowd control, mov of troop convoys and VVIPs, as per the laid down SOPs.
- Conducted rigorous training of 30 plus task specific diverse teams in dexterous shooting, surveillance, intelligence gathering, unarmed combat, navigation, obstacle negotiation, deception techniques and combat endurance.
- Operated in international environment with cross functional & diverse teams performing peace mission in an intense conflict zone in Africa.
- Conducted security audits and validated multi-level threat in a varied range of area including Strategic Government Assets, Corporate Complexes, Hotels, Education Institutions, airports.

#### Supply Chain & Logistics Management

- Handled entire spectrum of operational logistic, equipment management for maintaining a field force of 700 plus personnel deployed in an arduous terrain with extreme climatic conditions and ensured last man distribution.
- Executed project scoping and led the end-to-end process from driving RFP, vendor selection, financial estimation and establishing execution teams for programs with budget of ₹ 10M+. Identified avenues for cost savings and managed supplier contracts.
- Administered winter cut off posts for 11 months with systematic planning and deliberation for 120 men team in a hostile environment at sensitive location achieving 100 % sustainability, survivability, safety and security.

### ACHIEVEMENTS

- Served in UN Peace Keeping Force in DR Congo as part of Indian Army contingent.
- Spearheaded security cover and sanitized environment for PM Modi, Israeli PM & Japanese PM visit in Ahmedabad.
- Effectively handled violent crowd numbering in 1000s in J&K during various operations.
- Participated in joint army exercise between India & Russia, Ex INDRA.
- Rescued and rehabilitated 500+ personnel included soldiers and civilians during earthquakes and flash floods in Sikkim.

### EDUCATIONAL QUALIFICATIONS

- Certificate program in International Business Management IIFT, New Delhi, 2022 (Pursuing).
- Devi Ahilya Vishwavidyalaya, Indore, India Diploma in Junior Level Defense Management, 2019.
- Savitribai Phule Pune University, Pune, India Diploma in Advance Weapon System, 2015 & Basic Weapon System, 2012.
- Madras University, Chennai, India PG Diploma in Defense Management and Strategic Studies, 2011.
- Bachelors of Science (Chemistry) St. Xavier's College, Mumbai 2008

### CERTIFICATIONS

- Certification in Close quarter battle, Hostage rescue, Asset protection; NSG.
- Basic Mountaineering Course, Nehru Institute of Mountaineering.



## Babita Yadav

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<https://www.linkedin.com/in/babita-yadav-68778252>

**Rank: Lieutenant Colonel**

Arm: Army Ordnance Corps

Exp : 20 Years

Age : 44 Years

### SUMMARY

A dynamic goal oriented Senior Logistics Professional & Military Leader having comprehensive experience in orchestrating Operational Logistics, Supply Chain Management ,Administration & Security in dynamic VUCA environment, spearheading cross-functional teams of 1200+ personnel. Pivotal in streamlining core functional domains as Inventory Management , Warehousing, Financial Management, Project Management, Forecasting & Budgeting, Learning & Development, Security & Loss Prevention, HRM.

### CORE COMPETENCIES

- Operational Logistics Management
- Supply Chain Management
- Administration & Security
- Inventory Management
- Warehousing Management
- Financial Management
- Project Management
- Financial Management
- Human Resource Management
- Strategic Leadership
- Security & Risk Mitigation
- Human Resource Management

### EXPERIENCE

#### Operations

- Strengthened security of Advance Defence Logistic Installation developing dynamic security grid.
- Ensured foolproof security of Logistic Installation with zero security breaches.
- Spearheaded smooth logistics operations of 486 units in VUCA environment.
- Convoy management of fleet of more than 50 vehicles in treacherous terrain of J&K and North Eastern States.
- PMG of various Infrastructure Development projects.

#### Supply Chain & Logistic management

- Facilitated effective logistics support to accretional forces in addition to own dependency of 486 units of Northern Command.
- Collaborated & established Vendor base with OEMs for procurement of spares to sustain field army vehicles and equipment impacting operational preparedness maintaining quality and originality of spares.
- Planned & ensured timely provision review of Ordnance inventory, Carried out Regional / local procurement of more than 2500 types of critical MT spares, General Stores & clothing to the tune of 40 Crores Plus funds.
- Identified / Segregated Non Moving Inventory for entire Northern Command Zone and carried out Disposal through E-Auction accruing 3.5 Crores as saving to State.
- Monitored ABC/FNS/VED analysis, Reviewed critical fast moving items, Forecasted & Provisioning by timely placing of demands on higher echelons thereby reducing inventory carrying cost drastically.

#### Human Resources management

- Management of cross functional teams of more than 1200 personnel.
- Fostered liaison & coordination with civil administration authorities for uninterrupted depot functioning for 800 Civil defence employees in J&K.
- Ensured 100% Covid vaccination of 1500 plus workforce and families.
- Created additional Covid Isolation Facility to accommodate 120 personnel.
- Oversaw Personal management of 1200+ Frontline workforce comprising of Army / Defence Security Corps and Defence Civilians.

#### Achievements

- Pivoted Implementation of Technical Inventory Management System & Data Migration of inventory ranging 15000 spares having depth of 45000 from TSS TO WASP and TIMS (SQL) based program .
- Participated in Winter National Games in Skiing event in Gulmarg 2004.
- GOC-IN-C Medallion for establishing OEM counter in TSS at Ferozpur in 2011.

### EDUCATIONAL QUALIFICATIONS

- MBA in Supply Chain Management, Rani Durgawati University, Jabalpur
- M.Sc in Microbiology, Dr Bhim Rao Ambedkar University, Agra
- Diploma in Senior Management Officers Course, CMM, Jabalpur
- Diploma in Ordnance Officers Course in Information Technology, CMM, Jabalpur
- Diploma in Advance Materials Management, CMM, Jabalpur
- Diploma in Junior Command Course, AWC, Mhow
- Diploma in Basic Ordnance Management , CMM, Jabalpur
- Advance Diploma in Information Technology, UPTRON ACL, Agra

### CERTIFICATIONS

- Pursuing International Business Management, Indian Institute of Foreign Trade, New Delhi
- Lean Six Sigma Green Belt from KPMG
- Six Sigma Black Belt: Certified QFD Specialist (accredited), Udemy issued Apr 2022
- Six sigma Green Belt : Kano Analysis Specialist (accredited), Udemy issued Apr 2022
- Basic Mountaineering Course, National Institute of Mountaineering, Uttarkashi
- NCC "C" Certificate

# INTERNATIONAL BUSINESS MANAGEMENT



## BA Santosh

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<https://www.linkedin.com/in/b-a-santosh-6968a0189>

**Rank : Lieutenant Colonel**

Arm: Engineers

Exp : 21 Years

Age : 42 Years

### SUMMARY

A 42-year 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 and a perpetual optimist with a strong belief that there is always a better way to perform any task. Ever ready to challenge the status quo, simplify complex problems and find innovative solutions. Able to think strategically yet retain good grasp on details. In 21 years of military service as a combat paratrooper engineer in the Army, executed several engineering support 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.

# INTERNATIONAL BUSINESS MANAGEMENT

### CORE COMPETENCIES

- Strategic Leadership, Analytical Problem Solving
- Operations, Work independently & Collaboratively
- Supply Chain Management, Resource Management, Business Process Improvement
- Project Planning, Management & Technical Audit, Engineering Procurement & Construction
- Human Resource Management & Sports Management, Contract Management & SLA
- Disaster Management, Adverse Situation Restoration, Security & Risk Management

### EXPERIENCE

#### Leadership & Team Management

- As Combat Engineer Paratrooper leader, planned and executed mine laying & recovery operations of 10,000 live mines on the Western borders during Operation Parakram in 2002
- Tenanted various Leadership roles commanding 40 to 650 men & implemented take aways of my MBA dissertation on Leadership.

#### Operations, Project Management, Business Process Improvement, SCM & Financial Management

- As Garrison Engineer in Kashmir valley for over two years, was responsible for Planning, Execution and Maintenance of Infrastructure projects of Indian Army. Gained hands on experience in Project management, Contract Management, Technical and Financial Audit & Arbitrations.
- As Senior logistics manager in Kashmir valley for two years was responsible for logistic support to troops on the Line of Control in High Altitude including advance winter stocking. Experience gained in this tenure paved way for my M Tech dissertation on SCM in Indian Army.
- Skilled in planning, executing and spearheading construction/ maintenance projects involving project development, contract administration & resource planning. Competent in swiftly ramping up EPC projects with outstanding cross-functional skills and ensuring on-time deliverables within pre-set cost parameters. Hands-on experience in global tendering, EPC, SLA contract formulation and Supply Chain Management.

### EXPERIENCE CONTINUUM

- Zero casualties in entire live minelaying and mine recovery operations during Operation Parakram.
- Achieved substantial increase in capital expenditure on infrastructure projects through motivation of contractors and optimum project management.
- Part of Indian delegation of Army instructors which visited Sri Lanka in 2016.
- Nominated as reserve for Exercise Cobra Gold in Thailand in 2016.
- Headed the Media Cell in FTX FORCE 18, a multilateral military exercise of ASEAN countries hosted by India in 2016.
- Team Director of Bombay Sappers Shooting Team which won a number of international and national medals.
- A Paratrooper with 38 static line para jumps to credit.

### ACHIEVEMENTS

- A Silver medalist in 40th National Shooting Championship held at Asansol in 1996.
- Captained the Under 13 Cricket team of Vizianagaram District in 1991 and played the Zonal Championship.
- Playing member of Under 16 Cricket team of Vizianagaram District in 1994.
- NCC 'A' & 'B' Certificate holder and a registered blood donor.

### EDUCATIONAL QUALIFICATIONS

- MBA in Quality Management from BITS, Pilani with 7.44 CGPA (Dissertation on Leadership).
- MTech in Manufacturing Management from BITS, Pilani with 8.53 CGPA (Dissertation on Supply Chain Management in Army).
- BTech in Electrical Engineering from College of Military Engineering (JNU) with 7.71 CGPA.

### CERTIFICATIONS

- International Business Management from Indian Institute of Foreign Trade, New Delhi (Pursuing),
- Lean Six Sigma Green Belt from KPMG (Pursuing)
- PMP (Pursuing)



**Bhavna**  
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**Rank: Wing Commander**  
Arm: Indian Air Force  
Exp : 14 Years  
Age : 36 Years

### SUMMARY

Performance driven dynamic and versatile Leader with diverse and rich experience in Logistics supply chain management, Procurement and Budget management, Administration & effective human resource management in the Indian Air Force. A highly motivated team player with strong work ethics and ability to optimize the business process towards desired organizational goals.

### CORE COMPETENCIES

- Strategic Leadership
- Logistics and Supply Chain Management
- Procurement, Financial Planning and Budgeting
- Contract Management and Negotiations
- Warehouse Operations
- Team building & Coordination

### EXPERIENCE

#### Operational Logistics & Supply Chain Management

- Managed inventory worth 2 billions, warehousing and provisioning of airworthy equipment and complete gambit of SCM operations for the operating fleet at a frontline fighter base.
- Headed the Logistics activities to ensure accident & incident free operations of the largest flypast contingent during Republic Day Parade 2022.
- Ensured sustained logistics support operations during Pandemic in support of operations and civic bodies.
- Headed the planning and execution of a major infrastructure project worth 150 million for warehousing for new inductions.
- Managed challenging vintage Air Defence Systems by realigning parameters and networking across multiple sources of supply.
- Coordinated Logistics operations in conflict zone in eastern sector overcoming challenges of inclement weather and terrain.
- Ensured seamless communication network pan IAF by ensuring serviceability of critical assets through efficient contract management.
- Worked for enhancing operational capability across the fleets in eastern region by sustained supplies of Air Force equipment through a viable transportation model
- Ensured data analysis of demand and consumption trends across the operating fleets thereby enabling effective inventory control for 20 warehouses spread across 100 acres.

### EXPERIENCE CONTINUUM

#### Human Resource Management

- Headed the Internal Complaints Committee in accordance with the Govt guidelines.
- Headed the Apex Monitoring Committee on environmental issues and enhanced awareness about best maintenance practices.
- Formulated the SoPs, Advisories and Orders within the purview of audit guidelines for ease of understanding of process work flow by 200 subordinates
- Institutionalized Grievance redressal system to enhance Happiness Quotient among subordinates.
- Conducted HR policy reviews, appraisals, performance counselling, rewards and recognitions for Officers and Airmen & workplace safety reviews

### ACHIEVEMENTS

- Awarded 'Best research paper' on 'Transportation operations through Inland waterways in Northeast from IAF's perspective' in 2020 by Air Officer Commanding, Material Management Institute, IAF.
- Awarded Aerospace safety Appreciation by Air Officer Commanding for safe Logistics Operations & contribution to Aviation Safety

### EDUCATIONAL QUALIFICATIONS

- Post graduate diploma in 'Public Procurement' from IIMM, Navi Mumbai.
- Advance Professional Knowledge Course (Logistics & SCM) from Materials Management Institute, Deolali
- B.Sc, GNDU

### CERTIFICATIONS

- Lean Six Sigma Green belt
- Registered Scrum Master, ScrumInc.
- Leadership and Behavioral Studies from CLABS (IAF), Coimbatore
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## C R Dheeraj

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**Rank: Lieutenant Colonel**

Arm : Army/Artillery

Exp : 22 Years

Age : 43 Years

### SUMMARY

An enthusiastic, astute and highly motivated Army Officer with immense experience in leadership, management, and training. A result-oriented decisive leader with proven success in innovative ideas and strategic positioning. Has a constant attitude to excel in dynamic, demanding environments while remaining pragmatic and focused. Has a positive attitude under pressure with zeal to efficiently deal with challenges and responsibilities. *“To ascend my 20+years candidature of being a decorated Indian Army Officer into the able & diverse streams of Corporate Operations”*

### CORE COMPETENCIES

- Natural Leadership
- Crisis Management
- Operation Management
- Team Building
- General Management
- Logistics & Supply Chain Management

### EXPERIENCE

#### Camp Commandant (General Management) Dec 2020 to till date

- Implemented training intensive curriculum to train 200 plus under command.
- Ensured dissemination of latest operational situation to improve combat effectiveness by 30%.
- Ensured 100% serviceability of the large inventory of stores and equipment worth 30 crores.
- Management of central institutes and infrastructure worth 100 crores.

#### Administrative Officer (Administration & HR) Oct 2018 to Nov 2020

- Coordinated uninterrupted supply of logistics to sustain a cadet strength of 2400 plus.
- Developed excellent interpersonal skills and well bonded cohesive training teams.
- Assisted senior director, training in planning and organising training of 2400 plus NCC cadets.
- Undertook intensive career counselling and guidance for 1000 plus cadets.

#### Instructor Artillery Centre (HR & Training) Jul 2006 to Sep 2018

- Trained 3000 plus recruits for various battle craft procedures and drills.
- Developed, maintained and updated the training manuals of recruits.
- Executed projects of infrastructure construction and expansion worth 10 crores.
- Actively took part in recruitment process to admit more than 2000

### EXPERIENCE CONTINUUM

#### Second In Command (Operations & Supply Chain) Oct 2014 to Jun 2016

- Formulated the new training policy to achieve 100% proficiency in operational preparedness.
- Assisted in the formulation of a key location plan of a permanent location worth 50 crores.
- Prepared an Annual Maintenance Programme for existing infrastructure worth 200 crores.
- Executed a well organised logistic plan to ensure 100% serviceability of medium artillery guns.

