



# IIM LUCKNOW PGP-SM



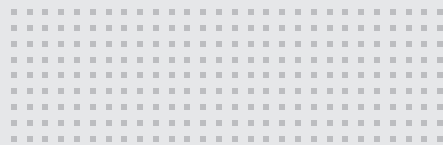
Post Graduate Programme in  
Sustainable Management

PLACEMENT BROCHURE  
Batch 2019-21

# PGP-SM at a Glance

IIM Lucknow takes pride in being the frontrunner amongst the IIMs to introduce a program that inculcates the essence of sustainability in conventional business education. PGP Sustainable Management is a two-year full-time post-graduate program offered at the Noida campus.

The program is designed to help managers develop a holistic perspective and imbibe the ethos of socio-environmental responsibilities. Also, to equip them with the skills to assess and preserve all stakeholders' interests in a dynamic and unpredictable environment.



In addition to conventional business dimensions of finance, marketing, operations and human resource management, the program focuses on:

**Systematic linkages among environmental, social and economic challenges**

**Critical perspectives on policy institutions**

**Analysis of policy and regulatory framework for businesses**

**Facilitating Change-management**

**Assessment of environmental, social and corporate governance**

**Analysis of social and environmental risks and impacts**

A minimum of

 **2** years

of work experience is a prerequisite for selection into the program. The criterion ensures that the candidates are pre-equipped with deep understanding of the corporate world and possess strong business acumen to better appreciate the rationale of business enterprises and the nuances of the complex environment in which it operates.

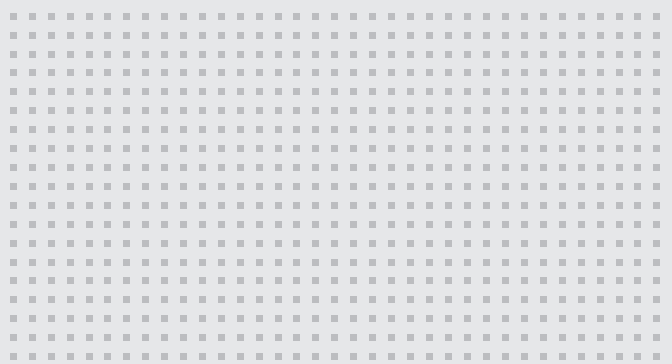


**Prof. Archana Shukla**  
Director, IIM Lucknow

## Director's Message

We are presently at a juncture of human history when our businesses cannot be successful without roping in the crucial facets of sustainability within its strategy. Amalgamating such a strategy with the aspiration to maintain economic, social, and environmental synergy is one of the most crucial goals of modern leaders. This evolving paradigm brings into foray a new challenge in front of the leaders, finding individuals with the right level of empathy, intent, knowledge, skill, and experience to work for achieving the evolved ambition of their businesses.

To cater to this ever-growing need of the businesses, IIM Lucknow, with its vision of providing socially conscious and globally relevant thought leadership, became a pioneer in introducing a dedicated two-year full-time Post Graduate Programme in Sustainable Management (PGP-SM) from its Noida campus. I proudly present the students of PGP-SM and cordially welcome you to take part in our placement process and jointly contribute to building sustainable societies.



**Prof. Neerja Pande**

Chairperson - CDS, IIM Lucknow

## Message from Chairperson, Career Development Services

In the current world defined by its volatility, uncertainty, complexity, and ambiguous (VUCA) nature, there has been an increased thrust on what are the responsibilities of the businesses when they utilize the resources around them. Being a part of this entire ecosystem, it is imperative that businesses understand their responsibilities towards all the stakeholders involved, which are People, Planet, and Profit. Increased awareness of environmental degradation and climate change has led to the emergence of sustainable management as an integral part of business, government, and society.

Governments around the world are coming up with initiatives to support the cause. They have introduced several policies and regulations focusing on preserving the environment, promoting green and renewable energy, and making human rights as the top priority, which will help their respective countries align well with the sustainable development goals as laid down by the United Nations. These recent developments have led businesses to allocate resources, change systems increasingly, and processes that contribute to economic, environmental, and social dimensions of sustainability and look for suitable managerial talent to understand, evaluate and promote sustainable business practices.

With an aim to cater to this emerging and pressing need of business and society at large, IIM Lucknow has launched a two-year full-time Post Graduate Programme in Sustainable Management (PGP-SM) from June 2015. This program is contemporary and unique in its approach and content. I take great pleasure in introducing the students of PGP-SM and welcoming you as a partner in our journey of building world-class talent and jointly contribute to building sustainable societies.







**Prof. Kaushik Ranjan Bandyopadhyay**  
Chairperson (PGP-SM), IIM Lucknow

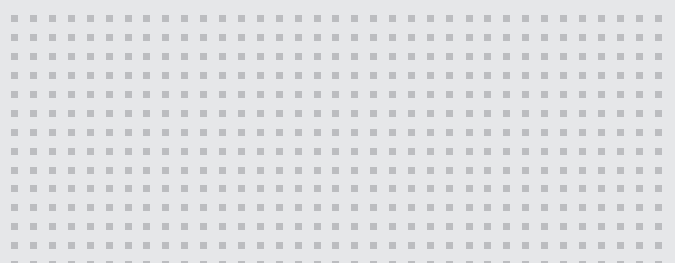
## Message from Chairperson, PGPSM

With an ever-increasing exposure of businesses worldwide to non-financial risks and with environmental social and governance (ESG) issues becoming more material and mainstream in investment decision-making, the Securities and Exchange Board of India (SEBI) recently made it mandatory for 1000 top listed entities in India to furnish a Business Responsibility Report (BRR) to stock exchanges as a part of their Annual Report.

The businesses globally and in India are not just looking for conventional business leaders anymore but for a pool of newly skilled professionals who can marry the disciplinary management skills with specialized knowledge on business sustainability and responsibility to envision a more trustworthy business of tomorrow.

IIML rose to the occasion to fill the void and happens to be the only IIM in India to offer a unique full-time Post Graduate Programme in Sustainable Management (PGP-SM) that imparts and nurtures these desired skillsets.

I am glad to introduce the PGP-SM batch of 2019-21 and 2020-22 and would like to welcome you as a continued partner in our journey of building a more resilient business and society for tomorrow.



