



# Placement Brochure

Batch 2021-23



A new beginning

“ One can choose to  
go back toward safety  
or forward toward growth.  
Growth must be chosen  
again and again; fear  
must be overcome  
again and again. ”

- Abraham Maslow



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## Message from the Director

*“The Institute is even more proud of the 2023 graduating batch of creative, competent and confident millennials.”*

Dear Recruiters,

Greetings from IIM Visakhapatnam!!

Above everything, an academic institution is known by the learning outcomes of its students. Year-on-year, the students of IIM Visakhapatnam have excelled not just in academics and extra-curricular activities, covering themselves in glory and winning many laurels for the Institute. Their talents have set new benchmarks among the business schools and have made the Institute the preferred destination for many blue-chip companies and high-pedigree organizations.

The Institute is proud of its graduating batch of creative, competent and confident millennials. Imbued as much with shared values and social responsibility as with professional competence, they are industry-ready and raring to go. Trained to convert the challenges into opportunities, their unmatched skillsets and managerial mettle are the strengths that organizations

would find as valuable. As companies gear up for more efficient operations, innovative value-chain models, better customer-engagement and sustainable profits in the post-pandemic new normal, they would find the value-proposition that our graduates bring to the table, appealing.

Therefore, this is a cordial invite to all recruiters to experience first-hand, the attributes, skills and knowledge quotients of our students.

IIM Visakhapatnam has assiduously built an impeccable reputation of being a top-notch business school in the country and has been scoring a perfect century in placements. I am confident therefore, that the performance of our graduating students will be an amazing encore this year too.

**Prof. M Chandrasekhar**  
Director





## Message from the Chairperson

*“We always look forward establishing a mutually beneficial relationship with our industry partners.”*

Dear Recruiters,

Greetings from IIM Visakhapatnam!!

As the world moves ahead from the challenges of fighting the COVID-19 pandemic, as an educational institution, IIMV's commitment to society continues with the same zeal and rigour. The IIM Act, 2017 and the New Education Policy 2020 aim for social inclusivity with a view to build a new 21st century India. Our educational models need to be designed to empower the young minds to work, build, create and generate opportunities for smarter, digital and internet-based economy.

IIMV, set in 2015, participated in the NIRF ranking for the first time in the year 2022 and achieved an amazing 33rd rank in the list of best management institutions in the country. It is a celebratory event as the Institute stood first amongst all the third-generation IIMs and even performed better than some of the second-generation IIMs as well.

The Institute continues to provide high-quality programmes to all. IIMV though in its nascent stage, continues to be a preferred destination for students across the country, truly reflecting the 'harmony in diversity' imprint that echoes Visakhapatnam as 'The City of Destiny'.

With the near-completion status of the first phase of the permanent campus in Gambheeram, the Institute is ready to imprint strong footprints in the education space.

Our flagship Program in Post-Graduation nurtures a culture of applying classroom learnings to complex and challenging settings. The diversity of academic and professional backgrounds of students stimulates advanced and holistic understanding and new approaches for solving real-world problems. The CDS Office and the Placement Committee,

supported by faculty and staff, have been instrumental in their efforts in ideal 'matching' between the students and the prospective employers. The COVID-19 pandemic that devastated most of us in our personal and professional lives, our spirits are still high.

Our placement records had been consistently cent percent and in terms of quantum of salary packages, bettering the record of some of the more established IIMs. We welcome opportunities to build strong industry-academia linkages to ensure that our curriculum remains industry relevant where students are exposed to real-world issues that help us provide them with experiential learning and facilitate in building leaders of tomorrow.

IIMV has spearheaded itself amongst the new generation IIMs by strategically blending excellence in teaching and training, learning, research, consulting and advisory not only for students but also for working executives, professionals and practitioners across sectors to enhance inclusive, equitable and sustainable national development goals echoing the city that is strategically located amidst Eastern Ghats and the coast of Bay of Bengal. The strategic location of the Institute has been instrumental in attracting faculty with strong academic and research credentials from reputed international Institutes as well.

We welcome industry including first-timers, to help us build a strong and long-term relationship of trust, belief, faith and integrity with IIM Visakhapatnam through summers and finals processes.

Thank you!!

**Prof. Deepika R Gupta**  
Chairperson - CDS



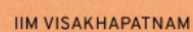
# Message from Placement Committee

Greetings from IIM Visakhapatnam! We express our gratitude to our valued and esteemed recruiters for giving our students a plethora of opportunities over the years to prove their mettle. Last year was an exceptional year, given the uncertain market and business conditions due to the onset of a global pandemic and recovery of industries from the same. Still, the strength, grit, and determination shown by the IIM Visakhapatnam cohort turned the last placement season into a grand success. IIM Visakhapatnam's strive for Excellence & Proactiveness in staying ahead of the curve has been instrumental in turning this institute into a hub of Future Leaders. The tireless support of the indefatigable in-house and visiting faculty members has bolstered the students' professional skills and has instilled impeccable business acumen in them. The

sphere of excellence of IIM Visakhapatnam Students isn't just limited to academics but spans a multitude of other activities across domains like live business projects, case competitions, sports, fine arts and cultural activities, event management, social activities, etc. The students have actively participated and triumphed multiple national-level corporate case competitions, which is a testament to their abilities. We hope to build an everlasting relationship with our existing and future recruiters, which would be augmented further over the coming years on the bedrock of mutual trust and knowledge & talent exchange. It would be our pleasure to welcome you aboard for this year's placement season and looking forward to the experience.





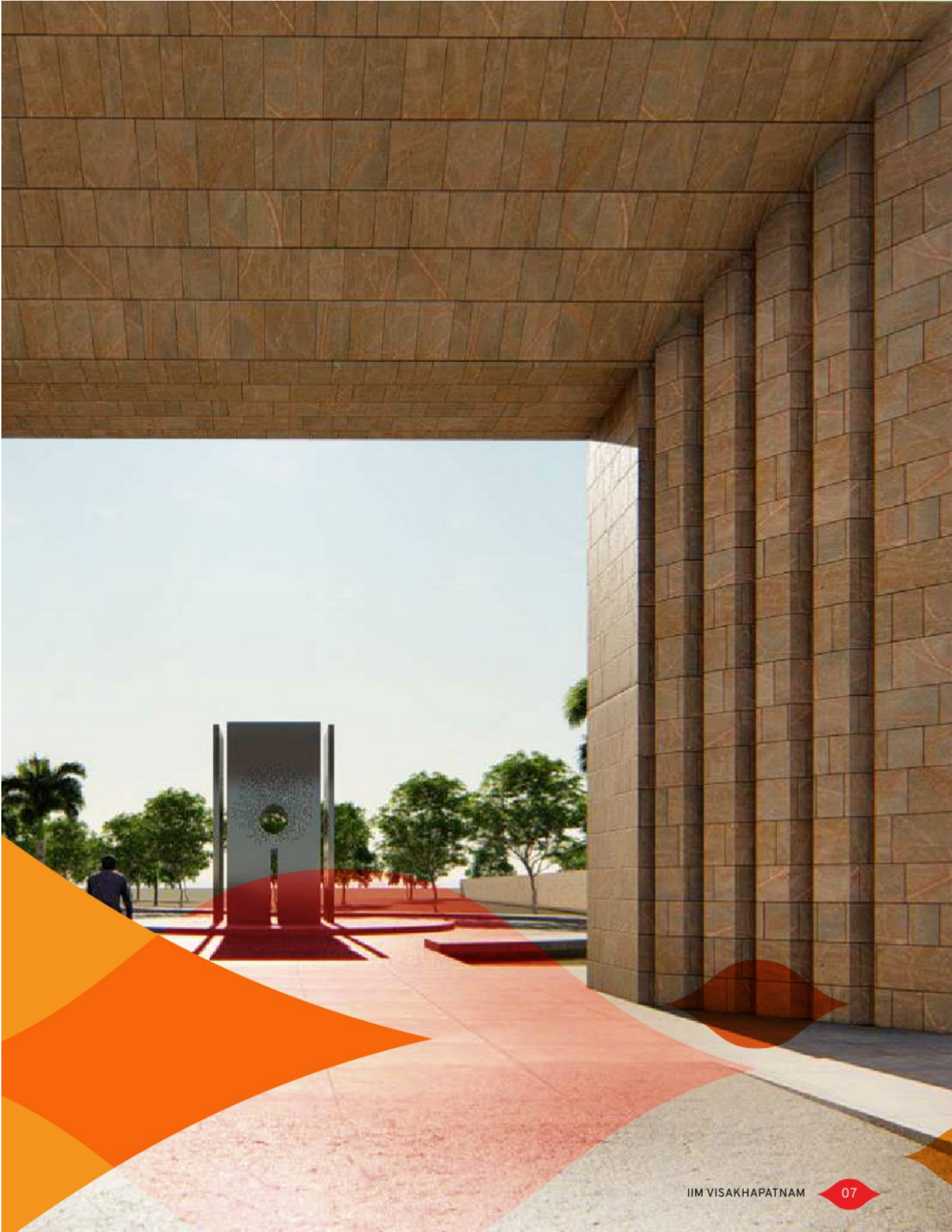




# About the Institute

Indian Institute of Management Visakhapatnam (IIMV) belongs to the prestigious IIM family of Business Schools. It is a new generation IIM, set up by the Government of India in September 2015. The Indian Institutes of Management Act 2017 declares IIMs as Institutions of National Importance, empowered to attain standards of global excellence in management, management research and allied areas of knowledge. IIM Visakhapatnam is located in its temporary, but state-of-the-art facility in the salubrious Andhra University campus in the 'City of Destiny', Visakhapatnam. The Institute has begun the process for building a permanent, full-fledged, world-class campus on approx. 230 acres of land in the (relative) vicinity of the upcoming green-field international airport, about 25 kilometres from the present (temporary/transit) campus. The first phase of the new facility is expected to be functional by 2022.







# Strengths & Uniqueness of the Institute

## Strengths:

The campus of the Institute is well-equipped with knowledge resources, teaching-learning aids and facilities. The student hostels are modern and well-furnished, providing excellent boarding, lodging facilities and amenities conducive to technology-enabled knowledge-pursuit and recreation. With students from about 20 states and union territories of India, the Institute reflects a truly national character. Taking a significant lead among its contemporaries, the Institute conducted Management Development Programs for the Senior Executives of Central Public-Sector Enterprises

and a Faculty Development Program (FDP) for the Management Professors from the Public Universities of AP. The Institute is partnering with the Mentor in promoting entrepreneurship among the women in the region. Titled as Women Start-up Program 2018, the initiative is nurturing and building entrepreneurial skills in about 25 aspiring women-entrepreneurs, through mentoring, knowledge support and incubation facilities. The Institute is therefore all set to play an important role in facilitating creative ideas of women, convert into successful innovations.



## Uniqueness:

Continuing its journey towards steady progress and growth since its inception just five years ago, IIM Visakhapatnam has already carved out for itself a niche place in the comity of IIMs, crossing several milestones and maintaining a distinct lead in:

1. Designing, developing and delivering the first-ever Certificate Program in R&D Management for the scientists of Naval Science & Technological Lab; DRDO, GOI.
2. Receiving, on the strength of our credibility assiduously built on strong credentials, an endowment of Rs.22.0 Million from an eminent scientist and philanthropist (Dr B R L Row), towards construction of an Incubation Facility as well as institution of Gold Medal to be awarded, year after year, to the best-performing girl student in the MBA program.
3. Reaching the threshold of constructing an iconic permanent campus with the largest area and the highest capital allocation among the new IIMs.
4. Signed a memorandum of understanding with the National Centre for Good Governance in July 2021. As per the MoU, the two premier institutions

will explore the opportunities of conducting joint academic programmes, exchange of faculty, and collaboration in conducting research and consulting, in areas of mutual interest.

5. Signed a Memorandum of Understanding (MoU) with the National Institute of Business Management, Sri Lanka (NIBM) in July 2021. This MoU will strengthen the courses of NIBM by IIMV through design, development, and delivery of programs of contemporary interest for the audience in Sri Lanka.
6. The Indian Institute of Management Visakhapatnam (IIMV) signed a Memorandum of Understanding (MoU) with the Northern Illinois University, Dekalb, Illinois, USA (NIU) on 14th September 2021 through the online mode. The purpose of this MOU is to strengthen the courses of IIMV by NIU through design, development, and delivery of programs of contemporary interest for the audience in India. The courses would be delivered by IIMV faculty in collaboration with faculty from NIU through online as well as offline modes.

IIM Visakhapatnam is thus a trend-setter and path-breaker!





# Unmatched Accomplishments of IIMV

- Having rich knowledge resources; and modern infrastructure, even in its temporary campus, conducive to learning outcomes of high impact
- Having a vibrant student cohort with national character - representing most of the states in India, - they excel in academics, co- and extra-curricular activities and regularly win competitions pan-India
- Recording top placements among 10 IIMs
- Enjoying excellent linkage with apex industry bodies like CII



- Having all faculty with PhDs from top-notch institutions of India and abroad such as IIMs, IITs and reputed foreign universities.
- Hosting the largest cohort of women-entrepreneurs, after IIM Bangalore, under a special initiative called the Women Start-up Program
- Launching the PhD program from the Academic Year 2019-20
- Conducting a customized MBA Program on weekends for experienced professionals
- Offering (first-ever in the country) specialized MBA Program in Digital Governance & Management in blended learning mode, under the aegis of and sponsored by the Ministry of Electronics & IT (MeitY), Govt. of India
- Starting a TIDE (Technology Incubation and Development of Entrepreneurship) Center under the aegis of and supported by MeitY, GOI (only the fifth IIM to enjoy this recognition and privilege)
- Building the capacities of teaching staff from the engineering colleges across the country, under the Technical Education Quality Improvement Program, sponsored by the National Project Implementation Unit, Ministry of HRD, Govt. of India
- Conducting Management Development Programs for top-notch Central Public Sector Enterprises and corporates.
- Designing, developing and delivering the first-ever Certificate Program in R&D Management for the scientists of Naval Science & Technological Lab; DRDO, GOI;
- Receiving, on the strength of our credibility assiduously built on strong credentials, an endowment of Rs.22.0 Million from an eminent scientist and philanthropist (Dr B R L Row), towards construction of an Incubation Facility as well as institution of Gold Medal to be awarded, year after year, to the best-performing girl student in the MBA program;
- Reaching the threshold of constructing an iconic permanent campus with the largest area and the highest capital allocation among the new IIMs.





# Institute's Initiatives

## Entrepreneurship

IMV Foundation for Incubation Entrepreneurial Learning and Development (IIMV FIELD) is the Incubation and Startup Hub of IIM Visakhapatnam.

After starting Operations in 2018, IIMV FIELD is now one of the fastest growing incubators in India. We are located in Visakhapatnam - a Smart City, an aspirational district and an industrial hub in the state of Andhra Pradesh. IIMV FIELD would like to build the incubation center by leveraging the strengths of this region. We are keen on promoting innovation and entrepreneurship

by encouraging and supporting the students, faculty members, alumni of the Institute, start-ups, and entrepreneurs across the nation, and specially the region, to translate their ideas and concepts into business models and make their products/services ready for commercialization.

Currently, we have seven flagship programs and do a number of capacity building programs. Our programs include Incubation and acceleration support for women led start-ups, technology based start-ups and student led startups. All our programs have received tremendous positive response.

**52**

Startups  
Incubated

**46**

Women  
Entrepreneurs  
Supported

**7**

Flagship  
Programs

**25+**

Mentors  
Available

**20+**

Network  
Institutions

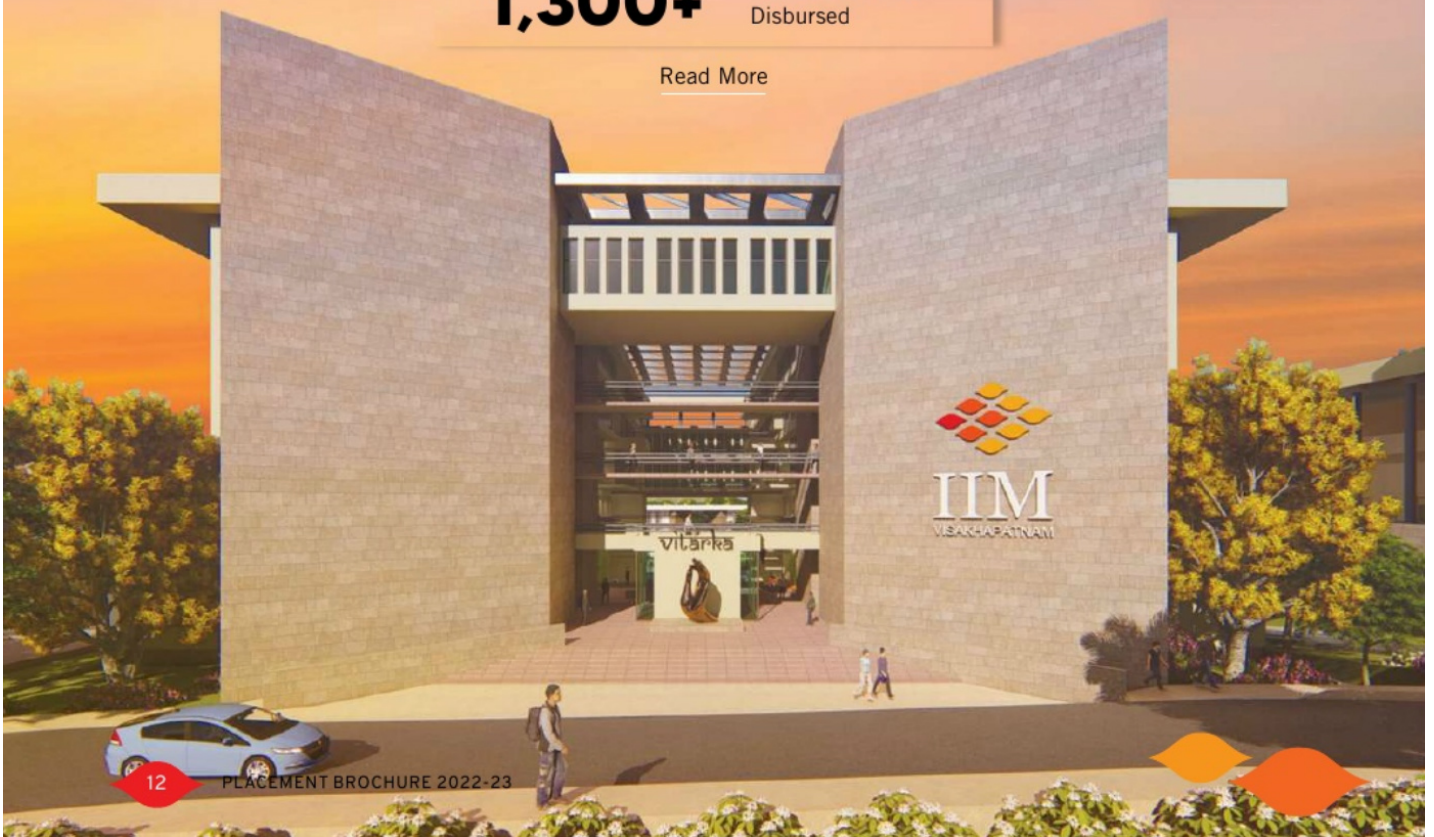
**15+**

Ecosystem  
Partners

**1,300+**

INR Lakhs Funds  
Disbursed

[Read More](#)





## Women Startup Program

Women Startup Program (WSP) aims to support ambitious and innovative women entrepreneurs by enabling them to transform their idea into a business venture. The Program is designed to focus on enhancement of the entrepreneurial and managerial skills of women leading early and ideation stage ventures. WSP is sector agnostic, providing the essential resources, knowledge, and financial support to help launch and grow women-led ventures, especially through enhancing their entrepreneurial and managerial skills. The vision is to make learning accessible, affordable, and unbounded, primarily for women living in tier-2 and tier-3 cities.

The Program provides business knowledge for entrepreneurs to build on their idea in the initial stage through Massive Open Online Course. The Program then progresses by offering selected candidates a three-month virtual pre-incubation

program where entrepreneurs will undergo business training to develop their prototype. Finalists are selected to be a part of Incubation at IIMV FIELD where they will focus on developing their product and scaling up.

NSRCEL, The Incubation and Startup Hub of IIM Bangalore has initiated the Women Startup Program. IIMV-FIELD is one of the program partners of NSRCEL in the execution of the Women Startup Program. The Startups and Entrepreneurs selected through NSRCEL's rigorous selection process from AP and TG States will be provided incubation support at IIMV-FIELD as well. In 2018-19, IIMV FIELD Supported 25 Women Startups and in 2020-21, IIMV FIELD Supported 20 Women Startups.

More details: <https://iimvfield.com/women-startup-program>

## TIDE

Ministry of Electronics and Information Technology (MeitY), Govt of India has initiated Technology Incubation and Development of Entrepreneurs (TIDE 2.0) Program. The objective is to promote tech entrepreneurship through financial and technical support to incubators engaged in supporting Information & Communication Technology Startups using emerging technologies such as IoT, AI, Block-chain, Robotics etc. in preidentified areas of societal relevance. The program is being implemented since 2019 through empowering 51 incubators across India and is expected to support 2000 tech start-ups over a period of 5 years. The program envisions creating a holistic ecosystem to support technology Startups

and incubation centers through identifying and creating necessary linkages.

IIMV-FIELD is one of the 51 Tide Centers and is awarded G3 Center Status by MeitY. We are one of the 5 IIM's and only third generation IIM to be executing the TIDE 2.0 Program in the incubation centers.

More details: <https://iimvfield.com/tide-2-0-program>



# About the PGP Program

The two-year, full-time, residential Post Graduate Programme (MBA) is designed to equip students to take on leadership roles in a rapidly changing global scenario.

With three terms in a year and summer internship on completion of first year, the Programme lays foundation for conceptual and analytical reasoning, and gives students an insight into the dynamics of the business environment. Guest lectures, by various academicians, industrialists, and eminent personalities, also enrich student experience.

Courses are delivered and evaluated through a combination of lectures, classroom discussions, case studies, individual and group projects, term papers, role plays, business games etc.

## Core Courses

The first-year students are exposed to basic concepts in the areas of Behavioural Sciences, Economics, Finance & Accounting, Marketing, Quantitative Methods & Information Systems, Operations, Public Policy, Strategy, and Communications through the 'core courses'. These compulsory courses are aimed to develop problem-solving skills and lay foundation for all the functional areas of management.

During the first year, a student is required to do 41 core credits and 9 elective credits.

## Elective Courses

In addition to core courses, students also get to choose courses from a list of electives which enable them to get an in-depth knowledge. There is greater emphasis on the application of knowledge gained through projects, group exercises and case discussions.

IIMV provides an opportunity to select electives in the first year in Term 3. In the second year, students are required to do a minimum of 45 elective credits.



# Other Programs offered by the Institute

## Ph.D. Programme

PhD Programme of the Indian Institute of Management Visakhapatnam (IIMV) is a research-intensive doctoral programme aimed at imparting high-quality training in research.

IIMV, encourages prospective scholars with a passion for research, to apply to this programme. The Institute is confident that its doctoral degree holders will make a positive and profound impact in their chosen field of career, be it in government, business, or academia.

Read More: <https://www.iimv.ac.in/phd>

## PGP-DGM

The Post Graduate Program in Digital Governance and Management (PGP-DGM), leading to the award of Master of Business Administration (MBA) degree was launched by the Indian Institute of Management Visakhapatnam (IIMV), an institution of national importance, in 2019. This program is launched under the aegis of the National e-Governance Division (NeGD), Ministry of Electronics and Information Technology (MeitY), Govt. of India (GOI).

Read More: <https://www.iimv.ac.in/pgpdgm>

## Mahatma Gandhi National Fellowship (MGNF)

The Institute was awarded on 04/1/2021, a Capacity-building cum Consultancy Project by the Ministry of Skill Development & Entrepreneurship (MSDE), Government of India (GOI), under the Mahatma Gandhi National Fellowship (MGNF) Scheme of the Skill Acquisition and Knowledge Awareness for Livelihood Promotion ("SANKALP") Program.

Read More : <https://www.iimv.ac.in/mgnf>

## PGPEX

The Post Graduate Program for Experienced Professionals (PGPEX) leading to the award of MBA degree offered by IIM Visakhapatnam is a Non-residential weekend program. The PGPEX is an excellent opportunity for experienced professionals located in and around the City of Visakhapatnam to excel in their career. The Program (2022-24) is scheduled to commence from June 2022.

### Program Highlights

- Value-added Course Pack (25 courses). Courses are divided into 6 Terms.
- Capstone Project (implementing classroom learnings at workplace)
- International immersion program (Optional).
- IIM Visakhapatnam Alumni Status

Read More: <https://www.iimv.ac.in/pgpex>

## Executive Education Program

IIMV offers tailor-made, custom-designed management development programs for industry professionals. We also offer Faculty Development Programs (FDPs) targeted at research scholars, faculty as well as industry professionals. These two categories of programs are aimed at broadening the horizon of participants, strengthening their skills and prepare them to be better managers, leaders, better teachers, researchers, and academic administrators as the case maybe. The programs have been offered both on online and offline formats.

