

BITS PILANI



MBA 2018-20





# VISION

To advance management knowledge & develop impactful leaders.

# MISSION

To be the destination of first choice for key stakeholders viz. students, faculty, organizations and community by designing and delivering cutting-edge management programs in a learning environment that develops leaders who are socially responsible, innovative & result-oriented.





# MANDATORY COURSES

Managerial Communication	Business Structure & Process	Marketing
Managerial Economics	Management Framework & Functions	Quantitative Methods
Organisation Behaviour	Financial & Management Accounting	Negotiation Skills & Technique
Managerial Skills	Corporate Finance & Tax	Product & Operation Management
Human Resource Management	Business Policy & Strategic Management	Management Information System
Business and Society	International Business	Supply Chain Management
Legal & Economic Environment Of Business		

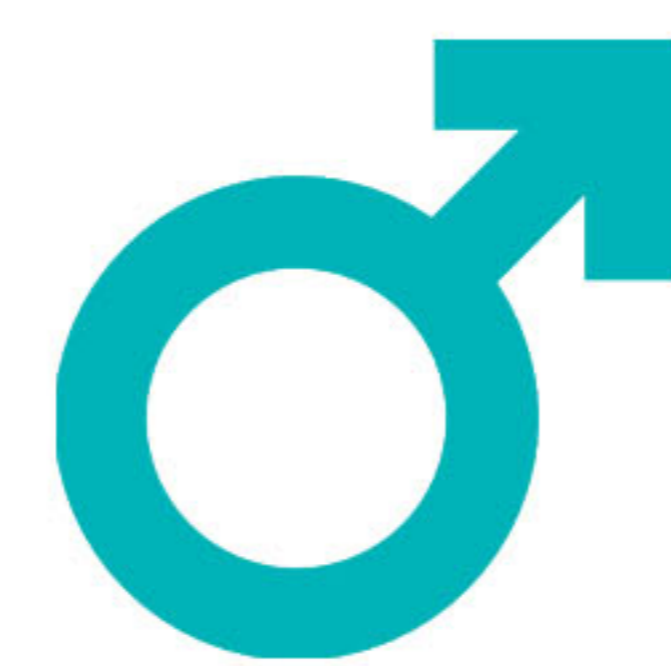
# CHOICE OF ELECTIVES OFFERED

Product & Brand Management	Advertisement & Sales Promotion	Financial Engineering
Marketing Research	Consumer Behavior	Business Analysis & Valuation
Digital Marketing	Organization Change & Development	Project Management
Marketing Models	Performance Management	Six Sigma
Creating & Leading Entrepreneurial Organisation	Security Analysis & Portfolio Management	
Financial Risk Analytics & Management		