## Connected Education

With a melange of professionals from backgrounds in Energy, Manufacturing, Social, IT, and logistics, having held diverse functional roles such as project managers, designers, consultants, and educators, PGP-SM encourages variety in thought and perspectives through peer learning.

A plethora of group cases, role-plays, and projects facilitate a collaborative learning environment developing leaders with the ability to create synergy by engaging with all stakeholders and earning certifications.

# Why recruit from PGP-SM?

## Responsible Leadership

The PGP-SM program harnesses a finely tuned selection process with a rigorous curriculum designed to develop leaders with multi-dimensional business mindsets. Leveraging on unique pedagogical methods, every course facilitates a steep learning curve. It gradually moulds professionals poised to create extensive sustainable value in a dynamic business environment.

## Field Experience

PGP-SM emphasizes practical learning through the international immersion program and the 2-months summer internship - enhancing industry exposure and building competence and character. A unique feature of the program, the nine months - long integrated project provides hands-on experience by means of direct collaboration with the industry and enables students with a prior work experience of a minimum of two years to seamlessly transition into their careers.



# Learning Outside Classroom

The fully residential program enables participants to take a holistic approach to augment their learning outside the classroom. Participants are compulsorily devoting 45 Hours outside the classroom in completing industry driven projects spanning 9 months & 1.5 credits.

The diversity and collective experience of the participants are strong enablers that facilitate continuous mutual learning and growth, both as individuals and as team members. The close-knit group of participants ensures that group learning as a process is conducted effectively.

The students participate actively in the institute clubs to pursue their interests and more importantly evolve as individuals with a mind and a heart. Students are the sole organizers of social events, Dandia night, Ganpati Visarjan, Farewell, Nukkad Natak, Skits, Group Dance, Rangoli, Aagman etc. They organize these events with students of other programs which further expose them & improve group dynamics, team management & organizational skills.



# Course Curriculum

## Finance and Accounting

Accounting Management

Corporate Finance (Financial Decision Making)

Project and Environmental Finance

International Finance for SM (E)

Corporate Valuation and Restructuring (E)

Financial Inclusion and Microfinance (E)

Investment Management (E)

Management of Financial Services (E)

Building and Managing Financial Institution (E)

## Economics

Microeconomics

Macroeconomics

Environmental and Resource Economics

## IT and Systems

Information Systems

IT and Sustainability (E)

Data analytics for business (E)

## Sustainability

Principles of Sustainable Management

Sustainability: Measurement, Certification and Reporting

Climate change, Environment and Externalities Trading

Human Dimensions of Sustainability

Systems Thinking

Lifecycle Management

Stakeholder Management and Corporate Social Responsibility

Environment and Social Risk Management: ESG and EHS

Social Entrepreneurship

Creativity and Innovations for Sustainable Management

Corporate Sustainable Strategies and Leadership (E)

## Human Resources

Behavior in Organizations

Business Communication

Designing Work Organizations

Human Resource Management

Strategic Role of HRM in building Organizational Sustainability (E)

## Marketing

Marketing Concepts

Consumer Behavior

Services Marketing (E)

Applied Marketing Strategy (E)

B2B Marketing (E)

Sales and Distribution (E)

Product & Brand Management (E)

Customer Relationship Management (E)

## Decision Science

Quantitative Analysis for Management-I

Quantitative Analysis for Management-II

Research Methods for Sustainable Management

## Strategy

Strategic Management

Applied Theory in Strategy and Competition (E)

Mergers and Acquisitions Strategy (E)

Strategic Alliances and Cross Sector Partnerships (E)

## Operations

Operations Management

Supply Chain Management

Healthcare operations Management (E)

## Legal & Public Policy

Environmental Law and Policy

Public Policy Processes and Institutions

Legal Aspects in Management (E)



# Integrated Project

Students have a mandatory requirement of doing an Integrated Project with the industry for nine months during their second year. Integrated Project adds to their skills and makes them holistic leaders with the potential to be recruited as mid-level managers. Some of the organizations with which students have worked in the past are:

4PEL	Healthcoco Technologies Pvt Ltd	Sattva Consulting
ACC	HPCL	Sustainable Square
Aditya Birla Group	IIEC	SWEEP Enviro Pvt.Ltd.
AXIS BANK	NTPC	Tata motors
Biocon	IPE Global	Tata Steel
Biome Environmental Solutions Pvt. Ltd.	JSW	Tata Sustainability Group
BPCL	Levidia Infra Pvt Ltd	Tata Trusts
Cairn India Limited	Mahindra & Mahindra	Treeni Sustainability Solutions
CDP	MEDPLUS	Ultratech
CEEW	MRIDA GROUP	UPL Ltd
CSTEP	PayU	Valluri
Elara Capital	PUMA	Welspun
Energyhive	PWC	Wipro Corporate
GIZ	Renew Power	YES BANK
HDFC	Sage Consultancy	Zinnov Consulting

## International Immersion

The concept of sustainability mandates a 'Glocal' perspective which includes an in depth understanding of localized risks and challenges as well as a unified global strategy to strive towards holistic development. The international immersion module sensitizes the participants towards the best practices and robust administrative structures which exist in countries like Sweden and Denmark which are considered pioneers of sustainable development. A two-week sojourn in world renowned institutions like Linne University, Maastricht school of management is aimed at enriching the experience of a meaningful immersion.

The rigorous academic schedule is highly complimented with a conscious and deliberate industry interaction with experts from organizations such as IKEA of Sweden, Dong Energy, Rockwool and Volvo, Electrolux which are Industry benchmarks for sustainability in their respective sectors.

Moreover, the participants actively engage with local municipal bodies and citizen groups who are often instrumental in bringing about behavioral changes in society towards sustainable living. The programme also creates a platform for cultural exchange among participants and the local community.



# Leadership Talk Series

At IIM Lucknow- Noida Campus, a series of guest lectures by distinguished business leaders, policymakers, and eminent entrepreneurs take place throughout the year. It is a student-driven activity that helps to bridge the gap between classroom learning and realworld business problems through experts. Every session enriches the perspective of the class on emerging trends and contemporary issues of the global business world. This section helps to create a path between the academia and industry, through which young generations forge a connect and later become solution providers for the worldly issues.