#### Battery Commander (Operation, Supply Chain & HR) Oct 2011 to Sep 2014

- Conducted counter insurgency operations with 100% success.
- Coordinated continuous logistic support to more than 500 troops

#### Flying Operations (Helicopter Pilot), HR & SCM Dec 2003 to Sep 2011

Carried out various appointments in Operations, HR & SCM roles from Jun 2000 to Nov 2003.

### ACHIEVEMENTS

- Awarded Commendation Card by Army Commander, Eastern Command for gallantry.
- Unit Citation/Appreciation while tenancing the role of Second In Command in 2016.
- Planned and executed aid to civil authorities such as rehabilitation, distribution of necessities and temporary construction of hutments for stranded public during Kerala floods.
- Directed public service activities as part of the overall effort of the state (Kerala) during Covid-19.

### CERTIFICATIONS

- Executive Certificate Programme in SCM from IIM Rohtak.
- Certificate in Supply Chain Analytics from IIT Roorkee.
- Lean Six Sigma Black Belt (LSSBB - UAE & London certificate) from IMC.
- Certificate Course in Weapon System from Pune University.
- Diploma in Weapon System from Pune University
- Diploma in middle level defence management (Jr. Commander Course).
- Project Management Professional (pursuing).
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)

### EDUCATIONAL QUALIFICATION

- B.Sc from JNU (National Defence Academy)(1999).



## Devender Singh Rawat

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**Rank : Lieutenant Colonel**

Arm: Signals

Exp : 23 Years

Age : 46 Years

### SUMMARY

A technical administrator with prowess and assorted experience in domains of Cyber Security, Communications, Networking, Signal Intelligence, Electronic Warfare, Digital Transformation, Information Operations and Security. Delivered results under complex and critical situations using analytical judgment and team work to achieve organisational objectives. Capability for planning and synergizing operations at different levels to attain organisational goals.

### CORE COMPETENCIES

- Leadership
- Risk Management
- Cyber Security
- IT Management
- Automation & Integration
- Technology Management
- Administration

### EXPERIENCE AND ACHIEVEMENTS

#### Army Cyber Group

- Framing Cyber Security policy of Indian Army.
- Establishment of Web Application Security Testing Lab for Vulnerability Assessment.
- Developed policies and procedures for carrying out Web application testing.
- Pen testing of Web Applications using Kali tools like Nmap, Nessus, Burp suite, etc...
- Lead Cyber audit teams for determining Cyber Hygiene of various Establishments.
- Establishment of a Cyber Security lab in Signal Training Centre.
- Redesigning Syllabus for Technical Training in Signal Corps.
- Research on Information Warfare and its impact on Military Operations.

#### Electronic Warfare - Communication Spectrum

- Operational management of Electronic Warfare resources for strategic operation.
- Stress testing and Performance trials of EW equipment in all kinds of terrain.
- Integration of strategic EW assets (Grid) for enhancing decision making.
- Research of EW equipments for enhancing strategic EW capability.

#### Electronic Warfare - Non Communication Spectrum

- Conducted Non Communication EW operations.
- Fingerprinting of RADAR wave fronts and establishment of ELINT Database.
- Handled ELINT operations using Ground and Airborne ELINT Systems.

#### Communications and IT

- Commanded and established Strategic Communication Nodes.
- Management & Implementation of ATM network for backbone communications.
- Establishment, administration and management of Computer networks.
- Establishment and configurations of Web Servers, DNS & DHCP servers.
- Advanced Cyber Security Courses with research work in Cryptology and Stenography.
- Management of communication networks and related technologies.
- Recruitment and training of IT team

#### Management and Leadership

- Commanded Army establishments.
- Budgeting and project management.
- Recruitment and HR management.
- Public Procurement through GeM and Tenders as per GFR rules and regulations.
- Contract management.
- PR and Legal incident response management.

### QUALIFICATIONS/CERTIFICATIONS

- CISSP
- CCSK
- ISO 27001
- MBA (Fin Mgmt)
- Masters (Defence Science)
- BTech (Electronics & Telecomn)
- Advanced Cyber Security Course
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Dhawal Sachdeva

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### Rank: Lieutenant Commander

Arm: Indian Navy

Exp : 11 Years

Age : 32 yrs

### SUMMARY

Results driven professional with sound IT skills and rich experience in Operations, Project Management, Supply Chain Management and International Trade. A versatile leader, quick-learner and a firm believer of 'Lead-By Example'. Skilled in building cross-functional teams and making critical decisions in a changing environment.

### CORE COMPETENCIES

- Technical Management
- Operations
- Supply Chain Management
- ERP
- Asset Management
- Strategic Planning and Negotiations
- Project Management
- IT Skills: SQL, PL/SQL

### EXPERIENCE

#### Indian Navy

Dec 2012- Present

- Spearheaded all phases of aircraft maintenance, repair and overhaul by taking ownership, meticulous planning, estimating resources and close monitoring of jobs
- Undertook analysis of aircraft system defects and ensured timely resolution, thereby ensuring 100% asset availability for exploitation
- Changed the production metrics to Incremental Value Driven, yielding 25% improvement in team productivity
- Encouraged innovation culture in the team and successfully resolved critical aircraft system defects using innovative procedures, thereby saving costs worth INR 10 lakhs
- Formulated a plan for embodiment of fleet wide aircraft modifications and software upgrades by working closely with global OEM teams
- As a member of the team, proactively engaged in frequent contractual cum technical negotiations and working level discussions with foreign OEMs with a win-win objective for all stakeholders
- Directed all transportation activities and ensured Pan India last mile distribution of defense goods from the warehouse in the most efficient, timely and cost effective manner while meeting 100 % operational commitments
- Build collaborative relationships across the board and facilitated all Import/ Export operations while ensuring NIL demurrage charges for imported goods
- Negotiated with 3PL firms and concluded Rate Contracts towards significantly reducing the overall cost and delay in transportation of goods
- Directly monitored and controlled budget of more than INR 150 Cr to facilitate transportation and Import/ Export operations for Naval Aviation
- Supervised and managed team of more than 100 technically skilled executives during highly critical aircraft operations at both afloat and ashore. This included work allocation, performance appraisal, training and grievance management

### EXPERIENCE CONTINUUM

#### Sopra Group India (now Sopra Steria)

Jul 2011- Dec 2012

- Provided technical and functional support by reviewing tickets and troubleshooting issues on client ERP
- Worked on more than 20 Oracle EBS modules including Oracle SCM, Oracle Financials and Oracle Project Contracts

### KEY ACHIEVEMENTS

- Led a 5 member delegation abroad for freezing technical requirements of the project worth USD 10 million
- Mentored a team of technically-skilled executives towards faster resolution of critical aircraft system defects using innovative procedures and thereby saving costs worth INR 1 Million
- Drafted & initiated proposal for revising methodology of Customs Duty Payment on Import of spares for Armed Forces thereby reducing payment time by 70%

### EDUCATION QUALIFICATIONS

- M Tech - Aeronautics (Electrical), Cochin University of Science & Technology
- B Tech – Computer Science & Engineering, Uttar Pradesh Technological University

### CERTIFICATIONS

- Course in International Business Management – IIFT, Delhi (Pursuing)
- Certified Scrum Master - Scrum Alliance
- Electrical Specialization Course - INS Valsura
- Naval Weapons & Missile Technology Course – MILIT, Pune
- Oracle Certified Associate – 9i (DBA)



## G Pradeep Nair

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### Rank: Group Captain

Arm: Indian Air Force

Exp : 30 Years

Age : 51 Years

### SUMMARY

An Indian Air Force aviator with 30 years of experience in Air transport/UAV operations, Men and materials management and Project/Contract management. Achieved organisational end results through strong work ethics and die-hard attitude. Capable to undertake tasks through different verticals by sensitive inter personal relations.

### CORE COMPETENCIES

- Operations Management
- Strategy Planning & Leadership
- General Administration
- Training & Development
- Cross-functional Coordination

### EXPERIENCE

- Survey, Surveillance and Recce Operations
- Air transport operations
- UAV Mission Specialist
- Induction and operationalisation of niche technology systems
- Confidential Secretary
- VIP transportation
- Training of international military personnel

### EXPERIENCE CONTINUUM

- Organizational development & change management in a matrix structure to save costs
- Training & Development and Employee Engagement to streamline business operations
- Heading large teams
- Led & managed process excellence and transformation initiatives which provided varied business/organizational benefits
- Management of security related processes and issues
- Coordination, presentation and negotiation skills with expertise in liaising with various State & Central Government Authorities

### ACHIEVEMENTS

- Formulated Operational Directives / Orders for air operations in 2019-20
- Directed Pan India operations of strategic, tactical Photo Reconnaissance from 2008-2014
- Conducted Project management of systems worth USD 500 million
- Developed operational requirements for 5th generation recce platforms and Search & Rescue systems

### EDUCATIONAL QUALIFICATIONS

- MA (Public Administration) from Swami Vivekanand Subharti University
- Diploma in Electrical and Instrumentation Engineering from Electrical and Instrumentation Training Institute, IAF

### CERTIFICATIONS

- Advance Security and Intelligence Course from Air Force Int School
- Aerospace Safety and Inspection Course from Air Force Inst of Aerospace Safety
- UAV Operators Course
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## GS Sabherwal

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**Rank : Brigadier**

Arm : Indian Army

Exp : 33 Years

Age : 55 Years

### SUMMARY

A passionate, dynamic, self-driven, quality conscious & result oriented professional with over 33+ years of diversified leadership experience in promoting operational efficiency & team competence. Distinguished, consistent & acclaimed track record of achieving unparalleled results. An aspirant for a senior leadership role requiring vision, strategy, formulation & implementation of core organizational objectives with technology as the core enabler.

### CORE COMPETENCIES

- Strategic Planning & Leadership
- Design and Development of Training Simulators
- Project Management & IT Assets Management
- Operations and Engineering Support
- HRM and Administration
- Academia and Training

### EXPERIENCE

- Led Operational Research and System analysis team for Tri-Services. Headed Environmental Scan and Net assessment for preparation of Integrated Capability Development plan for Tri-Services.
- Employed Analytical Hierarchical Process model to prioritise procurement over next 10 years for Tri-Services.
- Conceptualised, designed and implemented mathematical modelling to optimise high-value Strategic assets and Intelligence Collecting Platforms for Tri-services thereby accruing saving of over 1 Lakh Crores to the exchequer. Placed resources on GIS platform for ease of Op planning and visualization.
- Chief Operation Officer for IT LAN Infrastructure with Share point Server to over 80 users and Hi-end Workstations. Ensured Cyber Hygiene and Security norms.
- Implemented and trained personnel in the use of Softwares: Rendering Engines, Gaming Engines, Physics engines, Real-Time sensors, High end CGIs, GIS Platforms, Terrain generation etc. Hardware implementation of PLCs, Mechatronics, Lasers and Optics etc in designing of VR/AR, Virtual, DIS & HLA training simulators.
- MoU with Academia & vendor selection for IT Hardware, Software Development, Equipment Mock-ups, Programmable Logic Controllers, Sensors and Instruments.
- Brigadier Chief Instructor and Administrator of Training Establishment.
- Planned & conducted Technical & Military Training yearly of over 3,300 multi-national soldiers.
- Implemented & audited Military Training syllabus for over 10,000 Officers of the Army.
- Forecasted financial layout of all Training centres and establishments of the Indian Army

### EXPERIENCE CONTINUUM

- Spearheaded engineering sustenance, mission reliability & regeneration of Military equipment worth over INR 2000 Crores deployed in Super High-Altitude Area (SHAA) & Uncongenial areas over 20+ yrs.
- Trained and Administered over 8,000 technical personnel yearly in SHAA & inhospitable area.
- SCM - spares and tools provision in forward inhospitable and uncongenial areas.
- Forecasted and expended finances yearly over 30 crores with judicious vendor selection.
- Technical and Administrative Officer in Specialised Communication-intensive Unit.
- Headed Command Computer Repair Cell of over 2000 IT systems.
- Led Overseas Operations with close coordination with foreign armies and organized timely & intimate engineering support & SCM from India mainland by air/sea.
- Management of over 40 regimental institutes with financial outlay of over 3 crores per month.
- Led Establishing National Aero India Record in Hot-air Ballooning for longest flight record in 2018.

### ACHIEVEMENTS

- Paper - "Performance Improvements of a 6-DOF Motion Platform", IEEE International Conference.
- Awarded COAS 'Commendation Card' – 2007.
- Awarded GOC-in-C 'Commendation Card' – 2016.
- Awarded with Army Commander's 'Scholar Warrior Badge' – 2016.
- Overall Planning & conduct of National Level Seminar on Simulators & Robotics-2015, in collaboration with CII. Also published paper on "Live Virtual Constructive Integrated Architecture based Training Philosophy".

### EDUCATIONAL QUALIFICATIONS

- MTech (Comn), IIT Bombay – 2004. CGPA - 9.29.
- Masters of Management Studies, Osmania University, Hyderabad – 2012. First Division with Distinction.
- M. Phil (Social Sc), Punjab Univ – 2020. First Division with Distinction. Master Diploma in Public Admin.
- BTech (Electronics), JNU, Delhi – 1996. CGPA - 8.74 out of 9, Distinction.
- Diploma in Senior Level Mgt – 2006. Devi Ahilya Vishwavidyalaya, Indore.
- Industrial Mgt & Leadership Course, AIMA – 1999. Adjudged First, Instructor grading & Led Computerized Wargaming Project.

### CERTIFICATIONS

- International Business Management from Indian Institute of Foreign Trade (pursuing)
- Certificate in Advance Programming in C++, IIT Bombay.
- Certificate of Advanced Course in Management from All India Management Association.
- Course on Takshashila Executive Programme on Public Policy.

# INTERNATIONAL BUSINESS MANAGEMENT



## Gyaneshwar Jadli

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**Rank : Lieutenant Colonel**

Arm: Indian Army

Exp : 21 Years

Age : 44 Years

### SUMMARY

Indian Army professional with 21+ years of exemplary track record in directing and executing multi disciplinary functions in positions of leadership. Strong project execution background in a green field environment along with proven success in building a resilient system, optimizing cost, and enhancing operational efficiencies in Strategic, Operational, and technical capacity. Highly valued for translating vision into a reality with comprehensive experience in Project Management, Operations Management and SCM. An expert in reviewing project progress in terms of estimated budget and schedule, resource management, contract management, techno-commercial negotiations, maintenance operations, procurement and coordination. Handled crucial projects as an apex decision making authority. A multi-tasker with exceptional crisis management and adaptive capabilities, decision making and interpersonal skills.

# INTERNATIONAL BUSINESS MANAGEMENT

### CORE COMPETENCIES

- Operation Management • Project Management • Supply Chain Management
- Production Manager • PR & Brand Marketing • Automotive Engineering

### EXPERIENCE

#### GM Operations & Production

- Led the Defense Factory as the Head Operations & Production Manager with over 700 civil staff. Oversaw Production, spare parts provisioning, budgeting, procurement over 15 Cr, tendering, audits, part of PNC with Multi National OEMs.
- Responsible for warehouse management with inventory over 100 Cr. Prepared audit reports of the Defense factories in coordination with PWC Global.
- Commissioned 3 new assembly lines in the factory with complete engineering support package with 5% productivity enhancement.

