



Post Graduate Program in Management – ENERGY
Talent Listing - Class of 2013



Student Members, Industry Interaction & Placement Committee

Contact Details: Mr. Hari Nair, Asstt. Director, Corporate Engagement
+91-9873240680 | hari.nair@greatlakes.edu.in

Post Graduate Program in Management - Energy Talent Listing - Tejas (Class of 2013)

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MESSAGE FROM CHAIRMAN



Welcome to Great Lakes IEMR!

Great Lakes IEMR has been set up with a vision to be the leading academic and research institute in Asia for developing leadership talent and innovative solutions for the Energy sector. It is an endeavor to develop world class human resources and knowledge capital to support the rapidly growing energy sector in India and the dynamically evolving energy landscape globally.

India today is investing heavily to build core infrastructure in energy, transportation and communications to support the economic growth of the country. The growth of the sector provides opportunities for young professionals to participate at an exciting phase of transition and growth as Change Masters and to take on top leadership positions in the foreseeable future. Great Lakes IEMR's innovative and industry-backed Post-Graduate Management Programs focus on developing strong business management skills and leadership qualities coupled with an opportunity to gain specific domain knowledge in the above key areas and emerging renewable energy and sustainable development arena.

Great Lakes IEMR is not just another School of Business, but is a holistic competency building centre which will take you through a 360-Degree education system to develop you as a complete professional and a complete personality. As a graduate of this Institute, one will approach real world problems from a holistic perspective and emerge as a future leader driving change.

Our faculty, with their exceptional credentials and deep insights into the Industry, ensure an up-to-date and relevant learning experience in intellectual sphere, interfaced with emotional intelligence and social & spiritual consciousness, 3-orbits of learning as we call it. Our numerous corporate partnerships with leading firms that are offering their strong support bear testimony to the relevance of the programs, the quality of the Institute and the demand for future leadership paradigms.

It is our honour that we have been considered by the industry as the country's leading energy management school and our constant endeavor is to be at the forefront of research, knowledge and talent building for India's growing energy sector.

I thank you for associating with Great Lakes IEMR.

Dr. B.S.K. Naidu

Chairman, Great Lakes IEMR
Ph.D, D. Engg. (USA), M.Tech., B. E. (Hons), FNAE, Hon.D.WRE (USA)

Dr. B.S.K. Naidu served as the Director General of the National Power Training Institute (NPTI), Central Power Research Institute (CPRI) and Reliance Energy Ltd. (REL). His Leadership at NPTI has been made the subject of a case study on "Transformational Leadership" for MBA students and he has also been one of the models of study on Human Excellence at IIM, Ahmedabad.

Dr. Naidu was the key architect of National Perspective Plan for R&D and National Training Policy for the Power Sector. A double Doctorate in Engineering and Management, he is a Fellow of the Indian National Academy of Engineering comprising country's most distinguished engineers and scientists. He has authored over 150 publications including several books. He has won 16-individual awards (national & international), the latest being the highest honour of the American Academy of Water Resources Engg., bringing him to the clan of 30-most eminent scientists in the world.

Dr. Naidu led NPTI, CPRI & REL to 6-Institutional awards besides representing India at many International fora including his lead speech addressing the UN General Assembly and the First GEF Assembly. Dr. Naidu was also a Senior Advisor to the Advanced Engineering Associates International Inc. (AEAI) headquartered in Cambridge, Massachusetts, USA. He is an acclaimed thought leader who has a unique way of mapping management thoughts with engineering acumen. He has addressed more than 37,000 intellectuals so far, including his 70-Guest Lectures abroad, across five continents, as a transnational speaker.



MESSAGE FROM VICE CHAIRMAN

Dear Recruiters,

Thanks for your interest in the Post Graduate Program in Management (PGPM) graduates at Great Lakes IEMR, a program designed by highly experienced and relevant experts to develop managers that would become the next generation of leaders in the dynamic global energy sector.

The Energy sector globally is at an inflexion point with realization everywhere that status quo is not sustainable. In such a scenario, the lack of suitably trained and knowledgeable human capital poses a major threat to the fructification of the investments made in the sector. Given that traditional business school curricula do not address the Energy sector, we felt the need for a specialized management program tailored to the Energy sector, resulting in the development of the PGPM at Great Lakes IEMR. The PGPM is unique in its vision, content, exposure and experience and will produce the most industry-ready managers for the Energy sector in India with the knowledge and skills required to contribute meaningfully to their future employers from day one itself.

Additionally, right from its inception, Great Lakes IEMR has benefited from the support of key stakeholders such as the Ministry of Power and MNRE, regulators such as CEA and CERC and our Corporate Partners who have helped design the curriculum, participated in guest speaker sessions, hosted students at operational projects, etc. Our Corporate Partners include well known multinational and domestic firms across the spectrum of the energy industry including equipment manufacturers like Andritz and Wartsila, Utility IT companies like Ferranti and developers like Athena, Asian Genco, Navyuga, Indbharat and Clean Energy Companies like Moser Baer. This support of both Industry thought leaders and Corporates is an affirmation of the Institute's vision, relevance, timeliness and goal to be the leading leadership and management development institute for the Energy sector.

A key highlight of the Great Lakes IEMR experience is the Industry lecture series which brings in Thought Leaders, Career Role Models, Entrepreneurs and Leadership Trainers to the class, one every week to facilitate student's learning, exposure and help them understand their own interests better. By such regular interactions, participation in many industry conferences and live projects at companies, our candidates develop relevant practical knowledge and networks that would greatly contribute to their careers. They also undergo focused training on essential skill areas like financial modelling and project management.

Great Lakes IEMR PGPM candidates are passionate about the Energy sector and its future and are highly motivated to pursue impactful careers that this talent-hungry high growth sector offers. With an average pre-business school work experience of over two years and two years of highly targeted and high quality learning, they would be ready to take up challenging positions of responsibility in dynamic organizations in the Energy sector.

Mohan Lakhamraju

Vice - Chairman, Great Lakes IEMR

Mr. Mohan Lakhamraju has over 10 years of experience as an entrepreneur and private equity investor. He has been actively involved with the education sector for the past five years and his passion for quality education led to the genesis of IEMR. Most recently, Mr. Lakhamraju served as a Managing Director at Tiger Global, a global investment firm headquartered in New York, where he set up and managed their India office. Earlier, Mr. Lakhamraju was an Associate at Draper Fisher Jurvetson, a premier Venture Capital firm based in Silicon Valley, California, where he was responsible for their India investments. Prior to that, he was a founding member of Stratify, a software technology company based in Mountain View, California, which was acquired by Iron Mountain, a NYSE listed information services company. Mr. Lakhamraju received a B.Tech in Computer Science from the Indian Institute of Technology (IIT), Mumbai, an M.S. in Computer Science from the University of California, Berkeley and an MBA from Stanford University's Graduate School of Business.

MESSAGE FROM DIRECTOR



Great Lakes IEMR is an institute that combines the academic excellence of Great Lakes with the energy domain expertise of IEMR, thereby grooming leaders and managers for the energy sector. The scope covers the full spectrum of energy sector i.e. Power sector (Thermal and Hydel), Oil & Gas, Renewable Energy (solar, wind and bio-fuel), Energy Efficiency and Sustainable Development. The institute is engaged in conducting full time post graduate management programmes, short term MDPs, specialized consulting, independent research and policy advocacy. Our programs offer a mix of functional managerial skills and domain knowledge of energy sector.

Our flagship program is two years full time Post Graduate Programme in Management (PGPM) for grooming professional managers in energy sector. It is a highly demanding program suitable for experienced graduates or brilliant freshers. The program includes basic functional courses in management discipline namely financial accounting, managerial economics, marketing management, organizational behavior, business communication, quantitative analysis and operations management, project management etc. The domain knowledge includes Power (generation, transmission and distribution), Oil & Gas, Renewable energy (Solar, Wind and Bio-fuel), Energy efficiency and sustainable development. The course includes experiential learning on energy sector through summer placements, industrial visit to energy projects, interaction with practicing professionals / experts in India and abroad.

The institute provides an ambiance for learning of managerial and team skills through the concepts of self managing team and creative expression. We believe in the motto of learning with joy. The institute has highly qualified and experienced faculty both in the area of management discipline and domain knowledge experts in energy sector. We have the benefit of guidance from highly experienced advisory council. The course content is kept dynamic with inputs from industry so as to keep pace with the emerging needs of energy sector.

Great Lakes IEMR also benefits from the international collaborations of Great Lakes which include some of the best institutes in the world like Yale University, Nanyang Technical University, Stuart School of Business, University of Houston amongst others. These collaborations result in an opportunity to learn from reputed international faculty and unparalleled global exposure for students of Great Lakes IEMR.

Great Lakes IEMR also conducts management development programmes and training programmes for practicing managers, consultancy projects and research work leading to policy advocacy in energy sector. We are empanelled with Power Finance Corporation as partner training institute for capacity building programme for the power distribution utilities under RAPDRP scheme. I welcome the participants to the various programmes at Great Lakes IEMR & assure you an environment for Learning with Joy.

