



Sheffield University
Management School

The Sheffield MBA **2023 Global Talent Book**



The Sheffield MBA

A transformative experience

Our intentionally small cohort is designed to provide intimate learning experiences that maximise the potential of each individual as part of a close-knit community. At Sheffield, each student is not viewed as a number but as an ambitious individual with unique attributes ready to take on the challenge of reaching their full potential. Our highly selective MBA programme tailors every student's journey to individual development needs and career aspirations. Our world-class academics inspire and challenge students to apply their learning to live organisational issues.

We understand that the challenges of the increasingly fast-changing world require globally minded individuals who can adapt to rapidly changing environments, understand complex situations, have the ability to problem solve and find innovative solutions and are able to lead their organisations forward. We have therefore designed our MBA programme around three core pillars of leadership, entrepreneurship and consultancy. Throughout the programme, students work either in a team or as an individual on live projects with local and/or international businesses to provide solutions to real business challenges.



Leadership

If you can't influence those around you then you are unlikely to realise your ambition and be successful, therefore leadership is one of the core themes of our MBA. Our students engage with the very latest academic thinking on leadership as well as are exposed to some of the UK's leading business people through our networking events including the Leadership Dinner.



Entrepreneurship

Entrepreneurs have the ability to successfully create and implement new ideas. Throughout the MBA, we work with students to develop this skill set. In many cases, this is within their organisation but equally could be by creating their own venture.






Consultancy

The skills of the consultant equip students to find and analyse information, by asking the right questions and then having the ability to persuade colleagues, customers, managers and stakeholders. Our "challenge" modules allow students to test these skills in the corporate world.

Personal, Professional and Career Development



At Sheffield, the Personal, Professional and Career Development of each student captivates our full attention. This module is seamlessly integrated throughout their MBA journey and designed to:

-  **Inspire** students to cultivate self-awareness, unleash their full potential and develop the desirable skills and mindset of a leader.
-  **Connect** them to a rich network of alumni and industries in Sheffield, the UK and beyond, opening up opportunities for collaboration and career advancement.
-  **Empower** their decision making and allow them to thrive with specialist support from career experts, industry leaders, alumni and academics.

The module covers a wide range of in-class learning, interactive sessions led by experts, industry visits, networking events and study trips in the UK and internationally.



Our 2023 Global Talent



Accessibility
Entrance
Way

Aayush Tekriwal

My professional interests

"I am an experienced financial professional with skills in data analysis, financial reporting, forensic audits and auditing. Proficient in Microsoft Office Suite, accounting softwares and strategic planning. As someone who loves to learn and build up on skills I want to capitalise on the leadership, team management, and other skills acquired during my MBA along with my financial skills to help promote sound financial governance, and drive sustainable growth."

My career aspirations

"I'm driven by a passion for financial excellence and a commitment to delivering results. With a foundation in MBA and Chartered Accountancy, including a wealth of experience in auditing, financial reporting, and data analysis, and with my desire to always continue learning, I aspire to build up on my financial skills and contribute to strategic decision making and drive value and innovation."

Education highlights

MBA	2023
The University of Sheffield, England	
Chartered Accountant	2017
Institute of Chartered Accountants of India	
Master of Commerce	2018
Mumbai University, India	

Career highlights

Manager	2022
Jain Ambavat & Associates Chartered Accountants	
Financial Analyst	2018
BNP Paribas	

Experience and achievements

- Worked with the Ministry of Defence (UK) and provided them with recommendations to improve their levels of psychological safety within the military.
- Demonstrated time management and strategic planning skills by designing, planning, and successfully executing multiple audits within the given timelines.
- Conducted forensic audits and using financial and data analysis skills identified discrepancies between insurance amount claimed and actual amount payable.
- Analysed all covid related payments made by a National Insurance company and communicated the discrepancies between the books of accounts and bank statements to the Regional Director.
- Collaborated with teams from 3 different countries to standardise the data across platforms and improve the overall efficiency in financial reporting.



CONTACT ME

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KEY SKILLS

- Financial Analysis
- Variance and Data Analysis
- Financial Modelling
- Proficient in MS-Excel, Word, Ppt
- Financial Reporting (IFRS)
- Regulatory Reporting
- Auditing and Assurance
- Time Management
- Problem Solving
- Languages: English (Fluent)
Hindi (Fluent)
Marathi (Basic)

Abisola Ajayi

My professional interests

"I'm deeply passionate about leveraging my extensive project management experience to drive innovation and excellence. My commitment to Agile methodologies, like Scrum, Kanban, and Lean principles, consistently delivers high-quality results while fostering collaboration and inclusion. I thrive in managing complex projects, coordinating resources, mitigating risks, and optimizing workflows. Staying at the forefront of project management methodologies, including Agile and Prince, is my dedication. My goal is to deliver transformative change, exceeding quality standards, and fostering a positive, diverse, and inclusive environment."

My career aspirations

"I'm committed to making a significant impact in project management, taking on complex challenges to enhance my skills in agile delivery, resource management, risk mitigation, and project coordination. My ultimate goal is to lead diverse teams in executing transformative projects that exceed quality standards. I aspire to be a thought leader in agile methodologies, continuously adapting to industry best practices. Above all, I'm dedicated to fostering a culture of collaboration and innovation, where teams thrive, and organisations achieve exceptional results."

Education highlights

MBA, The University of Sheffield, England	2023
MSc- Operation Supply Chain and Project Management, Swansea University	2014
Bsc- Mass Communication, Ajayi Crowther University	2011

Career highlights

Project Manager (Contract) Pool Pharmacy	2022
Project Manager (Full time) Abbie's Atelier	2018-2022

Experience and achievements

- Managed a vaccination and flu jab campaign, collaborating with healthcare providers, overseeing logistics, and promoting the event to the community.
- Coordinated project board and stakeholder meetings, defined project goals, and produced project documentation such as project plans, progress reports, and status updates, to ensure successful project delivery.
- Managed large-scale projects using efficient project planning and resources within specified budgets, reducing project delivery timeline by 5%.
- Improved project performance by utilising MS Projects to update project plans and adopt risk management techniques to reduce possible project hazards, resulting in on-time project completion and a 40% decrease in project risk.
- Led a high-performing team to develop and implement a Learning Management System, resulting in improved training efficiency, a 27% cost reduction, and a 35% increased customer satisfaction rate.
- Boosted business development by 60% and established client accounts while retaining a loyal customer base, resulting in a 50% increase in sales.

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KEY SKILLS

- Risk Management
- Project Management
- Product Management
- Business Development
- Marketing
- Stakeholder Engagement
- Analytical
- Budget & Cost Control
- Effective Communication
- Technological Skills:
 - + Microsoft Office Suit
 - + Monday.com
 - + Atlassian
 - + Figma.com
 - + Draw.io
 - + Lucidchart

Ahsan Jadoon

My professional interests

"I have a deep-rooted interest in leveraging data analytics and artificial intelligence to optimize business processes. My experience in technical sales and account management has ignited a passion for creating value-added solutions in various industry sectors."

My career aspirations

"My ultimate goal is to lead business development in a technology-driven firm, focusing on sustainable growth and digital transformation. I aim to continue contributing to revenue growth and client satisfaction, while also exploring roles with broader strategic responsibilities."

