

Great  
Place  
To  
Work®

Certified

JAN 2025-JAN 2026

INDIA

 **multiplier**

**VOL**  
**2025**  
JUL-SEPT

# MULTIPLIER LIFE



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## CEO'S CORNER

### **Dear Team,**

As we step into the JAS quarter, I want to take a moment to reflect on the momentum we've built together. The past months have been a testament to our resilience, focus, and our collective belief in the growth agenda. Each of you has shown what it truly means to *do more with less* — turning challenges into opportunities and ideas into measurable outcomes.

This quarter, our focus sharpens further — on *execution with excellence* and *growth with purpose*. We've set the pace; now it's time to accelerate. Let's stay committed to driving value for our clients, building efficiencies across teams, and ensuring that every action we take contributes to sustainable, long-term growth.

At the heart of all this remains our people. Our strength lies in collaboration, empathy, and an unyielding drive to make things better — for our clients, our colleagues, and ourselves.

Let's continue to embody the Multiplier mindset — agile, efficient, and deeply human. Together, we'll not only meet our goals but redefine what success

**Onward with purpose,**

**Sameer Mehta**

*CEO & Managing Director*

*Multiplier Brand Solutions Pvt. Ltd.*

# BUSINESS ODYSSEY



We're excited to introduce our newest clients, each bringing unique opportunities to our company. A big shoutout to our New Business Development team for their stellar work in making these partnerships happen. Together, we're set to achieve even greater milestones!

## CLIENT

## SERVICE OFFERED

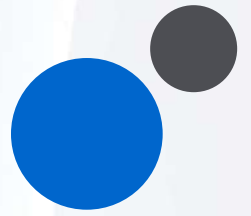
	<b>Onida</b> (MIRC Electronics Limited)	<b>Workforce Management and Tech &amp; Data Insights</b>
	<b>Hafele India</b>	<b>Workforce Management</b>
	<b>Manipal Fintech</b>	<b>Workforce Management</b>
	<b>Fenesta</b> ( DCM Shriram Group )	<b>Workforce Management</b>
	<b>Terumo India Private Limited</b>	<b>Workforce Management</b>

multiplier



# SPOTLIGHT

## CELEBRATING STARS AMONG US



**MAHESH  
NORTH**

IDMA 2025 Awards for Navodaya



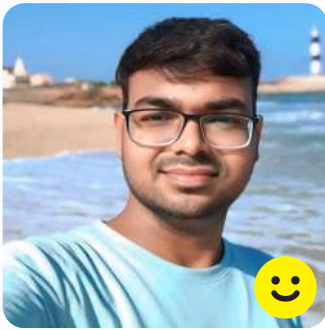
**RANGOLI KUMAR  
NORTH**

IDMA 2025 Awards and Marketing Campaign Go Live



**PRIYA SINGH  
NORTH**

UI/UX for Navodaya and CMI Connect App



**NARENDRA PRAJAPATI  
WEST**

For Navodaya Incentive Module & Dyson Salon Calculator Module development



**ANIL KUMAR TIWARI  
NORTH**

For ensuring his dedication towards task assigned and deliver in time and playing a vital role in the AP team



**DHAVALKUMAR PRAJAPATI  
WEST**

For his initiative and leadership in developing the Monthly Challan Uploading Tool. The tool has streamlined the process significantly



**PREM KUMAR SHARMA  
NORTH**

For his consistent and accurate handling of salary processing and TDS return filings for the last quarter. His timely execution ensured compliance without any delays or discrepancies.



**DEVENDRA SINGH  
NORTH**

For proactively organizing and conducting an internal Excel training session for the team. This initiative not only enhanced technical proficiency but also promoted knowledge sharing and team collaboration. The session was well-structured and received positive feedback from participants.



**NAVIN JHA  
NORTH**

For his active and dedicated contribution in managing multiple client-wise Full & Final (F&F) batches. His attention to detail and follow-through ensured seamless coordination with minimal escalations.

# SPOTLIGHT

## CELEBRATING STARS AMONG US



**SHAKIL AHMED**  
NORTH

For his reliable support in processing several F&F batches efficiently and within the required timelines. His commitment and responsiveness played a key role in meeting client expectations.