Prof. S.K. Palhan

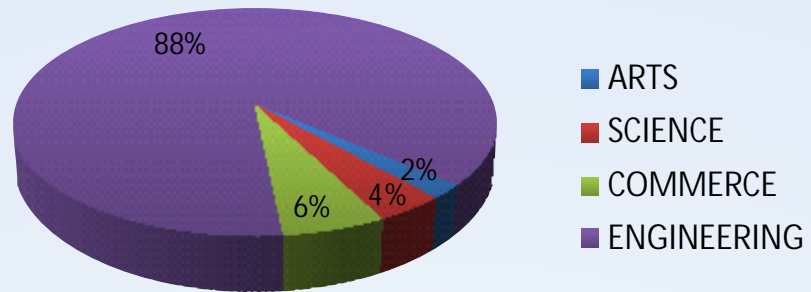
Director - Great Lakes IEMR

Prof S K Palhan was the founder Director of Sri Sringeri Sharada Institute of Management, Vasant Vihar New Delhi (1996-1999), a Management Institute based on the modern management technologies and the Indian value system. He was formerly also the Industrial Adviser (Electrical Industries) in the Ministry of industries, Government of India. Currently, Prof Palhan is an Advisor to CENJOWS (Center of joint Warfare Studies)- Ministry of Defence, President of Media 4 community Foundation. He has taught courses on production and operations management, project management, creativity, entrepreneurship, technology management, self managing teams & Business Ethics to post graduate management students..

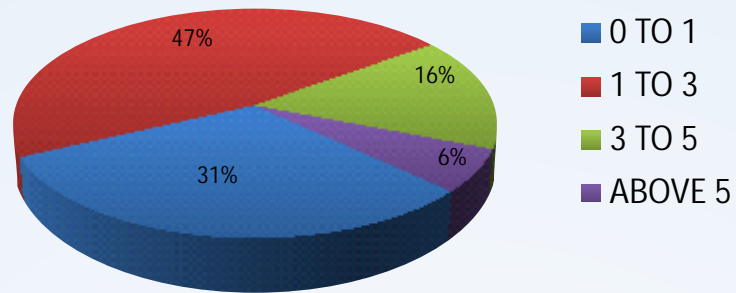
He is the author of "Managing Projects" published by New Dawn Press, Inc., USA, UK, and India; co-author of Defence Industrial Base-2025 published by CENJOWS in 2010'. Prof Palhan has conducted more than 250 programmes on self effectiveness & Team building in large number of Software Companies, banks, leading management institutes, Scientists of National Labs & Judges of Delhi courts. Prof S.K. Palhan is an electrical engineering graduate from I.I.T Kharagpur. He did his DIM & MBA from FMS Delhi University and had Advanced Training in industrial Management in the Netherlands.

TEJAS CLASS PROFILE - GLIEMR 2011-2013

EDUCATIONAL BACKGROUND



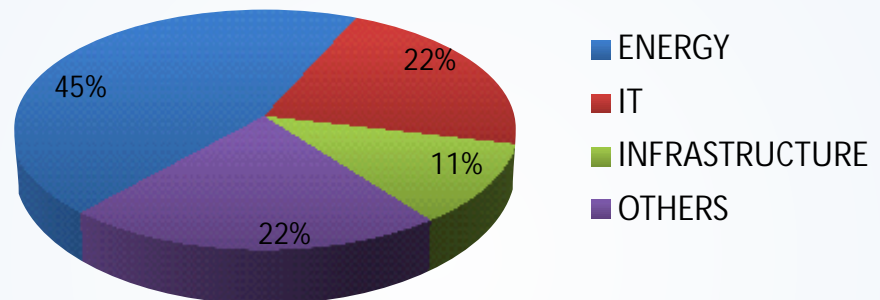
WORK EXPERIENCE-IN YEARS



69% of the total students have professional work experience

The batch represents a diverse experience in various companies like ABB, L&T power, Tata Consulting Engineers Ltd, Schlumberger Asia Services Ltd., Siemens Limited , Punj Lloyd, Empire Industrial, Unity Forges Pvt. Ltd., Google India Pvt Ltd., S&P Capital IQ, Tata Technologies Ltd, Infosys Technologies Limited, GMR Energy, KEC International Ltd., Tata Power SED, Godrej Cartini India Ltd, Wipro Technologies, ICICI Bank Ltd., Cognizant Technology Solutions, Syndicate Bank, Wipro InfoTech Ltd, Thomson Reuters, TATA Power.

WORK EXPERIENCE -BY SECTOR



56 % of the batch comes from Energy & Infrastructure sector

The batch represents a diverse pool of talent, including holders of master and professional courses/certificates, such as Financial Modeling, PMP Certificate ,Internal Quality Auditor-ISO 9001-2008, Chartered Financial Analysts (CFA), ISTQB certified tester, Enterprise Management (Certification) & Corporate Laws and Management (Diploma), Electrical Supervisor Grade B License from Electrical Inspectorate, Six Sigma Green belt certification, Auto-Cad, Pro-E, Ansys.

STUDENT ACHIEVEMENTS

Great Lakes IEMR, Gurgaon students have won several national and international competitions. The latest laurel being the first and third prizes at the Indiafrica Business Plan contest organised by Governments of India and Africa. The teams from Great Lakes came ahead of business schools like IIM A, IIM B, ISB, IIM C, IIM L, IIM K, etc and have the rare distinction of being nominated and sponsored to attend the World Economic Forum at Davos next January by the Ministry of External Affairs, GoI. Some of the key achievements have been mentioned below:

- 1st prize of US\$ 10,000 and 3rd prize of US\$ 5,000 in Indiafrica Business Venture Competition @ INDIAFRICA a shared future organized by the Ministry of External Affairs, Government of India and promoted by INDIA Future of Change, an IdeaWorks initiative.
- 1st prize of INR 1,50,000/- at "CONQUEST 12", a B-plan competition organized by BITs-Pilani in association with NEN, SEEDFUND, The Hatch & DST.
- 1st prize of INR 40000/- at 'INGEN', the flagship B-plan contest of Eximius, the Entrepreneurship Summit at IIM Bangalore.
- 1st prize in the business plan competitions conducted at IIT Delhi, IIT Chennai and IIT Roorkee, for their business plan on Solar-Fuel Cell Hybrid ahead of leading business schools such as IIM A, IIM B, IIM L, ISB, IITs, etc.
- 1st prize in the nationwide 'AI Gore Sustainable Technology Venture competition' for business plans on sustainable ventures hosted at IIFT Delhi.
- 1st prize in a case study on Crude Oil Prices organized by IIT Bhubaneswar.
- The unique distinction of bagging all three prizes ahead of other energy management schools like UPES Dehradun, RGPTI, IT-BHU, Pandit Deendayal University, NPTI, etc in "Emerson Talent Quest" the exclusive pan Indian competition among Energy Management schools and judged by Directors / CEOs from Emerson, Punj Lloyd, Indian Oil and Engineers India.
- 1st prize at Social Entrepreneurship competition organized by TERI University which saw participation from FMS, SRCC, Delhi School of Economics, TERI, etc.
- 1st prize in Amity Business Plan competition, INBUSH, a national level competition which had participation from leading business schools like IIFT, FMS, DSE, etc.
- 1st prize at MANAGEMENT PAPER PRESENTATION held at Jaipuria institute of Management.

1st prize of US\$ 10,000 and 3rd prize of US\$ 5,000 in Indiafrica Business Venture Competition



1st prize at Fifth AI Gore Sustainable Technology Venture Competition, hosted by IIFT, New Delhi



1st prize at Conquest 2012, BITs Pilani's annual B-Plan event

1st prize at INGEN, flagship event of Eximius, annual Entrepreneurship Summit organized by IIM Bangalore.



1st, 2nd, and 3rd prize at Emerson Talent Quest, exclusive competition for energy management schools across India

SUMMER PLACEMENTS SNAPSHOT - PGPM (ENERGY) CLASS OF 2013

Company	Project Topic
BPCL	A Pre-feasibility study for the bidding process for setting up a CGD network.
BPCL	Potential Assessment of premium cutting oil market
CERC	Review of power traders financial performance and margin analysis
Climate connect	A critical analysis of REC & RPO Mechanisms in India
Climate connect	Emerging Trends And Implications Of The European Union Emission Trading Scheme (EU ETS) In The Global Aviation Sector
Emerson	Develop Solar Thermal Solutions Business
Emerson	Project planning for 1x50MW Solar Thermal Power Plant & Market Research for MAC Business in STPP
Fedders Lloyd	Study of HVDS and feeder segregation project in MP
GAIL	Analysis of Competency Mapping and Skill-set requirement for project personnel in pipeline project
GAIL	Evolving Gas Markets in India and its Pricing
HPCL	"Review and analysis of Carbon footprint assessment", "Carbon footprint mitigation and energy saving opportunities" & "Manpower Assessment-Comparative study"
HPCL	Strategies to Accelerate RACER 4 Sales at Retail Outlets
HPCL	Study of Business Process of White Oil Product Pipeline
HPCL	Study the effectiveness of Vehicle Tracking System and Feasibility of On board Weighing System to reduce pilferage in Oil Sector
IFCI	Estimation and Strategy Formulation for providing factoring services in the service Industry
IMaCS	Advisory assistance in developing possible Demand Side Management (DSM) implementation framework in the state of Haryana
IMaCS	Designing Of LT Agricultural Feeders To HVDS & Cost Benefit Analysis
IMaCS	Process Optimization in "Estimation of AT&C Losses for various towns"
IMaCS	Survey on HVDS Implementation in Agricultural Feeders