#### GM – Head PR Operations & Brand Marketing

- Responsible for raising a new organization including execution of work related to setting up of processes, Infra, procurement, SOPs.
- Spearheaded the strategic PR Operations and Brand Marketing for Indian Army for South India region.
- Designed and executed strategic media planning road maps, collaborated with leading media agencies to achieve the set goals. Led several Films, OTT, and Web Series projects.

### EXPERIENCE CONTINUUM

#### Tech Operations & Logistic Manager

- Directed strategic operations by leading a team of 286 technical personnel and successfully setup (MRO) Maintenance, Repair and Overhaul facility Node for specialized equipment with inventory over 7000.
- Successfully negotiated and implemented opening up of forward logistic node by OEM partners thus increasing productivity and accrued savings of over INR 30 Lacs.
- Implemented cross-functional teams, forecasted demands, short listed vendors and procured items thus facilitating end to end material flow to provide unbroken chain of inventory, focused on elimination and minimizing waste and losses in supply chain.

### ACHIEVEMENTS

- Awarded with Vice Chief of Army staff Commendation Card for driving process improvement initiatives in Production and Warehouse Management.
- Letter of appreciation from the General Officer Commanding in Chief for executing process improvement.
- Letter of appreciation from the CEO for conducting User Meets for enhancing customer satisfaction.
- Letter of Appreciation from General Officer Commanding for execution of critical engineering repair support.
- Letter of Appreciation from the Civil Administrative authorities for undertaking a rescue mission.

### EDUCATIONAL QUALIFICATIONS

- BTech (Mechanical Engineer) - JNU
- Advance course in automotive engineering - JNU
- Operation Management & Analytics - IIT DELHI
- General Management (logistics) - IIM INDORE

### CERTIFICATIONS

- Project Manager Professional Certification Google
- Certification Course on IoT Industry 4.0, Kalyani Group of Industries.
- Certification Course in Media Management from Indian Institute of Mass Communication IIMC, Delhi.
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)
- PMP (Pursuing)



## Hemant

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**Rank : Lieutenant Colonel**  
Arm : Indian Army, Corps of Engineers  
Exp : 20 Years  
Age : 44 Years

### SUMMARY

A strong team leader having 20 years of experience of serving in corps of engineers and has the ability to lead cross functional and cross-cultural teams and integrate their efforts to maximize operational efficiency with proven skills in directing personnel towards accomplishment of organization's goal. Expertise in establishing policies, processes, coordination and strategic planning as per the vision of the organization. Trained and experienced trainer, academician and counsellor Apt at engaging in cross-vertical leadership for the best possible results. Seeking leadership roles in HR management and development.

### CORE COMPETENCIES

- Leadership
- Teamwork
- Counselling
- HR Development
- Community Outreach
- Multitasking
- Diversity & Inclusion
- Communication
- Networking
- Creative Problem Solving
- Talent Acquisition
- Security & Risk

### EXPERIENCE

#### SENIOR HR MANAGER

(Strength 900 +)

- Independently lead cross cultural teams in VUCA environment.
- Coordinated operational, training and welfare events of the regiment.
- Managed grievances Redressal cells.
- Planned and managed operational process for maximum efficiency and productivity.
- Ensured timely risk mitigation by interpersonal counselling techniques.
- Streamlined implementation of SOPs, promotion policies, welfare schemes and training policies of the organization.
- Institutionalized projects for welfare and empowerment of women and youth.
- Empowered officers, junior leaders and commanders of the team to deliver results in operations.
- Collaborated and networked with various agencies across the organization to drive maximum output out of human resources and operations.
- Mentored team leaders to improve operational efficiency of the regiment.
- Organised and fuelled activities and Projects of NGO AWWA.
- Structured Facility management and operations.
- Piloted recycling of discarded resources for beautification, landscaping and sustainable projects.
- Monitored security of strategically important installations, vehicles, facilities.
- Spearheaded operational moves and contingency planning
- Controlled and managed supply and chain of logistics.
- Controlled hiring of recruits and semi-skilled combatants for strategic projects.
- Executed Development of infrastructure and utilization of budgetary allocation for housing complexes inventory (worth Rs 1 crore)
- Accelerated progress of operational projects in VUCA.

### EDUCATIONAL QUALIFICATIONS

- International business management at IIFT, New Delhi (pursuing)
- Postgraduation in Mathematics, Punjab University
- Bachelor Of Education, Punjab university
- Young Officers Course (Junior leadership and command) at College of Military Engineering, Pune

### CERTIFICATIONS

- Post Graduate Diploma in Education Management and Administration
- Post Graduate diploma in counselling and Family Therapy
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Karuna Thapliyal

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**Rank : Lieutenant Colonel**

Arm: Indian Army

Experience : 20 Years

Age : 45 Years

### SUMMARY

A strong team leader having 20 years of experience of serving in the education corps. An experienced trainer, academician and consular, apt at engaging cross functional, cross-cultural teams and integrate their efforts to maximize operational efficiency.

### CORE COMPETENCIES

- Effective Communication
- Mentor
- Excellent Organisational Skill
- Personality Development
- Guidance & Counsellor

### EXPERIENCE

- Instructor at Indian Military Academy (Dehradun)
- Company Commander at Army Educational Centre (Pachmarhi, MP)
- Director of Human Resource Development Centre (Brigade) in CI & CT Ops
- Director of Human Resource Development Centre (Division)
- Instructor at Officers Training Academy (Chennai, TN)
- Intelligence & Training Officer at UNIFIL (Lebnon)

### EXPERIENCE CONTINUUM

- Instrumental in training of troops by conducting educational, sports & personality development programs at Human Resource Development Centre at Brigade, Division Level deployed in Counter Insurgency & Counter Terrorist Area.
- Imparting training to Gentlemen & Lady cadets at Indian Military Academy Dehradun & Officers Training Academy Chennai, transforming them to mighty warriors.
- Imbibing true leadership through lessons of communication, team building, strategy and tactic.
- Worked as training and intelligence officer in highly diverse environment of United Nation Interim Force in Lebanon (UNIFIL)

### ACHIEVEMENTS

- Awarded Gold Medal from HNB Garhwal University for exemplary academic performance in post graduation and standing first in merit.
- Among one of the first lady officers granted permanent commission in Indian Armed Forces
- Honored with Operation Parakaram & Operation Rakshak Medal for successful service in Jammu & Kashmir and North-East sector.
- Honored with Videsh Seva Medal for successful completion of operation in United Nation Interim Force at Lebanon. (UNIFIL)

### EDUCATIONAL QUALIFICATIONS

- Post Graduate in History (HNB Garhwal University)
- Bachelor Of Education(Army IGNOU Education Programme)
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Manjit Singh

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### Rank: Lieutenant Commander

Arm: Navy/ Technical (Electrical) Officer

Exp : 10 Years

Age : 31 Years

### SUMMARY

A dynamic, young, and self-driven Naval Officer with leadership experience of 10 years in cross-functional and multilevel co-ordination in project management, operational logistics, procurement, risk management, and HR management. A professional with techno-commercial experience, analytical thinking and an innate ability to adapt to evolving situations to deliver outstanding results

### CORE COMPETENCIES

- Leadership & Interpersonal Skills
- Supply Chain Management
- Risk Management/ Safety
- Finance/ Procurement(Defence Sector)
- Operations Management
- Program/ Project Management
- Analytical Thinking and Decision Making
- HRM/ Administration

### EXPERIENCE

- 10 years of work experience as Technical Officer leading large and diversified teams and complex military technologies and weapons to achieve operational objectives of organisation in time bound manner.
- Extensive experience of leading teams on Radars, SONAR, IT, electronic and satellite communication systems.
- Successfully led and completed many critical missions of Indian Navy including operations at sea, war exercises with friendly foreign navies, setting up of new unit/organisation, physical & IT infrastructure development.
- Rich experience of working/ interacting with Central and State governments, civil agencies, diplomats/ counsel generals and foreign navies such as the USA, France, the UK etc.
- Expertise in Contract Management. Efficiently handled public funds to the tune of several billion INR for various projects contracts and day to day running of organisation. Led teams towards conclusion and execution of contracts.
- Shepherded the process of setting up of Indian Navy's secure communication network at Goa Naval Area.
- Good Understanding of the talent landscape and cultural nuances across India and various countries having grown up in various parts of the country and later served and travelled in India and abroad. Good eye to spot talent and assign relevant tasks. Led the recruitment of potential candidates for Indian Navy as a recruiter.
- Led a team of 120 dockyard personnel in maintenance and upkeep of Fleet. Ensured highest operational readiness of the entire Western Naval Fleet by swift resolution of defects with decisive team allocation to several ships.

### ACHIEVEMENTS

- Led SPB (aka Coastal Security Force) Goa to be named the most cost effective and highest operationally available among all the SPBs in the Indian Navy by the CAG (Comptroller and Auditor General of India). Reduced operational costs by 40% by promoting competition and streamlining processes.
- As Officer-in-Charge of Covid Cell of Goa Naval Area, Jan-Feb 21 ensured proper quarantining of Covid patients by coordinating with other naval units, resulting in drop in active cases and no Covid-related deaths in that period. Led team that assisted doctors in vaccine rollout and achieved 100% vaccination within two months.
- Organized Western Naval Command - Navy Half Marathon, Mumbai, the biggest public event of the Indian Navy, which saw participation by more than 15000 people.
- Organized annual awards function of Western Fleet with an attendance of over 5000
- Spearheaded the formulation of maintenance policies for Fast Intercept Crafts for pan Navy use.

### EDUCATIONAL QUALIFICATIONS

- B. Tech (Honors) in Electronics and Communication Engineering, Rajasthan Technical University (2022)
- Electrical Specialisation Course on Electronics and Communication technologies of Navy at INS Valsura, Indian Navy

### CERTIFICATIONS

- Agile Scrum Master (Pursuing)
- International Business Management Course, IIFT (2022) (Pursuing)

# INTERNATIONAL BUSINESS MANAGEMENT



## Mayank Sahai

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**Rank : Lieutenant Colonel**  
Arm : Indian Army/Armoured  
Exp : 22 Years  
Age : 46 yrs

### SUMMARY

A highly versatile professional with rich experience in cross-functional domains of InfoSec, IT, Operations, Security, Administration and Facility Management in multi-cultural and multi-lingual environment. Exceptionally well organized, and self-driven leader with proven track record of successful and consistent deliverance of organizational objectives in adverse conditions, demonstrating strategic thinking, resourcefulness, integrity, self-motivation, creativity, accountability and initiative to achieve goals.

### CORE COMPETENCIES

- Information Security
- Risk Management and Governance
- Project Management
- Team / People Management
- Facility Management
- IT Procurement
- Operations & General Administration
- Budgeting / Cost Optimization
- Leadership & Communication

### EXPERIENCE

#### IT & Infosec

- Formulating roadmap for Annual IT Procurement planning pan Army, management of IT budget, steering management of Data Centre, IT Inventory Management of INR 6mn worth IT assets, IT Procurement of INR 5mn annually, Network Administration, and IT Training
- Risk assessment and management, IT Governance, Implementing Cyber Security norms, implementation of cyber security policies and guidelines, conducting Cyber Security Audit and Cyber Incident Management as CSO with a proven track record of 80% improvement in cyber security posture through formulation and compliance to SOPs

#### Operations Management

- Planned executed and supervised Military Operations as leader of 170 strong Military Unit and operational readiness, logistics and mission reliability of assets worth INR 15 bn
- Interactive and motivational leadership that spurs people to willingly give 100% effort

#### Administration

- Management of general administration for optimum utilisation of manpower, time and space to achieve desired organisational goals by streamlining office procedures and usage of equipment to optimise usage of resources resulting in saving of man-hours, resources and money
- Close liaison with suppliers and vendors to ensure JIT availability of resources

#### Security Management

- Well trained security professional with proven ability to perform under extreme stress with expertise in handling of security equipment including surveillance, and access control
- Hands on experience in Risk Management, including assessment, security planning and execution of security procedures

### ACHIEVEMENTS

- Operation Parakram Medal for participation in Operation Parakram
- Sainya Seva Medal for 20 years of dedicated service in the Army
- Appreciation of Principal, APS, Ahmednagar for conduct of workshops on Cyber Security, Cyber Hygiene and Handling of social media for students, faculty and staff
- Successful completion and rollout of tank gunnery and driving simulators
- Implementation of Cyber security policies and procedures to achieve 80% improvement in Cyber hygiene posture
- Steered and monitored the construction of Brigade location worth INR 1.5 bn as Project Manager and ensured completion and taking over as per specifications and timelines

### EDUCATIONAL QUALIFICATIONS

- M.Sc Cyber Security, Mizoram University (3rd Semester)
- B.Com, IGNOU
- PG Diploma in Automotive Technology, Pune University
- PG Diploma in Security & Pers Management, Pune University
- PG Diploma in IT Infrastructure, System & Security, CDAC Pune
- Advance Data Processing, MCTE Mhow
- Advance Work Study, ITM Mussoorie
- Junior Command Course, AWC Mhow

### CERTIFICATIONS

- CEH
- MDP ORSA, CDM Secunderabad
- MDP International Business Management, IIFT New Delhi



## Monika Vashist

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### Rank: Squadron Leader

Arm : Indian Airforce /Administration

Exp : 10 Years

Age : 33 Years

### SUMMARY

Productive Human Resource and Operations manager from Indian Airforce with 10 years of proven track record of success in developing and administering operational plans and procedures. As battle-hardened workforce, have operated in VUCA world and can operate in trying circumstances with relative ease and come out winning. An effective leader with excellent interpersonal skills, strong analytical problem solving along with organizational abilities for better output, Possess core values of honesty, Integrity and loyalty. A Proactive Team Builder with strong work ethics and commitment towards Organizational Objectives.

### CORE COMPETENCIES

- Strategy & Leadership
- HR Management
- Operations Management
- General Management
- Logistics and Supply Chain Management

### EXPERIENCE

#### Human Resource Management and Administration

- Supervise and conducted recruitment drive for 600 candidates and efficiently handled the selection process of Non-Combatants and Multi-Tasking Staff.
- Presently Working At Airport Authority of India, New Delhi as officer in charge Air Force Movement and liasioning unit working for various national and international human disaster relief operations such as MISSION VANDE BHARAT during covid crisis where coordinated with embassies of different nations for smooth functioning and completion of the mission, as well as in OPS GANGA in the ongoing UKRAINIAN CRISIS.
- Efficaciously liaising and coordinating the visit and transit of various VIP and dignitaries of nation for official visits in the various parts of the country at Airport Authority of India.
- Talent and Organization Performance Digital HR implementations such as OLAMS (online leave) and appraisals softwares in Indian Airforce and EEO (Equal Employment Opportunity) for all by HR policy development and Execution.