**Mr. Stefano Pelle**  
Managing Director,  
Ferrero India

**Mr. Siddharth Sharma**  
Group Chief  
Sustainability Officer,  
Tata Sons

**Prabodha Acharya**  
Group Chief  
Sustainability Officer,  
JSW Group

**Rohit Pathak**  
Aditya Birla Insulators &  
Aditya Birla Power  
Composites Ltd  
Chief Executive Officer

**Bibhuti Pradhan**  
GM CSR & Sustainability,  
IOCL

**Anindya Chowdhury**  
Country Head – Energy  
Transitions, Shell

**Santanu Roy**  
Executive Director (BD),  
GAIL

**Bijan Mishra**  
Senior VP, (Environment)  
Reliance Power

**Vijay Vardhan Reddy**  
Operations Manager  
Social Investment, ITC

**Somasundaram**  
Head-Strategic Initiatives  
Mytrah Energy

**Rajesh Koul**  
Director & Head of  
Transformation  
KPMG

**Biren Vora**  
Head - Sustainability and  
Business Excellence  
Aditya Birla Fashion &  
Retail

**Tony Henshaw**  
Chief Sustainability  
Officer  
Aditya Birla Group

**Aatish Khan**  
Principal Development-  
Energise, Xynteo

**Sanjib Bezbaroa**  
VP-Corporate EHS, ITC

**Rajiv Mishra**  
MD, CLP Power

**Saunak Saha**  
Associate Partner  
Ernst & Young

**Ashish Dwiwedi**  
President  
Specialty Chemicals,  
Aditya Birla Group

**Michael Mehling**  
Deputy Director  
MIT Center for Energy  
and Environmental  
Policy Research

**Mr. Pravesh Kumar**  
Principal (Senior  
Manager)  
Accenture Strategy

**Pranshu Gupta**  
Manager  
Accenture Strategy

**Utkarsh Amitabh**  
Founder  
Networkcapital.co

## Awards & Accolades



**Campus Winner**  
Lime Season 9  
HUL



**National Winners**  
Wipro Earthian



**National Winner**  
RiseUp Challenge  
Apollo Munich



**National Runner Up**  
Agrenovera  
IIM Ahmedabad



**National Winner**  
tGELF Life Challenge  
IIM Bangalore



**National Winners**  
Law of the Land  
IIM Calcutta



**National Winners**  
UP Tourism -Travel  
IIM Lucknow



**National Runner Up**  
UPIT&ES  
IIM Lucknow



**National Winner**  
BizCraze  
MDI Gurgaon



**National Winner**  
Ophzeus  
IIM Sirmaur



**National Winner**  
B-Plan Competition  
IIT Roorkee



**National Runner up**  
AVARTAN  
NITIE



**National Winner**  
Enthral  
IIM Shillong



**National Runners**  
AD Wise  
IIM Nagpur



**National Winner**  
Kathakaar 2.0  
IMI New Delhi

# Our Recruiters

## FINAL PLACEMENTS

Aarti Industries	Climate Policy Initiative	KPMG	TATA Motors
ACC Cements	Cstep	Manpower Group	Tata Trusts
Accenture	Edureka	Moglix	TESCO
Accord Commerz	EESL	Mytrah	TIME
AEEL	Ernst & Young	NTPC	TresVista
Agrostar	FIITJEE	Perpule	TTC
AMPLUS Solar	Fortum	PwC India	Vikram Solar
Axtria Consultancy	GVK Group	QA Infotech	WAREE Solar
BPCL	Havells	Ramky Enviro Engineers	
C Kinetics	Husk Power	Ricardo	
Capri Global Capital	IndusInd Bank	S&P Global	

## SUMMER PLACEMENTS

Aditya Birla Group	Energyhive	PayU	Treeni Sustainability Solutions
AXIS BANK	HDFC	Renew Power	UPL Ltd
Biocon	Healthcoco	Sage Consultancy	Valluri
Biome Environmental Solutions Pvt. Ltd.	Technologies Pvt Ltd	Sattva Consulting	Welspun
BPCL	IPE Global	Sustainable Square	Wipro Corporate
CAIRN INDIA LIMITED	Levidia Infra Pvt Ltd	SWEET Enviro Pvt.Ltd.	YES BANK
Caspian Investments	Mahindra & Mahindra	Tata motors	Zinnov Consulting
Constems AI	MEDPLUS	Tata Steel	
CSTEP	Morning Star	Tata Sustainability Group	
Elara Capital	MRIDA GROUP	Tata Trusts	
	Nedspice		





# Batch of 2019-21

PGP-SM is the first and the only sustainability focused MBA programme offered by any of the IIMs in India and is one of the handful of such programmes offered in South Asia.



# 29

Batch Size

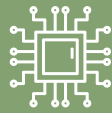


# 34%



# 66%

## Under graduation specialization diversity



# 13

Electronics & Comm. Engg.



# 9

Mechanical Engg.



# 5

Comp. Sc. Engg.



# 2

Others

## Work Expertise by Industry



# 18

IT/ITES



# 04

Manufacturing



# 02

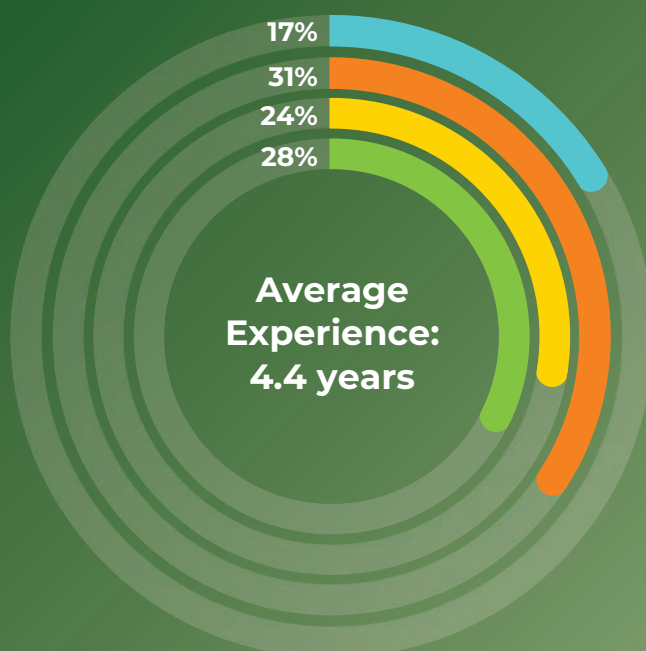
Consulting



# 05

Others

## Work Experience



# 17%

24 - 36 Months

# 31%

36 - 48 Months

# 24%

48 - 60 Months

# 28%

60+ Months

## Summer Internship Projects



Consulting



Responsible Banking



Impact Investing



Product Management



Market Research



Business Development



Corporate Sustainability



Human Resource Management





**Work Experience:**  
33 months

## AISHWARYA NAIR

**Profile Summary:** Aishwarya, entailing strong interpersonal skills, incorporates functional and consulting experience across different sectors. Designing business solutions akin to market, she meticulously upheld robust client credibility and strategized process optimization. A core classical dancer, she embodies agility and creativity both at work and on stage.