Company	Project Topic
Infraline	Benchmarking Indian Solar PV Module Manufacturers & International Suppliers
Infraline	Evaluating opportunity in acquiring domestic blocks identified for auctioning
Infraline	International Experience on Promotion of Renewables and Benchmarking of REC Framework in India
IOCL	Designing of Safety Operation Training Program for IOCL Personnel & Workmen
IOCL	Market perception & suggesting marketing strategies to increase market share in HSD among Transporters
IOCL	Visibility of SERVO in Mumbai Market
L&T Power	Project Planning - 2X700 MW Rajpura Thermal Power Plant
Mercados	Detailed project report (DPR) of 1mw solar pv power project Under rec mechanism of rajasthan solar energy policy, 2011
Mercados	Developing Blueprint for Grid Integration of Variable Renewable Power in Short to Medium Term & Way forward for TN
NTPC	Cost Benefit Analysis of Hydroelectric Power vis - à - vis Thermal Power
NTPC	Feasibility and Risk Assessment for a Gas Based Power Project
NTPC	Analysis of the Structure and Dynamics of the short term electricity market in India
NTPC (NVVN)	Business Deployment Strategy for NVVN
PGCIL	A detailed study on Natural Disaster Risk Management system of Power Grid
PGCIL	A Research Study in future strategies of POWERGRID in implementing Emergency Restoration Systems
PGCIL	Comparison Study of Gas Insulated Sub-Station (GIS) .Vs. Air Insulated Sub-Station (AIS) & Emerging Trends in Power Transmission
PGCIL	Planning, Monitoring and Optimization of Project Logistics
Sterlite	Smart Grids: India Assessment Mapping
Wipro	Market analysis and study of grid code for renewable (wind and solar) in Germany, Australia and China

TALENT LISTING INDEX:

Experience- 3 years and above				
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1	P111019	Kapil Bhati	84	11
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3	P111011	G. Amara Raja	72	11
4	P111013	Gagandeep Singh	60	12
5	P111039	Rakesh Naval	60	12
6	P111036	Poonam Kumari	58	12
7	P111007	Bharat Sampath	54	13
8	P111029	N. Praveen Kumar	48	13
9	P111040	Ranjith Vaidooriam	48	13
10	P111053	Vedium Vasanth Kumar	48	14
11	P111052	Vaibhav Pal	42	14
12	P111003	Ankush Chaddha	36	14
13	P111014	Gaurav Jain	36	15
14	P111016	Jale Venkata Durga Prasad	36	15
15	P111017	Johney Cyriac	36	15
16	P111027	Mukundhan S.	36	16
17	P111032	Nitin Rawat	36	16
18	P111054	Vikas Patel	36	16
19	P111055	Vivek Aravind	36	17
Experience - Between 1 to 3 years				
20	P111043	Shailesh Sangle	35	17
21	P111005	Ateet Kumar Gaurav	35	17
22	P111004	Ashish Sharma	31	18
23	P111001	Ajith Nair	30	18
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26	P111033	P. Praveen	27	19
27	P111018	K. Srinivas	25	19
28	P111012	G. Vaibhav Kumar Reddy	24	20
29	P111051	Sweksha Lal	21	20
30	P111049	Sunil Kumar P.	21	20
31	P111031	Nimesh Bhanushali	20	21
32	P111021	Kumara Rathnam K. R.	16	21
33	P111023	M. Manoj Kannan	14	21
34	P111028	Chetan Raju	13	22
35	P111047	Shradha Sapra	12	22
Experience - Less than 1 year				
36	P111042	Saachi Singla	5	22
37	P111002	Anjali Chaturvedi	Fresher	23
38	P111025	Arvinder Singh Nagi	Fresher	23
39	P111009	C. Amritha	Fresher	23
40	P111010	Dhivya Kumar	Fresher	24
41	P111015	Gitanshu Soni	Fresher	24
42	P111022	M. Ashrith Reddy	Fresher	24
43	P111030	Nikhil Yadav	Fresher	25
44	P111034	Pankhuri Neb	Fresher	25
45	P111037	Pragya Jaiswal	Fresher	25
46	P111038	Pratik Kundu	Fresher	26
47	P111041	Ravi Kiran	Fresher	26
48	P111044	Saptharishi Manikandan M.C.	Fresher	26
49	P111050	Stuti Gandotra	Fresher	27
50	P111024	Vijay Abhilash	Fresher	27

Kapil Bhati

B.E (Electrical Engineering), SGSITS, Indore

7 years of product development experience in Smart Metering/AMI Industry (Energy & Utilities domain)

Internship : Fedders Lloyd Corporation Ltd., New Delhi

Evaluated performance assessment of ADB funded HVDS & feeder segregation projects by secondary research, project management tools & suggested Risk mitigation in contract negotiation, performance management & execution

**Work Experience:****Technical Author, Secure Meters Limited**

- Led 3-member team, managed user documentation (Victorian AMI program)
- Collaborated with Development, Marketing & Validation

Quality Analyst

- Audited projects
- Actively engaged in process improvement

Firmware Developer

- Requirement analysis, developing specifications & design documents
- Firmware development (metering products)
- Won 'Secure Team Award' for 'Best New Development Team'

Firmware Tester

- Designed & wrote test plans
- Comprehensive testing; documentation of results; firmware release
- Won 'Secure Team Award' for 'Best New Development Team'

Projects :

- Smart Metering - Cornerstone of Demand Management,
- Utility Revenue Management & Smart Grid

Languages Known: English and Hindi

Bhairaw Kumar Mandal

B. Tech (Hons) Electrical Engineering, National Institute of Technology, Jamshedpur

6 years of experience in Thermal power project design (Power sector)

Internship: Fedders Lloyd Corporation Ltd, New Delhi

Critical study of HVDS cum Feeder segregation project of MPMKVCL & and preparation of CDM benefit report of HVDS.

**Work Experience:****Project Engineer-Electrical, Tata Consulting Engineers Ltd**

- Prepared project-feasibility report, specification and contract document of 2x250MW TPP, NLC Tamilnadu & 2x125MW TPP, Barsingsar Rajasthan
- Contract Evaluations-Technical & commercial conditions and Vendor drw. & EPC contractor finalization
- Executed & maintained project management processes & disciplines in areas of: project schedule; quality, cost & risk / issue management & project co-ordination
- Developed excel-based model for cable & battery sizing for power projects saving 600 hrs/year

Projects:

- B2B marketing strategy and product pricing of back-up and off grid system
- Studied "CERC Tariff policy 2009-15" of India.

Languages Known: English and Hindi

G. Amara Raja

B.Tech (Electrical and Electronics Engineering), Dr.MGR Educational and Research Institute, Chennai

6 years of experience in handling Power Plants, Airports & Transmission projects

Internship: Emerson Process Management, Mumbai

Project Planning for 1x50MW Solar Thermal Power Plant & Market Research for Main Automation Business from 2013-22

**Work Experience:****Executive-Design & Engineering, ABB**

- Handled 5 projects worth of \$3Bn across Brazil, Bangladesh, India & China
- Prepared Bids & Proposals, coordinated projects, negotiated vendors, designed layout
- Improvements to KPIs by monitoring efficiency, utilization & on time delivery

Design Engineer & Project Engineer, L&T

- Handled over 10 projects worth of Rs. 1 bn ranging from Power Plants, Airports & Substation
- Project execution, Bids & Proposals, negotiated vendors, designed layout

Projects:

- Status of Tariff Based competitive bidding of Transmission projects and Power Trading in India
- Analysed Tata Power's presence in Power Value chain

Languages Known: English, Hindi, Telugu and Tamil

Gagandeep Singh

B.E (Metallurgical Engineering), PEC, Chandigarh
 5 Years of experience in Non Ferrous industry in Project & Operations, Logistics and Commercial

Internship: Sterlite Technologies, Noida

Smart Grid – India Assessment Mapping, exploring RAPDRP and Smart Grids initiatives in 8 states. Prepared roadmap and investment potential in Distribution sector for Sterlite.



Work Experience:

Associate Manager, Hindustan Zinc Ltd. (Vedanta Co.)

- Operation in-charge of Blast furnace operations. Team size 65.
- Expertise in Production planning, budgeting & procurement.
- Managed inventory, procurement & logistics of coal.
- Black belt in six sigma trained by Wipro-HZL.
- Increased furnace efficiency from 86 to 88%.
- Saved Rs50 million annually by reducing average cold coke consumption from 630 to 590 Kg/Mt.
- Star of the business for year 2010 for excellence and innovation at work.

Project:

- Developed excel based financial models for Solar, Thermal and Hydro power plant.

Languages Known: English, Hindi, Punjabi

Rakesh Naval

B.A (Humanities), Kurukshetra University , Haryana
 Diploma in Instrumentation, Indo Swiss, CSIO, Chandigarh
 5 years of experience in Oil & Gas sector, Upstream

Internship: IOCL, New Delhi

Market Perception for IOCL HSD among transporters & designed strategies to increase Market share. Customer survey and data analysis among transporters to gauge perception Recommendations made on including first aid kit on Retail Outlet is planned to be implemented.



Work Experience:

Field Supervisor, Schlumberger Asia Services Ltd.

- Overall planning, execution & report delivery for over 60 hydrocarbon ~\$0.5M projects with zero loss time incidents/injuries in all projects
- Independently handled operational necessities of Oil majors like Reliance, BG, Total, Occidental, Mearsk Qatar Petroleum

Service Engineer, EEL India Ltd.

