RECRUITERS GUIDE 2018-19
GOA INSTITUTE OF MANAGEMENT

“NEXT MARKING” MANAGEMENT EDUCATION

GROWING TOWARDS WISDOM
**Batch Demographics 2017-19**

### Gender Ratio

<table>
<thead>
<tr>
<th>Male</th>
<th>Female</th>
</tr>
</thead>
<tbody>
<tr>
<td>150</td>
<td>95</td>
</tr>
</tbody>
</table>

### Freshers

<table>
<thead>
<tr>
<th>Year</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-1 year</td>
<td>16</td>
</tr>
<tr>
<td>1-2 years</td>
<td>62</td>
</tr>
<tr>
<td>2-3 years</td>
<td>54</td>
</tr>
<tr>
<td>3-4 years</td>
<td>30</td>
</tr>
<tr>
<td>4+ years</td>
<td>7</td>
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</table>

### Work Ex Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>BFSI</td>
<td>06</td>
</tr>
<tr>
<td>Consulting/Operations</td>
<td>11</td>
</tr>
<tr>
<td>Education</td>
<td>03</td>
</tr>
<tr>
<td>FMCD/FMCG</td>
<td>07</td>
</tr>
<tr>
<td>IT/ITES</td>
<td>64</td>
</tr>
<tr>
<td>E-commerce</td>
<td>03</td>
</tr>
<tr>
<td>Automobile</td>
<td>04</td>
</tr>
<tr>
<td>Tele-communications</td>
<td>03</td>
</tr>
<tr>
<td>Healthcare</td>
<td>03</td>
</tr>
<tr>
<td>Travel &amp; Tourism</td>
<td>02</td>
</tr>
<tr>
<td>Accounting &amp; Finance</td>
<td>05</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>28</td>
</tr>
<tr>
<td>Media &amp; Entertainment</td>
<td>06</td>
</tr>
<tr>
<td>Others</td>
<td>20</td>
</tr>
</tbody>
</table>

### Summer Internship Sector

<table>
<thead>
<tr>
<th>Sector</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automobiles</td>
<td>03</td>
</tr>
<tr>
<td>BFSI</td>
<td>64</td>
</tr>
<tr>
<td>Consulting</td>
<td>14</td>
</tr>
<tr>
<td>E-commerce</td>
<td>05</td>
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<tr>
<td>Education</td>
<td>02</td>
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<td>Energy</td>
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<td>Exchange Program</td>
<td>08</td>
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<tr>
<td>FMCD</td>
<td>16</td>
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<tr>
<td>FMCG</td>
<td>25</td>
</tr>
<tr>
<td>IT</td>
<td>20</td>
</tr>
<tr>
<td>Logistics</td>
<td>06</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>16</td>
</tr>
<tr>
<td>Marketing</td>
<td>12</td>
</tr>
<tr>
<td>Others</td>
<td>27</td>
</tr>
<tr>
<td>Real Estate</td>
<td>03</td>
</tr>
<tr>
<td>Retail</td>
<td>04</td>
</tr>
<tr>
<td>Tele-communications</td>
<td>06</td>
</tr>
<tr>
<td>Media &amp; Entertainment</td>
<td>06</td>
</tr>
<tr>
<td>Others</td>
<td>20</td>
</tr>
</tbody>
</table>
Batch Demographics 2018-20

**Gender Ratio**
- Male: 147
- Female: 102

**Work-ex Sector**
- 03: Automobiles
- 12: BFSI
- 14: Consulting
- 02: Education
- 05: FMCG
- 70: IT/ITES
- 22: Manufacturing
- 02: Media & Entertainment
- 32: Others

**Marketing**
- Majors: 125
- Minors: 75

**Finance**
- Majors: 68
- Minors: 22

**Operations**
- Majors: 28
- Minors: 116

**HR**
- Majors: 29
- Minors: 37

GIM-Placement- Report-18

**Snapshot**
- 37% Increase in Highest Salary
- 82% Increase in no. of PPOs
- 22 Highest CTC in Lakhs
- 17.32 Average Salary of Top 20 in Lakhs
- 14% Increase in Average Salary
- 14.53 Average Salary of Top 50 in Lakhs
- 120 Students with CTC above 10 Lakhs
- 10.58 Average CTC in Lakhs
- 100% Students placed
- 120 Companies visited campus
- 30 New companies on campus
Dear Recruiters,

It is a great pleasure to invite you to participate in the placement process of the Goa Institute of Management (GIM).

This year, the journey of Goa Institute of Management enters its silver jubilee year. As we reflect back on these glorious 25 years, we look fondly on the strong foundations laid by our founder director, Father Romuald D’Souza S.J, formerly director of XLRI Jamshedpur and then the founder director of XIM Bhubaneshwar and GIM.

GIM has come a long way since then with a 4000 strong alumni network spread across the globe and alumni chapters in London, Toronto, the United States, Dubai, Singapore and all major cities of India.

We at GIM have endeavoured to provide you with young and dynamic talent with a focus on creativity, management competence and character. Moreover, our belief in diversity engendering greater peer-to-peer learning has resulted in us being able to usher in a fair amount of gender diversity. GIM is proud to present a batch of 245 students with an equal gender mix.

The dedication of our faculty, diverse student body from over 29 Indian states, and constant guidance for an array of distinguished visiting and guest faculty give GIM students a competitive edge. This when accompanied by the wide range of student lead initiatives including the year-long immersion social sensitivity program, Give Goa, make them competent and compassionate business leaders. Not only this, but also our membership of AACSB ensures the firm foundation for emerging as a world class business school through collaboration and benchmarking.

I extend my sincere thanks and gratitude for the patronage you provide to GIM and invite you to our campus to participate in our 2018-19 placement process.

Regards,

Ajit Parulekar
Director, Goa Institute of Management

At GIM students have an opportunity for all-round development because of the “Learning 24X7” culture. Students get an opportunity to develop their Functional Knowledge & Skills along with Leadership & Soft Skills, by actively participating in various club activities. The multi-faceted pedagogy helps the students to connect, learn and more importantly get a hands-on wise opportunity to execute the learning. The live-projects, dissertations and more importantly sessions by practitioners from the industry give the students an opportunity to get the insiders’ view of the contemporary practices. The Give-Goa is a unique CSR initiative that helps in grooming students into responsible leaders with people’s touch.

With this, I invite you to the institute to test this bunch of bright, exciting and enthusiastic minds.

Regards,

Professor Venkatesh Naga
Placement Chair, Goa Institute of Management
The institute's founding ethos and values are based on a combination of academic rigor, strength of character, impactful problem solving, social responsibility and nation building. These get reflected by way of the learning pedagogy, interactions, courses and co-curricular activities at the institute over a 2 year period.

I had the privilege of being one of the first 5 batches to graduate in 1999, and over the years have been associated with my alma mater, GIM, in multiple roles - as an alumnus, a visiting faculty, a recruiter, and a Board member. I saw the principles and values in action then, and I see it now over the past 20 years after graduating.

Most of our alumni have done extremely well, with a lot many in leadership roles across various industries in different parts of the world. Quietly and effectively, the alumni is bringing about change in their respective areas of influence, all building up on the differentiated learning pedagogy here at GIM. The learning is experiential with a mix of theory and application, including in-field live projects. The emphasis is on collaborative working, global outlook, systemic view to effective solutioning, and ethical decision making. GIM makes one think & do.
I came to GIM in 1993 after having worked in industry for 6 years. I was therefore looking for something that did not just simply confer an academic qualification, but provided management education to round off my technical expertise and experience. Two decades later, I am still happy to report that GIM met my needs completely. As it was the first batch, where forget infrastructure, we did not even have a campus, we learnt to do well with what we had. The pedagogy prepared us for the real world of managers. We learnt that something done perfectly but late was worth less than something done on time laddered grade points cut for late submissions ensured that. We learnt to live with discipline (the classroom doors would shut 30 seconds after schedule lecture commencement times) and yet work on non-structured problems. We had quizzes on topics not just from text books but more so from the real news (Economic Times that was delivered to Goa a day later than the rest of the country), so we learnt how to apply what we learnt in theory to actual business situations (that was reported in the news, as against contrived cases). We learnt to go out on our own, stand on our feet, and be confident in our training and ourselves. Looking back over these two decades, having had the experience of having met and worked with people from different management institutions from across the world, I am pleased to say my stint at GIM provided me a sound grounding, and that I am proud to be an alumnus of Goa Institute of Management.

Perry C Goes
Chief Strategy Officer
United Breweries Ltd.
GIM: 1993-1995
Journey of GIM

1993
Goa Institute of Management was founded in 1993 when Fr. Roumald D’Souza (ex-Director- XLRI, Jamshedpur and XIMB, Bhubaneshwar) moved from XIMB to create a centre of learning and excellence in Goa.

1994
Approved by All India Council of Technical Education of the Government of India (AICTE).

1995
Corporate Relations & Placement Committee formed as student initiative.

1996
Student intake increased from 60 to 120.

1997
In a commitment to global education, GIM collaborates with the University of Antwerp, Belgium & Fachhochschule student interaction and joint study.

1998
Wizards of Biz' now known as 'WizBiz' started by MECCA, the marketing club of Goa Institute of Management, as a national level corporate quiz.

1999

2000

2001

2002

2003

2004

2005
Ties up with the Universidade Catolica Portuguesa (MBA Catolica) for facilitating faculty and student exchange.

2006

2007
Institution of 'Samriddhi' one of the largest national level business school conferences in India.

2008

2009

2010
GIM moves to the new state of the art green campus at Sanquelim and increases intake to 240.

2011

2012

2013
Ranking in the Outlook-MDRA survey moves from 35th position in 2009 to 19th position in 2013 & bagged Silver Award at the 4th Indian Management Conclave.

2014

2015
6th UN Supported PRME Asia Forum conducted in association with Goa Institute of Management.

2016

2017
Shortlisted by NITI Aayog all over the country for setting up of Atal Incubation Centre (AIC) under the Atal Innovation Mission (AIM) Scheme.

2018
Completed 25 years of Excellence.

2019

2020

2021

2022

2023

2024

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2038

2039

2040
An institution can leave a lasting impact on an individual through its values, people, and environment. GIM did have such an effect on me.

GIM’s strong focus on ethics and corporate governance is very relevant in today’s times. I feel gratitude to have this concept introduced to me early in my career – I believe the theory of it is important, as is the practice. Also, I am happy to have made some good friends during those two years, and we still continue to remain so. I would attribute both faculty as well as some batch mates with guiding me through my ‘education’ in those two years and also with shaping my ‘thought process’. I will always remain indebted to what GIM has given me.

The fact that GIM is situated in Goa did bring in a soothing and cut-out-of-the-hustle effect, which I felt was essential for such a curriculum.

Lastly, the two year was not devoid of a lot of fun – treks, music, friends, getaways. I will not think twice at living those two years again.

Niladri Ganguly
Director – Moody’s Analytics
Knowledge Services
GIM: 2003-2005
My experience at GIM was amazing. The core of the program offers a pleasing balance between case-based and traditional lecture teaching modalities. Everyone came from a different background and what I realized that the competition this time was different as everyone’s resume had a lot of achievements and most of them were in top 10% in their previous college. The heterogeneity of the group added very different colour in terms of thought process, interactions & approach. I believe the best part for me was a bouquet approach for electives that GIM offers...pick any elective from any stream based on interest...I ended up taking different electives in Marketing, Finance & HR and I believe for me it was a real general management as opposed to a particular specialization which I really think is one of the best thing as an HR professional. The GIM program not only provides the right academic foundation to succeed, but also relevant practical experience through the various practical classes and projects and industry interaction.

Sachin Agrawal
Executive Vice President - Human Resources
Religare Finvest Limited
GIM: 2003-2005
Green Campus

Harnessing the Sun
Rain Water Harvesting
Reduced Energy Consumption
Natural Garbage Disposable System

Classrooms

Wi-Fi Enabled at 10 mbps Line
LCD Projectors, Video Recording, Video Conferencing
Four Video Conference Centres
Air-conditioned Classrooms, Ergonomical Seating
Nested in the green lap of the Sahyadris lies this beautiful campus where every minute spent is a lesson learnt in life. Here, is where the ticking intellectual minds are shaping themselves into the global citizens of the future. The engaging and effective methods of teaching by the esteemed faculty combined with the excellent curriculum ensures that the students not only come out with flying colours but also are future ready for their corporate careers.

Suma Nair
Director – Global Marketing & Influencer Relations
KPIT
GIM: 1997-1999
Pedagogy

Lectures

Case Studies

Simulation Games

Live Projects

Industry Interactions

Business Seminars

Lecture series by eminent personalities across diverse fields

Resources

- CMIE’s research and compilations on Mergers and Acquisitions, Business Beacon, Industry Analysis Service, Economic Intelligence Service, Prowess, CapEx, India Trades, Indian Harvest, Alpha, International Economic
- PROQUEST, EBSCO, India Business Insight database (IBID), WIND, CAPITALINE PLUS Corporate Database, CRISIL
- Database tools like SPSS & SA
- Simulation worked on: Marketstat, Capstone
Centres of Excellence

The Centres of Excellence at GIM Connect Academia and Industry to Advance Management Education, Research and Outreach in Key Areas.