**Summer Internship Company:** Nedspace Processing India Pvt Ltd

**Summer Internship Project Details:** Identified critical focus areas for implementing digital transformation strategy for major functional units. Proposed investment opportunities by conducting supplier evaluation & identified relevant risk factors. Framed KPIs for implementing Digital Transformation programs for business continuity planning in domestic & international SKUs.

**Integrated Project:** ACC Ltd.

**Key Skills :** Client Relationship Management, Business Development, Team Management, Strategic Planning and Execution

**Education:** B.E.- Electronics and Telecommunication Engineering, Bhilai Institute of Technology, Durg

**Work Experience**

**Company:** Tata Consultancy Services Ltd. (Assistant Systems Engineer), Mehul's Card (Operations Manager)



**Work Experience:**  
49 months

## ANSHI BHALLA

**Profile Summary:** A strategist focusing on user centric output with diversified exposure in business development. With market research as core of finding solutions, Anshi identifies with patterns of management including client retention, communication and collaboration. She engages in philanthropic activities and embraces creativity through hand lettering.

**Summer Internship Company:** Yes Bank

**Summer Internship Project Details:**

- Co-authored knowledge report on Impact of Climate Change on Indian Economy, identified sectors affected, challenges of climate modeling, recommendations for policymakers & businesses to better assess, mitigate & adapt to the changing scenario
- Analysis of fund utilisation by 22 organisations to map initiatives/ outcomes under YF Grant & Accelerator PGM

**Integrated Project:** CEEW- Council on Energy, Environment and Water

**Key Skills :** Creative and Strategic Ideation, Strategic Management, Multiple Stakeholder Management, Research and Analysis

**Education:** B.Sc. (Hons.) - Statistics, Lady Shri Ram College for Women

**Work Experience**

**Company:** Ernst & Young (Business Development Account Coordinator), Classic Fitness (Business Development Manager), Grant Thornton Advisory Pvt. Ltd. (Consultant)



**Work Experience:**  
47 months

## ANU ANANYA

**Profile Summary:** Having worked as a QA Analyst, Anu has experience in Insurance domain and was instrumental in product quality improvement. Being a part of the scrum team, she exhibited effective techno-managerial skills resulting in resource optimization in a dynamic work environment. She is an artist by passion & has an interest in traditional art.

**Summer Internship Company:** CSTEP

**Summer Internship Project Details:**

- Analysed the market segments for Battery Energy Storage System in India and projected future demand. Evaluated techno-economic feasibility of indigenous manufacturing of Li-ion battery and gave technical/policy recommendations. Performed Industry Analysis & mapped competitive landscape to evaluate risk of entry into Li-ion battery pack manufacturing

**Integrated Project:** JSW Group

**Key Skills :** Team Management, Resource Optimization, Client Management, Requirement Analysis

**Education:** B.Tech.- Electrical Engineering, Institute of Technical Education & Research, Bhubaneswar

**Work Experience**

**Company:** Infosys Limited (Test Engineer)



**Work Experience:**  
37 months

## ANU THOMAS

**Profile Summary:** With her Advisory, Project Management and strategizing skills, Anu was involved in building software solutions for multinational clients and has helped companies in formulating strategies to achieve their targets. Equipped with analytical problem solving and people management skills, she loves taking up challenges and is a passionate trekker.

**Summer Internship Company:** UltraTech Cement

**Summer Internship Project Details:**

- Developed the methodology to translate business level targets to plant level
- Developed an excel VBA model to predict the level of different parameters to achieve the overall target
- Competitor & Gap analysis for migration from GRI Core to Comprehensive standard of reporting
- Developed the data collection templates to be used in MIS

**Integrated Project:** Aditya Birla Group

**Key Skills :** Strategic Planning and Execution, Research and Analysis, Project Management, Stakeholder Management and Negotiation

**Education:** B.Tech.- Electronics and Communication Engineering, College of Engineering, Chengannur

**Work Experience**

**Company:** Quest Global Engineering Services (Software Engineer), VVDN Technologies (Software Engineer)



**Work Experience:**  
58 months

## ANUBHUTI MITTAL

**Profile Summary:** A QA engineer with 5 years of experience, Anubhuti was involved in requirement analysis, defect management, and strategy making. With an eye for detail, she ensured on-time quality delivery. An adaptable team player with good communication skills, she provided successful solutions to clients in domains like energy & utility, telecom, and aviation.

**Summer Internship Company:** Fourth Partner Energy Limited

**Summer Internship Project Details:**

- Analyzed solar market trends through secondary research
- In-depth interviews & questionnaire to understand perception of distributed solar customers
- Demand analysis by creation of key customer database
- Financial analysis of potential customers to estimate savings by power cost reduction
- Prepared sales coverage metrics

**Integrated Project:** International Institute for Energy Conservation (IIEC)

**Key Skills :** Business Development, Research and Analysis, Strategic Planning and Execution, Client Relationship Management

**Education:** B.Tech.- Electronics and Communication Engineering, ABES Engineering College, Ghaziabad

**Work Experience**

**Company:** IBM India Pvt. Ltd. (Test Specialist), Nagarro Softwares (Senior Associate, Quality Assurance)



**Work Experience:**  
88 months

## ANUDEEP DOLI

**Profile Summary:** A Result oriented Professional with 7 years of Experience in Sales & Operations. He has Proficiency in Strategic & Operational planning, Functional Monitoring, Diligent Execution & Dispatch in line with Govt Regulations and Safety Standards. He is passionate with Business Development and Contributed significantly to both domestic & Chinese clientbases.