- Installed packaging equipments (Packer, Truck Loader , and Conveyor Belts) for ACC, Aditya Birla, Meghalaya Cement Plant in various location spread across India
- Prepared equipment for load out for the client location

Projects:

- Design GTM strategy for solar lanterns by identifying market size, market growth, detailed segment analysis

Languages Known: English, Hindi and Punjabi

Poonam Kumari

B.E. (Electrical & Electronics Engineering), B.I.T. Mesra, Ranchi
 4 years 10 months of experience in Metering and protection system (Energy sector)

Internship: Fedders Lloyd Corp. Ltd., New Delhi

Analysis of HVDS cum Feeder Segregation of MPMKVCL with special reference to Franchisee Model.



Work Experience:

Electrical Engineer, Larsen & Toubro Ltd

- Project cost estimation of metering & protection system.
- Project coordination & project management for metering & protection business.
- Prepared vendor drawing, contract document & Integrated L&T three phase meter with Kalki software.
- Providing end to end solution for energy meter and interacting with management and contractors/ supervisors to resolve quality issues.
- Handled relationship management of clients for service delivery.

Projects:

- B2B Marketing strategy and product pricing of backup and off grid system.
- Study of Indian power sector policies and regulation in comparison of China, Brazil and Australia.

Languages Known: English and Hindi

Bharat Sampath

B.E (Mechanical Engineering), Manipal University, Manipal

4 years 5 month experience in O&G Sector in Design, planning & coordination, scheduling and execution of EPC projects on LSTK basis.

Internship: GAIL (India) Limited, New Delhi

Research project on Study of evolving natural gas markets in India and its dynamics with focus on current demand/supply scenario, LNG imports & LNG pricing



Work Experience:

Sr Engineer (Planning), Punj Lloyd Ltd.

- Preparation, Updation & Review of Progress Measuring System (PMS) & Project Overall Schedule (POS) for Various Projects.
- Coordination with EPC Department & Preparation of planning package.

Executive (Coordination), Empire Industrial Equipments

- Interaction with Customers/PMCs for providing solutions against their requirements.
- Business prospecting and bidding.
- Establishing relationships with large corporate.

Engineer-Piping, Technip India

- Responsible for the Stress analysis of Pipes, Preparation of design data sheets & design of piping supports.
- Preparation of PMS (Pipe Material Spec) & VMS (Valve Material Spec).

Projects:

- Marketing project on assessing market potential of Chinese Diesel Gensets in Indian market

Languages Known: English, Hindi and Tamil

N. Praveen Kumar

BE (Mechanical), Osmania University, Hyderabad

4 Years of experience in Industrial Sales

Internship: NTPC Vidyuth Vyapar Nigam Ltd., New Delhi

Formulation of Business Development Strategy for NVVN in Power Trading by studying & analyzing power trading concepts & business portfolio of various power traders in India.



Work Experience

Senior Engineer(Sales), Daikin Industries Limited

- Involved in sales and distribution of industrial air-conditioning products
- Sales plan, budgeting, targets vs. Achievements, reporting market acumen.
- Tendering/Bidding/Business relations with vendors/project managers/ consultants & purchasing personnel

Corporate Sales Engineer, Hitachi Appliances Incorporation

- Direct sales, interactions, presentations, negotiations.
- Purchase agreements, sale agreements & Payment terms.
- Priority setting, project execution, Commercials & project progress.
- Above the line' & 'below the line' sales activities.

Projects:

- Detailed Project report on Off-grid Solar application.

Languages Known: English, Hindi and Telugu

Ranjith Vaidooriam

B. E (Mech – Production Engineering), Anna University, Chennai

4 years of experience as a Mechanical Project Engineer in large scale projects of Minerals & Cements Industry

Internship: PGCIL, Gurgaon

Planning, Monitoring and Optimization of Project logistics in PGCIL; analyzed the root causes of the delays and formed the transportation & monitoring mechanism for an upcoming HVDC project



Work Experience:

Lead Engineer, F L Smidth Pvt. Ltd

- Minerals and cement plants erection in China & India (installed India's largest vertical roller mill)
- Site in- Charge for installation & commissioning of an entire cement plant including negotiation and contracts management with vendors, contractors and sub-contractors
- Led a maintenance team of 13 for a cement plant's O&M

Engineer Trainee, Unity Forges Pvt. Ltd.

- Responsible for production planning, Time motion study, rejects forecasting, scrap evaluation and feasibility study of parts

Projects:

- Research on India's policy in Coal and Renewable Energy sector
- Market Research on Prepaid Electricity services.

Languages Known: English, Hindi and Tamil

Vedium Vasanth Kumar

B. Tech (Electrical & Electronics), SV University, Tirupathi

4 years of experience in marketing of industrial automation products in Cement, F&B, Pharma, Power

Internship: Fedders Lloyd Corporation Limited, Delhi

Analysed the current implementation methods by performing market analysis and competitor analysis to recommend new methods of implementation and form go to market strategy to win similar projects.



Work Experience:

Executive Marketing, Siemens Limited

- Managed Sales/Marketing for Industrial Automation products
- Key responsibilities planning & monitoring, acquisition & analysis and channel management
- Sector Account Manager for F&B [2008-11] & deputed to Germany for advanced training [’10]
- Conducted market survey on industrial automation business in Pharma-2007, to find out awareness, competition analysis & formed strategy to focus the same

Projects:

- Forming a marketing strategy for solar PV plants on stadiums
- Comparison of National Solar mission with that of various states and countries
- Comparison of Electricity Policy of India with that of various countries [’11]

Languages Known: English, Hindi, Telugu and Tamil

Vaibhav Pal

Bachelor of Business Administration, Guru Gobind Singh Indraprastha University, Kalkaji

3 Years 6 months in Online Sales & Operations and Financial Research

Internship: Climate Connect, New Delhi

Evaluated & analyzed upcoming Australian carbon pricing scheme, emissions trading scheme in Europe with focus on aviation Sector & upcoming carbon trading schemes in emerging economies such as China



Work Experience:

Research Associate, Google India Pvt Ltd. & S&P Capital IQ

- Presently, developing a client base for a San-Francisco based Clean energy legal firm: "Clean tech Law Partners"
- Worked on direct-client requested projects regarding screening and providing updates relating to industry classification, Board of Directors, filings with the respective National Stock Exchange regulatory body
- Guided clients of Google Adwords to improve advertising effectiveness as part of Emails Optimization Team
- Previously, Student Co-ordinator, Industry Interaction & Placements Committee

Project:

- Evaluate and analysed Electricity Act 2003

Languages Known: Hindi and English

Ankush Chaddha

B-Tech (Electrical), Uttar Pradesh Technical University, Lucknow

3 years of experience as Project Engineer, managing project in infrastructure domain

Internship: Infraline Energy, Delhi

Evaluating opportunities in acquiring captive coal block identified for auctioning through competitive bidding, Report useful for Power, Steel, Sponge Iron and Cement Industry & published in August, 2012.



Work Experience:

Project Engineer, Gherzi Eastern Ltd

- Managed execution of project involving stages like initiating, planning, execution, monitoring & closing
- Master schedule preparation including resource schedules, execution methodologies, milestones, cash flow projections & budgets and tracking & controlling cost accruals based w.r.t budget
- Project management and compliance as per technical specification with established drawing & procedure inspections & quality checks

Projects:

- Coal policy in India at GLIEMR discussing Indian coal policy & regulatory framework
- Comparison of policies for solar energy among different countries & Indian states

Languages Known: English and Hindi

Gaurav Jain

B.E (Mechanical Engineering), CR State College of Engineering, Sonapat

CFA Level I (June 2012), CFA Institute, USA

3 years of diverse experience in Engineering services in automobile industry

Internship: BPCL, Delhi

Developed an excel-based Financial Model for City Gas Distribution business. Proposed bidding strategy and bidding numbers for select cities to BPCL



Work Experience:

PLM Consultant, Tata Technologies Ltd

- Led onsite team of 3 and coordinated offshore development team
- Analysed business requirements and provided solutions related to Product Lifecycle Management
- Managed 100% SLAs and ensured smooth transition during implementation of PLM for Tata Motors

Software Engineer, Infosys Technologies Limited

- Key resource for Catia-V5 drafting automation
- Developed a macro which helped client to save \$50K in 6 months
- Won Best Innovator Award in Infosys for application automation and Best Project Award in Infosys

Projects:

- Financial Modelling for Power projects based on domestic coal, imported coal and LNG.

Languages Known: English, Hindi

Jale Venkata Durga Prasad

BE (Chemical Engineering), R.V.R &J.C College of Engineering, Guntur(Andhra Pradesh)

3 years of experience in Environmental Services

Internship: Firstgreen Consulting Pvt Ltd, Gurgaon

Prepared bankable Detail Project Report for 1MW Solar PV project under REC principal regulations - 2010 of CERC & Rajasthan Solar Energy policy - 2011 of Government of Rajasthan.



Work Experience:

Environmental Consultant, B.S.Envi-Tech Pvt Ltd (Hyderabad)

- Prepare Terms Of Reference, Environment Impact Assessment & CDM reports for power, cement & mining
- Prepare pre-feasibility & feasibility reports, DPR's & CDM Reports
- Handled clients like Reliance power, Tata Power, Aditya Birla Group, Jaypee Group etc.