#### Airspace Management and Operations

- Presently working at Airport Authority of India for airspace management and smooth transition of national and international Airliners in the Indian Territory.
- Indian Airforce Representative in committee of secretaries on Aircraft Hijack (COSAH) headed by PRIME MINISTER OFFICE.
- Spearheading a gamut of tasks as Senior Aircraft Monitoring and Identification Officer responsible for the Aerial Security of very high security areas i.e. Rashtrapati Bhavan, Parliament house and Prime minister house.
- Liaising with various security agencies located at Airport Authority of India such as National Security Guard, Intelligence Bureau, SPG, Delhi Police to ward off the Anti-drone Activities of the Delhi area.
- Conducted 400+ Simulated exercises on Anti-Hijack Activities along with all concerned agencies.
- As Senior Operations Officer of a transportable radar unit conducted mobility of personnel and resources, handled data, leveraged strong leadership skills to remove constraints and enhance efficiencies, especially in the border areas of Jammu and Kashmir during the aerial battle with Pakistan

### EDUCATIONAL QUALIFICATIONS

- B. Sc Molecular and Human Genetics (Sardar Patel University)
- M.Sc Molecular and Human genetics

### CERTIFICATION

- Lean Six Sigma Green Belt, KPMG
- Certified Scrum Master (CSM), Knowledgehut
- Microsoft Business Intelligence (Pursuing)
- Leadership Training and behaviour Sciences (Centre for leadership training and behaviour sciences, Indian Air Force)
- Basic Professional Knowledge Course - HR & Administration from Air Force Administrative College, Coimbatore
- Microsoft Business Intelligence (Pursuing)
- Executive Programme in Strategic human resource Management, IIM Lucknow (Pursuing)
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Narendra Kumar Rana

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### Rank: Commander

Arm: Navy Police

Exp : 22 Years

Age : 48 Years

### SUMMARY

An incisive & service dynamic leader with 21+ years of service in Indian Navy with proven record in planning, implementation & management for change, Security & risk management. Possess strong leadership qualities & critical decision-making skills along with the ability to deliver under pressure. Effective at leading multiple project teams simultaneously to accomplish ambitious goals in time bound manner. Offers strong analytical, organisational and planning skills to convert challenges in to opportunities.

### CORE COMPETENCE

- Security and Risk Management
- HR Management
- General Administration
- Facility Management
- Manpower Management

### EXPERIENCE

#### HR, ADMINISTRATION AND SECURITY

- Maintained close liaison with the Civil Police, Local administration authorities and other govt agencies.
- Ensured Highest physical security of unit spread in approx. 550 acers with store of inventory of Billions of govt property.
- Supervised formulation, monitoring & implementing security policies, protocols, standards & guidelines for the Indian Navy
- Improved security and loss prevention of extremely sensitive military facilities by employing cutting edge surveillance technology and innovative resource management.
- Supervised administration, logistics, payroll, HR management, discipline & compliance management of 1000+ personnel.
- Adeptly associated with and has hands on experience in amalgamation of human, infrastructural & latest technological resources towards installation security & asset protection

#### TRAINING, OPERATIONS AND STRATEGIC PLANING

- Maximised Operational Safety with continuous training involving expertise from industry, coordination with various agencies, and implementing latest firefighting techniques.
- Handled Boards of Enquiries related to accidents and incidents pan Navy and took them to logical conclusion.
- Ensured Smooth conduct of Presidential Review and Milan 2022 with almost 38 nations participating in the mega event.
- Handled legal cases pertaining to discipline of sailors and officers in the AFT, High Court and Supreme Court.
- Over saw a firefighting team of 220 personnel, trained and implemented adherence to, Fire prevention, Detection and Fire Suppression.

### ACHIEVEMENTS

- Stood first in order of merit in Naval Police Specialization course at Naval Provost and Regulating School in 2007.
- Chief of the Naval Staff Commendation for Commitment, Professionalism & Devotion to Duty in 2018.
- Commissioning Crew of largest Aircraft Carrier of the country, INS Vikramaditya.

### EDUCATIONAL QUALIFICATIONS

- B.Sc. From Naval Academy (GOA University)
- M.Sc. From Chennai University
- Staff Course at DSSC, Wellington

### CERTIFICATION

- Naval Police Specialization course from Naval Provost and Security (NPRS) School.
- Fire Prevention and Fire Fighting Course at Centre for Fire, Explosive and Environment Safety (CFEES), Timarpur, Delhi.
- 'Trends in Economic Offences' at CBI Academy Ghaziabad.
- Course in Criminology and Forensic Science at National Institute of Criminology and Forensics Science, Rohini, Delhi.
- Cyber Forensic Course at Recourse Centre for Cyber Forensics (CDAC), TVM.
- Internal Security Course at Internal Security Academy, Mount Abu.
- National level course on "Investigation of Digital Crime-Search and Seizure".
- Course on Main Currents in India's Foreign Policy at Foreign Service institute (FSI), New Delhi.
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)

# INTERNATIONAL BUSINESS MANAGEMENT



## Nishant Lohia

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### Rank : Lieutenant Colonel

Arms: Army

Exp : 15 years

Age : 41 years

### SUMMARY

A dynamic, focused, disciplined and multifaceted Indian army doctor and also a researcher and administration with sixteen years of comprehensive experience in all fields of health care. A proficient Radiation Oncologist with repertoire of experience in all aspects of clinical oncology, and use of radiation oncology as treatment modality in varied cancers. Besides medicine, I am also a team member and work in close collaboration with internal and external stakeholders to bring a positive change in the environment I work.

### CORE COMPETENCIES

- Distinguished medical professional and researcher in field of medicine and oncology
- Team player with strong communication and leadership skills
- Human and Material Resource Management
- Training and Mentoring

### EXPERIENCE

#### • Medical and Patient Care

As Senior Medical Officer has delivered high quality patient care and have successfully conducted multiple medical camps and have also assisted in delivering first aid, timely evacuation and quality medical care in rescue operations. As Radiation Oncologist has delivered quality care in Oncology with impeccable soft skills.

#### • Medical Research and Publications

Published multiple papers in National and International journals along with original research projects in the areas of General Oncology and Radiation Oncology.

#### • Administrative Roles

As Officer –In- Charge of Advance Dressing Station of Field Hospital was responsible for complete readiness and smooth functioning of this advanced detachment medical facility of field hospital locate in remote area of Arunachal Pradesh.

As Head of the Department of Radiation Oncology in a super-specialty hospital of Indian Air Force, was successful in smooth running of the department, managing and conducting training activities for the manpower besides patient care. Was also instrumental in recruitment of civil specialized manpower, Radiation Safety Officer) and was also successful in procurement, installation and commissioning of new cobalt radiotherapy machine with multileaf collimator (Bhabatron-II).

### ACHIEVEMENTS

- Recognition for my medical care and professional work from my patient and colleagues in form of immense trust and respect
- Published multiple papers in National and International journals along with original research projects in the areas of General Oncology, Radiation Oncology.
- Delegate and Moderator at various Oncology Seminars

### EDUCATIONAL QUALIFICATIONS

- PG Diploma in Hospital and Health Care Management Symbiosis (Deemed University), Pune April 2020
- PG Diploma in Medico Legal Systems Symbiosis (Deemed University), Pune April 2020
- DNB (Radiation Oncology), Army Hospital Research and Referral, New Delhi 2014-2017
- MBBS, Gauhati Medical College, Guwahati University 2001-2006

### CERTIFICATIONS

- Pursuing Executive Programme in Business Management (IIFT, Delhi) March-Sep 2022
- Certificate in Basic Course in Biomedical Research (ICMR/NIE) Nov 20
- Certificate from Bhabha Atomic Research Centre for workshop on Training of Trainers on planning, preparedness and response to radiation emergencies for medical officers. Nov 2019



## Omvir Panwar

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**Rank: Colonel**

Arm : Indian Army

Exp : 22 Years

Age : 45 Years

### SUMMARY

An accomplished and result oriented Indian Army Officer with 22 years of distinguished service and professional experience in strategy management, organisation and process optimisation, technology management, identification and achievement of key objectives by forming and leading integrated, cohesive, objective oriented, rationalised and optimised team in dynamic and uncertain environments. Seeking to overcome the challenges, risks and crisis situations preventing organisation from realising optimum potential.

### CORE COMPETENCIES

- Strategy management
- Organisation and process optimisation
- Technology management
- Innovative operations management
- Administration
- Analytics

### EXPERIENCE

- Analysed the structure and process of a major government organisation towards its optimisation
- Analysed and implemented the organisational technology induction model
- Analysed and optimised technological projects
- Conceptualised, formalised and implemented various drills, rules, procedures, and processes towards formation of environment agnostic and efficient structures across the vertical and horizontal spectrum of the organisation
- Managed one of the largest sets of aviation assets in Indian Army in most inhospitable terrain under most challenging weather conditions while streamlining the process for efficiency and optimisation
- Achieved various operational successes during the command of Infantry Battalion in most inhospitable terrain and challenging environment while ensuring complete security of own assets and resources
- Innovative utilisation of information technology for streamlining resource optimisation and effective implementation of organisational policies
- Formed, trained, and led varying sized teams (6-800 personnel) to achieve tac and operational objectives towards strategic goals.

### ACHIEVEMENTS

- To be discussed in person

### EDUCATIONAL QUALIFICATIONS

- M.Sc in Defence and Strategic Studies from University of Madras

### CERTIFICATIONS

- Certificate Course in International Business Management from Indian Institute of Foreign Trade
- Certificate Course in Financial Management from International Centre for Information Systems and Audit, CAG of India



## Parambir Singh

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**Rank: Captain (Indian Navy)**

Arm: Indian Navy

Exp : 33 Years

Age : 53 Years

### SUMMARY

A highly experienced Naval veteran with good man management skills. Led teams in highly challenging environment to achieve mission goals.

Spearheaded a large organization with sailors from diverse background to achieve comprehensive security and efficiency of organization. Highly specialized in marine related activities and possess ability to quickly adapt to changing situations in a VUCA environment. Extremely self motivated to excel in a given job and ability to complete the task without supervision.

### CORE COMPETENCIES

- Weapons and Sensor Management
- Management of Offshore Diving operations
- Leadership in Hostile conditions
- Team Building and Performance
- Achievement of Objectives in time bound manner
- Innovation carried out for defect rectifications of equipment in hostile conditions

### EXPERIENCE

#### OPERATIONS

- Undertook extensive security operations along the International Boundary line and deterrence for opposing forces.
- Undertook search and rescue operations in West Coast as part of disaster relief.
- Undertook various combat operations in the East coast
- Collaborated operations with Navies of France, Australia and Thailand in a joint exercise.

#### SUPPLY CHAIN & LOGISTICS MANAGEMENT

- Maintained continuous supply of spares, fuel and ordinance during prolong deployment of ships away from the base port.
- Provisioning of rations to the crew in a time-bound manner.
- Setting up an advanced base for arms and ammunition.
- Ensured 100% serviceability of the ship and all the equipment under command.

#### HUMAN RESOURCE MANAGEMENT

- Headed the Internal Complaints Committee in the combat vessel in accordance with the Govt guidelines.
- Formulated the Advisories and SOPs within the purview of audit guidelines for ease of understanding of process workflow.
- Institutionalized Grievance redressal system to enhance team-building amongst subordinates.

### EXPERIENCE CONTINUUM

- Conducted HR policy reviews, appraisals, performance counselling, rewards and recognitions for the sailors.

### ACHIEVEMENTS

- Spearheaded anti piracy operations in Lakshwadeep Islands for two years.
- Conducted security operations in various situations and occasions.
- Commanded combat ships of the Indian Navy and ensured territorial water integrity.
- As Officer in charge of Lakshwadeep Island ensured the Security of all 36 islands.

### EDUCATIONAL QUALIFICATIONS

- M. Sc Defence Studies and Operations – University of Madras
- B. Sc from JNU

### CERTIFICATIONS

- CFA Level 1 - German Diploma (Part 1)
- Operations research system Analysis
- Security Market Certification (BSE Ltd)
- Leadership and Behavioral Studies from CLABS (IAF), Coimbatore
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Pawan Joshi

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### Rank : Lieutenant Colonel

Arm: Logistics

Exp : 22 Years

Age : 46 Years

### SUMMARY

A result-oriented and versatile leader with experience in cross-functional leadership and managerial expertise. Experienced in handling ammunitions with flawless precision and stores in its entire life cycle with expertise in supply chain management, integrated logistics support, and reverse logistics in VUCA environment. Skills in compliance audits, security management, risk assessment & mitigation. Proven talent in overcoming complex challenges using strong work ethics, analytics & problem-solving. Good communication and mentorship skills, ambitious, passionate with integrity and dependability as core values, team building, training, and leadership.

### CORE COMPETENCIES

- Supply Chain and Material Management
- Warehouse Management
- Interpersonal Skills
- Operations Management
- Cross Functional Leadership
- Human Resource

### EXPERIENCE

#### PROJECT MANAGEMENT

- Carried out Pre-Delivery Inspection and technical evaluation (Ex-Import) of specialised goods worth Rs. 17.8 Crs in exporting country.
- Headed the logistics of the establishment for mission support of Jammu and Kashmir including remote logistic nodes with an average holding of Rs. 2000 Crs.
- Planned and implemented a modernized security project at the installation, facilitating realtime information encompassing an area of 1500 acres, perimeter of 19.8 kms.
- Designed a new infrastructure of 14 and managed 200 large warehouses in three locations.
- Influenced the conduct of evaluation and inspection of the infrastructure under construction with a plinth area of 30000 Sq mtr costing Rs. 42 Crs.
- Contributed actively to the planning and designing of the permanent infrastructure of establishment for training and living accommodation project of Rs. 24 Crores.

#### OPERATIONS MANAGEMENT

- Adept at 3PL including, execution of safe and secure movement of stores large convoys, movement by air, handling of Ammunitions from freight trains - 1000 tons and renegotiated fresh contract with the Railways.
- Volunteered to head the team to carry out clearance operations in Jammu and Kashmir.
- Ensured the implementation of innovations in the day-to-day operations by developing and formalizing new methods, resulting in a reduction in labour employment.
- Coordination with Airforce and numerous outside agencies like Border Security Force, General Reserve Engineer Force, Railways, and foreign agencies.
- Providing and maintaining the highest standards of healthy and safe working conditions (WHS) in a stressful environment.

#### HUMAN RESOURCE

- Managed a team of 800 employees, including job design and job analysis, and been part of the recruitment process.
- Creation of learning path and development needs for career growth in terms of, on-job training and skill up-gradation of officers and employees.
- Handling and optimal utilisation of budget for the training, procurements, infrastructure, and inventory management, ensuring a high standard of efficiency/productivity in day-to-day operations and administration during the COVID-19 Pandemic.
- Development of customised automated HR suite as per norms laid down by Govt of India for the civilian employees.

### ACHIEVEMENTS

- Innovations for standardisation of packaging in close coordination with Private firm including the creation of prototypes, approvals, and induction into the organisation.

### EDUCATIONAL QUALIFICATIONS

- MBA (SCM), (Pursuing) Rani Durgavati Vishwavidyalaya, Jabalpur
- M. Com, IGNOU
- Post Graduate Diploma, International Business Operations, IGNOU
- Diploma in Advance Materials Management
- Diploma in Junior level Defence Management

### CERTIFICATIONS

- Certificate In Lean Six Sigma Green Belt
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)

# INTERNATIONAL BUSINESS MANAGEMENT



## Pawan Singh Bisht

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**Rank : Major**  
Arm : Indian Army  
Exp : 10+ years  
Age : 33 years

### SUMMARY

Deputy General Manager experienced in planning, directing and managing Army Base Workshop work activities, functions & operations. Documented history of facility management and operations to fulfil organizational contractual obligations. Had kept enhanced quality standards & performance objectives. Provided expert direction & guidance to subordinates to formulate work plans. Got admitted to a modern MBA program (App-based) headquartered at Washington DC. Seeking to gain experience in marketing and operational roles. Strong desire to work in product development roles across industry and sectors.