**Summer Internship Company:** Welspun India Pvt Ltd

**Summer Internship Project Details:**

- Roadmap to Zero waste (Anjar, Vapi Plants)
- Establish Data entry & Handling Protocols for all types of Scrap & Waste
- Procedures & Certifications Analysis
- Current Ground status - Primary research with Vendors & Plant Operations Analysis, Waste stream Mapping
- Benchmarking against Global Textile giants
- Recommendations with CB Analysis

**Integrated Project:** TATA Steel, Deepen AI

**Key Skills :** Sales and Marketing, Strategy and Planning, Operations

**Education:** B.Tech.- Electronics and Communication Engineering, Jyotishmathi Institute of Technology and Science

**Work Experience**

**Company:** VSE Pvt. Ltd. (Sales Manager), SR Granites (Sales and Production Manager)



**Work Experience:**  
48 months

## ARPIT ARORA

**Profile Summary:** Arpit is an experienced consultant with a predilection towards corporate strategy and finance. For 4 years, he has worked with a conglomerate as a business consultant, Industry 4.0 transformations, IoT & BigData based predictive analytics solutions & as a Product Analyst with a unicorn startup in multiple capacities for credit and risk vertical.

**Summer Internship Company:** PayU Payments Pvt. Ltd.

**Summer Internship Project Details:** Treasury Managed & Implemented A/P automation for vendor payments with SAP FI, Evaluated tech apps for treasury automation, Revitalized cash recon. automation using MT940 reports & other OTT apps

FP & A

Performed industry analysis & benchmarking for Neo-Banking in India, Participated in finance & revenue review sessions; focused on COVID-19 impact

**Integrated Project:** NTPC Limited

**Key Skills :** Business Consulting, Product Management, Stakeholder Management, Leadership Skills

**Education:** B.E.- Computer Science and Engineering, Chitkara Institute of Engineering and Technology

**Work Experience Company:** Hitachi Consulting Software Services India Private Limited (Consultant-II), Pine Labs Pvt. Ltd. (Risk Analyst)



**Work Experience:**  
56 months

## AYUSH KUMAR SINGH

**Profile Summary:** A Computer engineer & service management certified professional, Ayush has worked as a project manager and has excellent process optimization skills along with strong analytical, operational & interpersonal capability. He developed and provided application end-user support, for a German pharma giant. He loves photography and is a travel enthusiast.

**Summer Internship Company:** Valluri Technology Accelerators Private Limited

**Summer Internship Project Details:** Project - Product Development & Go-to-Market Strategy for Air Quality Modelling technologies Conceptualizing and formulating an emission inventory to predict air quality level using predictive modeling. Estimating the development cost & devise a pricing & marketing strategy for the final product considering the UI/UX we have accomplished.

**Integrated Project:** Valluri Technology Accelerators (VTA)

**Key Skills :** Project Management, Business Process Consulting, Team Management, Knowledge Management

**Education:** B.Tech. - Computer Engineering, Jamia Millia Islamia, New Delhi

**Work Experience Company:** Tata Consultancy Services (IT Analyst)



**Work Experience:**  
43 months

## DAKOJU MANIKANTA

**Profile Summary:** Manikanta, with experience in the IT consulting was involved in quality assurance of the client's business application and financial settlement Process. He has a good understanding of testing procedures and is an effective team player responsible for quality management. He is a singer and is passionate about sports and loves to trek.

**Summer Internship Company:** Energyhive Renewables LLP

**Summer Internship Project Details:**

- Designed strategy to identify new prospective clients of commercial buildings for HVAC installation.
- Consolidated the detailed information about prospective customers of commercial spaces
- Designed and implemented the marketing communication strategy
- Assessed the stakeholders involved and recommended the optimal position of the company.

**Integrated Project:** NTPC Limited

**Key Skills :** Sustainability, Project Management, Research and Analysis, Business Development & Strategy

**Education:** B.Tech.- Mechanical Engineering, Gandhi Institute of Technology and Management, Visakhapatnam

**Work Experience Company:** Accenture Solutions Private Limited (Test Engineering Analyst)





**Work Experience:**  
29 months

## DHOMPARE MAHESH BASWANTRAO

**Profile Summary:** Mahesh worked for a major pharmaceutical client and was involved in client management and project execution. During his MBA summer internship at Mahindra, he strategized water security projects and worked on value creation through circular economy. A self starter with a passion for learning and improving, he leans towards process optimization.

**Summer Internship Company:** Mahindra & Mahindra Ltd.

**Summer Internship Project Details:**

- Value creation through waste: Analyzed the data of zero waste to landfill (ZWTL) plants and calculated value created through circular economy.
- Water Security:
- Analyzed water consumption trends and patterns at all Mahindra group companies
- Developed a water security index to identify consumption risk
- Strategized water security projects

**Integrated Project:** Saahas Zero Waste

**Key Skills :** Sustainability, Process Optimization, Project Lifecycle Management, Stakeholder Management

**Education:**

B.E.- Mechanical Engineering, Sinhgad College of Engineering, Pune

**Work Experience**

**Company:** Cognizant Technology Solutions (Programmer Analyst)



**Work Experience:**  
71 months

## KAPIL KUMAR MANDAWARIA

**Profile Summary:** Kapil, a junior manager, having 6 years experience in the manufacturing sector was involved in everyday maintenance planning, team management, safety compliance, root cause analysis and project commissioning. He is a team player & has tutored his team on various techno-managerial skills. A sketching enthusiast who loves to play badminton & carrom.

**Summer Internship Company:** IPE Global Limited

**Summer Internship Project Details:**

- Shillong Smart City's under development project analysis
- Created Financial Modelling proposal with subject-matter expert for shopping complex retrofitting project in MLCP
- Feasibility study of rooftop solar in Shillong
- Analysing best smart city practices done in different parts of India which can be used in Shillong

**Integrated Project:** NTPC Limited

**Key Skills :** Team Management, Resource Optimization, Team Player, Project Management

**Education:** B.Tech.- Electronics and Communication Engineering, Malviya National Institute of Technology Jaipur

**Work Experience**

**Company:** Tata Steel BSL Ltd. (Junior Manager, Electrical Maintenance)



**Work Experience:**  
40 months

## NEHA AGNIHOTRI

**Profile Summary:** A passionate developer with an analytical mind, Neha has rich exposure of working with international banking clients. She is proficient in end to end product development & management. Having worked in the financial services & impact investment domains, she believes in creating value through the unification of technology, finance & sustainability.