**GOPAL**  
NORTH

For his consistent efforts in processing vendor insurance payments on urgent manner. He has maintained accuracy in documentation and ensured payments are completed without delays.



**IRAJ R**  
SOUTH

performer for the last three months - May, June, and July. 33, 43, 38



**HARINDER SINGH JASSAL**  
NORTH

In recognition of his commendable efforts in taking complete ownership of the BB project under strict and time-bound deadlines. His proactive approach and capability to manage the project independently along with the support of the respective team members demonstrate his reliability and leadership in my absence.



**KARTIK MEHTA**  
SOUTH

In recognition of your exceptional dedication and proactive approach during the peak hiring season. Your consistent efforts, attention to detail, and commitment to finding the right talent have played a significant role in strengthening our team. Your contribution is truly commendable and reflects a strong sense of ownership and excellence



**AIJAZ WANI**  
NORTH

In recognition of your unwavering commitment and strategic efforts in driving true client growth. Your ability to build strong relationships, understand client needs, and deliver impactful solutions has significantly contributed to our success. Your client-first mindset and passion for excellence are truly appreciated.



**RAVINDRA DNYANDEO SHINTRE**  
WEST

In recognition of your outstanding efforts in driving new business opportunities while consistently elevating client satisfaction. Your proactive mindset, strategic approach, and deep commitment to client success have not only added tangible value to our growth but also strengthened long-term partnerships. Your dedication to excellence is truly commendable.



**SACHIN SINGH**  
NORTH

In recognition of your impactful market efforts in nurturing and strengthening client relationships. Your proactive engagement, industry insight, and dedication to understanding client needs have significantly enhanced our market presence and built lasting trust with key



**SUSHIL CHOPRA**  
NORTH

In recognition of your exemplary performance during the peak season and your unwavering commitment to delivering exceptional service to our clients. Your ability to stay composed under pressure, manage high volumes efficiently, and maintain service excellence has made a significant impact. Your dedication and professionalism are truly appreciated.

# SPOTLIGHT

## CELEBRATING STARS AMONG US



**SUMAN GOLA**  
NORTH

In recognition of your impactful market efforts in nurturing and strengthening client relationships. Your proactive engagement, industry insight, and dedication to understanding client needs have significantly enhanced our market presence and built lasting trust with key stakeholders. Your contribution is deeply valued



**DALCHAND**  
NORTH

For consistently supporting data analysis and timely preparation of reports, ensuring accurate and actionable insights as and when required



**MANJUNATHA C**  
SOUTH

For constantly engaging Versuni and Dmart client. With his support both the projects HC is on a upward trajectory



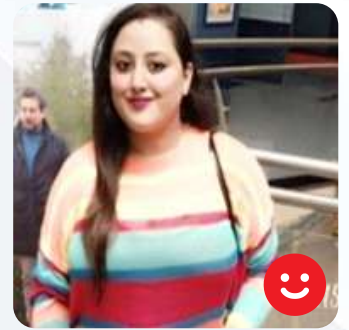
**PREEMA SHERLI**  
SOUTH

For being operationally sound and efficient. We have received no escalation or complaints in her first year with us



**BHARATH KUMAR M N**  
SOUTH

For being proactive in keeping the client engaged and successfully closing the Sony Bangalore Branch attendance on time in his very first month, and for receiving client appreciation as well."



**MOHINI NARENDRA VAIDYA**  
WEST

For your consistent achievement of targets over the past six months, and for receiving an appreciation email from the Crompton client acknowledging your valuable contributions



**HAMEED AHMED KHAN**  
WEST

For your excellent performance in achieving 24 joinings so far, with several more in the pipeline, while actively managing profile delivery and client coordination leading to successful selections and joinings



**ABHISHEK KUMAR JHA**  
NORTH

For his tremendous effort in making Black Barry LMS live.

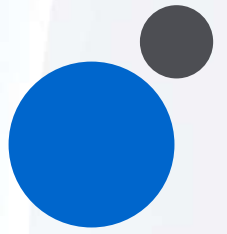


**TUSHAR GUPTA**  
NORTH

For completing All App Updates in Google PlayStore which was urgent and critical.