# INTERNATIONAL BUSINESS MANAGEMENT

### CORE COMPETENCIES

- Product Development
- Supply Chain and Logistics Management
- Strategic thought Leadership
- Interdisciplinary research
- Conflict Resolution & Negotiation

### EXPERIENCE

Army Base Workshop (Engine Overhaul division)

- Established & equipped new engine division at Army Base Workshop.
- Managed 300+ Civil manpower and Infrastructure.
- Increased production capacity of plants & machinery by 22% through optimizing procurement and contract negotiation activities.
- B2B & B2C networking for closing deals and fast-tracking supply chain backlogs
- Negotiated with vendors to reduce cost of spare parts by 12%
- Developed IoT products for surveillance and Jamming:
  - Wi-Fi Jammer using ESP8266 Node MCU module
  - Drone jamming equipment using AQUA Jammer & long-range Antenna
  - Face recognition Camera programmed on Raspberry Pi 4B using computer vision algorithms
  - Setting up of Wi-Max networks for inter post connectivity
- Chief Innovation Officer for developing advanced technological solutions

### EXPERIENCE CONTINUUM

- Developed "Attention Increment System". A fusion meditation technique that combines the power of transcendental & mindfulness meditation.
- Created "EKAM". A digital product (an android app) which helps you to remember your long-term vision. (Currently in user validation phase)
- Fabricating "Mypriority.in" – A WebApp that directs your thinking to prioritize people over tasks. (Currently at MVP stage)
- Authoring "Mind the Snitch"- An e-book that will have insights regarding the complex side of organizational experiences especially from the point of view of employees (In editing stage).

### ACHIEVEMENTS

- General officer Commanding Certificate of Appreciation for assisting troops with technological innovations to save precious lives, equipment and infrastructure
- Three-year consecutive winner for Idea-Innovation competition at Army Level.
- Fabrication & design of entire circuitry system of Light & Sound Show.
- A recent TOEFL score of 104

### EDUCATIONAL QUALIFICATIONS

- BTech in Computer Science & Engineering | 2011
- PGDM, Defence Studies & Management, Sports & HR Management | 2012
- MBA(Strategy & Marketing),Quantic School of Business & Technology (Pursuing) | 2023
- Statistics, R and python, Stanford Online | 2020

### CERTIFICATIONS

- Principled Negotiation Course, Yale online | 2021
- Certified Scrum Product Owner (CSPO) | 2019
- Enhanced Communication & People Skills, Dale Carnegie Training | 2018
- Design Thinking & Implementation, LinkedIn Learning | 2020
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## PK Bhattacharya

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### Rank: Captain (Indian Navy)

Arm: Indian Navy

Exp : 30 Years (+)

Age : 55 yrs

### SUMMARY

An accomplished, experienced and result oriented professional with over three decades of distinguished service having significant expertise and knowledge in articulating organizational vision statement, formulating long term perspective and developmental planning and project management. Have diversified and multifaceted experience and exposure ranging from operations and resource management to imparting skill based training, planning and execution of Maintenance, Repair and Overhaul (MRO) of submarines. A goaloriented administrator with vision and skill to formulate and implement Government policies and initiatives. Expertise in planning and procurement of defence equipment, budgeting and management of industrial programs and offsets. A dynamic leader experienced in dealing with critical mission requirements in adverse situation. Aspirant for a task oriented leadership role requiring vision, expertise and astute decision making.

# INTERNATIONAL BUSINESS MANAGEMENT

### CORE COMPETENCIES

- Acquisition Planning & Procurement
- Industrialization, Offsets and Counter Trade Operations
- Project Monitoring & Implementation
- Strategy, Operations & Logistics
- Skilled based training and Development
- Maintenance, Repair & Overhaul (MRO)

### EXPERIENCE

#### Director, Indian Ministry of Defence (IMoD)

- Formulation of offset policies and policy initiatives of Government of India, Ministry of Defence.
- Management of offset contracts including contract negotiation.
- Spearheading industrial interface between global OEMs and Indian industry.
- Impact analysis of offsets and industrialization in the country.
- Representation of IMOD in numerous national & international conferences on industrialization & offsets.

#### Joint Director, Naval Headquarters

- Formulation of long term perspective planning and short term planning for naval acquisition cases, budgeting.
- Contracts negotiation, implementation and monitoring of naval projects.
- Preparation of vision document of the Indian Navy viz. Technology Perspective, capability Roadmap (TPCR).

### EXPERIENCE CONTINUUM

#### Principal Control Officer of Submarines

- Planning and execution of strategic and tactical deployment of submarine assets.
- Participation in international maritime exercises, operational logistics and resource management.

#### Weapon Officer of Submarines

- Combat exploitation and performance analysis of all types of weapons and sensors.

#### Refit and Overhaul of Submarines

- Planning and execution of modernization, up-gradation and MRO of submarines.

#### Qualified Submarine Instructor

- Designing & development of skilled based submarine training and analysis of efficacy of modern training technique and implementation of contemporary training technology.

### ACHIEVEMENTS

- Drafted and formulated Defence Offset Policies of IMoD, Government of India since 2012.
- Crafted policy on enhancement of operational efficiency of the submarines.
- Commendation by the Indian Navy – Twice for professional excellence.
- Commended by the IMoD, GoI – Twice for outstanding contribution in management of defence offsets and conduct of international events like Aero India and DefExpo.

### EDUCATIONAL QUALIFICATIONS

- Business Management Course, IIFT, Delhi
- B Sc (Special)
- M Sc (Defence & Strategic Studies)
- M Sc (Under Water Science & Technology)
- Antisubmarine Warfare Course

### CERTIFICATIONS

- Training Technology, NIETT Submarine and
- Naval Engineering, NBCD, Electronics
- Weapons & Sensors, Communication & EW



## Praveen George

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### Rank: Commander

Arm: Engineering

Exp : 22 Years

Age : 44 yrs

## SUMMARY

A seasoned techno-logistics professional with domain expertise in managing strategic air and marine assets of the Indian Navy. Experienced in leading diverse teams executing pathbreaking projects, including being chosen to lead finalization of contracts for a multi-million-dollar aircraft sustainment program.

## CORE COMPETENCIES

- Program Management
- Contracts Management
- Maintenance Management
- Supply Chain & Logistics
- Quality Assurance
- Operations

## EXPERIENCE

- **Quality Head, Calibration and Testing Laboratories & Functional Audits**  
Heading NABL accredited ISO 17025:2017 compliant Mechanical, Electro-Technical and Petroleum labs. Audit of naval aviation Maintenance Repair & Overhaul facilities.
- **Chief Technical Officer (Aircraft Engineering), Naval Aviation Base**  
Airworthiness Authority of a major naval air base operating over 40 aircraft including deck-based fighter jets, jet trainers, reconnaissance planes and ship-based helicopters.
- **Functional Head, Marine Engineering Systems**  
Managing engineering operations and maintenance onboard a high value marine asset. Training of ships crew for damage control and firefighting operations.
- **Joint Director, Aircraft System Engineering, Naval Headquarters**  
Responsible for formulating and concluding aircraft fleet sustainment contracts, maintenance policy and setting up of 'Intermediate' level servicing facilities for latest induction Boeing & BAES, Advanced Jet Trainer aircraft fleets.
- **Functional Head, Marine Engineering Systems**  
Managing performance and serviceability of machinery onboard deep-sea survey ship. Responsible for planning and executing maintenance operations prior and during prolonged overseas deployment.
- **Functional Head, Engineering Systems, Fighter Aircraft Squadron**  
Heading maintenance management of mission ready aircraft carrier borne fighter jets. Planning and execution of servicing cycles through seamless spares management and ensuring continuous training of maintenance personnel.
- **Manager, Aero Engine Repair & Overhaul Facility, Naval Aircraft Yard**  
Managing overhaul and testing of Rolls Royce 'Pegasus' aero engines. Responsible for ensuring engine overhaul task, serviceability of technical infrastructure and spares availability.

## ACHIEVEMENTS

- Conclusion of a multi-million USD sustainment contract for Boeing fleet.
- Established robust servicing support for Boeing aircraft across India.
- Undertook life extension of a Russian helicopter without OEM support.
- Set up critical Intermediate level maintenance facility for fighter trainer aircraft.
- Established a world-class ISO 17025:2017 complaint Petroleum Testing Lab.

## EDUCATIONAL QUALIFICATIONS

- PGDM, Jamnalal Bajaj Institute of Management Studies, Mumbai University
- M. Tech Aeronautics (Mechanical), Cochin University
- M. Sc Marine Engineering, Cochin University
- B. Tech (Mechanical), Jawaharlal Nehru University
- Ab-initio training at National Defence Academy, Khadakvasala, Pune

## CERTIFICATIONS

- PMP (PMI, USA)
- Lean Six Sigma Green Belt (KPMG, India)
- Internal Auditor: AS 9100 D
- Internal Auditor ISO 17025:2017
- Executive Programme in International Business Management, IIFT, New Delhi (Pursuing)



## Puneet Pant

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**Rank: Commander**

Arm: Indian Navy

Exp : 23 Years

Age : 44 yrs

## SUMMARY

A highly versatile, enterprising and accomplished leader with multifaceted and cross functional experience and a distinguished background of achieving organizational objectives in dynamic, adverse and challenging environments as well as crisis situations. Adaptive / flexible, result oriented with good inter personal and communication skills, passionate about co-creating value and building productive relationships with all stakeholders. With over two decades of diversified leadership experience, extensive operational exposure and strong military ethics, seeking leadership role to explore and prove professional abilities in corporate world.

## CORE COMPETENCIES

- Strategy and Business Development
- Supply Chain Management
- Risk Management/ Safety
- Procurement(Defence Sector)
- Operations Management
- Program/ Project Management
- Compliance
- HRM/ Administration

## EXPERIENCE

- **Strategic Management.**
  - Displayed vision and dynamism whilst spearheading operations involving swift critical decisions in unpredictable environment with strategic ramifications.
  - Formulated new tactics and undertook revision of existing submarine operating procedures for pan Navy implementation.
- **Leadership**
  - Commanded two submarines and effectively delivered 100% mission accomplishment.
  - Mentored and evaluated aspiring Commanding Officers and Principal Control Officers of submarines at tactics and operations.
  - Evaluated, trained and inspected senior management, command teams and crew towards creating a cohesive and synchronised team.
- **Operations/ Risk Management**
  - Successfully planned, lead/participated and executed record number of critical missions in volatile and belligerent environment.
  - Planned and executed crucial national security and diplomatic joint exercises with Foreign Navies
- **Project Management.**
  - Team Leader for acceptance testing and approval of weapon systems from foreign vendors.
  - As project officer conceptualised and set up weapon simulator complex in absence of OEM support.
  - As HoD, undertook detailed planning and execution of Major Refit of two submarines.
- **Procurement**
  - Project Officer for multiple Capital and Revenue procurement cases upto 25,000Cr i.a.w. DPP16, DAP 20 and DFPDS 09. Profuse experience in all stages of procurement including vendor analysis, benchmarking, negotiations and pre and post contract management.
- **HRM/Training/ Safety/ Compliance**
  - Singlehandedly formulated, structured and pioneered training courses for German built submarines.
  - Trained and evaluated officers and men including Commanding Officers on all aspects of operations, safety and compliance to policies and SOPs.
  - Formulated and issued Safety and Compliance policies/directives and conducted comprehensive audits on safety, compliance and risk mitigation to safeguard personnel and assets.
  - Implemented HR policies and effectively managed responsibilities for efficiency, morale, welfare and administration of subordinates.

## ACHIEVEMENTS

- Maximum Dived hours by any serving/retired personnel pan Navy with solo record of 71 days endurance in challenging and constrained underwater environment.
- Only person to lead/participate in seven forward deployments including five record breaking endurance deployments.
- Awarded First Prize pan Navy (Cmde NOTT essay) for strategic service paper on Indo-China relations.
- Commended for professional excellence by Eastern and Western Naval Commanders.

## EDUCATIONAL QUALIFICATIONS

- MBA, Faculty of Management Studies, Delhi University (2022)
- M.Sc (Defence and Strategic Studies),University of Madras (2013)
- B.Sc (Special), Goa University (2022)
- Completed SSC and HSC from top residential Schools - Sherwood College, Nanital & Welham Boys School, Dehradun

## CERTIFICATIONS

- LSSGB
- LSSBB (pursuing)
- Certificate in Operations (NMIMS) (pursuing)
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)

# INTERNATIONAL BUSINESS MANAGEMENT



## Rajan Bhatla

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### Rank: Wing Commander (Retd)

Arm: Indian Air Force

Exp : 21 Years

Age : 42 Years

### SUMMARY

Accomplished officer and Aviator. Completed 21+ years of commendable service in the Indian Air Force. Highly skilled in team management and cohesion building. Highest standard of initiative, bearing, appearance and teamwork. Eager to pursue a carrier in Management based on culture and values I imbibed in the Armed forces. Looking forward to work in an organisation where my decision-making skills, leadership qualities and experience will be optimally utilized.

### CORE COMPETENCIES

- Adaptability
- Operations Management
- Project Management
- Risk Analysis, Management & Mitigation
- Excellent communication skills
- Decisive decision making
- Presence of mind

### EXPERIENCE

#### Operational & Risk Management

- Results focused professional with strength in strategic planning and supervision.
- Active experience in managing critical operations under pressure situations and deadline driven environment.
- Supervised all operational activities of the Squadron during times of continuous heightened tensions at the border.
- Planned technical activities including supply chain management to ensure optimum utilisation of assets.
- Exceptional operational planning, ensuring aircraft airworthiness for Economy of effort.
- Strategized & Implemented measures to curtail the effects of Covid-19 by generating awareness, improvising medical oxygen supply for hospital and quarantine centers.
- Developed and implemented effective Accident prevention plan for one of the largest air bases.

### EXPERIENCE CONTINUUM

#### Leadership & Human Resources Management

- Directed the mentorship and career progression of 45 subordinate officers and 300 personnel.
- Supervised conduct of safe Air Operations of one of the biggest Air bases without compromising efficiency.
- Spearheaded the disaster mitigation & management programme with district authorities. Led security and procedural audit.
- Lead Community outreach and solid waste management programme.
- Actively organised and supported environmental awareness programmes, Plantation drives, Public health and safety workshops.

### EDUCATIONAL QUALIFICATIONS

- Masters in Aviation Law And Air Transport Management – NALSAR University Of Law, Hyderabad – 2018.
- Bachelor of Science, Jawaharlal Nehru University, New Delhi – 1999.

### CERTIFICATION

- Airlines Transport Pilot License (ATPL) from DGCA of India
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



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**Rank: Wing Commander**  
Arm: Indian Air Force  
Exp : 21 Years  
Age : 53 Years

### SUMMARY

- A Seasoned officer with 21 years military experience in leading HR, Security/Intel and Loss prevention operations.
- A result oriented Professional with an exceptional ability to 'Get things done on Ground'.
- Expertise in establishing policies, process, leading large teams, liaising, coordination, controlling budgets through strategic planning and effective execution as per vision of the organization.
- Avid learner with penchant for technological adoption and transformation.
- Proven capability for innovation driven decision making.