Centre For Research (CFR)
CFR is a faculty-initiated activity to promote and foster a culture of research with clear objectives, facilitate an environment that promotes learning, encourage faculty members to engage in high quality research, imbibe research driven pedagogy that nurtures critical thinking among students and be known among the management community as a thought leader.

Centre For Social Sensitivity and Action (CSSA)
CSSA has been created to promote social responsibility among organizations, promote social responsibility among students of GIM through service to less privileged communities and contribute to the local and national community.

Centre For Creativity and Design Thinking (CCIDT)
Design Thinking is a critical tool in problem solving in the workplace today. It uses a human centred approach to find sustainable solutions to existing problems. The Centre works toward making students “see” solutions when none seem to exist and harnesses metaphors to see new product/service designs possibilities.

Centre For Entrepreneurship Development (EDC)
EDC has been established with the aim to foster the spirit of entrepreneurship among students and also providing students with the opportunity to learn about entrepreneurship and the entrepreneurial process while developing entrepreneurial attitudes and capabilities.

9th ISDSI International Conference
Goa Institute of Management had the opportunity to host the prestigious 9th The Indian Subcontinent Region Decision Sciences Institute (ISDSI) International Conference at the Sanquelim campus, in January 2016, which promoted the research of interdisciplinary sciences and exchange of knowledge through various means. ISDSI is part of the Decision Sciences Institute, USA and is a platform to promote interdisciplinary research at the global level in the area of Decision Sciences through conferences. The conference at GIM hosted various academicians from different countries, practitioners from business and industry, and research scholars. Over forty institutes from USA and India converged at the GIM campus for the international event.

The Joint International Internship Seminar
As a part of the Global Immersion Programs, GIM is proud to host a Joint International Internship Seminar every year, in collaboration with the University of Antwerp. Students from the University of Antwerp and GIM work together on live projects for organizations in Goa. The projects are spread across various industries, thereby providing the students a platform to work together in cross-cultural groups to solve real management problems.

This JIIS is an intensive two-week program providing a unique learning experience to students from both the Institutes. Students from the University of Antwerp travel to India along with their Professors for this Seminar. The JIIS is not only an opportunity for the students to work through diverse cultures but also provides them with a great practical learning experience.
In every academic year, High-level leaders from all large and mid-size companies come together for leaders’ Interaction summit at GIM.

It is a great platform to hear from a range of speakers including Managing Directors and CXOs of various organizations about their career highlights and offered insights into their respective businesses.

Through Leaders’ Interaction Summit, GIMites have an opportunity for engagement with corporate leaders across the industries. This summit is also a unique opportunity for GIMites to collaborate on various business challenges and discuss the impact of new trends and development.

Leaders’ Interaction Summit also creates a space for hands-on work, small-group discussions, and one-on-one meetings with some of the top corporate leaders.

At Leaders’ Interaction Summit 2018, we are hosting a number of distinguished speakers. To name a few:
## Competitions Participated

### HUL LIME B
- **HUL**
  - Marketing Case Study Competition
  - Events Level: National

### THE ELECTION CENTRE - NDTV
- **NDTV**
  - 24/7
  - The Election Centre is an audience-based interactive discussion aired on NDTV 24/7. The show aims to discuss current affairs and issues of social relevance and is moderated by Mr. Vasso Sreenivasan Jain. The topic of discussion was the Goa Elections and the Election Results

### DELoitte MAVERiCK SEASON V
- **Deloitte**
  - Spring
  - A unique challenge wherein you have the opportunity to compete with students from 130 top educational institutions across India—to think unconventional solutions for current-day business challenges, present and defend your solutions in a simulated corporate board room environment
  - **WINNERS - REGIONAL ROUND**

### ICiCi STOCKMiND
- **ICICI Securities**
  - StockMIND is India’s biggest virtual stock market competition for students. An initiative of ICICIdirect
  - StockMIND is a unique and interesting competition designed to teach the nuances of investing in the stock market by using virtual money
  - **FINALISTS**

### ASIAN PAiNTS - DEBATE FOR GOoD
- **Asian Paints**
  - case study competition, organized by Team Prism, the marketing cell of IM Lucknow as a part of their flagship event Mi-Day, the ultimate marketing marathon.

### WIPRO EARTHiAN SUSTAINABILITY QUIZ
- **Wipro**
  - Wipro EARTHiAN Sustainability Quiz 2018
  - Events Level: National

### MARK CASE 2018
- **IIM Lucknow**
  - case study competition, organized by Team Prism, the marketing cell of IM Lucknow as a part of their flagship event Mi-Day, the ultimate marketing marathon.
  - Events Level: National

### ARtiCLE FOR ‘STRAgETiSTR’ , AN iONLiNE MAGAZiNE
- **IIM Shillong**
  - ConQuest, Consulting and Strategy club of IIM Shillong called out for articles for their magazine, Strategist, for the edition on Disruptive Automation.
  - The competition was open for all B-Schools of the country.
  - Events Level: National

### ICiCi-STOCKMiND
- **ICICI Securities**
  - StockMIND is India’s biggest virtual stock market competition for students. An initiative of ICICIdirect
  - StockMIND is a unique and interesting competition designed to teach the nuances of investing in the stock market by using virtual money
  - **FINALISTS**

### TRANSFORMaTiON SERIES ‘17
- **Yes Bank**
  - Corporate Event – India’s Largest Case Study Challenge
  - The Grand Finale unveiled path-breaking ideas shared by the 15 finalists, addressing the challenge set by AID Innovation Mission (AIM), NITI Aayog, Government of India.
  - **Events Level: National**

### AVARTAN SUMMER PROJECT CONTEST
- **IIM Shillong**
  - National level summer project contest. Participation from the top business schools from across the country comprising of 6 modules: Consulting, Marketing, Supply Chain/Operations, Finance, IT
  - **Events Level: National**

### LITERATiON 2017
- **Sydehnam Management Review Committee, SIMSREE Mumbai**
  - National Level Book Review Presentation Competition
  - Other competing teams from IM Shillong, NITIE Mumbai, SCMHRD Pune, SIMSREE etc.
  - **Events Level: National**

### ELoQUENCE ARTiCLE WRiTING CONViTiON 2017
- **SJMSOM, IIT Bombay**
  - National level article writing competition with 105 entries from IM Shillong, IMT Kashipur, Jamnalal Bajaj Institute, KJ Somaiya etc.
  - **Events Level: National**

### CASEQUiST OF MARCQUEST 2018 - INDIA’S PREMIEr MARKETING COMMUNICATIONS FESTIVAL - CASE STUDY CHALLENGE AT K.J. SOMAIYAJ También en ANDA CARBON TRADING
- **K.J. Somaiya Institute of Management**
  - Integrated Marketing Communications Festival
  - **Events Level: National**

### STRATEGiST, CONQUiST AND STRATEGY CLuB OF IIM SHiLLoNG.
- **IIM Shillong**
  - National level article writing competition for their magazine, the Strategist, for the edition on Disruptive Automation
  - **Events Level: National**

### SMOOTH OPERATOR 2017
- **SIMS (Symbiosis Institute of Management Science), Pune**
  - Smooth operator is a managerial game event of Barcode 2017, Annual Management fest of Symbiosis Institute of Management Studies (SIMS), Pune. It’s an inter-college fest with teams from IITs, IIMs, XIMB, SIBM, SIMS, SCMHRD, IMI, Welingkar, GIM and many other top colleges.
  - **Events Level: National**
Student Initiatives/Clubs

i3 Club

Industry Institute Interaction Club is a student driven initiative that consistently works towards bridging the gap between industry and students through live projects. Over the years, GIM students have successfully worked with various organizations in several fields and continue to be associated with brands that add value to the students’ learning process. Our students have been felicitated to attend conferences such as APREE - Advertising Public Relations Event Entertainment.

About i3

GIM attracts talents from a wide spectrum of academic backgrounds and industry experience. Irrespective of whether a student joins B-school immediately after graduation or with substantial corporate experience, there is a need to test the management learnings from classroom to solve the actual problems confronted by the businesses.

i3 projects allow a banker to formulate and execute sales strategy for a Cola company, a production engineer creates talent retention strategy for a mid-scale IT organization and economics graduate gets to design supply chain operations of a local start-up.

i3 projects thus enrich the overall learning experience of students by giving them opportunity to be “hands on” with concepts learned in classrooms.

Note: There is no event related picture either with the alum or in the records of i3, as no such flagship event is organized by the club.

Siddhartha Patwe
SAP APO Consultant
Infosys
GIM: 2007-2009

Industry Interaction

Ribandar Talks

Ribandar Talks draws its name from the old campus of GIM situated in Ribandar by the banks of Mandovi River. It provides the students with a forum to meet and learn from esteemed leaders and personalities who have been pioneers in their field. Some of the prominent speaker’s which include Sachin Kapoor (Global Process Manager, Google), Ryan Mendoca (Creative Director- Ogilvy & Mather) and Shreyas Srinivasan (Director- OML Digital) have provided valuable industry insights and understanding to the future managers at GIM.

Since 2004, Ribandar Talks has been a host to various personages and luminaries such as Kiran Bedi, Suresh Narayanan, Prahlad Kakkar, Ronnie Screwvala, Piyush Pandey and Wendell Rodrigues to name a few. Ribandar Talks, through the years, has been providing a forum for the students with many interesting and educative talks by professionals and leaders from diverse backgrounds so that the students get acquainted by the exposure to the corporate world.

Shwetank Srivastava
Vendor Manager
Cloudtail India Pvt.Ltd
GIM: 2003-2005
Investment

Vinidhan

Vinidhan was conceptualized in 2013 as an equity fund with the objective of providing a platform for the students to learn through the experience of managing a real investment fund. While ‘Learning’ is the primary objective of Vinidhan, managed solely by GIM students under the guidance of Faculty, the goal is to be recognized as a professionally managed fund in the financial world. Vinidhan is registered under Societies Registration Act, 1860.

As a Derivatives Trader with Future First, one of the foremost learnings from Vinidhan was that it instilled in me business acumen. Along with this, it helped me develop financial understanding and the operational matrices of various sectors. Vinidhan, following a pragmatic approach, helped me in determining the growth drivers of industries and hence analyze future outlook. The Student Investment Fund also helped me in portfolio management skills and equity research writing. It provided understanding of managing interpersonal relations with nuclear approach in an emerging entity.

Arish Qureshi
Derivatives Trader at Future First

Analytics

Sankhya

Sankhya is a newly formed student society at Goa Institute of Management that aims to create a collaborative and cordial environment where students can congregate and update/share with colleagues current data analysis techniques through workshops, competitions and various other avenues. The society also aims to provide training so that the student community can acquire the necessary statistical and computational skills to draw meaningful conclusions from generated data.

In an era where data is considered to be the “new oil” fuelling businesses and helping them gain a competitive edge, the importance of encouraging budding managers to adopt a data-driven decision-making approach can never be highlighted enough. The vision behind Sankhya echoes the same: Help GIM students transition smoothly to the 21st-century corporate world, where every decision is being made and evaluated with data. The club strives to bridge the gap between theoretical analytics concepts and their applications by conducting certified workshops, knowledge building sessions, and competitive events. Our goal is to provide a well-rounded exposure to popular analytics tools and techniques for beginners, and for advanced enthusiasts, we aim to provide a platform for collaboration and research opportunities with leading academicians working within the institution.

Also, find the details of founding members and their current positions below.

Sautrik Joardar
Management Trainee (Analytics), Tredence Inc.
Former Associate Consultant (Analytics & Information Management), Deloitte

Pratyay Mukhopadhyay
Sales Leadership Program, Reckitt Benckiser

Paulomi Basak Chakraborty
Product cum Program Manager (Supply Chain Finance, South Region), Tata Capital Financial Services Ltd.

Asmita Chakraborty
Associate Consultant (Analytics), Wipro Limited

Business Symposium

Samriddhi

Samriddhi is GIM’s very own national level management fest which tests next gen leaders on tackling corporate life scenarios through fun filled competitive events. The event is fully managed by students and hence is a great platform for the organizing members to showcase management skills through sponsorships, accounting, people management, strategy and event management. Participants in turn get a chance to test their mettle by competing against Top B Schools.

Mr. Ruchir Khanna
Goldman Sachs, Australia

Strategists, Leaders, Coordinators...Managers!
Anveshan 2018

- Anveshan 2018 is the National HR Business Symposium organized by HRiday, the HR club of Goa Institute of Management.
- Scheduled to be held on the 10th and 11th of Feb, 2018
- Theme: Embracing Disruption
- Focus on promoting student interaction with the industry
- The events comprise of a Key Note Address followed by India’s Live HR Case Study competition with prizes worth Rs. 50,000 on the 1st day.
- On the 2nd day, we have an industry mentorship simulation program with prizes worth Rs. 25,000 and a workshop organized by an expert.
- Most importantly, this year Anveshan 2018 has been sponsored by:
  - Samiksha sponsor – Deccan Chemicals
  - Supply Chain Partner – Safexpress
  - Simulation Partner – Topsim by Tata Interactive Systems
  - Radio Partner – 92.7 Big FM
  - Social Media Partner – Startup Goa
  - Food Partner – The Chocolate Room
  - Print Media Partner – Eastern Panorama

Wizbiz

GIM WIZBIZ is the biggest national level corporate quiz organized by any B-school in the country. With an 18-year-old legacy and a unique format it has created a brand recall across various quizzing associations in India. Prominent participants include national winners of quizzes like Tata Crucible and Brand Equity. This year the event was conducted by the popular quizmaster Avinash Mudaliar and witnessed participation from leading corporate houses such as Deloitte, Pidilite, Pepsi, Adjacent Design, TCS, Prototype and Acron amongst others with prizes worth Rs. 2.25 lakh
SOFIA
The student driven Society of Finance at GIM provides a platform for students from different academic backgrounds to develop an understanding of the dynamic financial world through case study competitions and other events.