Projects:

- Business research on solar power projects
- Live project: Myanmar Hydro CDM project
- Due-diligence for 5MW Grid connected Solar Power project
- Lender's Engineer Services for 10 MW Biomass Power Project by Star wire Vidyut Power
- Performance Ratio analysis for various PV technologies for 2 solar energy centres

Languages Known: English, Hindi and Telugu

Johney Cyriac

B.E (Electrical & Electronics Engineering), Anna University, Chennai

3 year experience in Power distribution sector

Internship: Sterlite Technologies, Noida

Smart Grid India Assessment mapping & conducted comprehensive research, exploring RAPDRP and Smart Grid Initiatives undertaken in 8 states. Investment mapping & roadmap preparation, with an estimated potential of Rs 15,000 Cr for Sterlite



Work Experience:

Operations & Maintenance Engg, Kerala State Electricity Board

- Operated, inspected & maintained feeders (220-11 kV), transformers (upto 160 MVA),C&R panels & all substation equipments
- Monitored &controlled power flow as per the direction of SLDCs & issued permit to work on EHT feeders, transformers, etc.
- Handled electrical faults, blackouts & tripping, conducted tests & checked transformers, relays, etc.
- Trained in testing & overhauling of transformers, relays and other equipment.
- Completed control & relay panel wiring of 10MVA,110/11kV transformer of220kV substation and 220kV switchyard construction of 220kV Substation.

Projects:

- Analysis of policies & regulations in transmission sector

Languages Known: English, Hindi, Malayalam and Tamil

Nitin Rawat

B. TECH.(Mechanical), Amity University, Noida
 3 years of experience as Project Engineer in Oil & gas ranging PSU to leading EPC

Internship: Indian Oil Corporation Limited, Mumbai

Objective: Market perception of IOCL diesel among transporters studied preferences of Transporters in Delhi NCR & suggested marketing strategies to IOCL to increase its market share in HSD.



Work Experience:

Project Engineer, MECON Limited

- Project management, procurement, planning, coordination, scheduling of City Gas & Cross Country Pipelines Projects
- Procurement & project coordination & monitoring of gas projects.
- Preparation & evaluation of tender bids for city gas projects.
- Preparing & reviewing Engineering drawing using design software

Equipment Engineer, CINDA ENG & Construction

- Proficient in Equipment modeling and analyzing using PV Elite software.
- Overseas experience of six months in PV Elite software.

Projects:

- Hydro Power Generation" review on hydro policies in India
- Oil & Gas Transmission and Distribution Pipelines

Languages Known: English, German and Hindi

Mukundhan Subramaniam

BTech. (Mechanical Engineering), National Institute of Technology, Karnataka
 3 years of work experience with GMR Energy (Hydro) as a Hydro-mechanical design engineer

Internship: ICRA Management Consultancy Services, Hyderabad

HVDS Implementation for Agricultural Feeders for biggest Discom in Andhra Pradesh & Conducted cost-benefit analysis & prepared feasibility report of HVDS implementation of 38 feeders



Work Experience

Executive Hydro Mechanical Design Engineer, GMR Energy

- Preliminary/Tender level design of Hydro-mechanical equipment (HM), using STAAD.PRO
- Prepared 'Detailed Project Report (DPR)' related to Hydro-Mechanical works
- Preliminary Bid Evaluation', involving comparison of financial capability & general experience of all eligible bidders.

Marketing Intern, Topnet Distribution, Dubai

- Marketing dept of their fibre-optic transmission products
- Handled customer relationships & maintained customer database
- Improved sales by 25% increasing the firms brand exposure in the industry
- Cut costs by 10% in the Procurement department

Projects:

- Live project, Solar Energy Centre (SEC, MNRE) on 'Performance ratio analyses of PV modules at two distinct sites'.

Languages Known: English, Hindi and Tamil

Vikas Patel

B.E (Mechanical), A.E.C Amravati University (MS), Amravati
 3 years of experience as Deputy Manager-Systems in Automotive Industry

Internship: HPCL, Mumbai

GHG assessment & mitigation report, recommendations identified reduction of GHG emission by 12.5% and Liaised with consultants to compare manpower assessment & recommended changes to ongoing model



Work Experience:

Deputy Manager-Systems, Tata Auto Comp Systems Limited

- SAP experience in 2 end to end and 2 upgrade Projects (MM&SD).
- Led a team of 6 for redesigning inventory management process; reduced the process time to 50%.
- Led a team of 4 for system and process audit across 14 business units.
- Worked in Inter-Plant transfer and sub-contracting planning.
- Worked for projects like JIT/S-X1 (Tata Indica), business process reengineering & change management
- Vendor Management (IT and consulting); liaised with IT solution providers for internal projects.

Projects:

- Study of restructuring and unbundling of SEBs, E&P policies of India vs. World etc.

Languages Known: English and Hindi

Vivek Aravind

BE (Electrical) – Fr.C.Rodrigues Institute of Technology, Mumbai

3 years of experience in Infrastructure industry

Internship: Emerson Process Management India, Mumbai

Created collaterals to solar power developers for solar thermal plant automation and Presented overview of Solar Thermal Automation Business to solutions team also Led marketing campaign and sourced enquiries from 6 developers across India of INR 72 crore



Work Experience:

Marketing Executive, KEC International Ltd. (Cables Division)

- Generated enquiries from EPC companies, government & non-government utilities of annual INR 200 crore
- Created client proposals evaluating technical & commercial aspects of contract & suggested deviations
- Negotiated orders worth ~INR 100 crore totally & maintained collection efficiency of 90%
- Handled online reverse auctions & tender submissions to clients in energy sector totalling ~INR 50 crore

Projects:

- Analysis of Transmission Regulations & Policies entailing need for regulations in transmission
- Impact of Electricity Act 2003 on Power Sector in India

Languages Known: English, Hindi, Tamil and Marathi

TEJAS WITH 1-3 YEARS OF EXPERIENCE

Shailesh Sangle

B.E.(Mechanical), Sardar Patel College of Engineering, Mumbai

2 years 11 months of diversified experience in Product Designing in Defense services Industry and IT industry

Internship: BPCL, Mumbai

Potential assessment of premium cutting oil market. STP analysis of Primary Data gathered through Field survey. Developed promotional strategies for BPCL's semi-synthetic Lubricants



Work Experience:

Executive Project Engineer, Tata Power SED

- Lead team of 4-6 members working on project proposal & system installation
- Responsible for designing of Mechanical components & systems

Software Engineer, Geometric Limited

- Responsible for Automation Software Application development for Food & Beverage Industry

Projects:

- Power trading in India and Future Prospects - studied about power trading process, Power exchanges in India
- Policy Instruments that Drive RE - studied policy instruments used in South-Africa for promotion of RE
- Oil & Gas T&D Pipelines - studied various pipeline construction processes, Horizontal Distance Drilling & Pigging

Languages Known: English, Hindi and Marathi

Ateet Kumar Gaurav

B.E.(Mechanical), S.R.E.S College of Engineering, Pune

2 years 11 months of diversified experience in Manufacturing and Production industry

Internship: Indian Oil Corporation Limited, Mumbai

Market survey on penetration of Indian Oil lubes 'SERVO' in Mumbai Market .Recommended creation of web portal & facebook page of SERVO for brand awareness & listing outlets with good oil quality



Work Experience:

Sr. Production Executive, Godrej Cartini India Ltd

- Production planning & allocation of resources on shop floor ensuring optimum utilization of resources
- Analyzed & suggested changes to existing design of components & processes, resulting in lower rejections by 15% & increased productivity by 10%

Projects :

- Natural Gas pipelines tariff in India
- Comparison of Oil & Gas Policies in India with different countries like Nigeria, Indonesia and Philippines
- Study about Geothermal Energy and case study about Philippines and Iceland

Languages Known: English, Hindi and Marathi

Ashish Sharma

B.E (Electronics Engineering) Shivaji University, Kolhapur
 2 years 7 months of experience in installation, erection & commissioning of control instruments in cement industry.

Internship: L&T Power, Faridabad

Project Planning of 2x700 Super Critical Rajpura Thermal Power Plant. Evaluated time & cost control action plan & formed power execution strategy for successful implementation.



Work Experience:

Field Engineer, Jai Prakash Associates Ltd (JP Group):

- Erection of control systems, field Instruments, HT & LT motors for cement grinding unit, AHP facilities, HAG system. Coordinated with client, consultant & contractors.
- Commissioned 2.2 MTPA cement plant including grinding and blending machinery, solid flow feeders, HT & LT motors, VFD & Interface of DI, DO, AI, AO with distributed control system (DCS).
- Troubleshooting & calibration of different type of control systems & field Instruments

Projects:

- Business Research project on Small Wind Energy & Hybrid System.
- Project on smart grid technology (Indian and Global scenario).

Languages Known: English and Hindi

Ajith N S

B.E (Electricals and Electronics Engineering), St. Joseph's College of Engineering, Chennai
 2 years 6 months experience in development and quality assurance of Telecom projects

Internship: ICRA Management Consultancy Services (IMACS), Hyderabad

Designing of HVDS network for existing LVDS network and field survey supervision. Cost benefit analysis for redesigned HVDS network and post processing of GPS data collected.



Work Experience:

Systems Engineer, Tata Consultancy Services Ltd.:

- Certified ISTQB Quality assurance engineer and module lead of a team of 6 in quality assurance for Qwest Latis billing team
- Created automation scripts using QTP for repetitively occurring scenarios which was executed successfully leading to various Clients and Internal Appreciations.
- Mentorship of trainees on Quality assurance

Projects:

- Smart Metering, Demand Side Management & Smart Grids: to bring out the essentials of demand side management and the way forward for smart grids in India.
- Transmission policies and reforms: analysing transmission regulations, analysis of loopholes in current regime and the road ahead.

