ALUMNI ASSOCIATION
VADODARA CHAPTER

Members *Directory*

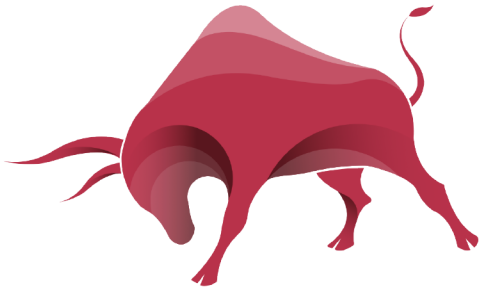
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61 MEMBERS
FY 2026-27
29-Sep-2026

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India 3rd Floor, Building C, Nilamber Corporate Park, Vasna-Gotri Road, Vadodara 390007, Gujarat · +91 77779 31350

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RAJ AJMERA

Bearing Manufacturing · Automotive Components · Finance & Strategy

Partner, Excellent Engineering Corporation, Vadodara

In bearing manufacturing since 2006

ABOUT ME

I am a partner in Excellent Engineering Corporation, which manufactures thrust, clutch release, kingpin and roller thrust bearings for the automotive industry. Before joining in 2006 I worked in equity research at Morgan Stanley and in consulting at Accenture, after an industrial engineering degree at Purdue and an MBA at Vanderbilt.

IIMA / PAN IIM ASSOCIATION

The Negotiations Skills Clinic — IIM Ahmedabad, August 2013.

EDUCATION & CREDENTIALS

MBA (Finance and Marketing) — Vanderbilt University, Owen Graduate School of Management, 2002–04.

B.S. (Industrial Engineering) — Purdue University, 1995–99.

CURRENT ROLE

Partner — Excellent Engineering Corporation, Vadodara.

Manufacture of thrust ball, clutch release, kingpin, cylindrical roller thrust, thrust roller and needle roller thrust bearings.

CAREER PATH

Morgan Stanley — Equity Research Analyst | Jul 2004 – Dec 2005

Accenture — Senior Consultant | Jan 1999 – May 2002

AREAS OF EXPERTISE

Bearing manufacturing · Automotive components · Negotiation · Strategic planning · Management consulting · Business strategy · Equity research

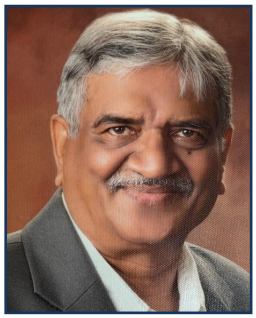
BEYOND WORK

Languages: English, Hindi, Gujarati

WHAT I BRING TO THE CHAPTER

A manufacturer's view of automotive bearings, with earlier experience in equity research and management consulting.

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DEVENDRA R. AMIN

Corporate Strategy · Petrochemicals · Communications & Branding

Board Member, Aakruti Promotions and Media Ltd.

45+ years across petrochemicals, corporate planning and brand leadership

ABOUT ME

I spent roughly two and a half decades at Indian Petrochemicals Corporation Ltd., working across marketing, project identification, corporate planning, investor relations and communications, and later led corporate communications and brand at the Adani Group. My work sits at the meeting point of business strategy, capital markets and corporate identity.

IIMA / PAN IIM ASSOCIATION

Post Graduate Programme in Management (PGP) — IIM Ahmedabad, 1981.

EDUCATION & CREDENTIALS

Diploma in Petrochemicals Economics and Marketing — College of Petroleum Studies, Oxford, 1986.

CURRENT ROLE

Board Member — Aakruti Promotions and Media Ltd.

CAREER PATH

Adani Group — Head of Corporate Communications & Media Relations, later Chief Brand Officer | from 2006

Indian Petrochemicals Corporation Ltd. (IPCL) | 1981–2006

AREAS OF EXPERTISE

Corporate planning · Strategic marketing · Petrochemicals · Communications & media relations · Branding · Investor relations · Public offerings · Government liaison

SELECTED WORK

- Established India's first dedicated petrochemicals databank, and coordinated IPCL's corporate identity work including logo development and the debenture-issue campaign.
- Core member of the Gandhar Task Force for the proposed mega petrochemical complex and port at Dahej.
- Designed IPCL's website in 1992 — content, navigation and corporate history — when corporate websites were still in their infancy.
- Contributed to IPCL's IPO offer document and coordinated issue promotion, advertising and investor meetings across India; later coordinated the Follow-on Public Offer.
- As Executive Assistant to the Chairman and Chief Communication Officer, set up the data room and coordinated disclosure during the Government of India's disinvestment of IPCL.
- At Adani, handled communications around two major public offerings (port and power) and played a key role in the rebranding of the Group.

INSTITUTIONAL & COMMUNITY

- Member — Government of India's Oil, Soaps and Detergents Working Group.
- Served on the Petrochemicals Working Groups for the Sixth and Seventh Five-Year Plans, with responsibility for detergent intermediates.

WHAT I BRING TO THE CHAPTER

Deep institutional experience where business strategy, petrochemicals, corporate communications, investor relations and large-scale corporate transformation meet.

↑ INDEX



AMIT ANAND

Real Estate Development · Entrepreneurship · Technology

Co-Founder & Developer, Great Spaces Realty, Vadodara

In technology and real estate since 2000, in India and the USA

ABOUT ME

I am a real estate developer and business leader. I began in technology, working on transformation programmes in India and the USA, and moved into real estate, where my work covers land acquisition, deal structuring, product conceptualisation, sales, operations and project execution. I now build Great Spaces Realty in Vadodara.

IIMA / PAN IIM ASSOCIATION

MBA — IIM Ahmedabad, 2010–11.

EDUCATION & CREDENTIALS

B.E. (Mechanical Engineering) — Punjab Technical University, 1996–2000.

CURRENT ROLE

Co-Founder & Developer — Great Spaces Realty, Vadodara.

Residential real estate development, with an emphasis on design, customer experience and wellness.

CAREER PATH

Real estate — residential and commercial development, land acquisition, deal structuring, product development, sales, operations and project delivery | 15+ years

Technology — business and technology transformation programmes for large organisations in India and the USA | 10 years

SELECTED WORK

- Involved in the conceptualisation and delivery of more than 4.5 million sq. ft. of residential and commercial real estate across several markets.
- Worked on land acquisition, joint ventures and development structures, bringing different stakeholders together on a single scheme.
- Built and expanded real estate operations in new markets, developing teams and business ecosystems from the ground up.
- Earlier in his career, worked on large-scale technology programmes at Fortune 100 corporations in the USA.

AREAS OF EXPERTISE

Real estate development · Land acquisition · Joint ventures & development structures · Deal structuring · Business strategy · Product & customer experience · Sales and operations · Project delivery · Technology · Artificial intelligence

BEYOND WORK

Formula 1 · Cricket · Long drives · Nature · Following developments in technology and AI

WHAT I BRING TO THE CHAPTER

A cross-industry perspective from engineering, technology and corporate programmes, now applied to building a real estate development business, and an interest in exchanging ideas on entrepreneurship and emerging business models.

↑ INDEX



ABHISHEK BALDUVA

Corporate Finance · Equity & Debt Raising · Governance

Chief Financial Officer, Sunshine Global Group of Hospitals

Chartered Accountant · Over two decades in finance and strategic leadership

> *"The hardest part of scaling a company isn't finding capital — it's becoming the kind of organisation that capital wants to find."*

ABOUT ME

I am a Chartered Accountant and have spent fourteen years building the finance and strategy function at Sunshine Global Hospitals, taking a founder-led healthcare business through two institutional equity rounds and an investor exit. My work spans capital raising, turnaround and the governance infrastructure that makes a private company institutionally credible.

IIMA / PAN IIM ASSOCIATION

Executive Education: Senior Leaders Programme (Leadership, Strategy & Business Management) — IIM Ahmedabad.

EDUCATION & CREDENTIALS

Chartered Accountant — The Institute of Chartered Accountants of India, 2000–04.

MBA — ICFAI University.

B.Com. (Hons.) — St. Xavier's College (Autonomous), Kolkata, 1997–2000.

CURRENT ROLE

Chief Financial Officer — Sunshine Global Group of Hospitals, Vadodara, since May 2012.

Leads a team of 30+ across finance, strategy, accounts, treasury, legal, governance, technology and risk.

CAREER PATH

An Usha Martin Group company — DGM, Finance & Investment | Apr 2010 – Apr 2012

Dewanchand Ramsaran Industries Pvt. Ltd. — Manager, Finance & Accounts | Dec 2008 – Apr 2010

Birla Insurance Advisory Services Ltd. (Aditya Birla Group) — Deputy Manager, Finance & Accounts | Dec 2005 – Nov 2008

SELECTED WORK

- Led two institutional equity transactions raising over Rs. 2,200 million in aggregate — structuring the investment memorandum, valuation, due diligence and the SPA and SHA through to close — and later structured a full investor exit.
- Steered the company from acute crisis to healthy earnings, delivering a full balance sheet turnaround and an uplift in enterprise valuation.
- Built the governance infrastructure institutional investors expect — ERP, ESG initiatives and internal audit — sustaining a nil statutory audit qualification record every year.
- At Usha Martin, led financial modelling and fundraising for real estate development projects and achieved financial closure through structured debt, helping secure a CRISIL Real Estate Star Rating for the platform.
- Led the restructuring of a US$43 million debt facility, working directly with financial institutions and advisers through to resolution.

AREAS OF EXPERTISE

Corporate finance · Equity and debt raising · Financial modelling · Investor relations · IPO readiness · Turnaround & restructuring · Internal controls & governance · ERP implementation · ESG

BEYOND WORK

Languages: English, Hindi, Bengali, Marwari

WHAT I BRING TO THE CHAPTER

A CFO's view of raising institutional capital, turning a business around and building the governance spine that makes a private company investable.

↑ INDEX



DEVINDER SINGH BAMRAH

Mechanical Design · Digital Manufacturing · Innovation & R&D

Transformation Project Manager — Innovation & Technology R&D, Siemens Energy

Two decades in design engineering across automotive, metals and energy

ABOUT ME

I am a mechanical design engineer and have worked across the automotive, metals and energy sectors, latterly at Siemens Energy. My work covers design and analysis using CAD/CAM and finite element tools, with a strong grounding in manufacturing process and digital manufacturing.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme (Business Administration and Management) — IIM Ahmedabad, Oct 2023 – Nov 2024.

EDUCATION & CREDENTIALS

M.Tech. (Mechanical Engineering, Design) — Birla Institute of Technology and Science, Pilani, 2018–20.

Postgraduate Certificate in Digital Manufacturing and Smart Factory — Indian Institute of Science, Bangalore, 2021–22.

B.E. (Mechanical Engineering) — Sardar Patel University, 1998–2002.

Chartered Engineer.

CURRENT ROLE

Transformation Project Manager — Innovation & Technology R&D, Siemens Energy, since May 2005.

CAREER PATH

Inductotherm Heating & Welding Ltd. — Design Engineer | 2004–05

Banco Products India Ltd. — Executive Engineer | 2002–04

SELECTED WORK

- Named inventor on a patent for a double seated valve arrangement for fluid power equipment.
- Named inventor on a patent for a casing arrangement for fluid power equipment.
- Completed an M.Tech. at BITS Pilani and a postgraduate certificate at IISc Bangalore alongside full-time work at Siemens Energy.

AREAS OF EXPERTISE

Mechanical design engineering · CAD/CAM (Autodesk Inventor, Siemens NX) · Finite element analysis (NX Nastran) · Manufacturing process · Digital manufacturing · Design & analysis problem solving

WHAT I BRING TO THE CHAPTER

Hands-on mechanical design and analysis experience across three industries, and a working view of digital manufacturing and how R&D translates into production.

↑ INDEX



KSHITIJ BANKER

Media & Branding · Public Engagement · Broadcasting

Chief Public Engagement Officer, Parul University | Founder, imagine.this

Two decades across radio, television, branding and public engagement

ABOUT ME

I spent thirteen years as a breakfast show host on Radio Mirchi in Vadodara and a further three hosting breakfast radio in New Jersey and New York. I now lead national outreach and brand positioning for Parul University, and run imagine.this, a creative strategy, branding and video production agency.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme (Business Administration and Management) — IIM Ahmedabad, Apr 2025 – Apr 2026.

EDUCATION & CREDENTIALS

M.A. (English Language and Literature) — Sardar Patel University, Vallabh Vidyanagar, 2004–06.

P.G. Diploma in Human Resources Management — The Maharaja Sayajirao University of Baroda, 2006–07.

B.A. (English) — St. Xavier's College, Gujarat University, 2001–04.

CURRENT ROLE

Chief Public Engagement Officer — Parul University, since Feb 2026; national outreach, brand positioning and industry engagement, and mentoring media students.

Founder — imagine.this, since May 2025; creative strategy, branding and video production.

AREAS OF EXPERTISE

Brand strategy · Media & communications · Digital and online media · Video production · Public engagement · Live hosting & voice work · Mentoring communicators

BEYOND WORK

Languages: English, Hindi, Gujarati

CAREER PATH

Encoraa ESG — Media Director | Oct 2024 – Dec 2025

Mirchi, New Jersey — Radio Jockey, breakfast show for New Jersey and New York | Apr 2021 – Aug 2024

K B Activations — brand activation and growth | Jan 2020 – May 2025

Radio Mirchi, Vadodara — Radio Jockey, breakfast show host | Jan 2007 – Jan 2020

DD Girnar, Doordarshan Kendra Ahmedabad — television host, Filmy Sargam | 2015–19

The Maharaja Sayajirao University of Baroda — Visiting Professor | 2014–19

SELECTED WORK

- Hosted breakfast radio on Radio Mirchi in Vadodara for thirteen years, and for Mirchi's New Jersey and New York audience for a further three.
- Created 'Vatt Thi Gujarati', a movement promoting Gujarati language, music and identity.
- TEDx speaker on three occasions.
- Hosted Filmy Sargam, a weekly Bollywood music programme on DD Girnar.
- As Media Director at Encoraa ESG, led communication and content strategy on sustainability and climate work for audiences, partners and policymakers.
- Taught as a visiting professor at The Maharaja Sayajirao University of Baroda for five years.

WHAT I BRING TO THE CHAPTER

Two decades of building audiences and brand narratives across radio, television and digital, and practical experience of public engagement and live hosting at scale.

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SUBRATA CHOUDHURY

Technology Leadership · Product & Engineering · Founder

Founder, building a B2B ordering platform

In technology since 2001

> *"Technology becomes meaningful when it makes people's work better."*

ABOUT ME

I have spent most of my working life around technology, but what has always interested me more is the problem behind it. That has taken me from teaching and hands-on software development to architecture, product thinking and engineering leadership, and now to building something of my own.

IIMA / PAN IIM ASSOCIATION

IIM Ahmedabad alumnus.

EDUCATION & CREDENTIALS

M.E. (Computers).

B.E. (Computers).

Higher Diploma in Software Engineering.

PMP · ITIL · Six Sigma Black Belt.

CURRENT ROLE

Founder — a private B2B ordering platform for suppliers, distributors and wholesalers who work with known customers and repeat orders.

Preparing the first MVP release in the US and India in late 2026.

AREAS OF EXPERTISE

Software engineering · Solution architecture · Data systems · SaaS · Cloud platforms · Product strategy · Engineering leadership · Product research · Design thinking · AI-enabled workflows

CAREER PATH

Qualifacts — after its acquisition of InSync; technology due diligence and integration | 2021–25

InSync Healthcare Solutions — Manager, Database; Software Development Manager; Director of Software Development; Senior Director of Engineering | 2012–21

Intivia Informatics — Database Developer | 2011

Coral — Senior Developer | 2007

Aptech — Technology Faculty | 2001

SELECTED WORK

- Joined InSync Healthcare Solutions when the India team had 13 people, and later led engineering as the India organisation grew beyond 500.
- Worked across technology due diligence, architecture, security, documentation, demos and buyer discussions through InSync's acquisition by Qualifacts, and stayed on through integration.
- Led product roadmaps, architecture, software delivery and engineering practices on complex enterprise healthcare systems.
- Now building a B2B ordering platform around a problem found through direct research.

WHAT I BRING TO THE CHAPTER

Twenty-five years from software development to engineering leadership, including growing an India engineering organisation from 13 people to over 500 and taking it through an acquisition.

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DEBABRATA DEB

Packaging · Industrial Marketing · Innovation & Teaching

Retired | formerly visiting faculty, Indian Institute of Packaging

A career from 1973 across lighting, computing, aluminium, steel and packaging

> *"Research is life, innovation is the life blood. Research and innovation mean survival, growth and profitability."*

ABOUT ME

I began my career in 1973 at Philips, bringing illumination science to highways, stadiums, ports, airports, steel plants and mines. After IIMA I moved through packaging at Metal Box, computing at HCL, aluminium foils at India Foils and structural steel at Ispat Profiles, before returning to packaging in Gujarat and Delhi NCR. I took early retirement in 2007 and spent twelve years consulting, researching and teaching.

IIMA / PAN IIM ASSOCIATION

Post Graduate Diploma in Management (PGDM) — IIM Ahmedabad, 1978–80.

EDUCATION & CREDENTIALS

B.Tech. — Indian Institute of Technology Delhi.

NSTS Scholar.

CURRENT ROLE

Fully retired from assignments since 2023, and still reading and learning across a wide range of subjects.

SELECTED WORK

- At Philips, took illumination science to highways, stadiums, ports, airports, steel plants and mines across India in the early years of the field.
- At HCL, brought computing to the IITs, nuclear and agricultural research and satellite imaging as India entered the computing era.
- Demonstrated an Industry 4.0 compliant dummy production line at an exhibition, built in 72 hours — the project he names as his proudest.
- Developed a comprehensive course on innovation for MBA students, linking innovation theory to his own career.