Himanshu Nassa
Knight Frank India
GIM: 2010-12

I will always value my stint at GIM as it shaped the way I think while handling any work situation. The academic rigour along with innovative case-based ways of teaching and evaluation helped to develop the technical as well as personal skills required to execute my work right. The flexibility to study any courses of choice go a long way in providing a diverse exposure.

Prof. Manish Parmar
CA (ICAI), M.Com

Prof. Abhishek Ranga
CIA, ACMA, MBA, PhD

Prof. Kaushik Desai
BSc, MBA, FRM

Prof. Neeraj Amanmani
MBA, PhD

Prof. Ananya Sahu
MBA, PhD

Prof. Samveg Patel
B.E, MBA, PhD

Prof. Rani Ladha
BA(Washington University), M.S
Carnegie-Mellon University, PGDM

Visiting Faculty

Prof. Ganapathy
Sr. Divisional Manager (Retd.), LIC, Bangalore

Prof. Vipul Arora

FINANCE

Course Details

Banking
Financial Derivatives
Fixed Income Securities
Security Analysis & Portfolio Management
Technical Analysis
Valuation
Financial Communication & Investor Relations
Financial Institutions & Financial Markets
Financial Modelling using Spreadsheets
Financial Risk Management
Insurance
International Finance
Investing & Wealth Creation

Mergers & Acquisitions
Quantitative Finance
Strategic Cost Management
Sustainable Financing & Impact Investing
Alternative Investments
Banking Analytics
Behavioural Finance
Corporate Taxation
Financial Econometrics
Financial Reporting and Analysis
Fintech
Project Appraisal & Finance
Working Capital Management

Faculty

Prof. Manish Parmar
CA (ICAI), M.Com

Prof. Abhishek Ranga
CIA, ACMA, MBA, PhD

Prof. Kaushik Desai
BSc, MBA, FRM

Prof. Neeraj Amanmani
MBA, PhD

Prof. Ananya Sahu
MBA, PhD

Prof. Samveg Patel
B.E, MBA, PhD

Prof. Rani Ladha
BA(Washington University), M.S
Carnegie-Mellon University, PGDM

Visiting Faculty

Prof. Ganapathy
Sr. Divisional Manager (Retd.), LIC, Bangalore

Prof. Vipul Arora
<table>
<thead>
<tr>
<th>Name</th>
<th>Age</th>
<th>Qualification</th>
<th>Work Experience</th>
<th>Summer Internship</th>
</tr>
</thead>
<tbody>
<tr>
<td>Aayushi Arun</td>
<td>27</td>
<td>B.Tech. Babu Banarsi Das Educational Society Group Of Institutions, Lucknow</td>
<td>24 Months, Cognizant Technology Solutions India Private Ltd.</td>
<td>Yes Bank, Operations, BFSI</td>
</tr>
<tr>
<td>Abinash Shankar</td>
<td>27</td>
<td>B.Com. Himalayan University</td>
<td>7 Months, Thakkar Khamar &amp; Associates Chartered Accountants</td>
<td>IDBI federal life Insurance, Marketing, BFSI</td>
</tr>
<tr>
<td>Akash Bodhani</td>
<td>23</td>
<td>B.E. Shri Shankaracharya College of Engineering and Technology</td>
<td>Nil</td>
<td>Kamdar Investment, Finance, BFSI</td>
</tr>
<tr>
<td>Anish Sancow</td>
<td>26</td>
<td>B.B.A. M.E.S. College of Arts &amp; Commerce</td>
<td>20 Months, Bisletri International Pvt. Ltd.</td>
<td>Syngenta AG, Finance, Automobiles/Manufacturing</td>
</tr>
<tr>
<td>Amit Joshi</td>
<td>23</td>
<td>B.Com. (Hons.) Hindu College</td>
<td>Nil</td>
<td>Bank of Maharashtra, Finance, BFSI</td>
</tr>
<tr>
<td>Amit Lonakadi</td>
<td>24</td>
<td>B.E. R.V. College of Engineering</td>
<td>8 Months, Total Environment Building Systems Private Limited</td>
<td>Invesco Ltd., Finance, BFSI</td>
</tr>
<tr>
<td>Anamika Misra</td>
<td>27</td>
<td>B.E. Autonomous</td>
<td>42 Months, Tata Consultancy Services</td>
<td>Bharat Electronics Ltd., Finance, Automobiles/Manufacturing</td>
</tr>
<tr>
<td>Anshu</td>
<td>22</td>
<td>B.A.(Hons.) Dyal Singh College</td>
<td>Nil</td>
<td>Four S Services, Finance, BFSI</td>
</tr>
<tr>
<td>Ashwini Kumar Rana</td>
<td>26</td>
<td>B.E. Goa College of Engineering</td>
<td>14 Months, W.N.S Global Services</td>
<td>Arcesium India Pvt. Ltd., Finance, BFSI</td>
</tr>
<tr>
<td>Angad Katdare</td>
<td>25</td>
<td>B.Com. K.E.T V.G. Vaze College of Arts, Science and Commerce</td>
<td>Nil</td>
<td>HDFC Bank, Finance, BFSI</td>
</tr>
<tr>
<td>Akash Dammani</td>
<td>26</td>
<td>B.Com. (Hons.) Umesh Chandra College</td>
<td>Nil</td>
<td>Bank of Maharashtra, Finance, BFSI</td>
</tr>
<tr>
<td>Akhil John Jacob</td>
<td>25</td>
<td>B.Com. S.S. Dempo College of Commerce and Economics</td>
<td>46 Months, Wipro</td>
<td>Invesco Ltd., Finance, BFSI</td>
</tr>
<tr>
<td>Anushree Bhargava</td>
<td>22</td>
<td>B.Sc.(Hons.) Symbiosis School of Economics</td>
<td>Nil</td>
<td>Wipro, Finance, Marketing Research/Analytics</td>
</tr>
<tr>
<td>Anishree Bhargava</td>
<td>22</td>
<td>B.Sc.(Hons.) Symbiosis School of Economics</td>
<td>Nil</td>
<td>Wipro, Finance, Marketing Research/Analytics</td>
</tr>
<tr>
<td>Anshu</td>
<td>22</td>
<td>B.A.(Hons.) Dyal Singh College</td>
<td>Nil</td>
<td>Four S Services, Finance, BFSI</td>
</tr>
<tr>
<td>Ashwini Kumar Rana</td>
<td>26</td>
<td>B.E. Goa College of Engineering</td>
<td>14 Months, Cognizant Technology Solutions India Private Ltd.</td>
<td>Anand Rathi Private Wealth Management, Finance, BFSI</td>
</tr>
<tr>
<td>Arjun Gupta</td>
<td>25</td>
<td>B.E. Institute of Engineering &amp; Technology DAVV</td>
<td>14 Months, Cognizant Technology Solutions India Private Ltd.</td>
<td>Student Exchange Program, Warsaw University of Technology Business School, Poland Power Finance Corporation, Finance, BFSI</td>
</tr>
<tr>
<td>Ashwini Kumar Rana</td>
<td>26</td>
<td>B.E. Goa College of Engineering</td>
<td>33 Months, Coca Cola</td>
<td>Wipro, Operations, IT/ITES</td>
</tr>
</tbody>
</table>
BATCH PROFILE 2018-2019 / FINANCE / GOA INSTITUTE OF MANAGEMENT

Bedouin Paul
27
B.Tech.
Narula Institute of Technology

Work Experience: Nil
Summer Internship: IDBI federal life Insurance, Finance, BFSI

Bhanu Hindol Goparaju
23
B.Tech.
Gitam Institute of Technology

Work Experience: Nil
Summer Internship: Sathguru Management Consultants Ltd., Finance, Consulting

Divya Mahajan
24
B.Com. (Hons.)
Shaheed Bhagat Singh College of Commerce (Evening)

Work Experience: 13 Months, Tata Consultancy Services
Summer Internship: BNP Paribas Asset Management India Pvt. Ltd., Finance, BFSI

Ganesh R
27
B.Tech.
Sarabhai Institute of Science and Technology

Work Experience: 37 Months, I.B.S Software Services Pvt. Ltd.
Summer Internship: Hedge Equities, Finance, BFSI

Chaitanya Jain
22
B.Sc.(Hons.)
Bhaskaracharya College of Applied Sciences

Work Experience: Nil
Summer Internship: Motilal Oswal Financial Services Ltd., Finance, BFSI

Chinmay Kolamkar
27
B.E.
Shah and Anchor Kutchhi Engineering College

Work Experience: 27 Months, L&T Infotech
Summer Internship: Wipro, Finance, IT/ITES

Debojit Chakraborty
26
B.B.A.
Snmtr, Ballygunge Phari

Work Experience: Nil
Summer Internship: ICICI Prudential AMC Ltd., Finance, BFSI

Charu Upneja
23
B.Sc.(Hons.)
Kroni Mal College, Delhi

Work Experience: Nil
Summer Internship: Aditya Birla Capital, Marketing, BFSI

Debanjan Das
26
B.Tech.
Birla Institute of Technology and Science, Pilani

Work Experience: 16 Months, Maersk Line
Summer Internship: Hindustan Unilever Ltd., Finance, FMCG/FMCD

Kanushree Choudhary
24
B.Com.
Maharani College Jaipur

Work Experience: Nil
Summer Internship: JPMorgan Chase & Co, Finance, BFSI

Kartikeya Singh
23
B.E.
Government Engineering College Surat

Work Experience: Nil
Summer Internship: ICICI Prudential AMC Ltd., Finance, BFSI

Debanjan Das
26
B.Tech.
Birla Institute of Technology and Science, Pilani

Work Experience: 16 Months, Maersk Line
Summer Internship: Hindustan Unilever Ltd., Finance, FMCG/FMCD

Kush Agrawal
23
B.B.A.
City Premier College

Work Experience: Nil
Summer Internship: IDBI Federal Life Insurance Company Ltd., Finance, BFSI

Kushal D
24
B.E.
B.M.S College of Engineering

Work Experience: Nil
Summer Internship: P3 Investment Solutions, Finance, BFSI

Dipt Khandelwal
24
B.Com.
Shri Adinath Commerce College, Alwar

Work Experience: Nil
Summer Internship: Arcesium India Pvt. Ltd., Finance, BFSI

Ghebson Baby
23
B.Com.
Nasunnya Institute of Management and Information Technology

Work Experience: Nil
Summer Internship: Hedge Equities, Finance, BFSI

Kanak Jajoo
21
B.Com.
H.L. Institute of Commerce

Work Experience: Nil
Summer Internship: Pi Square Investments, Finance

Kush Agrawal
23
B.B.A.
City Premier College

Work Experience: Nil
Summer Internship: IDBI Federal Life Insurance Company Ltd., Finance, BFSI

Kushal D
24
B.E.
B.M.S College of Engineering

Work Experience: Nil
Summer Internship: P3 Investment Solutions, Finance, BFSI
Malatesh Shettikeri  
23  
B.E.  
B. V. Bhoomaraddi College of Engineering and Technology  
Work Experience: Nil  
Summer Internship: Motilal Oswal Financial Services Ltd., Finance, BFSI  

Medha Grover  
27  
B.A.(Hons.)  
University of Delhi  
Work Experience: 45 Months, Metlife Global Operations Support Centre Pvt. Ltd.  
Summer Internship: GEP Worldwide, Operations, Consulting  

Piyush Hotani  
25  
B.E.  
Yeshwantrao Chavan College of Engineering  
Work Experience: 22 Months, Inautix Technologies India Pvt. Ltd.  
Summer Internship: JPMorgan Chase & Co, Finance, BFSI  

Prafull Kumar Aeron  
26  
B.Tech.  
University of Petroleum & Energy Studies  
Work Experience: 36 Months, SHV Energy Private Limited  
Summer Internship: Hedge Equities, Finance, BFSI  

Neha Sardar  
25  
B.Com.  
R.A. Podar College of Commerce & Economics  
Work Experience: 13 Months, Deloitte Haskins & Sells Lip  
Summer Internship: JM Financial Services Ltd., Finance, BFSI  

Nikhil Mohite  
25  
B.Tech.  
Vishwakarma Institute of Technology, Pune  
Work Experience: 26 Months, Cereble Robotics  
Summer Internship: P3 Investment Solutions, Finance, BFSI  

Prasad Patil  
24  
B.Tech.  
College of Engineering, Pune  
Work Experience: 9 Months, Tata Motors Limited  
Summer Internship: EY GDS India LLP, Finance, Consulting  