# SPOTLIGHT

## CELEBRATING STARS AMONG US



**VIJAY KR RAWANI**  
SOUTH

In recognition of his outstanding efforts in managing Sony Onam, ensuring timely attendance updates, smooth document and ID coordination, and consistent SFA engagement.



**MANJUNATHA C**  
SOUTH

For his consistent dedication and outstanding performance, achieving 100% completion in Onam – Cochin and Durga Pooja hiring within just 3 days



**AMAN KUMAR**  
EAST

For demonstrating remarkable dedication by ensuring 66 joinings for Blue Dart in September 2025.



**PRADIP KARMAKAR**  
EAST

For his remarkable consistency, delivering an average of 39 joinings per month across April to September 2025



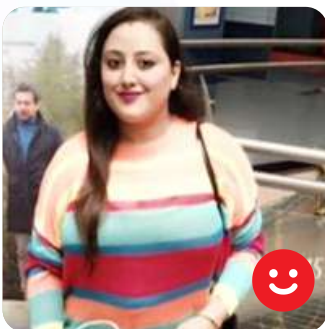
**GAURAV KUMAR**  
NORTH

For consistently delivering results with 30 joinings accomplished in September 2025.



**SUSHIL KUMAR TIWARI**  
NORTH

For his remarkable dedication in achieving 89% of the target from April to September 2025



**MOHINI NARENDRA VAIDYA**  
WEST

For consistently exceeding expectations with 131% achievement of her target during April–September 2025



**K KUMAR NAIK**  
SOUTH

For achieving 105% of the target in the last six months (Apr–Sept 2025)."



**IRAJ**  
SOUTH

In recognition of achieving 113% of the target from May to Sept 2025

# SPOTLIGHT

## CELEBRATING STARS AMONG US



**RAHUL KUMAR THAKUR**  
SOUTH

For driving excellence with an achievement rate where 88% of the team met or exceeded their individual targets



**RAJAT PENDHARKAR**  
NORTH

For consistently driving the billing and collection agenda with timely follow-ups and a solution-oriented mindset.



**ANJU**  
NORTH

For demonstrating a team-first attitude and resilience, truly reflecting the spirit of collaboration.



**JAI KISHAN GAUTAM**  
NORTH

In recognition of your dedication and excellence in driving key initiatives over the past 3-4 months by successfully completing the training module for the recruitment team, launching the incentive scheme, and leading the team through a data-driven approach.



**KESHVI RAJNIKANTBHAJ BARAIYA**  
WEST

For outstanding efforts in closing 50+ critical CSE roles, ensuring zero pending positions, and reinforcing the future talent pipeline of the Blue Dart CS account strong future pipeline.



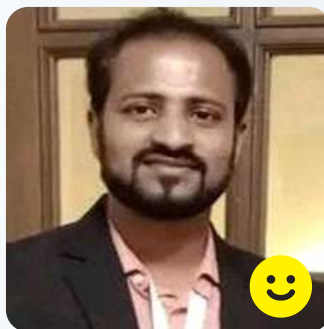
**CHETAN SOLANKI**  
WEST

For commitment and outstanding client service at Reliance Retail, securing 70+ transitions this month and opening new avenues in the West region.



**AARUSHI AVINASH PAWAR**  
WEST

For exceptional coordination in achieving 93% of the North region recruitment target for Kansai Nerolac on 17th Sept 2025 and securing an average of 25 joinings from the client.



**ROHIT NILKANTH KUDTARKAR**  
WEST

For dedication in compiling and submitting education and work details of 500+ associates within 2 days, going above and beyond to ensure timely completion and earning client appreciation.