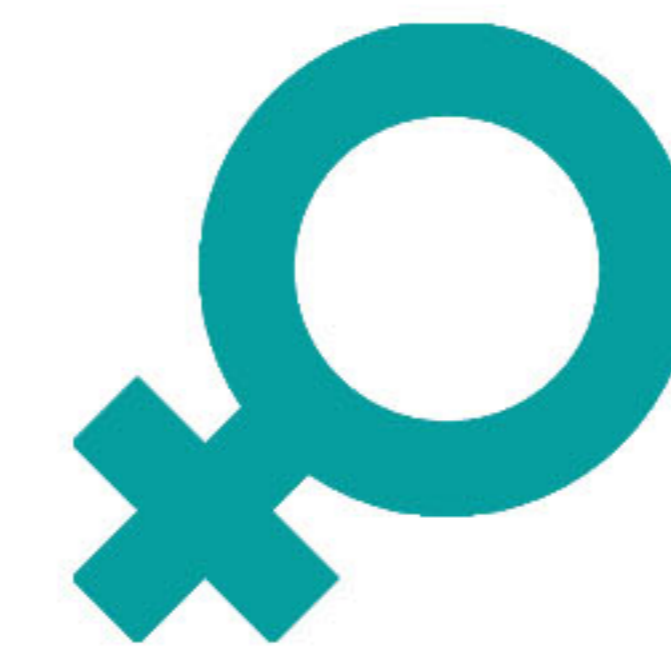
# BATCH AT GLANCE



**58**  
BATCH STRENGTH

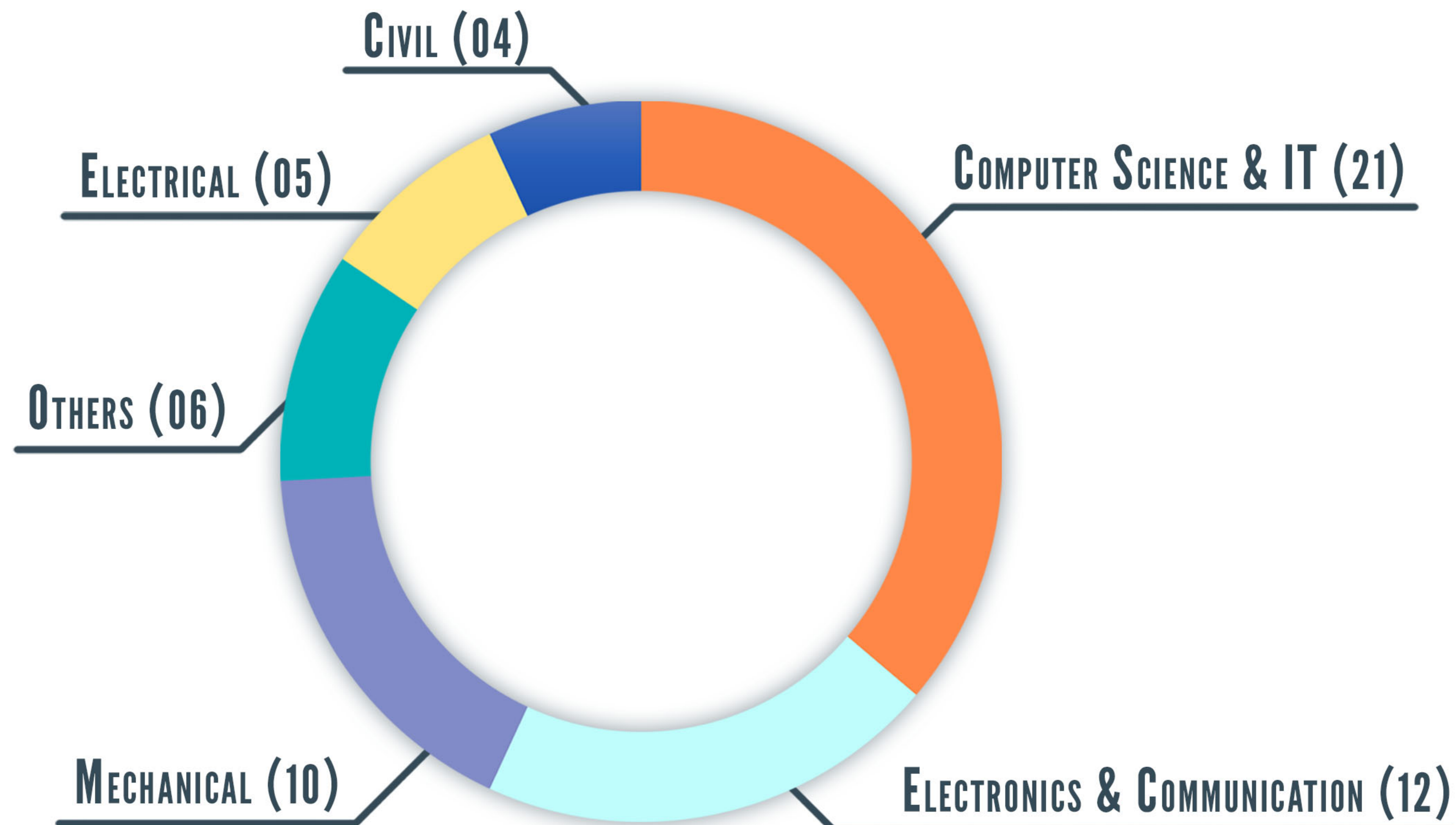


**42**  
MALE



**16**  
FEMALE

## ACADEMIC BACKGROUND





# WORK EXPERIENCE

## DISTRIBUTION



## INTERNSHIP DOMAIN

OPERATIONS & SUPPLY CHAIN (04)

FINANCE (05)

IT (05)

HR, LEARNING AND DEVELOPMENT (08)

OTHERS (12)

MARKETING, SALES & BUSINESS DEVELOPMENT (18)