Prince Tiwari  
26  
B.Tech.  
University of Petroleum & Energy Studies  
Work Experience: 36 Months, Tata Consultancy Services  
Summer Internship: Hedge Equities, Finance, BFSI  

Niranjan Popat Langote  
26  
B.Tech.  
Walchand College of Engineering  
Work Experience: 32 Months, A.C.C Limited  
Summer Internship: Hedge Equities, Finance, BFSI  

Nisha D  
26  
B.E.  
G.S.S.S Institute of Engineering and Technology for Women  
Work Experience: Nil  
Summer Internship: Hedge Equities, Finance, BFSI  

Priyanka Pandey  
23  
B.Com.  
Symbiosis College of Arts and Commerce  
Work Experience: Nil  
Summer Internship: Tata Steel, Finance, Automobiles/Manufacturing  

Nishtha Victor  
25  
B.E.  
R.N.S Institute of Technology  
Work Experience: 19 Months, N.T.T. Data Global Delivery Services Private Limited  
Summer Internship: Hedge Equities, Finance, BFSI  

Pankaj Ray  
26  
B.E.  
Manipal Institute of Technology  
Work Experience: 24 Months, Supernova Engineers Ltd.  
Summer Internship: Hedge Equities, Finance, BFSI  

Priyanka Srikantan  
22  
B.Com.  
Mount Carmel College  
Work Experience: 4 Months, Ernst Young  
Summer Internship: Arcesium, Finance, BFSI  

Nishtha Victor  
26  
B.E.  
R.N.S Institute of Technology  
Work Experience: 19 Months, N.T.T. Data Global Delivery Services Private Limited  
Summer Internship: Hedge Equities, Finance, BFSI  

Puneet Sama  
24  
B.Tech.  
National Institute of Technology, Hamirpur  
Work Experience: 13 Months, Eyp Creations  
Summer Internship: Mondelez India Food Pvt. Ltd., Finance, BFSI  

Raj Anand  
25  
B.Tech.  
Techno India  
Work Experience: 43 Months, Tata Consultancy Services  
Summer Internship: India Infoline Wealth Management (IIFLW), Finance, Consulting
<table>
<thead>
<tr>
<th>Name</th>
<th>Age</th>
<th>Qualification</th>
<th>College</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ramya Gupta</td>
<td>21</td>
<td>B.Sc.(Hons.)</td>
<td>Ramjas College</td>
</tr>
<tr>
<td>Saket Upadhyay</td>
<td>27</td>
<td>B.E.</td>
<td>Manipal Institute of Technology</td>
</tr>
<tr>
<td>Shivyansh Mishra</td>
<td>24</td>
<td>B.M.S.</td>
<td>Narsee Monjee College of Commerce and Economics</td>
</tr>
<tr>
<td>Shриддha Agrawal</td>
<td>23</td>
<td>B.Com.</td>
<td>Kanoria Mahila Mahavidyalaya, Jaipur</td>
</tr>
<tr>
<td>Samil Aggarwal</td>
<td>24</td>
<td>B.Com. (Hons.)</td>
<td>Shaheed Bhagat Singh College of Commerce</td>
</tr>
<tr>
<td>Sarvesh Nigalye</td>
<td>25</td>
<td>B.E.</td>
<td>Goa Engineering College</td>
</tr>
<tr>
<td>Shreyansh Paleria</td>
<td>24</td>
<td>B.Tech.</td>
<td>School of Petroleum Technology</td>
</tr>
<tr>
<td>Shrishti Mehra</td>
<td>22</td>
<td>B.Com.</td>
<td>Narsee Monjee College of Commerce and Economics</td>
</tr>
<tr>
<td>Saurabh Dugar</td>
<td>26</td>
<td>B.Com. (Hons.)</td>
<td>Bhawanipore Education Society College</td>
</tr>
<tr>
<td>Shantanu Thaker</td>
<td>24</td>
<td>B.M.S.</td>
<td>Nagindas Khandwala College</td>
</tr>
<tr>
<td>Shubham Bagla</td>
<td>22</td>
<td>B.Com. (Hons.)</td>
<td>St. Xavier’s College</td>
</tr>
<tr>
<td>Siddharth Desai</td>
<td>25</td>
<td>B.E.</td>
<td>P. V. G’S College of Engineering and Technology, Pune</td>
</tr>
<tr>
<td>Sherie Ferrao</td>
<td>24</td>
<td>B.E.</td>
<td>Goa College of Engineering</td>
</tr>
<tr>
<td>Shikhar Agrawal</td>
<td>27</td>
<td>B.Com.</td>
<td>School of Open Learning</td>
</tr>
<tr>
<td>Soumyajit Sarkar</td>
<td>30</td>
<td>B.Tech.</td>
<td>Saroj Mohan Institute of Technology</td>
</tr>
<tr>
<td>Swathi Uday</td>
<td>27</td>
<td>B.Tech.</td>
<td>National Institute of Technology, Calicut</td>
</tr>
</tbody>
</table>

**Work Experience and Summer Internships**

<table>
<thead>
<tr>
<th>Name</th>
<th>Work Experience</th>
<th>Summer Internship</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ramya Gupta</td>
<td>Nil</td>
<td>JPMorgan and Chase, Finance, BFSI</td>
</tr>
<tr>
<td>Saket Upadhyay</td>
<td>44 Months, Wipro</td>
<td>Agarwal Ruwatia And Associates LLP, Finance, BFSI</td>
</tr>
<tr>
<td>Shivyansh Mishra</td>
<td>26 Months, K.P.M.G</td>
<td>Indiabulls housing finance Ltd., Finance, BFSI</td>
</tr>
<tr>
<td>Shриддha Agrawal</td>
<td>Nil</td>
<td>C. M. Goenka Stock Brokers Pvt. Ltd., Finance, BFSI</td>
</tr>
<tr>
<td>Samil Aggarwal</td>
<td>10 Months, Shree Madhav Enterprises</td>
<td>Ernst &amp; Young, Finance, Consulting</td>
</tr>
<tr>
<td>Sarvesh Nigalye</td>
<td>30 Months, Tech Mahindra</td>
<td>State Bank of India, Finance, BFSI</td>
</tr>
<tr>
<td>Shreyansh Paleria</td>
<td>20 Months, Toyota Engineering India Pvt. Limited</td>
<td>J.P Morgan Chase &amp; Company, Finance, BFSI</td>
</tr>
<tr>
<td>Shrishti Mehra</td>
<td>Nil</td>
<td>Indiabulls Housing Finance Limited, Finance, BFSI</td>
</tr>
<tr>
<td>Saurabh Dugar</td>
<td>20 Months, Suvidha Consultants Limited</td>
<td>SREI Infrastructure Finance Limited, Finance, BFSI</td>
</tr>
<tr>
<td>Shantanu Thaker</td>
<td>22 Months, Serco Global Services</td>
<td>Sharekhan, Finance, BFSI</td>
</tr>
<tr>
<td>Shubham Bagla</td>
<td>Nil</td>
<td>JPMorgan Chase &amp; Co, Finance, BFSI</td>
</tr>
<tr>
<td>Siddharth Desai</td>
<td>24 Months, Mahindra Tsubaki Conveyor Systems Pvt. Ltd.</td>
<td>B-Tonic, Marketing, Consulting</td>
</tr>
<tr>
<td>Sherie Ferrao</td>
<td>12 Months, Accenture Solutions Private Limited</td>
<td>J.P. Morgan Chase and Co., Finance, BFSI</td>
</tr>
<tr>
<td>Shikhar Agrawal</td>
<td>24 Months, D K Gupta &amp; Company</td>
<td>Arcesium India Pvt. Ltd., Finance, BFSI</td>
</tr>
<tr>
<td>Soumyajit Sarkar</td>
<td>45 Months, Jindal India Thermal Power Limited</td>
<td>Steel Authority of India Limited, Operations, Automobiles/Manufacturing</td>
</tr>
<tr>
<td>Swathi Uday</td>
<td>35 Months, Qualite Infotech</td>
<td>Indiabulls Housing Finance Company, Finance, BFSI</td>
</tr>
</tbody>
</table>
BATCH PROFILE 2018-2019 / FINANCE / GOA INSTITUTE OF MANAGEMENT

Shwetakshi Singh
24
B.Tech.
Global Institute of Technology, Jaipur

Work Experience: 22 Months, Image It Solutions Pvt. Ltd.
Summer Internship: HUL, Finance, FMCG/FMCD

Tanvi Shirodkar
25
B.Com.
Brihan Maharashtra College of Commerce, Pune

Work Experience: 15 Months, Amol Kulkarni & Associates Chartered Accountants
Summer Internship: Bajaj Allianz, Finance, Insurance

Trisha Kouthankar
22
B.E.
Goa College of Engineering

Work Experience: Nil
Summer Internship: Casa Amore International, Marketing, Automobiles/Manufacturing

Vinay Jaiswal
27
B.Tech.
Jaypee University of Engineering and Technology

Work Experience: 24 Months, Expotec International Private Limited
Summer Internship: Starfrog Financial Group, Finance, BFSI

Vinayak Bhat
23
B.Com.
Mithibai Motiram Kundanani

Work Experience: 24 Months, Logistics Park India Private Limited
Summer Internship: Marico Limited, Finance, FMCG/FMCD

Vishnu Vardhan Gollapudi
25
B.E.
R.N.S Institute of Technology

Work Experience: 21 Months, Infosys Limited
Summer Internship: JPMorgan Chase & Co, Finance, BFSI

Yamini Sharma
25
B.A.(Hons.)
Galgotias University

Work Experience: Nil
Summer Internship: Hedge Equities, Finance, BFSI

Yamini Sharma
25
B.A.(Hons.)
Galgotias University

Work Experience: Nil
Summer Internship: Hedge Equities, Finance, BFSI
“It may sound a little cliched but whatever I am today is entirely due to GIM and my wonderful 2 years of learning from the great selfless professors and my fellow batch mates. The biggest learning was on how to handle and respect different point of views and more importantly how to maximize with limited resources and opportunities. Particularly given the situation at that time when GIM was a new unknown brand. I would also attribute my self-drive and focus on aspiring for meaningful achievements to the professors.”

Muralidhar Salvateeswaran
Regional Operations Director, South Asia Kantar
GIM: 1995-1997

MARKETING

Course Details
- B2B Marketing
- Customer Relationship Management
- Digital Marketing
- Integrated Marketing Communication
- International Marketing
- Sales & Distribution Management
- Consumer Judgement and Choice Models
- Entrepreneurial Marketing
- New Product Development
- Pricing
- Qualitative Market Research
- Rural and BOP Marketing
- Social Marketing & Engineering for Sustainability
- Brand Management
- Consumer Behaviour
- Marketing Analytics and Implementation
- Marketing Research
- Services Marketing
- The Business of Media

Faculty
- Prof. Ajit Parulekar
  B.Pharmacy, M. Pharmacy, MBA, PhD
- Prof. Kapil Khandeparkar
  B.E (Hons), FPM IIM-A
- Prof. Ranbir Singh Sodhi
  B.E, MBA
- Prof. Cedric Cerpes
  MS Communications University of Southern Louisiana, USA
- Prof. Subrata Majumdar
  PGCGM (IIM C)
- Prof. Kanupriya Katyal
  BE, PGDM, FPM
- Prof. Prasenjit Purnaksha
- Prof. Manish Saraf
- Prof. Pravat Surya Kar
  MBA, PhD

Visiting Faculty
- Prof. Mohan Kuruvilla
  Kuruvilla Marketing Services, Bangalore
- Prof. Aditi Hingu
- Prof. Prasenjit Purnaksha
- Prof. Manish Saraf
- Prof. Vinod Thakur
Aditi Gupta  
B.E.  
Fr. Conceicao Rodrigues Institute of Technology  
Work Experience: 24 Months, N.D.T.S India(P) Limited  
Summer Internship: HDFC Bank, Marketing, BFSI

Aarushi Rishiraj  
B.A.(Hons.)  
Mata Sundri College for Women  
Work Experience: Nil  
Summer Internship: EY GDS India LLP, Finance, Consulting

Aakash Gupta  
B.B.A.  
Graduate School of Business, Indore  
Work Experience: Nil  
Summer Internship: Exide Life Insurance, Marketing, BFSI

Aamir Shukla  
B.B.A.  
J.D. Birla Institute  
Work Experience: 24 Months, Prognosis Commodities Pvt. Ltd.  
Summer Internship: Vip Industries, Marketing, FMCG/FMCD

Abhishek Bhageria  
B.Com.  
Commerce College  
Work Experience: Nil  
Summer Internship: CEAT Limited, Marketing, Automobiles/Manufacturing

Abhishek Tare  
B.E.  
Medicap Institute of Technology & Management  
Work Experience: Nil  
Summer Internship: Yellow Diamond (Prataap Snacks Ltd.), Marketing, FMCG/FMCD

Abhishek Tare  
B.E.  
Medicap Institute of Technology & Management  
Work Experience: Nil  
Summer Internship: Yellow Diamond (Prataap Snacks Ltd.), Marketing, FMCG/FMCD