### CORE COMPETENCIES

- HR/General Administration
- Security & Intelligence-Risk/Audit Management
- Excellent communication skills & Decision - making
- Presence of mind
- Procurement/cost analyst

### CAREER HIGHLIGHTS

#### HR & General Admin

- Results focused professional with strength in strategic planning and supervision.
- Active experience in managing critical, time bound HR/General Administration projects under critical situations and deadline driven environment.
- Supervised all HR/Gen Admin activities including procurement/audit of the Stations during times of continuous heightened tensions at the border.
- Exceptional Admin planning, ensuring availability of men & material with Economy of effort to undertake core operations.
- Strategized & Implemented measures curtail the effects of Covid-19 by generating awareness, improvising medical oxygen supply and provision of testing kits for hospitals and quarantine centers.
- Skilled in implementing stringent security and safety measures for Security/safety of high-value assets and Effective in resolving security & vigilance challenges with effective liaising skills
- Excellent in reviewing compensations & benefit plans, reward & recognition policies & ensuring two-way effective communication

### EXPERIENCE CONTINUUM

#### Leadership & Risk-Security/Intel Management

- Directed the mentorship and career progression of 08 subordinate officers and 200 personnel.
- Executed Security/Intelligence for Airbases on Western front without compromising efficiency.
- Spear headed the disaster mitigation & management programme with district authorities in Upper Assam.
- Lead Community outreach and solid waste management programme.
- Actively organized and supported environmental awareness programmes, Plantation drives, health and safety workshops.
- Developed and implemented effective physical Security SOP/ plans towards prevention of security breach/ tress-passing for 02 front line Advance landing grounds (ALGs) in Indo-China border in NE frontiers.

### ACHIEVEMENTS

- Chief of the Air Staff Commendation Medal, 2009
- General Officer Commanding in Chief Western Command Medal 2009
- Air Officer Commanding in Chief Eastern Air Command Medal 1998
- Represented Haryana Under-19 Cricket 1986-87
- Represented Air Force Cricket Team 1989-97

### EDUCATIONAL QUALIFICATIONS

- MBA(International Marketing) 2003-04
- MA (Public Administration) 1992-93
- BA ( Pol Science/Sociology/History) 1989-92

### CERTIFICATIONS

- HR Management& Appraisals Course in Jan-Nov 2006
- Intermediate HR/Air Staff Course in Jan-Jun 2010
- Advance General Admin Professional Course in Sep-Oct 2010
- Interview/Interrogation Course at AFIS Sep-Oct 2010
- Advance Cyber Crime Course 2013
- Join Intel Course with IB 2013
- VVIP/VIP Security course at NEPA Police Academy (NE) 2019
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing) 2022



## Ramu Ranganathan

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### Rank: Colonel

Arm : Indian Army

Exp : 21 Years

Age : 45 Years

### SUMMARY

Indian Army Officer with 21 years of diverse experience in Operations Planning, Supply Chain Management, Financial Planning and Budgeting Control, Business Excellence, Process Improvement & Transformation, Program & Project Management, Risk Management, Human Resource Management, Training & Development and Leadership roles in multi-cultural environment

### PROFESSIONAL COMPETENCIES

- Leadership in Multi-Cultural Environment
- Operational Planning at Strategic Level
- Supply Chain Management
- Human Resource Management
- Training and Development
- Financial Planning
- Process Improvement/Transformation
- Program and Project Management

### CORE STRENGTHS

- Job Ownership
- Team Work
- Result Orientation
- People Management
- Working through Ambiguities
- Adaptability
- Negotiations

### EXPERIENCE

#### Operations and Supply Chain Management

- Headed a large sized organization of 550 mid and junior level managers and operationalized four green field projects.
- Enhanced operational efficiency of the organization by process improvements/transformations.
- Ensured Business Excellence through creation of value for stakeholders by analyzing and improving profitability of multiple commercial ventures.
- Planned and executed Warehousing project including inventory management for perishable items.
- Automated and Optimized Supply Chain and Logistics operations by realigning parameters and networking six supply depots, thereby ensuring zero misses.
- Conceptualized and carried out Financial Planning, for a new logistic support model by leveraging multi modal transportation systems.
- Planned and implemented cross docks for, sustenance critical services, with support from 3PL service providers after thorough risk analysis. Served as the primary point of contact for customer related issues.
- Formulated Safety programs, ensured compliances to safety policies and achieved 100% safe/incident free work environment.
- Ensured strict Quality Control measures, saving cost to the organization.
- Coordinated the efforts of multiple anti-pandemic teams towards establishment of COVID-19 isolation facilities for 3000 patients.

### EXPERIENCE CONTINUUM

- Designed policies, identified and prioritized key result areas for team development.
- In an organization of 550 members, trained, upskilled and identified talent based on requirements, carried out annual performance evaluation and built leadership bench strength of 30 mid-level managers.
- Maintained organizational culture, instituted an eco-system to redress grievances and conflict management, thereby, boosting Gross Happiness Index.
- Designed, automated and implemented Training and Development models for multi-national trainees.
- Refined security policies, planned and executed security operations and trained team members on legal compliance in VUCA environment.
- Trained quick reaction teams for fire, cyber security, garrison security, water security and food security to reduce response time.

### ACHIEVEMENTS

- Establishment selected for UN Peacekeeping Operations | 2019
- Army Commander's Unit Citation for Operational Excellence | 2017
- Army Commander's Unit Citation for Outstanding Performance | 2014
- Led a team on a cross functional training project to Singapore (SAFTA) | 2011
- Chief of Army Staff Unit Citation for Outstanding Operational Excellence | 2003

### EDUCATIONAL QUALIFICATIONS

- M.Sc, Pune University
- B.Sc (Hons) Mathematics, Sri Venkateshwara College, Delhi University
- MBA (Operations Management), NMIMS (Pursuing)
- Diploma in Business Management, NMIMS
- Diploma in Industrial Psychology, Indian School of Labour Education, Chennai
- Diploma in Labour Welfare, Indian School of Labour Education, Chennai IIFT
- Diploma in Senior Level Management, Indore University
- Professional Diploma in Software Technology and Systems Management, NIIT

### CERTIFICATIONS

- Project Management Professional (PMP), PMI
- Lean Six Sigma Green Belt, KPMG
- Registered Scrum Master, Scruminc
- Organizational Behaviour, CDM, Secunderabad
- International Business Management (Pursuing),



## Rishabh Rijal

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**Rank: Major**

Arm: Indian Army/Artillery

Exp : 10 years

Age : 33 years

### SUMMARY

Responsible, proactive, and diligent - Major Rishabh is an Indian Army officer with a record of exemplary service. He is also a recipient of the prestigious Commendation Card from the Chief of Army Staff. With an undergraduate degree in Computer Science Engineering (Class of 2011), Major Rishabh has ten years of professional experience in Defense Management and Strategies with a focus on Operations Management, Supply Chain Management and Logistics Management. Furthermore, Major Rishabh is highly experienced in navigating complex situations with cross functional teams from diverse backgrounds. He has a strong leadership and management experience, with a reputation in the unit as a dependable team player and an empathetic leader. Rishabh also excels in communication and stakeholder management

## INTERNATIONAL BUSINESS MANAGEMENT

### CORE COMPETENCIES

- Operations Management
- Supply Chain and Logistics Management
- Program and Project Management
- Communication and People Management
- Administration, Security, Incident Management
- Executive Leadership and General Management

### EXPERIENCE

Indian Army

#### Battery Commander, June 2019 – March 2022, Jammu, India

- Spearheaded more than 100 counter-insurgency operations aimed at collecting vital military intelligence to improve overall operational planning and regional border defense security.
- Defined operational and surveillance planning by collaborating with cross-functional teams and other neighboring security forces, and thereby drove the execution and delivery of established roadmap leading to successful mission completion.
- Successfully performed the role of Officer-in-Charge of Quarantine Facility for the unit thereby administrating strict adherence to COVID-19 pandemic guidelines leading to effective control of COVID-19 spread in the regional sector.

#### Company Commander, August 2016 – May 2019, Manipur, India

- Planned, coordinated, and executed cross-functional and cross-organizational defense operations to negate illegal and anti-national activities.
- Coordinated supply and inventory management for the unit and the subunits pertaining to ration, equipment, and ammunition.
- Defined, planned, and executed more than 20 civic action programs and workshops dedicated towards the social welfare and upliftment of the local population in one's area of responsibility.

### EXPERIENCE CONTINUUM

#### Battery Second-in-Command, March 2014 – July 2016, Secunderabad, India

- Led multiple operations and logistics planning sessions with sub-unit members in relation to the fundamentals of mobilization scheme to improve the response time and strategy.
- Executed the role of unit Canteen Officer, conducting tasks such as procurement, vendor negotiations, inventory management, and scheduling for grocery /non-grocery items.
- Executed the role of Officer-in-Charge of Central Ammunition Dump, conducting tasks such as security management, storage management and risk management.

#### Battery Leader, October 2012-February 2014, Leh, India

- Led multiple administrative and operational planning sessions with sub-unit members for mobilization at High Altitude Region to enhance emergency response time and strategy.

### ACHIEVEMENTS

- Awarded Chief of Army Staff Commendation Card(Gallantry), 2020
- Nine Years Long Service Medal, 2021
- Awarded Special Service Medal, 2020
- Awarded Sainya Seva Medal, 2020
- Awarded Samanaya Seva Medal, 2017
- Awarded High Altitude Medal, 2013

### EDUCATIONAL QUALIFICATIONS

- Diploma in Junior Level Defense Management, 2019 - Devi Ahilya Vishwavidyalaya, Indore, India
- Diploma in Advance Weapon System, 2016 & Basic Weapon System, 2013 - Savitribai Phule Pune University, Pune, India
- PG Diploma in Defense Management and Strategic Studies, 2012 - Madras University, Chennai, India
- Bachelor of Technology in Computer Science Engineering, 2011 - Sikkim Manipal Institute of Technology, Sikkim Manipal University, Majitar, India

### CERTIFICATIONS

- Certification - Certified Scrum Master from Scrum Alliance, 2022
- Certification - Web Application Development, Micro Pro, Kolkata, 2010
- Certification - Attained 'A' Certificate from National Cadet Corps., 2004
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Rupesh Kumar Sharma

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**Rank : Lieutenant Colonel**

Arm : Army Air Defence

Exp : 24 Years

Age : 43 Years

### SUMMARY

Over 24 years of intensive experience in 'Operations Management' interspersed with challenging roles in 'Procurement', 'Logistics', 'Projects' & Admin & HR'. Managed Multinational OEMs & Vendors while executing Procurement Projects from inception to Post Contract Management. A self-starter with strong interpersonal & communication skills. Team player, seeking challenges & generating out-of-box solutions. Strong belief in character & values. Quick learner & adaptable to changing organizational requirements. Seeking opportunities in Operations, Procurement, Supply Chain Management, Administration, Security, Admin and CSR

### CORE COMPETENCIES

- Operations
- Procurement
- SCM
- Admin & HR
- Training

### EXPERIENCE

- Worked in Pvt Ltd/Pub Ltd Company and Central Govt before joining Armed Forces (3yrs plus)
- Supply Chain Management for Large Size Force (Appt dealing with Operational Logistics and Peace Time Logistics)
- Procurement Projects of Weapon Systems for Army Air Defence & Services (Jt Director Appt dealing with Projects involving Multinational Vendors for Air Def Gun Sys, Msl Sys, Gun and Msl Mix sys, Rdrs, Sensors, UAV/Tgt Support Sys, Anti-UAV Sys-Soft and Hard Kill options)
- Infrastructure Development Projects & Coord/Supervision for outsourcing Contracts (Appt dealing with Peace Time infrastructure creation and management including maintenance and sustenance of services)
- Operations in Counter Insurgency Areas of J&K and North East handling part of Unit operations
- Disaster/Crisis Management Operations (Flood Relief/Riots Control etc - Gujarat)
- Administration, HR & Training of pers in Unit (Regimental Duties for about 14 yrs)
- Equipment Management in a Technical Arm like Army Air Defence dealing with various kind of Wpns Sys/Eqpt like Air Def Guns and Small Arms, Radars, Comn Eqpt and wide range of Vehicles (Battery Commander, Technical Eqpt Offr & Quarter Master)
- Experience of Raising a New Large Size Force in Field (North East) handling Operations, Logistics(coord induction of entire force along with Wpns, Eqpt, Supply, Stores, Rations and infrastructure development etc), Admin and Training of Pers.

### EXPERIENCE CONTINUUM

- Total Experience of 24 yrs incl Pvt/Public Ltd Company, Central Govt (Ministry of Science and Technology and Indian Armed Forces)
- 1997-98 - Executive at Metfoils India Ltd, New Delhi (Assisted CMD directly)
- 1998-2000 - Executive at Punj Lloyds Ltd, New Delhi (Legal & Admin Section)
- 2000 - India Meteorological Deptt, Ministry of Science & Technology, New Delhi (Vigilance Section)
- 2000 - Till Dt. Serving in Indian Army(AAD), Ministry of Defence. Present Rank – Lt Col.(Premature retirement by Sep 2022)

### ACHIEVEMENTS

- Capital Procurement Projects of Weapon System of Army Air Defence and Tri-Services cases at various stages of procurement were taken to culmination or next stages of procurement cycles (inception to post contract mgt) dealing with Multinational Vendors including Trials abroad (Russia & South Korea).
- Supply Chain Management of Large Size Force incl plg, coord and execution of full scale mobilisation, establishment of Logistic Base and mov of Base with prog of ops (Pers & Eqpt).
- New Raising of a Large Size Force(Pers & Eqpt) in CI envt incl Operations, Logistics, Administration and Training of pers.

### EDUCATIONAL QUALIFICATIONS

- Masters (Defence Science), Pune University
- Masters (Military Science-Weapon Technology), Behrampur University
- Executive Programme in International Business Management, IIFT, New Delhi (Pursuing)

# INTERNATIONAL BUSINESS MANAGEMENT



## Sachin George Sam

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### Rank: Squadron Leader

Arm: Indian Air Force

Exp : 10 Years

Age : 31 Years

### SUMMARY

A highly motivated and goal oriented military professional with 10 years of critical experience in handling Operations, Security, Logistics Management, Project Management, HR Management and General Administration.

### CORE COMPETENCIES

- Operations Planning
- Project Management
- Supply Chain Management
- Security

### EXPERIENCE

#### Operations and Security

- As Commanding Officer of a Transportable Radar Unit in IAF, led cross functional teams of over 100 technicians, non-technicians, non-combatants and DSC personnel in order to extent Air Defence cover in Indo-Pak boarder and Jodhpur sector of South Western Air Command.
- Accomplished more than 10 military deployments with over 3000 kms of accident-free convoy movements which demands meticulous end to end planning.
- As Counter-Intelligence Officer in Jodhpur sector, ensured constant liaison with civil counterparts in flow of unbiased specific intelligence information and effective neutralizing of local or foreign threats.