Education highlights

MBA, The University of Sheffield, UK	2023
CMI Strategy and Leadership Management Level 7, UK	2023
Bachelors of Geophysics, Bahria University, Pakistan	2018

Career highlights

Account Manager Halliburton	2020 - 2022
Associate Technical Sales Halliburton	2018 - 2020

Experience and achievements

- **Revenue and Market Share:** Achieved a 102% revenue growth and 54% market share by implementing targeted growth strategies, penetrating new markets, and strategic account management.
- **Profitability and Financial Management:** Realized a 108% increase in the bottom line and ensured 100% on-time collection through effective financial, P&L, and account management.
- **Sales Achievements:** Generated \$16M revenue by displacing competitors and acquired two global clients, contributing an additional \$1.2M in revenue.
- **Client Relations and Satisfaction:** Enhanced customer loyalty and satisfaction through top-tier support and guidance on software and cloud solutions.
- **Product and Technical Sales:** Promoted and implemented AI/ML-enabled products, showcasing the added value to client operations in the oil and gas sector.
- **Digital and Technological Strategy:** Advised and led initiatives on digital transformation and technology, focusing on automation, data-driven decisions, and AI/ML enhancements.
- **Marketing and Strategic Positioning:** Directed market-aligned marketing campaigns and initiated strategic planning to improve market positioning and brand presence.
- **Executive and Team Collaboration:** Maintained high-level engagements with customer executive management and fostered team cohesion and resource development.
- **Process and Operational Improvements:** Integrated data-driven decision-making in Exploration and Production, resulting in overhauled processes and a 6% improvement in automated operational processes.
- **Educational Contributions and Client Acquisition:** Expanded client base and enhanced operational value understanding through tailored sales pitches, trainings, and comprehensive support on digital solutions.

CONTACT ME

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 [Ahsan Jadoon](#) | [LinkedIn](#)

KEY SKILLS

- Account Management
- Data Analysis
- Marketing Strategy Design
- Financial & P&L Management
- Digital Transformation
- Sales/Technical Sales
- Process Improvement
- CRM
- Leadership & Team Collaboration
- Negotiation Skills
- Business Development

Languages:

English: Competency Level C1

Urdu: Native Speaker

Alankrith Shankar

My professional interests

"I've always been strongly interested in using technology to create socially beneficial and practical solutions. I believe in harnessing digital technology for positive impact and am curious about leveraging technologies such as AI, Virtual Reality (VR), Augmented Reality, and the Metaverse. For instance, envision training athletes by simulating their triathlon goals using VR or enabling remote teams to collaborate in virtual spaces with Mixed Reality solutions, facilitating seamless whiteboarding, brainstorming, and solution creation."

My career aspirations

"I'm a strong advocate for using user research and human-centric design to enhance product engagement and customer retention. My career goal is to develop and manage digital service products that revolutionise enterprise workflows, whether in education, retail, military, or healthcare."

Education highlights

MBA The University of Sheffield, England	2022 - 2023
MProf. Games Development Abertay University, Scotland	2016 - 2017

Career highlights

Product Owner and Producer Indusgeeks Solutions	2019 - 2022
Gamification Product Designer Indusgeeks Solutions	2018 - 2019

Experience and achievements

- Go Nisha Go - A B2C EdTech Mobile Game for adolescent girls in India. Product performance KPIs - 150,000+ downloads, 90% user satisfaction rating
- Go Nisha Go - Winner 2023 Games for Change Awards - Best Learning Game
- Vendor Management Process Trainer - B2B EdTech Product - Defined KPIs and up-skilled over 1000 employees, achieving a 30% boost in regional revenue
- Collaboration with cross-functional teams to develop and launch 3 service products, achieving a strategic fit score of over 90% for each product, exceeding industry standards
- Play. Talk. Change 2021 - Conference Panellist - 1 of 10 international panel members

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PORTFOLIO

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KEY SKILLS

- Product Design and Ownership
- Agile Methodologies
- Human-Centric Design
- User Research
- Stakeholder Management
- Data-Driven Insights
- Remote Collaboration
- Storytelling and Pitching
- Gamification
- Market Research
- Languages: English (Fluent)
Hindi (Fluent)
Tamil (Fluent)
French (Basic)

Ali Alqahtani

My professional interests

Eager to merge my foundational knowledge in healthcare with advanced skills in strategic management. Intrigued by the prospect of leveraging these skills in consulting roles, I am particularly drawn to innovating and optimizing solutions within an organisation to drive value and enhance client relationships.

My career aspirations

Aim to establish a significant impact in healthcare consulting, employing my diverse skills and knowledge to foster innovation and strategic development. Aspiring to create sustainable solutions and build lasting stakeholder relationships, I am dedicated to contributing to the advancement of healthcare through strategic consulting.

Education highlights

MBA	2023
The University of Sheffield, England	
Bachelor in Physiotherapy	2014
King Saud University, Saudi Arabia	

Career highlights

Student Engagement Analyst (Internship)	2023
University of Sheffield, UK	
Founder & Owner	2016-2021
Home-Care Physiotherapy Start-Up, Riyadh	
Physiotherapist	2014-2022
King Fahad Medical City, Riyadh	
Sales Representative (part-time)	2012-2014
Dar Albander, Riyadh	

Experience and achievements

- **Led Comprehensive Research:** During my internship at the University of Sheffield, I conducted extensive research on student engagement utilising both quantitative and qualitative methods, synthesising findings into actionable insights and crafting a detailed recommendation report.
- **Strategic Business Ownership:** Founded and managed Home-Care Physiotherapy Start-Up in Riyadh, where I identified market needs, designed client acquisition campaigns, and focused on delivering client-centric service quality to establish long-term relationships and trust.
- **Enhanced Clinical and Administrative Processes:** As a Physiotherapist at King Fahad Medical City, delved deep into clinical and administrative processes, contributed to the Ministry of Health's virtual hospital project, and prioritised interdisciplinary collaboration to ensure optimal patient care.
- **Customer Relationship Management:** As a Sales Representative at Dar Albander, fostered and maintained positive customer relationships, which significantly enhanced customer retention.



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KEY SKILLS

- Strategic Management and Planning
- Market Research and Analysis
- Client Relationship Management
- Data-Driven Decision Making
- Leadership and Collaboration
- Effective Communication
- Analytical Thinking & Problem Solving
- Business Development
- Adaptability
- Proficiency in Microsoft Packages (Outlook, Word, Excel, PowerPoint)

Languages: Arabic (Fluent)
English (Fluent)

Amanda Rafatu Ebagua

My professional interests

My interests revolve around brand management, market research analyst, digital marketing, strategic marketing planning, project management, marketing communication, and team leadership. I thrive on building strong relationships, working under pressure, and fostering innovation. Whilst delivering on these, I am quite keen on promoting my ethical leadership skills for responsible business. I'm looking forward to contributing to organisations that value these skills and offer opportunities for growth and impact.

My career aspirations

I aspire to attain a leadership role in marketing or project management, leveraging my market research analysis and strategic planning expertise. I aim to lead diverse teams, drive innovation, and contribute to the organization's growth and success. My long-term goal is to contribute value in my chosen field, sector, whilst developing my skills to stay at the forefront of industry trends. Delivering as an ethical champion is my ethos. consulting.

Education highlights

MBA	2023
The University of Sheffield, England	
Pre-Masters Business, Social Science and Humanities	2022
The University of Sheffield International College, UK	

Career highlights

Marketing and Project Manager	2021-present
Oases Habitat Building Ltd	
Senior Administration Officer	2019-2021
Pension Transitional Arrangement Directorate(PTAD)	
General Manager	2017-2019
Tlimb and Anchor Limited	

Experience and achievements

- **Financial Excellence:** Successfully managed a multi-million-naira budget, consistently achieving cost savings and optimizing financial operations as part of the organisation's market planning.
- **Project Management Prowess:** Led cross-functional teams to complete complex projects on time and within budget, resulting in improved efficiency and client satisfaction.
- **Strategic Planning:** Developed and executed marketing strategic initiatives that drove revenue growth by 10% and successful market expansion into new regions.
- **Team Leadership:** Effectively supervised and mentored multi-cultural teams of up to 27 members, fostering a collaborative and high-performance work environment.
- **Recognized Communication Skills:** Received accolades for outstanding communication and presentation abilities, facilitating clear and impactful reporting to stakeholders.



CONTACT ME

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KEY SKILLS

- Awareness of cross-cultural practices & International business protocols
- Budget preparation and analysis
- Relationship marketing and management
- New Product Development and Launch
- Excellent communication and Interpersonal skills
- MS Excel and Access expertise
- Strategic market planning and execution
- Team management and leadership
- Online and Traditional marketing
- Market research and competitive analysis

Ambuj Batheja

My professional interests

"I'm enthusiastic about leveraging my diverse expertise as a Strategy and Management Consultant. With seven years at Maruti Suzuki as a Business Development and Territory Service Manager, I've honed analytical, leadership, and business skills. The Sheffield MBA focusing on risk management and corporate finance, complements my experience. I'm passionate about crafting data-driven strategies, optimizing processes, and evaluating tech solutions for manufacturing, automotive, and financial services companies. My cross-sector knowledge empowers me to offer unique insights to tackle pressing organisational challenges."