Ajay Satish  
B.Com.  
Mulund College of Commerce  
Work Experience: 26 Months, ICICI Bank  
Summer Internship: Mid-day Infomedia Ltd., Marketing, Media

Ajinkya Puranik  
B.E.  
P.V.G's College of Engineering & Technology  
Work Experience: 38 Months, Tata Technologies Limited  
Summer Internship: TaeguTec India, Marketing, Market Research/Analytics

Anshuman N  
B.Tech.  
Nehru College of Engineering and Research Centre  
Work Experience: 24 Months, Emmark Industries  
Summer Internship: Tata Capital, Marketing, NBFC

Aman Singh  
B.M.S.  
M.K Sanghvi College  
Work Experience: 17 Months, Exhibit Minds India Pvt. Ltd.  
Summer Internship: Puma Sports India Pvt. Ltd., Marketing, Sportswear and Lifestyle

Aman Shukla  
B.B.A.  
J.D. Birla Institute  
Work Experience: 24 Months, Prognosis Commodities Pvt. Ltd.  
Summer Internship: Vip Industries, Marketing, FMCG/FMCD

Aakash Gupta  
B.B.A.  
Graduate School of Business, Indore  
Work Experience: Nil  
Summer Internship: Exide Life Insurance, Marketing, BFSI

Aman Shukla  
B.B.A.  
J.D. Birla Institute  
Work Experience: 24 Months, Prognosis Commodities Pvt. Ltd.  
Summer Internship: Vip Industries, Marketing, FMCG/FMCD

Anubhav Agrawal  
B.Com.  
P.M.B Gujarati Commerce College, Indore  
Work Experience: 13 Months, Teleperformance (CRM Services India Private Limited)  
Summer Internship: Scalefactor Consulting Labs, Marketing, Consulting
<table>
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<tr>
<th>Name</th>
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<th>University/College</th>
<th>Work Experience</th>
<th>Summer Internship</th>
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<td>Ashi Verma</td>
<td>25</td>
<td>B.E.</td>
<td>Shri Govindram Seksaria Institute of Technology and Science, Indore</td>
<td>32 Months, Capgemini Technology Services India Limited</td>
<td>Capgemini Technology Services India Ltd., Marketing, IT/ITES</td>
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<tr>
<td>Ashwini Sondur</td>
<td>26</td>
<td>B.E.</td>
<td>P. V. G’S College of Engineering</td>
<td>24 Months, Intelligent Motion Technology Pvt. Ltd.</td>
<td>VLCC Healthcare Ltd., Marketing, Wellness &amp; Beauty</td>
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<tr>
<td>Athish Palav</td>
<td>24</td>
<td>B.E.</td>
<td>M.V. Jayaraman College of Engineering</td>
<td>21 Months, Sunena Enterprises, Car Hire and Labour Supplier, VascoDaGama</td>
<td>TripThrill, Marketing, Travel and Homestay Management</td>
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<tr>
<td>Bhawik Bairagara</td>
<td>26</td>
<td>B.Com. (Hons.)</td>
<td>St. Xavier’s College, Kolkata</td>
<td>20 Months, Eggfirst Advertising and Design Pvt. Ltd.</td>
<td>HDFC Bank, Marketing, BFSI</td>
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<td>Chaitanya Korrupati</td>
<td>23</td>
<td>B.Tech.</td>
<td>Nalla Malla Reddy Engineering College</td>
<td>Nil</td>
<td>TripThrill, Marketing, Travel and Homestay Management</td>
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<tr>
<td>Chirag Gupta</td>
<td>26</td>
<td>B.E.</td>
<td>Majoraja Agrasen Institute of Technology</td>
<td>24 Months, HCL Technologies Limited</td>
<td>Blockchain Mind, Marketing, BFSI</td>
</tr>
<tr>
<td>Debarshi Gangopadhayay</td>
<td>26</td>
<td>B.E.</td>
<td>M.I.T Academy of Engineering</td>
<td>34 Months, P.I Engineering Limited</td>
<td>Philips India Ltd., Operations, FMCG/ FMCD</td>
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<tr>
<td>Deepshikha Rana</td>
<td>27</td>
<td>B.Sc.</td>
<td>Regional Institute of Education, Mysore</td>
<td>10 Months, Rungta Public School, Bhilai</td>
<td>Philips Lighting India Ltd., Marketing, FMCG/FMCD</td>
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<td>Devanshi Thakkar</td>
<td>28</td>
<td>B.A.</td>
<td>Institute of Distance and Open Learning</td>
<td>Nil</td>
<td>Philips Ligting India Ltd., Marketing</td>
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<tr>
<td>Atish Palav</td>
<td>24</td>
<td>B.E.</td>
<td>M.V. Jayaraman College of Engineering</td>
<td>21 Months, Sunena Enterprises, Car Hire and Labour Supplier, VascoDaGama</td>
<td>TripThrill, Marketing, Travel and Homestay Management</td>
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<tr>
<td>Bhawik Bairagara</td>
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<td>B.Com. (Hons.)</td>
<td>St. Xavier’s College, Kolkata</td>
<td>20 Months, Eggfirst Advertising and Design Pvt. Ltd.</td>
<td>HDFC Bank, Marketing, BFSI</td>
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<td>Chaitanya Korrupati</td>
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<td>B.Tech.</td>
<td>Nalla Malla Reddy Engineering College</td>
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<td>TripThrill, Marketing, Travel and Homestay Management</td>
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<td>Chirag Gupta</td>
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<td>Dhanraj Suryavanshi</td>
<td>B.E.</td>
<td>Government Engineering College, Bharuch</td>
<td>23 Months, Torrent Pharma</td>
<td>HPCL, Marketing, Market Research/Analytics</td>
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<td>Dhruv Sharma</td>
<td>B.C.A.</td>
<td>Guru Nanak Dev University</td>
<td>Nil</td>
<td>Toffee Doodle, Marketing, FMCG/FMCD</td>
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<td>Harsh Pai Venekar</td>
<td>B.E.</td>
<td>Padre Conceicao College of Engineering</td>
<td>24 Months, Open Destinations Infotech</td>
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<tr>
<td>Himanshu Pandey</td>
<td>B.E.</td>
<td>Birla Vishwakarma Mahavidhyalay</td>
<td>14 Months, Simplex Infrastructures Limited</td>
<td>9 Links, Marketing, Consulting</td>
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<td>Dhruvaj Suryavanshi</td>
<td>B.E.</td>
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<td>HPCL, Marketing, Market Research/Analytics</td>
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<td>Dipesh Shukla</td>
<td>B.Com.</td>
<td>Gobindgarh Public College</td>
<td>Nil</td>
<td>Rapid Metro Gurgaon South Ltd., Marketing, Business Development</td>
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<tr>
<td>Hitesh Sharma</td>
<td>B.Tech.</td>
<td>Institute of Engineering and Technology, Alwar</td>
<td>41 Months, L &amp; T Infotech</td>
<td>Tangentia India Technologies Pvt. Ltd., Marketing, IT/ITES</td>
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<tr>
<td>Jagmit Sidhu</td>
<td>B.Tech.</td>
<td>Jaspree University of Information Technology</td>
<td>10 Months, Infosys Limited</td>
<td>Wipro, Marketing, IT/ITES</td>
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<tr>
<td>Divyanshi Jain</td>
<td>B.Tech.</td>
<td>Nirma University</td>
<td>24 Months, Cognizant Technology Solutions India Private Ltd</td>
<td>Wipro, Marketing, Market Research/Analytics</td>
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<tr>
<td>Dipyata Gouri</td>
<td>B.B.A.</td>
<td>Mewar University</td>
<td>12 Months, Boring Brands</td>
<td>Reliance Jio Studios, Marketing, Market &amp; Advertising</td>
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<tr>
<td>Jithin Chandran</td>
<td>B.Tech.</td>
<td>School of Engineering</td>
<td>24 Months, Tata Consultancy Services</td>
<td>Geojit Financial Services, Marketing, BFSI</td>
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<td>Eden Sukiswamy</td>
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<td>S.K.N. College of Engineering</td>
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<td>Harish Negi</td>
<td>B.Tech.</td>
<td>Applied College of Management Institute</td>
<td>32 Months, Himanshu Auto Industries</td>
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<tr>
<td>Justin Mathew</td>
<td>B.Tech.</td>
<td>St. Joseph’s College of Engineering and Technology, Paasi</td>
<td>20 Months, Packing Technics India</td>
<td>HDFC Bank, Marketing, BFSI</td>
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<td>Jyotishman Borkakoty</td>
<td>B.E.</td>
<td>Assam Engineering College</td>
<td>10 Months, National Highways Authority of India</td>
<td>VLCC Healthcare Ltd., Marketing, Wellness &amp; Beauty</td>
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</table>
BATCH PROFILE 2018-2019 / MARKETING / GOA INSTITUTE OF MANAGEMENT

Karan Sharma
B.Com./Hons.
Shaheed Bhagat Singh College of Commerce
Work Experience: Nil
Summer Internship: Genoz Infotech, Marketing, IT/ITES

Karthikeyan R A
B.E.
Tagore Engineering College
Work Experience: 81 Months, S.S.L.B Ventures
Summer Internship: Bharti Airtel Limited, Marketing, Telecommunications

Manish Pillai
B.E.
Maharaja Sayajirao University
Work Experience: 24 Months, INOX India Private Limited
Summer Internship: Piramal Enterprises Ltd., Marketing, FMCG/IT/ITES

Mayank Dawar
B.Tech.
Manav Rachna College of Engineering
Work Experience: 28 Months, The Testament
Summer Internship: Times Network, Marketing, Media House

Kaushik Kasodariya
B.E.
Sarvajanik College of Engineering and Technology, Surat
Work Experience: Nil
Summer Internship: Euro India Fresh Foods Ltd., Marketing, FMCG/IT/ITES

Keval Aiya
B.E.
D.J. Sanghvi College of Engineering
Work Experience: 30 Months, Jalaram Novelty & Jalarams The Beauty Shop
Summer Internship: HDFC Bank, Marketing, BFSI

Mayonka Mukherjee
B.Tech.
Heritage Institute of Technology
Work Experience: 33 Months, V.A Tech Wabag Limited
Summer Internship: Wipro, Marketing, IT/ITES

Mayur Gumasta
B.E.
Gyan Ganga Institute of Technology and Sciences
Work Experience: 36 Months, Suvitha Engineers India Pvt. Ltd.
Summer Internship: Tata Capital, Marketing, NBFC

Kratiya Jhalani
B.Tech.
Goa Engineering and Technology, Bikaner
Work Experience: Nil
Summer Internship: Genoz Infotech, Marketing, IT/ITES

Lata Karmali
B.E.
Goa College of Engineering
Work Experience: 18 Months, H.S.B.C, Git
Summer Internship: Student Exchange Program, Warsaw University of Technology Business School, Poland

Medhavi Dhankar
B.Tech.
Krishna Institute of Engineering and Technology, Ghaziabad
Work Experience: 32 Months, Accenture Solutions Private Limited
Summer Internship: GEP Worldwide, Operations, Consulting

Menka Chandani
B.E.
S.K.N College of Engineering
Work Experience: Nil
Summer Internship: Tangentia India Technologies Pvt. Ltd., Marketing, IT/ITES

Lloyd Fernandes
B.Pharm
Goa College of Pharmacy
Work Experience: Nil
Summer Internship: Business od Ideas (Jio Studios), Marketing, Market Research/Analytics

Mahalakshmi Subramanian
B.M.M.
Kishinchand Chellaram College
Work Experience: 35 Months, Pagalguy.Com (Inzane Labs)
Summer Internship: HDFC Bank, Marketing, BFSI

Mitwa Mathur
B.D.S.
Jodhpur Dental College General College
Work Experience: 32 Months, Dr. B. Lal Clinical Laboratory Pvt. Ltd.
Summer Internship: Student Exchange Program, Catalica Lisbon School of Business and Economics, Portugal

Mridul Jain
B.Com. (Hons.)
College of Vocational Studies
Work Experience: Nil
Summer Internship: HDFC Bank, Marketing, BFSI
<table>
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<th>Name</th>
<th>Year</th>
<th>Course</th>
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<td>Mukul Madhav</td>
<td>27</td>
<td>B.Tech.</td>
<td>C.V Raman College of Engineering</td>
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<tr>
<td>Niharika Mukhija</td>
<td>26</td>
<td>B.Tech.</td>
<td>Maharaja Surajmal Institute of Technology, Delhi</td>
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<td>Nikhil Gauns Dessai</td>
<td>24</td>
<td>B.E.</td>
<td>Goa College of Engineering</td>
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<td>Nikhil Jacob</td>
<td>23</td>
<td>B.Com.</td>
<td>Saintgits College of Applied Sciences, Kottayam</td>
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<td>Nikunj Gajera</td>
<td>22</td>
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<td>Birla Vishwakarma Mahavidyalay</td>
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<td>Pragya Malhotra</td>
<td>25</td>
<td>B.B.A.</td>
<td>Maharaja Surajmal Institute of Technology, Delhi</td>
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<td>Nivesh Singhal</td>
<td>23</td>
<td>B.Tech.</td>
<td>Ramanujan College</td>
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<td>Nivedita Andhale</td>
<td>24</td>
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<td>Padre Conceicao College of Engineering</td>
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<td>Padmanabh Pitre</td>
<td>25</td>
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<td>Goa College of Engineering</td>
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<td>Nihalika Rastogi</td>
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<td>B.E.</td>
<td>Padre Conceicao College of Engineering</td>
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<tr>
<td>Peeyush Raj</td>
<td>27</td>
<td>B.Sc.</td>
<td>Nowrosjee Wadia College</td>
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<td>Nikhil Bohgati</td>
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<td>Prajakta Nigaye</td>
<td>26</td>
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<td>Goa College of Engineering</td>
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<td>Prithu Pandey</td>
<td>24</td>
<td>B.Tech.</td>
<td>Amity School of Engineering and Technology</td>
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<tr>
<td>Nagesh Patil</td>
<td>24</td>
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<td>Pooja Roy</td>
<td>26</td>
<td>B.Sc.(Hons.)</td>
<td>Hindu College</td>
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<tr>
<td>Pooja Roy</td>
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<td>Prithu Pandey</td>
<td>24</td>
<td>B.Tech.</td>
<td>Amity School of Engineering and Technology</td>
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</table>