CAREER PATH

Consulting, market research, MBA teaching and career counselling; leading visiting faculty at the Indian Institute of Packaging | 2007–19

Paharpur Industries, Delhi NCR — packaging division

Jairam Bhai Patel Group, Gujarat — packaging

Ispat Profiles — strategy for structural solutions in projects | four years

India Foils — aluminium foils for export and domestic markets

HCL Computers — computing solutions across research, education and industry

Metal Box — packaging

Philips — Industrial Marketing, lighting systems and automation | 1973–78

AREAS OF EXPERTISE

Packaging design & innovation · Industrial marketing · Innovation management · Market research · Teaching & curriculum design · Career counselling · Theory of Constraints · Industry 4.0

WHAT I BRING TO THE CHAPTER

Five decades across six industries and a teacher's view of innovation — how research, ecosystems and world-class quality decide whether a business survives. I am glad to keep learning, and to pass on what I have learned.

↑ INDEX



CHETAN DEDHIA

Real Estate Development · Industrial Projects · Turnkey Development & Execution

Managing Partner, Othello Developers | Managing Director, Othello Projects Pvt. Ltd.

35+ years in real estate and industrial projects

ABOUT ME

I am a chemical engineer and business professional with over 35 years across industrial projects, real estate development and project execution. In real estate my work runs from concept and design coordination through procurement, construction and commissioning; in industrial projects our group works both as engineering and project management partner and as turnkey developer and contractor.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme — IIM Ahmedabad, 2004.

EDUCATION & CREDENTIALS

B.E. (Chemical Engineering) — Jadavpur University, Kolkata.

Post Graduate Diploma in Business Management — Symbiosis Institute of Business Management, Pune.

CURRENT ROLE

Managing Partner — Othello Developers, Vadodara; residential and commercial real estate development.

Managing Director — Othello Projects Pvt. Ltd., Vadodara; project development, engineering, project management and turnkey execution across civil, MEP, ELV and fire services.

Executive Director — Pratham Group, Vadodara. Director — Dhendai Tea and Industries Ltd., Kolkata.

Currently managing projects of approximately Rs. 800 crore across Mumbai and Vadodara, and a pharmaceutical formulation facility at Silvassa.

CAREER PATH

Industrial projects and engineering — project development, engineering, procurement, execution and turnkey contracting

Real estate development — residential and commercial development, design management, construction and project delivery

Sun Pharmaceutical Industries Ltd., Vadodara — early career | three years

Alfa Laval, Pune — early career | five years

SELECTED WORK

- Led and participated in the conceptualisation, engineering and execution of residential, commercial, industrial and hospitality projects.
- Developed an integrated approach to project delivery across civil, MEP, ELV, fire services, procurement, project management and execution.
- Worked on both client-managed projects and turnkey assignments, integrating engineering, commercial and execution responsibilities.
- Introduced engineering-led features in real estate projects, including terrace gardens, temperature-controlled swimming pools, long-life exterior protection and personal EV charging.
- Currently on complex brownfield hospitality, commercial, pharmaceutical and residential projects, with a focus on design coordination, constructability and value engineering.

AREAS OF EXPERTISE

Real estate development · Industrial projects · Turnkey development & execution · Project management · Value engineering · Design management · Civil & MEP coordination · Procurement · Contract management · Brownfield redevelopment

INSTITUTIONAL & COMMUNITY

- Rotary International since 2012; Past President, Rotary Club of Baroda Sayajinagari, and Assistant Governor, RI District 3060.
- Major Donor Level 2 to The Rotary Foundation; works on Global Grants, International Service, Youth Service and Rotary Means Business.

WHAT I BRING TO THE CHAPTER

Over 35 years across engineering, industrial projects and real estate, with particular strength in value engineering, multidisciplinary project delivery and solving complex execution problems, both on our own developments and on client projects.

↑ INDEX



ASHISH DESAI

Cloud & ERP Technology Consultant

CEO & Founder, DesaiTech BizSol Pvt. Ltd. / Desai Tech Solutions, Vadodara

20+ years in IT and technology leadership

ABOUT ME

I am an IT and cloud technology entrepreneur and the founder of DesaiTech BizSol Pvt. Ltd. in Vadodara. I work with businesses on cloud adoption, ERP implementation, productivity tooling, cybersecurity and digital transformation, with a focus on practical, business-aligned technology for MSMEs.

IIMA / PAN IIM ASSOCIATION

Management Development Programme (MDP) — IIM Ahmedabad, 2010.

CURRENT ROLE

CEO & Founder — DesaiTech BizSol Pvt. Ltd. / Desai Tech Solutions, Vadodara.

Authorised Google, Zoho and Microsoft cloud partner.

AREAS OF EXPERTISE

Google Workspace & Cloud · Microsoft 365 · Zoho · ERPNext / Frappe · Web development · IT consulting · Cybersecurity · Backup & recovery · Digital transformation

SELECTED WORK

- Products and platforms: ERPNext, Frappe, Google Workspace, Microsoft Cloud, Zoho, web platforms, hosting and IT security.
- Services: web development and hosting, SEO, social media optimisation, digital marketing, IT security audit, cloud consulting and managed support.

INSTITUTIONAL & COMMUNITY

- Member — BNI Jupiter Chapter, Surat South.

WHAT I BRING TO THE CHAPTER

A hands-on perspective on cloud transformation, ERP adoption and cybersecurity for MSMEs, and practical technology enablement for member businesses.

↑ INDEX



SHIVAM GANDHI

Instrumentation & Control · EPCM Projects · Engineering Design

Discipline Lead (Instrumentation and Control), L&T Technology Services, Vadodara

In instrumentation and control engineering since 2018

ABOUT ME

I lead the instrumentation and control discipline on projects across specialty chemicals, petrochemicals, green hydrogen and green ammonia at L&T Technology Services, covering engineering and design deliverables along with the associated procurement.

IIMA / PAN IIM ASSOCIATION

Accelerated General Management Programme (Blended Learning) — IIM Ahmedabad, Mar 2024 – Apr 2025.

EDUCATION & CREDENTIALS

B.Tech. (Instrumentation and Control Engineering) — Dharmsinh Desai University, 2014–18.

St. Joseph E.T. High School, Bilimora.

Certifications: PwC US — Management Consulting; Goldman Sachs — Risk; McKinsey.org Forward Program; BCG — Strategy Consulting.

CURRENT ROLE

Discipline Lead, Instrumentation and Control — L&T Technology Services, Vadodara.

Leads the discipline on an EPCM project: engineering and design deliverables, and procurement activity, reporting to the Global Head — Electrical and Instrumentation.

CAREER PATH

L&T Technology Services — Associate Engineer, Engineer, Senior Engineer, then Discipline Lead | Jul 2018 – Present

L&T Technology Services — Council Member, Youth Advisory Board to the COO | Jul 2023 – Aug 2025

SELECTED WORK

- PE and PP catalyst project for LyondellBasell, USA and Germany.
- Syngas project for HYCO1, USA.
- Petrochemical project for HMEL Organic Private Limited, India.
- Isopropyl alcohol project, Kingdom of Saudi Arabia.
- Electric-vehicle battery specialty chemical project for GFCL EV, India.
- Car paint specialty chemical project for Covestro, India.
- Green ammonia plant for Casale, Norway.

AREAS OF EXPERTISE

Engineering deliverables · Proposal management · Technology licensing · EPCM strategy · Techno-commercial evaluation · Petrochemicals · Chemicals · Syngas · Green hydrogen · Green ammonia · Modularisation

INSTITUTIONAL & COMMUNITY

- Member — IIMA Alumni Association, Vadodara Chapter.
- Internal recognition at L&T Technology Services: STELLAR — Individual Excellence, and Star of the Month.

BEYOND WORK

Photography · Reading · Music

WHAT I BRING TO THE CHAPTER

Process-technology depth and international project leadership across petrochemicals, specialty chemicals, hydrogen, syngas and green ammonia, with engineering management experience and an interest in cross-industry collaboration.

↑ INDEX



COLONEL MILIND S. GOGATE

Telecommunications · Human Resources · Army Veteran

HR and Organisation Development Consultant | Adjunct Faculty, ITM University

Colonel (retd.) · Thirty years with the Indian Army in telecom, command and administration

ABOUT ME

I spent thirty years with the Indian Army in administrative, managerial, technical and operational roles, much of it in military telecommunications. I now consult on HR and organisation development with NGOs and teach management as adjunct faculty.

IIMA / PAN IIM ASSOCIATION

Armed Forces Programme — IIM Ahmedabad, Oct 2017 – Mar 2018.

EDUCATION & CREDENTIALS

M.Sc. (Applied Physics) — The M.S. University of Baroda.

MBA (HR Core) — Symbiosis International University, 2013–15.

Diploma in Digital Communication & Networking, and Diploma in Project Management — C-DAC.

Advanced Data Processing (SAP).

CURRENT ROLE

HR and Organisation Development Consultant with NGOs, for over two years.

Adjunct Faculty for management subjects — ITM University.

CAREER PATH

Indian Army — to Colonel; command, telecommunications, training and administration | thirty years

AREAS OF EXPERTISE

Military and enterprise telecommunications · Network architecture & QoS · Human resources & employee lifecycle · Organisation development · Public finance & budgeting · Procurement · Training & instruction · Project management

SELECTED WORK

- As Chief Telecom Officer for the North-East region, designed and relocated the communications node architecture for the Headquarters of the Assam Rifles, a multiservice network carrying multimedia traffic.
- Led a pilot converting an Army unit to a fully automated paperless operation with all administrative functions on a web interface, and took the unit to 100% IT literacy across trades and educational backgrounds.
- Managed telecommunications operations and planning across Line of Control sectors in Jammu & Kashmir, deserts, mountains and jungles.
- Administrative head of a training establishment of around 5,000 recruits, and instructor at the Military College of Telecom Engineering, Mhow.
- Trained with the Black Cat Commandos (NSG) for counter-terrorist operations, specialising in counter-hijack, and worked with special forces from other countries.
- Handled public finances, budgeting and audits, and procurement across administrative and telecommunications equipment.

BEYOND WORK

Hockey, volleyball and basketball · Golf, badminton and squash · Photography · Indian classical and instrumental music · Reading

WHAT I BRING TO THE CHAPTER

Three decades of command experience in telecommunications, HR and large-scale administration, and a consultant's interest in organisation development.

↑ INDEX



GAURAV GOLCHHA

Real Estate · Business Strategy · Operations

Partner, Survi Group

In business since 2013, across aluminium, trading and real estate

ABOUT ME

I am a partner at Survi Group, working in real estate development. I began in aluminium manufacturing in Nepal and held a directorial role at Golchha International in Delhi before moving into real estate in Vadodara.

IIMA / PAN IIM ASSOCIATION

Executive Education Programme in Real Estate Development Leadership — IIM Ahmedabad, Jan–Apr 2025.

EDUCATION & CREDENTIALS

B.E. (Hons.), Chemical — Birla Institute of Technology and Science, Pilani Dubai, 2005–09.

Mayo College, Ajmer.

CURRENT ROLE

Partner — Survi Group, Vadodara, since May 2017; real estate development.

CAREER PATH

Golchha International Co. Pvt. Ltd., Delhi — Director | 2015–17

Kbsam Aluminium Ind. Pvt. Ltd., Nepal — Director | 2013–15

SELECTED WORK

- Partner at Survi Group since 2017, with responsibility for strategic leadership and operations.
- Held a directorial role at Golchha International Co. Pvt. Ltd. in Delhi.
- Director of an aluminium manufacturing business in Nepal early in his career.

AREAS OF EXPERTISE

Real estate development · Business strategy · Operations · Leadership · Team building

WHAT I BRING TO THE CHAPTER

A working view of real estate development in Vadodara, and experience of running businesses across manufacturing and trading in India and Nepal.

↑ INDEX



BHARAT GUPTA

Business Leadership · Manufacturing & Supply Chain · Lean Transformation

Leads the India business, Virginia Transformer Corporation

Over two decades across energy, automotive, industrial and precision engineering

ABOUT ME

I lead the India business for Virginia Transformer Corporation and support its global supply chain and customers. I have held leadership roles across the energy, automotive, industrial and precision engineering sectors, and my engineering base keeps me close to the processes I set out to review and refine.

IIMA / PAN IIM ASSOCIATION

Senior Leadership Programme (SLP) — IIM Ahmedabad, 2017.

EDUCATION & CREDENTIALS

B.Tech. — Delhi College of Engineering.

MBA.

Postgraduate Diploma in International Business Operations.

Black Belt, Lean Six Sigma; TPM; certified coach for Value Stream Mapping and Hoshin Kanri.

CURRENT ROLE

Leads the India business for Virginia Transformer Corporation, a US-based multinational, and supports global supply chain and customers.

CAREER PATH

Varel Energy Solutions — Executive Director, India business: manufacturing plants, technology centre and operations locations

Weatherford — Executive Director, India business

SELECTED WORK

- Recognised by Schaeffler Germany for setting up a lean-based manufacturing plant in India for ball bearings and large-sized bearings.
- Published articles and case studies on lean implementation in international journals.
- Drives enterprise-level change management, mapping and re-engineering business processes to improve the value stream and the order-to-cash cycle.

AREAS OF EXPERTISE

Business development · Mergers & acquisitions · Business process re-engineering · Enterprise transformation & change management · ERP implementation · Manufacturing · Supply chain · Technology transfer · Business excellence · Product costing · Financial planning · Team building

INSTITUTIONAL & COMMUNITY

- Fellow member — Institute of Directors, and the Institution of Engineers.
- Member — Delhi Management Association.
- Associated with QCFI, ACMA and CII centres of excellence; jury member at CII events.

WHAT I BRING TO THE CHAPTER

Experience of running multinational businesses in India end to end, and practical depth in lean manufacturing, business transformation and building teams through change.

↑ INDEX



RAJIV GUPTA

Defence & Infrastructure · Projects · Governance

General Manager — Admin & Corporate Coordination, KEP Project, GMDC

Career in naval engineering and strategic infrastructure from 1993

ABOUT ME

My career spans defence, engineering and infrastructure, covering large multi-agency projects, administration, security and HR transformation, and government regulatory compliance including fire safety and audits. It has run from warship design and naval engineering to the planning, budgeting and audit of strategic infrastructure.

IIMA / PAN IIM ASSOCIATION

Armed Forces Programme (AFP), Batch of 2025 — IIM Ahmedabad.

EDUCATION & CREDENTIALS

PGDBA (Management) — Jamnalal Bajaj Institute of Management Studies.

PGDBA (HRD) — Symbiosis (SCDL), Pune.

M.E. (Marine Engineering) — Pune University, with Distinction.

Advance Marine Engineering Course — IAT, Pune.

B.E. (Production Engineering) — REC Tiruchirappalli.

CURRENT ROLE

General Manager — Admin & Corporate Coordination, KEP Project, Gujarat Mineral Development Corporation (GMDC).

CAREER PATH

Director (Planning), Project Varsha, and Director (Budget & Audits) | 2022–26

Deputy Director (HR & Material Management), Ship Repair Yard | 2019–22

Deputy Director — Infrastructure Development | 2012–19

Project Implementation & Monitoring Team Lead, Project Varsha | 2009–12

Head — Engineering Division, Naval Dockyard Visakhapatnam | 2007–09

Indian Naval Maintenance, Warship Design Directorate and Naval Engineering College | 1993–2007

SELECTED WORK

- Led a strategic infrastructure project of Rs. 4,000 Cr+ involving multiple agencies.
- Handled land acquisition of approximately 5,000 acres, liaising with central, state and forest authorities for clearances.
- Led design and approvals for high-security strategic defence facilities with BARC and central government agencies, including CFEES integration for fire, explosive and environment safety.
- Administered a workforce of 1,000+ covering recruitment and industrial relations; earlier 800+ across engineering repair units with zero industrial accidents.
- Implemented the SPARSH pension portal and the GeM procurement platform, and established a family welfare centre and safety protocols for women employees.

AREAS OF EXPERTISE

Governance · Risk & compliance · Operations management · Programme management · Regulatory compliance · Infrastructure development · Material management · HR & administration

INSTITUTIONAL & COMMUNITY

- Chief of Naval Staff Commendation; Institution of Engineers (India) Gold Medal for an innovative shock absorber design; IDQCC Trophy for best practices.
- Served in the Warship Design Directorate for Delhi-class ships, and as an instructor at Naval Engineering College.

WHAT I BRING TO THE CHAPTER

Experience of delivering large multi-agency infrastructure under government scrutiny, and of governance, audit, regulatory compliance and workforce administration at scale.

↑ INDEX



TARUN HATHILA

Programme & Risk Management · Controllership · Process Excellence

Programme and Risk Management, Amazon

In programme, risk and finance management since 2011

ABOUT ME

I work in programme and risk management at Amazon, on transportation controllership, audit and controls across regions. Before that I was in process excellence, cost control and project management with the RPG Group in EPC, manufacturing and power distribution, and I co-founded an online education start-up.

IIMA / PAN IIM ASSOCIATION

Post Graduate Diploma in Management (PGDM) — IIM Ahmedabad, 2010–12.

EDUCATION & CREDENTIALS

B.Tech. (Electrical Engineering) — Indian Institute of Technology Roorkee, 2006–10.

PRINCE2 certified in project management.

Lean Six Sigma Green Belt.

Baroda High School, Vadodara.

CURRENT ROLE

Programme and Risk Management — Amazon, since 2022; risk assessment frameworks and dive-deep audits on controls across worldwide third-party transportation spend.

CAREER PATH

Amazon — Project Management, Programme Management, Finance Management, then Programme and Risk Management | Feb 2016 – Present

RPG Group — process excellence and cost reduction, manufacturing cost control, project management | Jun 2012 – Feb 2016

Otis Education Consultancy Limited — Co-founder | Jun 2011 – Jun 2012

SELECTED WORK

- Led a team of 30+ for third-party transportation controllership across North America, Europe, India, Australia and MENA, partnering with procurement, finance and carrier management.
- Built an automated overpayment dive-deep using Python and SQL, saving more than 2,000 person-hours a year and standardising variance analysis.
- As Manager III for transportation controllership, drove US$27 million of overpayment avoidance and launched more than 150 carriers onto automated invoicing, auditing and payments.
- As Finance Manager for North America capex finance, led financial planning and analysis and built controls over spend management.
- At RPG, was operations manager for a Rs. 200 crore greenfield high-tension cables facility in Vadodara, and debottlenecked the armouring process from 50 to 150 cable km a month within four months.
- Co-founded an online education start-up recognised by IIT Bombay and NSDC among the top business propositions in 2012.