My career aspirations

"I aim to become a trusted Strategy and Management Consultant across the manufacturing, automotive, and financial services sectors. My strengths in analytics, strategy, finance, and risk management will aid companies in solving complex challenges. With a track record of driving growth, efficiency, and risk mitigation, I'll enhance performance across industries. Collaborating with diverse teams and executives, I'll provide tailored recommendations for success. My versatile skills and passion for innovation will contribute to shaping leading companies' futures. My diverse experience enables adaptability and unique perspectives, allowing me to drive transformative change as a strategy consultant across various industries."

Education highlights

MBA, The University of Sheffield, England	2022 - 2023
Advanced Manufacturing & Smart Supply Chains (Summer School), Hochschule München University of Applied Sciences, Germany	Jul 2023
Bachelor of Technology in Mechanical Engineering, Manipal Institute of Technology	2011 - 2015

Career highlights

Deputy Manager (Territory Service Manager) Maruti Suzuki India Limited	Aug 2021- Aug 2022
Assistant Manager (Business Development Manager) Maruti Suzuki India Limited	Jul 2015- Jul 2021

Experience and achievements

- Provided strategy consultancy to diverse clientele, including Genuit Group (UK), Mott McDonald (UK), Functional Nutrition (UK/NL), Chesterfield Football Club (UK), and Maruti Suzuki India Limited partners, spanning industries and driving transformative growth.
- Privileged to join a school-sponsored summer program in Germany, learning from senior executives at BMW, Celonis, and Ludwig Meister, enriching my MBA journey.
- Spearheaded dealership profitability, achieving a 21% bottom-line boost, optimizing finances, and implementing data-driven marketing strategies.
- Led Maruti Suzuki's dealership expansion, adding 23 partners, enhancing market reach, and contributing to substantial revenue growth.
- Achieved high client satisfaction and retention, resulting in a 73% customer retention rate, bolstering brand loyalty and increasing revenue through referrals.
- Recognised with 5 "Star Performer" awards and 3 accolades from the Executive Director- Service at Maruti Suzuki India Limited for enhancing Service Business and Customer Experience.

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KEY SKILLS

- Automobile Industry Expertise
- Project Management
- Client Relationship Management
- Stakeholder Management
- Data Analysis and Reporting
- Critical Analysis and Problem Solving
- Strategy Consulting
- Process Improvement and Optimization
- Financial Analysis
- Risk and Crisis management
- Leadership and Team Building
- DEI Proficiency

Languages: English (Fluent)
Hindi (Fluent)

Amrutha Sajeev

My professional interests

"A HR professional with eight years of experience in recruitment, talent acquisition, and workforce development. I hold an MBA from the University of Sheffield, specialized in HR and Corporate Finance. My background combines practical HR experience in data-driven decision-making, talent development, and recruitment with academic knowledge. I'm ready to leverage this expertise in business analytics, client management, recruitment, talent development, and strategic HR to drive organizational success and advance HR initiatives.

My career aspirations

"My career aspirations revolve around HR and business analytics. Building on my past as a business consultant, I use analytics to extract insights, optimize processes, and deliver impactful recommendations through documents and visualizations. Proficient in tools like Excel, PowerPoint, Tableau, and more, I excel in data-driven decision-making. My experience includes people management, customer engagement, and technical acumen with CRM tools.

Education highlights

MBA The University of Sheffield, England	2022 - 2023
Master in Computer Applications (MCA) Mahatma Gandhi University, India	2010 - 2013
Bachelors in Computer Applications (BCA) Periyar University	2007 - 2010

Career highlights

Senior Human Resource Consultant IBS Software	2021 - 2022
Senior Human Resource & Branding Consultant Cognicor Technologies	2017 - 2021
Associate Engineer HCL Technologies	2014 - 2016

Experience and achievements

- Experience leading Talent Management, including talent acquisition, recruitment, Internal Job postings, bench & exit management.
- Knowledge and experience in employee grievance management, Performance Improvement Plan (PIP) & Business Continuity Plan (BCP).
- Learning & Development management and specialised employee training
- Client engagement & support, providing software product walk-through virtually and in-person during new client & employee onboarding.
- Research findings led to the development of a practical model that reduced project completion delays by 20%.
- Successfully recommended a market entry strategy that led to a 20% increase in revenue within the first quarter.
- Peer to peer support and engagement during critical incident periods increased by 10% through training provided as specified in guidelines in health documents.

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KEY SKILLS

- Branding & Communications
- Human Resources & People Management
- Microsoft Office Suit
- Business Consulting & Administration
- Creating BRD, FRD, wireframes and user stories
- Agile, SCRUM methodologies
- Talent Management, Recruitment and Conflict Management
- Content, Email Marketing
- PR Management
- Technologies: Trello, Monday.com, JIRA, Zoho Recruit, Workable, Zwayam, Sharepoint, HubSpot, Canva, Figma.com, Mailchimp, Wordpress, Box, KekaHR, Balsamiq, Draw.io, LucidChart

Arihant Honap



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KEY SKILLS

- Financial Reporting (IFRS)
- Regulatory Reporting
- Auditing and Assurance
- MS-Excel, Word, Powerpoint
- Project Management
- Pivot table development
- Languages: English (Fluent)
Hindi (Fluent)
Marathi (Fluent)
German (Basic)

My professional interests

My interests are centred around finance, regulatory compliance, and risk assessment. With a Chartered Accountant background and diverse experience in financial analysis, audit management, and regulatory reporting, I'm deeply committed to financial transparency and compliance. I thrive on tackling complex financial frameworks, interpreting regulations, and innovating for efficiency. Pursuing an MBA in Corporate Finance further underscores my dedication to contributing to strategic financial decision-making. I aspire to excel in financial leadership, promote sound governance, and drive sustainable business growth.

My career aspirations

My aspirations revolve around leveraging my financial expertise and regulatory knowledge to contribute significantly to the financial industry. I aim to attain leadership roles in finance, particularly in areas involving regulatory compliance and risk management, where I can drive financial transparency, implement effective controls, and foster innovation. Pursuing an MBA and continuous learning are integral to my ambition of becoming a strategic financial decision-maker, positively impacting organisations, and promoting financial stability and growth in the industry.

Education highlights

MBA The University of Sheffield, England	2022 - 2023
Chartered Accountant Institute of Chartered Accountants of India (ICAI)	2014 - 2020
Bachelor of Commerce Savitribai Phule Pune University, India	2012- 2018

Career highlights

Financial Analyst Credit Suisse	2020 - 2022
Assistant Audit Manager Honap & Saralaya Chartered Accountants	2019 - 2020

Experience and achievements

- Involve & lead multiple projects like IMBS (Capital Strategic Alignment), Recovery Resolution & Planning (RRP), system migrations & UAT testing.
- Periodic credit risk reporting of Commercial Lending, Uncollateralized Loans, Other Assets & Fixed Assets & Preparation & reporting of credit risk IB numbers to FINMA regulator via Axiom.
- Submission of Pillar 3 disclosure to FINMA regulator annually
- Responsible for handling, co-ordinating, resolving issues / queries from stakeholders as a representative from Pune team.
- Analysis & interpretation of Basel policy / rules and its implementation in process for Leverage calculation across products & Implemented preventive controls which have reduced probability of late adjustments & revision of reported Leverage numbers.
- SOX documentation, controls drafting & its implementation along with its testing.
- Assist team in testing and implementation of various projects relating to automation of manual processes
- Liaise with front office for validation of daily/monthly exposure movements relating to commercial lending products.

Arjun Kshetri

My professional interests

I am passionate about integrating legal expertise with business management. With a solid foundation in legal consulting and experience as a managing partner and director, I am particularly drawn to strategic roles that require critical decision making.