**Work Experience:**
- Mukul Madhav: 38 Months, Cognizant Technology Solutions India Private Ltd.
- Niharika Mukhija: 33 Months, Toshiba-Landis-Gyr
- Nikhil Gauns Dessai: 14 Months, Shwini Kool Konnect
- Nikhil Jacob: Nil
- Nikunj Gajera: Nil
- Pragya Malhotra: 19 Months, C.S.I.R- National Institute of Oceanography
- Nagesh Patil: 17 Months, Ernst Young
- Pooja Roy: 17 Months, Ernst Young
- Prithu Pandey: 17 Months, Ernst Young

**Summer Internships:**
- Mukul Madhav: TaeTu: India, Marketing, Market Research & Analytics
- Niharika Mukhija: Asian paints, Marketing, Market Research & Analytics
- Nikhil Gauns Dessai: HDFC Bank, Marketing, BFSI
- Nikhil Jacob: Gartner, Marketing, Research and Advisory
- Nikunj Gajera: Business of Ideas (Jio Studios), Marketing, Marketing and Advertising
- Pragya Malhotra: Philips Lighting India Ltd., Marketing, FMCG/FMCD
- Pooja Roy: Philips Lighting India Ltd., Marketing, FMCG/FMCD
- Prithu Pandey: Student Exchange Program, Warsaw University of Technology Business School, Poland, IFB Industries Ltd., Marketing, FMCD
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<tr>
<th>Name</th>
<th>Year</th>
<th>Degree</th>
<th>Institute</th>
<th>Work Experience</th>
<th>Summer Internship</th>
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<tr>
<td>Priyanshi Srivastava</td>
<td>24</td>
<td>B.Tech.</td>
<td>Krishna Institute of Engineering and Technology, Ghaziabad</td>
<td>Nil</td>
<td>Toffee Doodle, Marketing, FMCG/FMCD</td>
</tr>
<tr>
<td>Pulkit Singhal</td>
<td>23</td>
<td>B.Tech.</td>
<td>SRM University</td>
<td>39 Months, Wipro</td>
<td>Tata Motors Ltd., Marketing, Automobiles/Manufacturing</td>
</tr>
<tr>
<td>Saksham Gupta</td>
<td>26</td>
<td>B.Tech.</td>
<td>Manipal Institute of Technology</td>
<td>Nil</td>
<td>Btonic, Marketing, Consulting</td>
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<tr>
<td>Sameer Paropkari</td>
<td>26</td>
<td>B.E.</td>
<td>Padre Conceicao College of Engineering</td>
<td>29 Months, Nanu’s Multi Cuisine Bar &amp; Restaurant, Goa</td>
<td>TaeguTec India, Marketing, Market Research/Analytics</td>
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<td>Rashprit Singh</td>
<td>27</td>
<td>B.Tech.</td>
<td>KIIT University</td>
<td>41 Months, Tata Consultancy Services</td>
<td>Saama Technologies (India) Pvt. Ltd., Operations, IT/ITES</td>
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<tr>
<td>Resham Kapoor</td>
<td>23</td>
<td>B.B.A.</td>
<td>Symbiosis Centre for Management Studies, Noida</td>
<td>11 Months, Kalki Lighting Limited</td>
<td>HDFC Bank, Marketing, BFSI</td>
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<tr>
<td>Sanchit Nigam</td>
<td>28</td>
<td>B.Tech.</td>
<td>SRM University</td>
<td>40 Months, Wipro</td>
<td>Swiss Military Lifestyle Products Pvt. Ltd., Marketing, FMCG/FMCD</td>
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<tr>
<td>Sanika Naik</td>
<td>26</td>
<td>B.E.</td>
<td>Fr. Conceicao Rodrigues Institute of Technology</td>
<td>15 Months, Tata Consultancy Services</td>
<td>NeoNiche Integrated Solutions, Marketing, Event management/ Experiential marketing</td>
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<tr>
<td>Satrjit Sahani</td>
<td>24</td>
<td>B.B.A.</td>
<td>Amity International Business School</td>
<td>Nil</td>
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<td>Saurabh Kaura</td>
<td>23</td>
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<td>I.M.S. Engineering College</td>
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<td>HDFC Bank, Marketing, BFSI</td>
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<td>Saikat Mondal</td>
<td>23</td>
<td>B.E.</td>
<td>Manipal Institute of Technology</td>
<td>33 Months, L&amp;T Technology Services Limited</td>
<td>NeoNiche Integrated Solutions, Marketing, Event management/ Experiential marketing</td>
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<td>Sairaj Gawas</td>
<td>26</td>
<td>B.Tech.</td>
<td>Vishwakarma Institute of Technology, Pune</td>
<td>Nil</td>
<td>Imagine Panaji Smart City Development Ltd., Marketing, Government Sector</td>
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<td>Shaikh Zishan</td>
<td>25</td>
<td>B.E.</td>
<td>Vishwakarma Government Engineering College, Chandkheda</td>
<td>44 Months, Torrent Pharma</td>
<td>New Mangalore Port Trust, Operations, Shipping &amp; logistics</td>
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<tr>
<td>Shailesh Saraswat</td>
<td>22</td>
<td>B.E.</td>
<td>Goa College of Engineering</td>
<td>Nil</td>
<td>Hindustan Coca-Cola Beverages Pvt. Ltd., Marketing, FMCG/FMCD</td>
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**Work Experience:**
- Nil
- 39 Months, Wipro
- 11 Months, Kalki Lighting Limited
- 40 Months, Wipro
- 15 Months, Tata Consultancy Services
- 33 Months, L&T Technology Services Limited
- 44 Months, Torrent Pharma
- 39 Months, Nanu’s Multi Cuisine Bar & Restaurant, Goa
- 14 Months, Langaar Digital Pvt. Ltd.
- 9 Months, Asahi India Glass Limited
- 14 Months, Langaar Digital Pvt. Ltd.
- Nil
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<tr>
<td>Sharleen Dsouza</td>
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<td>B.B.A. St. Xavier's College of Arts, Science &amp; Commerce</td>
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<td>13 Months, Splendour Holidays Pvt. Ltd.</td>
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<td>Shashank Gaurav</td>
<td>26</td>
<td>B.Tech. Silicon Institute of Technology</td>
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<td>29 Months, Wipro</td>
<td>Bharti Airtel Limited, Marketing, Telecommunications</td>
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<td>Shashank Sinha</td>
<td>24</td>
<td>B.E. Dayananda Sagar College of Engineering, Bangalore</td>
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<td>20 Months, Media Melange IT Solutions</td>
<td>HDFC Bank, Marketing, BFSI</td>
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<td>Shikha Nidhi</td>
<td>25</td>
<td>B.E. C.M.R. Institute of Technology, Kundal Hall, Bangalore</td>
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<td>35 Months, Mphasis</td>
<td>HDFC Bank, Marketing, BFSI</td>
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<td>Shivani Agarwal</td>
<td>23</td>
<td>B.Com.(Hons.) J.D. Birla Institute</td>
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<td>Nil</td>
<td>VLCC Healthcare Ltd., Marketing, Wellness &amp; Beauty</td>
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<td>Shreyans Kasliwal</td>
<td>24</td>
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<td>20 Months, Tata Consultancy Services</td>
<td>Go Digit General Insurance Ltd., Marketing, General Insurance</td>
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<tr>
<td>Sree Vignesh S</td>
<td>22</td>
<td>B.B.A. Sandipini College of Computer Science, Vazhthala</td>
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<td>Nil</td>
<td>GE Healthcare Private Ltd., Marketing, Healthcare</td>
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<td>Srividya Mukunthan</td>
<td>24</td>
<td>B.A.(Hons.) Jesus &amp; Mary College</td>
<td></td>
<td>Nil</td>
<td>Britannia Industries Ltd., Marketing, FMCG/FMCD</td>
</tr>
<tr>
<td>Sushmita</td>
<td>23</td>
<td>B.Sc.(Hons.) Post Graduate Government College for Girls, Sector-42</td>
<td></td>
<td>Nil</td>
<td>Scriblab Solutions, Marketing, Content Management</td>
</tr>
<tr>
<td>Simran Chatterjee</td>
<td>23</td>
<td>B.Des. National Institute of Fashion Technology</td>
<td></td>
<td>Nil</td>
<td>Dragonfly Market Research, Marketing, Market Research/Analytics</td>
</tr>
<tr>
<td>Sudhir Shetye</td>
<td>25</td>
<td>B.E. Shri Dharmasthala Manjunatheshwara College of Engineering &amp; Technology</td>
<td></td>
<td>13 Months, Hello Information Services Pvt. Ltd.</td>
<td>Zuari Agro Chemicals Limited, Marketing, Automobiles/Manufacturing</td>
</tr>
</tbody>
</table>
Batch Profile 2018-2019

Marketing

Goa Institute of Management

Tanya Agarwal
23
B.Com. (Hons.)
SGTB Khalsa College

Work Experience: 21 Months, Ernst Young
Summer Internship: Wipro, Marketing, IT/ITES

Tanvi Gulati
24
B.Sc.
Dr. Ambedkar Institute of Hotel Management, Catering & Nutrition

Work Experience: Nil
Summer Internship: IFB Appliances, Marketing, FMCG/FMCD

Surbhi Mehta
23
B.A. (Hons.)
Miranda House

Work Experience: 19 Months, Simbhaoli Sugars Limited
Summer Internship: HDFC Bank, Marketing, BFSI

Tushar Vashishth
27
B.Tech.
Jaipur Engineering College & Research Center

Work Experience: 51 Months, Ciena India Pvt. Ltd.
Summer Internship: Taegu Tec India, Marketing, Market Research/Analytics

Varad Lotlikar
26
B.E.
Padre Conceicao College of Engineering

Work Experience: 15 Months, I.F.B Industries Limited
Summer Internship: Taegu Tec India, Marketing, Market Research/Analytics

Tapasyya Sabharwal
23
B.Com.
S.S. Dempo College of Commerce and Economics

Work Experience: Nil
Summer Internship: HDFC bank, Marketing, BFSI

Tejas Bhat
24
B.E.
Gau College of Engineering

Work Experience: 18 Months, Accenture Solutions Private Limited
Summer Internship: Vertiv Network power Ltd., Marketing, Market Research/Analytics

Tarinee Laul
23
B.A.
Kamla Nehru College

Work Experience: 12 Months, Askmebazaar.Com
Summer Internship: VLCC Healthcare Ltd., Marketing, Wellness & Beauty

Utkarsh Shikhar
27
B.E.
Birla Institute of Technology

Work Experience: 21 Months, Infosys Limited
Summer Internship: Philips Lighting India Ltd., Marketing, FMCG/FMCD

Vishnu Alias Viraj Naik
25
B.E.
Gau College of Engineering

Work Experience: 22 Months, G.K.B Vision Private Ltd.
Summer Internship: New Mangalore Port Trust, Marketing

Wahid Khan
27
B.Sc.
Ewing Christian College, Allahabad

Work Experience: 61 Months, Azad Building Materials
Summer Internship: Student Exchange Program, Catalica Lisbon School of Business and Economics, Portugal

Vasvee Kishore
22
B.A. (Hons.)
Delhi College of Arts And Commerce

Work Experience: Nil
Summer Internship: Nestle India Ltd., Marketing, FMCG/FMCD

Varad Lotlikar
26
B.E.
Padre Conceicao College of Engineering

Work Experience: 15 Months, I.F.B Industries Limited
Summer Internship: Taegu Tec India, Marketing, Market Research/Analytics

Tejas Bhat
24
B.E.
Gau College of Engineering

Work Experience: 18 Months, Accenture Solutions Private Limited
Summer Internship: Vertiv Network power Ltd., Marketing, Market Research/Analytics

Tarinee Laul
23
B.A.
Kamla Nehru College

Work Experience: 12 Months, Askmebazaar.Com
Summer Internship: VLCC Healthcare Ltd., Marketing, Wellness & Beauty

Zarin Dumasia
21
B.B.A.
B.R.C.M. College of Business Administration

Work Experience: Nil
Summer Internship: Edelweiss Broking Ltd., Marketing, BFSI

Vishnu Alias Viraj Naik
25
B.E.
Gau College of Engineering

Work Experience: 22 Months, G.K.B Vision Private Ltd.
Summer Internship: New Mangalore Port Trust, Marketing

Zarin Dumasia
21
B.B.A.
B.R.C.M. College of Business Administration

Work Experience: Nil
Summer Internship: Edelweiss Broking Ltd., Marketing, BFSI

Wahid Khan
27
B.Sc.
Ewing Christian College, Allahabad

Work Experience: 61 Months, Azad Building Materials
Summer Internship: Student Exchange Program, Catalica Lisbon School of Business and Economics, Portugal
Before joining MBA at GIM I was an engineer with 3 years of work experience in operations field. During the course of 2 years I learned how marketing, finance and HR fields are impacting operations field. Subjects like operation research, supply chain management inspired me to further perceive my career in operations. GIM has transformed me from a technical mindset of an engineer to a holistic mind of a manager. Thank you GIM.