**Summer Internship Company:** Caspian Impact Investments

**Summer Internship Project Details:**

- Researched on the electric mobility innovation space Mapped the industry segments & business models.
- Interacted with the founders, analysed the capital structure of start-ups, evaluated market potential, capex-opex req. & impact possibility
- Strategized portfolio diversification by recommending promising start-ups & other key relationships

**Integrated Project:** Regain Paradise

**Key Skills :** Product Development & Management, Project Management, Impact Investment, Strategy

**Education:** B.Sc. (Hons.) - Computer Science, Ram Lal Anand College, New Delhi

**Work Experience**

**Company:** Tata Consultancy Services (Systems Engineer)





**Work Experience:**  
70 months

## PAVAN SHARMA

**Profile Summary:** With exposure to the entire value chain of an organisation, Pavan comes with a rich cross functional experience of almost 6 years in the engineering sector. He has worked in areas like smart cities, energy efficiency & renewables with proficiency in business development, Bids & proposals, project management and client relationship management.

**Summer Internship Company:** PwC India

**Summer Internship Project Details:** Project management activities in Smart & Energy Efficient City Project for an asian country under a major development bank which involved review of local & International standards, assessment of new energy efficient technologies, development of risk register, data management, stakeholder management & preparation of project inception documents.

**Integrated Project:** PwC India

**Key Skills :** Business Development, Stakeholder Management, Marketing Strategy, Project Management

**Education:** B.E.- Electrical Engineering, K K Wagh Institute of Engineering Education and Research, Nashik

**Work Experience Company:** ABB India Limited (Product Marketing Specialist)



**Work Experience:**  
93 months

## PRAKASH ROY

**Profile Summary:** A business strategy & marketing enthusiast, Prakash also has experience in administration, finance, arbitration, policy formulation, stakeholder management & training and development under the GoI. With interest in research & reporting and small-holding business aggregation & upscaling, he has a knack of working with cross-functional teams.

**Summer Internship Company:** Mrida Group

**Summer Internship Project Details:**

- Planned and ran a crowdfunding campaign for a Women's Entrepreneurial Collective with 108% collection
- Prepared application to the UN Global Compact
- Identified UN SDG targets for the Group & assessed the existing water footprint and social impact tools
- Supervised website publishing for the Group's Section 8 unit, the Mrida Heart n' Soil Foundation

**Integrated Project:** International Institute for Energy Conservation (IIEC)

**Key Skills :** Project Management, Policy Formulation, Stakeholder Management, Research & Reporting

**Education:** B.E.- Mechanical Engineering, Assam Engineering College

**Work Experience Company:** Pintoo Construction & Co. (Engineer), Tea Board, Government of India (Factory Advisory Officer)



**Work Experience:**  
44 months

## RAHUL PRATAP SINGH

**Profile Summary:** Rahul is passionate about brand building and has extensive experience in market research, business strategy and management consulting. He makes his goal to know clients, their needs and provide top-notch deliverable. He has also worked with Tata Steel to create a market strategy for the LCV segment. He is an enthusiastic coder and a sports fanatic.

**Summer Internship Company:** Valluri Technology Accelerators

**Summer Internship Project Details:**

- Created a go-to-market strategy for environmental modelling solutions to various markets including government, industry and consumer
- Designed a Technology product to provide predictive data analytics solutions for Air Quality
- Identified sustainable sources by extensive data research for computation of 'Emissions Inventory' for multiple cities

**Integrated Project:** CDP (erstwhile Carbon Disclosure Project)

**Key Skills :** Business Strategy & Development, Project Management, Research and Data Analysis, Sales & Marketing

**Education:** B.Tech.- Computer Science & Engineering, Chandigarh Engineering College

**Work Experience Company:** Hewlett Packard Enterprise (Service Information Developer 1b), Infosys Limited (Senior Systems Engineer)



**Work Experience:**  
67 months

## RAJA RAJAN B

**Profile Summary:** Rajarajan, a design professional with 67 months of experience in the renewables energy sector has worked with various clients and was involved in scope analysis, resource management, mentoring, delivery estimation, design & analysis of hydro turbines and defect analysis. He is a state-level badminton player and is keen on learning new languages.

**Summer Internship Company:** Constems-AI

**Summer Internship Project Details:**

- Assessed the market size & potential of the global machine vision industry
- Conducted secondary research on the trends of machine vision market
- Analysed competitors' strategies through competitive intelligence Prepared the Product development Road-Map for Vision Inspection and Rejection System for Manufacturing using Design thinking interventions.

**Integrated Project:** JSW Group

**Key Skills :** Project Management, Client Relationship Management, Product Development and Management, Business Strategy

**Education:**

B.E.- Mechanical Engineering, Alagappa Chettiar College of Engineering & Technology, Karaikudi

**Work Experience**

**Company:** Quest Global Pvt. Ltd. (Engineer), Tech Revo India Pvt. Ltd. (Design Engineer), Tata Consultancy Services (IT Analyst)



**Work Experience:**  
60 months

## RAVULA ASHISH GAURAV

**Profile Summary:** Ashish, a Business Strategy and Marketing enthusiast, has worked for a leading player in the power generation sector. He was involved in product life cycle management, stakeholder management, and delivering customized business solutions. He is equipped with technical as well as managerial skills and is good at liaising across functions.

**Summer Internship Company:** IPE Global Limited

**Summer Internship Project Details:**

- Formulated marketing strategy, preliminary visitor segmentation model & analysed the Tourism Drivers for 10-year Bangladesh tourism masterplan.
- Designed a financial Model for Scheduled Desludging of Rajasthan towns for BMGF project.
- Built comprehensive profiles of strategic partners for UNDP sanitation project in Senegal, Ethiopia.

**Integrated Project:** GIZ

**Key Skills :** Team Management, Business Development, Business Strategy, Client Relationship Management

**Education:** B.Tech.-

Mechanical Engineering, CMR College of Engineering and Technology

**Work Experience**

**Company:** Tech Mahindra (Software Engineer)



**Work Experience:**  
52 months

## RICHA AHUJA

**Profile Summary:** An enthusiastic and adaptive Telecom professional, Richa has hands on experience in different stages of project management from bidding to implementation. She has first-hand experience in proposal management with both a technology company and a development sector consultancy. She is adept in cross-functional collaboration and relishes compering.

**Summer Internship Company:** Thinkthrough Consulting Pvt. Ltd.

**Summer Internship Project Details:**

- Solution Scoping for development sector proposals of clients such as UNICEF, The World Bank, IFAD.
- Co-authored Thought Leadership report on impact of COVID-19 on different sectors in the country and their consequent effect on India's contribution to UN-SGDs.
- Screened resumes and made recommendations for positions asked in proposals.