Read More: <https://www.iimv.ac.in/about-eeep>



**Term****01**

- Decision Science 1
- Financial Accounting
- Managerial Communication 1
- Organizational Behaviour 1
- Marketing Management
- Microeconomics

**Term****02**

- Competition and Strategy
- Corporate Finance
- Decision Science 2
- Managerial Communication 2
- Organizational Behaviour 2
- Macroeconomics

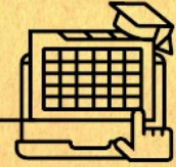
**Term****03**

- Business Government and Society
- Management Accounting
- Operations Management
- Entrepreneurship & Business Growth
- Data Science for Business Decisions
- Essentials of Project Operations
- Financial Analytics using R
- Research for Marketing Decisions

**Term****04**

- Applications of AI and ML in Business
- Business Forecasting
- Business Valuation
- Financial Statement
- Analysis Investments
- Project Appraisal and Financing
- Leading Digital Transformations
- Consumer Behaviour
- Digital Marketing
- Sales and Distribution
- Management Retail
- Management Strategic
- Human Resource Management in a Digital World
- Operations Strategy
- Project Management
- Supply Chain Management
- Innovation and New Product Development
- International Business
- Building Resilient Organisations





# Course Curriculum

## Term

### 05

- Advertisement Management
- Corporate Governance
- Financial Statement Analysis
- Industry & Competitor Analysis
- Investment Banking
- Leading Digital Transformations
- Logistics Management
- Machine Learning for Business
- Managing Information Technology (IT) Projects
- Marketing Analytics
- People Analytics
- Principles and Management of Information Security
- Project Appraisal and Financing
- Risk & Reliability Analytics
- Service Operations Management
- Spanish
- Strategic Brand Management
- Strategic Digital Marketing
- Strategy in Emerging Markets

## Term

### 06

- Advanced Analytics
- Mergers, Acquisitions, and Corporate Restructuring
- Rural Banking and Financial Inclusion
- Cloud Computing
- Social, Legal & Ethical Aspects of Digital Technologies
- Luxury Marketing
- Social Media Marketing
- Conflict & Negotiation
- Managerial Competencies and Employee Development
- Design Thinking
- Strategic Tax Management



# Full-time Faculty Profile



## Aalok Kumar

**Education:** Ph.D. (IIT Roorkee)

**Department:** Production and Operations



## Amit B Chakrabarti

**Education:** FPM (IIM Calcutta)

**Department:** Strategy



## Amit Shankar

**Education:** Ph.D. (IIT Kharagpur)

**Department:** Marketing



## Asmita Verma

**Education:** Ph.D. (IIT Delhi)

**Department:** Economics



## Anupama Sharma

**Education:** FPM (IIM Indore)

**Department:** Organizational Behaviour and Human resource management



## B. Srirangacharyulu

**Education:** Ph.D. (IIT-Madras)

**Department:** Production and Operations Management



## Balaji Subramanian

**Education:** Ph.D. (OB & HR- IIM Kozhikode)

**Department:** Organizational Behaviour and Human resource management



## Bhavya P S

**Education:** Ph.D.(IIM Bangalore)

**Department:** Information system area



## Bishakha Majumdar

**Education:** Ph.D., IIM Indore

**Department:** Organizational Behaviour and Human resource management



## Chandreie Mukherjee

**Education:** Ph.D. (Pondicherry University)

**Department:** Management Communication



## Deepika Gupta

**Education:** Ph.D. (IIM Bangalore)

**Department:** Strategy



## Josyula Srinivas

**Education:** Ph.D. (University of Hyderabad)

**Department:** Information System Area





### **Kalyan Kolukuluri**

**Education:** Ph.D. (IIM Bangalore)

**Department:** Economics



### **S Karthika**

**Education:** Ph.D. (IIM Bangalore)

**Department:** Strategy



### **Kaveri Krishnan**

**Education:** Ph.D. (IIM Bangalore)

**Department:** Finance and Accounting



### **M Chandrasekhar**

**Education:** Ph.D. (IIT Bombay)

**Department:** Public Policy



### **Milan Kumar**

**Education:** Ph.D., (IIM Calcutta)

**Department:** Production and Operations Management



### **Mohammad Shameem Jawed**

**Education:** Ph.D. (IIM Indore)

**Department:** Finance Accounting



### **M V Anuradha**

**Education:** Ph.D. (XLRI)

**Department:** Organizational Behaviour and Human resource management



### **Neena Pandey**

**Education:** Ph.D. (IIM Bangalore)

**Department:** Systems



### **P R S Sarma**

**Education:** Ph.D. (IIT Delhi)

**Department:** Production and Operations Management



### **Prince Doliya**

**Education:** Ph.D. (IIT Roorkee)

**Department:** Finance Accounting



### **Priyavrat Sanyal**

**Education:** Ph.D. (IIM Indore)

**Department:** Marketing



### **Rohit Titiyal**

**Education:** Ph.D. (IIT Kharagpur)

**Department:** Production and Operations Management





### Saroj Kumar Pani

**Education:** Ph.D. (IIM Bangalore)

**Department:** Entrepreneurship



### Shalini Agnihotri

**Education:** Ph.D. from Faculty of Management Studies, University of Delhi

**Department:** Finance and Accounting



### Shivshanker Singh Patel

**Education:** Ph.D. (IISc, Bangalore)

**Department:** Decision Science



### Sushil Kumar

**Education:** Ph.D. (IIM Raipur)

**Department:** Entrepreneurship



### Sunitha Tumkur

**Education:** Ph.D. (English and Foreign Languages University (EFLU))

**Department:** Management Communication



### Tamali Chakraborty

**Education:** Ph.D. (IIT Bombay)

**Department:** Economics



### Vishal Singh Patyal

**Education:** Ph.D. (NITIE, Mumbai)

**Department:** Decision Science



### Preeti Virdi

**Education:** Ph.D., IIT Bombay

**Department:** Marketing



### Prashant Premkumar Nair

**Education:** Ph.D., IIM Kozhikode

**Department:** Decision Science



### Pankaj Vishwakarma

**Education:** Ph.D., IIT Kharagpur

**Department:** Marketing



### Abhishek Srivastava

**Education:** Ph.D., IIM Ranchi

**Department:** Systems



### Pooja Kumari

**Education:** Ph.D., IIT Kharagpur

**Department:** Finance and Accounting



## Adjunct Faculty



**Prof. Malavika R Harita**

Integrated Marketing Communication, Consumer Behaviour, Brand Management, Marketing Management and Retail Management



**Prof. V Nagadevara**

Ph.D.. Iowa State University, Operations and Research



**Prof. Pratap Giri**

Investment Banking, Project and Infrastructure Finance, Private Equity, M&A, Restructuring and Strategic Finance



**Prof. Sankarshan Basu**

Finance & Accounting, Ph.D. (Statistics), London School of Economics and Political Science, UK



**Prof. Sunil Chandran**

Marketing and Finance



**Prof. Suryanarayana Valluri**

Marketing



**Prof. M S Sriram**

Public Policy



**Prof. Prasenjit Chakrabarti**

Accounting & Finance





**Prof. Utkarsh  
Majmudar**

Accounting & Finance



**Prof. G Srinivasan**

Advanced Operations  
Research, Production and  
Operations Management



**Prof. Lionel Aranha**

Finance and Accounting



**Prof. Sheetal Jain**

Consumer Behaviour



**Prof. Sujoy  
Roychowdhury**

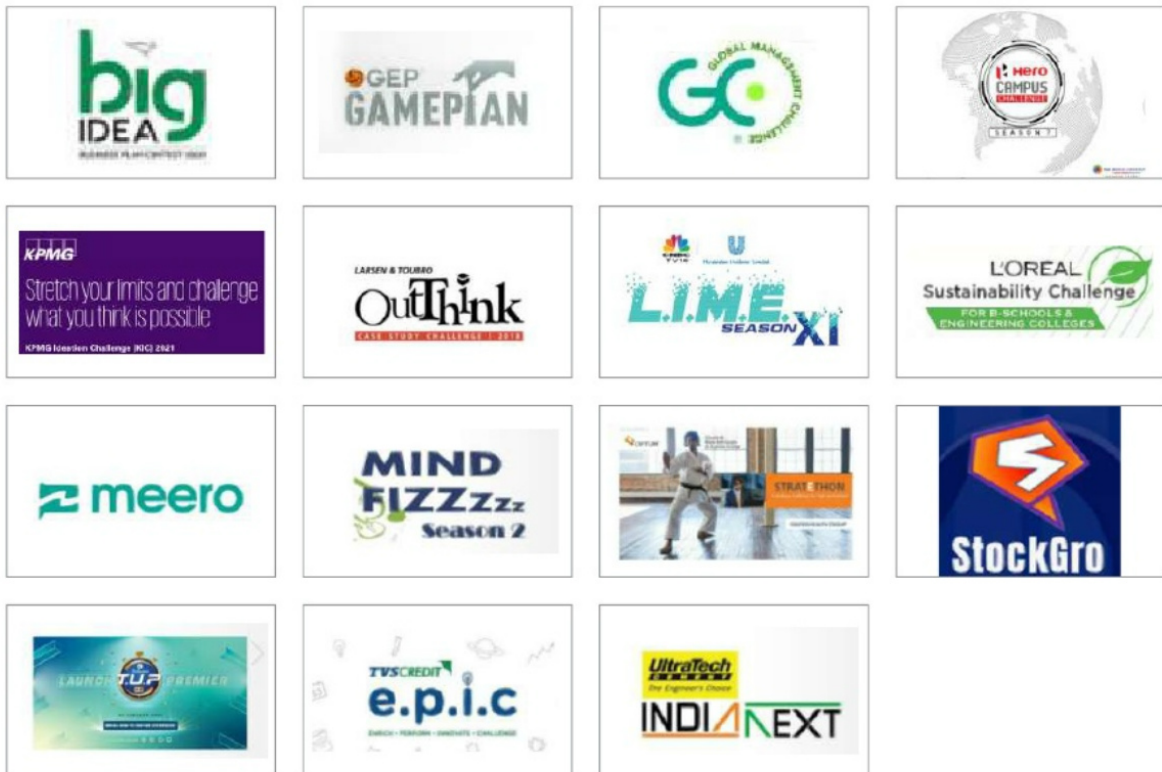
Data Science and Deep  
Learning



# Competitions

Students at IIM Visakhapatnam have once again proved their mettle at various corporate and B School competitions across the country. This year also witnessed IIMV students triumphing in different competitions at various levels across domains. The stellar performance of many of the candidates has also given them PPO/ PPI

opportunities from some of the most reputed brands in the country. We would like to thank all our corporate partners for providing this opportunity to our students and we look forward to keeping up the winning streak over the coming years.





## Live Projects

As an outcome of IIM Visakhapatnam's continuous Endeavour to give its cohort real-time Industry exposure, the students here have gone on to pursue opportunities with renowned organizations in the industry. Different Companies have shown great faith in the abilities of IIMV students, who became a part of their ongoing projects, working in the key areas of Marketing, Finance,

Strategy, Analytics, and HR. Such exposure provided the students' opportunities to apply their learning and see them in action on field in real scenarios. We would like to thank all the organizations who had extended opportunities to our students last year.





# Vyakhyan and Leadership Talks Series

The Talk series of IIM Visakhapatnam provides a platform for the students to gain knowledge on diverse topics in the business & management world from prominent leaders of different industries. The academic year 2020-21 witnessed more than 20 speakers participating in Vyakhyan and Leadership Talks, bringing in fresh perspectives and knowledge on the transformations happening in business strategies and practices all over the world. Such industry exposure has helped the students connect with renowned leaders & experts from multiple industries and coveted organizations, and stay a notch above in the rapidly advancing business world

## Vaktavya- The Leadership Talks 2.0



**Priyank Ahuja**

Accenture  
Product Manager



**Amit Agarwal**

NoBroker.in  
Founder & CEO



**Hrushikesh Kulkarni**

IDFC Bank  
Vice President, Customer  
Experience



**Pankaj Rai**

Wells Fargo  
Senior Vice President Strategy



**Ranjan Dhar**

ArcelorMittal Nippon Steel  
India  
Chief Marketing Officer



**Ankur Kapoor**

Viacom 18  
Manager, Consumer Insights





**Abhishek Shaw**

**Pfizer India**  
Senior Manager, Operational  
Excellence



**Martin Zwilling**

**Start-up Professionals, Inc.**  
Founder & CEO



**Gopichand Katragadda**

**Myelin Foundry**  
Founder & CEO



**Amol Nagar**

**GE Aviation Manufacturing**  
Operations, Global Sourcing &  
Supply Chain  
SBU Head & Director



**Vishwesh Patil**

**VasPro Consultants**  
Partner



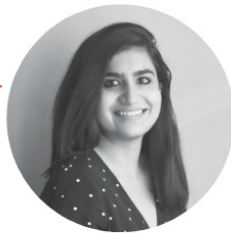
**Kunal Hooda**

**NCR Corporation**  
Country Head Supply Chain



**B Vamsi Krishna**

**Pfizer India**  
Manufacturing Excellence  
Head



**Tanya Sharma**

**Founder**  
Founder of Fellow, Co-Founder  
of Wonderpath



**Clement Kao**

**Product Teacher,**  
**Product Manager HQ**  
Founder of Product Teacher,  
Co-founderr of Product Manager HQ





### **Murugan Pugalenth**

**Johnson & Johnson**  
Capability Harmonization and  
Innovation Director- Global  
Planning Excellence



### **Shaishav Mittal**

**Lovely Sweets and Lovely Bake  
Studio**  
CEO



### **Sandeep Das**

**Columnist with Fortune,  
Forbes & Economic Times**  
FMCG & Consulting Leader



### **Dr. Santosh Rane**

**SPCE, Mumbai**  
Dean Academics



### **Roberto Fernandez Gomez**

**D.med Healthcare**  
International Operations,  
Director



### **Megha Malagatti**

**L'Oreal**  
Business Development Director



### **K. Ramana Murthy**

**Petrofac International UAE  
LLC**  
Project Director



### **Sahil Bhushan**

**TO THE NEW**  
AVP and Head Corporate  
Marketing



### **Amit Khandelwal**

**RBL Bank**  
Vice President & Head-Digital  
Products and Acquisition



**Achala Jethmalani**

Mirae Asset Capital Markets  
Assistant Vice President,  
Economist

**Mridula Chhetri**

Inmovidu Technologies  
Founder







## Leadership Talks



**Bhuvana Subramanyan**

**Randstad India**  
Chief Marketing Officer



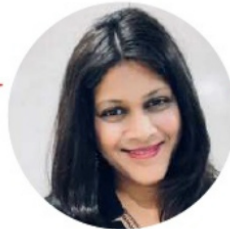
**Kiran Gadkar**

**Nilon's Enterprises**  
Chief Marketing Officer



**Piali Dasgupta**

**Columbia Pacific Communities**  
Senior Vice President



**Nischala Murthy Kaushik**

**HFS Research**  
Chief Marketing Officer



**Farooq Chisty**

**Millonth Mile Marketing**  
CEO, Growth Hacker



**G. S Naveen Kumar I.A.S**

Special Secretary, Health, Medical  
& Family Welfare Department,  
Government of Andhra Pradesh



**Vikaas M Sachdeva**

**Emkay Investment Managers  
Limited**  
CEO



**Anil Ghelani**

**DSP Mutual Fund**  
Senior Vice President




**Abhishek Bisen**

**Fixed Income Kotak Mutual Fund**  
Senior Executive Vice  
President and Fund Manager


**Anuj Suneja**

**ICICI Prudential Life Insurance**  
Equity Analyst


**Aniruddh Srivastava**

**Mahindra & Mahindra Limited**  
Head of Demand and Supply  
Planning


**Abhay Srivastava**

**Mankind Pharma Limited**  
President Operations


**Ramkesh Jangra**

**Ericsson**  
Head of Supply Chain


**Ashish Tripathi**

**Logistics & Agency TORM**  
General Manager Global  
Sourcing


**Abhinav Sinha**

**Michelin**  
Head of Control Tower &  
Supply Operations- Africa  
India Middle East


**Vivek Javani**

**L&T Defence**  
Digital Officer, IT Lead


**Kartik Dhokaai**

**RapidOps Inc**  
Project Manager




**Amitabh Chaturvedi**

**Taledge Solutions**  
Co-founder & Managing Partner


**Kaustubh Fule**

**Hungerbox**  
Chief Product Officer


**Shri Dr. Bhagwat Karad ji**

**Government of India**  
Honourable Union Minister of State- Ministry of Finance


**Pradeep Kashyap**

**MART**  
Founder of MART, Father of Rural India, TedX Speaker


**Ashok V K**

**Dr. Reddy's Laboratories**  
Marketing head, Oncology & Hospibiz


**Vipul Oberoi**

**Dun & Bradstreet**  
Digital Marketing


**Shobhit Mohan**

**PayU**  
VP Marketing


**Dr. Varun Jain**

**Cipla**  
Associate Director Marketing


**Shri Nitin Gadkari ji**

Honourable Union Minister-  
Ministry of Road Transport & Highways

# Students **Activities**

## ANK IT & ANALYTICS CLUB

'ANK-The IT and Analytics Club' is a student run body and is a part of the business cluster at IIM Visakhapatnam. Besides regular academic curriculum, clubs play an essential role in shaping the career of a management student. ANK forwards this cause by promoting and nurturing the varying functional interests of students beyond the classrooms.

The club works as an interface between the students and the industry and strives to bridge the gap between the classroom and the industry by organizing different kinds of events and competitions that help a student in shaping his/her career. The club also provides a forum for industry interaction.

A few of the activities that fall under the purview of the club include:

- Business Conclave
- Live Business Case Competitions - DataSprint

- Quizzes
- Creation of Knowledge Repository
- Workshops
- Guest Lectures
- Publication of Newsletters

These events spawn across various disciplines, including strategy, finance, marketing, operations, supply chain etc. However, the central theme of the club shall be focused on Analytics and IT enabled systems and how these can be used by businesses to improve their operations.



## HR Club

Manthan, the HR Club of IIM Visakhapatnam aims to enhance the current method of domain knowledge and industry connect specific to HR. The Club's objective is to continuously develop and enhance the HR knowledge of the students by providing a platform for



knowledge sharing and connect to industry for which HR Club organizes HRidaya – an annual HR Conclave, case competitions, guest lectures and quizzes. HR Club creates awareness through imparting knowledge related to different aspects of human resource management, trends, recent issues and developments. This Club also supplements the theoretical knowledge imparted in classroom by ensuring that students get opportunity to practice the theoretical knowledge in real life context. In addition, this year we are looking forward to conduct workshops in HR Analytics for preparing students to be successful HRs in the future.





## Operations Club

Prakriya - Operations club of IIM Visakhapatnam functions with the goal of increasing the interest of students in the subject of Operations and Supply Chain Management and creating a professional network experience for students interested in these disciplines. The club cultivates young and energetic individuals/ students who will revolutionize manufacturing, processes, supply chain, and delivery system. It motivates creative thinkers and innovators to contribute to the field of operations & supply chain management. Moreover, it provides an opportunity for young professionals to interact with industry experts & leaders in the operations & SCM field.

## Entrepreneurial Passion and Innovation Club (EPIC)

Entrepreneurial Passion and Innovation Club of IIM Visakhapatnam is a torchbearer for all the passionate students who want to be aspiring entrepreneurs. The main objective of the club is to impart the spirit of entrepreneurship among the students and encourage them to transform the world with their innovative, versatile, and thought-provoking ideas. The club also intends to provide opportunities for networking with successful entrepreneurs and experienced professionals, thereby inculcating knowledge about the business ecosystem and their experience. The club aims to achieve the objectives by organizing diverse speaker series, workshops, business talks, industrial visits, live projects, experiential learnings and conducting business events involving the networking, pitching-competitions, panel discussions, B-Plan competitions, and many more activities and events. It promotes and encourages peer to peer development, learning opportunities and provides an informal and open platform to discuss ideas with mentors.



## Finance Economics Club

Vega envisages delivering cutting-edge finance-related content. We pledge to catalyze, curate, and channel content that caters to academic and practical pursuits. Vega is much more than just a student-led body catering to internal stakeholders; it is a conscious embodiment of real-time dynamism keeping pace with the ever-evolving landscape in the world of finance.

## Academic Council

Student Academic Council acts as the interface between students, faculty, and administration to ensure an atmosphere conducive to learning and enables continuous dialogue and seamless interaction, ensuring two-way feedback between students and faculty. It is the student community's voice in all matters pertaining to academics. Student Academic Council is responsible for taking up academic Issues with the PGP Chair and closely working with the PGP office in freezing the academic calendar. It ensures that all academic-related logistics (exams, attendance, library) are in place. The council also arranges regular interaction sessions for the students with eminent academicians.



## Hostel and mess Committee

H&M committee provides the best standard of amenities to IIM V students and promote an amicable living environment in unity and brotherhood. We schedule cabs as per classes and student emergencies. Monitor mess food for timely availability of hot and healthy food. Resolving students' queries related to stay and coordinating with hostel supervisors for the proper conduct and functioning.

## Consulting Club

Vyuham – The Consulting Club, is the oldest club of IIM Visakhapatnam. It aims to provide an insight into the world of consulting, strategy to equip the students with leadership skills, offering rich exposure from industry stalwarts via Leadership Talks. We publish fortnightly newsletter – ikshana, by analysing the strategy of the recent developments in business areas. We also started with “Guesstimates” to give future consultants a taste of logical thinking, problem-solving, and background knowledge.

### Events Conducted 2021-22:

01. Organized a workshop with Forevision on Strategic Case Solving & Decision Making Techniques.
02. Stratethon - An intra college quiz competition
03. Consultimate 1.0 - A national level case competition
04. Stratysis - An inter college business analysis competition







## Alumni Committee

Alumni Committee works to keep the alumni of IIM Visakhapatnam connected to their institute and Supports the pass-out batches through a strong network in achieving their career goals as well as help the current batches as they go through the same journey.

The committee works for the welfare of 700+ students spread across 7 batches. To strengthen the ties between the institute, alumni and students, the Alumni Committee has conducted events like Know your Alum, Round Table Conferences, Alum Shine and Sanshrey throughout the year.

## Marketing Club

Marketing Club of IIM Visakhapatnam aims to create value efficacy to the Indian Institute of Management Visakhapatnam and its students who are interested in the marketing domain and to provide them, an experience of marketing simulation facilitated through organizing workshops, case study competitions, interactive learning, marketing events, guest talks, and quizzes.



## Hobbies and interest Club

Zorba organizes events relevant to the batch's interests and provides an environment in which individual talents and interests can develop and bloom. At IIMV, we believe in each person's holistic growth for them to attain their maximum potential.

Zorba club creates a platform for fun activities like Housie, LAN events, Tug of War, and live streaming of sports matches. We help relieve students' stress because of the rigorous curriculum through yoga, trekking, and rejuvenating activities like T-Shirt painting and DIY crafts to bring out their creativity.

## Product management Club

Novus: The Product Management Club has but one vision: To create awareness and provide a conducive environment for developing Product management skillsets among the students of IIMV. Newest of the lot at IIM V, this club aims to foster product managers for the future by promoting the discipline via industry-specific lectures, SME interactions, and peer-to-peer learning sessions to fulfil its vision. It provides the students with the platform to showcase their PM skills in various events. Novus conducts the 'Productathon' - an intra-college flagship event to disseminate practical world PM knowledge among the students. The club also organizes the national level 'Product-Teardown' event to gauge the PM acumen among students from all over India. Novus aims to continue its journey by bringing in competitions, social media interactions, training sessions and live projects.

## Social Activities Club

Vatsalya is the Social Activities Club of the IIM Visakhapatnam. Its vision is to be a helping hand to the needy and bring a visible change in the society around us. It aims to draw awareness to the existing issues and encourage people to work for the upliftment of the nation. It holds various events such as Dan Utsav, Donation Camps and helps different schools, orphanages and old age homes. With the support of the IIM V family, it collects and disburses relief funds whenever needed. It works with other non-profit organisations based on the need or issue and extends support on behalf of the Institute in all possible ways.



## Public Speaking and Literary Club

Saahitya, the Public Speaking and Literary Club of IIM Visakhapatnam, celebrates the art of public speaking and literature. We believe that words are essential for creation, so our goal is to bring people together through teaching communication in a fun and engaging way. Content that honors and celebrates writers, filmmakers, and poets, as well as those who practice the art of communication, is what we do. Since our inception as a club, we have hosted four competitions and two guest lectures as part of the IIM V Dialogues series. The "War of Words," the ultimate battle of words, is our flagship event. Apart from this, we have "Scribblings" for poets, "Spin a story" for authors, "Extempore" for public speakers, and "Écriture" for article writers out there. And many more in the future. Let's communicate!

## Industrial Affairs Committee

Industrial Affairs Committee is a student-driven initiative to nurture and promote the interaction between academia and industry. The vision of the committee is to provide the students of IIM Visakhapatnam with a platform to connect with industry and give them exposure to current business challenges. Moreover, it facilitates industry leaders to discover the talents of the students. The committee is also one of the bodies of the Institute which caters to the fund acquisition to empower all the flagship events held at IIM Visakhapatnam. For this to realize, it collaborates with all other fellow clubs and progresses to meet respective goals.



## Dance and Dramatics Club

Spotlight, the Dance and Dramatics Club of IIM Vishakhapatnam. The club aims at promoting all forms of dance and dramatics and provide a platform for all the enthusiasts to showcase and grow their talents. We organize various events and competitions which kick off the interest of Dance and Dramatics in our students and indulge them to showcase their talent and help them in participating in various events across the nation. The club is also responsible for organizing and promoting the Annual Cultural Fest - Samaarambh.

## Creativity Club

Falling under the purview of the Media & PR Cell, PIXEL gives the students the opportunities to hone their skills by understanding and learning about what makes a good photograph, from composition to artistic expression. In addition, members of PIXEL learn how to use state of the art software to edit and enhance photographic images for their own use, as well as for IIM Visakhapatnam's Social Media Accounts.

PIXEL teaches the students to capture and visualize the essence of imagination and portray it through frames and visuals. It aims to develop young minds into great visual artists. The USP of PIXEL is that it doesn't cater to just photography but all forms of visual arts.

## Media & PR Cell

The Media & Public Relations Cell serves as a link between the IIM Visakhapatnam community and the outside world, which includes various levels of government, the media, and the general public. Through several controlled media platforms, MPR Cell advances information and communications relating to the institute's objective to drive academic achievement. The goal of MPR Cell is to realise the institute's objective of being an eminent management research and education centre that trains leaders for good social impact in a changing world.