**SACHIN SINGH**  
NORTH

In recognition of his proactive approach and relentless efforts, achieving 160 joinings in JAS 2025 for Blue Dart, a truly remarkable accomplishment

# MOST APPRECIATED EMPLOYEE



JULY



**RANVIR SINGH**  
Human Resource  
Delhi

AUGUST



**MUKESH SINGH RAWAT**  
Human Resource  
Delhi

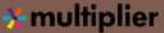
SEPTEMBER




**SUSHIL CHOPRA**  
Operations & Client Servicing  
Delhi

## INTERVIEWER OF THE QUARTER



 multiplier

Congratulations  
TO  
**MULTIPLIER'S BEST  
INTERVIEWER OF THE  
'JAS'QUARTER**



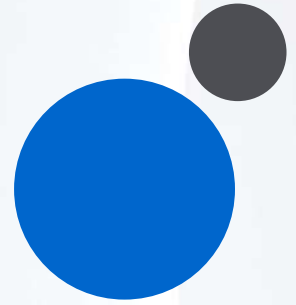
**MR. LALIT VASHISHTHA**  
GENERAL MANAGER - BUSINESS  
DEVELOPMENT

**WINNING CHARACTERISTICS**

Less waiting, More Insight      Every Detail, Crsqsal Clear

Efficient & Clear

# Marching With **Multiplier** Years Of Commitment



**RAJAT PENDHARKAR**

11 Years  
TECH & DATA  
DELHI



**AIJAZ WANI**

11 Years  
OPERATIONS & CLIENT SERVICING  
DELHI



**ANSHUL TOMAR**

11 Years  
OPERATIONS & CLIENT SERVICING  
DELHI



**GOUTAM BOSE**

5 Years  
RETAIL  
KOLKATA

# KNOWLEDGE KALEIDOSCOPE

## Nurturing Growth Together



### Digital Well-being & AI Ethics: Are You in Control or Being Controlled?




In this thought-provoking session, Multiplier interns Sidharth and Akshat deep dived into the fascinating world of Digital Well-being and AI Ethics — exploring how technology shapes our habits, decisions, and even our sense of self.



### Driving HR Excellence through HRone (Entire HR Module) *By Amit Singh*

### Driving HR Excellence through HRone (Entire HR Module)



FACILITATOR  
**Mr. Amit Singh**

**AUGUST  
26**

11:30 AM to 12:30 PM  
TUESDAY

MODE	VENUE
Hybrid	Board Room/ Teams

**Attendees**  
Mandatory for HRBP, RHR, TA head  
All others may share their nomination with [yukti.arora@multiplier.co.in](mailto:yukti.arora@multiplier.co.in)  
by 25th August 2025.

# Last-Mile Efficiency through Effective Workforce Management

By Rupinder Singh

To strengthen our operational excellence, Mr. Rupinder Singh led a hybrid session on **“Last-Mile Efficiency through Effective Workforce Management”**, emphasizing data-driven and people-centric efficiency.

Great Place To Work Certified Employer

multiplier

## Last-Mile Efficiency through Effective Workforce Management



FACILITATOR  
**Mr. Rupinder Singh**

SEPTEMBER  
**05**

12:00 AM to 1:00 PM

FRIDAY


MODE: Hybrid | VENUE: Board Room/ Teams

**Attendees**  
Mandatory for NBD Team, HR Managers, BOM, and Key Account Managers. All others may share their nominations with [yukti.arora@multiplier.co.in](mailto:yukti.arora@multiplier.co.in) by 04th September 2025.

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## BUSINESS AND TECH ALIGNMENT for Last-Mile Retail



FACILITATOR  
**Saranga Baruah**

AUGUST  
**05**

11:00 AM to 12:00 PM

TUESDAY

MODE: Hybrid | VENUE: Board Room/ Teams

**Attendees**  
Mandatory for NBD Team, HR Managers, BOM, and Key Account Managers. All others may share their nominations with [yukti.arora@multiplier.co.in](mailto:yukti.arora@multiplier.co.in) by 04th August 2025.

# Business and Tech Alignment for Last-Mile Retail

By Saranga Baruah

A thought-provoking session on **“Business and Tech Alignment for Last-Mile Retail”** by Mr. Saranga Baruah explored how integrating technology with business goals can unlock greater efficiency and growth.