My career aspirations

I aspire to attain a leadership position, where I can offer my wealth of experience and expertise in contributing to the growth and expansion of the organisation.

Education highlights

MBA	
The University of Sheffield, England	2023
Bachelor in Law	
University of Calcutta, India	2015


Career highlights

Founder	
onlinelegalcare.com	2015 - present
Managing Partner	
Kshetri & Company	2015 - present
Director	
Future Return Infrastructure Pvt Ltd	2019 - present

Experience and achievements

- Manage business as well as legal consulting, legal drafting of plaint, write petitions, written statements, revision petitions, appeals, drafting of contract-related matters, legal advisory services to clients regarding setting up new companies, incorporation, commencement of business, and the legal, procedural and various legal compliance requirements with respect to running of the company, presenting case in the high court and district courts, tribunals, consumer fora/commissions
- Formulate and implement annual operating plans and annual budgets, conduct financial review of operations from various parameters, streamline the accounting function and enable appropriate manpower requirements, ensure administrative and financial support to operation, monitor compliance of taxation, HSEQ, legal, secretarial and other regulatory requirements, identify the opportunity for improvement and drive the changes, ensure all statutory compliance and tax assessments.
- Conduct financial review of operations from various parameters, performance index, strategy, impact analysis and remedial recourse to impel sense of business, institution of MIS to review element-wise analysis of a segment compared to instituted control, analytical business review with identification of workable improvement need to bring change, educative approach to lead the team to develop an eternal sense of business need and approach, segment and function based budget with periodical review with recourse to achieve target, indirect tax, direct tax, regulatory & statutory liabilities review & compliances assurances, driving CRM and helping operation with critical evaluation of critical parameter.

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KEY SKILLS

- Company Law / Corporate governance
- Merger & Acquisition
- Legal advisory services
- Dispute resolution
- Statutory & Legal compliance of Company
- Project Management
- Risk assessment & management
- Operational effectiveness & management
- Formulate & Implement annual operating plan
- Financial review
- Implementation of KPIs
- Languages: English (Fluent)
Hindi (Fluent)

Arjun Nair

My professional interests

I'm passionate about leveraging my extensive experience in technology and strategic leadership to drive innovation and operational excellence. With a decade in the tech sector, I've honed my skills in full-stack development, project management, and strategic consultancy. My MBA amplifies my ability to blend technical acumen with business insight. I'm particularly interested in Technical Product Manager roles where I can guide cross-functional teams to achieve business objectives while fostering technological advancements. I'm eager to make a substantial impact in senior management roles in the UK's tech sector.

My career aspirations

In the immediate future, I aspire to channel my extensive technical background and leadership prowess into a pivotal product leadership role, steering innovative strategies and fostering growth. Within a span of five years, I envision myself escalating to a VP or Head of Division position, where I can spearhead multiple global teams, driving synergies and fostering innovation across borders. My goal is to be at the forefront of technological advancements, leading efforts that revolutionize the industry, and cementing a legacy of excellence and innovation in the global tech landscape.

Education highlights

MBA The University of Sheffield, England	2022-2023
Bachelor of Technology Electronics and Communication, CUSAT, India	2010-2014

Career highlights

Senior Software Engineer Sage Intacct	2019 - 2022
Senior Developer/Team Lead Covalense	2017 - 2019
Team Lead/ Product Manager Telibrahma	2017

Experience and achievements

- Played a pivotal role in the technical leadership and development of a new Construction ERP software product, collaborating with teams across San Jose, India, and Newcastle, UK
- Co-founded and steered Quastio, a successful freelancing firm, setting the company's strategic direction, product mapping, and overseeing seamless operations and delivery
- Led both technical development and product management for Justbooks, India's largest library chain, showcasing a unique blend of technical and strategic expertise
- Led the development of a strategic business plan for a new tech product in the accounting domain, collaborating closely with the technical team to ensure alignment between market demands and product features
- Managed and developed the cSMART product, a cloud-enabled SaaS-based CRM platform for Telecom service providers, working with Oracle cloud solutions as part of the team

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PORTFOLIO

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KEY SKILLS

- Software Development - Language agnostic
- Database management
- Full Stack development
- Project Management (Agile/Scrum)
- Product Management/Ownership
- Software Development Lifecycles
- Technical Leadership

Ashwani Ray



CONTACT ME

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KEY SKILLS

- Strategic Marketing Plans
- Brand Campaigns
- New Product Development
- Revenue Maximization
- Project Management
- Analytical Skills
- Resilience and Adaptability
- Customer Engagement
- Financial Acumen
- Languages: English (Fluent)
Hindi (Fluent)

My professional interests

Driven by a passion for strategy, innovation, and leadership, I thrive in navigating the multifaceted landscapes of FMCG, hospitality, industrial automation, agriculture, and media industries. With over 5 years of diverse experience, I adeptly transform market insights into actionable strategies. As an MBA candidate, I'm refining my leadership acumen and am eager to explore consultancy roles. My adaptability, underpinned by skills in strategic planning, digital branding, and problem-solving, propels me to lead business innovation, aiming for impactful strategies and high returns.

My career aspirations

Navigating diverse sectors, I've transformed customer relations insights from my hospitality roots into impactful business development strategies, notably expanding a retail chain. Leading product initiatives, I've driven market-responsive innovations and enhanced digital brand presence. As my MBA journey at the University of Sheffield concludes, I'm poised to channel my multifaceted expertise into pioneering roles in sustainable businesses, with a vision to shape and lead transformative strategies that champion both growth and environmental responsibility.

Education highlights

MBA The University of Sheffield, England	2022-2023
Hospitality and Hotel Administration Institute of Hotel Management, Mumbai, India	2015-2018

Career highlights

Head of Product Division Kanta King	Nov 2020 - May 2022
Business Development Manager Weighing Community	May 2020 - Nov 2020
Business Development Executive Full House Restaurant Pvt. LTD	Sep 2018 - Feb 2020

Experience and achievements

- **Retail and Geographic Expansion:** Orchestrated the successful expansion of retail outlets from 3 to 7 locations, led new product development initiatives, and extended sales operations to new cities, contributing to significant revenue growth and market penetration.
- **Client Relationship Management:** Built and maintained strong relationships with both B2B and B2C clients, achieving a 40% increase in repeat business and securing long-term contracts.
- **Cross-Functional Leadership:** Led diverse teams across business development, product management, and digital marketing, successfully delivering projects on time and within budget, while fostering a culture of continuous improvement.
- **Financial Analysis & Budgeting:** Strong acumen in financial planning, budget allocation, and ROI analysis for new business ventures and expansions.
- **Stakeholder Management:** Exceptional skills in managing relationships with stakeholders, including vendors, partners, and internal teams, to align with organizational objectives.

Avikshit Singh Arya

My professional interests

I'm enthusiastic about progressing in supply chain, operations, and sustainability in the energy domain. My expertise in operations management, stakeholder engagement, and strategic formulation fuels my desire to serve in roles such as project manager, operations manager, business analyst, and supply chain manager within esteemed organisations. I'm eager to merge my energy sector expertise with sustainable practices, aiming for a greener industry future.

My career aspirations

Holding an MBA and drawing from my experience at Quippo Oil and Gas, I'm keen to advance my career in supply chain management, operations, and sustainability in the energy domain. My goal is to meld cutting-edge operational methods with green practices, benefiting both the organisation and the environment while also propelling my career forward. I am dedicated to refining operations and advocating for a greener energy landscape.

Education highlights

MBA	2022 - 2023
The University of Sheffield, England	
Bachelors in Technology (Geo-Informatics)	2009 - 2013
University of Petroleum and Energy Studies, India	

Career highlights

Senior Manager Operations	2021 - 2022
Quippo Oil and Gas Infrastructure Limited	
Manager Operations	2018 - 2021
Quippo Oil and Gas Infrastructure Limited	
Operations Engineer	2016 - 2018
Quippo Oil and Gas Infrastructure Limited	

Experience and achievements

- Managing the operations of multiple rigs, resulting in a 15% increase in profitability for the company.
- Played a key role in ensuring compliance with health and safety regulations, resulting in a 30% improvement in safety performance.
- Effectively managed time with the supply chain management team to streamline workflow and proactively prevent material blockages.
- Implemented inventory management systems (Axepta and Epicore), optimising tracking and inventory control, resulting in improved efficiency and cost savings.
- Engaged with prospective clients, aligning technical requirements and showcasing operational capabilities.