AREAS OF EXPERTISE

Programme management · Risk management & controls · Financial planning & analysis · Controllership & audit · Process excellence · Cost reduction · Lean Six Sigma · Python & SQL for analysis

WHAT I BRING TO THE CHAPTER

A view of running programmes, controls and audit at global scale, alongside hands-on operations and cost-reduction experience in manufacturing and EPC projects.

↑ INDEX



SUBHASH JAJOO

Architectural Glass · Safety & Energy-Efficient Glazing · OEM Manufacturing

Owner and Promoter, Jajoo Architectural Glass Pvt. Ltd.

Two decades in the manufacture of safety and energy-efficient glass

ABOUT ME

I am an entrepreneur with two decades in the manufacture of safety and energy-efficient glass. The business is built on high-volume OEM supply and large architectural glass projects, and I have worked on the industry standards that govern the product.

IIMA / PAN IIM ASSOCIATION

General Management Programme — IIM Ahmedabad, 2015–16.

EDUCATION & CREDENTIALS

B.Com. — M. S. University, Vadodara.

Diploma in Export & Import Management.

The Scindia School, Gwalior.

CURRENT ROLE

Owner and Promoter — Jajoo Architectural Glass Pvt. Ltd.

Manufacture of safety and energy-efficient glass for OEM customers and architectural projects.

AREAS OF EXPERTISE

Safety glass · Energy-efficient glazing · Architectural glass projects · OEM supply at volume · Manufacturing · Product standards · Export & import

SELECTED WORK

- Builds the business around two channels: high-volume OEM supply, and large architectural glass projects.
- Contributed to product standards work for safety glass as a committee member at the Bureau of Indian Standards.

INSTITUTIONAL & COMMUNITY

- Committee member — Federation of Safety Glass.
- Committee member — Federation of Gujarat Industries.
- Past committee member — Bureau of Indian Standards, CHD 10 (IS 2553 Part 1).

BEYOND WORK

Badminton · Swimming · Reading on family business dynamics · Financial markets

WHAT I BRING TO THE CHAPTER

A manufacturer's view of OEM supply at volume and of product standards in safety glass, and an interest in family business governance and family constitutions.

↑ INDEX



BHAVIK KHERA

Precision Manufacturing · Engineering Solutions · Building Solutions

Managing Director, SEE Linkages Pvt. Ltd., Vadodara

30+ years across finance, systems and product-led growth

ABOUT ME

I am Managing Director of SEE Linkages Pvt. Ltd., a manufacturer of precision electro-mechanical components that serves customers in twenty-three countries across five continents. I also lead businesses in motorised Venetian blinds and double-glazed glass, real estate development, and integrated engineering and strategic sourcing.

IIMA / PAN IIM ASSOCIATION

General Management Development Programme — IIM Ahmedabad.

EDUCATION & CREDENTIALS

Major in Physics — The Maharaja Sayajirao University of Baroda.

Post Graduate Diploma in Plastics Processing Technology — Central Institute of Plastics Engineering and Technology, Ahmedabad.

CURRENT ROLE

Managing Director — SEE Linkages Pvt. Ltd.

Managing Director — Eclipse Global Pvt. Ltd.

Managing Partner — SEE Buildcon LLP.

Managing Partner — SEE Engineering Solutions LLP.

SELECTED WORK

- SEE Linkages manufactures precision electro-mechanical components and exports to twenty-three countries across five continents.
- Eclipse Global Pvt. Ltd. specialises in motorised Venetian blinds and double-glazed glass solutions.
- SEE Buildcon LLP undertakes selected real estate developments.
- SEE Engineering Solutions LLP provides integrated engineering and strategic sourcing services from India to overseas customers.

AREAS OF EXPERTISE

Precision manufacturing · Electro-mechanical components · Engineering solutions · Strategic sourcing · Real estate development · Building solutions

INSTITUTIONAL & COMMUNITY

- Vice President — IIMA Alumni Association, Vadodara Chapter.
- Convenor — Strategic Task Force for Centres of Excellence, CII Gujarat State Council.
- Immediate Past President — Gujarat Employers Organisation (GEO).
- Elected Member, Management Council — Vadodara Chambers of Commerce & Industry.
- Past Chairman — CII Central Gujarat Zonal Council.
- Secretary — Rosary Old Students Association.
- Founder Trustee — SEE Foundation, which works on the health, welfare and education of the girl child.

BEYOND WORK

Photography · Reading · Music

WHAT I BRING TO THE CHAPTER

Three decades of building an exporting precision-manufacturing group, together with sustained industry-body and chamber leadership across CII, GEO and the Vadodara Chambers of Commerce & Industry.

↑ INDEX



ARVIND KHODE

Management Consulting · Corporate Training · Entrepreneurship Education

Professionally retired | formerly management consultant and corporate trainer

PGP-SPA 1973 · Over thirty years in management and training

ABOUT ME

I have worked as a management consultant and corporate trainer in transformational and managerial skills. A postgraduate degree in science let me teach at a university for a couple of years before I came to IIM Ahmedabad. I have over thirty years of industry experience in management and training, and was Vice President of a leading financial institution.

IIMA / PAN IIM ASSOCIATION

Post Graduate Programme in Management, with specialisation in Agriculture (PGP-SPA) — IIM Ahmedabad, 1973.

EDUCATION & CREDENTIALS

Postgraduate in Science.

Diploma in Industrial Relations and Personnel Management.

Certified Entrepreneurship Trainer — National Foundation for Teaching Entrepreneurship Inc., USA.

Fellow — Indian Society for Training and Development.

CURRENT ROLE

Professionally retired.

I enjoy a relaxed life with not-so-young fellow alumni and other professional associates, following my passion in the direction it drives.

CAREER PATH

Vice President — a leading financial institution

University teacher, before IIM Ahmedabad

AREAS OF EXPERTISE

Transformational and managerial skills training · Management consulting · Entrepreneurship education · Trainer certification & accreditation · Human resource development · Conference speaking

SELECTED WORK

- Principal master trainer for the programme offering joint certification with NOCN, United Kingdom.
- Chairman of the Certification and Accreditation Board of the Indian Society for Training and Development, which certifies trainers and consultants internationally.
- Served on the experts panel of the Institute of Banking Personnel Selection.
- Awarded ISTD National Best Member for distinguished services; honoured by HEF with a leadership award and an innovation in education award.
- Biographical note featured in Reference Asia, Asia's who's who of men and women of achievement.

INSTITUTIONAL & COMMUNITY

- Re-energised the IIMA Vadodara chapter in the early eighties.
- Vice President (West) and Chairman of the Baroda chapter — Indian Society for Training and Development.
- Active in Lionism, and presided over a prestigious club.

BEYOND WORK

Trekking in the Himalayas with Youth Hostels

WHAT I BRING TO THE CHAPTER

Over thirty years of management consulting and corporate training, certification and accreditation of trainers, and a long association with this chapter from its early years.

↑ INDEX



NIRLESH KOTHARI

Systems & Strategy · Institution Building · Corporate Governance

Retired | associated with Kothari InfoTech Pvt. Ltd., Surat

FPM 1988 (IIMA) · Consulting, academic leadership and institution building

ABOUT ME

I am a strategic consultant and academician, working to bridge the gap between theory and practice. I apply a systems approach and critical reasoning to institution building, organisational development and complex problem solving, across corporates, government projects, academic institutions and NGOs.

IIMA / PAN IIM ASSOCIATION

Fellow Programme in Management — IIM Ahmedabad, 1988.

EDUCATION & CREDENTIALS

M.Sc. (Applied Physics) — M. S. University, Vadodara.

CURRENT ROLE

Retired; associated with Kothari InfoTech Pvt. Ltd., Surat.

AREAS OF EXPERTISE

Systems · Strategy · Institution building · Organisation development · Problem solving · Corporate governance · Projects · CSR

CAREER PATH

Kothari InfoTech Pvt. Ltd., Surat — Chief Operating Officer

Navrachana University, Vadodara — Dean, School of Business & Law

Institute of Rural Management, Anand (IRMA) — Part-time Faculty

Management, systems and projects consultant — companies across industries, government projects and NGOs

Visiting faculty — several management institutes, including IIMA

Early career — ISRO, SBI, TCS and the Mafatlal Group

WHAT I BRING TO THE CHAPTER

Glad to help members on corporate governance, systems, projects and CSR, drawing on consulting across companies, government and NGOs and on leading a university business school.

↑ INDEX



SANJAY KOTHARI

Capital Markets · Education & Scholarships · Trusteeship

Director, C. R. Kothari & Sons Group | Executive Chairman, Mahavir International, Vadodara

Family capital-markets businesses, and educational philanthropy through two trusts

ABOUT ME

I am a Director of the C. R. Kothari & Sons Group of Companies, which is associated with NSE, BSE, MCX, NCDEX and CDSL, and I began my career as a business economist at Tata Economic Consultancy Services in Mumbai. Alongside the business, my work is in education: scholarships, counselling and mentorship for students who need them.

IIMA / PAN IIM ASSOCIATION

Post Graduate Programme in Management (PGP) — IIM Bangalore, 1985–87.

EDUCATION & CREDENTIALS

BITS Pilani alumnus.

CURRENT ROLE

Director — C. R. Kothari & Sons Group of Companies; associated with NSE, BSE, MCX, NCDEX and CDSL.

Executive Chairman — Mahavir International, Vadodara.

Trustee — Mahavir Foundation Trust, Vadodara, and C. R. Kothari Memorial Charitable Trust, Jaipur.

CAREER PATH

Tata Economic Consultancy Services (TECS), Mumbai — Business Economist

SELECTED WORK

- Co-founded the C. R. Kothari Memorial Charitable Trust with his brothers. It has served students for over thirty years and has reached more than 12,000 students across India through scholarships, counselling, mentorship and educational assistance.
- Through Mahavir International, Vadodara, and Mahavir Foundation Trust, works on educational opportunities for underprivileged children and for deserving students; the organisation currently supports approximately 6,500 beneficiaries, from street-level education to graduation.

AREAS OF EXPERTISE

Capital markets · Family business · Scholarships & educational assistance · Counselling & mentorship · Trusteeship · Business economics

WHAT I BRING TO THE CHAPTER

A view of a family-run capital-markets business, and thirty years of running scholarship, counselling and mentorship programmes through two trusts.

↑ INDEX



DR. PRADEEP KOYADAN

R&D Leadership · Polymer & Surface Science · Specialty Coatings

Founder and Director, Koyadan Nano Surface Technologies Pvt. Ltd.

20+ years in R&D leadership and materials innovation

ABOUT ME

I work in polymer science, surfaces and interfaces, and colloid science, translating advanced materials technology into commercial products. My career spans Oak Ridge National Laboratory, Hewlett-Packard, Dow Chemical and Rex-Tone Industries. I now build high-performance specialty coatings for India's strategic sectors, with a focus on import substitution.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme (SMP) — IIM Ahmedabad, 2026.

EDUCATION & CREDENTIALS

Postdoctoral Fellow — Oak Ridge National Laboratory, Oak Ridge, Tennessee, USA.

Ph.D. (Polymer Physics) — University of Tennessee, Knoxville, USA.

M.Tech. (Polymer Science & Technology) — Indian Institute of Technology Delhi.

M.Sc. (Organic Chemistry) — Andhra University, Visakhapatnam.

CURRENT ROLE

Founder and Director — Koyadan Nano Surface Technologies Pvt. Ltd.

Develops advanced strategic coatings and materials, with an emphasis on import substitution.

CAREER PATH

Rex-Tone Industries Ltd. — President, R&D

Dow Chemical — Senior Scientist

Hewlett-Packard — Engineering Specialist

Oak Ridge National Laboratory — Research Fellow

SELECTED WORK

- At Rex-Tone Industries, built and led a 40-member R&D organisation and established a colloids and interfacial science laboratory; developed and commercialised an inkjet ink portfolio.
- At Dow Chemical, directed the scale-up of latex technologies across European and Asian manufacturing plants with annual capacity above 400,000 MT, improving reliability, safety and environmental compliance.
- At Hewlett-Packard, developed durable latex-based inks and polyurethane coatings for laser and inkjet printing platforms using a structured stage-gate process.
- At Oak Ridge National Laboratory, worked on nanotechnology, single-molecule photophysics, polymer chemistry and interfacial science, including the development of stable single-photon sources from a macromolecule at ambient air and room temperature.

AREAS OF EXPERTISE

R&D strategy & technology roadmap · Stage-gate innovation · Lab-to-commercial scale-up · Surface & interfacial science · Polymer chemistry · Systems thinking in product development · Patent management · Cross-functional leadership & organisation building

WHAT I BRING TO THE CHAPTER

A combination of scientific depth and enterprise R&D leadership, with practical perspectives on moving from fundamental research to product development and industrial scale-up, and on building technology organisations.

↑ INDEX



VINEET LADIA

Education Technology · Public Education Systems · Entrepreneurship

Co-founder and Director, Edukite Learning

Over twenty years in education and software development

ABOUT ME

I am co-founder and Director of Edukite Learning, which puts technology to work for learners, particularly in disadvantaged areas. My co-founder Aravind Venkataraman and I have built the business for over a decade. I spend most of my time with education decision makers across South Africa's provinces, showing what the Edukite app has done in classrooms.

IIMA / PAN IIM ASSOCIATION

Post Graduate Diploma in Business Management (PGDBM) — IIM Ahmedabad, 2004–06.

EDUCATION & CREDENTIALS

B.E. (Mechanical Engineering) — Sardar Patel University, 2002.

CURRENT ROLE

Co-founder and Director — Edukite Learning.

Works with education decision makers across the provinces of South Africa on the Edukite app in classrooms.

CAREER PATH

Larsen & Toubro

SELECTED WORK

- Co-founded Edukite Learning and has built it with his co-founder over more than a decade.
- Took the Edukite app into South African classrooms, working with education decision makers across the provinces.
- Awarded three gold medals and the Best Mechanical Engineer award, Sardar Patel University, 2002.

AREAS OF EXPERTISE

Education technology · Learning for disadvantaged communities · Public education systems · Government engagement · Software development · Entrepreneurship

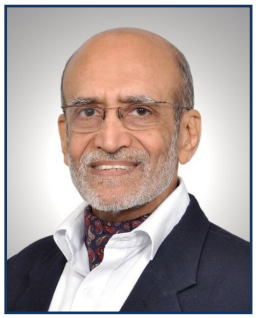
BEYOND WORK

Road running: two half marathons completed, and training for a 100 km race by the end of 2027.

WHAT I BRING TO THE CHAPTER

Two decades across education and software, and practical experience of taking an education-technology product into public school systems abroad.

↑ INDEX



SAMISH MAKHIJA

Vedantic Studies · Yogic Practices

First-generation entrepreneur, 1979 to 2019

PGP 1974 (IIMA)

ABOUT ME

Since 2019, I have been focusing on an intensive study of Vedanta and have a reasonable understanding of the scriptures and the nature of Mind. Alongside, I have achieved a fair amount of proficiency in Yogic Practices.

IIMA / PAN IIM ASSOCIATION

Post Graduate Programme in Management (PGP) — IIM Ahmedabad, 1972–74.

EDUCATION & CREDENTIALS

M.Sc. (Physics, Electronics) — Delhi University.

B.Sc. (Physics Honours) — Hindu College, Delhi University.

Mayo College, Ajmer.

COMMUNITY SERVICE

- Lower back pains / sciatica: a surgeon friend has been referring to me patients who have been advised surgery, including a 4-months pregnant lady. With gratitude to the Lord, the success rate has been 100% with just a couple of sessions of training them in the recommended postures and comfortable exercises.
- I can also help committed people recover from knee pains, and dryness and other minor problems in eyes.

WHAT I BRING TO THE CHAPTER

A long practice of Vedantic study and yoga, which I am glad to share with members who want to begin.

↑ INDEX



UJWAL MAKHIJA

Customer Interaction Automation · SaaS · Travel & Aviation

Founder, Phonon | Founder & CEO, 22North by Phonon

Building customer-interaction automation since 2006

ABOUT ME

I founded Phonon in 2006 and have built it into a platform business automating customer interaction for enterprises in banking, financial services, travel and aviation. In 2025 I launched 22North by Phonon, working on connected passenger digital experiences for airlines. I began my career at Tata Consultancy Services and WNS Global Services.

IIMA / PAN IIM ASSOCIATION

MBA — Indian Institute of Management Calcutta, 2000–02.

EDUCATION & CREDENTIALS

B.E. (Electronics and Communication) — The Maharaja Sayajirao University of Baroda, 1996–2000.

CURRENT ROLE

Founder & CEO — 22North by Phonon, since Sep 2025; conversational Manage-My-Booking self-service and ancillary sales for airlines on WhatsApp and mobile apps.

Founder — Phonon, since Oct 2006; a platform framework combining AI, machine learning and human agents for customer service.

CAREER PATH

WNS Global Services — Assistant Vice President | Jan 2004 – Apr 2006

Tata Consultancy Services — Business Analyst | Jul 2002 – Dec 2003

SELECTED WORK

- Built Phonon from a services business into a platform-as-a-service framework serving enterprises in banking, financial services, travel and aviation.
- Brought Click-to-Call to the Indian market as a productised offering.
- At WNS, set up the marketing and business development teams for the travel industry, and established offshore outsourcing projects worth close to US$5 million for leading international travel companies.
- At TCS, integrated a US$25 million acquired business unit into the mainstream business, and worked on a large-scale business process re-engineering exercise involving an Oracle 11i implementation.
- Set up delivery-centre scorecards across offshore centres for US telecom clients.

AREAS OF EXPERTISE

Customer-interaction automation · Self-service solutions · Ancillary sales · PaaS & platform business models · Travel & aviation technology · Business development · Offshore delivery

WHAT I BRING TO THE CHAPTER

Two decades of building a product and platform business from Vadodara, and practical experience of enterprise customer-service automation, self-service design and selling into international markets.

↑ INDEX



HITESH MALI

Finance & Investor Education · Wealth Management

Founder, Equitywala.com | Director, SSIT Finserv Private Limited, Vadodara

30 years in finance and investor education

> *"Motivation without Strategy and Strategy without Motivation are both equally disasters."*

ABOUT ME

I have spent thirty years in the finance and investing industry. I founded Equitywala.com in 2017 and am a director of SSIT Finserv Private Limited, providing business direction and financial education to investors, intermediaries and institutions across India.