Gauresh Naik
Hero Motocorp
Batch

Course Details

<table>
<thead>
<tr>
<th>Subject</th>
<th>Course Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bigdata Management &amp; Analytics</td>
<td>QE &amp; Lean - Six sigma</td>
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<tr>
<td>Business Analysis</td>
<td>Service Operations Management</td>
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<tr>
<td>IT consulting</td>
<td>Supply Chain Management Analytics</td>
</tr>
<tr>
<td>Logistics Management</td>
<td>Technical Bid Management and Pre-Sales in the IT Industry</td>
</tr>
<tr>
<td>Materials Management</td>
<td>Technological Innovations in Management</td>
</tr>
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<td>Operations Strategy</td>
<td>Advance Supply Chain Management</td>
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<tr>
<td>Project Management</td>
<td>Revenue Management</td>
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<tr>
<td>Supply Chain Management</td>
<td>Theory of Constraints</td>
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<tr>
<td>Business Process Re-engineering</td>
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<tr>
<td>Cloud Service Management</td>
<td></td>
</tr>
<tr>
<td>E-Commerce</td>
<td></td>
</tr>
</tbody>
</table>

Faculty

Prof. Vishnu T
B.tech, MBA, PMP, CSSBB, CQA, PhD

Prof. Raj Amonkar
B.Tech, PGDOM, Post Experience Certificate in Process Business Management, Pursuing PhD

Prof. Sarat Kumar Jena
B.Tech, M.tech, Ph.D

Visiting Faculty

Prof. Rahul Altekar
Prof. Surendar Rane
Prof. Neville Gomes
Prof. Avik Mitra
Prof. Surendra Aigaonkar

Prof. Nitin Upadhyay
B.E, Ph.D

Prof. Rakesh Shivastava
B.Tech(IIT-D), PGDM(IIM-C)

Prof. Rohit K Mutkekar
M.Sc (Statistics), Ph.D (Statistics)

Prof. Vithal Sukhathankar
MCA, PDP, M-PhD

Prof. Prof. Shikha Agarwal
MBA, FPM (MDI)

Prof. Vivek Roy
B.E, Mtech, FPM (IIM-B)

Prof. Anand Teltumbde
B.E, PGDM(MBA), PhD, FIE (I), FASC, D.Lit(Hon)
Aparna Nair  
B.E. 
Shri Sant Gajanan Maharaj College of Engineering 
Work Experience: 39 Months, Tata Consultancy Services 
Summer Internship: Exide Life Insurance, Operations, BFSI 

Anup Saboo  
B.Tech. 
SRM University 
Work Experience: 19 Months, Tata Consultancy Services 
Summer Internship: Tata Motors Ltd., Finance, Automobiles/Manufacturing 

Arbhek Rana  
B.E. 
Birla Vishvakarma Mahavidyalaya 
Work Experience: 24 Months, Vodafone 
Summer Internship: Optima Insights Pvt. Ltd., Marketing, Market Research/Analytics 

Ajinkya Arsekara  
B.E. 
Don Bosco College of Engineering, Patala, Goa 
Work Experience: 12 Months, Adarve Telecommunication India Pvt. Ltd. 
Summer Internship: Casa Amore International, Marketing, Automobiles/Manufacturing 

Aparna Nair  
B.E. 
Don Bosco Institute of Technology 
Work Experience: 24 Months, Vodafone 
Summer Internship: Future Supply Chain-Future Group, Operations, Supply Chain Management 

Darshan Bhalerao  
B.E. 
Lakshmi Narain College of Technology and Science 
Work Experience: Nil 
Summer Internship: Volvo Eicher Commercial Vehicles Ltd., Operations, Automobiles/Manufacturing 

Jaimin S Patel  
B.E. 
Government Engineering College, Bhavnagar 
Work Experience: 23 Months, Sincus Engineering & Consulting Pvt. Ltd. 
Summer Internship: Adani Power Ltd., Operations, Power Sector 

Manish Kumar  
B.C.A. 
Sikkim Manipal University 
Work Experience: 85 Months, Sopra India Pvt. Ltd. 
Summer Internship: Ashpra Skills Private Limited, Operations, Supply Chain Management 

R Priti  
B.E. 
Rungta College of Engineering and Technology, Bhilai 
Work Experience: 50 Months, Tata Consultancy Services 
Summer Internship: Reliance Industries Ltd., Operations, Procurement 

Ratikesh Shahapure  
B.E. 
Walchand Institute of Technology 
Work Experience: 43 Months, Tox Pressotechnik (India) Pvt. Ltd. 
Summer Internship: TaegueTec India, Marketing, Market Research/Analytics 

Oindrila Mitra  
B.Tech. 
Heritage Institute of Technology 
Work Experience: 44 Months, Power Foils 
Summer Internship: Cummins India Ltd., Operations, Automobiles/Manufacturing 

Joel Menezes Gama  
B.E. 
Padre Conceicao College of Engineering 
Work Experience: 11 Months, Sulzer India Private Limited 
Summer Internship: Reliance Industries Ltd., Operations, Supply Chain Management 

Manila Choutipalli  
B.Tech. 
V.N.R. Vigna Jyothi Institute of Engineering and Technology 
Work Experience: Nil 
Summer Internship: Imagine Panaji Smart City Development Ltd., HR, Smart City Project under the Ministry of Housing and Urban Development 

Jaimin S Patel  
B.E. 
Government Engineering College, Bhavnagar 
Work Experience: 23 Months, Sincus Engineering & Consulting Pvt. Ltd. 
Summer Internship: Adani Power Ltd., Operations, Power Sector 

Krishna Kanth Thota  
B.Tech. 
Faculty of Science and Technology 
Work Experience: 24 Months, Hettich India Private Limited 
Summer Internship: IFB Appliances, Operations, FMCG/FMCD 

Manish Kumar  
B.C.A. 
Sikkim Manipal University 
Work Experience: 85 Months, Sopra India Pvt. Ltd. 
Summer Internship: Ashpra Skills Private Limited, Operations, Supply Chain Management 

R Priti  
B.E. 
Rungta College of Engineering and Technology, Bhilai 
Work Experience: 50 Months, Tata Consultancy Services 
Summer Internship: Reliance Industries Ltd., Operations, Procurement 

Ratikesh Shahapure  
B.E. 
Walchand Institute of Technology 
Work Experience: 43 Months, Tox Pressotechnik (India) Pvt. Ltd. 
Summer Internship: TaegueTec India, Marketing, Market Research/Analytics
Shibashish
25
B.Tech., Bengal Institute of Technology and Management

Work Experience: 54 Months, IBM India Pvt. Ltd.
Summer Internship: Godfrey Philips India Limited, Marketing, FMCG/FMCD

Rohit Mondal
26
B.Tech., National Institute of Technology, Durgapur

Work Experience: 31 Months, Ericsson India GSP
Summer Internship: Saama Technologies (India) Pvt. Ltd., Operations, IT/ITES

Sanal Varghese
27
B.Tech., Atharva College of Engineering

Work Experience: 54 Months, Infosys Limited
Summer Internship: Exide Life Insurance, Operations, BFSI

Souvik Sau
26
B.Tech., Bengal Institute of Technology and Management

Work Experience: 38 Months, Tata Consultancy Services
Summer Internship: HDFC Bank, Marketing, BFSI

Sreenath Anumula
25
B.Tech., Vidya Jyothi Institute of Technology, Hyderabad

Work Experience: 32 Months, Infosys Limited
Summer Internship: Steel Authority of India, Rourkela, Operations, Automobiles/Manufacturing

Sarthak Ganpule
25
B.E., Finolex Academy of Management and Technology

Work Experience: 33 Months, Ultratech Cement Limited (Aditya Birla Group)
Summer Internship: GEP Worldwide, Operations, Consulting

Shardool Kothari
25
B.E., Parul Institute of Engineering and Technology, Wagholi

Work Experience: 21 Months, Infosys Limited
Summer Internship: Capgemini Technology Services India Ltd., Operations, IT/ITES

Sydroy Fernandes
24
B.E., M.V. Jayaraman College of Engineering

Work Experience: 14 Months, GSH (India) Pvt. Ltd.
Summer Internship: Wipro, Operations, IT/ITES

Vaibhavi Naik
23
B.E., Padre Conceicao College Of Engineering

Work Experience: 9 Months, Abhishek Engineers
Summer Internship: Deccan Fine Chemicals Limited, Operations, Chemicals
Hriday

Hriday is the student-driven HR club of GIM and is one of the oldest of its kind. Over the years, it has constantly improved its offerings and activities with the sole motto of holistic development of PGDM students on campus, with a robust and dedicated focus on people management.

Strafford Fernandes
(Senior University Partner-Flipkart)
GIM: 2011-2013

The HR Program at GIM was a great learning opportunity for me, a good balance of seasoned HR professors, along with Industry Experts as visiting faculty ensured that we got a strong foundation in the Human Resources domain as well as a real-time practical application of the HR concepts taught to us.

The Case Studies and Situational role plays has helped me in getting a holistic perspective when dealing with challenges I face as a corporate HR professional.

Course Details

- Compensation and Reward Management
- Learning and Development
- Organisational Development
- Performance Management
- Recruitment and Selection
- Diversity at the Workplace
- Employment Law
- HR Analytics
- Industrial Relations
- International HRM
- Talent Management
- Counselling Skills & Emotional Intelligence for Managers
- Leadership in Organizations
- Negotiation & Mediation for HR Managers
- Personality Assessment for Self-improvement
- Strategic HRM

Faculty

Prof. Anamika Sinha
PhD

Prof. Vartika Dutta
M.A (Pol.Sc.), PGDM, PhD

Prof. Ranjini Swamy
Fellow IIM-A

Prof. Venkatesh
LLB, MBA, PhD, dip ISTD and Fellow (AHRB)

Prof. V. Padmanabhan
MBA, M.Phil, PhD, FDFM (IIM-A)