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KEY SKILLS

- Risk management
- Multi-region operation management
- Contract bidding and evaluation
- Reporting management
- Stakeholder relationship management
- Cultural intelligence
- Cost reduction
- Inventory management system
- Leadership skills
- Problem solving and conflict resolution
- Languages:
 - Hindi - Native (Proficient)
 - English - Native (Proficient)

Chaitra Raman



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KEY SKILLS

- Communication skills
- Critical thinking
- Teamwork
- Leadership
- Time Management
- Adaptability
- Project Management
- Problem Solving
- Creativity
- Networking
- Public Speaking/Interpersonal Skills
- Languages: English, Hindi, Kannada, Telugu

My professional interests

"My professional passion lies in entrepreneurship, with a dedicated vision to establish and lead a thriving photography firm. I aspire to blend my creative prowess with business acumen to capture the essence of moments, evoke emotions, and deliver exceptional visual narratives. My journey is driven by a commitment to building a brand known for innovation, creativity, and customer satisfaction, while continually honing my photography and entrepreneurial skills."

My career aspirations

"My career aspirations revolve around building a successful career in photography and cinematography. I aim to create compelling visual narratives, contribute to the world of filmmaking, and provide opportunities to talented individuals. By producing impactful movies and fostering creativity, I hope to not only fulfil my passion but also create a platform for others to thrive, collaborate, and showcase their talents in the world of cinema."

Education highlights

MBA

2022 - 2023

The University of Sheffield, England

Career highlights

Senior Business Analyst	Jun 2018 to Feb 2019
Morgan Stanley	
Senior Financial Analyst	Jun 2015 to Feb 2018
Goldman Sachs	
Advanced Associate	Jan 2014 to Mar 2015
Ernst and Young	


Experience and achievements

- Led cross-functional teams at Morgan Stanley to optimise business processes, resulting in a 24 percent increase in efficiency and cost savings.
- Spearheaded financial modelling and analysis at Goldman Sachs, leading to the identification of strategic investment opportunities that yielded significant financial gains for top-tier clients.
- As an advanced associate at EY, I provided expert financial advice to Accenture, resulting in improved financial performance and compliance with regulatory standards.
- I have demonstrated exceptional problem-solving skills and attention to detail throughout my career, consistently delivering high-quality financial insights and recommendations to support informed decision-making. played a central role in driving significant process enhancements and optimisations during my tenure at the firms.
- Contributed as an assistant cinematographer and editor for a Kannada movie that garnered accolades at both the Melbourne Film Festival in 2022 and the Noida Film Festival in 2023.

Cheng-Min Cheng



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KEY SKILLS

-  Business Development
-  Sales Strategy
-  Channel Strategy
-  Business & Product Presentation
-  Marketing Strategy
-  Risk Management
-  Product Management
-  Customer Relationship Management
- Market Analysis

My professional interests

"With a passion for technology and problem-solving, I am eager to contribute my skills and experience to help businesses overcome complex challenges. My academic background in engineering, combined with my experience working with clients across various industries, has equipped me with a deep understanding of technical structures and product designs. I am adept at communicating complex technical solutions to clients in clear, simple language. With an MBA degree, I am well-positioned to take on a leadership role within a technology company. I possess the skills necessary to develop effective strategies, evaluate business performance, manage teams and individuals, and make meaningful contributions to the success of the organisation."

My career aspirations

"My professional goals are centred around delivering value to my clients. To achieve this, I am committed to constantly expanding my knowledge and skills. As a consultant and problem-solver, continuous learning is essential. I am deeply passionate about the IT and software industries and am dedicated to becoming a more influential player in my company's technology and market development efforts."

Education highlights

MBA	2022 - 2023
The University of Sheffield, England	
Bachelor of Engineering	2014-2018
National Taipei University, Taiwan	

Career highlights

Marketing Sales Manager	2021 - 2022
Beseye Cloud Security Co., Ltd	
Business Specialist	2019 - 2020
MITAC Information Technology Corp.	
Sales Engineer	2018 - 2019
Hong Jun Technology CO., LTD	

Experience and achievements

- Achieved the annual sales target of NTD 40 million, including two new bank customers and three maintenance orders.
- Developed new channels to contact potential customers in South Korea, Vietnam, and Thailand. Sign new customer orders in Japan, Taiwan, and Singapore, and worked with partners to achieve project signing and sales targets.
- Assisted the company in market research, competitor analysis, pricing strategy, and channel deployment for AI SaaS product features, and made strategic recommendations on product planning directions to position the product in the market.
- Proactively collected and understood domestic and international financial system trends, provide customers with first-hand market news and digital transformation strategy planning and recommendations.
- Provided digital transformation coaching courses to esteemed organisations such as Taiwan Software Association and Manufacturing Association. And the largest physical lecture boasted an impressive attendance of over 400 individuals.

Divya Tokas



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KEY SKILLS

- Key Account Management
- Business Development & Client Servicing
- Brand Development & Communication
- Digital Marketing and Analytics
- Product Management
- Strategic Planning and Analysis
- Lean Six Sigma Green Belt
- Python
- Design Thinking
- Languages: English (Fluent), Hindi (Fluent)

My professional interests

"I am deeply passionate about brand management, marketing, and marketing consultancy, and I have a strong inclination toward client servicing. My career in the hospitality industry has been marked by a consistent record of driving sales growth, optimising brand strategies, and nurturing customer loyalty. I find great satisfaction in the art of crafting innovative marketing campaigns based on data-driven insights to elevate brand visibility and enhance customer engagement. With extensive experience managing key accounts and a strong proficiency in strategic planning and analysis, I am well-prepared to excel in client servicing, consistently exceeding customer expectations."

My career aspirations

My career aspirations are firmly centred on establishing a prominent presence in brand management, marketing, and marketing consultancy. Drawing from my extensive track record of success in driving sales, optimising brand strategies, and cultivating customer loyalty throughout my tenure in the dynamic hospitality industry, I am now keen to advance my career in these domains. Having completed my MBA, I am ready to apply my skills, shaping innovative strategies, and making a meaningful impact in the dynamic world of business and branding.

Education highlights

MBA	2022 - 2023
The University of Sheffield, England	
Executive Program in Data Driven Product Management	2021-2022
Indian Institute of Management, India.	
B.A. (Hons.) in Hospitality Management	2007-2011
University of Huddersfield, United Kingdom	

Career highlights

Sales Manager	2018-2020
Shangri-la Hotel, New Delhi, India	
Assistant Sales Manager	2016-2018
Shangri-la Hotel, New Delhi, India	
Assistant Sales Manager	2012-2016
Taj Hotels & Resorts, India	

Experience and achievements

- **Key Account Handling:** Including the United Nations, World Bank, Government, embassies, and high commissions along with driving revenue growth and delivering business value.
- **Brand Partnerships:** Negotiated brand collaborations and partnerships.
- **Process Optimization:** Streamlined departmental operations and achieved a 25% increase in brand awareness.
- **Revenue Growth:** Utilised Python & Six sigma to improve KPI understanding, leading to a 10% decrease in operational costs.
- **Recognition:** "Silver Star of the Month"
- **Consulting Experience:** Marketing strategies for SYJTL and Blatchford Mobility during MBA program.

Gunan Miao

My professional interests

Standing at the crossroads of marketing and business, my journey spans over six years of dedicated experience in the exhibition industry. During this time, I've honed my expertise in critical areas, including large-scale event planning and execution, professional visitor recruitment, forum planning and execution, and the art of online promotion.

Simultaneously, I have embarked on an MBA program at the University of Sheffield, where I'm deepening my knowledge and expanding my skill set. My ultimate aim is to craft a career path that traverses business development, marketing, and business consultancy. I'm fervently driven by the convergence of technology and business, where I see the potential for digital solutions to metamorphose complex business challenges.