Languages Known: English, Malayalam, Tamil and Hindi

Sharath Babu N R

B.Tech (Mining Engineering), National Institute of Technology, Surathkal, Karnataka
 2 years 6 months of experience in planning and quality management of mining operations

Internship: Codeland Info solution Pvt Ltd, Bangalore

Study the "Effectiveness of Vehicle Tracking System and feasibility of On board Weighing System to reduce pilferage in Downstream POL Transporting Tank Trucks"



Work Experience:

Assistant Mines Manager, ERM Group

- Planning & Operation –Production Planning & cost estimation of daily operations
- Inventory & Quality control-Ensure Inventory of Ore & monitor quality of Production
- Logistics Management & Safety - Co-Ordinate and ensure safety in logistics operations
- Assisted the company in devising solution for streamlining transportation of Mining Trucks and saving 3 Crores annually

CO Founder, Codeland Info solution Pvt Ltd, Bangalore

- Engaged in Company setup
- Demand assessment for GPS Tracking devices in Mining Industry

Project:

- Study of regulations and analysis of bidding criteria pertaining to City Gas Distribution in India

Languages Known: English, Hindi, and Kannada

Bolisetty Kiran Kumar

BE (Electronics and communications engineering), Sathyabama University, Chennai
2 years 3 months experience in development and testing (manual and automation) in telecom domain

Internship: Wipro Technologies, Bangalore

Market analysis and study of grid code for renewable (Wind and solar) in Germany, Australia and China based on secondary data.



Work Experience :

Sr. Software Developer, Wipro Technologies.

- Managed SMT, feature giving Fitjitsu's FW4100 core network device capability to handle 8 users at once.
- Led Access management giving FW4100 ability to smartly handle user access.
- Manual sanity test automation, this helped in reducing sanity time by 40% and also helped in saving cost by releasing a dedicated resource.
- Team awarded "Mesh" award for excellent performance.

Projects:

- Comparative study of policies & regulations of CERC, Rajasthan, Bihar, Haryana, Gujarat and Punjab
- Primary research to find if battery powered auto service will be accepted by Gurgaon residents

Languages Known: English, Hindi, Telugu and Tamil

P. Praveen

B.E.(Electronics & Instrumentation Engg.), Velammal Engineering College, Madurai
2 years 3 months of diversified experience in operations of IT industry as well as banking

Internship: ImaCS, Hyderabad

Analyzed the feasibility of implementing HVDS system in the agricultural feeders and the possible chances for improvement in current system and prepared models for future usage before stepping in such projects.



Work Experience:

Officer, ICICI Bank Ltd.

- Responsible for PAN India NEFT operations
- Responsible for implementing methods in reconciliation of critical accounts
- Introduced sophisticated methods of effectively trapping fraudulent transactions saving 10 Lakhs per annum

Web Research Exec, Mobius Knowledge Services Pvt. Ltd.

- Designed innovative ways of attribution collection and modelling
- Worked for global retail clients on Model Creations
- Successfully led a team in critical project, finally bagging couple of high net worth projects for my employer

Projects :

- Business Project on "Loan availability for sustainable projects"
- Analyzed the Policies and Regulations prevailing in Power Sector.

Languages Known: English, Telugu, Tamil and Hindi.

K Srinivas N Singh

B.E (Electronics and Communications Engineering), Sathyabama University, Chennai
Certified ISTQB Tester; Six Sigma Green Belt trained from KPMG;
2 years 1 month of experience in Testing, IT Services

Internship: ICRA Management Consulting Services, Hyderabad

Optimized 'Estimation of AT&C losses' using DMAIC methodology; Created robust reusable models for specific DISCOMs; Reduced turnaround time by 50%; improved resource utilization by 25%



Work Experience:

Programmer Analyst, Cognizant Technology Solutions

- Responsible for periodic reports(DSR,WSR,MSR)
- Core member, Managed Test Centre (Core-Flex model) initiative for Torus
- Cognizant2.0 activities-effort tracking, raising invoices and internal audit
- Cognizant Certified Professional in Waterfall testing, Agile testing and Guide Wire Claim Centre
- Associate of the Month 2010 (October) and Associate of the Quarter 2011 for Testing Services

Projects:

- Analysis: Challenges faced in SCM of Oil & Gas Sector
- Analysis: Restructuring Power sector of India- Needs & Issues
- REC, RPO, framework and implementation mechanism
- Implementing MSW in India, analysis of Okhla Municipal Solid Waste plant

Languages Known: English, Hindi, Telugu and Tamil

G. Vaibhav Kumar Reddy

B.Tech (Mechanical Engineering), Sri Venkateswara University, Tirupati
 2 years of experience in Project Management and Business Development

Internship: GAIL (India) Limited, Noida

Analysis of Competency Mapping and Skill-set requirement of Pipeline Project personnel. Recommendations have been accepted by General Manager (Projects) and are being implemented.



Work Experience:

IFFCO Kisan SEZ Limited: Engineer (Mechanical)

- Project planning and scheduling including construction and route survey coordination of 10 MGD water pipeline project to supply water to the project site.
- Organized workshops and Responsible for liaison aspects and getting approvals from Government organizations for the project
- Involved in Contracts and Purchase department for issuing orders & negotiating with contractors.

Projects:

- Comparison and Analysis of Policies and Regulations of Oil & Gas Sector of different countries.

Languages Known: English, Hindi ,Tamil and Telugu

Sweksha Lal

B.E. (Electrical & Electronics Engineering), Rajiv Gandhi Technical University, Bhopal
 1 year 9 months of experience in Banking and IT Sector

Internship: ImaCS (ICRA Consulting), Hyderabad

Design & cost benefit analysis of HVDS network for agricultural feeders of power distribution company and Data processing of ~1000 distribution transformers, map generation of existing LT & HT lines & bill of material for proposed HVDS networks



Work Experience:

Assistant Manager, Syndicate Bank

- Increased business to ~190 Crores (deposits grew by 55% in 1.5 years) through networking & building new client relationships for SME, corporate & individual customers
- Expertise in customer management, relations & negotiations

Programmer Analyst Trainee, Cognizant Technology Solutions

- Completed entry level training in Dot-Net Domain

Projects:

- National Tariff Policy including multi-year tariff framework, concepts of ABT, issues in tariff pricing for renewable energy.
- “Open access in transmission and distribution sector”
- Student Coordinator, Industry Interaction & Placement Committee
- Member, Student Council

Languages Known: English, Hindi

Sunil Kumar. P

B.E (Mechanical), Koneru Lakshmaiah College of Engineering, Vaddeswaram
 1 year 9 months of experience in Larsen & Toubro Ltd.(Power domain)

Internship: Sterlite Technologies, Smart Grid: India Assessment Mapping, Noida

Research and exploring RAPDRP & Smart Grid Initiatives and in depth analysis of investment possibilities & roadmap of Sterlite Technologies in Transmission and Distribution Sector in states of Andhra Pradesh and Orissa.



Work Experience:

Service Engineer, Larsen & Toubro

- Managed Operations & Maintenance works of Vijayawada Thermal Power Station
- Led team of 4 Trainees for erection of bearings, shafts, Mills, Boiler accessories, etc
- Represented Larsen &Toubro as service Engineer in Commissioning of Sugar Plant applications

Projects:

- Academic project on Smart Metering
- Comparison of National Power policy with that of Japan, South Korea & UK
- Project on “Financial Modelling” of coal and gas based Power Projects from Pristine.
- Comparison of Indian National Solar Policy in different states and nations
- Oil and Gas Policy Frame work: Brazil, UK, Angola, Nigeria

Languages Known: English, Telugu and Hindi

Nimesh Bhanushali

B.E (Electronics & Tele-Communication), Lokmanya Tilak College of Engineering, Mumbai
1 year and 8 months of experience in production/quality at manufacturing company and IT sector

Internship: NTPC Ltd- Badarpur Thermal Plant, New Delhi

Feasibility and risk assessment of gas based power project which aimed to map viability of gas based power plant in Karnataka, possible locations, financial feasibility, tariff estimations & issues involved.



Work Experience:

Production/Quality Engineer, Technovinyl Polymers India Ltd

- Managed daily production schedules & quality standards for products.
- Assisted company operations during Quality audit towards ISO 9001:2008 re- certification.
- Improved production process resulting in reduced scraps.

Wipro InfoTech Ltd (Client: BT, UK): Project Engineer (LAN/WAN Diagnostics)

- Maintained LAN networks of the BT customers proactively.
- Resolving network faults within stipulated time frame thereby focusing on customer satisfaction.

Projects:

- Analysis of Power Trading in India & future prospects.
- Policy Instruments that Drive Renewable Energy with focus on REC & RPO in India.

Languages Known: English, Hindi and Gujarati.

Kumara Rathnam K R

B.Tech (ECE), Vellore Institute of Technology, Vellore
1 year 4 months of experience as Research Analyst

Internship: CERC, New Delhi

Analyzed relevance of existing short term power trading margin to mitigate risk, financial performance of power trader; quantified risks of power traders, Surveyed power traders and identified to-do's for CERC



Work Experience:

Associate Research Analyst, Thomson Reuters

- Analyze/extract information from patents & classify based on innovation
- Assigning appropriate descriptors & write informative summaries based on profiles & guidelines
- Patent search, error & warning correction of patent documents in line with editorial policies & conventions

Projects:

- Surveying Techniques tools and techniques used in Oil & Gas exploration
- Outstanding Achievement Award, 2012 at GLIEMR, Gurgaon
- Runners-Up: Spark IB quiz at Delhi School of Economics ('11)
- Runners-Up: National Finals Adzap, CREST at GLIEMR ('11)
- Finalists, Antaraaya, at IFMR Business Fest, Abhyudaya ('12)

Languages Known: English, Hindi and Tamil

M. Manoj Kannan

B.E (Electrical & Electronics), Anna University, Chennai
PG Diploma (Power T&D), National Power Training Institute, Nagpur
1 year and 2 months experience in Power Industry (Transmission projects)

Internship: Power Grid Corporation of India Limited, Gurgaon

Project on "Comparison Study of Gas Insulated & Air Insulated Sub-Station & Emerging Trends in Power Transmission".
Developed Cost Analysis Model to find viability of AIS & GIS projects (765/400 kV & 400/220 kV).