# Selling Multiplier-The Elevator Pitch

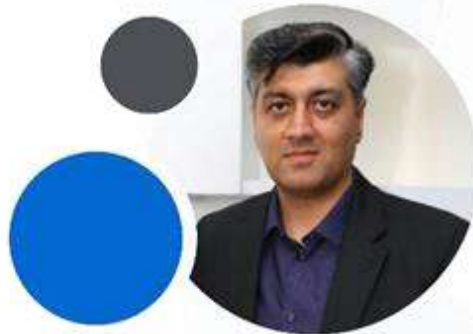
*By: Sameer Mehta*

**Sameer Mehta**, our **CEO & MD**, shared his expertise on crafting the perfect **elevator pitch**, inspiring our team to sell Multiplier confidently.



## Selling Multiplier

### THE ELEVATOR PITCH



FACILITATOR

**Sameer Mehta**

JULY  
**25**

11:30 AM to 1:00 PM

FRIDAY

MODE

Hybrid

VENUE

Board Room/ Teams

#### *Attendees*

*Mandatory for NBD Team and BOM/Key Account Managers.  
The rest can give their nomination to [yukti.arora@multiplier.co.in](mailto:yukti.arora@multiplier.co.in) by 23rd July.*

# MULTIPLIER MILESTONES

## CELEBRATING PROGRESS TOGETHER

Multiplier wins the **Asia Best Employer Brand Award 2025**, proving once again that great workplaces are built by great people.



**Great Place To Work Certified** **multiplier**

Recognized for Reimagining Retail  
Proud to win **Bronze** at  
**IDMA 2025**  
for Cross Mobile Integration



**Navodaya:**  
*Unifying Sales Intelligence Across Channels*  
*A shared win for Blackberrys & Multiplier*

**PROUD TO WIN BRONZE AT IDMA 2025 FOR CROSS MOBILE INTEGRATION**

*Navodaya: Unifying Sales Intelligence Across Channels*  
A shared win for Multiplier & Blackberrys.

**Panasonic India, in partnership with Multiplier, has won **Gold** for Best Omni Channel Campaign at the e4m Real Time Programmatic Advertising Conference & Awards 2025.**



*This victory shines brighter because it's shared!*

Gold for Best Omni Channel Campaign at the e4m Real Time Programmatic Awards 2025 goes to Panasonic and Multiplier for their groundbreaking collaboration.



*A huge shoutout to everyone who made this success possible*

# ON JULY 25TH, TEAM MULTIPLIER WAS HONORED TO SUPPORT THE INCREDIBLE WORK OF GOONJ .

**IT WAS A DAY OF LEARNING, TEAMWORK, AND MAKING A TANGIBLE IMPACT.**

We got a firsthand look at Goonj's powerful model, which uses urban surplus not as charity, but as a currency for dignity.



# FUN & JOY

Elevating workplace fun

Celebrating the lighter side of work with activities that spark joy, teamwork, and lasting memories!

## PAN INDIA INDEPENDENCE DAY CELEBRATIONS



# TEACHERS DAY IN HO

This Teachers' Day, our team shared heartfelt thank-you notes for those who've inspired and taught them something valuable at work.



## Month End B'DAY CELEBRATIONS



# BEYOND THE DESK

Unveiling personal victories



## A Journey Within – Aseem Nath Tripathi’s Vipassana Experience



Our CHRO, **Aseem Nath Tripathi**, recently attended a **10-day Vipassana Meditation Retreat** at Sohna, Haryana. The experience was a powerful journey of silence, mindfulness, and self-awareness — focused on observing breath and sensations to cultivate clarity, balance, and compassion.

Aseem shared that the silence acted as a mirror, revealing the power of being fully present. The retreat reinforced that mindfulness isn’t an escape from reality but a way to experience it with calm, clarity, and purpose.