## WORK EX-DOMAIN

OTHERS (03)

MANUFACTURING & CONSTRUCTION (05)

MANAGEMENT (06)

IT & ENGINEERING SERVICES (24)

# STUDENT PROFILE



## Kanika Dawar

B.Tech (Computer Science)  
Bharati Vidyapeeth Deemed  
University

**27 Months** in  
Ericsson India  
Pvt. Ltd.

Summer Internship

**EKO/-**

### People Operations Intern

*Development of People Metrics for  
visualising productivity and engagement  
internally.*



## Anusha Gupta

B.Tech (Computer Science)  
Uttarakhand Technical  
University

**30 Months** in  
Cognizant Technology  
Solutions

Summer Internship

**EKO/-**

### People Operations Intern

*Development of HR Metrics,  
Optimization of HRMS Software,  
Streamlining of HR process.*



## Nikita Sharma

B.Tech (Computer Science)  
Jammu  
University

**32 Months** in  
CGI

Summer Internship



### Business Analyst - IT

*Intelligent Automation, Streamlining  
project management process for the  
IT department.*

# STUDENT PROFILE



## Shubhendra K. Pandey

B.Tech (Mechanical)

Guru Ghasidas  
University

**11 Months** in  
Premier Academy  
(Bilaspur)

Summer Internship



**Marketing & Business Dev**

*Customer Acquisition and Customer  
Retention Strategies to drive Revenue  
Growth.*



## Gaurav Pandey

B.Tech (Biotechnology)

VIT  
University

**38 Months** in  
Accenture Solutions  
Pvt. Ltd.

Summer Internship



**Strategy Analyst - IT**

*Cost Optimization for Nayara's IT  
Stack Using Automation.*



## Saijumi Mukherjee

B.Tech (Electronics & Communication)

Sikkim Manipal  
University

**08 Months** in  
Practo  
Technologies

Summer Internship



**Branding & Corporate Comm.**

*Project in Branding & Corporate  
Communications*

# STUDENT PROFILE



## Harsh Vardhan Singh

B.Tech (Mechanical)

Dr. APJ Abdul Kalam Technical University

**21 Months** in  
India Yamaha  
Motors

Summer Internship



## Rajat Sharma

B.Tech (Marine)

Birla Institute of Technology & Science  
Pilani

**38 Months** in  
Maersk Line

Summer Internship



**Marketing Analytics Intern**

*Buying Leads Optimization &  
Analysis on Churn Reduction.*



## Pulkit Lalwani

B.Tech (Computer Science)

Rajiv Gandhi  
Proudyogiki Vishwavidyalaya

**25 Months** in  
Tata Consultancy  
Services

Summer Internship



**Software Licensing Management**

*SAM Processes, Remote  
Infrastructure Monitoring, End User  
Support Management*



# STUDENT PROFILE



## Utkarsh Sharma

B.Tech (Electronics & Communication)

Jaypee University of  
Information Technology

**12 Months** in  
Cognizant Technology  
Solutions

Summer Internship



**Management Intern**

*Revitalization of TKM Apprentice  
Scheme and Introduction of Office Side  
Apprenticeship.*



## Sashank Gupta

B.Tech (Automobile)

Maulana Abul Kalam Azad  
University of Technology

**Fresher**

Summer Internship



**Enterprise Intern**

*API Pricing Strategy & Transaction  
flow of competitors.*



## K. Udaya Rashmi

B.Tech (Electronics & Communication)

Jawaharlal Nehru  
Technological University, Anantapur

**24 Months** in  
Tech Mahindra

Summer Internship



**Strategy Management & Research**

*Indian Renewable Market 2025 and  
how it can be adopted by Statkraft  
as an organization.*

# STUDENT PROFILE



**Uttej Kari**

B.Tech (Computer Science)  
Rajiv Gandhi University  
of Knowledge Technologies

**35 Months** in  
Tech Mahindra Ltd

Summer Internship



**Business Analyst - IT**

*Applicability of Intelligent Automation*



**Yash Agarwal**

B.Tech (Computer Science)  
GLA  
University

**Fresher**

Summer Internship



**Finance Intern**

*Banking Sector Equity Analysis &  
NSE Trading*



**Sreeranjani R.**

B.Tech (Computer Science)  
Anna  
University

**02 Months** in  
Intellect Design  
Arena Ltd.

Summer Internship



भारतीय रिज़र्व बैंक  
Reserve Bank of India  
India's Central Bank

**Management Intern**

*Research on NBFCs and their  
customer services.*

# STUDENT PROFILE



## Bhuwan Sangwan

B.Tech (Mechanical & Automation)

Amity  
University

**42 Months** in

Revevol India Pvt. Ltd. &  
Next door solutions India Pvt. Ltd.