Work Experience:

Executive Engineer, TATA Power

- Planning & execution of Extra High Voltage Cable, Transmission Line & Gas Insulated Switchgear Project's (11 kV, 33 kV, 145 kV & 245 kV)
- Engineering, Procurement of Materials & Progress Report in co-ordination with various departments.
- Monitoring and tracking cash flow & capitalization details through Enterprise Resource Planning.
- Project on "I/O mapping of Boiler Binary Control System" at Tata Power Trombay station for multi fuel fired 500MW.

Project:

- Project on coal policy in India, discussing Indian coal policy and regulatory framework

Languages Known: English, Hindi and Tamil

Chetan Raju N

B.E (Computer Science Engineering) , Kshatriya College of Engineering-JNTU, Hyderabad
1 year and 1 months of experience in software programming in IT industry.

Internship: Indian Oil Corporation Limited, Mumbai

Designed Operational Safety Training Program for IOCL personnel and workmen at Oil Terminal. Analysis of cognitive operational structure. Responsible for co-coordinating all India lubes conference



Work Experience

System Engineer, Wipro Technologies

- Responsible for coding in Java SE 6 version & HTML on Microsoft Azzure Project on cloud computing.
- Got shifted to SAP CCF department for a period of 4-months in a pilot batch, which also incorporated SQL, in which our team was core squad data analysts in relational database management systems.
- Responsible for co-ordinating the entire Wipro Techno-Cultural fest in Hyderabad.

Projects

- Business strategy: Examining ,compiling SWOT, Porters 5 forces analysis, exploring strategy options, to develop a new strategy for Sterlite industries
- Benefits of smart grid in India& barriers to its implementation

Languages Known: English, Hindi, Telugu and Tamil

Shradha Sapra

B.E. (Hons.) - Chemical Engineering, UICET, Chandigarh

1 year of experience as Business Development manager in the merchandising sector.

Internship: Bharat Petroleum Corporation Limited, New Delhi

“Prefeasibility Study for the Bidding process for setting up a City Gas Distribution (CGD) Network” which involved understanding the PNGRB regulations, demand estimation, network design, financial feasibility assessment, incorporating everything into a comprehensive financial model, and finally recommending a bidding strategy to the company.



Work Experience:

Business Development Manager, Madfish (Triumph Corp.)

- Market research for feasibility of customized t-shirts for youth & understand customer preferences
- Designed product in collaboration with fashion designers
- Laid down operational processes for raw-material procurement, production & distribution
- Hired workers at Indian Red Cross Society to get customized jute carry-bags manufactured to order
- Liaising with retailers to reach end consumers,
- Designed campaigns for media channels such as Internet, Newspapers, FM radio, etc.

Projects:

- “Terms and Conditions for recognition and issuance of REC’s”:
- “Marketing strategy for Solar Lanterns“

Languages Known: Hindi, English and Punjabi

TEJAS WITH LESS THAN 1 YEAR OF EXPERIENCE

Saachi Singla

B.E. (Chemical Engineering); University Institute of Chemical Engineering & Technology, Chandigarh

Internship: AF Mercados EMI, Gurgaon

Developing a Blueprint for grid integration of variable renewable power for TN; Forecasting generation trend; analysing cost implications of using balancing reserves; suggesting a suitable policy



Projects:

- Co-authored Discussion paper on Solar Rooftop Technology for Sun Power Corporation.
- Worked on live project for MNRE on policy for Solar RPO and REC and for IFC on Evaluation of RECs and providing an outlook for REC market.
- Presented a paper on “Green Buildings: Roadmap to Energy Efficient and Sustainable India” in ICEI (2012) organized by PDPU, Gandhinagar.
- Prepared a presentation on Energy Efficiency Portfolio Obligation for Gujarat.
- Developed Financial Model for Solar PV Power Projects.
- Industry Lecture Coordinator, Main Co-ordinator for Renewable Energy Club
- Co-ordinator of Energy Encore Event in CREST 1.0

Languages Known: English, Hindi and Punjabi

Anjali Chaturvedi

B.Tech (Biomedical Engineering), Vellore Institute Of Technology, Vellore

Internship: NTPC Vidyut Vyapar Nigam Ltd., New Delhi

Research project - "Analysis of the Structure and Dynamics of Short Term Electricity Market and the Viability of Banking of Power as an Effective Mechanism of Power Trading in India"



Projects :

- Analysis on "Benefits of Smart Grids in India and Barriers to its implementation"
- Project titled "Comparative Study Of Power Trading Policies & Regulation's In India And Abroad"
- Research project "Oddball paradigm based neuro-technology as an Index of Deception", IIT Madras
- Paper presentation "Solar Decade 2011-2020" in SOLARIS 2012, IIT BHU Varanasi
- Organizer- Ad Zap(marketing event), Crest 1.1 - 2011, GLIEMR
- Coordinator - Riviera 2010; GraVitas 2009, VIT University
- Member – Branding and Admissions Team, GLIEMR
- Actively participated -5th CSR Donors and Doers Conference held on 8th and 9th of Dec 2011

Languages Known: English, Hindi and German

Arvinder Singh Nagi

B.E (Electrical Engineering), Seth Jai Prakash Mukund Lal Institute of Technology, Radaur

Internship: Power Grid Corporation Of India Ltd, Gurgaon

Study the Natural Disaster Risk Management System of Power Grid & Brought out the weaknesses in the disaster management plan of PGCIL



Projects:

- Basics of Nuclear Energy and comparison of India with France
- Biomass based energy generation: Policy & regulations of Indian states as well as India in comparison with Brazil, USA, Germany, Norway and Sweden'
- Comparison of Indian Power Policies and Regulations with Australia, China & Brazil.
- Business Research Project on "Factors Affecting Choice of Restaurants"
- Event Coordinator, "Ad -Zap crest 1.1" a marketing contest held at GLIEMR in 2011
- Member, organizing Committee for college fests & organized cultural events in college.
- Awarded Social Service Certificate by Help Age India for creating awareness.

Languages Known: English, Hindi and Punjabi

Amritha Chandramouli

B.E (Electronics & Communication Engineering), Anna University, Chennai

Internship: Sterlite Technologies Ltd, Noida

'Smart Grid-India Assessment Mapping'. Estimated a potential of INR 15, 000 Cr with total market potential of INR 50, 000Cr. for the distribution sector for the next decade



Projects:

- Conducted In-depth analysis on 'Global Hydropower Development & way forward for India'
- Policies & Regulations in the Global Nuclear Industry'
- Comprehensive business research on 'Effect of current government incentives on the future of the Small Hydropower industry'
- Open access in transmission & distribution sector', analyzed current scenario
- Designed complete marketing plan for a startup consulting firm offering energy consulting services
- Developed market strategy, Sai Sudhir Infrastructures Ltd, one of the fastest growing infrastructure companies, for a 10 year window
- Trained at Bharath electronics limited (BEL), Chennai
- Trained at TVS electronics Ltd. Chennai

Languages Known: English, Hindi, Tamil

Dhivya Kumar

B.E(Electrical & Electronics Engineering),Anna University, Chennai

Internship: Hindustan Petroleum Corporation Limited, Chennai

Project Undertaken: Strategies to promote RACER 4 sales at Retail Outlets, identified problems curbing sales from Retail outlets, surveyed 500+ bike users in Chennai using SPSS & devised marketing strategies



Projects:

- Geo political scenario of Oil & Gas business
- Perform Achieve Trade mechanism of Renewable Energy development
- Impact of Internet on Service Quality of Banking Sector
- Demand Side Management & Smart Grids
- Coordinator - Hostel, Transport & Canteen Club
- Lead Coordinator (Report Publications), Renewable Energy Club

Languages Known: English, Hindi, Tamil and Malayalam

Gitanshu Soni

BSc. Honors (Polymer Sciences); Delhi University, Delhi

Diploma (Corporate Laws & Management) Indian Law Institute, Delhi

Internship: IOCL, Mumbai

Designed a safety training program for IOCL personnel and workmen using adult learning & VAK principles, to be implemented in IOCL's 75 Nodal Training Centres on All India Basis.