My career aspirations

My career aspirations revolve around harnessing my marketing expertise to make significant contributions to the industry. I aim to secure leadership roles in marketing, particularly in areas involving strategic planning and brand management, where I can drive market visibility, implement innovative strategies, and foster brand growth.

Pursuing an MBA and continuous learning are central to my ambition of becoming a strategic marketing leader, positively impacting organisations, and promoting brand excellence and growth in the industry.

Education highlights

MBA The University of Sheffield, England	2022 - 2023
BA degree (German Language) Nanjing Technology University, China	2010 - 2014
Exchange study - German Language and Culture Freiburg University, Germany	2014 - 2018

Career highlights


Project Specialist BolognaFiere Shanghai Ltd.	Jul 2020 - Aug 2022
Senior Marketing Executive VNU Exhibition Shanghai Company	Jan 2018 - Jun 2020
Project Assistant Messe Frankfurt Exhibition Shanghai Company	Aug 2014 - Dec 2017

Experience and achievements

- Implement 5 meetings and 10+ events of the exhibition and invite 20+ speakers from Europe online and offline
- Lead the marketing department with 4 people and sales with 3 people and strong team working spirit
- Successfully organise one-to-one business matching between 10,000 visitors and 500 customers and recruiting 80,000 professional visitors and 200,000 consumers
- Achieve the goal of 800W ticket sales for the audience
- Have the ability to ESG business consultant and qualification



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KEY SKILLS

- Marketing management
- Event organisation and management
- Project management
- Proficient in MS-Excel, MS-Word, MS-PowerPoint
- Business analysis and consultant
- ESG (CFA ESG Certification)
- Languages: English (Fluent)
German (Fluent)
Mandarin (Fluent)

Jahnavi

Nimmakayala

My professional interests

I'm passionate about employing strategic methodologies infused with analytical insights and technical expertise to drive organisational growth and operational excellence. My focus is on crafting innovative, data-driven strategies rooted in market insights aimed at enhancing productivity, efficiency, and resource optimization. I thrive on dissecting complex challenges, devising sustainable business models, and aligning strategic objectives with actionable plans for measurable success. I aspire to continuously enhance my strategic acumen, contribute to a culture of strategic thinking, and drive transformative initiatives for enduring market leadership.

My career aspirations

In my career journey, I aim to ascend to a leadership position within an esteemed organisation, where I can harness my strategic acumen, analytical prowess, and technical knowledge. I envision myself leading transformative initiatives that optimise operational efficiency, drive growth, and align seamlessly with the organisation's vision and objectives. My aspiration is to leave a lasting imprint by spearheading innovative strategies, fostering a culture of continuous improvement, and contributing to the company's overall success. Ultimately, I strive to be at the helm of strategic decision-making, orchestrating impactful changes that propel the organisation forward in its industry and beyond.

Education highlights

MBA The University of Sheffield, England	2022 - 2023
Bachelor of Technology in Computer Engineering Indian Institute of Information Technology Design & Manufacturing, Kancheepuram, India	2014 - 2018

Career highlights

Implementation and Support Engineer Pelatro Software Solutions, Bengaluru, India	2019 - 2022
Web Developer Dumadu Games, Bengaluru, India	2018 - 2019

Experience and achievements

- Developed and executed marketing strategies for Gripple Automation, enhancing brand visibility and customer engagement.
- Crafted a 3-year dual-purpose communication plan for Goalball UK, optimising marketing strategies and expanding community reach.
- Led a marketing project for the Cooperative Ownership Hub, elevating brand awareness through innovative marketing campaigns.
- Executed an internationalisation project for the Bettering Our Worlds company, implementing market entry strategies and expanding its global presence.
- Received Gold Medal and Prathibha Award from Andhra Pradesh State Government for academic excellence.
- Selected by the prestigious ISRO (Indian Space Research Organisation) for Software Internship role from a pool of thousands of applicants.



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KEY SKILLS

- Business strategy development and analysis
- Marketing and strategic planning
- Data management and analytics
- Analytical and logical reasoning
- Finance and accounting
- Proficient in MS-Excel, MS-Word, MS-Powerpoint
- Project management
- Software, app and web development
- Languages: English (Fluent)
Telugu (Fluent)
Kannada (Basic)
Hindi (Basic)

Mohammad Rahman

My professional interests

As a technocrat with demonstrated expertise in marketing and entrepreneurship, working in media and entertainment sector, I have always been cognizant and strategic about my T-shaped learning approach. My professional interests straddle technology, marketing, media, and entertainment. However, I am most curious about learning about the needs of the stakeholders – whether consulting at multi-national corporations like Wells Fargo, Unify, Siemens or while preparing marketing strategies for the small and medium sized enterprises, keeping in mind the needs of their businesses, clients and/or customers.

My career aspirations

With a background in technology, a love for consulting, and a history of celebrity and corporate brand management, I am always looking out for opportunities to shape and elevate brands. I am looking forward to either joining a leading marketing agency (that caters to leading media and entertainment brands) or working with a leading brand (in-house) in media and entertainment like BBC, Sky, Channel 4, etc.

Education highlights

MBA	2022 - 2023
The University of Sheffield, England	
Postgraduate Diploma, Digital Marketing & Communications	2018 - 2019
MICA, India	
Bachelor of Technology	2010 - 2014
Vinoba Bhave University, India	

Career highlights

Marketing Lead	Aug 2023 - present
Polis Analysis, UK	
Social Media Accounts Audit Coordinator	Apr 2023 - Jul 2023
The University of Sheffield, UK	
Assistant Marketing Manager	Apr 2021 - Aug 2022
Aditi Consulting, Bangalore, India & USA	

Experience and achievements


- Marketing Consultancy:** Developed and executed a comprehensive digital marketing strategy for several startups in India and the UK in the past 5 years including Polis Analysis (UK), Chesterfield Radio (UK), The University of Sheffield (UK), Pearn Kandola (UK), B Braun (UK), Aditi Consulting (India & USA) amongst others. Leading digital marketing strategy for different continents like Asia, America and Europe, has offered me a holistic understanding of marketing strategy and consumerism.
- Technological Leadership:** Worked with Tata Consultancy Services as a Software Developer/Team Lead for over 3 years between 2014 and 2017. Having studied programming (Java and C) since primary school until undergraduate degree and later acquiring digital marketing expertise has helped me keep up with the pace and agility of the digital world.
- International Recognition:** Published three books (two fiction and one non-fiction) that have earned me both domestic and international recognition. With my keen interest in news, media and entertainment, I have attended renowned global conferences like The Harvard Project for Asian and International Relations, United Nations Association's Leadership Summit and Harvard USA-India Initiative. Besides representing India at these global forums, my enthusiastic engagement at these conferences has also earned me a letter of recommendation from Harvard.

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KEY SKILLS

- Marketing and business strategy
- Digital marketing
- Branding
- Social media and content marketing
- Corporate communications
- Advertising (mainline and digital)
- Marketing analytics
- Stakeholder management
- Project management
- Entrepreneurship
- Languages: English (Fluent)
Hindi (Fluent)

Reepika Sree Patnam

My professional interests

My professional interests are centred around marketing, consultancy and operations. With an operational background and diverse experience in risk investigation, catalog separation, I'm deeply committed to finding innovative solutions to complex business challenges. I thrive in fast-paced environments and enjoy collaborating with cross-functional teams to drive strategic initiatives. Striving to secure a position in emerging projects and innovations while seeking opportunities to broaden my expertise.

My career aspirations

To continually learn and adapt to new technologies and trends, staying at the forefront of innovation. To achieve a work-life balance that allows for personal growth and fulfilment outside of work. To attain a position of greater responsibility and influence within my organization. Exploring opportunities for international work or collaboration to broaden my global perspective.