Summer Internship



**Corporate Strategy Intern**

*4 projects in renewable energy domain.*



## Mukul Shrivastava

B.E. (Mechanical)

Rashtrasant Tukdoji Maharaj  
Nagpur University

**Fresher**

Summer Internship



**Business Development Intern**

*Customer satisfaction & retention in  
a service based industry.*



## Dipti Chandra R.

B.E. (Civil)

Anna  
University

**Fresher**

Summer Internship



**Marketing Intern**

*Strategic distribution model for ECA  
(Emerging Corporate Accounts)  
customers.*

# STUDENT PROFILE



## Santosh Kumar S.

B.Tech (Electronic & Communication)

Dr. A.P.J. Abdul Kalam  
Technical University

**60 Months** in  
Planetcast Media Services Ltd. &  
News Nation Network Pvt. Ltd.

Summer Internship

## Learning Curve

### Brand Planning Intern

Secondary research of brand Udemy &  
Emami.



## Anil Verma

B.E. (Computer Science)

Rajasthan Technical  
University

**46 Months** in  
Tata Consultancy  
Services

Summer Internship

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## Saumya Vats

B.E. (Electrical & Electronics)

Vellore Institute of  
Technology, Vellore

**12 Months** in  
Vats Associates  
Pvt. Ltd.

Summer Internship



### Marketing & Operations Intern

Understanding of activities  
pertaining to Network Development  
- NEXA

# STUDENT PROFILE



## Ayush Singhal

B.E. (Electronics)

Rajiv Gandhi Proudyogiki  
Vishwavidyalaya Bhopal

**12 Months** in  
Accenture Solutions  
Pvt. Ltd.

Summer Internship



**Management Intern**

*Assessing the financing needs, risks & risk mitigation techniques-Role of ECGC for MSME.*



## Venkata Bharath T.

B.Tech (Computer Science)

IIIT Sricity,  
Chittoor

**Fresher**

Summer Internship



**Commercial Intern**

*Project SAP Ariba-Assisted with implementation of this cloud based procurement platform.*



## Hari Krishnan C.

B.E. (Mechanical)

Anna  
University

**48 Months** in  
Larsen & Toubro Ltd.  
Construction

Summer Internship



**Commercial Intern**

*Procurement Digitization for Commercial Department*

# STUDENT PROFILE



## Lakshmi Sindhu P.

B.Tech (Computer Science)  
Jawaharlal Nehru Technological  
University, Kakinada

**37 Months** in  
Tata Consultancy  
Services

Summer Internship

**NOVOTEL**

**Talent & Culture Intern**

*Understanding the perception of  
different generations at workplace*



## Lalit Mohan Dhama

B.Tech (Mechanical)  
DIT  
University

**Fresher**

Summer Internship

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## Anmol Awasthi

B.E. (Mechanical)  
Rajiv Gandhi  
Proudyogiki Vishwavidyalaya

**12 Months** in  
Bosch

Summer Internship

**H&R BLOCK®**

**Business Development Intern**

*Customer satisfaction & retention in  
a service based industry.*

# STUDENT PROFILE



## Anubhav Koul

B.Tech (Computer Science)  
Uttarakahnd Technical  
University

**21 Months** in  
Acro HR  
Solutions

Summer Internship

**EKO/-**

**Product Intern**

*On boarding process improvement  
through BRDs & mockups. Data Analysis  
& inference.*



## Deepanshu Kumar

B.Tech (Computer Science)  
SRM  
University

**Fresher**

Summer Internship

 **indiamart**

**Product Intern**

*Ad Operations Revenue*



## Ayan Roy

B.Tech (Electrical & Electronics)  
West Bengal  
University of Technology

**40 Months** in  
Accenture Solutions  
Pvt. Ltd.

Summer Internship



**Marketing Intern**

*Building corporate connections and  
generating corporate leads for  
Insurance.*

