

IIMT Pulse v1.4



ALUMNI COMMITTEE
IIM TRICHY



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PROFESSORS *SPEAK*



Prof. Godwin Tennyson
Chairperson PGPM

Alumni are the brand ambassadors of our institute and play an integral part in its growth. I believe that one of the biggest takeaways for any graduate from IIMT is its ever-growing alumni network and am happy to know that our alumni chapters at cities are further reinforcing it.

Our alumni had contributed to our institute's achievements when they were students here and have been continuing to do so after graduation through several avenues that helps us connect with them on regular basis. I am sure they will play an even greater role in the years to come that would not only benefit the institute but the society at large.

I am confident that the aspirants to our institute will draw inspiration from our alumni through their achievements. I wish the very best to our alumni and look forward to their association with the institute.

IIMT *SOARS*



IIM Trichy won the HSBC flagship B-school IB League Case Study competition. A competition designed to provide an opportunity for budding Investment Bankers to gain insights about the profile and the company. Yogeshvar Jadeja, Mehvish Naseem, Vatsal Doshi from the PGP '20 batch represented IIM Trichy in the case competition.

Alekhy Konidena (PGP'20) bagged the first place in the Grand Finale of The Business Cipher, the annual business analytics hackathon on Data Analytics conducted by Virtusa.

Swetha Vadlamudi (PGP'20) attended the prestigious India-Russia Youth Delegation Program 2019 and six students from the PGP'20 batch- Abhishek Dubey, Pradeep Kaur, Pratima Kapoor, Rajan Harkare, Shamna Adoor, Sharon Roy have visited China under the Youth Delegation Program 2019 to promote mutual understanding of value and culture among the youth and to develop better relations.

Vatsal Doshi (PGP'20) was selected to be a part of the official youth delegation to represent India in the BRICS Youth Summit in Brasilia, Brazil.





Chennai City Chapter

The inaugural Alumni City Chapter of IIM Trichy was held in Chennai on 25th Aug, 2019. The event was a huge success owing to a whopping participation of alums from across the batches of PGPM, PGPB and EEC. The event was graced by honourable director Dr. Bhimaraya Metri, Prof. Ayon Chakraborty, Prof. Karthik Dhandapani and Prof. Satish S Maheswarappa. It was an eventful evening with an interactive and delicious dinner. We thank all the amazing alums present for making this event successful. Looking ahead to the next city chapter!



Inauguration of 8th batch of IIM Trichy PGPB Programme

IIM Trichy inaugurated the 8th batch of PGPB Programme on 27th July, 2019. The ceremony was graced by various dignitaries including the Chief Guest Ms. Geetha Muralidhar, Chairman & MD, Export Credit Guarantee Corporation of India Ltd and the Guest of Honour Mr. Niranjana. P, Vice President & Head - Technology & Corporate Services, Larsen & Toubro Limited. Our esteemed Director Dr. Bhimaraya Metri delivered the opening address and shared his insights on the growth of IIM Trichy and praised the mettle of our beloved faculties in spurring that growth. The Chief Guest and Guest of Honour presented the Term wise merit awards, Director's Merit Awards and The Best Industry Project awards for PGPB 2017-19 Batch and PGPB 2018-20 Batch. The ceremony was concluded with the vote of thanks delivered by Professor Karthik Dhandapani, Chairperson, PGPB.



Festivals

IIMT celebrates the diverse culture of the in-campus students belonging to more than 24 states of the country through various festivals. We celebrated Ganesh Chaturthi, Onam and Durga Puja with full of zeal and euphoria. Dancing to the beats of dhol in traditional Kerala-wears during Onam to welcoming Lord Ganesha with melodious devotional songs during Ganesh Chaturthi and celebrating Durga Puja with aarti and dandiya nights, we celebrate diversity and leave no stones untouched to capture the rich IIMT festive memories.



War of Sections

Kurukshetra'19, the section war for sports was organised from August 23 to September 3, 2019. The tournament saw the four teams competing in different sports like Basketball, Badminton, Cricket, Pool Football, Futsal, Swimming, Throw-ball and Table Tennis. Defeaters (Section D) lifted the trophy defeating LegaC (Section C), Blitz (Section B) and Anubis (Section A).

Sanskriti'19, the cultural war of sections was held on October 13, 2019. All the four sections proved their mettle in the different off-stage and on-stage events. The audience was mesmerised by the wonderful performances put up by all the teams and had a memorable evening. Caderyn (Section C) retained the Champions' title leaving behind Blitz (Section B), Dhwanil (Section D) and Agneya (Section A).