Education highlights

MBA	2022 - 2023
The University of Sheffield, England	
Bachelor of Technology in Civil Engineering	2012 - 2016
Sree Venkateswara College of Engineering, India	

Career highlights

Risk Investigation Specialist	2021 - 2022
Amazon Development Centre	
Catalog Specialist	2019 - 2021
Amazon Development Centre	

Experience and achievements

- Protecting the customer experience for legitimate customers by taking appropriate action to identify and help minimise the risk posed by fraud patterns.
- Led process improvement projects that helped operations meet and exceed quality standards with the approval of the L6 Manager by sending emails across the process.
- Assisted in maintaining metrics and helped in creating SOP and producing documents related to process.
- Acquired relevant skill sets during employment are public speaking skills, flexibility and adaptability, and leadership skills during the student ambassador role.
- Being an Ambassador worked on a number of initiatives, helped local students achieve their goals, served as a good role model, and promoted interactive activities on campus and in classrooms,
- Performed teams' metric computations, updated the information to everyone via email, and updated upper-level managers regarding the same.

KEY SKILLS

- Risk investigating
- Basic knowledge of Tabula
- Intermediate knowledge of Sharepoint
- Leadership skills
- Time management
- Problem-solving
- Training and development
- Proficient in MS Office
- Languages: English (Fluent)
Hindi (Fluent)
Telugu (Fluent)

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Sameer Khan

My professional interests

Passionate about data-driven marketing strategies, my professional interests include leveraging emerging technologies and consumer insights to create highly effective marketing campaigns. I thrive on remaining on the cutting edge of industry trends, constantly learning and adapting to new tools and platforms in order to deliver exceptional results.

My career aspirations

As I advance in my profession, I hope to assume leadership positions in marketing where I can influence the strategic direction of organisations. My ultimate objective is to become a chief marketing officer or marketing director, using my expertise in marketing analytics and strategy to drive growth, innovation, and market leadership.

Education highlights

MBA	2022 - 2023
The University of Sheffield, England	
Bachelors in Engineering	2012 - 2016
SIRT, RGPV University, Bhopal, India	

Career highlights


Chief Executive Officer	Jun 2020 - Jul 2022
Key 17 Tech Solutions LLP	
Senior Business Development Manager	Sep 2021 - Jul 2022
GetMyUni Education Services Pvt. Ltd	
Business Development Manager	Aug 2018 - Jan 2019
Mediklik Web Health Pvt. Ltd	

Experience and achievements

- **Strategic Planning:** Developed and executed marketing strategies that resulted in a 20% increase in sales during my tenure as a Marketing Strategy Consultant at B. Braun Medical Ltd.
- **Data Analysis:** Utilized data-driven insights to identify barriers and opportunities, leading to a 15% improvement in operational efficiency during my time at B. Braun Medical Ltd.
- **Content Creation:** As a Content Creator, I boosted website traffic by 10% and achieved a 12% increase in social media engagement through video content while at the University of Sheffield.
- **Market Research:** Conducted SWOT and PESTLE analyses, contributing to a 25% growth in market share for Gripple Automation during my tenure as a Marketing Consultant.
- **Marketing Strategy Development:** Developed and executed marketing strategies at Gripple Automation that directly led to a 20% increase in sales within three months.
- **Budgeting and Cost Reduction:** Improved business profits by 50% and reduced expenses by 60% through strategic updates and governance practices while serving as the CEO at Key 17 Tech Solutions LLP.
- **Market Trend Analysis:** Analysed market trends and competitors, resulting in a 25% increase in market share during my time at Yellow Capsicum Advertising Pvt. Ltd.
- **Certifications:** Achieved certifications in digital marketing, copywriting, blockchain, and project management to stay at the forefront of industry knowledge.

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KEY SKILLS

- Strategic thinking
- Market research
- Data analysis
- Content strategy
- Stakeholder management
- Advanced MS Excel and MS Word
- MS PowerPoint
- Tableau
- Sales Force
- Languages: English (Fluent)
Hindi (Fluent)
Urdu (Fluent)

Simran Malik

My professional interests

I am deeply passionate about leveraging the power of data-driven decision-making to drive positive change within organisations. My professional journey has been a harmonious blend of business, mathematics, and technology, and I have recently fortified my expertise through the completion of an MBA program at the University of Sheffield, where I delved into the intricacies of management and leadership.

My career aspirations

My career aspirations revolve around harnessing my analytical skills to make a significant contribution to an organisation's marketing objectives. I aspire to secure a Business Analyst role within the marketing field, where I can play a pivotal role in developing and executing data-driven strategies that are in perfect alignment with the company's overarching business goals. I aim to apply my expertise across various industries, drawing upon my rich background in retail, telecommunications, and AI. This diverse experience equips me with the ability to offer fresh perspectives and innovative solutions to a range of sectors, ultimately contributing to their growth and prosperity. Recognising the ever-evolving nature of the data and technology landscapes, I am firmly committed to continuous learning. This entails pursuing relevant certifications, actively participating in industry conferences, and staying abreast of the latest advancements in my field.

Education highlights

MBA	2022 - 2023
The University of Sheffield, England	
Bachelor of Technology	2015 - 2019
KIIT University, Bhubaneswar, India	

Career highlights

Business Analyst	Nov 2021 - Sep 2022
Telus International AI Data Solutions	
Decision Scientist	Sep 2019 - Oct 2021
Mu-Sigma Business Solutions	

Experience and achievements

- Project Management:** As the sole Business Analyst straddling project management, operations, and sales, ensured smooth and timely completion of projects, reducing project delays by 20%.
- Leadership:** Working for a U.S Telecommunication giant, led a group of 3 new hires, managed and collaborated with them to deliver a 3 month project (Data Drift Modeling), in a single month generating a bonus revenue of \$2500.
- Data Driven Marketing Strategy:** Spearheaded a comprehensive project for a U.S flower shop startup, providing invaluable business insights; devised a data-driven marketing strategy that led to a 25% increase in customer acquisition and a 15% boost in online sales within six months.
- Stakeholder Communication:** Cultivated and maintained effective communication and relationships with a diverse set of stakeholders, contributing to a 90% stakeholder satisfaction rate and facilitating smoother project execution.
- Data Analytics:** Identified and addressed black market sales of a leading Sportswear brand in the world, resulting in the closure of 10% of retailers engaged in unauthorised distribution. This action significantly curbed revenue losses and preserved brand integrity.

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KEY SKILLS

- Data analysis
- Process mapping
- User stories
- Agile and waterfall methodologies
- Project management
- SQL
- Tableau/Power BI
- JIRA
- Microsoft Office
- Complex data problem solving
- Languages: English (Fluent)
Hindi (Fluent)



Usoshi Chakraborty

My professional interests


With my technical background, I can bridge the gap between development teams and business stakeholders. I'm interested in defining product roadmaps, prioritizing features, and ensuring that software products align with business goals. My professional interests include utilizing cutting-edge technologies and consumer insights to develop incredibly successful marketing campaigns. I'm passionate about data-driven marketing techniques. I get the best outcomes when I stay on the cutting edge of market trends, keep learning, and adjust to new tools and platforms. I've always had a keen interest in harnessing technology to develop useful and socially good solutions. I can explore roles where I facilitate partnerships, collaborations, and strategic alliances between software companies and other businesses. My technical knowledge would be valuable in identifying opportunities for synergy.

My career aspirations

My ultimate objective is to work as a business development manager for a tech-driven company with a focus on digital transformation and sustainable growth. I want to keep boosting revenue and customer satisfaction while also looking for positions with greater strategic responsibilities.

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KEY SKILLS

- Business development
- Stakeholder management
- Market research
- Project management
- Data analysis
- Software programming
- Agile methodologies
- CRM and BPM
- Proficiency in MS-Excel, MS-Word, MS-Powerpoint
- Languages: English (Fluent)
Hindi (Fluent)
Bengali (Fluent)
German (Basic)

Education highlights

MBA The University of Sheffield, England	2022 - 2023
Masters of Computer Applications IIT Dhanbad, India	2003 - 2005
Bachelors in Civil Engineering Jadavpur University, India	1996 - 2000

Career highlights

Data Analytics Lloyds Bank, UK	2022
Senior Consultant UBS Bank, Switzerland	2012-2014

Experience and achievements

- Revenue Growth: Increased the business to a 8% revenue growth with a CAGR of 1.2% by strategizing account management and bringing new projects within the existing accounts.
- Data Analysis: Utilized and researched data-driven insights to analyse the loan customers at Lloyds Bank project and got a certificate for that.
- Market Research: Used market research tools like SWOT, PESTLE etc, to analyse the market share and opportunities for Mott MacDonald, UK and Pearn Kandola, UK, which helped them to understand their current position in the market and the areas of improvement.
- Marketing Strategy Development: Developed and executed digital marketing strategies for Mott MacDonald, UK and Pearn Kandola, UK, which helped them to take decisions on their future marketing strategies.
- Client Relation Building: Enhanced customer loyalty and satisfaction through top-tier support and guidance on software and cloud solutions at UBS Bank and could create a pipeline of projects.
- Award: Got Rising Star award from Cognizant Technology Solutions for outstanding contribution in business development in 2013.