The team is responsible for establishing and maintaining a favourable public image using different types of communication, including classic and new age digital media. MPR Cell is also in charge of press releases and media, as well as the coverage of all events held at IIM Visakhapatnam.

MPR Cell strives to boost IIM Visakhapatnam's exposure on various digital media platforms, including Facebook, Instagram, LinkedIn, YouTube, Twitter, InsideIIM, and other associated social media and publishing platforms, to effectively position and enhance IIM Visakhapatnam's brand image. The team oversees developing content and crafting social media strategies. These pages are critical in managing IIM Visakhapatnam's public relations and have experienced an exponential increase in reach and followers in recent years.

## Sunrise Investment Fund Society

The Sunrise Investment Fund of IIM Vishakhapatnam aims to provide the students a hands-on experience of real-world money management by applying classroom models into the financial markets. Our objective is to disseminate financial knowledge by conducting simulation games, quizzes, guest lectures and sharing current happenings related to investments and financial markets. We will function as a professional fund managed by students from the investment society, under the supervision of finance experts. We research companies based on financials and business models to acquire the undervalued companies and create a growth-centric fund.



## Sports Club

IIM Visakhapatnam's Sports Club encourages students to be health-conscious and fit. It fosters maximum participation in sporting activities and urges students to get involved in sports. Every year, it conducts many sports events such as YUDDHH, Samyodha and the Challengers League, and it participates in the grand annual Inter-IIM sports competition SANGRAM, in which four of the southern IIMs (IIM B, IIM T, IIM V, and IIM K) compete in various sports. In addition, it arranges fitness-related events like National Sports Day, webinars, the IPL Auction, and FIT INDIA programmes. The club's goal is to teach students time management, social skills, leadership, and collaboration abilities, as well as to enhance their mental and physical health. The Sports Club's strength is its students, and it strives to invigorate them by increasing their confidence, assisting, and guiding them to success.



## Competition Society

SPARDHA - Competition Society, launched the Vindex series aimed to bring subject knowledge and competition experience from professionals ranging from professors, corporate HRs and various competition winners. Successfully completed 4 sessions in last academic year.

Aided students by bringing the current ongoing corporate and B-school competitions across different domains to their notice by daily reminders.



## Business and Public Policy Club

The Business and Public Policy club works to integrate an understanding of public policy in the business school learning process and undertake critical analysis of both corporate & public policy decisions that impact the business. The interplay between Business, Public, and Governance is something that every manager should learn. The Business and Public Policy Club keep the students updated with the recent news and happenings in the business and public policy space and work to make students understand the depth of the interaction between society and entity (company or government), keeping the society part of the equation. Through activities like debate, discussion, quizzes, and case study competitions, the club tries to help students understand the nuances of strategy and policy formation

### Events:

01. Vichaar: The Article Writing Competition
02. NITI GYAAN: Policy Drafting Competition







## Major Events



### VRiddhi

IIM Visakhapatnam hosted its flagship Annual Business Conclave “VRIDDHI” on 29th and 30th January 2022, a riveting platform that provides an opportunity for future business leaders to bridge the gap between academia and industry requirements by allowing them to have a practical insight into the application of their learnings.

We strive to bring the brightest brains in business on a single platform to nurture innovative ideas for digitalization, disruption, and development. Industry stalwarts were invited to stimulate innovation and excellence in Indian and global contexts.

### Yuddhh:

Yuddhh, the Flagship event of Sports Club, IIM Visakhapatnam, is an event of intra-college with four teams competing for one title, starting with selecting eight managers from the two batches of PGP. Then auction was conducted for more than 150 interested students. The managers bid for the players and auctioned them for their respective teams.

The first phase of indoor sports kicked off with the events such as Chess, TT, etc. All the four teams faced off against each other in a league format and then a knockout stage.



## Round Table

Help the students better prepare for their placements, the committee hosts at least two round table conferences during the year that are specially focused on summer and final placements.



## Vatsalya

Vatsalya is the social activities club of IIM Visakhapatnam. Our vision is to lend a helping hand to the needy to the best of our ability and bring a visible change in the society around us. We aim to bring awareness about the existing social issues and encourage people to work for the upliftment of the nation.

We organize events such as Dan Utsav- the joy of giving, Blood donation camps, awareness campaigns, tree plantation drives, and beach

cleaning. We also help schools, orphanages, and nursing homes and conduct competitions like poster making, article writing, and CSR quiz to increase awareness and support social causes.

With the support of the IIMV family, the club collects and sends relief funds whenever needed.

The club also works with other non-profit organizations based on their needs and extends support in all possible ways. With a firm dedication, Vatsalya is determined to work for the betterment of society and bring positive change.











## Alumni Testimonials



### “ Mayank Maria (2015-17)

Being a part of the first batch at IIMV was an experience like no other. While academics were great (as would be for a student belonging to any batch at a premier B-School), the opportunity of defining the practices, policies, and culture for the institute was as if we were running a start-up while simultaneously pursuing our studies. The two years were very special and will stay close to heart. I can't wait to visit the expansive campus by the sea soon.

”

### “ Akshay Sanjay Kadam (2015-17)

Our batch had the privilege to build the foundation of the culture at IIMV. Being part of the Students' Council gave me a lot of learnings that were beyond the ones in the classroom. The rigorous curriculum coupled with the serenity of Visakhapatnam has transformed me into a new individual and helped me unleash my full potential.

”



### “ Amit Maurya (2017-19)

IIM Visakhapatnam was actually the whole of life summed up in 2 years, from bad days of not making into placements to seeing your college win in Sangram. The two years not only taught me management skills for my corporate career but made it a part of life of how to manage your time, expectations and striking a balance between everything. It was indeed an exuberating experience and I am forever indebted to the learned faculty and classmates that made it happen.

”

### “ Kartheek K Pochampally (2017-19)

IIM Visakhapatnam stood as the game changer for me in terms of learning that it provided and the opportunities to grow as a better self. Academically, the institute follows a case-based approach and emulates the real-world problems we face in business that prepares us thrive in the industry. The institute incubates a lot of start-ups, encourages entrepreneurship and, thereby gives an exposure on how to think like a business owner by organizing industry interactions and live projects. It also encouraged us to participate and excel in multiple extracurricular activities ensuring holistic development of students as leaders.

”



### “ **Dipankar Das (2018-20)**

From being a fresher and an introvert walking into the campus with the fear of competition and corporate world, to becoming an extrovert walking out of the campus with good corporate skills and full confidence of competing anywhere, that's how IIM Visakhapatnam changed my life. 'It's not just the system but also the people into it which contribute to your success and growth' - probably one of the biggest lessons of my life I learnt at IIM Vizag! Two fabulous years of such learning is what makes it a great journey!



”

### “ **Baibhav Kumar Singh (2018 - 20)**

Life in the City of destiny was quite enthralling as well as enriching in terms of learning various aspects, not just from a business point of view but also on Leading Life in a more meaningful way. Understanding the true meaning of - “deadlines are sacrosanct” to assisting friends and batchmates in securing their jobs via tireless PlaceCom work, we sailed through and learnt how not to be trapped in the meaninglessness of time. Graduating in the early batches of IIM Visakhapatnam, it provided a perfect environment and opportunity for me to get out of my comfort zone and explore things apart from regular academics. And looking back at it while working in the corporate setup makes me realise that it made me ready for the real world where we need to solve a different problem every single day by the structured thinking approach that IIMV nurtured in me.



”

### “ **Anup Mohapatra (2016-18)**

IMV has really been a crucible to build the core foundation to my personality. The facility and support to navigate the interconnectedness within various elements of an opportunity, has truly inspired me, to think beyond just cracking a job interview and propelled me to think boldly to create new opportunities in the ecosystem we live in today. The network, the facility and the faculty are the triads that make all of these come alive.



”

### “ **Arnav Sharma (2017-19)**

IIM Vishakhapatnam has been a pivotal milestone in my life. It was a transformational journey. I came with an exploratory intent as I wanted to figure out which domain would suit me. The exposure I got here not only helped me in decision making but it also gave me a new perspective. I learnt to work with a diverse set of minds and got an opportunity to learn from the best in the industry. I treated the institute as my own start-up and tried to contribute to its growth to the best of my ability. I would always cherish the memories I made here.



”



**“ Karishma Fafat (2017 - 19)**

Graduating in the early batches of IIM Visakhapatnam, it provided a perfect environment and opportunity for me to get out of my comfort zone and explore things apart from regular academics. And looking back at it while working in the corporate setup makes me realise that it made me ready for the real world where we need to solve a different problem every single day by the structured thinking approach that IIMV nurtured in me.

**”****“ Tumul (2017-19)**

IIM Visakhapatnam has given me unlimited opportunities to grow holistically and multifaceted experiences beyond academics like Cultural/Business events, live projects, BPIM, etc. Being taught by some of the best faculty to late-night group projects with my friends, helped me in bringing a better version of myself.

**”**

IIM VISAKHAPATNAM

45

# Our Prominent Recruiters





# Placement Process



Recruitment at IIM Visakhapatnam is a rolling placement process, coordinated by the Office of Career Development Services (CDS), together with the Student Placement Committee. The Institute provides all support in terms of infrastructure and facilities for smooth conduct of the process, which is open to all eligible students

## Pre-Placement Talks (PPTs)

PPTs provide an opportunity for students and companies to interact with one another and exchange information. A PPT is typically for 45 minutes, during which, the company representatives speak about their organization and the employment opportunities on offer. A Q&A session forms part of the PPT. Students use these interactive sessions to understand the organization better and assess their suitability.

Drawing upon the company presentation and their own individual career interests, students apply. Applications can be made on company provided forms or as resume as per company requirements. Applications are forwarded to the company within the specified time frame. Companies are provided enough time to evaluate the applications and shortlist suitable candidates.

## Student Applications

## Shortlists

Companies are requested to send shortlists to the CDS Office at least one week prior to the commencement of final placement interviews. Subsequently, during their visit to the campus, companies interview the shortlisted candidates and extend job offers to those selected.

Companies make employment offers to students who emerge successful in the interviews. Students accept the offers based on the Institute's Placement Policy.

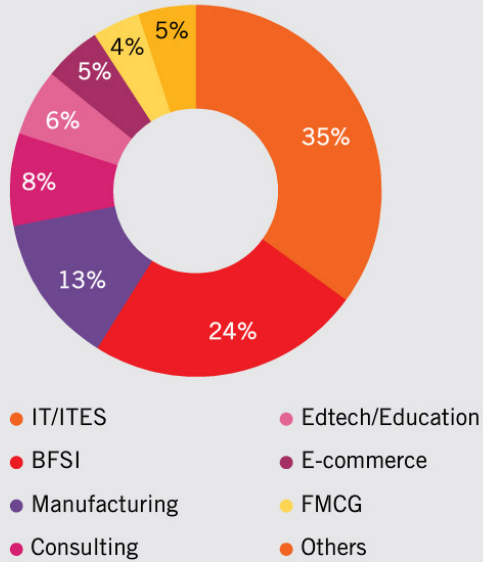
## Selection Process

## Final Offers

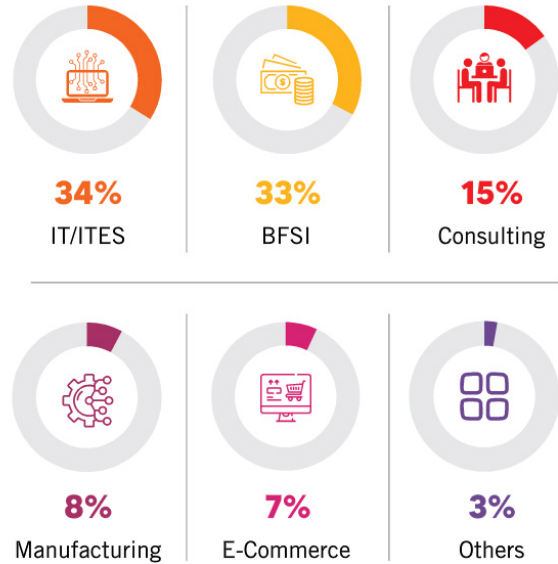
Companies are requested to send formal offer letters to the CDS Office, within two weeks from the interview date

# Final Placement Statistics

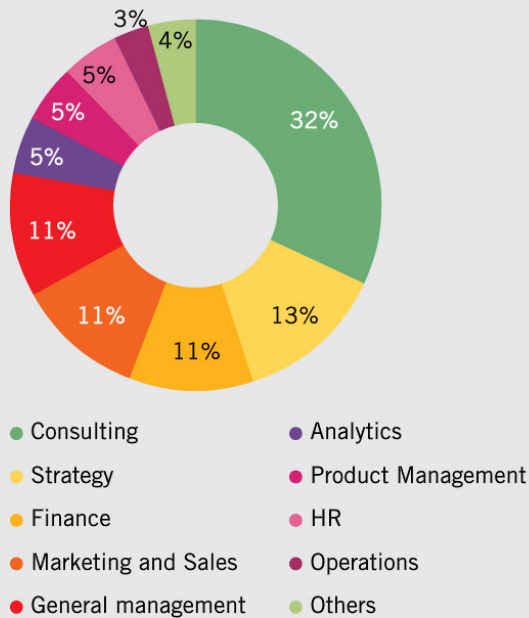
## Sector Wise Companies



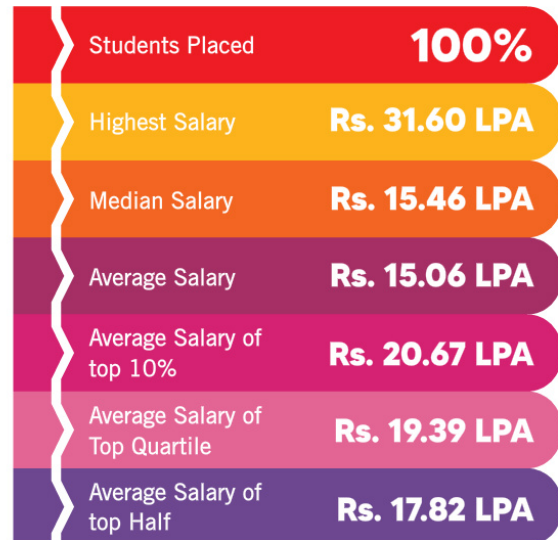
## Sector Wise Placements



## Domain wise Placements



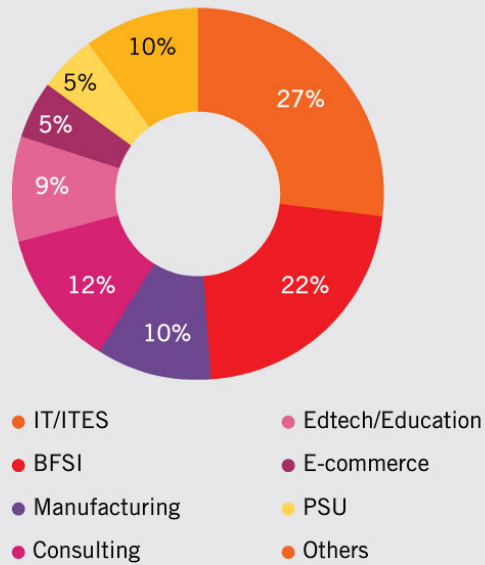
## Placement Highlights



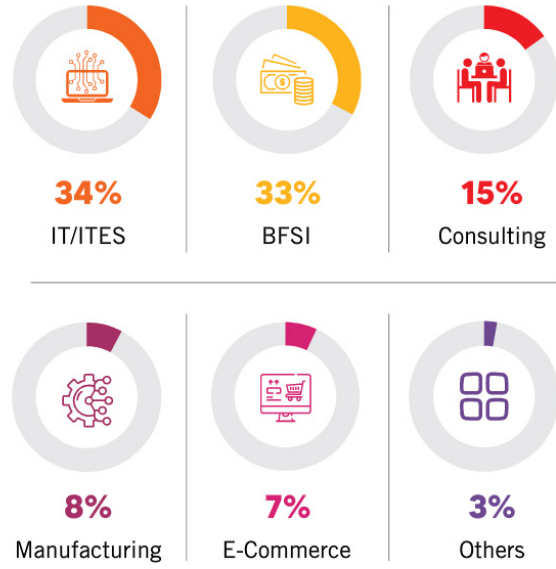


# Summer Placement Statistics

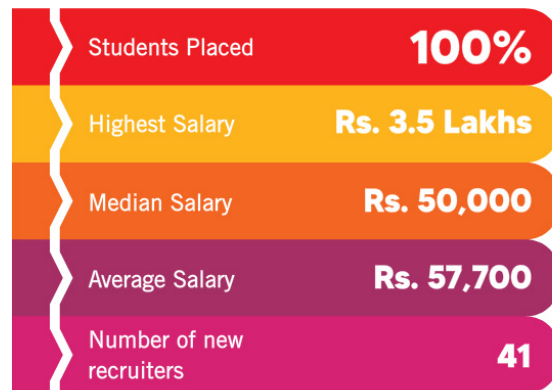
## Sector Wise Companies



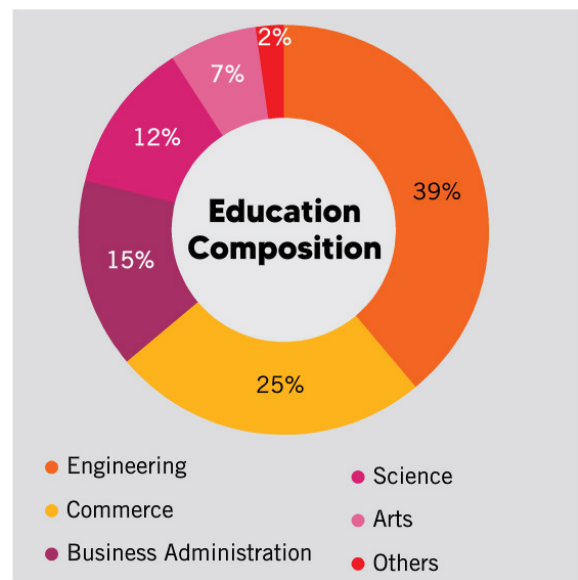
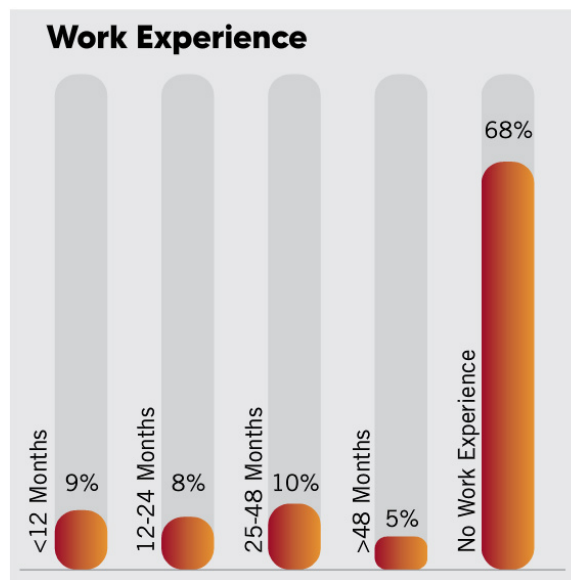
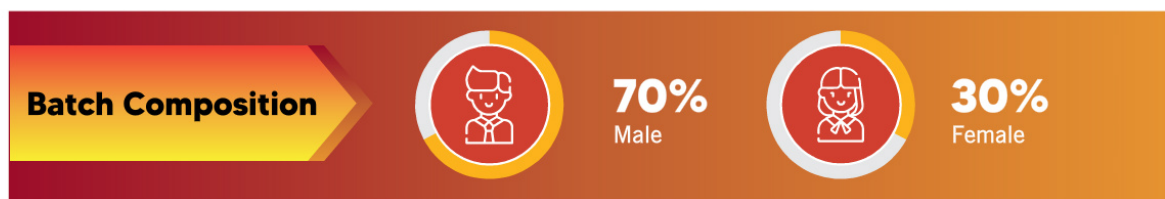
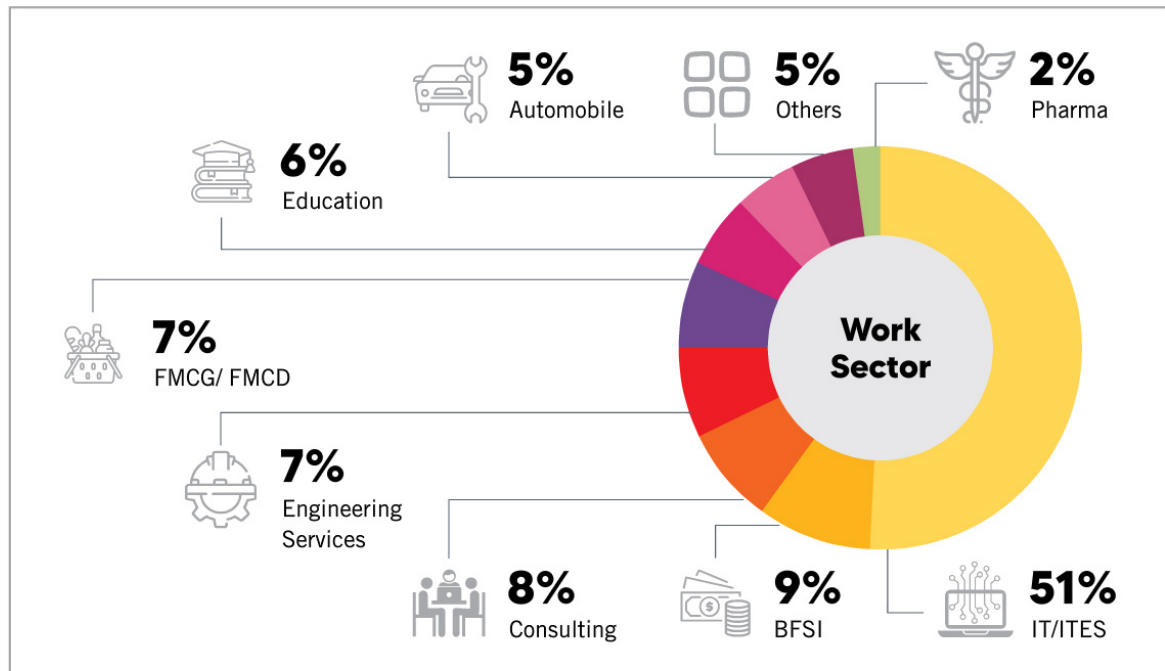
## Sector Wise Placements



## Placement Highlights



# Batch Profile **PGP 2020-22**





**Bala Krishna Solasa****UG Degree:** B-Tech**UG Specialisation:** Petrochemical Engg.**Work Experience in Months:** 69**Worked With:** TATA CONSULTANCY SERVICES  
iFuture Globistic Limited**Summer Internship:**

- Bala achieved the Service commitment award in TCS, and his team was awarded the TCS Best team.
- He worked as a strategy intern. He developed GTM strategy and business model canvas by doing extensive primary and secondary research and performed competitive benchmarking for over 50 competitive Apps. He suggested features which improved the user experience and profitability of the Firm.
- He has been recognised as a Competent Leader in the Toastmaster International Leadership program and elected as the Vice president of TCS - Toastmasters club.

**Souvik Biswas****UG Degree:** B.Tech**UG Specialisation:** Electronics & Communication**Work Experience in Months:** 64**Worked With:** TATA CONSULTANCY SERVICES  
PROPELLD**Summer Internship:**

- Souvik had excellent exposure in B2B Marketing and Sales domain while interning with Propelld, where he was responsible for collaboration and developing relations with 4 premium Institutes, through signing a Memorandum of Understanding between both the parties.
- He has analysed the key operations of Propelld and there after created a Flowchart of the step-by-step process, starting from submission of the Loan Application till Disbursement to the Institutes, turning the document significantly beneficial for the company employees for better understanding of the entire process.
- He has worked as part of the Samaarambh 6.0 Marketing team, where he was responsible for creating event promotional videos and content to increase Social media Engagement with 1000+ impressions each.

**Shrikant Shinde****UG Degree:** Bachelor of Engineering**UG Specialisation:** Mechanical Engg.**Work Experience in Months:** 61**Worked With:** Faurecia Automotive Seating Pvt. Ltd.**Summer Internship:** ABSYZ Inc.

- Shrikant has 5+ years of work experience in Automotive Industry and worked as senior design engineer in Faurecia Automotive Seating Pvt. Ltd., responsible for design and development of Seat Structure for domestic and international Automotive firms. Received many awards for executing RFQ projects and successful acquisition of the business.
- As sales and marketing intern at ABSYZ Inc., he has formulated Go-To-Marketing strategy for MENA and ANZ region by identifying buyer's persona, Buyer journey, market condition, Value proposition and competitor benchmarking to increase revenue share up to 10%.
- He was the second runner up of Global Management Challenge (GMC)- the world's largest strategy and management competition. Also, winner of national competition Startup Odyssey and SAAHITYA organised by IIM Visakhapatnam.

**Aditya Joshi****UG Degree:** B.Tech**UG Specialisation:** Electrical Engg.**Work Experience in Months:** 60**Worked With:** IBM India Pvt Ltd  
Pinnacle Infotech Solutions**Summer Internship:**

- Aditya Joshi was part of the Mainframe Service Delivery Team in IBM India Pvt Ltd., responsible for the installation, migration, and maintenance of DB2 (Database). During his stint at IBM, he was an Agile Practitioner and was awarded Manager's Choice Award in 2017 and 2019 for consistency and being a team player in achieving excellence for the client's SLA.
- He has interned with "Pinnacle Infotech Solutions – Global BIM Leader", where he has worked on finding out the business potential of BIM in European market and deliberated the market penetration strategy.
- During the 1st year of his MBA, he actively participated in competitions and was national semi-finalist for Global Management Challenge (Ranked -6th) and National Finalist for Kotler's Conundrum – marketing event by IIM Ahmedabad (Top 10 teams among 1200 participants)

**Anuj Kumar****UG Degree:** B.Tech.**UG Specialisation:** Electrical & Electrical Engg.**Work Experience in Months:** 57**Worked With:** ICICI Bank Limited  
Muhavra Enterprises (Blue Tokai Coffee Roasters)

- Anuj is an Electrical and Electronics Engg. graduate from NITK Surathkal. He has worked with JSW SCPL, Pace Infosys and ICICI Bank Ltd. as Junior Manager, Design Engineer and Manager-I respectively.
- He has worked as Operation Intern with Blue Tokai Coffee Roasters, largest and fastest growing specialised coffee company where he successfully streamlined internal processes of Operations on a unified platform across cafes pan India.
- He has represented NITK in KSCA and All India Inter NIT cricket tournaments for four years; and was elected as Recreation Committee convenor in final year.