Q. Tell us about your current role. How has the journey been for you from an MBA from IIM Trichy to an AVP in HDFC?

I am currently working as a Product Manager for Consumer Durable Loans & Cards EMI Business in HDFC Bank. As a Product Manager one is responsible for all the functions delivering for a product. The best part is this role makes you a General Manager. One moment you are making a strategy presentation, the other analyzing leakage in your Product P&L and the other responding to a publication for a press release. I got the opportunity to launch and manage various digital payment products. I worked on the launch of PayZapp in 2015 – it was a very exciting time as all ecommerce players were launching mobile apps and wallets. Post demonetization, I also got to work on new age payment solutions like Bharat QR, UPI, Aadhaar Pay and it helped me further to become a veteran in this space. It has also been a very rewarding journey, I was presented the ICON Award by the MD- judged by an external panel of 13 stalwarts across industries.



PRAJAKTA KANADE
PGPM 2012-14
Assistant Vice President, HDFC

Q. What are the necessary skills for this domain?

You have to be a jack of all trades and have an eye for detail. Banks and Fintechs are very process intensive and on working closely you realize there is no user manual for learning or applying these processes – you only learn by getting your hands dirty in setting them.

Q. What advice would you give to someone interested in pursuing this field?

Payments business is very dynamic and innovation is the heartbeat. You need to have a keen interest in innovation as the competition is with Fintechs. The regulatory framework is also ever evolving. Something like EKYC guidelines or data localization can topple your entire business model -- one has to solve for it in record time. Product priorities keep changing from business driven to regulatory --- the trade off makes you sour but you have to be relentless.

Q. We noticed that you have been associated with the launch of PayZapp and the digital payment system of HDFC. So, what according to you are the gaps in the Indian perspective that obstructs it from becoming a cashless economy?

Merchants are still charged for accepting digital payments --- this is a huge impediment. These merchants belong to the generation of our parents, they love watching videos online and but when it comes to money matters they prefer cash/ cheque. A lot of these merchants don't use NetBanking/ MobileBanking for personal use also. So changing this will require a lot of education and trust in digital payments. Lastly, cash is available free of cost --- withdrawals need to be charged.

Q. Being an alum from the second batch of IIM Trichy, how did people perceive IIM Trichy then? And how do they perceive IIM Trichy now?

Since we were the second batch, a lot of people didn't know about the new IIMs then. So it becomes a part of your introduction to explain that you graduated from a new IIM. However, IIM Trichy has earned its recognition very fast and is perceived as an established B-school now. We have a strong alumni network achievements on par with old IIMs.

Q. How did the two years in IIM Trichy help shape your career?

The 2 years in IIM Trichy have propelled my career and growth in ways I had never thought of. We had a very experienced and accomplished faculty members who created interest in their respective field. I had come in with a limited knowledge and interest in one particular domain but my perspective changed a lot in 2 years and I did not limit myself to one particular function.

Q. Your most memorable experience from the classroom or campus life?

We found and conducted some of the firsts like the first ever HR Conclave, B-fest and cultural fest. We were functioning from NIT Trichy campus with limited infrastructure but the batchmates and faculty were so exuberant that these events become a memorable part of the journey.

Q. A word to juniors..

Most organizations are very open to create a role or move you to a different role, hence if you are interested in learning or pursuing other responsibilities, ask for it. All the best! Cheers!!

Q. Tell us about your current role.

After PGPBM, I moved into a new demanding role – Strategic Initiatives and Marketing for a large Market and Media research Industry vertical. Strategic initiatives are directly targeted towards growth and transformation for our customers, in turn, drive digital revenue growth for TCS. Marketing at vertical (Industry) level is new to TCS, the primary role of this function is to improve the branding/positioning with our customers, make them aware of our new capabilities and offerings which can change the way they run the business. Being a trusted business advisor enables clients to scale new heights by collaborating with research and innovation departments in partnership with startups. To explain a bit more with one Industry problem that needs innovation - In US Retail Industry, the merchandize returns are close to \$260Bn, estimated to exceed \$400Bn (2018 estimate) impacting their margins and customer satisfaction. An innovative solution around managing “Retail Returns Inventory” will be a game-changer for the Industry. Hence the effectiveness of the role is measured not just revenue growth but also through Net Promoter Score from our clients since it is B2B Service Industry.