IIMA / PAN IIM ASSOCIATION

Management Development Programmes, IIM Ahmedabad — Developing & Managing Brand (2008); B2B Marketing (2016); Neuroscience in Marketing (2017); Investment Decisions & Behavioral Finance (2018).

EDUCATION & CREDENTIALS

B.Sc. (Chemistry) — The Maharaja Sayajirao University of Baroda.

Executive Diploma in Finance — Nirma University, Ahmedabad.

NISM Certified Professional.

CURRENT ROLE

Founder — Equitywala.com; Director — SSIT Finserv Private Limited, Vadodara.

Leads training and business-direction programmes for financial intermediaries and institutions across India.

SELECTED WORK

- Set up a Wealth Experience Centre for investors, and launched the Equitywala Resource Centre for data-driven wealth management.
- Ran mutual fund investor seminars from 2013 onward, and has since trained agents, sub-brokers and investors through seminars and webinars.
- Product coverage spans mutual funds, stocks, bonds, NPS, ULIP, PMS, AIF, REITs, F&O, index funds and ETFs, private equity, currency and commodity, unlisted securities and insurance.

AREAS OF EXPERTISE

Investor education · Financial services training · Strategic & business consultancy · Business development & growth · Client segmentation, acquisition & retention · Model portfolio guidance

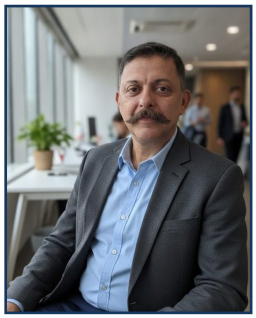
INSTITUTIONAL & COMMUNITY

- Speaker — WIRC of ICAI Sub-Regional Conference.
- Led 'Vision 2030' team training for 100+ participants.

WHAT I BRING TO THE CHAPTER

Three decades of investor-education and intermediary-training experience, and a practitioner's view of wealth management, behavioural finance and financial-product structures.

↑ INDEX



DR. MAYANK R. MATHUR

Management Systems & ISO · Information Security · Strategic Advisory

Founder and Senior Consultant, INOSYS, Vadodara | Indian Army veteran

Army, government, renewable energy and sports administration, now consulting

ABOUT ME

I am a management and technology professional with a doctorate, an MBA and a blend of military leadership, technology, governance and consulting experience. My work has centred on turning complex requirements into practical strategies and systems.

IIMA / PAN IIM ASSOCIATION

Armed Forces Programme — IIM Ahmedabad, 2008–09.

EDUCATION & CREDENTIALS

Ph.D. — Faculty of Management Studies, The Maharaja Sayajirao University of Baroda.

MBA (Marketing) — JNTU Hyderabad.

Post Graduate (IT) — Military College of EME, Secunderabad.

B.E. (Production).

Diploma in Cyber Security; Computer Hardware, Networking & Maintenance.

CURRENT ROLE

Founder and Senior Consultant — INOSYS; management-system consulting, training, auditing, business improvement and technology advisory.

Consulting covers ISO 9001, 14001, 45001, 17025, 22000, 27001, 22301, 27701 and 55001, with cybersecurity assessments and process improvement.

AREAS OF EXPERTISE

Management systems & ISO consulting · Information security & cybersecurity · Business & process improvement · eGovernance & technology strategy · Training, facilitation & advisory · Renewable energy · Strategic planning

CAREER PATH

Consulting and advisory — quality, EHS, information security and business continuity

VMC Sports Promotion Foundation — CEO

Renewable energy — Business Head

eGovernance and PMU initiatives, including the Aadhaar project

Indian Army — technology, engineering, information security and operational leadership

SELECTED WORK

- Consulting and advisory support to large conglomerates in India, South Africa, Singapore and the Philippines.
- Supported large-scale eGovernance programmes including UIDAI (Aadhaar) and CCTNS, with strategy, programme planning and PMU responsibilities.
- Led engineering and technical teams responsible for electronic warfare, air defence and communications assets.
- Led sports development initiatives and supported the establishment of sports complexes in Vadodara.
- Contributed to renewable-energy strategy and biomass-based power projects.

INSTITUTIONAL & COMMUNITY

- President — IIMA Alumni Association, Vadodara Chapter.
- Ex-servicemen support and rehabilitation.
- Sports and sports infrastructure.

WHAT I BRING TO THE CHAPTER

A practitioner's perspective shaped by military leadership and later work across government, industry and entrepreneurship, on leadership, governance, technology, cybersecurity, management systems and business transformation.

↑ INDEX



INDERJEET MAURYA

Marketing Research · Business Development · Training & Consulting

Marketing, Business Development and Consulting Professional, Vadodara

PGP-78 (IIMA) · Over forty years across petrochemicals marketing, research and training

ABOUT ME

My career has spanned marketing research, advertising and sales promotion, product and application development, business development and project implementation, at Indian Petrochemicals Corporation and Reliance Industries. As a consultant I have worked in executive training, market intelligence, industry research and institutional development, with private and public sector organisations in India and abroad.

IIMA / PAN IIM ASSOCIATION

Post Graduate Programme in Management, PGP-78 — IIM Ahmedabad.

EDUCATION & CREDENTIALS

M.Sc. (Physics) — University of Rajasthan, Jaipur.

CAREER PATH

Reliance Industries Limited, Mumbai

Indian Petrochemicals Corporation Limited, Baroda

AREAS OF EXPERTISE

Marketing research · Advertising & sales promotion · Product & application development · Business development · Project implementation · Training & facilitation · Productivity enhancement · Industry research & publications

INSTITUTIONAL & COMMUNITY

- Member of a Working Group that contributed to three consecutive five-year perspective plans on petrochemicals for the Ministry of Chemicals and Fertilizers, Government of India.

SELECTED WORK

- Developed the Petrochemicals Data Service into a financially self-sustaining consultancy institution, including a corpus fund arranged from the Oil Industry Development Board, RIL, IPCL, IOCL and others. It remains self-sufficient.
- Conducted training programmes for private and public sector organisations in India and abroad, on marketing management, productivity enhancement, and hard and soft skills.
- Ran market research studies on industrial intermediary applications, market development and product innovation, and advertising research to strengthen running campaigns.
- Presented a paper on the Indian plastics industry at Arab Plast in Dubai, and visited K-Fair in Dusseldorf three times to study global plastics industry trends.
- Published quarterly newsletters and magazines on the plastics industry, the chemical industry and Indian economic developments for three years, and quarterly newsletters for QCFI for two years.

WHAT I BRING TO THE CHAPTER

Four decades across petrochemicals marketing, industry research and executive training, and experience of building an industry data service into a self-sustaining institution.

↑ INDEX



ASHISH MITTAL

Power Conditioning · Business Scaling · Channel Development

Co-founder & Director, TSi Power Pvt. Ltd. | Founder & Director, Ayra Power Pvt. Ltd.

In electrical engineering and sales since 2000

ABOUT ME

I co-founded TSi Power in 2011, a joint venture with the American technology company TSI Power Corp that introduced static voltage regulation to the Indian market. Alongside sales, marketing and business development, I work with departmental heads across product development, quality control and vendor relationships. I am also founder and Director of Ayra Power, manufacturing LT transformers in Vadodara.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme (Business Administration and Management) — IIM Ahmedabad, Nov 2022 – Oct 2023.

EDUCATION & CREDENTIALS

MBA (Marketing & Finance) — Sikkim Manipal University, 2008.

Diploma in Railway Engineering — The Institution of Permanent Way Engineers (India), 2001.

Diploma in Electrical Engineering — State Board of Technical Education and Training, 2000.

CFA Level 1 — in progress.

CURRENT ROLE

Co-founder and Director — TSi Power Pvt. Ltd., Vadodara; with the company since its founding in May 2011, Director since Feb 2023.

Leads sales, marketing, brand strategy and business development, and works with departmental heads on product development, quality control and vendor relationships.

Founder and Director — Ayra Power Pvt. Ltd., Vadodara, since Sep 2022; manufacture of LT transformers.

CAREER PATH

TSi Power Pvt. Ltd. — Vice President | May 2011 – Jan 2023

Sai Electricals, Meerut — from entry level to AGM, Sales and Key Accounts | Aug 2001 – Apr 2011

ZIMT, Meerut — Customer Support Executive | May 2000 – Jul 2001

SELECTED WORK

- Built TSi Power from inception with personal investment as part of the founding team, growing revenue from Rs. 10 lakh in year one to over Rs. 50 crore across fifteen years.
- Introduced static voltage regulation to India, correcting voltage fluctuations within 20 milliseconds against roughly a second for conventional technology; the category is now established with other entrants.
- Developed a nationwide channel partner and service network, now 60+ partners globally, and built indigenous R&D and manufacturing capability, including a higher-capacity product developed with IIT Kanpur.
- The company employs over 80 people; eight of the original team of ten from 2011 are still with it.
- At Sai Electricals, progressed from an entry-level role to AGM over nearly ten years, managing key accounts across the telecom sector nationally and the company's exports, and contributing 30–40% of turnover.
- Market exposure across the USA, Europe, Africa and South East Asia.

AREAS OF EXPERTISE

Business scaling · Strategic sales leadership · Channel development · Power conditioning & voltage regulation · Product development · Quality control · Vendor development · International markets · Organisation building

WHAT I BRING TO THE CHAPTER

Experience of creating a product category in India from a joint venture, scaling a manufacturing business from nothing, and building channel networks and export markets for industrial equipment.

↑ INDEX



RK MOHANTY

Finance Leadership · Governance · Cross-Border Business

Managing Director — India, Brentwood Industries | International Controller

25+ years leading businesses across Asia and Europe

> *"Lead with clarity. Ask the right questions. Turn insight into action. Build enduring organisations through capable people, strong systems and sound governance."*

ABOUT ME

I am a business and finance leader working across multinational manufacturing businesses, known professionally as RK. I combine country leadership in India with APAC financial stewardship, and have served on boards and supervisory boards in India, the Czech Republic, Thailand and China.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme — IIM Ahmedabad.

Chief Executive Officer Programme — IIM Kozhikode.

EDUCATION & CREDENTIALS

Fellow Chartered Accountant (FCA) — Institute of Chartered Accountants of India.

Associate Chartered Accountant (ACA) — Institute of Chartered Accountants in England and Wales.

Fellow & Life Member, Certified Corporate Director — Institute of Directors, India.

B.Com. — Utkal University.

CURRENT ROLE

Managing Director — Brentwood Industries India Pvt. Ltd., India.

Director — Brentwood Asia Ltd., Thailand; Brentwood Europe s.r.o., Czech Republic.

Supervisory Board Member — Xinde Energy Saving Technology (Shandong) Co., Ltd., China.

Legal Representative & General Manager — Brentwood (Yancheng) Water Treatment Equipment Manufacturing Co., Ltd., China.

SELECTED WORK

- Played a key role in turning financially constrained operations into profitable, stable businesses in partnership with country leadership.
- Led restructuring, consolidation and divestment across Asia and Europe, and contributed to acquisitions and post-acquisition integration.
- Improved cash flow, working capital and cost efficiency in close partnership with manufacturing and commercial teams.
- Established financial and control systems for new operations and supported expansion through funding and investment planning.
- Strengthened governance and internal controls across jurisdictions and resolved long-standing tax and regulatory matters.

AREAS OF EXPERTISE

Profitable growth · Strategy execution · Operational excellence · Governance & enterprise risk · Cross-border leadership · Organisational transformation · Sustainability

WHAT I BRING TO THE CHAPTER

Practical perspectives on leading multinational businesses, navigating cross-border complexity and aligning finance with operations. I value peer learning and candid exchange on governance and transformation.

↑ INDEX

BUSINESS TECHNOLOGY CONSULTANTS

Every business has gaps. We've been *closing them* since 1991.

Disconnected systems. Manual re-entry. Reports that come too late. We sit with you, find exactly where the gaps are, and **fit the right platform** to close each one, from enterprise ERP to a single focused tool.

From enterprise ERP to focused tools. *One consultant.*

Enterprise ERP · Industry ERP · Tally ecosystem · Sales & CRM · People & Finance · Data Privacy

ENTERPRISE ERP
Open-source ERP, fitted to how you actually work.
— ERPNext

MANUFACTURING ERP
From purchase order to dispatch, on one screen.
— TranZact

HOSPITAL MANAGEMENT
Paperless hospitals. Revenue leaks closed.
— Shivam Medisoft

EDUCATION ERP
From admission to results, one campus platform.
— MasterSoft

ACCOUNTING & COMPLIANCE
Books, inventory and GST, set up right the first time.
— TallyPrime

CLOUD ACCESS
Your Tally, anywhere, on any device, securely.
— Tally on AWS · TSplus

TALLY CUSTOMISATION
Your processes built into Tally: reports, invoices, workflows.
— Custom TDL development

BUSINESS INTELLIGENCE
Your Tally data, turned into decisions.
— Talligence

SALES CRM
Every lead tracked, every deal followed up.
— Vtiger CRM

FIELD SALES
Field teams and distributors, visible.
— MAssist CRM

HR & PAYROLL
Payroll and compliance, without the headaches.
— greytHR

FINANCE AUTOMATION
Billing and collections on autopilot.
— Effortless

PAYABLES
Vendor bills paid and synced to Tally.
— Pazy

DATA PRIVACY
Consent and personal data, ready for the DPDP Act.
— DPDP compliance

Since 1991
Founded by Rajendra Shah, IIM Ahmedabad alumnus

Consult to support
One team from first meeting to lifetime support

Built in-house
Customisation and integration by our own developers

Across borders
India · Middle East · East Africa

Understand first. *Implement right.* Support always.

TallyPower IT Solutions Private Limited
+91 99047 04304 · +91 98240 36699
sales@tallypower.com · www.tallypower.com
Vadodara (HQ) · Ahmedabad · Surat · Vapi

SCAN TO VISIT

PLATFORMS WE CONSULT ON, IMPLEMENT & SUPPORT

ERPNext · TRANZACT · SHIVAM MEDISOFT SERVICES · MasterSoft · Tally Prime · Tally aws · talligence · vtiger · massist · greytHR · effortless · Pazy



AJAY NAGAR

Marketing & Sales Leadership · Consumer Goods & Building Materials

Business Head — Bathware, Astral Ltd.

20+ years in P&L, brand and route-to-market

ABOUT ME

I work across P&L management, strategic planning, integrated marketing communications, influencer management and innovation. Two decades in consumer goods and building materials have covered brand building at Mondelez and Pidilite and, since 2018, scaling the plumbing and bathware businesses at Astral.

IIMA / PAN IIM ASSOCIATION

Post Graduate Diploma in Business Management (PGDBM) — IIM Ahmedabad, 2004–06.

EDUCATION & CREDENTIALS

B.E. (Mechanical) — SVIT Vasad, Gujarat University, 1998–2002.

Sainik School Balachadi, Jamnagar, 1991–97.

CURRENT ROLE

Business Head — Bathware, Astral Ltd., since Nov 2024.

Building a new vertical with 150+ cross-functional colleagues, against a target of Rs. 500 Cr by 2028.

CAREER PATH

Astral Ltd. — Sr. Vice President, Sales & Marketing, then Business Development and Sales Operations | 2018–24

Pidilite Industries Ltd. — Chief, Marketing (Fevicol / ASF) | Dec 2015 – Mar 2018

Mondelez International (formerly Cadbury India) — Category Manager, Brand Manager, Sales Manager | May 2006 – Nov 2015

SELECTED WORK

- Scaled Astral's plumbing business from Rs. 2,000 Cr to Rs. 4,600 Cr in five years, a CAGR above 21%.
- Expanded the Astral dealer base from 4,500 to over 40,000 in four years, shifting the model from distributor-led to influencer-led delivery.
- Established Astral Water Tanks as a leading brand within 24 months; first-year business crossed Rs. 110 Cr.
- Launched the plumbing category's first loyalty programme; 170,000 plumbers are now active on it.
- At Mondelez, held P&L for a Rs. 500 Cr Candy & Gum portfolio (Halls, Cadbury Choclairs) and delivered a fourfold increase in category profitability.

AREAS OF EXPERTISE

P&L leadership · Route-to-market · Brand & IMC · Influencer marketing · Loyalty programmes · Innovation management · Business development · Change management

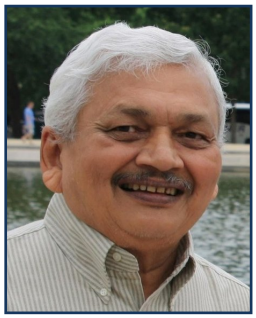
INSTITUTIONAL & COMMUNITY

- Halls 'Breathe the Change' IMC won the Mondelez Marketing Excellence award at Asia-Pacific and global level, plus Emvies Bronze, Effie Gold and Global MMA Silver.

WHAT I BRING TO THE CHAPTER

A practitioner's view of building brands and distribution in consumer goods and building materials, and of running large field and influencer organisations.

↑ INDEX



K. N. NAIK

Energy & Petrochemicals · Finance · Management Training

Freelance Consultant & Trainer | formerly General Manager (Finance), IPCL

50 years across industry, energy policy and management education

ABOUT ME

I served twenty-eight years with Indian Petrochemicals Corporation Ltd., rising to General Manager (Finance), and a further eighteen years with the Centre for Fuel Studies and Research, where I was a founder, Director and principal resource person. I now consult and teach independently.

IIMA / PAN IIM ASSOCIATION

Post Graduate Diploma in Business Administration (P.G.D.B.A.) — IIM Ahmedabad, 1975.

EDUCATION & CREDENTIALS

B.E. (Chemical Engineering) — M.S. University, Vadodara, 1972.

CURRENT ROLE

Freelance consultant and management trainer.

Consultant Adviser — Ocean Agro India Ltd. · Faculty, Project Management — Anwesha Foundation.