**Ashwani Yadav****UG Degree:** B.Tech**UG Specialisation:** Electronics & communication**Work Experience in Months:** 51**Worked With:** Wissen Research  
Thermo Fisher Scientific**Summer Internship:**

- Ashwani got champions league award in 2017, while his tenure in UnitedLex
- He got second prize in an event 'App for Apple' organised by Apple at IIT Ropar's fest.
- He did his summer internship at Thermo Fisher where he worked for 'Regaining share of cleanroom consumables' segment. He analysed the sales data of the company, performed primary and secondary market research. Identified the potential of a product, potential channels, potential accounts and suggested awareness strategy for other products.

**Lay Rakesh Tolat****UG Degree:** B.Tech**UG Specialisation:** Electronics & Communication**Work Experience in Months:** 49**Worked With:** Infosys Limited**Summer Internship:** Yes Bank Limited

- Lay has worked for 49 months with Infosys and engaged with 150+ clients and managed deliverables with a total budget of \$5 million with a team of 25 members. He performed data analysis, created descriptive and predictive models, and developed visualization dashboards across diverse domains like Banking, Manufacturing, and Petroleum industries.
- He has interned with the Service Excellence team of Yes Bank to reduce the number of calls for Retail Assets and found gaps in process using value stream mapping, service quality framework and recommended plugs to reduce the growth of non-linear call volume by 15%.
- Lay is Senior Coordinator for ANK- IT and Analytics club for IIM Visakhapatnam. He has cleared the flagship certification for Associate Consultant at Infosys, amongst the top 11% of the 2800+ eligible employees who applied.

**Siddhant Pati****UG Degree:** B.TECH**UG Specialisation:** Electronics & Telecommunication.**Work Experience in Months:** 49**Worked With:** Infosys Limited**Summer Internship:** Mahindra Logistics Limited

- Siddhant has received scholarship by OSEB EPF TRUSTEE BOARD for distinct achievement in +2 science Examination.
- He has led and represented his State (ODISHA) Table Tennis team in 54th National School Games Conducted By SGFI (School Games Federation of India).
- He was the coordinator of Techno-Management (SAMAVESH 2k16) during his Graduation. He has successfully planned and executed events.

**Pranab Kumar Dash****UG Degree:** B.TECH**UG Specialisation:** Electrical & Electronics Engg.**Work Experience in Months:** 48**Worked With:** WIPRO Limited**Summer Internship:** SunEdison

- Pranab has cleared GATE-2016 exam in Electrical Engg..
- He has completed certified business analyst program which was conducted by phoenix global.
- He has completed Strategic case solving techniques which was conducted by ForeVision.

**Upendra Nath****UG Degree:** B.Tech**UG Specialisation:** Civil Engg.**Work Experience in Months:** 48**Worked With:** Larsen and Toubro Construction**Summer Internship:** KPMG

- Upendra was rated Top Performer for the years 2018 and 2019, and was serving as Assistant Planning Manager in L & T Construction.
- He has completed summer internship in KPMG and worked on Database of EPC Contractors and Developer organizations for business development and client prospects evaluation process.
- He has secured state rank of 27 in JEE (Main) - 2013

**Shalini Gusain****UG Degree:** B.Com (Hons)**UG Specialisation:** Commerce**Work Experience in Months:** 46**Worked With:** Clarivate Analytics**Summer Internship:** ABSYZ

- Shalini has experience in auditing various business operations by preparing dashboards and publishing performance reports from salesforce and IPM for top management.
- She interned with ABSYZ and formulated go to market strategy to enter ANZ and MENA region by identifying buyer's persona, Buyer journey, market condition, Value proposition and competitor benchmarking to increase revenue share up to 10%.
- She is a senior coordinator in hostel and mess committee and coordinating among 3 hostels for food and transport. She has won 2 national level HR competitions.

**Keshavi Jha****UG Degree:** B.E.**UG Specialisation:** Electronics & Communication**Work Experience in Months:** 41**Worked With:** DXC Technology**Summer Internship:** ICICI Lombard

- Keshavi has been elected as the Alumni Secretary for IIM Visakhapatnam for the year 2022-23.
- She has completed her summer internship in ICICI Lombard where she gave solutions to improve customer engagement and cross-selling through the app.
- She was the winner of ProdMad 1.0, out of 1922 registered candidates, organized by IIM Shillong.



**Prerana Laddha**

**UG Degree:** B.Com (A&F)  
**UG Specialisation:** Finance  
**Work Experience in Months:** 41  
**Worked With:** DXC Technology  
**Summer Internship:** Swashaa


[Linked in](#)

- Prerana assisted in raising funds, issuing Bonds and acquisition of another company during her Internship Period at Swashaa.
- While working with DXC she was able to save \$92k for the company through her analysis of Financial data. She was also awarded a ranking of 2 out of 5 for two consecutive years while working with DXC Technology.
- She has secured 2nd runner-up position in National Finals out of 1032 teams from across all national B-schools in Global Management Challenge-World's Largest Strategy Challenge.

**Kunduri Prudhvi Raj**

**UG Degree:** B.Tech  
**UG Specialisation:** Electronics & Communication.  
**Work Experience in Months:** 40  
**Worked With:** Accenture  
**Summer Internship:** Microsoft


[Linked in](#)

- Prudhvi worked at Accenture as an Application Development Senior Analyst. He worked as an iOS and a Salesforce developer for major pharma clients. He also received Pinnacle and Xtarmiler awards for his contributions
- During his internship with Microsoft as an Account Technology Strategist he was responsible for understanding the customers business challenges and helping them in their digital transformation journey using Microsoft offerings. He was also responsible to identify the market pulse and opportunity for one of the Microsoft offerings.
- He is currently the senior coordinator of Consulting Club and in the past as a junior coordinator he has successfully organised VRIDDHI - the annual business conclave. Organised various competitions, workshops and guest lectures with eminent personalities from the industry. National semi-finalist in Optum Stratethon.

**Basheer Salma Mohammad**

**UG Degree:** B Tech  
**UG Specialisation:** Mechanical  
**Work Experience in Months:** 37  
**Worked With:** Bank of Baroda  
**Summer Internship:** SME Corner


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- Basheer worked in banking sector as business associate in Bank of Baroda. Being target oriented, she worked in various domains including operations and compliance, Retail lending, NPA recovery and Digital banking products.
- During her summer internship with SME Corner, She has performed User Acceptance testing (UAT) to evaluate the performance of LMS functionality (like co-lending, part payment) with key performance indicators.
- She worked on cost analysis project of a startup named Personify in which a proper pricing strategy was recommended for different product composition.

**Priyanka Mandal**

**UG Degree:** B.Tech  
**UG Specialisation:** Information Technology  
**Work Experience in Months:** 37  
**Worked With:** Tata Consultancy Services  
**Summer Internship:** Mahindra Logistics Limited


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- Priyanka worked as Systems Engineer in Tata Consultancy Services for 3 years. She was part of several teams working across modules on different technologies and requirements for three different projects covering entire software development life cycle and database administration.
- She has worked as Operations intern with Mahindra Logistics for Flipkart. She was responsible for day-to-day sort center operations along with process improvements, resource optimization and loss control. She has implemented the changes that resulted in improved productivity, space and time management.
- She secured 2nd runner up position in national level case competition, organized by Entrepreneurship Club of IIM Visakhapatnam.

**Yatharth Aggarwal**

**UG Degree:** B. Tech.  
**UG Specialisation:** Information Technology & Mathematical Innovations  
**Work Experience in Months:** 36  
**Worked With:** Trine Infotech  
**Summer Internship:** BGSW (Bosch Global Software Technologies)


[Linked in](#)

- Yatharth has three years of workex in working with early-stage startups. Initially, he designed and developed a Robotic bionic which was better and cheaper in the market. and at his latest stint, he increased both user retention and engagement of an application using ML algorithms.
- During his internship at BGSW (Bosch), he developed Process Architecture for New Age Processes in the field of AI, Robotics, and IoT. He delivered multiple business-critical artifacts like Risks, Strategy plans, and Quality checklists for projects in these fields.
- He actively participated in multiple business competitions and secured positions at IIT-Bombay and IMT. He was also the campus's 1st runner-up in Stockgro. He was also a national finalist in V-guard Big Idea Business Plan Contest.

**Damodhar Sai K**

**UG Degree:** B.Tech  
**UG Specialisation:** Electrical Engg.  
**Work Experience in Months:** 36  
**Worked With:** Accenture  
**Summer Internship:** Integrace Health (A True North Company)


[Linked in](#)

- Damodhar was awarded with 'Apex Award' in Accenture for being the top performer during the FY'19.
- During his Summer Internship, he has worked on Improving the Features of India's Largest Orthopedic App – VKconnect where he was successful in improving the daily user engagement.
- He has done his NCC C Certification where he has attended multiple national level camps. He was also part of the Placement Committee during the First year of his MBA.

**Suraj Kumar****UG Degree:** B.Sc.**UG Specialisation:** Mathematics**Work Experience in Months:** 35**Worked With:** ShotOn Aarmabh India Picture Private Limited**Summer Internship:** CGI

- Suraj was a HR Summer intern at CGI Information Systems and Management Consultants Pvt. Ltd. He worked on the Background verification process and assisted in organizing badminton tournament under Sparsh.
- He led a sales team of 3 people and he was responsible for doubling revenue, expanding business to the new geographic region and maintaining cordial relationships with clients within one year.
- He secured 4th rank in the "Start-Up Odyssey" competition organized by the EPIC club of IIM Visakhapatnam. He analysed and studied the rise and fall of Snapdeal in the E-Commerce industry and formulated suggestions which can be used for rebounding.

**Nilankus Howlader****UG Degree:** B.Tech**UG Specialisation:** Electronics & Communication**Work Experience in Months:** 33**Worked With:** Mindtree**Summer Internship:** IIMVFIELD

- Nilankus has worked with Mindtree, became a Data Engineer, and developed a client data management tool for JW Marriott. Mindtree recognized him as a good developer and got the role of subject matter expert and module lead for a fresher learning program in 2.5 years.
- He has worked as a consultant (Partnership and Business Development) in IIMVFIELD, the incubation hub of IIM Visakhapatnam. He helped to partner with the best cloud providers organization like Google, Azure and Oracle and added around 80 colleges (AP and Telangana based) to IIMVFIELD network institutions.
- He worked as a global sales strategist of SensoVision and helped to capture the markets and sales in Thailand and Vietnam. He contributes significantly as a junior coordinator of the IT and Analytics club of IIM Visakhapatnam.

**Vedanti Deshmukh****UG Degree:** B.Tech**UG Specialisation:** Electronics & Tele-communication**Work Experience in Months:** 33**Worked With:** Capgemini**Summer Internship:** Pay1

- Vedanti is a Placement Committee Representative at IIM Visakhapatnam and is responsible for maintaining corporate relations generating leads and expanding the network to foster new relationships of the institute with the corporate world. She also served as a Junior Placement Representative IIM Visakhapatnam.
- She has worked as Associate consultant in Capgemini where she was responsible for Responsible for Maintenance and Support of various safety, health and finance related applications for Oil and Gas Industry.
- During her internship at Pay1 as Product intern, she worked on different services to increase the efficiency of onboarding process of customers.

**Vikas Kumar Sinha****UG Degree:** B.Tech**UG Specialisation:** Metallurgical Engg.**Work Experience in Months:** 30**Worked With:** Vidyamandir Classes Ltd.**Summer Internship:** Concept Ninjas

- Vikas has interned at Concept Ninjas, where he managed an online test platform project involving market research to create a pricing strategy, providing inputs for UI improvement, content creation, and promotions using digital platforms.
- He has worked with Vidyamandir Classes Ltd. as Centre Coordinator, managing the students, faculties, and administration work in 2 centres.
- He has completed his training in Excel, SQL, Python, R, and Statistics in Mu Sigma and completed a project based on demand forecasting.

**Sonal Pawar****UG Degree:** Bachelor of Engineering**UG Specialisation:** Electronics & Telecommunication**Work Experience in Months:** 30**Worked With:** Infosys Limited**Summer Internship:** KPMG

- Sonal has interned at KPMG India Services LLP with the Climate Change and Sustainability services wherein she researched on building decarbonization strategies for real estate sector. She analysed profiles of top real estate developers of India for peer benchmarking and was involved in the DLF Rentco Carbon Neutral Roadmap development project.
- Prior to her MBA, she has worked with Infosys as Senior System Engineer to develop an automated report-generation framework that improved data loading performance and reduced release time for a UK multinational bank. She has also mentored newly recruited members and lead an employee engagement program at Infosys.
- She is an elected member of the Students' Academic Council of IIM Visakhapatnam where she is working as liaison between professors and students, coordinating electives opting process, conducting subject representative elections and organizing workshops.

**Minku Goyal****UG Degree:** B.com**UG Specialisation:****Work Experience in Months:** 29**Worked With:** New Goyal Machinery Store**Summer Internship:** NETUP Ltd. UK

- Minku has worked as a business strategy consultant at 'New Goyal Machinery Store'. He overhauled marketing and inventory management strategy for 4000 SKUs and established sales partnerships with leading brands.
- He interned at NETUP Ltd. UK and worked with sales team on clientele engagements and also led to client conversions. Worked with HR and Finance team to draft compensation schemes and proposed to overhaul financial reporting system with automated excel.
- He is national winner of OpsSamasya competition out of 258 participants held by IIM Udaipur.



**K Naga Mounika**

**UG Degree:** B. Tech  
**UG Specialisation:** CSE  
**Work Experience in Months:** 26  
**Worked With:** ValueLabs  
**Summer Internship:** KPMG



- Mounika has a previous work experience of 2 years at ValueLabs and did her Summer Internship at KPMG as a Business Consultant in Strategy and Operations, during her internship she worked on power sector decarbonization for achieving Net Zero 2070
- She has done a live project in Triage Solutions Private Limited in Product Management for the project Product GTM Strategy
- She has been selected as Junior Academic Council Representative during 2021-22 and got elected as the Senior Academic Council Representative for 2022-23

**Pranavi Bhoopalraogari**

**UG Degree:** B.Tech  
**UG Specialisation:** CSE  
**Work Experience in Months:** 24  
**Worked With:** CoreCompete (Part of Accenture)



**Summer Internship:** Bosch Global Software Technologies

- Pranavi has worked as a strategy intern at Bosch where she has developed a Go-to-Market strategy and Business Model Canvas for their contactless store solution after doing extensive secondary research, market sizing, competitor benchmarking and break-even analysis.
- She has gone through certification course from Scrum Alliance and is now a Certified Scrum Product Owner
- She has received awards such as "Above and Beyond", "GEM", "Best Idea award" and was a certified AWS and GCP associate professional during her work at CoreCompete.

**Anish Vats**

**UG Degree:** B.A (Hons)  
**UG Specialisation:** French Studies  
**Work Experience in Months:** 24  
**Worked With:** Amazon  
**Summer Internship:** Pinnacle Infotech Solutions Ltd.



- Anish has worked for 24 months with Amazon as a Risk and Fraud Investigator, preventing sellers from performing unauthentic activities across marketplaces. He has received "High Flyer of the Year 2020" and several other accolades.
- He has interned at Pinnacle Infotech, a leading BIM company, as an HR strategist and worked on Employees Need Gap Analysis. As part of the project, he did cultural assessment of the organization and created a comprehensive benefit package for all employees of the company.
- He was among the top 3 scorers in UG. He has received Certificate of Merit by CBSE for scoring perfect 10 CGPA A1 in all subjects. He has also played cricket at the district level and volunteered in NGOs.

**Paawan Jain**

**UG Degree:** Bachelors in Management Studies  
**UG Specialisation:** Marketing  
**Work Experience in Months:** 24  
**Worked With:** J.K. Garments  
**Summer Internship:** Integrace Health



- Paawan was a Summer Trainee at Integrace Health, a division of Glenmark Pharmaceuticals where he did on-field market research across 5 cities in Uttar Pradesh and suggested the strategies to improve the company's sales in UP.
- He was the logistics head at TEDxHinduCollege where he managed a team with the responsibility of liaising with suppliers and retailers; strategically planning and managing logistics, transportation and guest requirements.
- He is a Placement Representative (10/189) and had been the Junior Placement Representative at IIM Visakhapatnam. He is responsible for conducting and coordinating placement-related activities for 600+ MBA candidates of the institute.

**Onkar Pardeshi**

**UG Degree:** B.E.  
**UG Specialisation:** Civil Engg.  
**Work Experience in Months:** 24  
**Worked With:** Fithulk India Pvt Ltd  
**Summer Internship:** ICICI Lombard



- Onkar is a Placement Committee Representative at IIM Visakhapatnam and is responsible for maintaining corporate relations generating leads and expanding the network to foster new relationships of the institute with the corporate world. He also served as a Junior Placement Representative IIM Visakhapatnam.
- During his internship at ICICI Lombard, he worked to identify risks and problems faced by warehousing industry and proposed solution to eliminate/minimise those problems.
- He was the Cultural Secretary and Head of students' council of his undergrad college for year 2017-18 and was also awarded with 'Pride of GECA (Government College of Engg., Aurangabad)' trophy for year 2016-17.

**Shaik Soniya**

**UG Degree:** B.Tech  
**UG Specialisation:** EEE  
**Work Experience in Months:** 24  
**Worked With:** TCS  
**Summer Internship:** ICICI Lombard



- Soniya was a recipient of a merit scholarship for being in the top 10% in terms of academic performance for the year 2017-18 and 2018-19 during undergraduate from SASTRA University.
- She received the High Commendation Award in IIM Kozhikode Model United Nations on "Discussing the Changing Role of Media in a Democracy with Emphasis on the Protection of Free Speech and Regulation of Content." She received prize money of 8000 INR.
- She received the Team Applause award in TCS in 2019 for delivering 90% bug-free solutions and reducing unsuccessful ticket count due to automation failure.

**Yash Patwari**

**UG Degree:** B.Com  
**UG Specialisation:** Finance & Accountancy  
**Work Experience in Months:** 24  
**Worked With:** Pinnacle Infotech Solutions  
**Summer Internship:** D.E. Shaw



- Yash interned with D.E. Shaw in their Financial Operations department wherein he worked on automating the Wires payment process for Vendors.
- He has secured 2nd runner-up position out of 1032 teams from across all national B-schools in Global Management Challenge. He also won the House of Traders competition organized by IIM Trichy.
- He has worked as a Management Trainee in SastaSundar for 9 months and then went on to work as Corporate Analyst in Pinnacle Infotech Solutions for 1.3 years before joining IIM Visakhapatnam.

**Vaibhav Vats**

**UG Degree:** B.Com. (Hons.)  
**UG Specialisation:** Commerce  
**Work Experience in Months:** 23  
**Worked With:** Royal Bank of Scotland  
**Summer Internship:** H-Town Technologies



- Vaibhav is a Placement Committee Representative at IIM Visakhapatnam and is responsible for maintaining corporate relations, generating leads and expanding the network to foster new relationships of the institute with the corporate world. He also served as a Junior Placement Representative.
- He has worked with Royal Bank of Scotland as an Analyst for two years. His duties included evaluating mortgage applications, processing data, monitoring performance and training his team as a Subject matter expert.
- He is very passionate about sports and has won various medals in athletics at inter-zonal. He has also done certifications in customer service and marketing.

**Prapti Alok**

**UG Degree:** B.Tech  
**UG Specialisation:** Electronics & Communications.  
**Work Experience in Months:** 23  
**Worked With:** Tata Power Delhi Distribution Ltd.  
**Summer Internship:** KPMG



- Prapti worked with Tata Power Delhi Distribution Limited in IT - ECM and App Development Department. She received "Shabash Award" for exceptional performance and implementation of various "Improvement Projects" towards "Continual Improvement" initiative in Q1, 2020-21. She was also given the "Employee of the Month Award" in Nov 2020 for her performance.
- She led a National Award-winning Social Entrepreneurship project, Khidmat, under Enactus IGDUTW. The project was aimed at making women self-reliant by assisting them in starting their culinary business. Under her leadership, Enactus IGDUTW won in the Rookie League at Enactus India National Competition, 2016.
- She was offered a PPI opportunity with Tata Communications based on her performance in the Live Project. The live project was based on 'Low code application development platforms, their implications, and scope for Tata Communications and telecom sector'.

**Rashi Dawar**

**UG Degree:** B.E  
**UG Specialisation:** Electronics & Communication  
**Work Experience in Months:** 23  
**Worked With:** ACS Solutions (GGK Technologies)  
**Summer Internship:** Yes Bank



- Rashi has worked in the Business Intelligence domain and has hands-on experience in data warehousing, Extract-Transform-Load (Dell Boomi, DataStage), and reporting tools (Power BI and MicroStrategy). She is a certified MicroStrategy Analyst.
- Her most recent experience entailed an internship stint at YES Bank where she worked on enhancing credit card customer service experience in Service Excellence Department. She created the automation roadmap for the major 10 processes having the service capabilities and enabling the agent aid in the form of next best action.
- She was the Junior Coordinator of the Industrial Affairs Committee at IIM-V wherein she was responsible for the branding of IIM-V, acquiring funding through sponsorship and handling collaboration with industries and creating a bridge between industry and academia.

**Tariq Nahas**

**UG Degree:** B-Tech  
**UG Specialisation:** Electronics & Communication  
**Work Experience in Months:** 22  
**Worked With:** Radars Technologies  
**Summer Internship:** Marching Ants Pvt Ltd



- Tariq is the President of the IIM-Visakhapatnam Students' Affairs Council. He represents the whole PGP Batch and coordinates student-led events both inside and outside of the campus.
- He worked for 22 months in Radars Technologies as a Market Analyst after graduating from Kerala University and has done his Summer Internship at Marching Ants Pvt Ltd as Sales and marketing Intern.
- He was one of the top 22 national finalist teams in the V-Guard Big Idea Business Competition 2021. He is also a sports enthusiast who has competed in the All India Inter University Badminton Championship representing Kerala University.

**Sahil Rasiwasia**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Accounting, Finance & Management  
**Work Experience in Months:** 22  
**Worked With:** Ernst and Young (EY) GDS  
**Summer Internship:** StrategyCo. Global



- Sahil Rasiwasia is a Placement Representative (10/189) and had been the Junior Placement Representative at IIM Visakhapatnam. He is responsible for conducting and coordinating placement related activities of 600+ MBA candidates of the institute.
- As a consummate professional with demonstrated experience of 2 years at EY, he assisted EY US teams in conducting statutory audits of US GAAP financial statements of fortune 500 companies. He was felicitated with 'Extra Miller SPOT Award' twice for contributing ideas to drive efficiencies, timely identification of accounting issues and closure of audit.
- His most recent experience entailed an internship stint at StrategyCo. Global wherein he directly worked with the CEO as a consulting analyst. His project involved scouting for digital solution platforms that help with multi-tier supplier risk assessment and management with respect to material availability to spot sub-tier failure points.



**Akanksha Gaurav**

**UG Degree:** B.E.  
**UG Specialisation:** Telecommunications  
**Work Experience in Months:** 21  
**Worked With:** Accenture  
**Summer Internship:** Cognizant


[Linked in](#)

- Akanksha conducted market research on AI in drug discovery during her internship at cognizant, identified current trends, evaluated market dynamics, and suggested business ideas along with prioritization to expand the business in the drug discovery industry.
- During her tenure of 21 months at Accenture she was responsible for automated provisioning of computing infrastructure necessary for a client to run databases, and revenue-generating applications designed for customers.
- She is a university 2nd rank holder for Telecommunication Engg. and received 1st prize in project exhibition organized by Telecom. Dept., Sir MVIT, 2019 for "Smart trolley using Li-Fi" intended to make people go hassle-free shopping.

**Atul Kumar**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Commerce  
**Work Experience in Months:** 20  
**Worked With:** NatWest Group Inc  
**Summer Internship:** Antique Stock Broking Ltd.


[Linked in](#)

- Atul has interned with Antique Stock Broking Ltd. as an Equity Research intern and was responsible for evaluating the Banking and FMCG Sector trends in New Delhi.
- He is the Sports Secretary of IIM Visakhapatnam, all the sports related activities in IIMV comes under his authority. He's also an under-19 national level Hockey Player.
- He qualified for Quarter Finals of Global Management Competition(GMC); Worlds largest strategy and management competition

**Satyamitra Singh**

**UG Degree:** B.Sc Maritime Sciences  
**UG Specialisation:** Maritime Science  
**Work Experience in Months:** 20  
**Worked With:** ESSAR Shipping PVT LTD  
**Summer Internship:** Porter


[Linked in](#)

- Satyamitra interned at Porter in Modern Trade vertical as a Assistant Sales Manager
- He did the certification for Business Analyst by Phoenix Global Techno Management Solutions Pvt. Ltd
- He qualified for National Semi Finals of Global Management Challenge (India) from amongst 1032 participants - 2021

**Lalit Dhankar**

**UG Degree:** B.Tech.  
**UG Specialisation:** Strategy  
**Work Experience in Months:** 17  
**Worked With:** M/S Nipun Appliances  
**Summer Internship:** OF Business Tech Pvt Ltd


[Linked in](#)

- Lalit Dhankar has done his internship with OF Business Tech Pvt Ltd, where his role was to develop a new product, and he successfully developed Brass and closed order of quantity-5T worth INR 26lakhs
- He was awarded a scholarship of INR 40,000 by Haryana State Counselling Society (HSCS), Panchkula for being the highest rank holder in AIEEE to take admission to his UG college
- He was praised by his work ex-organization for his exemplary work that resulted in more productivity and higher profit.