**Integrated Project:** CEEW

**Key Skills :** Business Development, Project Management, Stakeholder Management, Risk Management

**Education:** B.Tech.-

Electronics & Communication Engineering, Jaypee Institute of Information Technology, Noida

**Work Experience**

**Company:** Ericsson India Pvt. Ltd. (Engineer-Core), GI Staffing Services Pvt. Ltd. (Engineer), ManpowerGroup Services India Pvt. Ltd. (Engineer), Huawei Telecommunications (India) Co. Pvt. Ltd. (Assistant Product Engineer)



**Work Experience:**  
37 months

## SABYASACHI SADHU

**Profile Summary:** A former assistant manager in Petrochemical Industry, Sabyasachi has exposure in job planning, budgeting, managing manpower & maintaining workspace relationship. He is acquainted with Quality Control tools & Industrial Automation. He designed an algorithm to maximize efficiency of solar cells. An avid traveler, he enjoys, painting & playing guitar.

**Summer Internship Company:** PwC

**Summer Internship Project Details:**

- Researched on leading International standards for best practices & streamlined Responsible Investment requirements. Designed a tool to assess the IFC PS requirements of client.
- Conducted peer assessment on ESG factors to assist a client in becoming UNPRI signatory
- Identified, scrutinized & consolidated key ESG challenges in solar rooftop business.

**Integrated Project:** JSW Group

**Key Skills :** Team Management, Planning, Project Commissioning, Troubleshooting

**Education:** B.Tech.-  
Electrical Engineering,  
NIT Durgapur

**Work Experience**

**Company:** Haldia  
Petrochemicals Limited  
(Electrical Maintenance  
Assistant Manager)



**Work Experience:**  
36 months

## SHABIYA KHATOON ANSARI

**Profile Summary:** A driven and detail-oriented professional, Shabiya managed parts of the construction projects providing technical advice, supervised the staff on-site and ensured work completion as per the guidelines. She has gained experience in business development, client management and marketing strategy via live projects and internships.

**Summer Internship Company:** IPE Global Limited

**Summer Internship Project Details:** Business development:

- Prepared business pitch for South-East Asia & East Asia countries
- Assisted in bid preparation of consulting services
- Management & Operations:**
- Assisted in various documentation, reports for both internal & external clients
- Prepared operational guidelines, project data sheet & draft note on housing delivery models

**Integrated Project:** HPCL

**Key Skills :** Leadership, Team Management, Business Development, Defect Management

**Education:** B.Tech.-  
Mechanical  
Engineering, IMS  
Engineering College,  
Ghaziabad

**Work Experience**

**Company:** M/s Vijay  
Kumar Roopchandani  
(Site Engineer)



**Work Experience:**  
33 months

## SHAMBO MITRA

**Profile Summary:** Driven by his communication skills, Shambo is excellent at client relationship management. Trained in lean six sigma and agile methodologies, his team was repeatedly appreciated for consistently reporting zero functional defects. His innovation of existing tools led to process improvement. He was also involved in the recruitment process.

**Summer Internship Company:** Fourth Partner Energy Limited

**Summer Internship Project Details:**

- Identified, shortlisted and finalized vendors for Human Resources Management Software
- Identified vendors for mobile telephone corporate plans
- Drafted new mobile policy for the organization
- Strategized recruitment process with recommendations for improvement
- Explored improvement of profitability and productivity of the company using HR

**Integrated Project:** JSW Group

**Key Skills :** Client Relationship Management, Defect Management, Requirement Analysis, Team Management

**Education:** B.Tech.-  
Electronics and  
Instrumentation  
Engineering, Vellore  
Institute of Technology,  
Vellore

**Work Experience**

**Company:** Tata  
Consultancy Services  
Limited (Systems  
Engineer)





**Work Experience:**  
56 months

## SHWETA PATANKAR

**Profile Summary:** A seasoned IT professional with varied experiences in project portfolio management, incident and change management. Shweta has worked on product implementation and support for government and banking clients. She is an excellent team player and high performer, has worked with senior leadership to develop strategies for domestic food market.

**Summer Internship Company:** Nedspice Processing India Pvt Ltd

**Summer Internship Project Details:**

- Analysed the competitive landscape for Nedspice and recommended domestic market growth strategy aligned with FSSAI guidelines
- Market research to identify the target segment with high growth opportunities
- Forecast demand for sustainable raw materials and identify prospects in convenience food sector

**Integrated Project:** JSW Group

**Key Skills :** Project Management, Requirement Analysis, Team Management, Client Management

**Education:** B.E.- Electronics and Instrumentation Engineering, Shri Govindram Seksaria Institute of Technology and Science, Indore

**Work Experience**

**Company:** Wipro Ltd. (Project Engineer), Cognizant Technologies (Technical Lead)



**Work Experience:**  
42 months

## SUDHANANDA MALLICK

**Profile Summary:** Sudhananda, a business intelligence professional, has experience in enterprise-level data management, product development, distribution strategy & stakeholder management. He has worked with diverse clients across finance and insurance sector. He has been an innovator, DIY enthusiast, and practices Hindustani vocal music.

**Summer Internship Company:** Sustainable Square

**Summer Internship Project Details:**

- Developed model to calculate Scope-3 emission because of air travel.
- Improved existing process of collection, analysis of data in social impact assessment.
- Developed methods to establish correlation matrix among impact indicators, automated modules for SROI assessment.
- Adopted digital solution to enhance operational efficiency in recruitment process

**Integrated Project:** Sustainable Square

**Key Skills :** Product Development, Agile Team Management, Data Modelling, Data Visualization

**Education:** B.Tech.- Mechanical Engineering, Institute of Technical Education and Research, Bhubaneswar

**Work Experience**

**Company:** Infosys Limited (Technology Analyst), Tata Consultancy Services Limited (Systems Engineer)



**Work Experience:**  
63 months

## SUNNY KANT

**Profile Summary:** Ambitious, Knowledgeable, enthusiasm for Sust Development & dynamic experience, Sunny's ambition is to work for brands, convert their ideas into a successful ones & create a niche for himself. Has proficiency in resources optimization with exposure to resource management, monitoring, staff training, reviewing & reporting in Energy & Development sector