#### Supply Chain Management and Project Management

- As Senior Technical Officer of a premier Radar Squadron in Andaman and Nicobar Islands, implemented electronic Maintenance Management System in Radar squadron to integrate with Integrated Air Command and Control Centre of Indian Air Force.
- To ensure longevity of radar exposed to saline environment, planned, coordinated and executed Costal rotation of 150 Ton Radar system with main land system via Air and Road.
- Planning and installation of critical Air Defence radar system in multiple islands of Andaman and Nicobar archipelago.

#### Training and HR

- As Commanding Officer, ensured team building, skill development, motivation, discipline and welfare of 100 plus subordinates.

### ACHIEVEMENTS

- Prestigious Commendation by Air Officer Commanding- in Chief Andaman and Nicobar Command for leadership and dedication to duty.
- Distinction of being one of the youngest officer to command a front line Air Defence Mobile Unit

### EDUCATIONAL QUALIFICATIONS

- B. Tech in Electronics and Communication Engineering from MG University
- Post Graduate Diploma in Aeronautical Engineering VT University
- Basic Air Staff Course for Officers from AFAC Coimbatore

### CERTIFICATIONS

- Lean Six Sigma Green Belt from KPMG
- Financial Planning Banking & Investment Management from NSE Academy (pursuing)
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Samedha S Naik

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### Rank: Commander

Arm: Indian Navy

Exp : 14 Years

Age : 38 Years

### SUMMARY

A dynamic, versatile and Agile military technocrat with 14 years of experience, leading people, managing projects, improving processes, driving strategic initiatives and adding value. Seasoned in programme and project management, negotiations of contract and cost management risk evaluation and mitigation, sourcing and procurement, resource and people management. With 12 years of extensive training experience and high inclination towards research and simulations through programming.

### CORE COMPETENCIES

- Training and Development
- Information Technology
- Programming Skills
- Research and Development
- Human Resource and Development
- Team building and mentoring

### EXPERIENCE

#### Training and Evaluation

- Instrumental in Training the sailors at Sailors training base, Chilka to Young Officers at Indian Naval Academy (INA) for 6 six years.
- Trained Senior Officers in the navy upto rank of Director, at Naval Training Institute of Training Technology
- Core person in formulation, modification and implementation for training methodologies for scientific training at various training establishment PAN Indian Navy.
- Trained the trainers to conduct training Design and Evaluation.
- Course officer for officers attending Training Tech.
- Trained wide spectrum viz. Officers from Friendly Foreign Nations, Indian Navy, Indian Army, Indian Air Force, Indian Coast Guard and training managers of other allied govt. institutions.
- Instrumental in preparation of Annual Training Program for Officers and Other Ranks.
- Training performance evaluation using statistical data and analysis.
- Regular training to personnel on IT and Info Security.
- Directed various courses as course officer.

#### Leadership and Administration

- Handled HR / Administration issues in various capacities which included manpower planning /allocation.
- Ensured fool proof Information Security of various Units and establishment by Implementation of stringent Infosec polices.

#### Human Resource Management

- As Naval Recruitment officer - Carried out recruitment drives in remote locations & successfully conducted and coordinated various stages of recruitment at Naval Recruitment Establishment (NRE) viz. Chilka, Kolkata and Goa for more than 3000 candidates/day.

#### Infrastructure and Resource management

- Setting up of LAN facilities, procurement of technologically rationalised hardware and software.
- Creating state of art libraries and planning strategies for improving its utilization.
- Formulated agreements and concluded Annual Maintenance Contracts for IT infrastructures and Training Aids.
- Formulated agreements for MOU with Various collages to enhance quality of academic, technical education and augmenting exiting opportunity for Indian Navy personnel and their families.

#### Marketing and Publicity

- Conducted publicity drive, motivational talks at various schools and actively participated in job fairs for West Bengal and North eastern states, singlehandedly.
- Organised Ship visits for schools in West Bengal and collages in
- Mentored Officers for Media training which includes Commanding Officers and EXOs PCT Media courses.

#### Project Implementation and Management

- Implementation and setting up of Last mile connectivity for Indian Navy Online Examination System.
- Design, Testing and Implementation of maiden Naval Recruitment & Biometric Authentication System (NRBAS).
- Implementation Online Feedback Management System (OFMS) for post training analysis work places.

### ACHIEVEMENTS

- Published scientific papers in four international journals viz IEEE, Autonomous Under Water sensor UWSN, Springer and International Journal of Wireless & Mobile Network.

### EDUCATION QUALIFICATIONS

- BE (Comp. Engg), Goa University
- MA (Edn), Pursuing
- MTech (Comp. Sc), DIAT Pune

### CERTIFICATIONS

- Spl in Software Testing, ISTQB, Pune
- Training Design and Management, NIETT
- Course in International Business Management – IIFT, Delhi (Pursuing)
- Training Technology, NIETT
- Certified Scrum Master - Scrum Alliance

# INTERNATIONAL BUSINESS MANAGEMENT



## Sanjeev Kumar Gyawali

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Rank : Lieutenant Colonel

Arm : Army

Exp : 15 Years

Age : 38 Years

### SUMMARY

Humble, avid meditation practitioner, empathetic and goal oriented Armed Forces veteran with 15+ years of experience as an Administrative Executive leading various projects, programmes and policies under Armed Forces Medical Services. Proactive and organized with critical thinking in heading multi-speciality operations and medical affairs with key focus on optimal utilization of resources via manpower planning, management liaisons and decisive presentations. Also adept in accounting of public and other funds, indenting and procurement procedures. Experience in academics and clinical expertise in oral health care and related surgical procedures.

### CORE COMPETENCIES

- Administration and Leadership
- Operations and Hospital Management
- Supply Chain and Logistics Management
- Projects Management
- Academics and Clinician

### EXPERIENCE

#### Operations, Hospital Projects, Supply Chain Managements and Logistics

- Played an active role in establishment of new 45 Bedded Field Hospital in High altitude area of Ladakh
- Actively **led and planned various mobilization exercises** wherein a forward surgical centres (FSC) and advanced dressing stations (ADS) had to be set up at ad hoc locations providing strategic medical support to the troops during operations in short notice (within 48 hrs).
- Organized and led many large scale Public Health related programmes in Field/Counterinsurgency/High Altitude/ Peace areas for the benefits of local population and ESMs. Organized and led various welfare related activities including Health Camps for retired Gorkha troops and their families in **Nepal**.
- Led the activities of indenting, procurement, distribution, auditing, stock taking and maintenance of various logistical stores, CSD stores and medical stores including disposal of salvage stores.

### EXPERIENCE CONTINUUM

#### Administrative Executive, Leadership, Academics and Clinical

- As an Administrative Executive, performed the tasks of managing human resources in disciplinary control, timely leave planning, proper distribution of duties and periodic check of performance.
- Experience of leading, training and overseeing more than 350 human resources at a time.
- Leading timely management including audit of Public Funds and other Non Public Funds.
- Academic experience as a Lecturer in Dept. of Periodontics at Army College of Dental Sciences, Secunderabad mentoring and guiding students in clinical excellence.
- Clinical expertise in routine and specialized Dental treatments including related surgical procedures.

### ACHIEVEMENTS

- Commanded a well established Military Dental Hospital which includes looking after its overall administration and providing comprehensive oral health care to more than 10,000 troops, their families, Ex-Servicemen and civilians.
- Played an active role in establishment of new 45 Bedded Field Hospital in High altitude area of Ladakh.

### EDUCATIONAL QUALIFICATIONS

- Bachelor of Dental Surgery (BDS), Army College of Dental Sciences, Secunderabad

### CERTIFICATIONS

- Hospital Management
- Agile Scrum Master
- Lean Six Sigma
- Project Management
- Leadership Course(MOBC, Army)
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Santa Dilbahadur Khattri

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### Rank: Major

Arm: Indian Army/ Inf + Armd

Exp : 15 Years

Age : 37 Years

### SUMMARY

A seasoned and inquisitive professional with 15 + years of experience in leading cross functional teams across multiple disciplines in the Army and Corporate. A Military leader and an operations specialist with the expertise in strategic and tactical planning. A unique blend of Military ethos and the corporate professionalism.

### CORE COMPETENCIES

- Supply Chain Management
- Operations Management
- Resource Management
- Project Management
- HRM/ Administration
- Risk Management/ Safety
- Quasi Diplomacy
- Negotiation Skills
- SAP (Sales & Distribution)

### EXPERIENCE

#### Indian Army

- Successfully executed 50+ operations along LoC.
- Executed WHAM (Winning of Hearts and Minds) activities in Poonch & Sikkim.
- Oversaw the tedious bureaucratic process of transfer of Land from Sikkim Govt to the Army.
- Liaised with the Nepalese Diplomats and Military officials to mitigate strains in Diplomatic relations during 2020.
- Ensured smooth conduct of Border Personnel Meeting with PLA at Nathu-La.
- Oversaw the supply chain & inventory management for 850 men at 15000 Feet, amounting to approx. Rs 5 Cr per annum.
- Oversaw safe transshipment of strategic assets worth Rs.1000 Cr approx to forward locations.

#### Corporate Sector

- ICICI Lombard – (Sales Executive)
- Cross-Selling to existing customers.
- Product Pitching and converting calls to sales.
- Built and nurtured a team of 5 towards achieving the target.
- Accenture BPO (Customer Service Associate)
- Best Conversationalist in the Training 'Early Engagement' Batch-2007
- On Call solutions to AT&T customers (American Process)
- Coached fresh trainees on Voice & Accent
- Siemens (SAP Logistics SD Consultant)
- Third-party Consignment Process
- Inter-Company Process

### ACHIEVEMENTS

- Award of Excellence – (Chinese Army)
- Instructor Gradings in Young Officer's Course
- Best Student – SAP (Sales & Distribution Module) Siemens
- Best Conversationalist (V & A Test by AT & T-Accenture)

### EDUCATIONAL QUALIFICATIONS

- PGDM in Finance from NMIMS (Pursuing)
- PG Diploma in Defence Management and Strategic Studies-University of Madras
- B.Sc (Information Technology) MCC-Mumbai University

### CERTIFICATIONS

- Finance & Accounting – Stock Mkt Architecture
- Lean Six Sigma Green Belt
- Supply Chain Mgt Fundamentals
- SAP (Sales & Distribution)
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Shubham Dora

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**Rank: Lieutenant Commander**

Arm: Navy/ Executive/ Surface

Exp : 10 Years

Age : 32 Years

### SUMMARY

A dynamic, young, and dedicated Naval Officer with ten years of leadership experience. An imaginative and adaptable individual with techno-commercial competence having experience in project and operations management, resource optimization, policy and procedure development, and developing indigenous techniques to achieve goals at lower costs. Strong believer in leading by example and adept at working in difficult conditions and adapting to new situations. Seeking challenging roles to help the organisation accomplish its objectives while also achieving personal excellence.

### CORE COMPETENCIES

- Operations Management
- Risk Management/ Safety
- HRM/ Training
- Program/ Project Management
- Supply Chain Management
- Cross Functional Team Leadership

### EXPERIENCE

- 10 years of expertise as an Executive Officer in charge of big, diverse teams and sophisticated military technology and weaponry in order to meet the organization's operational objectives on time.
- Successfully planned and led many critical missions of Indian Navy including operations at sea, war exercises with friendly foreign navies, setting up of new unit/organisation and physical infrastructure development.
- Ensured optimum asset management through seamless planning and execution of Operation cum Maintenance Cycle of all maritime assets.
- Demonstrated decisive crisis management ability by single-handedly coordinating damage control efforts onboard two Naval platforms.
- Trained and evaluated officers and men on all aspects of operations, safety and compliance to policies and SOPs. Implemented HR policies and effectively managed responsibilities for efficiency, morale, welfare and administration of subordinates.
- Formulated and revised existing SOPs for onboard execution, resulting in on-time and incident-free operations.
- Extensive experience of interaction/working with civil agencies, diplomats, and foreign navies, including Australia, Russia, and Singapore.
- Expertise in Contract Management. Efficiently handled public and non-public funds for various procurement to efficiently meet the day to day running of the organization. Led teams towards conclusion and execution of contracts.

### ACHIEVEMENTS

- Led successful construction and commissioning of multiple high technology equipment on a new Indian Naval platform worth INR 200 Cr approximately.
- Conceptualised & organised 4 - day long multinational mega event that experienced 25,000 footfalls at a total cost of 1 Cr, with a small team of 50 personnel.
- Commendation by The Flag Officer Commanding in Chief, Eastern Naval Command for 'Devotion to Duty'
- 'Second in Overall Order of Merit', Fire Fighting and Damage Control Specialisation Course, INS Shivaji, Pune

### EDUCATIONAL QUALIFICATIONS

- B.E. Marine Technology, AMET University, Chennai 2007 – 2011
- PGDBM Operations (Pursuing), NMIMS, Mumbai 2020 - 2022

### CERTIFICATIONS

- Fire Fighting & Damage Control Course, INS Shivaji
- Basic Radiation Safety Officer Course, BARC
- Advanced CBRN Course, CME Pune Disaster Management Course, CME Pune
- Leadership & Behavioural Sciences course, Kochi
- Certificate program in International Business Management IIFT, New Delhi 2022



## Sonika Arora

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### Rank : Lieutenant Colonel

Arm: Army Ordnance Corp

Exp : 22 Years

Age : 45 Years

### SUMMARY

A Resolute and a committed professional with 22 years of experience as a Logistics Officer. Led and managed complex Supply Chain Management functions and implemented change management. Executed and part of SAP ERP Project on automation of Supply Chain of the Logistics Support. Held Leadership roles in Operations and HR Management to attain organizational goals. Apt at engaging in cross-vertical leadership for the best possible results. Seeking Leadership role in Operations and Project Management to attain organizational goals..

### CORE COMPETENCIES

- Project Management
- Operations Management.
- Supply Chain Management in an ERP environment.
- Team Building and Effective Leadership.
- Risk Analysis and Crisis Management.
- 3PL Management -Transportation/ Warehousing
- E2E Product Lifecycle Management.

### EXPERIENCE

#### Operations Management

- Sourcing and Provisioning of Inventory Pan India. End Mile Deliveries.
- Handled Operations and management of strategic defense equipment worth INR 500 cr.

#### Project Management

- Planned and executed implementation of ERP solution for automation of inventory to include Digitization of inventory and end to end online integrated functioning.
- Post implementation, operationalized WM, EM and HCM Modules.
- Asset management and timely delivery of Project Deliverables at 29 end user locations.

#### Supply Chain and Logistics Management

- Supply Chain Operations in Large scale logistics installations.
- Executed logistic support in terms of Procurement, Data Analysis and Provisioning of stores during active operations in diverse terrain.

#### Facilities Management

- Handled all aspects of Estate Management to include Security, Asset Management and Essential Services.
- Planning and Coordination for the raising of NCC units in NCC Directorate of Karnataka and Goa.