# STUDENT PROFILE



**Sunabha Das**

B.E. (Automobile)

SRM  
University

**Fresher**

Summer Internship

**EKO/-**

**Sales & Marketing Intern**

*Analysing Customer Behaviour &  
Measuring Customer Satisfaction*



**Pulahari Ashok Teja**

B.Tech (Electronics & Communication)

Jawaharlal Nehru Technological  
University, Kakinada

**Fresher**

Summer Internship

**Sai Bhaskar Irons ltd**

**Summer Intern**

*Quest - Financial Analysis of Sai  
Bhaskar Irons Ltd.*



**Alok Kumar Singh**

B.Tech (Electronics & Communication)

Jaipur National  
University

**41 Months** in  
Accenture Solutions  
Pvt. Ltd.

Summer Internship

**SBI**

**Summer Intern**

*Analysis of negative growth in Agri  
gold loan in Delhi Circle*



# STUDENT PROFILE



## Gaurav Singla

B.Tech (Electronics & Communication)

Punjab Technical  
University

**15 Months** in  
UST Global  
Pvt. Ltd.

Summer Internship



### Management Trainee

*Study & understand the planning and execution of overseas leadership development program.*



## Tanmay Singh

B.Tech (Computer Science)

Madan Mohan Malaviya  
University of Technology

**Fresher**

Summer Internship



### Marketing & Sales Intern

*Market Research On Brand Campaigns and Consumer Buying Behaviour in the Insurance Sector*



## Bhomendra S. Rathore

B.Tech (Electronics & Communication)

Rajasthan Technical  
University

**34 Months** in  
Eminent Dynamics Pvt. Ltd. &  
Home Trading International Pvt. Ltd.

Summer Internship



### Management & Operations Intern

*Buliding an Inventory management system with re-ordering workflow.*

# STUDENT PROFILE



## Sneha R. Sharma

B.E. (Computer Science)

Mumbai  
University

**Fresher**

Summer Internship



**Finance Intern**

*Hands-on Trading Experience ( Technical and Fundamental Analysis) and Equity Research.*



## Himanshu Sharma

B.Tech (Mechanical & Automation)

Amity University  
Rajasthan

**25 Months** in  
Electromatic Engineers  
Pvt. Ltd.

Summer Internship



**Digital Marketing Intern**

*Search Engine Optimization, Instagram Marketing & Google Analytics.*



## Kakinada Honey

B.Tech (Petrochemical)

Jawaharlal Nehru Technological  
University, Kakinada

**Fresher**

Summer Internship



**Marketing & Sales Intern**

*Marketing Campaign based on Consumer buying Behavior*

# STUDENT PROFILE



## Asha Madamanchi

B.Tech (Electronics & Communication)  
Jawaharlal Nehru Technological  
University, Kakinada

**Fresher**

Summer Internship



**HR Intern**

*Training Needs Analysis of JSW  
Employees*



## Akash Singh B.

B.Tech (Computer Science)  
A.P.J. Technical  
University

**12 Months** in  
BYJU's

Summer Internship



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड  
Hindustan Petroleum Corporation Limited

**Management Intern**

*Preparing feasibility report for the  
commissioning of new retail outlets.*



## Shubham Jain

B.Tech (Mechanical)  
Galgotias  
University

**Fresher**

Summer Internship



**Management Trainee**

*Study & understand the planning  
and execution of overseas leadership  
development program.*

# STUDENT PROFILE



## Belide Eshwar Prasad

B.Tech (Aviation)

Jawaharlal Nehru Technological  
University, Hyderabad

**Fresher**

Summer Internship



**Summer Intern**

*Penetration of Digital & TBU Products.*



## Sumedh Vishwaroop

B.Tech (Civil)

Kalinga Institute of  
Industrial Technology

**14 Months** in

Accenture Solutions  
Pvt. Ltd.