Prof. Nitasha Borah
M.A, M. Phil, Pursuing PhD

Visiting Faculty

Prof. Noel Norena
Visiting Associate Prof

Prof. Sandhya Azad

Prof. Nila Nayak
HR Consultant, Goa

Prof. Santa D’Souza
Director, Marian Institute of Health Care management, Goa

Prof. Tooba Mudassar

Prof. A.K. Srivastava
Organisational Development Consultant and Educator
<table>
<thead>
<tr>
<th>Name</th>
<th>Admission Year</th>
<th>Current Course or Degree</th>
<th>University/College</th>
<th>Work Experience</th>
<th>Summer Internship</th>
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<tbody>
<tr>
<td>Aniket Juwarker</td>
<td>23</td>
<td>B.Com., S.S. Dempo College of Commerce and Economics</td>
<td>Goa Institute of Management</td>
<td>13 Months, Navadurga Associates</td>
<td>Reliance Industries Ltd., HR, Hydrocarbons</td>
</tr>
<tr>
<td>Antara Naik</td>
<td>23</td>
<td>B.E., Goa College of Engineering</td>
<td></td>
<td>Nil</td>
<td>Reliance Industries Ltd., HR, IT/ITES</td>
</tr>
<tr>
<td>Ishan Jain</td>
<td>24</td>
<td>B.Com. (Hons.), Dyad Singh College</td>
<td></td>
<td>31 Months, Fairdeals Fashionettes Pvt. Limited</td>
<td>Western Digital, HR, IT/ITES</td>
</tr>
<tr>
<td>Megha Sinha</td>
<td>26</td>
<td>B.Tech., Kalinga Institute of Industrial Technology</td>
<td></td>
<td>30 Months, Capgemini Technology Services India Limited</td>
<td>Wipro, Marketing, IT/ITES</td>
</tr>
<tr>
<td>Apurva Maheshwari</td>
<td>28</td>
<td>B.C.A., Banasthali University</td>
<td></td>
<td>22 Months, Verizon Data Services India Pvt. Ltd.</td>
<td>Saint Gobain India Pvt. Ltd., HR, Automobiles/Manufacturing</td>
</tr>
<tr>
<td>Barkha Jain</td>
<td>23</td>
<td>B.Tech., Government Engineering College, Ajmer</td>
<td></td>
<td>Nil</td>
<td>Reliance Industries Ltd., HR, IT/ITES</td>
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<tr>
<td>Poulami Biswas</td>
<td>23</td>
<td>B.Com., Thakur College of Science &amp; Commerce</td>
<td></td>
<td>Nil</td>
<td>Saint Gobain India Pvt. Ltd., HR, Automobiles/Manufacturing</td>
</tr>
<tr>
<td>Prachi Sharma</td>
<td>29</td>
<td>B.D.S., Jaipur Dental College</td>
<td></td>
<td>9 Months, 32 Reasons Multi-speciality Dental Clinic</td>
<td>Toyota, HR, Automobiles/Manufacturing</td>
</tr>
<tr>
<td>Crisanda D’Souza</td>
<td>25</td>
<td>B.Com., Kishinchand Chellaram College</td>
<td></td>
<td>Nil</td>
<td>Crompton Greaves Consumer Electricals Ltd., HR, FMCD</td>
</tr>
<tr>
<td>Deepak Rodricks</td>
<td>23</td>
<td>B.Tech., National Institute of Technology, Goa</td>
<td></td>
<td>23 Months, IBM India Pvt. Ltd.</td>
<td>Imagine Panaji Smart City Development Ltd., HR, Government Sector</td>
</tr>
<tr>
<td>Rashmi Singh</td>
<td>25</td>
<td>B.E., Terna Engineering College</td>
<td></td>
<td>24 Months, Tata Consultancy Services</td>
<td>Piramai Enterprises Ltd., HR, FMCG/ FMCD</td>
</tr>
<tr>
<td>Reetika Mohindru</td>
<td>26</td>
<td>B.A., Fergusson College</td>
<td></td>
<td>14 Months, T.I.M.E Alwar Centre</td>
<td>Western Digital, HR, IT/ITES</td>
</tr>
<tr>
<td>Deepali Rana</td>
<td>22</td>
<td>B.Sc., Post Graduate Government College, Sector -11</td>
<td></td>
<td>Nil</td>
<td>Lupin Pharmaceuticals Ltd., HR, Pharma</td>
</tr>
<tr>
<td>Diksha Thorat</td>
<td>24</td>
<td>B.E., Sinhgad College of Engineering</td>
<td></td>
<td>8 Months, Mahindra Vehicles Manufacturers Ltd.</td>
<td>Arcesium India Pvt. Ltd., HR, BFSI</td>
</tr>
<tr>
<td>Shreya R Rao</td>
<td>21</td>
<td>B.Sc.(Hons.), Smt. Parvatibai Chowgule College of Arts and Science</td>
<td></td>
<td>Nil</td>
<td>Goa Shipyard Limited, HR, Automobiles/Manufacturing</td>
</tr>
<tr>
<td>Shweta Chakraborty</td>
<td>24</td>
<td>B.E., Assam Engineering College</td>
<td></td>
<td>Nil</td>
<td>Aditya Birla Fashion and Retail Ltd., HR, Fashion &amp; Retail</td>
</tr>
</tbody>
</table>

**RECRUITERS GUIDE**

**GOA INSTITUTE OF MANAGEMENT**
Siya Sinai Mopkar
24
B.E.
Padre Conceicao College of Engineering

Work Experience: 9 Months, Friend’s Softech (P) Ltd. (Servisingh)
Summer Internship: HDFC Bank, Marketing, BFSI

Sugandh Kumaria
23
B.A./Hons.
Lakshmibai College

Work Experience: 13 Months, Tata Power Delhi Distribution Limited
Summer Internship: Piramal Enterprises Ltd., HR, FMCG/ FMCD

Sumana Sen
27
B.E.
Priyadarshini College of Engineering & Architecture

Work Experience: 46 Months, A.C.C Limited
Summer Internship: Exide Life Insurance, HR, BFSI

Surya Agrawal
24
B.B.A.
Birla Institute of Technology

Work Experience: 12 Months, AV Corporates
Summer Internship: Nexus Malls (Westerly Retail Pvt. Ltd.), HR, Retail

Surabhi Jirapure
26
B.Sc.
Indian Institute of Science Education and Research, Pune

Work Experience: Nil
Summer Internship: Western Digital, HR, IT/ITES

Vaishnavi Alluri
25
B.Tech.
Gandhi Institute of Technology and Management

Work Experience: 17 Months, Tata Consultancy Services
Summer Internship: Piramal Enterprises Ltd., HR, FMCG/ FMCD

Tanushree Hazari
28
B.E.
Rungta College of Engineering and Technology, Bhilai

Work Experience: 50 Months, Tata Consultancy Services
Summer Internship: Tata Consultancy Services Ltd., HR, IT/ITES
What drew me towards GIM was the repute it was gaining in the academic circle. At that time, we didn’t have the infrastructure or resources we could boast about, but we always felt a cut above the rest. The pedagogy employed by the director and the faculty not only inculcated real-world managerial skills also at the same time fostered freethinking & entrepreneurial culture. In the last 17 years, I have visited the old campus at Ribandar as well as the sprawling new campus at Sanquelim several times. I have seen the college improve not just in terms of infrastructure and resources but also in terms of the quality of students. The students today are more independent and industry-ready than ever.

Jerry Mathew
Managing Director
The Hello Group
GIM: 1996-1998

Course Details

- Economic Environment of Business
- Forecasting Analytics
- Game Theory
- Strategy for Digital Transformation (Proposed)
- Analysis of Economic Data: Methods & Applications
- Competitive Strategy
- Effective Negotiations
- Profitable Pricing Strategies: How to Design and Implement
- Theory and Management of Tax Compliance
- Business and Government
- Corporate Environmental Strategy
- Corporate Governance
- Corporate Restructuring - M & A and other Strategies
- Creativity, Innovation and Design Thinking
- Entrepreneurship
- International Business
- Leadership Spiritual Quotient (SQ) the Vedic Way
- Lyrics and Management
- Management Consulting
- Strategy Implementation
- The Science of Happiness

Faculty

- Prof. Arindam Das Gupta
  PhD, Economics from Cornell University, USA
- Prof. Ranjini Swamy
  Fellow IIM-A
- Prof. Joy Chowdhury
  M Phil (Economics), M.Sc (Economics)
- Prof. Divya Singhal
  CWED, BJMC, MIMC, M.A (Economics), PhD
- Prof. Kanupriya Katyal
  BE, PGDM, FPM
- Prof. Rishi Bhattacharyya
  B.E, MBA, PhD
- Prof. Krishna Kumar Ladha
  PGDM (IIM-C), Ph.D (Economics), Carnegie-Mellon University
- Prof. Rani Ladha
  BA (Washington University), M.S Carnegie-Mellon University, PGDM (IIM-C), PhD
- Prof. Cedric Cerpes
  MS Communications University of Southern Louisiana, USA
- Prof. Vartika Dutta
  MA (Punjabi), PGDM, PhD
- Prof. Joy Chowdhury
  M Phil (Economics), M.Sc (Economics)
- Prof. Hemant Padhihari
  Fellow IRMA, M.tech, BE
- Prof. Akshay Bhat
  PhD, FDP, AEC IIM Ahmedabad, CTLCD (IITB - Hyderabad)
- Prof. Sarita D’Souza
  Director, Marian Institute of Health Care Management, Goa
- Prof. A. Kanagraj
  Faculty, IIM Indore
- Prof. Ptibab Mohanty
  XLRI, Jamshedpur

Visiting Faculty

- Prof. T. Sundaram
  MD and Vice Chairman TVS Capital
- Prof. A. Kanagraj
  Faculty, IIM Indore
- Prof. Ptibab Mohanty
  XLRI, Jamshedpur
Our Alumni

Distinguished Alumni

Abhinav Roy
Executive Director - India Equity Sales,
Organization: Nomura

Amitabh Jha
Managing Partner,
Organization: Edelweiss Global Wealth Management

Arun Vaz
Management Consultant,
Organization: Vision

Brian Caetano Freitas
Portfolio Manager,
Organization: Nine Mile Financial

Eugene Savio Valles
Head - HR,
Organization: IKEA

Femina at the 5th World Mind Female
Award: "Most Business & New Media Digital Marketer" at a
global level by World Digital Marketing Congress.

Ashwin Mocherla
Batch: 2014
Start-up: Adda 247
Co-founder and CEO,
Organization: Pragya E-Learning Solution

Pranav Pai Vernekar
Batch: 2016
Start-up: Inventrom-Bolt iot
Co-founder & Managing Partner,
Organization: Inventrom-Bolt IoT

Adit Mittal
Batch: 2014
Start-up: To Tilly’s
CEO - EVP at Global Munchies

Payel Patra
Batch: 2013
Start-up: Iksula
Co-founder & Managing Partner,
Organization: Iksula

Ketan Hajarnavis
Batch: 1999
Start-up: ScaleFactor Consulting Labs
Co-founder & Managing Partner,
Organization: ScaleFactor Consulting Labs

Sumeet Anand
Batch: 2001
Start-up: Social Panga
Co-founder & MD,
Organization: Social Panga

Dinesh Tiwari
Batch: 2001
Start-up: Adda 247
Co-founder & Managing Partner,
Organization: Adda 247

Aditya Chanchani
Batch: 2001
Start-up: ScaleFactor Consulting Labs
Co-founder & Managing Partner,
Organization: ScaleFactor Consulting Labs

Shanmukh Prabhu
Batch: 2001
Start-up: Inventrom-Bolt iot
Co-founder & Managing Partner,
Organization: Inventrom-Bolt IoT

Samarjeet Singh
Class of 2000
CEO - EVP at Global Munchies

Pranav Pai Vernekar
Co-founder & Managing Director,
Organization: Iksula

Rohit Singh
Batch: 1997
Start-up: Daskya
CEO - EVP at Global Munchies

Manish Sahajwani
Batch: 1997
Start-up: Iksula
Chief Strategy Officer,
Organization: Iksula

Vijay Sridhar
Batch: 2013
Start-up: Pragya E-Learning Solution
CEO - EVP at Global Munchies

Alum Entrepreneurs

Rituparna Chakraborty
Batch: 2000
Start-up: Femina at the 5th World Mind Female
Award: "Most Business & New Media Digital Marketer" at a
global level by World Digital Marketing Congress.

Rohit Singh
Class of 2000
CEO - EVP at Global Munchies

Prasad Shejale
Class of 1997
CEO - EVP at Global Munchies

Alok Jain
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Placement Process

Final Placements

Pre-placement talks
A pre-placement talk provides companies with an opportunity to increase their visibility on campus. The company also gets a chance to interact with prospective employees, as well as throw light on various aspects of profiles being offered by them.

Placement week guidelines
A company interested in participating in the final placement process must register with the placement cell. The company must indicate their preferred dates for the pre-placement talks and final interview at the time of the registration. GIM will then assign and confirm the campus interview dates for the registered companies.

Allotment of slots
A company will be given a slot of 8 hours on a day. The allotment of the day and slot shall be done on the basis of the following parameters:
- Batch feedback
- Past relationship with GIM
- Company reputation
- Salary offered
- Job profile
- No of positions on offer

Summer Placements

As part of the curriculum, each student takes up live projects with a company for a period of 8-10 weeks, after the completion of the first year.

Summer internship policy
A student can apply to any number of companies. Once an offer has been made, the student has to accept that offer. Students cannot withdraw from the selection process of a company once applied to. However in the event that student has received an offer in another company, before the result of the current process is announced, they will have to accept the offer that was made first.

Pre-placement offers
Pre-placement offers made by the company are to be routed through the placement cell. Any company keen on making a PPO may get in touch with the placement cell.

Communication of offers
All final offers made to successful candidates are to be communicated through the placement cell only.
## Placement Timeline

<table>
<thead>
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<th>June</th>
<th>July</th>
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<th>Sep</th>
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## Placement Team

### Corporate Relations and Placement Coordinators

<table>
<thead>
<tr>
<th>Name</th>
<th>Phone Number</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ashish Singh</td>
<td>+91 8166921168</td>
<td></td>
</tr>
<tr>
<td>Atish Palav</td>
<td>+91 8123628342</td>
<td></td>
</tr>
<tr>
<td>Mayur Gumasta</td>
<td>+91 7000160569</td>
<td></td>
</tr>
<tr>
<td>Rashprit Singh</td>
<td>+91 8697582510</td>
<td></td>
</tr>
<tr>
<td>Saikat Mondal</td>
<td>+91 8951094745</td>
<td></td>
</tr>
<tr>
<td>Sonali Baral</td>
<td>+91 7769808940</td>
<td></td>
</tr>
<tr>
<td>Surbhi Mehta</td>
<td>+91 8860997120</td>
<td></td>
</tr>
<tr>
<td>Tanya Agarwal</td>
<td>+91 9999270571</td>
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### Placement Chair

Prof. Venkatesh Naga  
+91-7757042244  
venkateshdn@gim.ac.in

### Contact

Sheetal Fernandes  
Corporate Relations & Placement Cell  
placement@gim.ac.in  
Goa Institute of Management,  
Poriem, Salcete, Sanquelim, Goa-403505

Standing (L to R) : Alish Palav, Rashprit Singh, Mayur Gumasta, Saikat Mondal, Ashish Singh  
Sitting (L to R) : Surbhi Mehta, Tanya Agarwal, Sonali Baral