CAREER PATH

Centre for Fuel Studies and Research — founder, Consultant and Director | 2003–2022

Indian Petrochemicals Corporation Ltd. — to General Manager (Finance) | 1975–2003

AREAS OF EXPERTISE

Project planning, formulation & execution · Finance & budgeting · MIS · Marketing finance · Energy policy · Natural gas · Petrochemicals · Risk management · Management training

SELECTED WORK

- At IPCL, prepared feasibility reports for grassroots, expansion and de-bottlenecking projects aggregating roughly Rs. 4,000 Cr, and was a standing finance member on project teams.
- As GM (Finance), handled pricing across all products, distributor policy and credit monitoring for a business with gross turnover above Rs. 5,500 Cr and 90+ distributors.
- Negotiated the company's first mega-risk insurance policy in 2000 and secured renewal after the WTC event at a small increase, when several peers could not obtain cover.
- Co-authored a study on gas demand in the fertiliser industry, commissioned by Stanford University's Programme on Energy & Sustainable Development with IRADe.
- At CFSR, authored a suggested hydrogen roadmap for India and presented policy work to the Secretary (MoPNG), Member (Energy) of the Planning Commission and the Government of Gujarat.

INSTITUTIONAL & COMMUNITY

- Conducted workshops on Finance for Non-Finance Managers and programmes for Energy Managers and AMFI examinations; served on boards of studies and selection committees.
- Contributed articles and book chapters to Business World, The Hindu, ORF Energy News Monitor, Cogen India and ICFAI Books.

WHAT I BRING TO THE CHAPTER

Five decades spanning industrial finance, energy policy and management education, with a strong orientation towards knowledge sharing and mentoring.

↑ INDEX



DR. SHEETAL NAIR

Psychology · Coaching · Authorship · Entrepreneurship

Psychologist and Psychotherapist | Executive Coach | Author

18+ years across psychology, coaching, authorship and enterprise

ABOUT ME

I am a psychologist, psychotherapist and executive coach, and a four-time TEDx speaker. My practice covers relationships, intimacy, infidelity, attachment and emotional wellbeing alongside leadership and performance coaching, and I write and run ventures across mental wellbeing, learning and consumer businesses.

IIMA / PAN IIM ASSOCIATION

Executive Programme in Corporate Law — IIM Calcutta, 2017.

EDUCATION & CREDENTIALS

Doctorate in Psychology — John F. Kennedy University, USA.

Ph.D. (Business Administration) — Parul University.

Ph.D. (Training & Development) — Northcentral University, USA.

M.A. (Clinical Psychology) and MBA (Human Resources) — Symbiosis.

Executive programmes (non-degree) — Johns Hopkins University, Harvard University, Cornell University.

CURRENT ROLE

Psychologist, psychotherapist and executive coach; relationships, intimacy and affairs coach.

Ventures include DSSG Bespoke Solutions Pvt. Ltd., Better Mynd Waves LLP and Sam MindWorks.

SELECTED WORK

- Author of ten books and a newspaper columnist; titles include 21 Shades of Love, The Weaver and Before the Breaking Point, on relationships, psychology and the human condition.
- Four-time TEDx speaker.
- NSDC Certified Master Trainer and Dale Carnegie Certified Master Trainer.
- Entrepreneurial interests in hospitality and consumer experiences, including TEAPOST, Koa Café and Finca Restro Café.
- Recognitions include the APJ Abdul Kalam Award for Excellence, BW Wellbeing 40 Under 40 and the Gujarat Icon Award.

AREAS OF EXPERTISE

Psychology · Psychotherapy · Relationships & intimacy · Human behaviour · Affairs coaching · Executive coaching · Leadership · Entrepreneurship

INSTITUTIONAL & COMMUNITY

- Hon. Secretary — IIMA Alumni Association, Vadodara Chapter.
- President — Gujarat Chapter, CAPSI.
- Former Vice President — NSDC Sector Skill Council.
- Former Chairman — ISTD, Vadodara Chapter.

WHAT I BRING TO THE CHAPTER

A working knowledge of psychology and human behaviour applied to leadership and performance, and experience of building ventures in mental wellbeing, learning and consumer services.

↑ INDEX



SOMSEKHAR NANDA

Corporate Finance · Financial Stewardship · Strategy · Governance & Risk

Chief Financial Officer, Deepak Nitrite Limited

30+ years in finance across chemical and process industries

ABOUT ME

I am Chief Financial Officer of Deepak Nitrite Limited, and have spent over thirty years in finance in large chemical and process businesses. I work closely with the Board and CEO on strategy, capital allocation, major investments, M&A, complex funding and enterprise risk, and on relationships with major investors.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme — IIM Calcutta, 2014–15.

EDUCATION & CREDENTIALS

Chartered Accountant.

Graduation and post-graduation — University of Calcutta, first class.

CURRENT ROLE

Chief Financial Officer — Deepak Nitrite Limited.

SELECTED WORK

- Works with the Board and CEO on business strategy, capital allocation, major investments, M&A and complex funding.
- Finance experience across greenfield and brownfield investments in chemical and process businesses.
- Manages enterprise risk, and relationships with major investors.

AREAS OF EXPERTISE

Business strategy · Capital allocation · Major investments · Mergers & acquisitions · Complex funding · Enterprise risk · Governance · Investor relations · Stakeholder management

WHAT I BRING TO THE CHAPTER

A CFO's view of how capital, risk and business performance fit together in large chemical and process businesses, including governance and investor relationships.

↑ INDEX



NIMISH NARSHANA

Education · Physics Teaching · Mentoring & Career Counselling

Co-founder and Physics Teacher, tcs — the complete system

Over three decades in education, teaching Science stream students

> *"Education goes beyond textbooks — it is about nurturing values and confidence in every student."*

ABOUT ME

I am an electrical engineer by qualification and a physics teacher by choice. I founded Inspirons Academy of Science in 1991 for students of the 11th and 12th Science stream, and co-founded The Concept School in 2011, which on parents' demand has since extended to standards 5 to 10 and to commerce students. Alongside teaching I work in counselling, management and mentorship.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme (SMP) — IIM Ahmedabad, 2021–22.

EDUCATION & CREDENTIALS

M.E. (Electrical) — The M.S. University of Baroda, 1995–98.

B.E. (Electrical) — The M.S. University of Baroda, 1991–95.

CURRENT ROLE

Co-founder and Physics Teacher — tcs, the complete system, since 2011.

Co-founder — Nimittvam, since 2025; programmes for students, parents and professionals.

Angel Investor and Advisor — Kustodian.Life, since 2024.

Director and Contributor — MVD Social Foundation, since 2024.

CAREER PATH

Inspirons Academy of Science (ias) — Founder and Physics Teacher | 1991–2023

SELECTED WORK

- Founded Inspirons Academy of Science in 1991, while still an undergraduate, and ran it for thirty-two years.
- Co-founded The Concept School in 2011 for Science stream students, widening it to standards 5 to 10 and to commerce in response to parents' demand.
- Co-founded Nimittvam in 2025 to run programmes for students, parents and professionals.

AREAS OF EXPERTISE

Teaching physics · Facilitating learning · Mentoring · Career counselling · Academic management · Student counselling

WHAT I BRING TO THE CHAPTER

Three decades of teaching and mentoring young people in Vadodara, and a practitioner's view of building and running education businesses, career counselling and working with parents.

↑ INDEX



SINCHANA NOOJI

Programme Management · Governance · New Product Development

Head — PMO for New Product Development, Deepak Nitrite Ltd.

Chemicals and energy, across capital projects and new product development

ABOUT ME

I head the programme management office for new product development at Deepak Nitrite. My work is in governance across capital projects and NPD, programme and project management, and driving cross-functional initiatives in manufacturing companies, alongside business process improvement and digital transformation.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme (Blended) — IIM Ahmedabad, 2018–19.

EDUCATION & CREDENTIALS

PGP — Indian School of Business, 2014.

B.E. (Chemical) — National Institute of Technology Karnataka, 2004.

CURRENT ROLE

Head — PMO for New Product Development, Deepak Nitrite Ltd.

Governance across capital projects and new product development.

SELECTED WORK

- Runs governance across capital projects and new product development in a listed chemicals business.
- Drives cross-functional initiatives in manufacturing, with a focus on business process improvement and digital transformation.

AREAS OF EXPERTISE

Programme & project management · Governance frameworks · New product development · Capital projects · Cross-functional leadership · Business process improvement · Digital transformation · Chemicals & energy

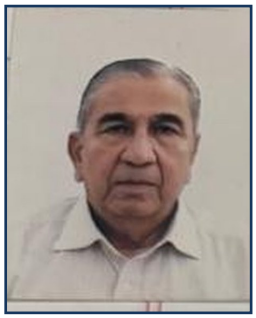
INSTITUTIONAL & COMMUNITY

- Glad to help on change management, and on implementing and sustaining governance frameworks.
- Cross-functional and cross-border collaboration; strategic and execution leadership.

WHAT I BRING TO THE CHAPTER

Experience of governing capital projects and new product development in the chemicals and energy industry, and of making change and governance frameworks hold once they are put in place.

↑ INDEX



SURESH DATTATRAY OAK

Electrical Industry · Social Work · Developing People

Retired | formerly Vice President, Torrent Cables Ltd.

PGDBA 1969 · Thirty years in the electrical industry, and social work since 1999

> *"To be useful and contribute meaningfully to a task is the only objective."*

ABOUT ME

I graduated in electrical engineering in 1964 and completed the PGDBA at IIM Ahmedabad in 1969 as a Lalbhai Dalpatbhai scholar. I gave thirty years to the electrical industry across Uranium Corporation, Cutler Hammer, Jyoti Marketing, H. H. Elecon and Torrent Cables, finishing as Vice President at Torrent. I took early retirement in 1999 and have devoted the whole of my time since to social work, remaining active in management.

IIMA / PAN IIM ASSOCIATION

Post Graduate Diploma in Business Administration (PGDBA) — IIM Ahmedabad, 1969; studied as a Lalbhai Dalpatbhai scholar.

EDUCATION & CREDENTIALS

Graduate in Electrical Engineering, 1964.

CURRENT ROLE

Social work since 1999, remaining active in the area of management.

CAREER PATH

Torrent Cables Ltd. — to Vice President | seven years, to 1999

H. H. Elecon | three years

Jyoti Marketing | twelve years

Cutler Hammer | seven years

Uranium Corporation | one year

SELECTED WORK

- Thirty years in the electrical industry across five companies, finishing as Vice President of Torrent Cables Ltd.
- Took early retirement in 1999 to give his time to social work.
- Has addressed a rally of one to one and a half lakh people.
- Has developed people to take up responsible positions in a range of organisations.

AREAS OF EXPERTISE

General management · Electrical industry · Social work · Developing people · Public speaking · Institution building

INSTITUTIONAL & COMMUNITY

- Western region representative of the IIMA Alumni Association.
- Member of the group that formed the Baroda chapter of the IIMA Alumni Association.

WHAT I BRING TO THE CHAPTER

Six decades of perspective on industry and on public life, and a long practice of helping people grow into responsible positions.

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AASHISH PANDE

Chartered Accountant · IPO & Fund Raising · CFO Advisory

Founder, WVOMB Advisors — an investment banking firm

In finance and accounting since 2006

ABOUT ME

I am a Chartered Accountant and my career has run through L&T Technology Services, Adani Enterprise and the Alois group, latterly as Group Chief Financial Officer. I now advise companies independently on IPO readiness, fund raising and CFO-level financial management, and train finance and non-finance teams.

IIMA / PAN IIM ASSOCIATION

Senior Business Management Programme — IIM Ahmedabad, 2021.

EDUCATION & CREDENTIALS

Chartered Accountant — Institute of Chartered Accountants of India, 2008.

B.Com. — L. J. College, Gujarat University, 2004.

NCFM (Capital Market) Module.

First rank and Gold Medal in Audit, C.A. P.E. II.

CURRENT ROLE

Founder — WVOMB Advisors, since Nov 2025.

Works on IPO preparation, equity and debt fund raising, CFO advisory for MSMEs, mergers and acquisitions, and finance upskilling training.

CAREER PATH

Alois Technologies Pvt. Ltd. & group companies — Group Chief Financial Officer | Jul 2021 – Nov 2025

Adani Enterprise Ltd. — Head, Finance & Accounts | Dec 2019 – Jul 2021

L&T Technology Services Ltd., Vadodara — Head, Finance & Accounts | Mar 2011 – Dec 2019

Vodafone — Senior Executive, Quality Assurance (Accounts & Finance) | Nov 2008 – Feb 2011

HSG Ltd., Ahmedabad — Assistant Manager, Accounts & Finance | Aug 2006 – Oct 2008

BEYOND WORK

Languages: English, Hindi, Gujarati

SELECTED WORK

- At Alois, opened an office in GIFT City, Gandhinagar, saving over Rs. 200 million in annual cash outflow, and registered the company for a subsidy of over Rs. 30 million under Gujarat's IT Policy 2022-27.
- Raised over Rs. 300 million from banks and financial institutions, and established overseas entities in Poland, the UAE and Costa Rica.
- Part of the IPO team for the L&T Technology Services listing in September 2016, responsible for preparing and auditing five years of financial statements under IGAAP and Ind AS.
- At Adani, led a team of 25+ including 20 chartered accountants, closing financials for Adani Transmission and its 30+ subsidiaries and Adani Realty and its 50+ subsidiaries; the direct tax team filed 120+ tax audit reports, 25+ transfer pricing reports and 300+ returns on time.
- At LTTS, handled accounting and compliance for 20+ overseas branches across Europe, the Nordics, APAC and the Middle East, and contributed to Ind AS and GDPR implementation.

AREAS OF EXPERTISE

IPO management · Fund raising · Financial planning & management · EBITDA improvement · Working capital management · Accounts finalisation · Tax compliance · MIS & reporting

INSTITUTIONAL & COMMUNITY

- Best CFO Award for Working Capital Management, at a Transformance forum.
- Built MIS functions giving business-unit profitability, resource utilisation and variance reporting for leadership decision-making.

WHAT I BRING TO THE CHAPTER

A chartered accountant's view of IPO readiness, fund raising and working-capital management, and experience of building finance functions inside large listed groups and mid-market businesses.

↑ INDEX



DR. SEEMA PRASAD PANDEY

Hospital Administration · Practising Ob&Gy Specialist · Army Veteran

Hospital Administrator and Practising Clinician

Lt Col (retd.), Indian Army · Over two decades in healthcare, twelve of them in service

ABOUT ME

I am a hospital administrator and postgraduate doctor, and my career began with twelve years in the Indian Army in leadership and management roles. My clinical background is in gynaecology and obstetrics, including surgical and critical care and medico-legal case handling; my administrative work covers hospital licensing, statutory compliance, facility management and greenfield projects.

IIMA / PAN IIM ASSOCIATION

Armed Forces Programme (AFP), Batch 14 — IIM Ahmedabad, 2013–14.

EDUCATION & CREDENTIALS

MBBS — Burdwan Medical College, West Bengal.

Diploma in Gynaecology and Obstetrics (DGO); certified laparoscopic gynaecology surgeon.

Postgraduate Diploma in Medico-Legal Sciences — Symbiosis, Pune.

Certificate Course in Hospital Management — National Institute of Health and Family Welfare, New Delhi.

Certified Lean Six Sigma Green Belt — VarSIGMA, Exemplar Global.

CURRENT ROLE

Hospital Administrator and practising clinician with a public sector oil and petrochemicals company, since 2018.

Handles statutory compliance and industrial accidents, operations management and visiting consultations.

CAREER PATH

Nayati Healthcare and Research — Facility Director, flagship hospital | 2016–17

Apollo Hospital, Chennai — Hospital Administrator and unit head | 2014–15

Indian Army — middle to senior management appointments | 1999–2011

SELECTED WORK

- Led the flagship hospital at Nayati Healthcare and Research as Facility Director.
- Headed the unit as Hospital Administrator at Apollo Hospital, Chennai.
- Best 5S Hospital award, Apollo group of hospitals.
- Commendation and the Sainya Seva Medal for service in the Indian Army.
- Faculty for adult vaccination at national conferences.

AREAS OF EXPERTISE

Hospital administration · Statutory compliance & licensing · Regulatory compliance strategy · Greenfield projects & expansion · Occupational health · Medico-legal case handling · Gynaecology & obstetrics · Adult vaccination

INSTITUTIONAL & COMMUNITY

- Offers medical and medico-legal help to fellow members.
- Interested in organising chapter events and in charity and community projects.

BEYOND WORK

Yoga and meditation · Travel · Swimming · Reiki (certified master) · Vaastu-Shastra (gold medallist) · Interior decoration

WHAT I BRING TO THE CHAPTER

Clinical and administrative experience across army, corporate and public sector hospitals, and a working knowledge of hospital licensing, occupational health and medico-legal matters.

↑ INDEX



RAVINDRA PANDYA

Marketing · Communications · Public Relations · Exhibitions

Founder, Exhibition Solutions Company (1978–2021)

Six decades of professional and entrepreneurial experience

ABOUT ME

I began my career in 1964 at the Coca-Cola Export Corporation and later at IPCL, before founding an exhibition solutions company that I led for more than four decades. I now mentor professionals and organisations, sharing what six decades of leadership and international business have taught me.

IIMA / PAN IIM ASSOCIATION

Three Tier Programme (3TP) — IIM Ahmedabad, 1972.

EDUCATION & CREDENTIALS

B.A. (Psychology) — Maharaja Sayajirao University of Baroda, 1964.

Rosary High School, Vadodara, 1958.

CURRENT ROLE

Mentors professionals, entrepreneurs and organisations in exhibitions, events, marketing, communications, public relations and business development.

CAREER PATH

Founder — Exhibition Solutions Company | 1978–2021

Indian Petrochemicals Corporation Ltd. — Marketing Officer | 1973–1978

Coca-Cola Export Corporation — Marketing, Communications & Public Relations | 1964–1973

SELECTED WORK

- Delivered end-to-end exhibition and event solutions across India and internationally, executing more than 300 projects in approximately 25 countries over four decades.

AREAS OF EXPERTISE

Exhibitions & events · Marketing · Corporate communications · Public relations · Business development · Client relationships

INSTITUTIONAL & COMMUNITY

- Former President — Public Relations Society of India (PRSI) Chapter.
- Former President — Round Table 49.
- Former President — Rosary Old Students' Association (ROSA).