Summer Internship



**Digital Marketing Intern**

*Ad campaigns for Prowhitening &  
Framme.*



## Ajo Philip John

B.Tech (Computer Science)

Cochin University of  
Science and Technology

**36 Months** in

Focaloid  
Technologies

Summer Internship



**Marketing Intern**

*Facebook Marketing to acquire more  
volunteers & Develop a MOOC  
platform.*

# STUDENT PROFILE



## Yashfeen Bakhsh

B.Tech (Civil)  
Aligarh Muslim  
University

**Fresher**

Summer Internship



**Operations Management Intern**

*Building forecasting based inventory model & Managing the 3P model for Carefit.*



## Srinivas Darahaus M.

B.Tech (Electrical & Electronic)  
Jawaharlal Nehru Technological  
University, Kakinada

**26 Months** in  
Simhadri Shipping Ship  
Repairs Division

Summer Internship



**Enterprise Intern**

*Drafting Use Cases in Money Remittance*



## Karthick S A

B.E. (Electronics & Communication)  
Sathyabama  
University

**64 Months** in  
Tata Consultancy Services  
& Cognizant Technology Solutions

Summer Internship



**Operations & SCM Intern**

*Lay strategies to identify the bottlenecks in Fulfilment Center Ops & address it through Lean practices.*

# STUDENT PROFILE



**Hiravkumar K C**

B.Tech (Electrical)  
Pandit Deendayal  
Petroleum University

**Fresher**

Summer Internship



**Priya R S**

B.Tech (Computer Science)  
Sastra  
University

**40 Months** in  
Tata Consultancy  
Services

Summer Internship



**Business Analyst - IT**

*IT Infrastructure Optimization,  
Cyber Security, IT Infrastructure  
Management*



**Jasmine Handa**

B.E. (Information Technology)  
Panjab  
University

**22 Months** in  
Infosys Ltd.

Summer Internship



**Digital Marketing Intern**

IIGP-2019

# STUDENT PROFILE



## Shriratan Chandak

B.E. (Electrical & Electronic)

Chhattisgarh Swami  
Vivekanand Technical University

**24 Months** in  
Maheshwari  
Electronics & Electrical

Summer Internship



**Management Intern**

*ATHENA- the Digital Transformation of  
Procurement (SAP ARIBA, Aggregators,  
Digital Marketing).*



## Abhishek Vaishnav

B.Tech (Mechanical)

Rajasthan Technical  
University

**Fresher**

Summer Internship



**Marketing & Business Dev**

*Customer acquisition & Customer  
retention strategies to drive revenue  
growth.*



## Avinash Kaur B.

B.Tech (Electronics & Communication)

Jawaharlal Nehru Technological  
University, Anantapur

**36 Months** in  
Infosys Ltd.

Summer Internship



**HR Intern**

*Exit Analysis for FY 2018-19 and  
suggestions for retention of existing  
employees.*

# STUDENT PROFILE



## Varsha Gupta

B.Tech (Computer Science)

Dr. APJ Abdul Kalam  
Technical University

**Fresher**

Summer Internship



**Strategy Management & Research**

*Powering a Green India*



## Srutadipta Roy C.

B.Tech (Civil)

Dr. M.G.R. Educational & Research  
Institute University

**44 Months** in  
L&T  
Construction

Summer Internship



**Marketing & Operations Intern**

*Market survey of AePS business by  
Eko & Competitors to suggest areas  
of improvement.*



# STUDENT PROFILE



## Sandeep Reddy V.

B.Tech (Computer Science)

LNM Institute of  
Information Technology

**Fresher**

Summer Internship



**HR Intern**

*Multiskilling and employee handbooks.*



## Gaurav R. Bhatt

B.E. (Computer)

University  
of Mumbai

**25 Months** in

Accenture Solutions Pvt. Ltd.  
& Adroit Business Advisory LLP

Summer Internship



**Marketing & Sales Intern**

*Product Development Strategy,  
Branding of FG Insurance Plans, Future  
Sales Planning & CA Collaboration.*



# INDUSTRIAL ASSOCIATIONS


## CONTACT DETAILS :

### **Tabir Mishra**

Sr. Manager, Placements

(M) +91-81076 77009

email - tabir.mishra@pilani.bits-pilani.ac.in

### **Vipul Singhal**

Asst. Placement Manager

(M) +91-84472 43211

email - vipul.singhal@pilani.bits-pilani.ac.in

## PLACEMENT COMMITTEE 2018-20 CONTACT DETAILS :

### **Karthick S A**

Placement Co-ordinator

(M) +91-90031 69921, +91-99766 89378

email - h20180393@pilani.bits-pilani.ac.in

### **Saijumi Mukherjee**

Pitching Head

(M) +91-88847 28106

email - h20180340@pilani.bits-pilani.ac.in