**SMRITY'S DAUGHTER SAHANA  
PARTICIPATED IN INTER SCHOOL  
FEST DANCE COMPETITION  
AND STOOD SECOND.**



# WELCOME ABOARD

## Meet our new members



**VANSHIKA**  
EXECUTIVE - HUMAN RESOURCE  
NORTH



**DATTATRAYA DNYANESHWAR BHEKE**  
SR. EXECUTIVE - HUMAN RESOURCE  
WEST



**APPURVA SUNIL KIRVE**  
MANAGER - BUSINESS DEVELOPMENT  
WEST



**NATHIYA M**  
SR. EXECUTIVE - HUMAN RESOURCE  
SOUTH



**BHARATH KUMAR M N**  
EXECUTIVE - HUMAN RESOURCE  
SOUTH



**ADARSH**  
MANAGER - BUSINESS DEVELOPMENT  
NORTH



**NARSIMHAMURTHY G**  
SR. EXECUTIVE TALENT ACQUISITION  
SOUTH



**SAKSHI BHATNAGAR**  
ASSISTANT MANAGER - OPERATIONS AND CLIENT SERVICING  
NORTH

# WELCOME ABOARD

## Meet our new members



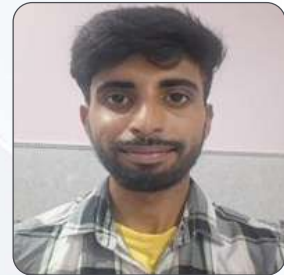
**RATNAKAR JAYSHANKAR TIWARI**  
MANAGER - HUMAN RESOURCE  
WEST



**GAURAV TUTEJA**  
SR. MANAGER - FINANCE AND ACCOUNTS  
NORTH



**M MANIKANDAN**  
MANAGER - BUSINESS DEVELOPMENT  
NORTH



**SAHIL**  
SR. EXECUTIVE - HUMAN RESOURCE  
NORTH



**SHEETAL GAIROLA**  
SR. EXECUTIVE TALENT ACQUISITION  
NORTH



**JOBIN GEORGE A**  
SR. EXECUTIVE TALENT ACQUISITION  
SOUTH



**SWAPNIL VALMIKI AHIRE**  
SR. EXECUTIVE - OPERATIONS AND CLIENT SERVICING  
WEST



**NEHA RAWAT**  
EXECUTIVE - TECH  
NORTH

# LIFE'S MILESTONES

## CELEBRATING NEW BEGINNINGS

We're delighted to share the joyful news that our colleague Sari V was blessed with twin babies, while Suman Gola and Shaqib Rasool each welcomed a beautiful baby girl.

Congratulations to all the proud parents on their wonderful new beginnings!



# OD Insight

## Resilience – A Key to Thriving in Change

In today's fast-changing work environment, resilience is no longer optional – it's essential. Resilience is the ability to bounce back from challenges, adapt to new situations, and turn obstacles into opportunities for growth.

Employees who build resilience remain calm, optimistic, and solution-oriented even in uncertain times. Organizations that cultivate a culture of mental well-being, emotional strength, and continuous learning create environments where creativity and long-term success thrive

## How We Can Strengthen Resilience:

### **Embrace Change Positively:**

Accept what cannot be controlled and look for ways to adapt constructively.

### ***Develop Supportive Networks:***

Engage openly with mentors, colleagues, and wellbeing resources

### ***Manage Emotions Mindfully:***

Recognize your feelings without letting them dictate your actions.

### ***Take Time for Self-Renewal:***

Take time for rest, self-care, and activities that recharge energy.

### ***Honor Every Recovery:***

Acknowledge progress after setbacks—every step forward makes us stronger.

# Case Study

## Unilever's Thrive Program

Unilever's *Thrive* program is designed to strengthen employee well-being and resilience. It offers mindfulness training, coaching sessions, and stress-management resources that help employees handle workplace pressures effectively.

The initiative not only reduced burnout but also improved engagement and teamwork. Employees felt more supported, balanced, and confident in adapting to change. For Unilever, this proved that investing in resilience builds a healthier workforce and contributes directly to long-term business success.

### **Takeaway for Us at Multiplier:**

Let's remember—resilience is not about avoiding difficulties, but about facing them with strength and purpose. By supporting one another, adapting positively, and practicing self-care, we can continue to thrive together in times of change.



# Gup Shup With *Vanshika*

Seven months in and already making her mark — meet Vanshika, our HR Executive for Blackberrys. Join this candid Gupshup as she shares her journey, lessons, and a bit of workplace fun along the way!



Scan for GupShup



# Quiz Quest

**Think you know Multiplier policies?**

Take the ultimate quiz and prove your insider expertise!



**SCAN ME**