BEYOND WORK

500+ hours of flying and a Private Pilot's Licence (1960–64) · Travel · Reading · Collector of coins, stamps and historical maps, with a special interest in vintage road and railway maps

WHAT I BRING TO THE CHAPTER

Six decades of leadership, entrepreneurship and international business, with particular depth in exhibitions, communications and relationship building, and a strong interest in mentorship.

↑ INDEX



MANISH PAREKH

FMCG Manufacturing · Chemical Trading · Industrial Marketing

Proprietor, Rachana Enterprise, Vadodara

30+ years as an entrepreneur

ABOUT ME

I am the proprietor of Rachana Enterprise. Over three decades I have built a business spanning FMCG manufacturing for multinational clients on a B2B basis and chemical trading, with a working emphasis on process and quality-control systems and on documentation.

IIMA / PAN IIM ASSOCIATION

MEP21 — Indian Institute of Management Ahmedabad, 1996.

EDUCATION & CREDENTIALS

M.Sc. (Tech) — BITS Pilani, 1992.

CURRENT ROLE

Proprietor — Rachana Enterprise, Vadodara.

AREAS OF EXPERTISE

Systems & documentation · FMCG contract manufacturing · Chemical trading · Process & quality control · Industrial marketing

INSTITUTIONAL & COMMUNITY

- Hon. Treasurer — IIMA Alumni Association, Vadodara Chapter.
- Past President — Rotary Club of Baroda Sayajinagari.
- Past President — Jain Social Group Vadodara Midtown.
- Trustee — Vijay Vallabh Hospital.
- Trustee — Vasant Vihar Jain Sangh.

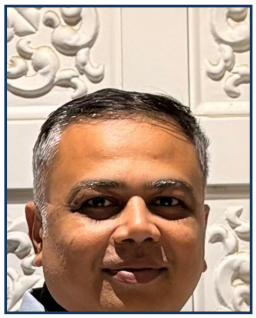
BEYOND WORK

Films · Music and singing · Travel · Reading

WHAT I BRING TO THE CHAPTER

Three decades of hands-on entrepreneurship in FMCG contract manufacturing and chemical trading, with practical knowledge of process, quality and documentation systems.

↑ INDEX



ALKESH PATEL

Procurement · Global Supply Chain · Operating-Model Transformation

Vice President — Procurement, India Cluster, GEA Process Engineering India Pvt. Ltd.

In procurement and supply chain since 2001

ABOUT ME

I lead procurement and supply chain for GEA's India cluster, covering four business divisions and two manufacturing sites across direct, indirect and capital spend. My work runs from global category strategy and supplier consolidation to localisation, make-or-buy and digitally enabled procurement, in multinational EPC and machine-manufacturing environments.

IIMA / PAN IIM ASSOCIATION

Executive Programme — Emerging Leaders, IIM Ahmedabad, 2018.

EDUCATION & CREDENTIALS

Diploma in Electrical Engineering — Government Polytechnic, Dahod.

Bachelor of Business Administration (in progress) — NMIMS School of Business Management.

Industrial Purchase & Materials Management — M.S. University.

Certification in Import & Export Management — AMA.

Microsoft Certified Solution Developer (MCSD).

CURRENT ROLE

Vice President — Procurement, India Cluster and global interface, GEA Process Engineering India Pvt. Ltd.

Member of the India Leadership Team; governs annual spend of €100M+ across four divisions and two manufacturing sites.

CAREER PATH

GEA Process Engineering India Pvt. Ltd. — Senior Director, Procurement & Supply Chain; Global Category Manager, Electrical & Automation; Deputy Manager, Procurement | 2007 to date

Kusters Calico Machinery Ltd. | 2004–07

Voltamp Transformers Ltd. | 2001–04

SELECTED WORK

- Delivered €2M+ in sustainable annual savings, with direct EBITDA impact.
- Achieved roughly 15% COGS reduction through localisation, make-or-buy and value engineering.
- Reduced procurement cycle time by 40% using AI, RPA and SAP automation.
- As Global Category Manager for Electrical & Automation, owned €200M+ of global category spend across Europe, Asia and the Americas, delivering about 4% year-on-year cost improvement through global frameworks and supplier consolidation.
- Strengthened supply continuity through dual sourcing and supplier performance management during global disruptions.

AREAS OF EXPERTISE

Country procurement strategy & governance · Global & regional sourcing · COGS reduction · Contract negotiation & lifecycle management · Digital procurement (AI, RPA, SAP) · Supply chain risk & resilience · ESG & sustainable procurement · Operating-model transformation

INSTITUTIONAL & COMMUNITY

- GEA Global Procurement Programme, GEA Project Management Programme and GEA Leadership Programme.
- Builds and mentors procurement leaders, with a focus on succession-ready teams.

WHAT I BRING TO THE CHAPTER

A practitioner's view of global category management and procurement transformation in multinational manufacturing and EPC businesses, including localisation, supplier development and digital procurement.

↑ INDEX



ABHISHEK PATHANIA

Logistics & Warehousing · Facilities · Army Veteran

Warehousing & Logistics, PGP Glass Ltd. | Admin & FM Head, Alembic Real Estate

Colonel (retd.), Indian Army · Two decades of service, now in corporate logistics

ABOUT ME

I served as a Colonel in the Indian Army across operations, supply chain, procurement and administration before moving into corporate logistics. I now work on warehouse and logistics operations at PGP Glass and on administration and facilities management at Alembic Real Estate, covering inventory health, export compliance, vendor and transport management, and budgeting.

IIMA / PAN IIM ASSOCIATION

General Management Programme — IIM Ahmedabad, Feb–Aug 2024.

EDUCATION & CREDENTIALS

M.Sc. (Military Technologies and Applied Sciences) — Savitribai Phule Pune University, 2015–16.

B.Tech. (Production Engineering) — Punjab Technical University, 1998–2002.

Lean Six Sigma Green Belt; Supply Chain Management Expert; Export Business Documentation, Policies and Incentives in India.

CURRENT ROLE

Warehousing & Logistics — PGP Glass Ltd., Jambusar, since Jul 2026.

Admin & Facilities Management Head — Alembic Real Estate, since Sep 2024; facility policy, compliance, maintenance, security, business continuity and sustainability.

CAREER PATH

Indian Army — Chief Administrative, Procurement and Strategy Officer | 2021–24

Indian Army — Chief Operations Officer | 2019–21

Indian Army — Senior Manager, Supply Chain & Logistics | 2017–19

Indian Army — Project and Operations Manager | 2014–17

Indian Army — Chief Security and Operations Officer | 2012–14

Indian Army — project, operations and administrative appointments | 2003–12

SELECTED WORK

- Ran supply chain operations for 50,000 troops in counter-insurgency settings, including convoy and civilian hired transport fleet operations in Jammu; inventory policy changes raised turnover rates by 9%.
- Engineered procurement of Rs. 20 crore, improving cost efficiency by 7%, and saved Rs. 2.65 crore by restructuring catering through outsourcing and operational analysis.
- Commanded 25 officers and 800+ personnel across four locations; raised equipment availability from 87% to 99.7% in six months.
- Revived a dormant Russian-origin oxygen plant during the COVID crisis, and led indigenised solutions including automatic ventilators and UV sanitiser boxes.
- Led CAG audit engagements and resolved objections through policy change; directed development of a 500-acre estate.
- Designed Metal Inert Training Ammunition (MITA) for the MGL, improving training safety.

AREAS OF EXPERTISE

Warehousing & inventory · Supply chain & logistics · Procurement & vendor management · Facilities management · Export compliance · Budgeting & cost control · Security & business continuity · Personnel management

INSTITUTIONAL & COMMUNITY

- GOC-in-C Western Command and GOC-in-C Northern Command Commendation Cards.
- MGEME and DGEME Excellence Awards.
- Ran Sadbhavana community health schemes and clinics in hostile regions.

WHAT I BRING TO THE CHAPTER

Two decades of running logistics, procurement and administration under operational pressure, and practical experience of translating that discipline into corporate warehousing and facilities.

↑ INDEX



SAMADHAN PATIL

New Product Development · Project Engineering · Mechanical Design

Lead Mechanical, IDEX India Pvt. Ltd., Vadodara

In compressor and pump engineering since 2011

ABOUT ME

I work on new product development and project engineering for positive-displacement pumps, compressors and blowers. My work runs from specification through DFMEA and DVP&R to prototype build, combining mechanical design with cross-functional delivery from concept to launch.

IIMA / PAN IIM ASSOCIATION

Accelerated General Management Programme (AGMP) — IIM Ahmedabad, 2022–23.

EDUCATION & CREDENTIALS

M.Tech. (Design & Mechanics) — Indian Institute of Technology Hyderabad, 2014–16.

B.E. (Mechanical) — Pune University, 2007–11.

CURRENT ROLE

Lead Mechanical — IDEX India Pvt. Ltd., Vadodara, since Aug 2025.

Owns new product development and localisation of positive-displacement pumps (vane, internal gear, lobe) and PD compressors and blowers, from specification to DFMEA/DVP&R and prototype build.

CAREER PATH

Ingersoll Rand (India) — Lead Engineer | Sep 2022 – Aug 2025

Deep Industries Ltd. — Manager, Design & Development | 2019–22

Kirloskar Pneumatic Co. Ltd. — Assistant Manager | Aug 2011 – 2019

SELECTED WORK

- Leads new product development and localisation of Viking internal-gear and vane pumps at IDEX India.
- Designed the horizontal breathing-air compressor package, 7.5 kW motor and 15 kW engine models, as MAKO lead engineer at Ingersoll Rand.
- Developed a two-throw, three-stage CNG reciprocating compressor taking gas from 16 to 250 bar at up to 1,200 SCMH at Deep Industries.
- Delivered CNG hydraulic booster compressor projects for Adani and Gujarat Gas, boosting gas to 250 barg at stations without pipeline supply.
- Designed reciprocating-compressor components — cylinders, crankshaft, crosshead, valves — to API 618 and ISO 13631 at Kirloskar Pneumatic.
- Engineered online CNG compressor packages from 600 to 2,400 SCMH for GAIL, Adani, IOAPL, MNGL, IGL and SGL.

AREAS OF EXPERTISE

New product development · Project engineering · Reciprocating & PD compressors · Pump design (vane, gear, lobe) · DFMEA & DVP&R · Cost & localisation projects · API 618, ISO 13631 / API 11P, ASME and ASTM standards · SolidWorks, Creo, AutoCAD · Ansys, Abaqus, MATLAB

INSTITUTIONAL & COMMUNITY

- Member of the WaSH initiative, a water, sanitation and hygiene programme for school children.
- Internal auditor for the Integrated Management System.

WHAT I BRING TO THE CHAPTER

Hands-on product development experience in compressors and pumps, from API-governed design through prototype and localisation, and a working view of how engineering projects reach launch.

↑ INDEX



ATUL PUNTAMBEKAR

Power Transmission & Distribution · Turnkey Substation Projects

Head of Global Operations, SKDSM Global Impex LLP, Vadodara

In the electrical industry since 1991 · Sixteen years of project delivery in the UAE

ABOUT ME

I am an electrical engineer and my career has run from high-voltage testing and condition monitoring at ERDA to sixteen years of turnkey substation project management in Dubai, delivering 132/11 kV and 33/11 kV substations for DEWA, FEWA and private developers. I now work on international trade operations and consult to a control-panel manufacturer.

IIMA / PAN IIM ASSOCIATION

General Management Programme (GMP) — IIM Ahmedabad, 2010.

EDUCATION & CREDENTIALS

B.E. (Electrical Engineering) — Faculty of Technology & Engineering, The Maharaja Sayajirao University of Baroda.

CURRENT ROLE

Head of Global Operations — SKDSM Global Impex LLP, Vadodara, since Aug 2021; supply chain, logistics, compliance, cost control and expansion for an export business.

Freelance technical consultant — Fast Track Inc., Vadodara, since Mar 2024; contract manufacturing of control cabinets, marshalling kiosks and wiring harnesses for clients including Hitachi Energy, PGCIL, IOCL and Schneider Electric.

CAREER PATH

Energoprojekt Entel Co. Ltd., Dubai — Head of Department / Project Manager | 2017–21

Entrepreneurial ventures — Pinvest.Co and Infinus Capital Pvt. Ltd.; seed funding and advisory for Haatmandi | 2015–17

Energoprojekt Entel Co. Ltd., Dubai — Head of Department / Project Manager, 132/11 kV and 33/11 kV substations | 2005–15

VA Tech Hydro (India) Ltd., Bhopal — Assistant Manager, Quality | 2004

Electrical Research & Development Association (ERDA), Vadodara — Assistant Engineer | 1994–2004

Solarson Electricals Ltd., Vadodara — Maintenance Engineer | 1991–94

SELECTED WORK

- Completed 25 33/11 kV substations on a turnkey basis for the Federal Electricity & Water Authority, and seven 132/11 kV substations for private developers in Dubai including Al Barari, Meydan and Meraas.
- Delivered the Nad Al Sheba substations in sixteen months for an international sporting event hosted by Dubai in 2011; the project won the MEED National Award in the Power & Water Desalination category and represented the UAE in the GCC competition.
- Formally commended by Mace International, UK, for project management and leadership on the Al Barari development.
- At ERDA, carried out high-voltage impulse testing to 1,200 kVp and on-site condition monitoring of power transformers to 400 kV and turbo generators to 210 MW; led residual-life and refurbishment assignments at thermal power stations including Sarni, Chandrapura and Koradi.

AREAS OF EXPERTISE

Turnkey project management · High-voltage substations · Transmission & distribution · Renewables · Contract administration · Quality assurance & ISO systems · Regulatory compliance · Stakeholder engagement

INSTITUTIONAL & COMMUNITY

- Co-authored 'Residual Life Assessment of Rotating Machines by Electrical Diagnostic Testing', presented at the 3rd R&D Conference, CBIP, 2000.
- Received incentive award medals in consecutive years from 1999 to 2003 at ERDA, Vadodara.

BEYOND WORK

Languages: English, Hindi, Gujarati, Marathi; conversational Bengali and Oriya

WHAT I BRING TO THE CHAPTER

Deep experience of turnkey high-voltage substation delivery under DEWA and FEWA specifications, high-voltage testing and condition monitoring, and quality systems on large electrical projects.

↑ INDEX



VICKY RAY

Travel & Tourism · Destination Specialist

Travel Consultant · Destination and Luxury Travel Specialist

15+ years in travel and tourism

ABOUT ME

I have worked in the travel and tourism industry since 2010, across destination management, luxury travel, honeymoon and wedding planning, cruise, airline reservations and travel technology. I hold destination-specialist accreditations from tourism boards in five regions.

IIMA / PAN IIM ASSOCIATION

Accelerated General Management Programme (AGMP), Batch 06 — IIM Ahmedabad, 2021.

EDUCATION & CREDENTIALS

Travel & Tourism Management — Queensland University, Australia, 2020.

Diploma in Travel and Tourism — SIHM, Gujarat Tourism, 2019.

M.Sc. (Instrumentation) — Sardar Patel University, Vallabh Vidyanagar.

CURRENT ROLE

Destination and luxury travel consulting.

SELECTED WORK

- Specialist accreditations across North America, Europe, the Middle East, Asia-Pacific and Africa, including Switzerland Certified Expert, Dubai Expert Plus and Aussie Specialist.
- Best Boutique Tour Operator — India Travel Awards (West), 2017.
- OTM India's Top 100 Travel Producers Award, 2019.
- Best Travel Agency for Students Programme — VTAA, 2024.
- Highest air-ticket selling agent — TBO Golden Award, 2025; second highest, 2026.

AREAS OF EXPERTISE

Destination management · Luxury travel · Honeymoon & destination weddings · Family travel · Cruise · Airline reservations · Travel technology · Digital marketing

WHAT I BRING TO THE CHAPTER

Destination expertise and global travel-industry knowledge, and hands-on experience designing personalised travel for individuals, families and groups.

↑ INDEX



JINAL H. SEVAK

Proposal Management · Technical Sales · Hydrogen & Syngas

Deputy Manager — Sales, Linde Engineering India Pvt. Ltd., Vadodara

15+ years at Linde Engineering; assignments in Germany, Russia and China

ABOUT ME

I lead proposal management and technical sales at Linde Engineering, covering hydrogen and syngas plants, coal gasification, syngas purification, ammonia storage, cryogenic recovery, acid-gas removal, green hydrogen and green ammonia. My background is in process engineering, commissioning and start-up.

IIMA / PAN IIM ASSOCIATION

Accelerated General Management Programme — IIM Ahmedabad, 2020–21 (one-year executive programme).

EDUCATION & CREDENTIALS

B.E. (Chemical Engineering) — L. D. College of Engineering, Gujarat University, 2007–11; 78.86%, University First.

Three Gujarat University Gold Medals; Institution of Engineers (India), Gujarat State Centre Merit Medal.

CURRENT ROLE

Deputy Manager — Sales, since Apr 2025.

Leads opportunity assessment, ITB interpretation, proposal strategy, risk identification and techno-commercial submissions.

CAREER PATH

Sales Manager | Jan–Apr 2025

Senior Principal Engineer — Process | Apr 2023 – Jan 2025

Principal Engineer — Process & Systems Engineering | Oct 2020 – Apr 2023

Senior Executive Engineer — Systems & Commissioning | Apr 2016 – Sep 2020

Executive Engineer / Graduate Engineering Trainee | Jul 2011 – Mar 2016

SELECTED WORK

- RIL Jamnagar J3 gasification complex and Rectisol wash unit: two trains, approximately 600,000 Nm3/h raw hydrogen and 24,000 tpd CO2 design basis; engineering plus commissioning and start-up.
- Al-Jubail Sadara HyCO and ammonia complex: approximately 91,000 Nm3/h hydrogen, 18,300 Nm3/h CO and 22,600 kg/h ammonia.
- Ramagundam cryogenic hydrogen recovery unit: approximately 24,000 Nm3/h at 91 mol% hydrogen purity.
- Togliatti ammonia facility, Russia: pre-commissioning and commissioning of a 1,350 tpd unit.
- IOCL hydrogen proposals: approximately 60 and 65 KTPA facilities and a 66,000 Nm3/h hydrogen generation unit.
- Led process engineering for a PetroVietnam purge-gas recovery feasibility study focused on argon extraction.