**Harsh Mohan**

**UG Degree:** BBA  
**UG Specialisation:** (Banking & Insurance)  
**Work Experience in Months:** 16  
**Worked With:** TTI Consulting Engineers Pvt. Ltd.  
**Summer Internship:** ThinkPlus Education Technologies Pvt. Ltd.


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- Harsh has a work experience of 16 months as an office administrator in TTI Consulting Engineers Pvt. Ltd. where he was responsible for making and updating 45 Monthly Progress reports for the ongoing field work in Delhi and other parts of India.
- He successfully completed his Summer Internship in ThinkPlus Education Technology as an Associate marketing head, where his key role was to make marketing strategies for the overall growth of the company in andhra Pradesh. He also led a team of 5 MBA Interns, responsible for gathering market information and further making strategies.
- He reached to the finals of the Adsense competition conducted by IIM Calcutta, where his team created a 90-sec advertisement to reduce Plastic wastage through new Oral-B toothbrush.

**Rajiv Tanwar**

**UG Degree:** B.Tech  
**UG Specialisation:** Computer Science  
**Work Experience in Months:** 16  
**Worked With:** Velocis Systems Pvt. Ltd.  
**Summer Internship:** Thinkplus Education Technologies Pvt. Ltd.


[Linked in](#)

- During his Summer Internship, He worked as an Associate marketing Head for Thinkplus Education technologies. he handled a team of 8 people and ensured the delivery of the company's official website within the deadline, and designed dashboard. Meanwhile, He created 6 months marketing roadmap for the company on micro and macro levels. He also handled the digital marketing for the company's site and services.
- While working as a summer intern in Thinkplus Education technologies, He managed multiple seminars for the Kites Foundation in Visakhapatnam. He analyzed multiple students through one-on-one sessions regarding their academic doubts to make the service of Thinkplus more efficient.
- During his employment, he developed forms for Government Organizations using Java Springbot Framework, Angular, and PostgreSQL using the pgAdmin tool for database handling and managed the team of 6 people. He performed access management by integrating validation and authentications in forms and login pages.

**Rohit Jain**

**UG Degree:** BBA  
**UG Specialisation:** Management  
**Work Experience in Months:** 14  
**Worked With:** Clout Media India  
**Summer Internship:** Latentview Analytics



- Rohit has worked with Clout Media India as a Business Development Executive. His major responsibility was to onboard new brands that helped them market their products on social media platform through influencers. He created a framework for selecting the influencers for the client to facilitate easy decision making and save time.
- During the course of his internship at Latentview Analytics, he conducted extensive research on marketing channels of the major pure play Analytics firms to enhance the B2B marketing opportunities. He mapped the competitive landscape for the future growth of the company.
- He holds diploma in Sales and Marketing from Tata Institute of Social Sciences. He is certified in "Power BI for Beginners" by Simplilearn. He was also the Junior Coordinator of Entrepreneurial Passion and Innovation Club of IIM-V where he successfully conducted national level competition "Breakthrough".

**Alen Silvester J Marshal**

**UG Degree:** Bachelor of Sciences  
**UG Specialisation:** Computer Science  
**Work Experience in Months:** 13  
**Worked With:** True Light English Medium School  
**Summer Internship:** Latentview Analytics



- Alen is a Senior coordinator of Vyuham - Consulting Club of IIM V. He has co-organized Viddhi'3.0 - Annual Business Conclave and other national level competitions.
- During his tenure of 13 months at True Light School, he was responsible for integrating online and offline classes, leading a Digital Marketing Campaign and develop a website for the online admission and payment process.
- He has worked on Atmanirbhar Bharat project to help MSMEs to launch, scale up and outsource funding by creating business plans for them.

**Asha Rani**

**UG Degree:** B.Com(h)  
**UG Specialisation:** Finance  
**Work Experience in Months:** 13  
**Worked With:** Grand5, The Luxury Resort  
**Summer Internship:** Arachnomesh technology Pvt .Ltd



- Awarded as the Best Intern for three months duration and received increase in stipend among 20 + interns at Greenthumbs (HR Recruitment Firm) in 2015
- Senior coordinator of Media and PR club at IIM Visakhapatnam
- Secured Second position in the event "Ultimate Product Pitch" organized by IIM Kashipur

**Anubhav Malviya**

**UG Degree:** Bachelors in Business Administration  
**UG Specialisation:** Marketing  
**Work Experience in Months:** 12  
**Worked With:** Malti Trading Company  
**Summer Internship:** Waycool Foods and Products Private Limited



- Anubhav has interned in Strategy Department of Waycool Foods and Product Pvt Limited as Market Research Intern.
- He has been selected as one of the 4 out of 189 students as Junior Coordinator of Marketing Club of IIM Visakhapatnam.
- He has completed certification courses on topics Marketing Analytics and Specialization in Market Research.

**Susangat Narnawre**

**UG Degree:** BSc  
**UG Specialisation:** Mathematics  
**Work Experience in Months:** 12  
**Worked With:** Abelian Edutech Private Limited  
**Summer Internship:** National Skill Development Corporation



- Susangat was a founder of an edtech firm called "Abelian Edutech Pvt Ltd". His startup used to provide Home tutoring and Online tutoring services to K-12 students by connecting students and private tutor on their online platform.
- He has done several live projects. In one of the live project he worked as an "Equity Research Analyst" and performed financial analysis of US based home building company.
- Being a finance enthusiast, he did several certification courses like "Become a Financial Analyst" on LinkedIn. "The complete Financial Analyst Training and Investing" course

**Akhil Jindal**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Commerce  
**Work Experience in Months:** 12  
**Worked With:** Bhupender Box House  
**Summer Internship:** Hindustan Petroleum Corporation Limited (HPCL)



- Akhil worked as a marketing project trainee at HPCL for 2 months where he did research on different programs offered by HPCL and completed the project on "Improving sales through new customer management and effective customer engagement".
- He worked as an Accounts Manager in his family business of steel boxes and trolley bags for 1 year and also handled 'Google My Business' account to attract more customers.
- He had secured All India Rank 17 in University of Delhi M.Com Entrance examination and took admission in SRCC in 2019.



**Yousuf Anwar**

**UG Degree:** Bachelor in Management Studies  
**UG Specialisation:** Finance  
**Work Experience in Months:** 12  
**Worked With:** Bunker (2XP Services LLP)  
**Summer Internship:** PricewaterhouseCoopers Services LLP



- Yousuf has interned as Tech Consultant at PwC.
- Yousuf has reached prefinals stage ranking as 1 off 67 teams in Optum Stratethon Challenge.
- He has successfully completed Foundation of UX design by Google on Coursera.

**Shivani Sinha**

**UG Degree:** B.Tech  
**UG Specialisation:** Information technology  
**Work Experience in Months:** 11  
**Worked With:** Cognizant Technology Solutions  
**Summer Internship:** Bosch Global Software Technologies



- Shivani was responsible for streamlining the Month end closing process through value stream mapping and improvement during her summer internship at Bosch. She conducted gap analysis and detected 32 processes flashes with probable solutions including automation possibility.
- She has secured 3rd rank in PM live case challenge and 1st rank in national marketing case competition organized by IIM Vizag.
- She is currently serving as Senior coordinator of Novus-Product management club of IIM Visakhapatnam.

**Sanchit Kochhar**

**UG Degree:** Bcom. (Hons)  
**UG Specialisation:** Finance  
**Work Experience in Months:** 10  
**Worked With:** Ernst and Young  
**Summer Internship:** Zigam: Program Management Role



- Sanchit, in Delhi University, held the position of spokesperson of the Delhi university students' union. In IIM Visakhapatnam, he is the senior coordinator of the sunrise investment fund.
- He secured 2nd rank in the national level 'Product Pitch Competition' organized by IIM Kashipur.
- He received a letter of recommendation from the management of the SSB Guide for scaling, taking complete ownership, and result-oriented actions.

**Sakshi Jethwani**

**UG Degree:** B.E  
**UG Specialisation:** Chemical  
**Work Experience in Months:** 9  
**Worked With:** Planet Science  
**Summer Internship:** PAY 1



- Sakshi has worked as Strategy Intern at the fintech company name PAY1.
- Sakshi is a founding member of the Competition Society, 'Spardha' at IIM Visakhapatnam.
- Sakshi has achieved the sales of Rs.10,00,000 in the first two months of her job at planet science and also responsible for annual target revenue of Rs. 5 crores by sales of excipient to pharmaceuticals firms.

**Ankit Maurya**

**UG Degree:** BMS  
**UG Specialisation:** Marketing  
**Work Experience in Months:** 8  
**Worked With:** Indospirit  
**Summer Internship:** Hindustan Unilever Limited (HUL)



- Ankit has worked as a marketing intern at Unilever with a project with HUL's flagship and the largest cosmetic brand in the world, Glow and Lovely. His project included stepping up the brand's play in the Digital Ecosystem and putting strategic interventions across the consumer funnel.
- While working with his former company Indospirit, he managed various social media handles by developing and launching digital campaigns. For Indospirit's In-house brands BroCode, WittyBro and Enso, he also spearheaded notable events like Bollywood Music Festival and India Bike Week, with audience attendance up to 2.5 lacs
- While working with his former company Indospirit, he managed various social media handles by developing and launching digital campaigns. For Indospirit's In-house brands BroCode, WittyBro and Enso, he also spearheaded notable events like Bollywood Music Festival and India Bike Week, with audience attendance up to 2.5 lacs

**Nimmy Rajan**

**UG Degree:** B. Com  
**UG Specialisation:** Finance  
**Work Experience in Months:** 8  
**Worked With:** Conduent  
**Summer Internship:** IIMV-FIELD



- Nimmy worked as an Accounting Associate in an MNC, and was responsible for timely processing of credit invoices for US-based clients in the SAP platform.
- During her internship at IIMV-FIELD, she handled the social media platforms of the company, created and posted content about entrepreneurs, IIMVFIELD Programs, and also connected IIMV-FIELD to various outreach partners and PR agencies.
- She was the Junior Coordinator of Alumni Committee at IIM Visakhapatnam, wherein she organized annual Alumni event Sanshrey, multiple round table conferences and other Alumni interaction activities.

**Md Farshad Ajmali****UG Degree:** B.Sc.(hons) Electronics**UG Specialisation:** Electronics**Work Experience in Months:** 7**Worked With:** Vodafone Idea Limited**Summer Internship:** Hindustan Petroleum Corporation Limited

- Farshad has worked in Vodafone Idea Limited for 7 months as a customer care executive where he was responsible for sales and services with daily customer interaction. He has also completed a 2-month internship in HPCL as a marketing research intern where he analyzed HPCL's current competitors' strategies and provide a suitable action plan for better performance.
- He has done a 2-month live project in investment banking from Finalitics where he worked on 4 research projects and received a letter of recommendation for the same. He is also certified with NISM SERIES V-A mutual fund distributor examination
- He secured a winning position in a national marketing case competition with a team of 4 members, hosted by the marketing club of IIM Visakhapatnam under the annual business event called Vriddhi.

**Angoth Raviteja****UG Degree:** B.Tech**UG Specialisation:** Electronics & Communication.**Work Experience in Months:** 7**Worked With:** BYJUS**Summer Internship:** BYJUS

- RaviTeja generated a revenue of Rs. 12,92,500/- at BYJUS as a BDA in a span of 5 months by spearheading the process of acquiring clients through enhancing the convincing techniques in the regions of Hyderabad and Mancheri.
- He is one of the building blocks of newly initiated campaign, MLP. He used his convincing tactics to generate potential leads from different locations to the company.
- He monitored and managed events as the Convenor of Event management team during the final year of B.tech at NIT, Andhra Pradesh

**Saita Das****UG Degree:** B.Tech**UG Specialisation:** Electronics & Communication.**Work Experience in Months:** 7**Worked With:** Tata Consultancy Services**Summer Internship:** ABSYZ

- Saita has secured 1st position in Hedge Rush: HR case competition organized by Cochin University of Science and Technology.
- She secured 3rd position in Prayatna - a case competition organized by IIM Bodhgaya.
- During internship, curated a white paper titled "Achieving Net-zero: Technology is the answer" which is intended to be used by ABSYZ's teams for discovery and marketing sessions.

**Karan Verma****UG Degree:** BBA**UG Specialisation:** General Management**Work Experience in Months:** 6**Worked With:** Corbus**Summer Internship:** ConceptNinjas

- Karan represented his institute as a semi-finalist out of 16000+ teams in Optum International business development competition
- He secured second position in two national level business competitions conducted by IIM Kashipur and Christ Bangalore.
- He was appreciated by the vendors for making payments of unpaid/due invoices which helped in fostering good relations.

**Saurabh Soparkar****UG Degree:** B.E**UG Specialisation:** Computer Science**Work Experience in Months:** 6**Worked With:** Desicode Infosolutions LLP**Summer Internship:** Bosch Global Software Technologies Pvt Ltd

- Saurabh is the co-founder of Desicode Infosolutions LLP (IT consulting and solutions company), and has successfully delivered multiple software projects for leading corporations like GoDaddy India, NABARD.
- He was a strategy and operations intern at Bosch working for the president's office where he worked on the corporate strategy for driving and positioning Bosch as a market leader in the Metaverse market.
- He was the winner of Smart India Hackathon, 2019 (Worlds biggest hackathon) and a finalist (amongst top 6 teams across Asia) at Hack.Asia International Hackathon conducted by Daimler mobility.

**Deeksha Vijay Kankate****UG Degree:** B.Tech**UG Specialisation:** ECE**Work Experience in Months:** 5**Worked With:** Infosys**Summer Internship:** ABSYZ

- Deeksha is an Academic Secretary at Students' Academic Council, Member of the Students' Affairs Council at IIM V. She heads the Students' Academic Council and responsible for all the academic activities in the institute. She leads Saahitya - Public Speaking and literacy club.
- She has a Lean Six sigma green belt and is a certified HR analyst.
- She interned at Absyz as a business analyst trainee where in she worked on the design and product features of a B2B carbon emissions footprint application. She curated a white paper in the same.



**Shivam Shekhar**

**UG Degree:** B.Com  
**UG Specialisation:** Commerce  
**Work Experience in Months:** 4  
**Worked With:** WEBFRIES  
**Summer Internship:** XpressMinds


[Linked in](#)

- Shivam stood as 2nd runner up, out of 1056 teams in National Finals of Global Management Challenge - The world's largest strategy and management competition.
- During his internship, he onboarded the highest number of students among all 17 interns through school visits which constituted 18.4% of the total sales done by the interns.
- He enhanced top-line of GGN Bakers (B2C) by 20% by formulating Social Media Marketing Strategy comprising of brand ideation, character creation and Ad script for video advertising.

**Ashutosh Dhavale**

**UG Degree:** Bachelor of Management Studies  
**UG Specialisation:** Marketing  
**Work Experience in Months:** 2  
**Worked With:** Think and learn BYJUS Pvt Ltd  
**Summer Internship:** Arachnomesh Technologies


[Linked in](#)

- Ashutosh has achieved International FIDE Rating by achieving 345th rank among 1200+ players, from 26 different countries in Chess in Delhi Open 2017, while representing from Maharashtra
- He has received a certificate for completing a course on Data Visualisation with advanced excel by PWC from Coursera. He is well versed with analytical techniques such as PowerPivot, Goal Seek, Solver, Scenario Analysis, Charting and Dashboarding in Excel
- Participated in Knowledge Summit 2018 for the event of SAARC Convention. Represented Sri Lanka in the session for understanding the diplomatic stands in favour or against other countries for various policies.

**Manoj Hazarika**

**UG Degree:** B.Com  
**UG Specialisation:** Commerce  
**Summer Internship:** Poornatha Partnering Entrepreneurs Pvt. Ltd.


[Linked in](#)

- Manoj worked as a curriculum developer during his summer internship where he researched and identified the major challenges faced by the entrepreneurs. He also provided suggestions and developed frameworks which would enhance the content that were being used for solving these challenges.
- He attended and successfully completed a Digital Marketing Workshop conducted by MyCaptain where he also received a LOR from his mentor for his excellent performance during the workshop.
- He was a part of Task Force for Samaarabh 5.0, the online annual culture festival of IIMV with the budget of 14L and footfall of 1000+, where he performed marketing and was responsible for content writing for social media handles.

**Nunsavathu Dhanalakshmi Bai**

**UG Degree:** B.Tech  
**UG Specialisation:** Mechanical Engg.  
**Summer Internship:** Let'sEndorse Development Private Limited


[Linked in](#)

- During her internship at Let'sEndorse Development, Dhanalakshmi had done extensive market research which included Price analysis, Data collection and margin exploration, by contacting 100+ merchants to understand price patterns and helped in making a promotional video. She was part of the Content creation and writing team. She transcribed 115 stories of Entrepreneurs in regional languages and worked with the Instagram Strategy team as a Strategy developer for Launching a New Instagram page for the organisation.
- She had also done a marketing live project with Shriram Life Insurance Company, where she generated 20+ leads and achieved on-time sales targets within a month and was awarded for excellence.
- She was also part of live project in Cadila Pharmaceuticals Ltd, in which she conducted Market Research and comparison study of competitive products in the Biofertilizers segment.

**Pratik Gourab Paik**

**UG Degree:** B.Tech  
**UG Specialisation:** Metallurgical & Materials Engg.  
**Summer Internship:** Hindustan Shipyard Limited


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- Pratik has worked as an intern in Hindustan Shipyard Limited(HSL) in the domain of Human Resource Management.
- He has also completed his live project with Cadila Pharmaceuticals in Market Research and Analysis.
- He has done courses in various fields like AI in marketing and retail, Design thinking for Innovations, Digital Marketing, Social Psychology etc.,

**Vaibhav Chhabra**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Commerce  
**Summer Internship:** Pramerica Life Insurance


[Linked in](#)

- Vaibhav Chhabra done 3 month internship in finance in altudo
- He has done a live project in outlook
- He has done various courses from coursera in finance and marketing

**Srujith Kumar Gabbeta****UG Degree:** B.Tech.**UG Specialisation:** Computer Science Engg.**Summer Internship:** Phoenix Global

- Srujith Kumar was a Marketing Intern at Phoenix Global. He was part of building the marketing strategy to exp and the company's business. He was representing Phoenix Global in making the top b-schools like IIM Calcutta, IIM Lucknow and IIT Bombay as their knowledge partners.
- He also worked in Vendor management at Mahabir Industries. He reached out to vendors from different countries like India and African countries
- Srujith has done his Operation Management Foundations course on LinkedIn and got certified by the Project Management Institute(PMI).

**Adarsh Kumar****UG Degree:** BBA**UG Specialisation:** Marketing & HR**Summer Internship:** Logibee

- Adarsh Kumar has completed a live project and internship as a Growth Development Manager at Logibee, a SaaS-based technology platform for B2B sales, for a period of four months.
- He interned as a Marketing executive at IMS Ranchi for three months and was successful in convincing 500+ students to take the scholarship test, with 150+ enrolling for coaching after the exam.
- He has finished four marketing certification courses: Digital marketing, inbound marketing, inbound sales, and content marketing, as well as two finance-related certification courses: MS Excel and stock market.

**Aditya Shubham****UG Degree:** BA (Hons)**UG Specialisation:** Economics**Summer Internship:** Mantra Technologies Pvt Ltd

- Aditya interned with Mantra Technologies as a Product Marketing Analyst for finder.io by 500apps. He was responsible for product copywriting/ content-writing, product listing, SEO, and data analysis utilising GSC and GA4.
- He developed models to fetch "google web speed results" for the entire sitemap, analyse non-ranking pages, identify keyword opportunities, and forecast signups/traffic for 500apps.
- He was the captain of the school football team and has been awarded Best Football Player of the Tournament.

**Aniket Sharadrao Badase****UG Degree:** BBA**UG Specialisation:** General Management**Summer Internship:** Hindustan Shipyard Limited (HSL)

- Aniket has interned at Hindustan Shipyard Limited as a Finance Intern. He also completed a live project as Associate Equity research Analyst at TheWiseMoney.in.
- He was the first runner-up in the Social Media Buzz Round of Marketing Case study competition and he was also a national finalist for Operations case study competition organized by IIM Visakhapatnam.
- Founded and volunteered for social welfare organization: helped disadvantaged communities by raising funds for the organization, provided food and medicines during covid-19 pandemic.

**Anishka Singal****UG Degree:** Bachelor of Technology**UG Specialisation:** Electronics & Communications**Summer Internship:** Loghorn Industries Private Limited

- Anishka was awarded concession of 50% on tuition fee by K L Deemed to be University for an excellent score in KLEEE 2016 and consistently maintained it with the academic excellence of a GPA greater than 9.0 for the entire course (8 semesters)
- She has secured AIR 3 in 2019 and AIR 11 in 2017 in National Creativity Aptitude Test held by IFEHE among 198 institutions.
- She was the part of first runner up team 'Trailblazer' in Start-up Odyssey for analysing Snapdeal's timeline and suggesting improvements.

**Antima Rajvanshi****UG Degree:** BSc Computer Science Hons.**UG Specialisation:** Computer Science**Summer Internship:** Pickmywork

- She interned with tech-startup Persapien Innovations and conducted market research for innovations in the air pollution segment, provided competitor's analysis, and successfully promoted the innovation named Minus2pt5. She created content for the product on social media to reach the millennials.
- She interned with pickmywork company. As an HR Sourcing intern, she sourced candidates for open positions and onboarded, trained, and provide induction support for new hires. As a marketing intern, she helped develop and execute marketing strategies, content ideas, and curated video/ image concepts.
- She interned with Dozee company as a market research intern and conducted primary research on publications and events related to doctors, latest medical inventions and secondary market research.



**Anush Dongre**

**UG Degree:** BBA  
**UG Specialisation:** General management  
**Summer Internship:** Propelld



- Anush was the first runner-up in the MARKWIZ 2.0 Case study competition organized by IIMV, in the Social Media Buzz Round
- He has successfully cleared NISM Series V-A: Mutual Fund Distributors Certification Examination
- He has completed 2 months Internship at Propelld, a Fintech company as Business Development Executive

**Ayan Verma**

**UG Degree:** BA (H) Journalism  
**UG Specialisation:** Journalism  
**Summer Internship:** Ogilvy



- Ayan worked as a Client Servicing and Planning intern at Ogilvy, for Marico's Parachute Advanced portfolio. He mapped the competitive landscape, strategized ideas for Southern India campaign, and handled in-depth category analysis for new product development.
- As a Marketing Associate at Fastor for four months, he worked across the entire B2B sales cycle. He cold messaged 8000+ C-level executives, nurtured 150+ prospects, and closed 35 into potential clients.
- In his 1st year MBA, he emerged as the campus winner at Optum Stratethon (S3), became the winner of IIMV's product management case competition, and secured 3rd rank in both ICSI's "All India Current Affairs and GK Quiz 2021" and IIT Bombay's analytics case competition.

**Chaitanya Shankar**

**UG Degree:** BBA  
**UG Specialisation:** Honors  
**Summer Internship:** Phoenix Global



- Chaitanya awarded as academic topper for the BBA batch 2017-2020
- He worked as Class Representative during graduation and ensured problems of students were resolved by collaborating with HOD
- He did a live project in Digital Marvel where he performed SEO, by doing research he found out that page authority and domain authority are very less, and contributed to the sales which led to an increase of 11%

**Chris Jack Walter**

**UG Degree:** B.Com  
**UG Specialisation:** Finance  
**Summer Internship:** Ma Foi Strategic Consultants



- Chris has interned as a Strategy Consultant Intern at Ma Foi Strategic Consultants during his Summer Internship. He was involved in end-to-end Consulting, Investor pitch deck creation and has created multiple Product lines for Ma Foi Strategic Consultants.
- He has successfully completed the "EFMD - EOCCS certified Online Management Course - Global Management Challenge (Simulation)" offered by SDG - Simuladores e Modelos de Gestao, Portugal, and Qualified for the Quarter Finals of Global Management Challenge India, the world's largest strategy and management competition.
- He has held a host of responsibilities, such as Placement Representative, Class Representative, Student Union Member and Cultural Secretary. He is currently the Senior Coordinator for the Student Alumni Committee of IIM Visakhapatnam.

**Dhruv Gandhi**

**UG Degree:** B.Com (Hons.)  
**UG Specialisation:** Finance  
**Summer Internship:** ConceptNinjas



- As a summer intern at ConceptNinjas, Dhruv was responsible for generating leads, where he pitched the product to 200 potential clients, conducted product demos and created promotional content and did thorough primary and secondary research for the company.
- He has successfully cleared the part-2 of IMA CMA certification, a global benchmark for management accountants and financial professionals.
- He was elected as the sports president during his under graduation. He was responsible for coordination among the administration and sports teams, he conducted inter and intra-university sports tournaments.

**Divya Prajapati**

**UG Degree:** B.Sc. (Honours) Mathematics  
**UG Specialisation:** Mathematics  
**Summer Internship:** H-Town Technologies India Pvt Ltd.



- Divya is a Placement Committee Representative at IIM Visakhapatnam, where she is in charge of managing corporate relations, generating leads, and developing the network in order to foster new business relationships for the institute. She also worked at IIM Visakhapatnam as a Junior Placement Representative.
- During her Summer Internship at H-Town Technologies, she worked on the project "New product feature research and marketing strategies for Falcon Systems". She also completed an internship in the Product Management Department with an EdTech Company, Cerebro Team.
- She is KPMG Lean Six Sigma Green Belt certified, where she developed data-driven problem-solving perception; learned how to enhance business efficiency by eliminating waste and reducing process variability using the DMAIC and DMADV approaches.