Varsha Valluru



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KEY SKILLS

- Marketing Consultancy skills
- Digital Marketing
- Leadership
- Business Development
- Strategic Management
- Financial Management Skills
- Teamwork and Collaboration
- Social Media Marketing
- Languages: English (Fluent)
Telugu (Fluent)
Hindi (Basic)

My professional interests

I possess a strong professional interest in the field of digital marketing, specifically in the ever-evolving realm of social media marketing related to the tools used to optimize marketing campaigns. I possess a strong enthusiasm for utilising social platforms to establish connections with audiences, enhance brand recognition, and foster active participation. My objective is to remain at the forefront of social media trends and utilise data-driven insights to create impactful campaigns that yield measurable outcomes for businesses in the dynamic digital environment.

My career aspirations

My goal is to become a marketing consultant, and I am motivated to do so by my passion for developing novel methods that will appeal to a broad spectrum of customers. I possess a strong understanding of consumer behaviour and a commitment to utilising emerging digital trends. My career goal is to offer customised solutions to clients, assisting them in reaching their marketing objectives, strengthening brand visibility, and ultimately fostering business expansion within the constantly changing marketing landscape.

Education highlights

MBA	2022-2023
The University of Sheffield, England	
Masters in Engineering Management	2014-2015
New Jersey Institute of Technology	
Bachelor in Electronics and Communications Engineering	2010-2014
V.R. Siddhartha Engineering College	

Career highlights

Strategy and Digital Marketing Manager	Jan 2021-Jul 2022
Shoreview Hospitality Private Limited	
Social Media Marketer	Jul 2017- Nov 2020
Jyothi Convention	

Experience and achievements

My professional experience of five years comprises working in the digital marketing domain, where I have been greatly involved in the execution of various digital marketing activities.

- Developed an interactive strategic digital marketing plan and increased the revenue of sales by 30% for shoreview hospitality.
- Identified keyword and hashtag strategies that offered shoreview hospitality the optimum exposure across all digital media channels which boosted the brand recognition by 10%.
- Drove a 46% increase in online sales for the convention centres after leading the effort to revamp the website and used SEO to improve organic search rankings from Page 6 to Page 1 for 10+ high-competition keywords.
- Involved in the negotiation process for signing with the GRT hotel chain by assessing what would work best for Shoreview hospitality by doing a marketing audit and tailoring recommendations based on the strategic analysis.
- Oversaw team of 10 professionals working on development of long-term strategic and marketing plan for shoreview hospitality. Collaborated with the CEO to establish targets for the convention centers and identified a client pipeline for the centres successfully.

Vasundhra Raj



CONTACT ME

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KEY SKILLS

- Strategic planning and analysis
- Diversity and inclusion strategy
- Negotiation skills
- Technical expertise in SAP Basis
- Leadership and team management
- Problem solving and troubleshooting
- Stakeholder management
- Training and development
- Project management
- Data-driven decision making
- Languages: English (Fluent)
Hindi (Fluent)

My professional interests

My passion lies in harnessing the transformative power of digital solutions to address complex business challenges. I am intrigued by the nuances of organizational culture and am committed to fostering environments where diversity and inclusion are embedded in the fabric of the organization. As a lifelong learner, I am constantly seeking opportunities to immerse myself in innovative strategies, especially those that intersect with digital transformation and DEI initiatives. I am an advocate for continuous personal growth, believing that every individual has the potential to be a change agent in their organisation.

My career aspirations

As I transition from a technical lead role into the world of management consulting, my vision is to be at the forefront of shaping business strategies that are not only profitable but also sustainable and inclusive. I aspire to work with organizations, big or small, to craft their digital transformation journeys, ensuring they are equipped to thrive in an ever-evolving digital landscape. I am driven to champion Diversity and Inclusion strategies, ensuring they are a genuine reflection of an organisation's values. In the long run, I envision myself leading a team of consultants, mentoring the next generation, and instilling in them the same passion for innovation, inclusivity, and transformative change that I hold dear.

Education highlights

MBA	2022 - 2023
The University of Sheffield, England	
Global Entrepreneurship (International Summer Programme)	July 2023
Esade Business School, Barcelona	
Bachelor of Technology	2009 - 2013
Punjab Technical University, India	

Career highlights

Technical Lead	April 2017 - July 2022
CenturyLink Technologies (Lumen), Bangalore, India	
Senior SAP Basis Consultant	May 2017 - April 2021
Accenture Services Pvt Ltd, Bangalore, India	

Experience and achievements

- **Strategic techno-business expertise:** Successfully transitioned from a 9-year technical leadership role in the IT sector to the strategic realm of management consulting, leveraging an MBA and hands-on consulting internships.
- **Diversity & Inclusion Advocate with Strategic Expertise:** Strengthened D&I expertise with Pearn Kandola, a market leader in D&I consulting, crafting a holistic Diversity, Equity, and Inclusion strategy for the University of Sheffield, in line with core values
- **Global Business Acumen:** Shaped a global perspective through Esade Summer Programme and MBA, gaining insights into entrepreneurship and disruptive tech. Enhanced skills during internships, like devising franchise plans for Brightbox and conducting market research for Ultimate Battery Company
- **Technical Mastery and Leadership:** Led and trained teams in SAP implementations and migrations at CenturyLink Technologies and Accenture, achieving significant improvements in productivity and a 95% resolution rate for complex technical issues.
- **Market Expansion Strategist & Board Recognition:** Conducted in-depth market analysis for Pearn Kandola, crafting a strategic internationalisation plan that not only positioned the renowned DEI company for successful market entry in Canada but also earned an invitation to present our strategy to their Board of Directors due to its impressive caliber.

Yuyi Li

My professional interests

"I'm passionate about advancing semiconductor tech, pushing design boundaries, innovating materials, and contributing to cutting-edge electronics. I'm excited to use AI and ML for production optimization, driving tech breakthroughs in this dynamic field."

My career aspirations

"I aspire to lead a self-reliant semiconductor giant, akin to Huawei, creating in-house innovation and technology. Committed to advancing the industry, promoting global collaboration, and ensuring technological independence, I aim to fortify the semiconductor sector's global influence and resilience."

Education highlights

MBA, The University of Sheffield, England	2022 - 2023
MA (Hons), National Academy of Chinese Theatre Arts, China	2017 - 2020
BA, National Academy of Chinese Theatre Arts, China	2012 - 2016

Career highlights

Sales Manager Global Unichip	2020 - 2022
Sales Assistant Arm (China) Technology	2016 - 2017

Experience and achievements

- Achieved a 20% annual sales increase through strategic marketing and quarterly adjustments
- Excelled in customer relationship management, securing foreign projects and government agreements
- Drove 10% QoQ revenue growth via adept account management and project oversight
- Fostered 20+ client partnerships in 13 months, fuelling business expansion
- Spearheaded impactful marketing efforts, elevating brand visibility at the 2017 Beijing ICCAD event



CONTACT ME

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 [linkedin.com/in/yuyi-li](https://www.linkedin.com/in/yuyi-li)

KEY SKILLS


- Market expansion
- Project oversight
- Event coordination
- Competitive analysis
- Consultative approach
- ERP and CRM
- Languages: English (Fluent)
Mandarin (Fluent)

Get in touch

To find out how we could support your recruitment needs, please contact

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