AREAS OF EXPERTISE

Proposal & bid management · Technology licensing · EPC / T-EPC strategy · Bid risk & review · Techno-commercial evaluation · Hydrogen & syngas · Coal gasification / Rectisol · Ammonia storage · Green hydrogen & green ammonia

INSTITUTIONAL & COMMUNITY

- Internal POSH Committee member; editorial member of the internal quarterly magazine; mentor to trainees and interns, and host of recurring Book Talks.
- Linde Engineering Quality Award, Q4 2021 · LETO Certificate of Competence, 2020–21.

WHAT I BRING TO THE CHAPTER

Process-technology depth combined with international project experience and commercial leadership across hydrogen, syngas, gasification and emerging clean-energy opportunities.

↑ INDEX



ASUTOSH SHAH

Metrology & Precision Instrumentation · Manufacturing & Exports

Founder & Director, G-Tek Corporation Pvt. Ltd., Vadodara

30+ years in electronics and precision instrumentation

> *"Every protected vaccine, every passed audit, every product released with confidence begins with one thing never left to chance — the monitoring."*

ABOUT ME

I am an electronics engineer whose formative years were spent at the ISRO Space Application Centre, and I founded G-Tek Corporation at twenty-one, in my final year of engineering. G-Tek manufactures temperature and humidity data loggers, circular chart recorders and IoT cold-chain monitoring systems for regulated pharmaceutical manufacturers, and exports internationally.

IIMA / PAN IIM ASSOCIATION

3TP Senior Leadership General Management Programme — IIM Ahmedabad.

EDUCATION & CREDENTIALS

B.E. (Electronics) — The Maharaja Sayajirao University of Baroda.

Early professional training — ISRO Space Application Centre, Ahmedabad.

CURRENT ROLE

Founder & Director — G-Tek Corporation Pvt. Ltd., Vadodara.

AREAS OF EXPERTISE

Precision metrology & calibration · Electronics design & instrumentation · Temperature, humidity & cold-chain monitoring · Statistical reliability engineering · ISO/IEC 17025 & NABL-accredited calibration · Regulatory compliance (WHO-GDP, 21 CFR Part 11) · Product development & manufacturing · Exports & international quality standards

SELECTED WORK

- Built G-Tek from first principles, merging ISRO exposure with rigorous statistical analysis and validation.
- Established an in-house NABL-accredited ISO/IEC 17025 calibration laboratory, giving every shipped instrument documented, traceable measurement integrity.
- Author of the G-Tek Knowledge Series on measurement uncertainty, calibration intervals, traceability and audit-defensible data integrity.

INSTITUTIONAL & COMMUNITY

- Has built inclusive practices at G-Tek, including the meaningful employment of differently-abled professionals across departments.

BEYOND WORK

Human psychology and behaviour

WHAT I BRING TO THE CHAPTER

Three decades of building a globally exporting precision-engineering enterprise from the ground up, at the meeting point of deep-technology manufacturing, metrological rigour and inclusive leadership.

↑ INDEX



BHAVIN SHAH

Construction Methods · Heavy Lift Engineering · Power Projects

Lead, Construction Methods — L&T Energy CarbonLite Solutions

In power-plant construction since 2007

ABOUT ME

I am an engineer who has moved from site execution into tender strategy, commercial decisions, capital allocation and client leadership. My work covers construction strategy and heavy lifts for coal, gas and flue-gas desulphurisation power projects in India, Bangladesh and the Middle East.

IIMA / PAN IIM ASSOCIATION

Management Education Programme — IIM Ahmedabad, 2013–15.

EDUCATION & CREDENTIALS

B.Tech. (Mechanical Engineering) — Nirma University, Ahmedabad, 2003–07.

CURRENT ROLE

Assistant General Manager — L&T Energy CarbonLite Solutions (L&T Power), Vadodara, since Oct 2021; construction capability for thermal, gas-based and FGD power plants in India and overseas.

Constructability review, erection sequencing and heavy-lift planning at tender stage; tender cost analysis for heavy cranes, strand jacks and major plant; selection of erection contractors.

CAREER PATH

L&T Power — Manager, Construction Methodology Planning Cell | Apr 2015 – Oct 2021

L&T Power — Executive Engineer, then Senior Executive Engineer, Construction Management | 2010–15

Essar Constructions India Ltd., Jamnagar — Assistant Manager | Jun 2007 – Mar 2010

SELECTED WORK

- Plans heavy lifts of up to 2,500 MT, using cranes of up to 1,700 MT capacity and strand jacks of up to 650 MT.
- Owns capital investment decisions on major construction plant, of more than Rs. 32 crore.
- Represents the organisation in techno-commercial negotiations on international projects valued at Rs. 5,000–8,000 crore.
- Developed erection techniques for new technologies including jet bubble reactor absorbers, circular absorbers, wet stack chimneys, borosilicate lining and bi-plane dampers.

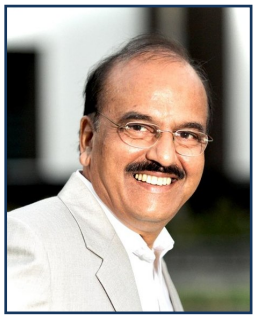
AREAS OF EXPERTISE

Construction management strategy · Heavy and critical lift planning · Constructability review · Tender and bid strategy · Capital equipment decisions · Techno-commercial negotiation · Coal, gas and FGD power projects

WHAT I BRING TO THE CHAPTER

Nineteen years of power-plant construction, from site execution to tender strategy, and practical depth in heavy-lift engineering on large projects in India and abroad.

↑ INDEX



RAJENDRA SHAH

Business Technology Consulting · ERP & Accounting Systems · CRM · BI · Channel Building

Founder & Managing Director, TallyPower IT Solutions Pvt. Ltd. | MD & CEO, A21 Technologies LLP

40+ years in business and technology · Vadodara

ABOUT ME

I am an engineer and an IIM Ahmedabad alumnus. In 1991 I founded TallyPower in Vadodara on one belief: technology should serve the business, not the other way round. Today we are a business technology consultancy that has served 18,000+ clients across India, the Middle East and East Africa, across ERP, CRM, analytics, healthcare and education platforms.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme (SMP), Three-Tier — IIM Ahmedabad, 2010.

EDUCATION & CREDENTIALS

B.E. — The Maharaja Sayajirao University of Baroda, 1982.

CURRENT ROLE

Founder & Director — TallyPower IT Solutions Pvt. Ltd., since 1991; offices in Vadodara, Ahmedabad, Surat and Vapi, with operations in the Middle East and Kenya.

MD & CEO — A21 Technologies LLP, New Delhi, with offices in 20 cities across India.

AREAS OF EXPERTISE

Business process consulting · ERP & accounting systems · Channel & partner network building · SME digital transformation · Compliance systems (GST, DPDP) · Entrepreneurship

SELECTED WORK

- Brought Tally to Gujarat in 1991 and built a network of 850+ associates across the state.
- Set up a banking software division in 1995 that served 35+ cooperative banks in Gujarat.
- Co-founded A21 Technologies in 2015 with 20 of India's leading business partners, combining regional expertise with national reach.
- Grew the company from software provider into a full business technology consultancy: ERP, CRM, business intelligence, hospital and education systems, payroll and DPDP data-privacy compliance.

INSTITUTIONAL & COMMUNITY

- Trustee — Baroda Rotary Humanitarian Foundation.
- Past President — Rotary Club of Baroda Sayajinagari.
- Past President and Past State Secretary — JCI.
- Past Vice President — BITA. Committee Member — Dasha Mevada Vaishnav Education Trust. Member — SITA and ACMA.

BEYOND WORK

Photography · Travel · Networking · Music

WHAT I BRING TO THE CHAPTER

Three and a half decades of building a technology business from one Vadodara office to India, the Middle East and East Africa, and a practical view of how organisations use systems to gain control, compliance and growth.

↑ INDEX



SMIT P. SHAH

Immigration & Visas · Restaurants & Hospitality · Wellness & Healthcare

Managing Director, Migration Overseas | Promoter, Shourya Group, Vadodara

In immigration and visas since 1998 · In restaurants and hospitality since 2011

ABOUT ME

I am Managing Director of Migration Overseas in Vadodara and have spent close to three decades advising families and employers on immigration to Canada, Australia and New Zealand. I started NP Foods in 2011 and have since built businesses across restaurants, hospitality, wellness and healthcare through Shourya Group and S&G Enterprise.

IIMA / PAN IIM ASSOCIATION

Senior Management Programme (SMP) — IIM Ahmedabad, 2023.

EDUCATION & CREDENTIALS

Post Graduate Diploma in Financial Management (PGDFM) — The M.S. University of Baroda.

BBA (Financial Management) — The M.S. University of Baroda.

CFA Level 1 — CFA Institute, USA.

CURRENT ROLE

Managing Director — Migration Overseas, Vadodara.

Managing Partner — NP Foods, Vadodara.

Promoter — Shourya Group, Vadodara.

Partner — S&G Enterprise, Vadodara.

AREAS OF EXPERTISE

Immigration & visa practice · Canada, Australia and New Zealand applications · Appeals & refusals · Restaurants & QSR · Hospitality · Wellness · Dental healthcare · ERP & in-house systems

BEYOND WORK

Languages: English, Hindi, Gujarati

SELECTED WORK

- Migration Overseas, in practice since 1998, has assisted more than 3,000 client families with Canadian, Australian and New Zealand applications.
- Canada: Express Entry, provincial nominee programmes, the Atlantic Immigration Program and LMIA-based work permits.
- Refusals, restoration of status, spousal open work permits and re-determination submissions following Federal Court settlements.
- Australia: skilled regional (491), employer-sponsored (186) and student visas, and tribunal appeals.

THE OTHER BUSINESSES

- Restaurants: started NP Foods in 2011, which has run Sankalp, Sam's Pizza, Havmor Fun Flavours and a Coca-Cola flagship store, and now operates three Subway restaurants.
- Developing Kouzina Kafe, a multi-brand cloud kitchen, through S&G Enterprise.
- Hospitality: opening Smit Farm, a riverfront Airbnb stay on the Mahi near Sindhrot.
- Wellness: bringing Tattva Spa, a chain of more than 130 locations, to Vadodara in October 2026.
- Healthcare: Stellar Dental Clinic & Implant Center, a two-clinic dental practice led by Dr. Dhruvi Smit Shah.
- Systems: built the group's own ERP, a unified mail agent and AI-assisted document drafting in-house.

WHAT I BRING TO THE CHAPTER

Close to three decades of immigration and visa practice for families and employers weighing Canada, Australia or New Zealand, and an operator's view of running restaurant, hospitality, wellness and healthcare businesses side by side in Vadodara.

↑ INDEX



MAHENDRA SHAHI

Supply Chain & Logistics · Procurement · Air Force Veteran

Deputy General Manager, Adani Enterprises Ltd.

Indian Air Force veteran · Fourteen years in the Logistics Branch

ABOUT ME

I spent fourteen years in the Logistics Branch of the Indian Air Force, covering procurement, inventory management, warehousing and multi-location operations. I am an Indian Air Force veteran and now work in corporate services at Adani Enterprises.

IIMA / PAN IIM ASSOCIATION

Post Graduate Certificate in Business Management (Armed Forces Programme) — IIM Ahmedabad.

EDUCATION & CREDENTIALS

B.E. (Mechanical Engineering) — Shantilal Shah Engineering College, Bhavnagar.

MBA (Supply Chain Management) — Woolf University / upGrad, 2026.

CII-SCMPro — Confederation of Indian Industry.

Executive Development Programme in AI/ML — IIM Kashipur.

CURRENT ROLE

Deputy General Manager — Adani Enterprises Ltd., since Aug 2026.

CAREER PATH

Indian Air Force, Logistics Branch | 2011–2025

BEYOND WORK

Theatre and films · Reading · Travel · Languages: English, Hindi, Gujarati

SELECTED WORK

- Held an inventory portfolio of Rs. 5,000 Cr covering 260+ aircraft, with annual procurement above Rs. 30 Cr and procurement teams of up to 70 personnel.
- Ran the first zone-level RFP on the Central Public Procurement Portal, working with defence OEMs including HAL and BEL and international partners.
- Delivered 100% on-time-in-full and recorded nil audit findings across three years as primary procurement lead.
- Maintained 27 months of uninterrupted supply to a high-altitude base with zero supply failure, and held supply continuity through COVID-19 and the Russia–Ukraine disruptions.
- Took part in Exercise Eastern Bridge III with Oman.

AREAS OF EXPERTISE

Supply chain management · Procurement · Vendor management · Inventory management · Warehousing · Multi-location logistics · ERP administration · GeM and CPPP e-procurement · Team leadership

WHAT I BRING TO THE CHAPTER

Defence-grade procurement and inventory discipline applied to industrial supply chains, and experience of running multi-location logistics where failure is not an option.

↑ INDEX



HARDIK SHRIVASTAVA

Freight Forwarding · Logistics · Business Expansion

Director and India Head, Lexicon Freight International Pvt. Ltd. | Managing Partner, Lexicon Industries LLP

In logistics and trade services since 2018

ABOUT ME

I lead the India business for Lexicon Freight International, covering operational strategy, stakeholder management, business expansion and volume growth for importers and exporters. I am also managing partner of Lexicon Industries. I began my career in real estate portfolio management in Dubai.

IIMA / PAN IIM ASSOCIATION

Executive Programme in Logistics, Materials and Supply Chain Management — IIM Ahmedabad, Sep–Oct 2022.

EDUCATION & CREDENTIALS

MBA (Marketing) — Indian Institute of Management Sirmaur, 2016–18.

Bachelor's degree (Business Administration and Management) — The Maharaja Sayajirao University of Baroda, 2013–16.

Business Administration and Management — International Center for Promotion of Enterprises (ICPE), Europe, 2017.

CURRENT ROLE

Director and India Head — Lexicon Freight International Pvt. Ltd., since Jan 2020.

Managing Partner — Lexicon Industries LLP, Vadodara, since Nov 2024.

CAREER PATH

Lexicon Freight International Pvt. Ltd. — General Manager | Jun 2019 – Jan 2020

Square Yards, Dubai — Portfolio Manager, then Management Trainee | May 2018 – Jun 2019

SELECTED WORK

- Leads the India business for Lexicon Freight International, responsible for operational strategy, volume growth and service delivery to importers and exporters.
- At Square Yards in Dubai, managed portfolios for high-net-worth clients, executed transactions from pitch to closure, and trained sales staff on investment analysis and product selection.
- Headed the Marketing Club and served on the Media Cell at IIM Sirmaur.

AREAS OF EXPERTISE

Freight forwarding & logistics · Operational strategy · Business expansion · Stakeholder management · Import and export services · Business development

INSTITUTIONAL & COMMUNITY

- National and state level basketball championships; inter-faculty tournaments.

BEYOND WORK

Languages: English, Hindi, Gujarati

WHAT I BRING TO THE CHAPTER

A practitioner's view of freight forwarding and international trade services, and experience of building an India business from a single office.

↑ INDEX



ANAND SHUKLA

Business Expansion · International Markets · Strategic Accounts

Senior Consultant — Business Expansion, Rishabh Software Pvt. Ltd., Vadodara

25+ years of international business experience

ABOUT ME

I work on business expansion across technology services, overseas trade and manufacturing, with strengths in new opportunity identification, strategic account management and client relationships. My career has moved from chemical export manufacturing through a software joint venture and overseas trading into enterprise technology sales.

IIMA / PAN IIM ASSOCIATION

Executive MBA — IIM Ahmedabad, 1999–2000.

EDUCATION & CREDENTIALS

B.Sc. (Chemistry) — M. S. University, Vadodara, 1993.

CURRENT ROLE

Senior Consultant — Business Expansion, Rishabh Software Pvt. Ltd., Vadodara, since Dec 2018.

Drives go-to-market across the US East Coast, Gulf Coast and Mid-West, with CXO outreach into manufacturing, media and advertising, retail, fintech and health-tech.

CAREER PATH

Nahak Overseas Ltd., Vadodara — Business Development Manager to Business Head | Jan 2008 – Nov 2018

Champs Compusoft Systems Ltd., Vadodara — Business Manager | Jan 1996 – Nov 1998

Consolidated Cobalt Chemicals Pvt. Ltd., Kandla — Works Manager | Jun 1993 – Dec 1995

AREAS OF EXPERTISE

Business expansion · GTM strategy · Strategic account management · International business development · Client relationships · Market research · Team mentoring

SELECTED WORK

- Builds enterprise pipelines for custom application, mobile and web development, and helped set up the framework for Rishabh's offshore development centre.
- At Nahak Overseas, was the global networking point of contact for key accounts across joint ventures, M&A and strategic alliances.
- At Consolidated Cobalt Chemicals, ran a chemical export manufacturing plant covering quality, process, R&D, HR, production scheduling and import-export procedure.

INSTITUTIONAL & COMMUNITY

- Executive Committee Member — IIMA Alumni Association, Vadodara Chapter.
- Programme on Enterprise Management for Indian MSMEs (INCI-2), AOTS, Yokohama, Japan, 2010.
- Manager Training Programme, InWEnt GmbH, Germany, 2010.
- Third place, Anveshan III — National Search for Innovation, Centre for Innovation, Incubation and Entrepreneurship, IIM Ahmedabad.

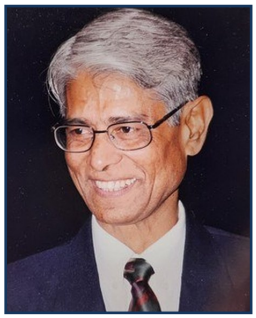
BEYOND WORK

Camping and road trips · Innovation and scientific curiosity

WHAT I BRING TO THE CHAPTER

An international business and growth perspective across technology services, overseas trade and manufacturing, with a particular interest in mentoring on business expansion and international markets.

↑ INDEX



J. C. SHUKLA

Business Strategy · Consulting · Social Innovation

Managing Director, Nahak Overseas Limited, Vadodara

40+ years as chief executive, managing director, advisor and consultant

ABOUT ME

I have held assignments as chief executive, managing director, advisor and consultant over four decades. Alongside international business and strategic advisory work, I have designed and led a series of social-impact projects built on internet-enabled models.