**Summer Internship Company:** Sustainable Square

**Summer Internship Project Details:**

- Developed product Pulse Sustainable Square, for online impact assessment & carried out Global Impact Assessment COVID-19. Identified indicators of change
- Benchmark analysis, & carried out a project to Enhance Stakeholder Management & proposed tools for Expansion Strategy in India
- Wrote regular write-ups & articles for the organization

**Integrated Project:** EY

**Key Skills :** Impact Assessment, Team Management, Stakeholder Engagement, Relationship Management

**Education:** B.E.- Electrical Engineering, Priyadarshini College of Engineering Nagpur

**Work Experience**

**Company:** Kewla Prasad Pandey & Brothers (Site Manager), District Rural Development Agency (District Manager)





**Work Experience:**  
53 months

## SURAJ SAURABH

**Profile Summary:** An ECE IIT grad, analyst with defense background, guitar & fitness enthusiast, Suraj is a versatile team player with 4+ years of experience in business development, SCO, reporting & predictive modeling. With high analytical skills, pan India work ex, he stands out at project planning, QA, resource optimization across different structures & sectors.

**Summer Internship Company:** Valluri Technology Accelerators Private Limited

**Summer Internship Project Details:**

- Conceptualizing & building Emission Inventory based AI/ML integrated SaaS for predictive air quality modelling.
- Product development (UI/UX, Validators, Tool Kits)
- Identifying sustainable data sources & analyzing data
- Cost estimation & product pricing
- Go-to-Market strategy for various stakeholders like industries, government, NGOs.

**Integrated Project:** Valluri Technology Accelerators

**Key Skills :** Business Development, Project Management, Operations Management, Data Analytics & Predictive Modeling

**Education:** B.Tech.- Electronics and Communication Engineering, IIT Guwahati

**Work Experience**

**Company:** Global Analytics India Pvt. Ltd. (Now GAIN Credit) (Analyst), Bharat Electronics Limited (Deputy Engineer)



**Work Experience:**  
71 months

## SURYAKANT TRIVEDI

**Profile Summary:** Suryakant, an SAP functional consultant, worked in diverse sectors like FMCG, automobile, & agribusiness in the area of sales and distribution, financial supply chain management & global trade services. He has substantial experience in project planning & execution, team management, and client management. He expresses his love for words via poetry.

**Summer Internship Company:** CSTEP

**Summer Internship Project Details:**

- Research and analysis of futuristic technologies in Renewable energy space
- Comprehensive Study and analysis of Energy efficiency and Renewable energy benefits
- Comprehensive study of Hydrogen production methods and application
- Preparing roadmap for FCEV Deployment in India
- Policy recommendations for seamless transition of hydrogen energy in India

**Integrated Project:** CSTEP

**Key Skills :** Project Management, Process Optimisation, Team Management, Client Management

**Education:**

B.E.- Mechanical Engineering, BIT Mesra

**Work Experience**

**Company:** IBM Global Business Services (Senior Consultant), Accenture Solutions Pvt. Ltd. (Senior Consultant)



**Work Experience:**  
37 months

## TARUNKUMAR S

**Profile Summary:** Tarun, an analyst in Communications Media and Information(CMI) domain, is an expert in Network planning and worked for a major Telecom giant. He is known for his proven ability to work effectively with clients, meeting the deadlines, and leadership skills inculcated during his stint with the firm. He is also a sports enthusiast

**Summer Internship Company:** Energyhive Renewables LLP

**Summer Internship Project Details:**

- Studied and streamlined pre-sales and sales process by integrating CRM tool with other databases.
- Cost benefit analysis of prospective technologies and scout for potential clients and dealers.
- Designed a sales pitch for a HVAC automation.
- Investigated market activity and analysed published data to design a market entry strategy in Steam technology.

**Integrated Project:** Puma Sports India Pvt. Ltd.

**Key Skills :** Team Management, Project Management, Client Management, Network Optimization

**Education:** B.E.-

Industrial Engineering, College of Engineering Guindy

**Work Experience**

**Company:** Tata Consultancy Services Ltd. (Systems Engineer)



**Work Experience:**  
41 months

## VIVEK RANJAN

**Profile Summary:** Vivek, an IT professional, has been responsible for ABAP coding while implementing SAP ERP solutions for business requirements like revenue recognition, student lifecycle management and loyalty management. He has been a member of fun activity group and emergency response team at Cognizant. He loves playing cricket, travelling and singing.

**Summer Internship Company:** CSTEP

**Summer Internship Project Details:**

- Performed data analysis of New Delhi Air Pollution using RStudio, PowerBI and Excel
- Performed data collection & data cleaning, recommended key variables, approach and analysis methods (literature survey), including the use of AI and ML techniques
- Developed models to predict particulate level pollution in New Delhi

**Integrated Project:** NTPC Limited

**Key Skills :** Project Management, Team Management, Business Research & Data Analysis, SAP ABAP, Marketing

**Education:** B.E.(Hons.)

- Computer Science Engineering, Sagar Institute of Science, Technology & Engineering, Bhopal

**Work Experience**

**Company:** QA Infotech Pvt. Ltd. (Data Digitization Trainee), Cognizant (Programmer Analyst)



**Work Experience:**  
73 months

## VRUSHALEE MAYEKAR

**Profile Summary:** Vrushalee has a Strategic vision fostered by leadership office stints & complemented by experience in Business Development & Consulting. A result-oriented 6 Sigma green belt E2E project manager with exposure in multi-functional operations & cross-sectoral businesses, she excels at Research, Planning & Stakeholder management. She remains a true thespian.

**Summer Internship Company:** Elara Capital

**Summer Internship Project Details:**

- Devised an investment strategy for Indian markets incorporating adoption of ESG Principles
- Conducted research on global financial Megatrends & their on-ground effects in Indian Markets, key players-their actions, and impact
- Formulated a framework for qualitative & quantitative financial analysis of ESG actions and their wholistic business impact

**Integrated Project:** CII

**Key Skills :** Strategic Planning & Execution, Research & Analysis, Leadership & Project Mangement, Six Sigma Certified

**Education:** B.Sc.-

Chemistry, D. G. Ruparel College, Mumbai

**Work Experience**

**Company:** T & M Consulting Services Pvt. Ltd. (Team Lead - Talent Acquisition), Accenture Solutions Pvt. Ltd. (Program & Project Management Senior Analyst)

## Contact Information

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