**Don V Chakkalayil**

**UG Degree:** B.Tech  
**UG Specialisation:** Civil Engg.  
**Summer Internship:** Cake Studio



- Don interned with Cake studio as a Business Development and Marketing Intern. He performed Market Research Competitor Analysis and suggested Ideas and recommendations for Digital Marketing.
- He was awarded as the "Best Intern" for his outstanding performance during his summer internship in cake studios for 2 months.
- He completed a Certification course on the topic Fundamentals of Digital Marketing from Google Digital Garage.

**Prit Doshi**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Commerce  
**Summer Internship:** B D Shah Securities Limited



- During his Summer Internship with B D Shah Securities Limited, Prit analyzed the textile sector and identified the companies that showed the signs of growing exponentially over the coming years.
- He was part of the product team of the Think plus (Edtech company) live project; during those two months first did a thorough competitor analysis, then prepared a product outline for their offering, and last designed a prototype to show how the lecture part should look for their product.
- He has been part of SAJAG- A bird saving NGO for three years during which the NGO helped in saving more than 10,000 birds.

**Aaron Fernandes**

**UG Degree:** Bachelors in Accounting & Finance  
**UG Specialisation:** Accounting & Finance  
**Summer Internship:** BD Shah Securities Ltd



- Aaron interned with BD Shah Securities where he studied the effects of various macroeconomics factors on various industries and recommended various industries that might flourish in the post-Covid Era. He also made an equity research model for various companies.
- Currently, He is the Senior Coordinator of the Sunrise Investment Club of IIM Visakhapatnam.
- He was the Activity Head of his college during his graduation. All the events and activities that were conducted in the college came under his purview.

**Geet Bajargaan**

**UG Degree:** BBA  
**UG Specialisation:** General  
**Summer Internship:** IIFL Samasta Finance Limited



- Geet has interned at IIFL Samasta Finance Limited as a consultant, where he analyzed the financial implications of New RBI guidelines for NBFC-MFIs on business and business development.
- He participated in various B-school competitions; He was among the Top 5 Teams in Startup odyssey organized by EPIC; and National Finalist for the Operations case study competition organized by IIM Visakhapatnam.
- He was a Petty Officer Rank Cadet in NCC and has got a C - Certificate with a grade of "A." and secured 4th Rank in All India Nau-Sainik Camp.

**Harshavarthan S**

**UG Degree:** B.E  
**UG Specialisation:** Biomedical Engg.  
**Summer Internship:** Pinnacle Infotech Solutions



- Harshavarthan is the national winner of product management competition organized by IIM Shillong. He is also a National Finalist of V-Guard Big Idea of Business Plan 2021.
- He has interned at Pinnacle Infotech Solutions as a market research intern. As part of the project, he conducted primary and secondary research coming up with marketing plans and pricing strategy for the company's new startup initiative.
- He is currently the senior sports coordinator at IIM Visakhapatnam. He successfully co-organized the flagship sports events and handled social media engagement as well.

**Harshit Dhingra**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Commerce  
**Summer Internship:** National Skill Development Corporation (NSDC)



- Harshit is a finance enthusiast. He cleared CFA Level 1 in October 2021 and is looking to work in finance domain in future.
- His most recent experience includes working as a market research intern at National Skill Development Corporation. He conducted primary research and analysis to identify the factors affecting the purchase intention for a skill course. He further created strategies to work upon the significant factors identified.
- Presently he is the senior coordinator of the Finance Club of IIM Visakhapatnam. He is responsible for building relationships with financial organizations, organizing guest lectures with prominent industry leaders, conducting national level competitions in Finance domain, etc.



**Harshit Gupta**

**UG Degree:** B.COM (HON)  
**UG Specialisation:** B.COM (HON)  
**Summer Internship:** Falkon Systems



- Harshit is a Senior Coordinator (SC) of club Zorba at IIM Visakhapatnam and has also served as a Junior Coordinator (JC) of the club Zorba. He successfully launched and managed the club's first ever Flagship event during his tenure as JC.
- He is passionate about product management and has competed in several PM competitions. He came in first place in the Product Management competition held by IIM Shillong, which drew over 1900 participants.
- During his internship at Falkon System - a saas based company, he worked on several digital marketing strategies to build brand presence across digital space through content creation and social media management. He also worked on the ideation and integration of new product feature for their application.

**Sai Lakshmi Jayasri Kamakolanu**

**UG Degree:** Bachelor of Technology (BTech)  
**UG Specialisation:** Computer Science & Engg. (CSE)  
**Summer Internship:** Mahindra Logistics Ltd



- Jayasri has interned at Mahindra Logistics Ltd as an Operations Intern, gained hands-on experience in warehouse operations and developed an understanding of the e-commerce vertical logistics. She performed data analysis on the customer returns cycle, identified problem areas and gave suggestions to increase prime conversions rate with monthly savings of approx Rs 6,00,000 lakhs per month.
- She has been promoted to Senior Coordinator of the Industrial Affairs Committee at IIMV, and as a part of the core sponsorship team, she had drafted and produced event pitches to raise funding of INR 50000+ for National level fests during the academic year 2021-22.
- She successfully completed a Live Project titled "Product GTM Strategy" at Triage Solutions Ltd. which included the creation of product roadmap and ideation of the different user journeys for the company's website.

**Kanaka Sai Keerthana J**

**UG Degree:** BBA  
**UG Specialisation:** Human Resources  
**Summer Internship:** Mahindra Logistics Limited



- Keerthana is a Senior Coordinator of the Dance and Dramatics club (Spotlight) of IIM Visakhapatnam. She is a part of cultural cluster and is responsible for organizing and monitoring cultural events of IIM Visakhapatnam.
- She completed her HR internship at RINL Steel Plant, Visakhapatnam.
- She interned at Mahindra Logistics Limited and enhanced the efficiency and productivity of the process paths of the FC by initiating and driving multiple sub projects.

**Kartik Garg**

**UG Degree:** B.Sc  
**UG Specialisation:** Physical Science with Computer Science  
**Summer Internship:** Hindustan Petroleum Corporation Limited (HPCL)



- Kartik was a member of the taskforce team, where he coordinated and organized competitions with clubs. He generated leads to onboard campus ambassadors from B-Schools for HR event and create digital content for the Zorba club. He was a Marketing Intern at HPCL. He conducted exploratory market research to identify the various parameters affecting purchase intention of motorcycle engine oil and recommended a plan of action to increase sales volume.
- He has received the "Academic Excellence Award" for securing the 1st position among 64 students in all 3 years of graduation.
- He emerged as the National Finalist in various competitions organized by B-Schools like IIMS, MDI Gurgaon and XLRI and first runner up position in IIMV.

**Lohitha Theegela**

**UG Degree:** B.Tech.  
**UG Specialisation:** Electrical & Electronics Engg.  
**Summer Internship:** Yokohama Off Highway Tyres



- Lohitha worked as the Junior Coordinator for Zorba, the hobby club of IIM Visakhapatnam. She conducted crossroads, proctored 7 days Chess Tournament, conducted DIY competition and fun events.
- She interned in the Purchase Department at Yokohama Off Highway Tyres and worked on the software "Qlik Sense". She coordinated with different departments in the supply chain team and created a value stream mapping to get the snapshot of the entire process and worked on creating a model for the safety stock required.
- She has keen interest in domains of Product Management and to foster her skills and understanding, she did a live project with Triage Solutions where she worked on design of creator and user website of Triage for events.

**Marali Aryasomayajula**

**UG Degree:** B.Tech  
**UG Specialisation:** Chemical Engg.  
**Summer Internship:** Marching Ants Technologies Pvt Ltd



- Marali secured second highest CGPA in her first two years of graduation (2017-2018 and 2018-2019) and she received certificate of excellence from the Governor of AP, Sir.Biswabhusan Harich andan for academic excellence during the year 2018-2019.
- She has secured third in the elocution held during Vigilance week Celebrations, 28th October 2019, conducted at IIPE. Marali has achieved Second in extempore during Literary events conducted in November 2017, conducted at IIPE
- She has been a member of the organizing team for ReOPEN-2020, an international workshop held by IIPE and she has been an article writer and editor of newsletter "The Fourth Estate", vol-2, named "Invictus Energia", at IIPE.

**Pankaj**

**UG Degree:** B.sc  
**UG Specialisation:** Computer Science Hons  
**Summer Internship:** H-Town Technologies



- Pankaj worked in H-Town Technologies for his summer internship, wherein he worked on product research and marketing strategy, including content marketing and social media marketing, to enhance the company's online presence.
- He was the National Finalist in various competitions organized by B-Schools like IIM Shillong, MDI Gurgaon, and XLRI. He emerged as the first runner-up among 417 teams in the Consultimate 1.0 - case study competition organized by IIM Visakhapatnam.
- He is the Senior Coordinator at The Business Policy and Public Club. He has served as a member of the Task Force Team, where he coordinated and organized various flagship events of different clubs, including Hridaya, Samaarambh, and Archadia.

**Piyush Kumar**

**UG Degree:** BBA  
**UG Specialisation:** Marketing  
**Summer Internship:** Hindustan Petroleum Corporation Limited (HPCL)



- Piyush Kumar has interned with Hindustan Petroleum Corporation Limited. He has successfully completed the project and submitted a report on EV charging point forecast for HPCL in Jharkhand state.
- He has completed a live project with Digital Marveled Pvt. Ltd in which he analyzed the competition and created a marketing plan to make product knowledge readily available for the customers. He also acquired knowledge about the process of lead generation, business analysis, social media marketing and customer value journey.
- He also worked with IMS Ranchi as a marketing executive for 4 months wherein he helped to increased applicants by 50% (highest till now) for appearing in IMS Scholarship Test to 300+ students in Ranchi branch.

**Sanjay Potnuru**

**UG Degree:** B.Tech.  
**UG Specialisation:** Electrical & Electronics  
**Summer Internship:** Porter



- Sanjay is currently the Senior Coordinator of the Industrial Affairs Committee at IIM V. Previously, as a Taskforce member; he worked with the organising and sponsorship team during the major flagship events of IIM V - Samaarambh 6.0, HRidaya 6.0 and Archadia.
- He Interned with Porter in the Operations and Business Development role for a newly established modern trade business vertical. As a part of the Hand holding team, he was responsible for account management of onboarded clients and ensuring regular revenue generation for the firm.
- His team emerged as the winners of Stratisys 2.0, a national-level analysis competition organised by Vyuham, the Consulting club of IIM V, and winners of the IPL auction conducted by the sports club of IIM V.

**Pragati Gupta**

**UG Degree:** B.Tech  
**UG Specialisation:** Biotechnology  
**Summer Internship:** SunEdison India Pvt Ltd



- Pragati Gupta finished her Summer Internship at SunEdison where she performed market research to understand the renewable sector and identify potential start-ups, technologies and countries for the strategic global expansion plan of the company.
- She along with her team was awarded second position in case competition during Netritva-HR Conclave organized by IMT Nagpur where she proposed solutions for appraisal process in a hospital.
- She served as Junior Coordinator of Cultural Cluster of IIM V. She managed the Communications and Outreach with other colleges and participants during the Samaarambh 6.0, Cultural Fest of IIM V.

**Pranjal Agarwal**

**UG Degree:** B.Sc  
**UG Specialisation:** Chemistry(H)  
**Summer Internship:** SunEdison



- Pranjal worked as a summer intern at SunEdison where he was responsible for secondary market research in solar energy sector and data analysis.
- He received a Letter of Recommendation from Phoenix Global for his excellent performance in Industry training and certification program 2021, where he learned to work on data analysis tool Tableau and PowerBI.
- He successfully completed Financial Statement Analysis certification and live project associated with it by Finshiksha, 2021.

**Priyanshu Gupta**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** General Management  
**Summer Internship:** Phoenix Global



- Priyanshu interned at Phoenix Global as a Sales and Marketing Intern and as a part of the marketing team, he helped in building the strategy to expand the business into top B-schools.
- He did a live project with Edlightened in financial modelling in the finance area where he worked on a project on financial modelling of different FMCG companies like HUL, Dabur, etc
- He is a member of the Taskforce committee of IIM Visakhapatnam 2021, he generated leads to onboard campus ambassadors from B-schools for the HR flagship event of IIMV and Coordinated and guided campus ambassadors in terms of performance improvement and compliance to create recognition of IIMV.



**R Sangeeth Raj****UG Degree:** B.Tech**UG Specialisation:** Mechanical Engg.**Summer Internship:** Skarn Robotics

- R Sangeeth Raj is the Cultural Secretary, member of Student's Affairs Council IIM Visakhapatnam. He was a significant member of the event management team for IIM V's annual cultural celebration, Samaarambh 6.0.
- As a Marketing Intern at Skarn Robotics, he worked on business development, market research, digital marketing, event management, and promotion, etc.
- He served as President of the Mechanical Engg. Department at Amrita School of Engg. in Coimbatore, where he represented 700+ students. He worked closely with students and professors, and arranged a symposium with five activities that drew 100+ students.

**Rajpratik Madavi****UG Degree:** BE**UG Specialisation:** Mechanical**Summer Internship:** Phoenix Global

- Rajpratik was the first runner up in the MARKWIZ 2.0 Case study competition organized by the MarkAdZ Club, IIMV, in the Social Media Buzz Round.
- He was a Sales and Marketing intern in Phoenix Global. As a part of the marketing team, he helped in building the strategy to expand the business into top B-schools.
- He completed his certification in business analyst by Phoenix Global and attended live training for it.

**Rashmikanta Bhoi****UG Degree:** B.COM**UG Specialisation:** Accounting**Summer Internship:** Phoenix Global

- Rashmikanta completed the requirement of certified Product Management Program and Received a Letter of Recommendation from Phoenix Global, learned about Double Diamond Model, Product strategy, and Lifecycle, and created a product and feature roadmap.
- He completed "SEO 2021 Complete SEO Training and SEO for WordPress Websites" course on Udemy and learned to collect relevant and validate keywords to design quality content and improve the quality and quantity of traffic to a website.
- He completed "The Fundamental of Digital Marketing" course on Google Digital Unlocked, 2021.

**Ritesh Kumar Jaiswal****UG Degree:** B.A (Hons.) English**UG Specialisation:** English Literature**Summer Internship:** Reliance Industries Limited

- Ritesh has interned in Reliance as Account receivable specialist
- He won the Campus winner of Stockgro competition 'Aspire 21' and represented IIM Visakhapatnam in semifinal.
- He got 1st position in Music Affair organised by Golden Shine Cultural Welfare Trust and National Association for the Blind.

**Ritwik Dutta****UG Degree:** BBA**UG Specialisation:** Banking & Insurance**Summer Internship:** National Skills Development Corporation

- Ritwik has done his internship in National Skills Development Corporation as a Marketing intern. He made research reports on countries like Romania and Ireland.
- Ranked among the top 15 students out of 111 students of the BBA batch 2018-2021.
- Reached the semi-finals of the national competition, Aspire, held by Stockgro. Undertook several trade and investment related activities in various stocks and maintained own portfolio. Decisions taken on the basis of the volatility of market and share of company. Was also announced as Campus winner for the season Aspire'21.

**Sabysanchi Bharti****UG Degree:** B.Sc**UG Specialisation:** Physics**Summer Internship:** Hindustan Petroleum Corporation Limited (HPCL)

- Sabysanchi has interned with HPCL as a Marketing intern where he has done market research, industry analysis, forecasting of EV vehicles growth and required charging stations to be installed by HPCL by FY2030.
- He has done a live project for "Aagam" an educational OTT platform as a business developer, hired and led a team of 5 other members.
- He has got 8th rank in an inter-college competition held by E.P.I.C club (IIM VISAKHAPATNAM).

**Sahil Dhamgaye**

**UG Degree:** BE  
**UG Specialisation:** Mechanical  
**Summer Internship:** HPCL


[Linked in](#)

- Sahil is a Senior Coordinator of the Media and PR Cell of IIM Visakhapatnam. He handles all the official social media handles of the college, along with managing the "Pixel" society, working on TEDx, and handling the onboarding of incoming PGP batch.
- He has worked as a Summer Intern at HPCL where he did market research on situation of engine oil lubricant market in Nagpur City for passenger car motor oil (PCMO) and diesel engine oil (DEO).
- During the academic year 2021-22, He has been a part of the task force to assist all other clubs and committees in organizing their events by helping in sponsorship, promotions, etc., as required.

**Sakshi Agrawal**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Finance  
**Summer Internship:** LG India


[Linked in](#)

- Sakshi has worked as a finance intern LG India in the Treasury Department and was responsible for working on the transactions of Exports and Imports of the company using the GERP portal. She simultaneously worked with the Customs Team on the various export incentives used by the company.
- Having intermediary knowledge of platforms such as Python and Tableau, she has done various live and academic projects in the Finance domain, including equity research project in a consulting firm and financial report analysis on Tata Motors and MRF Tyres.
- With her problem-solving skills, she bagged many B-school and corporate competitions. She was the National semi-finalist out of 10000+ participants in TVS Credit competition; Finalist in a Merger and Acquisition competition organized by the Fore School of Management; Winner of Product management competition organized by IIM Visakhapatnam.

**Sakshi Sharma**

**UG Degree:** B.Tech  
**UG Specialisation:** Mechanical Engg.  
**Summer Internship:** StratIP, Bangalore


[Linked in](#)

- Sakshi has done her internship at StratIP, Bangalore where she worked as a Patent Analyst. Her projects involved a Novelty Prior Art Search on a Warehousing Bot and a Patent Landscape Analysis on "Technological Trends in RevOps for B2B SaaS".
- She was the Junior Coordinator for The Public Speaking and Literary Club of IIM Visakhapatnam where she successfully launched Multiple Content Series on Social Media Handles of the club, organized Pan-India Competitions, and several guest lectures under the guest lecture series "IIMV Dialogues".
- She was the 2nd Runner Up in Analytica- The National Level Analytics Case Study Competition, at Annual Business Festival of IIT Bombay.

**Samar Singh**

**UG Degree:** BBA-MS  
**UG Specialisation:** Management  
**Summer Internship:** Hindustan Shipyard Limited (HSL)


[Linked in](#)

- Samar has interned with Hindustan Shipyard Limited as an operation intern and created dashboards for real-time monitoring of their projects.
- His team secured 4th rank out of 35 teams in the Startup Odyssey competition held in IIM Visakhapatnam.
- He was selected as one of the 13 members of TaskForce out of 189 students of IIM Visakhapatnam and coordinated in various flagship events of IIM Visakhapatnam.

**Sharvari Shirke**

**UG Degree:** B.Tech  
**UG Specialisation:** Instrumentation  
**Summer Internship:** Mahindra Logistics Limited


[Linked in](#)

- Sharvari worked at Mahindra Logistics Ltd. as the Summer Intern on process improvement projects at Built-to-Suit warehouse at Chakan, Pune.
- She is a Senior Coordinator at MarkAdZ - Marketing Club of IIM Visakhapatnam. Under the club, she organised 2 National level Business Case competitions and 2 industry guest lectures.
- Runner-Up in National Bajaj Finserv Hackathon for development of AR-game prototype, for physical activity/stress-relief

**Sidharth S Pillai**

**UG Degree:** B.Com  
**UG Specialisation:** Commerce  
**Summer Internship:** SMEcorner


[Linked in](#)

- Sidharth was part of a Team which was National Finalist of GMC (India) - World's largest strategy and management competition.
- He is the founding member (3/189) of SPARDHA- The Competition Society of IIM Visakhapatnam, responsible for cultivating students for future by discipline of competitions through internal discussions with mentors, industry experts and competition winners
- He worked as an HR Intern at SMEcorner where he did two Industry Benchmarking for Compensation and Hiring Source mix and created Digital Learning Catalogue through Techno-functional skill mapping.



**Tanvi Nagrale****UG Degree:** B.Tech**UG Specialisation:** Biotechnology**Summer Internship:** Hindustan Shipyard Limited

- Tanvi has done her internship in Hindustan Shipyard Limited in HR department. One major area she has worked upon is Performance Management System for Officers.
- She has won 5th position in Start-up odyssey hosted by EPIC Club of IIM Visakhapatnam.
- She has published research paper on Discovery of anaplastic lymphoma kinase inhibitors from natural product library: A holistic in silico approach for her B.Tech final year project.

**Thangella Shreya****UG Degree:** B.E**UG Specialisation:** Mechanical Engg.**Summer Internship:** ThermoFisher Scientific

- Shreya was the team leader of the registration desk and a part of the reception team for the 5th AINET Conference. She coordinated the registration of attendees and managed the issue of conference kits.
- She was the junior coordinator of Vatsalya Club IIMV, where she was responsible for corporate social responsibility activities like awareness campaigns, donations in collaboration with NGO, maintaining club social media handles, planning and executing events for AY21-22.
- She was a member of the Redcross and Interact Clubs at Nasr School- raised funds for 'Institute for the blind' Old age home and Orphanage, visited 'SOS Village' and 'Sanskruithi Shikara School for Rehabilitation'

**Dheeraj Valiveti****UG Degree:** B.A**UG Specialisation:** NA**Summer Internship:** Pinnacle Infotech Solutions

- Dheeraj worked as Market research Intern in Pinnacle infotech solutions and formulated a Market Penetration Strategy for the Japanese BIM Market.
- He actively participated in multiple B-school competitions and won a National level Company analysis competition named Stratysis 2.0 conducted by IIM Visakhapatnam. He also won the IPL auction competition conducted by the Sports Club of IIM V.
- He worked as a POC for Pixel- The photography society of IIMV where he managed a National level Competition.

**Vasikar S****UG Degree:** B.Sc**UG Specialisation:** Applied Science**Summer Internship:** Mahindra Logistics Limited

- As a part of his summer internship at Mahindra Logistics, Vasikar has improved the putaway accuracy of the warehouse from 73% to 94% in 45 days which has led to a cost reduction by 27% and cycle time reduction by 42 mins.
- He has been awarded Lean six sigma black belt certification by Anexas Europe and has completed a live project as Equity Market Analyst from Finlatics Financial Market Experience.
- He has qualified for Quarter Finals of Global Management Challenge, the world's largest strategy and management competition.

**Vemula Jaya Keerthi****UG Degree:** B Tech**UG Specialisation:** IT**Summer Internship:** Zigsaw

- Keerthi has interned with Zigsaw in the domain of Human resource. During her internship, she facilitated interviews and made candidate selections in a timely manner.
- Keerthi worked as Subject representative for Five subjects in three times and improved the student experience quality by engaging effectively and communicating key information with the course instructors and a class of 65 students. She gathered feedback from students on teaching methods and learning resources and worked with course instructors to respond to this feedback.
- Keerthi served as NSS STUDENT COORDINATOR for two years during graduation, 2018-2020.

**Yash Sahu****UG Degree:** BBA**UG Specialisation:** Finance**Summer Internship:** Integrace Private Limited

- Helped in process improvement for filing the Corporate Rate Contract and Demand Generation in corporate hospitals for Integrace Private Limited.
- Qualified for Quarter Finals of Global Management Challenge (India) - the world's largest strategy and management competition.
- Completed requirement of Green belt programme on Lean Six Sigma Methodology by KPMG 2021

**Abhay Singhania**

**UG Degree:** BBA (Bachelor in Business Administration)  
**UG Specialisation:** NIL  
**Summer Internship:** Integre Health Pvt Ltd (A true north company)



- Abhay Worked on a Rs.1Cr. digital transformation project that impacted around 25000 stakeholders
- He is a senior coordinator of the Business and Public Policy club, developed social media and connected with industry experts.
- He was the winner of a marketing strategy competition- developed the launch plan of a flagship smartphone

**Ajit Wanjari**

**UG Degree:** B.E  
**UG Specialisation:** Computer Science  
**Summer Internship:** DINSHAW'S



- Ajit has been awarded Achiever's award from Zummit Infolabs for his outstanding performance as a Scrum Master. Performed Agile ceremonies like daily stand-up meets, Sprint Planning, and retrospectives.
- He did a certification of Product Management : Building a product from LinkedIn learning. The course was about to identify the best practices for creating an Agile Product Roadmap.
- He did a certification of Product Management : Building a product Strategy from LinkedIn learning. The course was about go to market strategy using 7 elements Framework.

**Akshita**

**UG Degree:** B.Com (Hons.)  
**UG Specialisation:** Commerce  
**Summer Internship:** ArcelorMittal Nippon Steel



- Akshita has interned with ArcelorMittal Nippon Steel as a part of which she assessed the debt mutual fund and fixed deposit portfolio of the company in terms of different risks.
- She has worked with KRG Strategy Consultants Private Limited on the project- Equity Analysis on the Indian Textile and Apparel Industry.
- She is also working as Senior Coordinator of Consulting Club and was a member of Vpod Podcast team, IIM-Visakhapatnam. She actively hosted Industry experts for leadership talks and Podcasts.

**Akshita Aggarwal**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** General Management  
**Summer Internship:** ICICI Bank



- Akshita Aggarwal interned with ICICI bank on Oil Ecosystem analysis and Opportunity mapping ,where she formulated a financial model projecting the business opportunity for the bank to multifold their business income and revenue potential by 8 times. Also accounted for 650.5 million revenue potential for HPCL and 638.3 million revenue opportunity for BPCL with the Ecosystem approach.
- She was awarded gold medal and merit certificate in UG (B.Com Hons.) for obtaining First Position in Sem I out of 86 students
- During first year of MBA, She has participated in National Finalists (Top 10) out of 1200 Participants in Kotler's Conundrum Red Brick Summit, event by IIM Ahmedabad, 2021

**Anas Ansari**

**UG Degree:** B.Com.  
**UG Specialisation:** Commerce  
**Summer Internship:** Hindustan Shipyard Limited (HSL)



- Anas Ansari was a Summer Intern at Hindustan Shipyard Limited (HSL), Visakhapatnam, where in worked on financial analysis and industry analysis.
- He was a Junior Co-ordinator of Hostel and Mess Committee, and was later promoted to Hostel and Mess Secretary as a part of SAC.
- He participated in Vendor Management during his Live Project at Asvin Tech Biodent Pvt. Ltd.