IIMA / PAN IIM ASSOCIATION

MBA — IIM Ahmedabad.

EDUCATION & CREDENTIALS

B.E. (Mechanical).

CURRENT ROLE

Managing Director — Nahak Overseas Limited, Vadodara.

Works with an NGO in India on reducing household cost of living and creating last-mile self-employment; the pilot is complete and is being scaled without donations, subsidies or grants.

AREAS OF EXPERTISE

Business strategy · International business · Advisory & consulting · Social innovation · Technology-enabled models

SELECTED WORK

- Originated a highway rescue project between Ahmedabad and Vadodara, a forerunner of India's 108 emergency service; the project received a national award from the Government of India.
- Presented a model of blood banking at the International Blood Transfusion Conference, Paris, 2001; the model has since been practised in India and in Kenya.
- Invited by the United Nations as an observer to the World Summit on the Information Society, Geneva, 2003.
- Involved in a WTO / ITC seminar in Geneva where developing countries studied his models for internet-enabled livelihoods.

INSTITUTIONAL & COMMUNITY

- Board member — Hawthorne World, USA.
- Consultant to the Government of Germany on attracting investment near Berlin.
- Consultant to the Government of Kenya on addressing housing shortages through funds and technology from the USA.

WHAT I BRING TO THE CHAPTER

Entrepreneurial, strategic and international experience, with a distinctive perspective on social innovation, technology-enabled models and large-scale impact.

↑ INDEX



VISHAL TERAIYA

Procurement · Strategic Sourcing · Project Execution

Assistant Manager — Project Procurement, Deepak Chem Tech Ltd. (Deepak Nitrite)

8 years in CAPEX procurement and vendor development

ABOUT ME

I am a mechanical engineer working in procurement, strategic sourcing and project execution across large industrial projects. My experience covers CAPEX and project procurement, vendor development, contract management, negotiation and cost optimisation, combining technical understanding with commercial and stakeholder management.

IIMA / PAN IIM ASSOCIATION

Accelerated General Management Programme (AGMP), Batch BL-15 — IIM Ahmedabad, 2025.

EDUCATION & CREDENTIALS

B.E. (Mechanical Engineering) — Pacific School of Engineering, Surat, 2018.

Diploma in Mechanical Engineering — Dr. S. & S.S. Ghandhy College of Engineering & Technology, 2014.

CURRENT ROLE

Assistant Manager — Project Procurement, DCTL (Deepak Nitrite), Oct 2022 to date.

Manages bulk procurement for five greenfield projects worth Rs. 2,000 Cr+.

CAREER PATH

Rallis India Ltd. (Tata) — Executive, CAPEX Procurement | 2020–22

IPCA Laboratories Ltd. — Officer, Purchase | 2020

Aarti Industries Ltd. — Executive, Procurement | 2018–20

L&T Power Ltd. — Junior Engineer Trainee, Product Engineering | 2014–15

AREAS OF EXPERTISE

Strategic sourcing · CAPEX & project procurement · Vendor development · Contract management · Negotiation · Cost optimisation · Expediting · SAP MM · SAP Ariba

SELECTED WORK

- Achieved over 9% average discount per purchase order and reduced lead times by about a week per PO.
- Executed more than ten Annual Rate Contracts to shorten PR-to-PO cycles.
- Contributed to SAP Ariba testing and implementation with the IT team, improving procurement visibility and transparency.
- At Rallis India, managed CAPEX procurement of about Rs. 200 Cr annually and delivered Rs. 19 Cr in negotiated savings.
- Sustained uninterrupted production at IPCA through COVID by managing supply chain and securing government approvals.

INSTITUTIONAL & COMMUNITY

- Certifications: Project Execution Excellence — L&T Institute of Project Management; Become A Professional Negotiator — Ahmedabad Management Association; Patent Filing Procedure — RGNIIPM, Government of India.
- Research paper published in Elsevier's Materials Today Proceedings, IIT Roorkee.

BEYOND WORK

Reading · Writing · Travel

WHAT I BRING TO THE CHAPTER

A working view of industrial CAPEX procurement and vendor development on large greenfield projects, and practical experience of negotiation and digital procurement systems.

↑ INDEX



AKANSHA TEWARI

Emotional Wellbeing · Brand & Communication · Entrepreneurship

Founder, The Wonder Whale

PGP-ABM 2014–16 (IIMA) · FMCG, edtech, a creative agency and now wellbeing

ABOUT ME

I started my career in FMCG with Future Group, moved into edtech with Math Buddy, and then founded and ran a content and creative agency, Vigyapany. I am now building The Wonder Whale, around self-growth, mindfulness and emotional wellbeing. I enjoy building businesses from scratch, and I am curious about human behaviour, child development and what helps people grow.

IIMA / PAN IIM ASSOCIATION

Post Graduate Programme in Management (PGP-ABM) — IIM Ahmedabad, 2014–16.

EDUCATION & CREDENTIALS

B.Tech. (Agriculture) — Pantnagar University.

Growth Mindset Coach · NLP Practitioner.

CURRENT ROLE

Founder — The Wonder Whale.

Products and experiences around self-growth, mindfulness and emotional wellbeing, for children and adults, working with families, schools, communities and organisations.

CAREER PATH

Vigyapany — Founder, content and creative agency

Math Buddy — edtech

Future Group — FMCG

SELECTED WORK

- Founded and ran Vigyapany, a content and creative agency.
- Building The Wonder Whale with families, schools, communities and organisations.

AREAS OF EXPERTISE

Brand building · Communication · Founder presence · Storytelling · Workshop design · Mindfulness & emotional wellbeing · Child development

WHAT I BRING TO THE CHAPTER

Glad to help on brand building, communication, founder presence and storytelling, and on planning workshop sessions.

↑ INDEX



GOPAL THAKKAR

Capital Allocation · Project Finance · M&A · Transformation

CFO, Deepak Chem Tech Ltd. | Deepak Group

21+ years across finance, manufacturing growth and governance

ABOUT ME

I am a finance leader focused on building and scaling capital-intensive businesses. Across the Deepak Group, I have partnered with Boards and business leaders on investment decisions, fund raising, M&A, risk and operating performance, combining strategic finance with disciplined execution.

IIMA / PAN IIM ASSOCIATION

Executive Education — Mergers, Acquisitions & Restructuring; Executive Leadership Program — IIM Ahmedabad.

EDUCATION & CREDENTIALS

Advanced Financial Strategy — IIM Bangalore.

MBA (IT & Finance) — International Institute of Information Technology.

Bachelor of Commerce — H.L. College of Commerce.

CURRENT ROLE

CFO — Deepak Chem Tech Ltd., since 2022.

Finance leadership for advanced materials, Oman initiatives and a multi-location investment portfolio.

CAREER PATH

Deepak Group — Chief Manager to CFO | Jun 2012 – Present

Binani Group — DGM, Corporate Finance | Sep 2007 – Jun 2012

JM Financial — Financial Analyst | Feb 2006 – Jul 2007

IL&FS Investsmart — Analyst | Sep 2005 – Feb 2006

AREAS OF EXPERTISE

Capital allocation · Board and CEO partnering · Project finance · FP&A · M&A · Treasury and risk · Investor relations and ratings · Tax and incentives · SCM and commercial · Digital finance

BEYOND WORK

Languages: English, Hindi and Gujarati

SELECTED WORK

- Raised more than US$2.5 billion; closed Rs. 6,825 crore of project finance for an Rs. 11,000+ crore programme at sub-8%, plus US$78 million for an Oman project at SOFR +2.25%.
- Reviewed 100+ investment proposals and oversees 15+ projects across an Rs. 16,000+ crore growth programme.
- Supported a greenfield manufacturing platform scaling beyond Rs. 6,000 crore revenue and approximately Rs. 800 crore EBITDA; built finance functions for two new businesses.
- Evaluated 50+ M&A opportunities and executed five transactions, including a US$375 million European acquisition.
- Structured more than Rs. 30,000 crore of feedstock and offtake arrangements, and Rs. 1,000+ crore of BOO and lease structures.
- Delivered approximately US$10 million of bottom-line savings with BCG, and strengthened finance through SAP, Ariba, TMS, CRM and management dashboards.
- Managed an Rs. 2,000+ crore investment book and enterprise exposure across working capital, insurance, metals, currencies and interest rates.
- Structured a European plant relocation under MOOWR, delivering savings exceeding Rs. 300 crore, while maximising state and GST incentives.
- Executed three QIPs and a private-equity transaction; expanded institutional investor, sell-side and rating-agency engagement.

WHAT I BRING TO THE CHAPTER

A CFO's perspective on financing growth, allocating capital and building governance, with hands-on experience across greenfield manufacturing, cross-border transactions and business transformation.

↑ INDEX



VISHAL THAKKAR

Investment Banking · M&A · Infrastructure & Ports

Founder Director, Tridha Advisors Pvt. Ltd. and Tridha Ventures LLP

In corporate finance and M&A since 2001

ABOUT ME

I advise on venture capital, private equity and project finance mandates through Tridha Advisors, which I co-founded in 2013. My earlier career covered port and LNG business development at Shell Hazira, M&A at Essar Investments and GE Capital, and research at CRISIL, with particular depth in infrastructure, ports, SEZs and oil and gas.

IIMA / PAN IIM ASSOCIATION

MDP in Mergers, Acquisitions and Corporate Restructuring — IIM Ahmedabad, 2009.

EDUCATION & CREDENTIALS

MBA (Finance) — Nirma Institute of Management, 1999–2001.

B.E. (Chemical) — Government Engineering College, Gandhinagar, Gujarat University, 1994–98.

Project Financing for Infrastructure Projects — Euromoney, 2007.

CURRENT ROLE

Founder Director — Tridha Advisors Pvt. Ltd. and Tridha Ventures LLP, since Aug 2013.

Advises on venture capital, private equity and project finance mandates, with offices in Ahmedabad, Surat and Mumbai.

CAREER PATH

Amoeba Business Re-engineering Pvt. Ltd. and Tatva Micron Pvt. Ltd. — Founder Director | 2012–13

Essar Investments Ltd. — DGM, M&A | 2011–12

Shell Hazira LNG and Port — Manager, Business Development; earlier Economist | 2004–11

CRISIL Research — Senior Analyst | 2004

GE Capital International Services (India) — Assistant Manager | 2003

First Global Stock Broking Pvt. Ltd. — Research Analyst | 2002–03

Gujarat Positra Port Infrastructure Ltd. — Management Trainee | 2001–02

SELECTED WORK

- At Shell Hazira, negotiated and executed the sub-concession agreement with MPSEZ for a multi-cargo port, with first-phase capex of about US$500 million, working with Citi and external advisers.
- As Economist at Shell Hazira, built thirty-year project economics and long-term regasification tariffs, and managed corporate treasury with cumulative transactions of around US$2 billion a year.
- At CRISIL, advised ChrysCapital to invest in Shriram Transport Finance rather than the target it had identified; the investment exceeded Rs. 100 crore and returned roughly twelve times on partial exit over five years.
- Advised a foreign institutional investor on Pantaloon Retail in the early days of organised retail; the investment returned 5.8 times over three years against a Sensex return of 1.2 times.
- As a management trainee, was part of the team that raised finance for India's first private-sector SEZ, a first-phase investment of Rs. 5,600 crore including about Rs. 3,500 crore of project finance.

AREAS OF EXPERTISE

Mergers & acquisitions · Private equity & venture capital · Project finance · Financial modelling · Corporate treasury · Negotiation · Ports & SEZ · Oil & gas

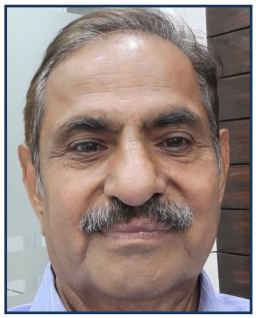
INSTITUTIONAL & COMMUNITY

- Speaker at an international infrastructure conference.

WHAT I BRING TO THE CHAPTER

A deal-side view of infrastructure, ports and SEZ financing, and practical experience of valuation, negotiation and raising growth capital for mid-market businesses in Gujarat.

↑ INDEX



PUKHRAJ VERMA

Materials Management · Corporate Affairs · Talent · Academia

Visiting Faculty, Gati Shakti University (NRTI), Vadodara

45+ years across industry, international recruitment and teaching

ABOUT ME

My career spans materials management, corporate affairs, strategy and planning at Reliance Industries, international engineering-talent acquisition in the Gulf, and independent compliance consulting. I now teach management, and have a long-standing interest in institution building and in rural development.

IIMA / PAN IIM ASSOCIATION

Master in Business Administration — Indian Institute of Management Ahmedabad, 1978.

EDUCATION & CREDENTIALS

M.Sc. (Physics) — University of Rajasthan, Jaipur, 1976.

CURRENT ROLE

Visiting Faculty — Gati Shakti University (NRTI), Vadodara, since Jan 2022.

Designs and teaches courses in Entrepreneurship & Innovation, Purchasing & Materials Management, and Essentials of Business.

CAREER PATH

Independent management consultant | 2018–21

Dar Al Riyadh Consultants — Resource Manager | 2008–17

Jerry Varghese International — Branch Manager | 2007–08

Reliance Industries Ltd. — Materials Officer to General Manager, Corporate Affairs | 1978–2007

AREAS OF EXPERTISE

Materials management · Strategy & planning · Corporate affairs · International recruitment · Oil, gas & petrochemicals · Power & energy · Regulatory compliance · Supply chain · Rural development & social marketing

SELECTED WORK

- At Dar Al Riyadh, led international recruitment of engineering talent for Gulf clients including SABIC and its affiliates; the operation mobilised 20,000+ qualified technical personnel during his tenure.
- As a consultant, supervised ROC, SEBI and BSE compliance for two listed and seven unlisted Indian companies, and handled public, preferential and rights issues alongside merchant bankers.
- At Reliance, worked on strategy and planning, feedstock and chemical imports, hydrocarbon market analysis, international bid evaluation and contract award; led rural development and social marketing for ten years.
- Presented work on fuel-efficient potter's kilns to the Prime Minister of India; published articles on hydrocarbon consumption, pipeline transportation, refineries and PVC applications in low-cost housing.

INSTITUTIONAL & COMMUNITY

- Taught Operations Research, Marketing and Human Resources at IGNOU / MSU Baroda, and Materials Management at the Indian Institute of Materials Management, Vadodara.
- Led the project to establish the IPCL Institute of Engineering and Management — trust formation, five-year budget, course framework, 100+ acre land allocation with the Government of Gujarat, university affiliation and AICTE approval. The project was shelved on the RIL takeover of IPCL.

WHAT I BRING TO THE CHAPTER

Four and a half decades across materials, corporate affairs and international talent, and direct experience of building an academic institution from constitution to approvals.

↑ INDEX



KAMAL YADAV

Quality · Project Management · Supply Chain · Power & Process Projects

Quality Specialist, Técnicas Reunidas

Two decades in quality, project management and supply chain management across power and process projects

ABOUT ME

I work on quality assurance and project management for large power and process projects, currently on a 3,010 MW combined-cycle gas turbine project with Técnicas Reunidas. I spent sixteen years at Larsen & Toubro, latterly with L&T Energy — CarbonLite Solutions, and began in third-party inspection at Bureau Veritas.

IIMA / PAN IIM ASSOCIATION

Post Graduate Certificate in Management — IIM Ahmedabad, 2014–16.

EDUCATION & CREDENTIALS

B.E. (Electrical and Electronics Engineering) — Rajiv Gandhi Proudyogiki Vishwavidyalaya, Bhopal, 2001–05.

Certified Lead Auditor, ISO 9001:2015 and ISO 9001:2008.

Certified Business Excellence Assessor.

Level D Certified Project Management Professional.

CURRENT ROLE

Quality Specialist — Técnicas Reunidas, since Nov 2025, on a 3,010 MW CCGT project.

CAREER PATH

Larsen & Toubro — Deputy General Manager; latterly with L&T Energy, CarbonLite Solutions | Jul 2009 – Oct 2025

Bureau Veritas Industrial Services (India) Pvt. Ltd. — Project Coordinator and Inspection Engineer | Feb 2006 – Jun 2009

SELECTED WORK

- Quality lead on a 3,010 MW combined-cycle gas turbine project.
- Sixteen years at Larsen & Toubro, rising to Deputy General Manager, latterly with L&T Energy — CarbonLite Solutions.
- Lead auditor for ISO 9001 and a certified business excellence assessor.

AREAS OF EXPERTISE

Quality assurance analysis · Quality management systems · Third-party inspection · Supply chain management · Project management · Operations management · Business excellence assessment · Python

WHAT I BRING TO THE CHAPTER

A quality, project management and supply chain perspective on large EPC power and process projects, and experience of holding standards across international project teams.

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Notes & Disclaimers

Please read these alongside the profiles in this directory.

SCOPE OF THIS DIRECTORY

This directory lists the members of the IIMA Alumni Association, Vadodara Chapter, **whose annual fees for 2026-27 had been received as on the version date** shown on the back cover. It is **not a complete record of IIM alumni in Vadodara**, and **no inference should be drawn from the absence of any name**.

CIRCULATION

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Every profile is **the member's own first-person account of themselves**. Each is prepared from material the member supplied, is sent to that member before issue, and is published as the member has asked it to be published.

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CONTACT DETAILS

No member contact details are published. To reach a member, please write to the chapter secretariat, whose details are on the back cover. Any contact details appearing in an advertisement are the advertiser's own.

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Dr. Sheetal Nair
Co - Founder & Psychotherapist

CA Raunak Majmudar
Co - Founder & CEO

Mrs. Purvi Shah Saggu
Co - Founder & Director

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+91 922-719-9828

4th Floor , Anmol Plaza , Manisha Crossroads , Vadodara Gujarat

A COMMUNITY THAT

goes further together

CONNECT • COLLABORATE • GROW • MAKE A DIFFERENCE

VADODARA CHAPTER

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Vice President **Bhavik Khera**
Hon. Secretary **Dr. Sheetal Nair**
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WhatsApp +91 83204 04942 · iimaaa.vadodara@gmail.com
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