Projects:

- Primary Market Research for Gurusons Communication Pvt. Ltd interviewing about 100 corporate firms to understand the demand and consumer behaviour in video conferencing segment
- Primary Business Research to understand market for energy portal
- Policies and Incentives for Bio fuels, comparing India with ROW
- Student coordinator, Branding & Admission Committee at GLIEMR, branding institute & handling admission queries for batch of 2014.
- Member, Core Organizing Committee of Crest 1.1, 1st B school fest of budget INR 140,000 GLIEMR
- Member of National Service Scheme organizing Blood Donation Camps, Free Heart Check Ups & environment awareness campaigns

Languages Known: English and Hindi

M Ashrith Reddy

B.Tech (Electronics and Communications Engineering), JNTU, Hyderabad

Internship: CERC, New Delhi

Analysis of international experience and strategies adopted for promotion of Renewable Energy; Review of the regulatory framework for REC in UK, Australia and USA & develop benchmarking parameters



Projects:

- Financial modelling of tariff calculations for Gas based & Solar power projects
- Analysis on regulatory framework for Hydropower and Oil & Gas across various countries
- Tested results & significance with SPSS to check awareness of BEE labels & its understandings among consumers and distributors.
- Assessing the market potential for Chinese diesel generators in India
- Project on concept of green building & rating organizations in India
- Core Committee Coordinator- Industrial Visit Committee; Core Member, Technomist 09
- Runner up, Nexus State Challengers Cricket Tourney 2008-09

Languages Known: English, Hindi and Telugu

Nikhil Yadav

B.Tech (Biotechnology), IIT Guwahati

Internship: ICRA Management Consultancy Services, Gurgaon

Development of possible Demand Side Management implementation framework for a north Indian state. Assessed financial health of Discoms & analysed state of existing Energy Efficiency and DSM activities.



Projects:

- Understanding REC, RPO framework and implementation mechanism in Indian context.
- City Gas Distribution in India – Comparative study of policies & regulations vis-à-vis developed & developing markets and analysis of bidding rounds
- Prepared Integrated Financial Models in Excel for power projects and Equity Valuation.
- Data Analytics Project under Mu Sigma - Hands-on knowledge of applying statistical modelling concepts to solve business problems using analysis tools like SAS, Excel and SQL
- Winner at “Conquest”, BITS Pilani’s annual start-up challenge and entrepreneurship conclave
- Participated in State level Under-14 and Under-17 basketball tournaments.

Languages Known: English, Hindi and Punjabi

Pankhuri Neb

Post Graduate (Chemistry), Silver medallist, Rani Durgawati university, Jabalpur (M.P.)

Internship: Regent Climate Connect Knowledge Pvt. Limited, New Delhi

Critically analyzed the REC and RPO market in India. Attended Business meetings & worked with “Business development team”. Worked on the CDM market. Mainly worked as a “MARKETING INTERN”.



Projects:

- Presented on 'Solar Energy Policies' with emphasis on state & country wise (Germany, Spain & Italy) comparison, 'CDM' discussing its' various steps, world scenario and Indian scenario, “LNG value chain”, at GLIEMR.
- Designed a marketing plan for “Setting up of Solar PV's in stadiums”.
- Presented on 'Training & Development in MARUTI UDYOG LIMITED' as a part of Human resource management (HRM) final project at Great Lakes IEMR.
- Member of Magazine, Blogs & Website Team, renewable energy club at GLIEMR.
- Certificate of participation for Financial Modelling in Excel conducted by Pristine at Great Lakes IEMR.

Languages Known: English, Hindi and Punjabi

Pragya Jaiswal

BBM (Finance), Scholarship Holder; Bangalore University, Bangalore

Internship: NTPC Ltd, Badarpur

Cost Benefit Analysis of Hydroelectric Power vis-à-vis Thermal power; comparing the two on the basis of CER earning potential, cost of power generation and through various case analysis.



Projects:

- Report on 'CERC Regulations, 2010', 'Wind Policies & Regulations in India' and Electricity Policies & Regulations in India and comparison with Algeria, Australia, UK & USA'.
- Project on 'Oil & Gas Exploration, Production and EOR'.
- Presented on 'Training & Development in Schlumberger' at Great Lakes IEMR.
- Report on 'Solar Dual LED-PRPV2011'.
- Certificate of participation for Financial Modelling in Excel.
- Certifications in Advanced Excel, MS Access, Tally, British English Preliminary & Vantage.
- Member, Academics & Library Team at Great Lakes IEMR.
- Associated with Svaraj - Society for voluntary action revitalization, Bangalore.

Languages Known: English and Hindi

Pratik Kundu

B Com. (Cost and Works Accountancy), University of Pune

Internship: HPCL, Mumbai

Worked under Pipeline Project division of HPCL and developed an excel-based model for tariff calculation of product pipeline in accordance with PNGRB Act, 2006



Projects:

- Waste to Energy (MSW): Understand implementation process, technologies, complexities & problems. Co-authored Case study of Okhla MSW plant and detailed recommendations to implement in India
- Marketing strategy for Solar Lanterns: Design GTM strategy for solar lanterns by identifying market size, market growth, detailed segment analysis
- Tariff determination for Coal based Power plant: Excel model for tariff calculation & scenario analysis.
- Terms & conditions for recognition & issuance of RECs: Understand REC, RPO, framework & implementation
- Member, core committee, Crest 1.1
- Student coordinator, Branding & Admission Committee at GLIEMR

Languages Known: English, Bengali and Hindi

Ravi Kiran P

B.Tech. (Mechanical Engineering), Vellore Institute of Technology University, Vellore

Internship: IFCI Ltd, New Delhi

Estimating service industry potential for factoring receivables & testing compatibility; Financial appraisal in accordance to credit policy norms; Analysing issues & formulating mitigation strategy to eliminate risks



Projects:

- Project at Solar Energy Centre- branch of MNRE on Performance Ratio analysis for various Photo Voltaic technologies for 2 sites under Dr. O.S.Sastry, Director, SEC
- Presented at International Solar Conference 'SOLARIS 2012' on JNNISM- Objectives, impacts, issues & recommendations
- Business Research Project on Client Investment Decision between Coal Thermal & Solar PV based generation
- Academic project on Indian Solar Sector, analysis of current strategy, policies and future of industry
- Core Committee Member & Organizer, CREST 1.1, maiden Management fest of GLIEMR
- Coordinator, Renewable Energy Club
- Administrator, Indian Energy Sector- a Facebook news page

Languages Known: English, Hindi and Telugu

Saptharishi Manikandan MC

BE (Electronics & Communication Engineering), DCE, Anna University, Chennai

Internship: PGCIL, Gurgaon

An internal project for assessing the strategic locations for placing the ERS across the country estimating the financial and economic benefits of an ERS and designing a SOP for its implementation



Projects:

- Live Project for Association of Power Producers (APP) to analyze captive coal blocks, ports capacity, cost and feasibility of imported & domestic coal
- Live Project for World Bank to analyses reforms of various countries with special reference to unbundling of power sector
- Award winner for securing only centum in the department for innovative project during Graduation
- Achieved Dual Placement in Cognizant Technology Solutions and 'Syntel Incorporation' during graduation
- Cleared SSB interview in Bangalore under UES Scheme (S02290706)
- President: Led a two day National Level Technical Symposium
- Organizer for CREST-1.1 & Member of Branding and Public Relations committee of Great lakes IEMR

Languages Known: English, Hindi, and Tamil

Stuti Gandotra

B.Tech (Electronics & Instrumentation Engineering), University Rank 12th, ITM Gurgaon

Internship: Infraline Energy, New Delhi

Benchmarking of Indian Solar PV manufacturers & International Suppliers by determining the various techno-commercial parameters for competitive analysis of thin film & crystalline PV manufacturers.



Projects:

- Status of Tariff Based Competitive bidding of Transmission projects in India
- Power Trading Scenario in India
- Policies that drive Renewable Energy
- Geo Politics involved in Solar PV
- Company Analysis of TATA Power
- BEC Vantage level Certificate from Cambridge University('09)
- Coordinator for Cultural Festival "CREST" at GLIEMR
- Founder Member of, 'YUKTI-A carving difference you can feel' an NGO
- Skating: 2nd place, State level, Haryana Roller Skating Championship, Represented Faridabad District ('05) and Participated in National Roller Skating Championship ('05,04,03)
- Hockey: 2nd place, State level, Haryana Roller Hockey Championship, Represented Faridabad District ('05)

Languages: Hindi, English, Punjabi and French

Vijay Abhilash. M

B.E (Electronics & Communication Engg), MKCE Anna University, Coimbatore

Internship: Indian Oil Corporation Limited , Mumbai

Analyzed the visibility and penetration of IOCL lube SERVO in Mumbai market & developed suitable strategies to improve the penetration



Projects:

- Overview of LNG, GLIEMR , Briefing various operations & processes in India comparing globally
- Participated in ADZAP event in CREST 1.0 at GLIEMR
- Report on 'Proposal for setting-up of solar PV plant on roof top of stadiums' at GLIEMR
- Project on 'Comparison of Indian National Solar Policy with that of different states and different countries' at GLIEMR.
- Project on 'Clean Development Mechanism [CDM]' at GLIEMR
- Participated in Paper Presentation in CONFLUENZ at SCIT in Pune
- Best Team Award, Skill scaler ('10), PSNA College
- 2nd rank, Inter-college BULATS score.
- ISTE member

Languages Known: English and Tamil

**"The internet is a trillion-dollar economy and energy is a 6-trillion-dollar economy
- it could be the largest economic opportunity of the 21st century."**

John Doerr

Partner, Kleiner Perkins

one of Silicon Valley's most successful venture capitalists
who launched Apple, Sun, Amazon and Google

Award Winning Dr. Bala V. Balachandar LEED Platinum-rated Green Campus at Chennai



Great Lakes Institute of Energy Management and Research

Gurgaon Campus: Great Lakes IEMR, 815, Udyog Vihar Phase V, Behind Trident Hotel, Gurgaon, Haryana 122016. Ph: +91 124 4934000. Fax: +91 124 4934001.

Great Lakes Chennai Campus: East Coast Road, Manamai Village, Tamil Nadu - 603 102. Ph: +91 44 3080 9000. Fax: +91 44 3080 9001.

Website : <http://greatlakes.edu.in/gurgaon/>

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