**Anshul Vimal**

**UG Degree:** B.A.  
**UG Specialisation:** Marketing Management & Retail Business  
**Summer Internship:** Hindustan Shipyard Limited



- Anshul has worked as a Human Resource Intern at Hindustan Shipyard Limited, where he developed the dashboard and was responsible for calculating the APAR score for the employees.
- He has won various business and simulation competitions organised by IIMs and Other B-School like Quantum Leap - be the CEO by MDI, Constrat by IIM Jammu and Launchpad by IIM Visakhapatnam.
- He has won various cultural competitions from esteemed institutions like Thespian Faceoff and Takrar by IIM Visakhapatnam.



**Arpit Jawalkar**

**UG Degree:** B.A. Management  
**UG Specialisation:** Management  
**Summer Internship:** Propelld



- Arpit Jawalkar was awarded as a Star Employee and has received a certificate of Excellence for his outstanding dedication and commitment while working for a Live Project in Digital Marvelled
- He interned in Propelld as Business Development Manager, where he established communications and connections with Top level management of different Educational institutions and was successfully able to convince them to work with us.
- He won 1st position in Inter-college Rubik's Cube competition held in BSSS college and won a cash prize of Rs. 1000. Also he Participated in Avenue Opens held in IIT Bombay and Synocubix held in DA-IICT, Gandhinagar

**Ashish Kumar Vaishnav**

**UG Degree:** BTech  
**UG Specialisation:** Information Technology  
**Summer Internship:** SMECorner



- Ashish is currently working as Senior Coordinator at ANK-IT and Analytics Club and a Senior Member of V-pod Podcast team, IIM-Visakhapatnam. He is actively involved in hosting PAN-India case competitions and has hosted Industry experts for leadership talks and Podcast.
- He interned with SME Corner as a Risk Analyst, where he worked upon large datasets to produce insights on causes that may lead to Non-Performing Assets. He also studied three major competitors of the company and recommended marketing strategy.
- He secured Winning position in a national marketing case competition in a team of 4, hosted by Marketing Club of IIM-Visakhapatnam, under annual Business event called Vriddhi.

**Ashutosh Kumar**

**UG Degree:** B.Sc.  
**UG Specialisation:** Statistics  
**Summer Internship:** Thermo Fisher Scientific



- Ashutosh has completed summer internship at Thermo Fisher Scientific. He performed market research for food processing industry in India and also executed competitor analysis for Thermo Fisher Scientific in the Food processing and Inspection Business.
- He ranked 3rd among 122 registered teams in Business Management Quiz organized by HighTech Solutions.
- He was Junior Coordinator for the Sports Club and has now been promoted to the Senior Coordinator position.

**Ayush Fuse**

**UG Degree:** B.E  
**UG Specialisation:** Mechanical Engg.  
**Summer Internship:** Hindustan Shipyard Limited (HSL)



- Ayush has worked with Election Commission of India for Biennial Election to the legislative council of Maharashtra from the Nagpur Division for graduate constituency.
- He did his Summer Internship with Hindustan Shipyard Limited (HSL) where he worked as a Finance Intern.
- He has successfully completed various Certification Courses to up-skill his career growth like MS-Excel, Tableau, Six-Sigma and etc.

**Ayushi Chauhan**

**UG Degree:** B.Tech.  
**UG Specialisation:** Computer Science  
**Summer Internship:** KPMG



- Ayushi has completed her internship with KPMG India, in Business Consulting, in the Transformation - Strategy and Operations Department.
- She secured first position in Parivartan 3.0, organized by LBSIM in TATVA'22. She was the first runner-up of Eureka- Case study competition, organized by IMT Ghaziabad.
- Ayushi has served as the Junior Coordinator of Vatsalya -the CSR Club of IIM Visakhapatnam. She has coordinated events as well as handled the Marketing activities of Samaarambh, the annual cultural fest of IIMV, as a part of the cultural cluster.

**Badam Sri Swetha**

**UG Degree:** B.Tech  
**UG Specialisation:** Petrochemical Engg.  
**Summer Internship:** Mahindra Logistics Limited



- Swetha is the Senior Coordinator of ARTquake, Arts Club of IIMV and has organized 5 events and interaction calls as Junior Coordinator of ARTquake. As Event Coordinator for Fiesta Feud and part of Marketing team, she contributed to designing, execution and organizing of Samaarambh 6.0.
- She interned in Consumer and Pharmaceuticals vertical at Mahindra Logistics Limited and worked on enhancing the efficiency of the supply chain by learning the entire process by reducing the waste. She also developed Standard Work model for the Branch Warehouse of Bhiwandi and suggested a new warehouse layout aiming at enhanced efficiency of the pickers by 28%.
- Her academic interest lies in the fields of operations and HR. In order to enhance her skills in these domains, she did live project at Triage Solutions Pvt Ltd creating a Job application and Posting Dashboard, Developed application and posting dashboard where she studied various job boards, improvised application process, posting process for job, researched and suggested design of posting dashboard convenient to employers for posting and identified bugs in process. She is also a certified HR analyst from Phoenix Global and has Green Belt in Six Sigma from LinkedIn Learning.

**Bhavesh Kumar Dadoo****UG Degree:** B.Com**UG Specialisation:** Economics**Summer Internship:** Simply Grow Technologies Pvt. Ltd.

- Bhavesh is a Placement Representative (10/189) and had been the Junior Placement Representative at IIM Visakhapatnam. He is responsible for conducting and coordinating placement related activities of 500+ MBA candidates of the institute.
- During his 2 month internship at JamaWealth Equity Advisory, he assisted the management in the investment strategy based on cyclicity of business cycles. On the basis of market research and financial modelling, he provided insights into stock recommendations.
- He was part of a 5-member team that provided a consultancy solution to Padcare Labs, by suggesting a concrete strategy to enter into target market through market research and outreach to 100+ corporate ESG Heads.

**Devansh Verma****UG Degree:** B.A.**UG Specialisation:** Economics**Summer Internship:** Deloitte

- Devansh worked as a corporate finance intern at the financial advisory department of Deloitte.
- He received a certificate of participation in Online trading (Stock gro) of Fast Forward: Virtual Trading Competition organised by IIM Bangalore.
- He secured the first position in PUBG at Mark IT organised by Marketing and IT club of USME DTU.

**Shivani Eluripati****UG Degree:** B F Tech**UG Specialisation:** Apparel Production**Summer Internship:** Mahindra Logistics

- Shivani is currently the Business Secretary and a member of the Students' Affairs Council at IIM Visakhapatnam. She is responsible for organizing the industry interaction sessions and the Annual Business Conclave - Vridhhi. She also served as the Junior Coordinator of Vyuham-The Consulting Club of IIM Visakhapatnam.
- She did her summer internship from Mahindra Logistics under the Consumer and Pharma vertical in the Operations domain where a process improvement project was done which involved automation to reduce manual errors.
- She was offered one of the fifteen free seats at ENSAIT, France for International Semester Exchange Program January-June 2019.

**Hardik Gupta****UG Degree:** B.Sc**UG Specialisation:** Physics**Summer Internship:** Bosch

- Hardik Gupta had interned at Bosch as a marketing intern during which he worked on GRC tool, marketing activities to create awareness and Figma tool
- He secured 2nd position in a national level case study competition- "Eureka". Worked on product and marketing strategies aspect of a imaginary given product.
- He was second runner in a economic policy drafting competition Nitigyan organised by IIM Visakhapatnam

**Himalaya Suryawanshi****UG Degree:** Bachelor of Business Administration**UG Specialisation:** Marketing**Summer Internship:** CGI

- Himalaya has interned at CGI as Human Resource Business Partner.
- He is currently the Senior Coordinator of NOVUS – The Product Management Club of IIM Visakhapatnam. As Junior Coordinator, he organized various guest lectures and National level Product Management competition.
- He Completed a Live Project at Asvin Tech in the Market Research department. Did in-depth research on the Israeli dental market and studied the various market trends.

**Chinmay Hindlekar****UG Degree:** B.Com**UG Specialisation:** Accounting & Auditing**Summer Internship:** Xpress Minds Edutainment Pvt. Ltd.

- Chinmay has interned with Xpress Minds Pvt Ltd, working as a Business Development associate. He has demonstrated an online quiz portal in 158 schools, provided 2nd Highest school visits, and generated participation of 1245 students across the Navi Mumbai region.
- He has worked as an individual contributor to collect data and generate 600 potential customers in a span of two months and enhance market share by 20 percent while Interning with Bright India Education.
- He has also worked as Jr coordinator of the Media and PR cell of IIM Visakhapatnam, handling PR and social media interactions of the Institute



**Inshul Garg**

**UG Degree:** BBA  
**UG Specialisation:** General  
**Summer Internship:** BD Shah Securities Ltd



- Inshul was appointed as a research associate with BD Shah securities to research on the next big thing across industries and then further research about the industry to find the best investible businesses out there.
- He completed a course from HEC Paris on "Entrepreneur strategy: from ideation to exit", learning about how idea generation and screening works, how to get started with minimal resources, manage day-to-day start-up activities and to a successful exit from your start-up.
- He won the first prize in the B-plan competition held by the Jagan Institute of Management Studies.

**Ishita Soni**

**UG Degree:** B.E.  
**UG Specialisation:** Electronics & Telecommunications  
**Summer Internship:** Mahindra Logistics Limited



- Ishita interned at Mahindra Logistics Limited as an Management Trainee in operations.
- She served as a Junior and Senior Placement Representative (10/189), maintained corporate relations and helped in placing the 600+ MBA students.
- She has also worked with different NGOs and done blog writing which got published on the official website of the company, where she did her marketing internship.

**Ishwank Jain**

**UG Degree:** B.com  
**UG Specialisation:** General  
**Summer Internship:** Edumontor



- Ishwank Jain has obtained grade A, an overall rank 478 in 11th National Level Commerce Talent Search Examination Test, 2016.
- He was Class Representative of B.com-II, coordinated with faculties, and managed the students, 2019-2020 and has secured under top 10 percentile of the batch comprising 300 students in college, 2020-2021.
- He has secured 2nd position in college in the "CFA Ethics Challenge" competition organized by the Finance club of IIM Visakhapatnam by solving and analyzing a case study related to investments and providing solutions to case problem.

**Jay Suthar**

**UG Degree:** B.Com.  
**UG Specialisation:** Commerce  
**Summer Internship:** ThinkPlus Education Technologies Pvt. Ltd.



- Jay interned as a Product Development Associate in ThinkPlus Education Technologies Pvt Ltd, working towards designing end-to-end customer journeys, customer persona, prototypes, product outlines, and distinct product cost heads. He managed a team of 10 product interns responsible for product and market research.
- He is a member of the V-Pod Podcast Team of IIM Visakhapatnam. The team invites and hosts podcasts with marquee professionals on platforms like Spotify to provide insights to the audience on topics about the latest developments in business environments.
- He achieved 14th rank pan-India and won zonal level (south) in FLC 2021 (Banking and Markets) by Finshiksha 2021. He emerged victorious in 2 national-level case study competitions conducted by IMT Ghaziabad and LBSIM.

**Jayvardhan Soni**

**UG Degree:** BBA  
**UG Specialisation:** Foreign Trade  
**Summer Internship:** FedEx Express



- Jayvardhan Soni Interned at FedEx Express under the Strategic Pricing Team. He researched and benchmarked the global customers about market and competitors in terms of pricing, market share, etc.
- He was the Junior Coordinator of The Business and Public Policy Club in the IIM Visakhapatnam. Along with the rest of the team, he organized a national-level competition and worked towards educating the batch regarding economic and Policy related issues.
- He was the 2nd runner-up in Stratysis 2.0: The national-level business analysis competition, a finalist in the Startup pitch competition, and a Finalist in Launchpad: The campaign designing competition conducted by the Marketing Club of IIM Visakhapatnam.

**Jeet Vania**

**UG Degree:** B.Tech.  
**UG Specialisation:** Computer Science & Engg.  
**Summer Internship:** Zigsaw Consultancy



- Jeet has worked as Business Development intern in an HR technology company where he performed end-to-end B2B sales from lead generation to closing the sale and following up. He exceeded his sales target was awarded 'Star Performer' of the month award.
- He was the manager of a team of more than 40 players in the sports event of IIM Visakhapatnam called 'YUDDHH'.
- He secured 'Runners up' position in a national level cricket analytics competition organized by LBSIM.

**Krishna Kaisarla****UG Degree:** B.COM**UG Specialisation:** Commerce**Summer Internship:** ThinkPlus Education Technologies Pvt. Ltd.

- Krishna is currently the Senior coordinator of Vatsalya, CSR club of IIM Visakhapatnam. As a Junior coordinator, he Conducted Tree plantation program, national level poster making competition, Essay writing competition on the occasion of Vigilance Awareness Week, co-ordinated Daan Utsav program, conducted talk on Mensuration and managed social media handles with posts on Corporate CSR Activities.
- He did his internship from Think Plus, an educational service providing institute where he was in the role of Associate Marketing Head, where he pitched about the company to the potential costumers. He also conducted seminars to make the company more known to the people and devised marketing strategies for the next 6 months
- He has keen interest in finance and in order to enhance his skills, he Completed Investment Banking Course and completed an investment case study analysis by Upskyl.in, 2021. He got a hands-on experience on valuation methodologies, merger analysis and capital structure analysis.

**Khushi Bidhuri****UG Degree:** B.Tech**UG Specialisation:** Electrical Engg.**Summer Internship:** Swashaa

- Khushi Bidhuri was summer intern at Swashaa, worked on business scaling, product launch and in streamlining CRM services.
- She secured first position in Mahayodha - The Leadership Event conducted by SJMSOM, IIT Bombay.
- She secured first position in competition Somehow I Manage, conducted by SVC, Delhi.

**Lohit Yadav Peethala****UG Degree:** B.Tech**UG Specialisation:** Petroleum Engg.**Summer Internship:** Porter

- Lohit has interned with PORTER - Modern Trade in the business development and operations domain; he was responsible for client acquisition, deducing sales strategies, lead generation and client relationship management.
- He worked as the Junior Coordinator of Media and PR Cell, handled IIMVs official social media handles for content curation, publishing and engagement; He boosted the digital media presence and built the brand image of the institute; coordinated with other clubs and the institute to handle PR activities related to media coverage.
- His team emerged as the winner of STRATYSIS 2.0, a national level business analysis competition conducted by Vyuham- The Consulting Club of IIMV. He has also been a part of several marketing oriented live projects.

**Mudit Patidar****UG Degree:** B.Com.**UG Specialisation:** Commerce**Summer Internship:** Propelld

- Mudit Worked as a business development intern in propelld. He achieved monthly target by close monitoring of key numbers including queries, follow ups, feedbacks and lead generation.
- He was the winner of Influx by Helios organised by T. A. Pai Management Institute (TAPMI), Manipal where Mudit solved all the business related quiz questions in least time.
- He has done a Live Project on investment banking from Citi Bank. He prepared company profile and provided an overview of Zeta Inc.'s business models and key financials.

**Nikita Kunapuli****UG Degree:** B.Tech**UG Specialisation:** Electronics & Communications**Summer Internship:** Bosch Global Software Technologies

- Nikita has worked as a strategy intern at Bosch where she has developed GTM strategy and Business model canvas by doing extensive secondary research, competitor benchmarking and break even analysis
- She was a national finalist in VIP G.E.A.R competition conducted by VIP industries on January 2022 and was offered internship opportunity
- She has taken training from scrum alliance and is now a certified scrum product owner

**Prem Rawat****UG Degree:** B.B.A.**UG Specialisation:** Management Science**Summer Internship:** National Skill Development Corporation (NSDC)

- Prem has interned in the International Collaborations department of NSDC. His project involved researching National and International Labour markets and identifying scope for collaboration with 6 countries and 2 International Organizations for upskilling and mobilizing labour force.
- He is the Senior Coordinator of the Finance Club of IIM Visakhapatnam. He served as Junior Coordinator of the same and played a key role in organising 2 national competitions and 2 flagship events. He individually onboarded 3 top executives from top mutual fund houses. He also mentored IIIT Allahabad, an institute of national importance, establishing their Finance Club.
- He was the National Finalist for the V-Guard's annual Big Idea B-Plan contest in which he presented a detailed business plan including marketing strategy and financial feasibility report.



**Rishabh Singh**

**UG Degree:** BBE  
**UG Specialisation:** Business Economics  
**Summer Internship:** Porter



- Udemey Excel Certification
- Udemey Product Manager certification
- Certified Business Analyst

**Ritwik Mahajan**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Commerce  
**Summer Internship:** SMEcorner



- Ritwik interned in the Digital Lending department of SMEcorner. He worked on projects such as Institutional Partnerships and Alliances BD and Customer Journey Digitization to name a few.
- Presently, he is the Senior Coordinator of Vega - The Finance Club of IIM Visakhapatnam - a position he worked up to from his previous tenure as a Junior Coordinator. He was instrumental in crafting partnerships with institutions such as Angel One and CFA Institute.
- He has worked with UrbanNaps as their financial consultant to analyze the company's operations and costing mechanism to suggest relevant measures for reducing wasteful expenses.

**Rucha Desai**

**UG Degree:** B.E  
**UG Specialisation:** Computer  
**Summer Internship:** Mahindra Logistics



- Rucha was a management trainee intern at Mahindra Logistics whereas a part of her opex cost saving project, she proposed a plan to save around 4.6 Lakh rupees annually.
- She is a Placement Representative (10/189) and had been the Junior Placement Representative at IIM Visakhapatnam. She is responsible for conducting and coordinating placement related activities of 600+ MBA c candidates of the institute.
- She won a National Level Operations Case Study competition among 258 c candidates conducted by IIM Udaipur

**Saransh Thahrani**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Finance  
**Summer Internship:** iFuture Globistic Limited



- Saransh is a Member of task force of IIM Visakhapatnam, 2021. He generated leads to onboard campus ambassadors from B-schools for HR flagship event of IIMV. Coordinated and guided campus ambassadors in term of performance improvement and compliance to create recognition of IIMV.
- He secured 4th Rank in a Debate competition named "This house wants to know" conducted by XLRI – Xavier School of Management, Jamshedpur
- He secured All India Ranking - 20 in competition conducted by National Stock Exchange which was based on stocks/futures/options simulation trading (Including technical analysis and derivative valuation)

**Sethu Parvathy**

**UG Degree:** B. Tech.  
**UG Specialisation:** Civil Engg.  
**Summer Internship:** Mahindra Logistics Limited



- Sethu Parvathy interned at Mahindra Logistics. She identified areas of improvement in the operational activities through Time-Motion study and suggested suitable measures to improve the efficiency.
- She was the elected member of Student Affairs' Council (2021-22) where she handled general issues of the students, also a member of Students Matters Facilitation Committee (2021-22), and Senior Coordinator of Manthan- The HR club of IIMV (2022-23) and represented IIMV as the National Finalist for V-Guard Big Idea Contest.
- She has an International Journal publication on the 'Impact of urbanization on flooding in Chalakkudy River' in the International Conference on Emerging Trends in Engg. and Technology and was awarded the 'Best Academic Performance' during her M.Tech.

**Shivam Sarginya**

**UG Degree:** B.Sc  
**UG Specialisation:** CS  
**Summer Internship:** Propelld



- Shivam has completed 2 months internship with Propelld company in which we did lead generation, lead finalization, taking appointments for the prospects, give presentation to the chairman or dean, aggressive follow-ups and finally take the lead to the closure after signing the Company's MOU.
- He was part of a team which obtained a Finalist position in the Launchpad 2.0 competition organized by Markadz-the marketing club of IIM Visakhapatnam In July 2021, for making the marketing plan for the OnePlus Nord N10 mobile.
- He successfully secured the finalist position out of 655 participants in product mix case study competition organized by the Marketing Club Of IIM Visakhapatnam by making an innovative smart digital watch with AI-based sanitization technology.

**Sucharia Mondal**

**UG Degree:** B.Tech  
**UG Specialisation:** Mechanical  
**Summer Internship:** Mahindra Logistics



- Sucharia Mondal has interned with Mahindra Logistics as a management trainee, where she worked on a sort centre template for the solution design team and prepared an AutoCAD sample layout.
- She is the senior coordinator of Prakriya- The Operations club of IIM, Visakhapatnam where she organised KPMG Lean Six Sigma Competency Development Workshop, conducted quizzes and hosted guest lecturer programs.
- She bagged the Winners position in a national marketing case competition in a team of 4, hosted by Marketing Club of IIM-Visakhapatnam, under annual Business event called Vriddhi.

**Tanvika Suthar**

**UG Degree:** B.Sc  
**UG Specialisation:** Mathematics  
**Summer Internship:** Hindustan Shipyard Limited (HSL)



- Tanvika is the senior coordinator of Sports Club of IIM Visakhapatnam and a National Handball Player. She handled social media platform of IIMV sports club.
- She pitched 200+ colleges, hired and managed 20+ campus ambassadors, and devised a digital marketing campaign across social media as a 6-member team. She reached around 18k+ people with a conversion rate of 92.7%, achieving the benchmark of 10000+ downloads and helped the app to get 122nd position in IOS educational list in her live project at Aagam.
- She has worked as an operations intern in Hindustan Shipyard Limited, where she worked in Project Management department and understood the process and workflow of the PPM department and software used like, TeamCenter(PMS) by Siemens, MS Project, and SAP.

**Utkarsh Shambharkar**

**UG Degree:** BBA  
**UG Specialisation:** Marketing  
**Summer Internship:** Anmol Feeds Private Limited



- Utkarsh was the first runner-up in the MARKWIZ 2.0 Case study competition organized by the MarkAdZ Club, IIMV, in the Social Media Buzz Round.
- He achieved a letter of recommendation from Phoenix Global for scoring in the top 25 percent of the "Certified Digital Marketer Program" assessment and acquired SEO, SMM, and Google Ads skills.
- He completed the "Certified Product Manager Program" by Phoenix Global; acquired skills in creating a product roadmap, strategy, metrics, personas, UX mock-ups and user flow.

**Vaibhav**

**UG Degree:** B.A (Hons)  
**UG Specialisation:** Economics  
**Summer Internship:** Porter



- Vaibhav worked as a Business Development intern at PORTER. He was responsible for clientage life cycle and daily operations for Delhi region.
- He is a Senior Coordinator for Alumni Committee at IIM Visakhapatnam and is responsible for maintaining healthy relation with the alumnus. He also worked as the junior coordinator of Alumni Committee.
- He was selected as the Treasurer of Hansraj college Students' Union 2018-19. He was responsible for allocating the students' union fund efficiently.

**Varsha Singh**

**UG Degree:** B.E  
**UG Specialisation:** Civil Engg.  
**Summer Internship:** TVS Credit Services Ltd.



- Varsha has served as the junior coordinator of Vatsalya, the CSR Club of IIM Visakhapatnam. She has also coordinated events in samaarambh, the annual cultural fest of IIM Visakhapatnam as a part of cultural cluster.
- She secured the first position in Parivartan 3.0, organized by LBSIM. She is the runner up of productathon 2.0, a two-week flagship product management competition organized by IIM Visakhapatnam. She is the second runner up of Stratysis 2.0, a national level organization strategy competition.
- She has interned at TVS Credit Services Ltd, where she developed a performance management process plan for the leadership team.

**Varshitha Rama Santoshi Noone**

**UG Degree:** B.Tech  
**UG Specialisation:** Petroleum Engg.  
**Summer Internship:** KPMG



- Varshitha has worked as a business consulting intern at KPMG where she optimized inbound and outbound logistics for FGD project of a leading state owned power generating organization.
- She was a national finalist in VIP G.E.A.R competition conducted by the VIP Industries and was offered internship opportunity in January 2022.
- She was a part of the marketing, sponsorship and event coordination team for Samaarambh 6.0, the annual cultural fest of IIM Visakhapatnam.



**Abhishek Hans Raj****UG Degree:** B.com Hons**UG Specialisation:** Financial Market Management**Summer Internship:** Pinnacle Infotech Solutions

- Abhishek interned at Pinnacle Infotech Solutions as a Corporate HR strategy intern. His job involved international HR operations for the USA, UAE, and Singapore, where he conceptualised global and country-specific policies, talent acquisition and employer branding strategies. He also worked on TNA, training architecture, bench resource utilisation framework, and revamped employee handbook.
- He is currently the Senior Coordinator of Saahitya, The Public Speaking and Literary Club of IIM V—a position he worked up to from his previous tenure as a Junior Coordinator, where he worked right from the club's inception, organised events, guest lectures, and started multiple content series.
- He was the 2nd runner-up for IIM Indore's Advaita HR case and simulation competition and was in the GMC national quarterfinals.

**Alok Ranjan****UG Degree:** B.Tech**UG Specialisation:** Electrical**Summer Internship:** CGI

- Alok is a member of the Students' Academic Council, where he is responsible for supervising the process of elective selection, conducting elections for subject representatives, and organising workshops.
- He is certified by KPMG in Lean Six Sigma Green Belt focuses on the application of DMAIC skills relating to process improvement.
- Alok qualified for the National Finals - Semi-Final Round of the Global Management Challenge (country: India), the biggest strategy and management competition in the world, and his team placed fourth.

**Anant Singh Kanwal****UG Degree:** B.Com (Hons)**UG Specialisation:** ECONOMICS**Summer Internship:** B D SHAH SECURITIES LIMITED

- Anant Singh Kanwal has interned with BD SHAH SECURITIES LIMITED. He did Equity Research Analysis on Renewable Energy Sector and relative comparison of companies through DCF analysis.
- He is a certified user of Microsoft excel by Udemy.
- He has received certification on the topic "Statistics fundamentals" by Corporate Finance Institute (CFI).

**Ankur Jatav****UG Degree:** B.Com**UG Specialisation:** General**Summer Internship:** NSDC

- Ankur worked with the National Skill Development Corporation (NSDC) during his summer internship to identify areas of collaboration for international workforce mobility and technical advisory in 6 countries and 2 international organizations.
- He has analysed Berger Paints financial statements, evaluated its financial ratios and calculated Cost of equity of Berger paints and Asian paints using 5 years weekly data of the company's stock and NIFTY 50 as a part of his academic project.
- He has also done multiple certifications in the field of finance and marketing.