BABU SIVALINGAM
PGPBM 2016-18
Associate Vice President, TCS

Q. What do you like best about your work?

Opportunity to work with diversified Industries for Business Transformation. Exposure to various risk elements and how each one of them mitigating it. There is a lot more take away which can help cross-pollinate or implement in our personal life. To put it simply learn the best in one place and use it as a solution in another place. You will have a wealth of knowledge over a period of time!

Q. Being certified in lean six sigma black belt, your insights on its significance in the strategic domain?

The skill/experience that you get over a period of time will help to understand any business well. There is a lot of demand for the data scientist, AI, ML candidates but believe me, experienced black belts are the ones who bridge the communication between business and the technical teams. They seamlessly articulate the Business problems to statistical problems arrive at statistical solutions to business solutions.

Q. What are the necessary skills for this domain? What advice would you give to someone interested in pursuing this field?

Technical Skill other than MS Office like Minitab, R, Python, any other software packages are much needed to perform in this domain, however, the attribute that you develop over a period of time such as the ability to, break down a big problem into small chunks to nail down the root, then connect the dots to see the big picture as a whole, not in isolation, articulate the business case and the related outcome, manage diversified stakeholder. These are critical to be successful in this domain. Agile + Lean Six Sigma is a deadly combo. Do not stick to one domain/Industry, this will limit your learnings/exposure, spread your wings, you can definitely scale new heights.

Q. How does the industry perceive IIM Trichy?

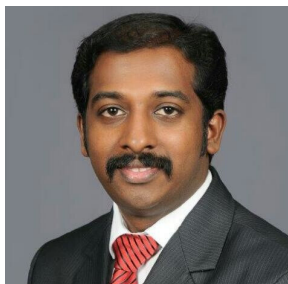
Everyone is witnessing the fast-paced growth of IIM Trichy, recent ranking is a testament to that. It is important to bring IIM Trichy closer to the Industry problems that need to be addressed for the benefit of society. We, alumni, have a job on hand to make it one of the best, I am sure we are on the right track.

Q. How did IIM Trichy help shape your career? How did you manage the hectic schedule?

There are a few courses which will help you to learn in real-time and apply in the workplace. Be it Finance, Strategy, Quants, Economics (micro and macro), I found opportunity around me to reinforce the learning and differentiate the way we approach things. Our IIM Trichy professors are top-notch, they keep things simple and make it easy and effective to apply (result-oriented). As for the hectic schedule, I still remember Professor Vijaya said on day one of our class, “First 2-3 months it will be difficult after that....”, everyone was curious for a sigh of relief but she said, “ You will get used to it “. It became our routine, and I believe in the last term, it was very difficult to depart.

Q. A word to your juniors..

Stop worrying too much - the fear of what's next, fear of failure, what others will perceive about us etc, this will suck your energy and slow down the thought process. Be in a place where your intellect will be better utilized. People value companies/organizations over their job profile and we have to work through our way to get our passion eventually. Focus on quality of life than just wealth creation.

**Avinash Rufus Singh, PGPBM, 2017-19**

Promoted to Vice President at Citi and have been entrusted the responsibility of leading COB and Crisis management of business across Asia Pacific. Avinash was relocated to Malaysia to handle this responsibility across the Asia Pacific region.

Pracchi Parihar Saxenna, PGPBM, 2016-18

Pracchi received an award from Curatio Healthcare as a recognition of her 2 year-long efforts towards leading the successful Clinical trial of Tracnil, which is an acne resistant product and leading to 50% growth in the sales of Tracnil.

**Vidhu Saxena, PGPBM, 2016-18**

Having a professional experience of 12 years across several domains of Fintech, E-commerce, B2B Market Research Vidhu Saxena was invited by DoMS - IIT Roorkee to deliver a guest lecture on E-commerce.

Subramania Satish Kumar, PGPBM, 2016-18

An article by Subramaniya Sathish Kumar on Business Intelligence was published in CIO Insider Magazine. He highlights the impact of digital BI to allow company leaders to develop even more effective strategies. **Link to the article** - <https://www.cioinsiderindia.com/cxoinsider/bi-business-intelligence-or-boardroom-intelligence-nwid-890.html>

**Harsha Wurali, PGPM, 2017-19**

Spot Award - awarded with Amazon balance gift card for amazing performance in a very short period.

Suhasini Manoharan, PGPBM, 2016-18

Invited as Chief Guest for a National Level Symposium in Dr MGR University, Educational and Research Institute, Commerce Department.