#### Leadership Skills

- Training, Motivation, Career Planning, Counselling, Discipline and Grievance Handling of approx. 4000+ individuals.
- Handled ethnically and culturally Diverse workforce
- Adept at handling stress management issues within the organization

#### Transformation and Change Management

- Handled conversion from manual to automated logistic operations.
- Managed relocation of Logistic bases.
- Ensured SLA and agreed timelines /milestones were met in the Project implementation

### EDUCATIONAL QUALIFICATIONS

- Bachelor in Arts - Jammu University
- Bachelor in Education - Jammu University
- Diploma in Materials Management - Rani Durgavati University

### CERTIFICATIONS

- Leadership Capacities and Potential among Professional Women - IIM Ahmedabad
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)
- LSSGB, KPMG
- NCC RDC98



## Srikant Raman Punugu

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### Rank: Commander

Arm: Indian Navy

Exp : 22 Years

Age : 44 Years

### SUMMARY

Senior Program Management Professional with 22 years of hands-on experience, leading complex strategic projects with effective leadership and management. Always striving to employ responsible leadership principles with management practices, through a system thinking approach, proactive stakeholder engagement, requirements understanding and risk analysis to meet objectives and goals.

### CORE COMPETENCIES

- Program Management
- Project Management
- Stakeholder Engagement
- Product Lifecycle Management
- Requirements Analysis
- Risk Management & Analysis
- Strategic Analysis
- Data Analysis
- Team Process Enhancement
- Cross-Functional Team building & Management
- Team Process Improvement
- Responsible Leadership practices

### EXPERIENCE

#### Strategic Projects Management & Analytics

- Planned, Executed, Monitored and concluded Strategic Projects for Indian Navy and DRDO with effective Program Management procedures and processes. Including optimal utilisation of budget and cost reduction measures of over 15 cr to complete projects on time. Recently accomplished completion of an Underwater Launch Pontoon (UWLP) at an optimal cost of 700 cr (approx.) in close collaboration with prime contractor M/s L & T.
- Employed regression modelling for generating system exploitation policy for achieving optimum ejection velocity for the torpedo tube of UWLP ensuring successful accomplishment of weapon trials
- Ensured Major and timely overhaul project of submarine within 275 cr, managing funds optimally and undertaking cost reduction of over 10 cr alongwith safe and effective integration into mainstream naval operations

#### 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

- Safe and timely integration of Submarines into mainstream naval operations with well managed network of logistics and supply chain to meet spares requirements.
- Planned, executed and accomplished safe transportation of UWLP from Hazira to Visakhapatnam by effectively engaging with all stakeholders, to meet all logistic requirements at 15 cr less than estimated budget.

### ACHIEVEMENTS

- Awarded Secretary DRDO Commendation – 2022
- Awarded Flag Officer Southern Naval Command Commendation -2010

### EDUCATIONAL QUALIFICATIONS

- MSc Defense & Strategic Studies (Madras University)
- MSc Underwater Armament & Sensors (CUSAT)
- Post Graduate Diploma Programme in Data Sc & Business Analytics (Great Lakes/Austin Texas comb)
- Post Graduate Diploma in Design Thinking from Symbiosis (Pursuing)

### CERTIFICATIONS

- PMP®, IPMA-Level 'C', CSM®, LSSBB, SaFE(Agile), KANBAN(KMP-1)
- Certificate in Operations Management (NMIMS)
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)



## Surya Kant Singh

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### Rank: Major

Arm: Indian Army/Engineers

Exp : 11 Years

Age : 35 Years

### SUMMARY

A professionally competent military leader with hands on expertise in leading troops, projects and infra management and adept at resolving problems by communication and coordination. A self-driven and result oriented professional with a total experience of 10+ years of experience in handling roles in Manpower optimization, human resource planning, logistic and administrative support including facility management and security.

### CORE COMPETENCIES

- Man Management/HR
- Administration
- Security
- Facility Management
- Logistic support

### EXPERIENCE

#### Man Management/HR

- Managed HR operations for 800 military personnel including manpower optimization selection of men for the task, documentation, legal issues, training and welfare.
- Managed OJT and selection and timely rotation of troops as per the tasks assigned.
- Coordinated with different departments for movement and other administrative requirements of troops for the effective and timely execution of the task.

#### Administration

- Managed core internal administrative functions of the department working in tandem with other departments.
- Efficient functioning of Army canteen by ensuring effective inventory management, Smooth functioning of supply chain and integrating real time accounting measures.
- Identified demand gaps to provide seamless inventory management and planned yearly/quarterly repair and maintenance of the critical equipments.
- Performed thorough analysis of inventory and ensured its effective utilization, identified needs and procured the right equipment, maintained data and reduced expenses.

#### Security

- Devised and directed measures to maximize the security of assets worth multi crores INR, strengthened access control both physical and digital.
- Spearheaded highly active counter terrorism operations in sensitive and remote area of Jammu and Kashmir having a population of 11000 citizens.
- Carried out continuous and coordinated operations with state and national security stakeholders during abrogation of Article 370 in J&K.
- Standardisation of security drills and installation and maintenance of latest security Related equipments.
- Actively involved in designing the security layout of operational bases and constantly evolving its design according to the changing need and circumstance, prepared and updated SOPs and manuals.

### EDUCATIONAL QUALIFICATIONS

- Diploma in Defense Management, Army War College, Mhow.
- Diploma in Combat Engineering, College of Military Engineering, Pune.
- PGDM in Defense Management and Strategic Studies, University of Madras.
- B.E. (Electrical Engineering), Apeejay College of Engineering, Sohna (Gurgaon).

### CERTIFICATIONS

- Course on Post Blast Investigation (PBI) and Forensic Analysis of Improvised Explosive Device (IED) blast.



## Uday Mohan Tiwari

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**Rank : Lieutenant Colonel**

Arm: Infantry

Exp : 20 Years

Age : 42 Years

### SUMMARY

- A Seasoned officer with 20 years military experience in leading HR, Security and Loss prevention operations.
- A result oriented Professional with an exceptional ability to 'Get things done on Ground'.
- Expertise in establishing policies, process, leading large teams, liaising, coordination, controlling budgets through strategic planning and effective execution as per vision of the organisation.
- Avid learner with penchant for technological adoption and transformation.
- Proven capability for data driven decision making.

### CORE COMPETENCIES

Leadership, People Management, Operations Management, Security & Loss Prevention, Risk Analysis & Crisis Management, Data based decision making, Quick Learner & Adaptive Mindset

### EXPERIENCE

#### Human Resource Management and Training

- Steered talent acquisition for Indian Army Officers and Coordinated high level Stakeholders to formulate and implement recruitment strategies, SoPs and policies.
- Introduced Excel based data management, thus preventing fraudulent enrolments and improved procedure efficiency by 20%.
- Assisted the legal team in arbitration against fraudulent enrolments.
- Resolved employee grievances, conflicts, discrimination claims and policy violations.

#### Operations Management

- Managed and allocated scarce resources using applied-data driven analysis, prioritization and contingency planning.
- Tasking, setting of success metrics at individual and team levels, performance appraisals, identifying shortcomings and non-adherence to best practices and SOPs including corrective & preventive measures.
- Instrumental in driving continuous improvement of operations through a system of feedbacks, constant analyses of metrics, individual and group training with predefined objectives
- Demonstrated ability to handle ambiguous situations, change & conflict management and risk mitigation

#### Supply Chain and Logistics Management

- As logistics officer of a unit of 500+ men and 70 vehicles, planned & implemented supply and stocking of essentials such as produce, meat & poultry, food grains, clothing, weapons & munitions, fuel, oil, lubricants & essential spare parts of critical equipment.
- Forecasting demand, placing indents on support establishments, optimized utilization of road transport resources, collection and forward delivery ahead of bulk breaking points by motor and animal transport.
- Executed advanced winter stocking of rations and fuels for a six month period for all dependent personnel and vehicles in high altitude winter cut-off locations in the Himalayas.
- Coordination & liaison with repair organizations for equipment maintenance, provision of in-situ repair service, back-loading of equipment & vehicles to workshops.
- Formulate & implement SOPs to enhance safety of men & material and reduce equipment downtime

### EXPERIENCE CONTINUUM

#### Security and Loss Prevention Operations

- Performed the duties of Chief Security Officer for 800 soldiers in a disputed border area with sub units spread over 500 kms.
- Conducted regular security audits and mock drills to mitigate identified risks.
- Designed response mechanisms to manage risks in volatile situations by integrating HUMINT and Contingency Planning.
- Introduced data based schedule and turnover programme for soldiers on forward posts. Thus, improving efficiency and reducing wastes by 20 %.
- Reduced inventory shrinkages through electronic surveillance, store organisation, regular inventory audits, improved accounting practices and inventory management.

### ACHIEVEMENTS

- Chief of the Army Commendation Medal, 2007
- Participated in National Shooting Championship 2015 and 2016.

### EDUCATION AND CERTIFICATIONS

- CPP Pursuing | 2022
- JNU | New Delhi | Bachelor Of Arts | 2001
- Certificate in Industrial Relations and labour laws.
- Certificate in POSH (Prevention of sexual harassment), Act '13.
- Fraud prevention in Business – Alison.
- Developing an Agile team and leadership – Coursera.
- Human Resource Analytics – Coursera.
- Lean Six Sigma Green Belt | KPMG
- Executive Programme in International Business Management, IIFT, New Delhi. (Pursuing)

# INTERNATIONAL BUSINESS MANAGEMENT



## Vikas Tyagi

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### Rank: Major

Arm: Indian Army

Exp : 10 Years

Age : 32 Years

### SUMMARY

An Intelligence Corps officer & a result-oriented professional with 10 years of Army experience in multi-faceted role responsible for Strategic Intelligence Planning, Talent spotting and Intelligence acquisition, Crisis Management, Investigation & interrogation, Threat Mitigation, change management along with technical mind-set approach and handling diverse Operations.

### CORE COMPETENCIES

- Risk Management
- Strategy Planning & Leadership
- Excellent Organisational Skills
- Quick Learner and Agile Mindset
- Crisis Management
- Data Insight Generation

### EXPERIENCE

#### Senior Project Manager, Operations: 2018- Present

- Heading the intelligence Operations & crisis management team; planned and executed various operations to secure Information, personnel & assets.
- Orchestrating vigilance team and threat mitigation plan against the enemy and providing counter intelligence security framework achieving 25% reduced number of attacks.
- Coordinated & Contributed: Indo-Myanmar High-Level Intelligence Delegation at Imphal, Manipur, Belgaum Karnataka, South Block New Delhi (as Coordinator and Interpreter)

#### Project Manager: 2015-2018

- Spearheaded security network procurement and deploying Project, supporting 7500 personnel and 16 facilities across 13 districts of J&K, improving security standards by 40%.
- Formulated & implemented policies on Counter Intelligence Operations, Equipment & Services Procurement in Srinagar, J&K.
- A close liaison and operated with law enforcement agencies to counter adversary's espionage, subversion & sabotage attempts, resulting in 30% increased data synchronisation for operations.

#### Risk Manager: Security and Investigation: 2012-2015

- Investigated several cyber activities targeting armed forces to counter possible subversive attempts
- Boosted 25% of operations by leading pro-active measures in the areas of procedural quarterly audit of documents, weapons, vehicles, and settlement of observation by establishing corrective checks & measures

### ACHIEVEMENTS

- Awarded Mention-in-Despatches Gallantry award 2017
- Best Student Burmese Language Course, Distinction
- Awarded Best Intelligence & Operations Team in 2014, 2018

### EDUCATIONAL QUALIFICATIONS

- PG Diploma Specialized Intelligence
- PG Diploma in Defence Management and Strategic Studies 2012-13
- B.Tech in Computer Science and Engineering 2007-2011

### CERTIFICATIONS

- CISSP PURSUING
- Security & Threat Analysis and Counter Measures | Pune
- Technical Intelligence and Analysis Course | NTRO Delhi
- MDP in Data Analysis: PowerBI Tool| College of Defence Management, Hyderabad
- PMI – ACP Certification| Grey Campus
- Tableau Certification Course | Simplilearn
- Lean Six Sigma Green Belt | KPMG
- Business Analytics with Excel | Simplilearn
- Certificate of Proficiency & Diploma in Burmese (Myanmar) Language | Bhopal
- Certification in International Business Management, IIFT Delhi (Pursuing)2022



## Yogesh Lohani

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### Rank: Major

Arm: Indian Army

Exp : 10 Years

Age : 34 Years

### SUMMARY

I am a detailed oriented professional with more than 10 years of accomplished experience in general management, operations, supply chain, program management, planning and development experience as an Army Officer, capable of leading diverse teams (120 personnel) and organising them to meet challenging organizational goals, and objectives

### CORE COMPETENCIES

People & Performance Management | Forecasting & Budgeting | Financial Management | Quality Control | Critical Thinking Conflict Resolution | Customer Service | Compliance | Risk Analysis | Organizational Skills | Collaboration | Continuous Improvement Technical Know-How | Product Development | Data Analysis | Problem Solving | Decision Making | Adaptability | Data Processing Detail Oriented | Delegation | Teamwork | Stress Management | Communication | Professional Ethics | Integrity

### CAREER HIGHLIGHTS

#### Manager- Operations, SCM, Logistics & Project

- Administered resource allocation to ensure 24/7 availability of limited resources via effective analysis, prioritization and contingency planning.
- Collaborated with legal & compliance stakeholders, drove readiness assessments and formed success indicators/metrics to pave way for productive implementation.
- Formulated policies, authored SOPs to prevent procedural lapses/overhead costs on budget, audited procedures, developed staffing plans and stimulated quality & process change initiatives.
- Facilitated movement of unit through operationally challenging 400 Kms, forecasted demand and capitalized road transport resources, collection and re-issue of essentials.
- Curbed administrative lead time for procurement projects by 15%, encouraged compliance adherence, recommended training and shared best practices with cross-functional teams.
- Coordinated with external stakeholders for timely equipment maintenance, in-situ repair service and back-loading of equipment/vehicles to the military garage.
- Reduced equipment downtime by 10% by formulating SOPs for robust safety measures and conducted wide-ranging audits on security protocols to safeguard men, equipment & cyber assets.

### EXPERIENCE

- Performance accelerator & innovative Military Leader with 10 years of cross-functional expertise in the Indian Army, champion at orchestrating Operations, Supply Chain, Logistics and Project Management in varied & inclement VUCA environments across the country for diverse teams of 500 personnel and directing exclusive functional budgets.
- Adaptable problem solver with a passion for implementing best practices and transforming existing processes, adept at driving Human Resource Management, Training & Development, Administration, Safety & Security and Financial Management in the interest of the organization.

### ACHIEVEMENTS

- Constructed a strategic operational base within swift 8 months in a highly risky VUCA terrain and proficiently utilized project budget of INR 1.2 CR.
- Steered construction of domestic accommodation for families of deployed personnel, orchestrated budget of INR 1.5 CR and successfully delivered the project within a rapid span of 1 year

### CERTIFICATIONS

- Project Management Professional (PMP) | PMI | Expected 2022
- Lean Six Sigma Green Belt (LSSGB) | KPMG International Limited
- Registered Scrum Master | SCRUM Inc
- Senior Mid-Level IT Course | Military College of Telecommunication & Engineering
- PG Diploma in Defence Management & Strategic Studies
- PG Certificate in Tank Technology | PGD in Armament Technology | PGD in Personnel & Security Management
- Junior Command Course (Leadership Management) & Commando Course (Skill Development)

### EDUCATIONAL QUALIFICATION

B.Com , HNB Garhwal University 2007

# INTERNATIONAL BUSINESS MANAGEMENT







## INDIAN INSTITUTE OF FOREIGN TRADE DEEMED TO BE UNIVERSITY

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

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