**Aryan Gupta****UG Degree:** B.Sc**UG Specialisation:** Physical Sciences**Summer Internship:** Hindustan Petroleum Corporation Limited (HPCL)

- Aryan has interned with HPCL as a Marketing Analyst wherein he conducted extensive market research and performed data analysis on the automation in retail outlet of different vendors. He also analyzed the data of Retail Outlet Maintenance Management System for complaint status of various vendors.
- He has done a live project in the field of marketing in which he conducted market research on consumer perspective towards investment sectors and recommended various marketing penetration strategies.
- He has worked as a Marketing intern in Saumya Enterprises in which he handled the marketing and sales for the pulses in the local market.

**Beena Mardi****UG Degree:** B.Com**UG Specialisation:** Accounts**Summer Internship:** Tata Steel

- Beena Mardi is Sr. coordinator of Manthan-The HR Club and has successfully organized HRidaya 6.0 - Annual HR flagship event of IIMV, guest lectures, HR Case competitions and managed 50 campus ambassadors from IIMs and B-Schools.
- She was an HR Intern at Tata Steel where she worked on developing a talent pipeline of the Lime plant department in Tata Steel at Jamshedpur. Analysed different processes for movement of employees within the organisation and designed a questionnaire to identify critical job positions for succession planning.
- She represented IIMV as a national finalist and bagged 3rd position among 424 teams arranged by Human-I, HR Club of IIM Indore wherein resolved conflict management case and presented solution of complete recruitment process based on hypothetical resumes.

**Gaurav Srivastava****UG Degree:** BCA**UG Specialisation:** Computer Application**Summer Internship:** Hindustan Shipyard Limited

- Gaurav has successfully completed a 2-month summer internship with the Project Management department of Hindustan Shipyard Limited where he understood the process and workflow of the PPM department and worked on softwares - TeamCenter(PMS) by Siemens, MS Project, and SAP.
- He has qualified for the National Finals - Semi Final Round of the Global Management Challenge (Country: India, 2021-2022), the world's largest strategy and management competition, and has completed SDG - Simuladores e Modelos de Gestao's "EFMD - EOCCS certified Online Management Course - Global Management Challenge (Simulation)".
- He has successfully completed Fundamentals of Digital Marketing certification by Google with an aggregate of 90%, 2021.

**Ghanshyam Patel****UG Degree:** B.com**UG Specialisation:** Economics**Summer Internship:** SRF Limited

- Ghanshyam has interned at SRF Limited for two months as a project intern, where he was responsible for tracking the progress of a new project (Aluminium foil Plant) as well as capital budgeting and financing of the same.
- He has competed in a number of B-school case competitions and challenges, secured 2nd position in the finance competition at GIM Goa, 2nd runner-up in the equity research competition at IIM Visakhapatnam and few more.
- He is certified in financial market module course by NSE Academy and Discounted cash flow modelling course by Coursera.

**Harsh Gulati****UG Degree:** B.Com (Hons)**UG Specialisation:** Commerce and Management**Summer Internship:** Biddano Pvt Ltd.

- Harsh has done his internship in Biddano Pvt. Ltd. wherein he conducted market research on ERPs available in the pharmacy industry. He performed beta testing on target users and designed a marketing campaign to increase brand awareness in different cities.
- He is the senior coordinator of Entrepreneurial Passion and Innovation Club (EPIC) of IIM-V. He was also the Junior Coordinator of EPIC where he successfully conducted a national level competition, "Breakthrough." He was also on the content team of the business cluster's flagship event, "Vridhi."
- He has competed in a number of B-school case competitions and challenges, achieving second position in the finance competition at GIM Goa, second runner up in the equity research competition at IIM Visakhapatnam and few more.

**Kalyani Agrawal****UG Degree:** BMS**UG Specialisation:** Finance**Summer Internship:** Anand Rath

- Kalyani interned with Anand Rath in Private Wealth Management. During her tenure, she updated portfolios and managed HNWIs' wealth. She interned at Morgan Stanley during her under graduation and worked on Derivatives Clearing and Allocation.
- She was awarded Chartered Financial Analyst Scholarship of 1100\$ from Indian Institute of Management Visakhapatnam and CFA Institute on Merit Basis in the year 2021.
- She's promoted to Senior Coordinator of IIM Visakhapatnam's Artquake Club. As a Junior coordinator for Artquake Club, she oversaw D2C and social media pages for 12 events in Samaarambh 6.0, which had 500+ attendees and a budget of 7.5 lac +.

**Kshitij Vishwakarma****UG Degree:** B.Com (Hons.)**UG Specialisation:** Commerce**Summer Internship:** SMEcorner

- Kshitij interned at SMEcorner wherein he Initiated a project on an existing loan originating system to benchmark and map internal process flow to enable discrepancy resolution systems for automating document checking to reduce process time by 67%.
- He won a National Level Operations Case Study competition among 258 participants conducted by IIM Udaipur.
- He is a member of the Podcast team of IIM Visakhapatnam where he conducted podcasts with marquee professionals on platforms like Spotify, to provide insights to the audience about the latest developments in the business environment.

**Kushambi****UG Degree:** B.Tech**UG Specialisation:** Computer Science Engg.**Summer Internship:** Bosch

- Kushambi was the junior coordinator of Manthan – The HR club of IIM Visakhapatnam and has successfully organized Quizzes, National level case competitions and Panel discussions as part of HRidaya – the annual HR flagship event of IIM Visakhapatnam and coordinated onboarding and task assignment of 52 campus ambassadors for the event across various IIM's and B-Schools.
- As part of her internship, she has developed a comprehensive framework to build a customer experience strategy that can be utilized by any enterprise to form their own CX strategy across their customer journey.
- She has won several business and cultural Competitions organized by IIM Visakhapatnam such as Launchpad 2.0 (Marketing Analysis competition), Start-up Odyssey, Thespian face-off (Drama Competition) and war of words (Literature competition).



**Mahesh Kataria**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Marketing  
**Summer Internship:** Propelld



- Mahesh worked in Propelld where he identified potential clients in the education sector based on accreditations and fee structure and pitched the company's product, negotiating according to their requirements, and thereafter closing the deals.
- He worked on live project of Laugh Guru and was responsible for business development and customer acquisition for their product. He formulated GTM Strategy and proposed ideas related to how Laugh Guru can increase and grow their business.
- He stood first in national level case competition "Breakthrough" organized by EPIC club of IIM- V.

**Mayank Sharma**

**UG Degree:** B.Com(H)  
**UG Specialisation:** Accountancy  
**Summer Internship:** CGI



- At CGI, Mayank worked as an HR Summer intern. He worked on employee engagement, assisted in the completion of an employee engagement survey, and conducted a survey for CGI's departed employees.
- He worked on a Live Project with iFortis worldwide as a "Sales and Marketing Intern". He conducted analysis of sales funnel of Netflix, and converted 9 leads of iFortis Worldwide to valuable customers.
- He was finalist in Launchpad 2.0 competition organized by Markadz - Marketing club of IIM Visakhapatnam, August 2021. He developed a marketing strategy for launch of OnePlus NordN10 in India. Performed competitive Analysis for OnePlus and OnePlus's Nord N10 model, also performed market research and developed a promotional strategy for the NordN10 model in India

**Mohit Kumar Singh**

**UG Degree:** B.Sc  
**UG Specialisation:** Physics  
**Summer Internship:** Hindustan Petroleum Corporation Limited (HPCL)



- Mohit has performed extensive market research on consumer behaviour towards a retail outlet in the Patna district by surveying 150+ respondents and presented data-driven results and suggestions to increase the customer satisfaction level and sales volume in HPCL Outlets.
- He has completed "Finlatics Financial Market Experience Certification", where he assessed market trends and conducted real-time portfolio management on BSE 500 listed companies worth Rs.2 lakhs.
- He have successfully completed the "NISM Series V-A: Mutual Fund Distributors Certification Examination".

**Munaparathi Venkata Ravi Kiran Sai**

**UG Degree:** B.tech  
**UG Specialisation:** Electronics & communication Engg.  
**Summer Internship:** RapsiTech



- Munaparathi engaged with the customers of different backgrounds and from different locations and enrolled 30% of the unemployed candidates for the training program and guided them through the process and provided a customer support.
- He assisted in interviewing the candidates of Engg. and management background and provided training for the hired candidates regarding their role.
- He was also the 2nd runner up in Start-Up Odyssey competition organised by Entrepreneurial Passion and Innovation Club, IIMV where he analysed what went wrong, right and recommended few strategies to improve sales, for Snapdeal. Awarded with certificate of appreciation.

**Niharika Choudhary**

**UG Degree:** B.Com (Hons)  
**UG Specialisation:** Commerce  
**Summer Internship:** Yash Technologies



- Niharika contributed towards creation of thought paper on "Digital in automotive Domain – Connected Cars" during her internship. She also created Change Management Templates, models and Frameworks to be offered as a service to the clients of Yash Technologies.
- She served as the Junior Coordinator of the Media and PR cell of IIM Visakhapatnam and handled PR and Social Media interactions of the institute.
- She assisted the team of Tofolo, a start up in the food industry and researched to initiate the process of funding for them.

**Nikhil Patidar**

**UG Degree:** BBA  
**UG Specialisation:** Foreign trade  
**Summer Internship:** LogiBee



- Nikhil successfully completed course of digital marketing
- Nikhil completed B2B sales internship at cropisol organics pvt. ltd.
- During 30 days internship at cropisol Nikhil targeted 26 potential customers and converted 8 which makes an initial revenue for company of Rs 80000

**Pankaj Kumar Das**

**UG Degree:** BA  
**UG Specialisation:** English Hons  
**Summer Internship:** Hindustan Shipyard Limited


[Linked in](#)

- Pankaj has completed the summer internship with the Project Management department of Hindustan Shipyard Limited. He has understood the process and workflow of the PPPM department and softwares used, Teamcenter (PMS) by Siemens, MS Project, and SAP.
- He worked on branding and management of "Bfactory", and coordinated with its various departments to collect the knowledge for updating new technologies. He created engaging written, graphic, and video content while staying up to date on the newest marketing technologies and social media.
- He has successfully completed certification course in 'Product Manager Program' by Phoenix Global and learned Product managers own the business strategy behind a product, specify its functional requirements, and generally manage the launch of product.

**R S Krithika**

**UG Degree:** BCA  
**UG Specialisation:** Computer Application  
**Summer Internship:** Anmol Feeds Pvt. Ltd


[Linked in](#)

- Krithika has interned at Anmol Feeds Pvt. Ltd in the Marketing Department as a Content Marketing intern.
- She is the Senior Coordinator of Saahitya - Public Speaking and Literary Club of IIM Visakhapatnam.
- She secured 4th place in National Semi Finals of Student Championship 2021 Global Management Challenge.

**Raju Yadav**

**UG Degree:** Bachelor of Management Studies  
**UG Specialisation:** Finance  
**Summer Internship:** Hindustan Petroleum Corporation Limited


[Linked in](#)

- Raju interned with HPCL in their Lubricants department as a market research intern in Pune regional office and has received a Letter of Recommendation for his excellence at work.
- He has launched a Fintaecon page on social media platforms to create and spread awareness on stock market with enthusiasts.
- He was awarded CFA Program Student Scholarship of USD 1100 under University Affiliation Program by scoring highest marks in the exam conducted by IIM Visakhapatnam.

**Rohan Sankale**

**UG Degree:** B.Com  
**UG Specialisation:** Computer Applications  
**Summer Internship:** PICK MY WORK


[Linked in](#)

- Rohan interned with PICK MY WORK as an HR intern wherein he hired gig workers for projects with companies like Jar, Kiko Live and CityMall. He also onboarded and conducted online training sessions/webinars for the selected candidates for the aforementioned companies.
- He is a certified Digital Marketer by Phoenix Global.
- He is a proficient coder with experience in C, C++, HTML and R.

**Shaheen**

**UG Degree:** B.com (Hons)  
**UG Specialisation:** Commerce  
**Summer Internship:** Swashaa


[Linked in](#)

- Shaheen completed her internship with Swashaa as an operations strategy intern. She researched the existing order processing, analyzed the scope of improvement, implemented the effective measures which resulted in the downturn of processing time by 66%.
- She is representing the Club EPIC as a senior coordinator, and aims for the development of Entrepreneurial Attitude in Students of IIMV. As a part of this club, she successfully organized colloquium, breakthrough and flagship event "Vridhhi" of IIMV.
- She qualified for the Quarter Finals of Global Management Competition (GMC); world's largest strategy and management competition.

**Shivam Sharma**

**UG Degree:** B.Sc (Hons)  
**UG Specialisation:** Electronics  
**Summer Internship:** B D Shah Securities Limited


[Linked in](#)

- Shivam is currently the Senior Coordinator of NOVUS – The Product Management Club of IIM Visakhapatnam- a position he worked up to from his previous tenure as a Junior Coordinator.
- As Junior Coordinator he organized various guest lectures and National level Product Management competition as part of "Vridhhi" – The annual business summit of IIM Visakhapatnam.
- He has completed Green Belt certification in Lean Six Sigma from KPMG.



**Shiwangini**

**UG Degree:** BBA  
**UG Specialisation:** Finance  
**Summer Internship:** Marriott International



- She interned at Marriott International as an HR intern. she undertook the execution of the No Overtime policy, job allocation, Talent acquisition for junior managers and revamped JD for the entire Siliguri branch.
- She represented IIMV as a Second Runner-Up in an HR case-based competition organized by the IIM Indore.
- She Qualified for Quarter Finals/ Round 1 of GMC (India) - the world's largest strategy and management competition.

**Shreyansh Utkarsh**

**UG Degree:** B.Tech  
**UG Specialisation:** Computer Science & Engg.  
**Summer Internship:** Thinkplus Education Technologies Pvt. Ltd



- Shreyansh is the Senior Coordinator of the Alumni Committee at IIM Visakhapatnam for the 2021-23 batch. He is responsible for organizing Alumni sessions and maintaining communication between Alumni and the institute.
- He has interned at Thinkplus Educations as a Product Development Associate. He was responsible for designing end-to-end student journeys, designing product outlines, identifying the product cost heads and designed an automated excel for it, conducting two awareness seminars, and managing a team of 10 product interns.
- He ranked 65 among 869 students(top 8%) of the B.Tech, Computer Science and Engg. batch of 2017-2021 at the Kalinga Institute of Industrial Technology, Bhubaneswar.

**Shubham Juyal**

**UG Degree:** Bachelor of Science  
**UG Specialisation:** Physics, Chemistry & Mathematics  
**Summer Internship:** Hindustan Shipyard Limited (HSL)



- Shubham interned at Hindustan Shipyard Limited as a finance intern where he analyzed financial performance of the company and was involved in solving problem related to bank guarantees.
- He successfully completed his live project at ASVIN TECH BIODENT PVT. LTD. During this time, he participated in the distribution strategy for company's Europe operations.
- He got certified in "NISM Series V-A Mutual Fund Distributors Certification Examination" in 2022 with a score of 82 out of 100.

**Shubham Rakesh Agarwal**

**UG Degree:** BMS  
**UG Specialisation:** Finance  
**Summer Internship:** Yes Bank



- Shubham is the Senior Coordinator of the Industrial Affairs Committee at IIM Visakhapatnam, responsible for the branding of IIM Visakhapatnam, acquiring funding through sponsorship and handling collaboration with industries, and creating a bridge between industry and academia.
- His most recent experience entailed an internship stint at YES Bank where he worked on enhancing and refining communications for Retail Asset Loan customers in the Service Excellence Department. He recommended ways of enhancing customer journey during the Pre-Loan sanction using competition benchmarking.
- During graduation, he served as a Sales and Marketing intern with J.K. Tyre and Industries Ltd, wherein he was responsible for onboarding new dealers and developing plans for delivery to reduce cost and increase order size.

**Sinha Antra Ajitkumar**

**UG Degree:** B.E.  
**UG Specialisation:** Electronics & Communication  
**Summer Internship:** Swashaa



- Antra has organized and managed a national level quiz event during her BE for GTU Techfest.
- She was Social Media Management Intern at Swashaa where she analyzed and monitored the social media platforms and their performances. Also she streamlined entire marketing team and their daily activities.
- She also did virtual internship as Data Analytics Consultant at KPMG where she assessed data quality and gave insights from given data.

**Sonu P Kurian**

**UG Degree:** B-COM  
**UG Specialisation:** CO-OPERATION  
**Summer Internship:** ICICI BANK



- Sonu P Kurian interned with ICICI Bank as a product manager in the digital channel of supply chain financing. He created user personas, mapped user flow, identified pain points, and provided 15 recommendations to improve the process flow and eliminate bottlenecks.
- Sonu P Kurian is the founding member of SPARDHA-The competition society of IIM Visakhapatnam, responsible for cultivating competitive spirit and preparing 150+ students for national corporate competitions through workshops and panel discussions with industry experts
- Sonu P Kurian was selected as the Best Outgoing student of Department of Commerce, Mar Augusthinose college among 120+ students for year 2019

**Sreelakshmi K S**

**UG Degree:** B.Sc  
**UG Specialisation:** Mathematics  
**Summer Internship:** iFuture Globistic Limited



- Sreelakshmi bagged summer internship in iFuture Globistic Limited and worked on the project of developing product launch strategy.
- She held the position of junior coordinator of ARTquake, Arts club of IIM Visakhapatnam.
- She volunteered with Make A Difference (non profit organization) in the role of Academic support volunteer for two consecutive years.

**Krishna Chaitanya**

**UG Degree:** BA Programme  
**UG Specialisation:** Economics  
**Summer Internship:** Propelld



- Krishna Chaitanya has worked as a Business development intern at a fintech company Propelled. He has on-boarded 10 top MBA and UG educational institutions within a month.
- He was the junior coordinator of Hostel and Mess committee. He looked after the hostel day to day operations and actively addressed the grievances of all the students.
- He was the Marketing Head of CDF, Hansraj, a non-profit organization that aims to address SDG-based challenges through entrepreneurial action and youth participation. He recruited a team of 30 juniors for the year 2019-20.

**Varun Kolhe**

**UG Degree:** B.E.  
**UG Specialisation:** Mechanical  
**Summer Internship:** Dalmia Bharat Group (Dalmia Cements; DCBL)



- Varun was the Junior Coordinator of MPR Cell, IIM V,2021, organizes social media campaigns to increase the college's brand identity.
- He is certified Business Analyst, by Phoenix Global, learned Excel data model visualization using Tableau and Power BI.
- He has secured 3rd rank out of 120 participants in Opstra 2.0-Operations quiz by Prakriya operations club, IIM Vizag,2021.

**Vasudeo Sharma**

**UG Degree:** B.Sc  
**UG Specialisation:** Life Science  
**Summer Internship:** Hindustan Shipyard Limited (HSL)



- Vasudeo has completed internship in the area of Project Management with Hindustan Shipyard Limited, where he understood the working of TeamCenter (PLM) by Siemens, MS Projects and SAP.
- Worked as a marketing and business development intern at a wealth advisory and insurance firm. Analyzed the products and services provided by the company and assisted in developing a marketing strategy and sales pitch for the same.
- He has also worked in an e-commerce start-up as a part of the sourcing team.

**Saurabh Shantaram Wagh**

**UG Degree:** Bachelor of Arts  
**UG Specialisation:** English Literature  
**Summer Internship:** BD Shah



- Saurabh worked as an equity research analyst at BD shah. He has done Primary research and fundamental analysis of IT sector in India.
- He has completed National Himalayan Winter Trekking/ Training Expedition Sandakphu-Gurdum.
- He has generated leads from 12 colleges to onboard campus ambassadors from B-schools for HR flagship event of IIMV as a member of task force committee

**Yaseen Malik M M**

**UG Degree:** B. Com  
**UG Specialisation:** General  
**Summer Internship:** Hindustan Petroleum Corporation Limited



- Yaseen Malik has interned with Hindustan Petroleum Corporation limited in the domain of Marketing. He has Performed an extensive market research on consumer behavior towards petrol retail outlet in Ernakulam city by surveying 200+ respondents.
- During his graduation, he worked as a material planning manager for a retail textile firm.
- He has done a live project with Jan Elaaj Healthcare pvt ltd where he was actively involved in Developing B2B business leads.



**Yushey Ahmed Tusi****UG Degree:** B.Com**UG Specialisation:** Corporate Secretaryship**Summer Internship:** Hindustan Shipyard Limited (HSL)**Linked in**

- Yushey has interned with Hindustan Shipyard Limited, a notable PSU coming under the Ministry of Defense.
- He has been qualified as a Certified ScrumMaster by Scrum Alliance.
- He has received Letter of Recommendation as one of the top performers in Phoenix Global's "Certified Business Analyst" program

# How to reach Visakhapatnam

## Visakhapatnam | By Air

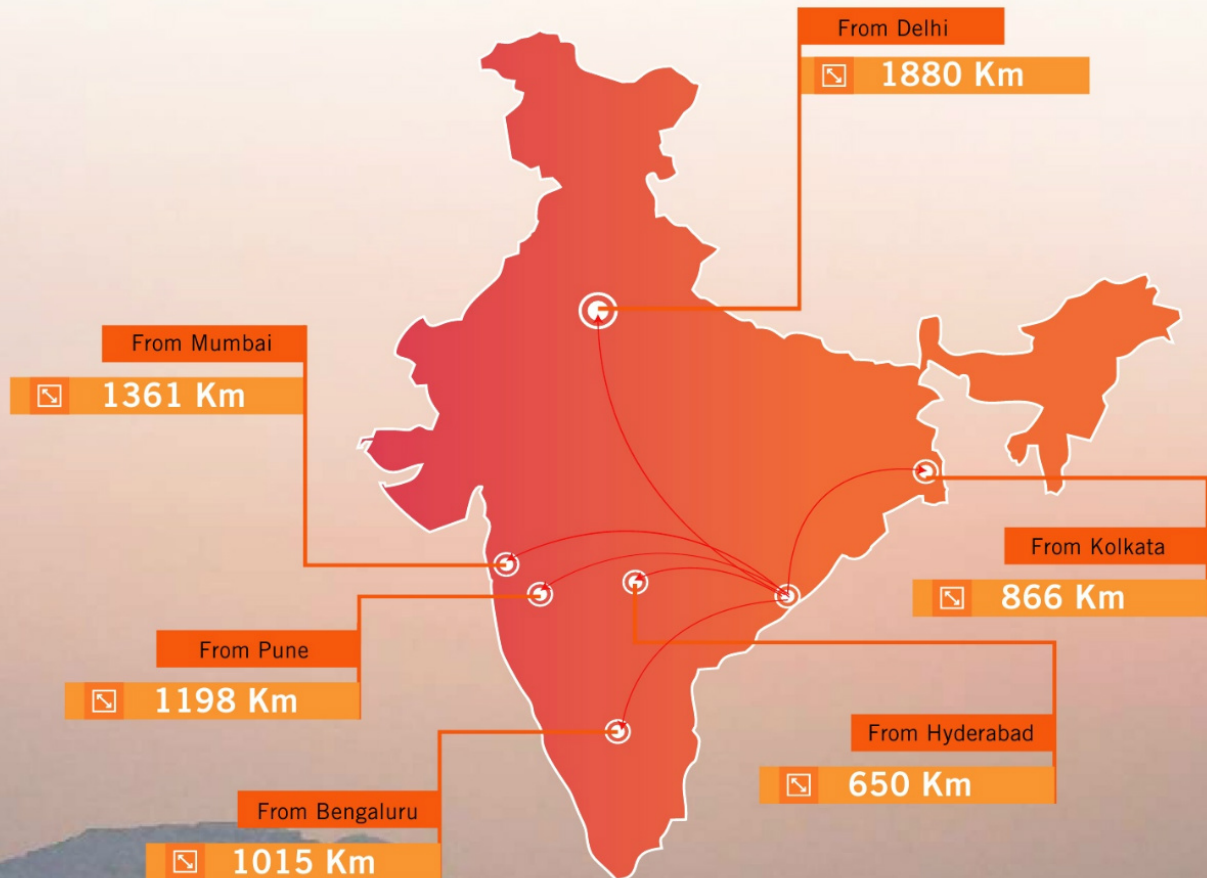
Visakhapatnam has a major airport located 12 Km from the city centre. It is well connected to most major cities of the country like Mumbai, Delhi, Chennai, Kolkata, Bengaluru, Hyderabad, Patna, Bhubaneswar and Tirupati. Flights to Dubai also operate from Visakhapatnam. Taxis are also easily available from the airport. Hyderabad, 550 Km from Visakhapatnam, is the nearest major international airport. Hyderabad is well connected to major international destinations like Riyadh, Singapore, Doha, Bangkok, Dubai, and Abu Dhabi among others. The journey from Hyderabad to Visakhapatnam is aided by taxis, buses, trains, and flights.

## Visakhapatnam | By Rail / Road:

Visakhapatnam has its own railway station, called the Visakhapatnam Junction, which is connected to several prominent Indian cities. Located about 12 km away from the city centre, this station has several frequent trains plying from New Delhi, Hyderabad, Bangalore, Chennai and Kolkata, among others.



## Distance to Visakhapatnam



### Hotels

Novotel, Visakhapatnam

The Gateway Hotel, Visakhapatnam

Welcome Hotel Grand Bay, Visakhapatnam

## Contact Details



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**Karan  
Suryawanshi**



**Khush  
Lodaya**



**Khushanshu  
Prasad**



**Meheresh  
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**Milan  
Mahesh  
Mistry**



**Nitin  
Mohanty**



**Prateek  
Mahapatra**



**Raghavendar  
S**



**Raj Kumar  
Shivam**



**Rupesh  
Tayde**



**Sankar  
Tamminaina**



**Shireen  
Hatmode**



**Shruti  
Sonawane**



**Shubham  
Shantaram  
Dhosewan**



**Sriram  
R**



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